

| Requirement | Tab | Topic | Description |
|-------------|---------|---|--|
| 9.i. | 9.i.1 | GST v TRC | Provide an analysis of the actual performance of each program, using both the GST and the TRCT, in live excel spreadsheets with all assumptions clearly stated, justified, and referenced. For reference, this request is analogous to updating table 10 of the Synapse Report with data delineated as requested. |
| | 9.i.2 | Discount rates | Provide an accounting of all of the discount rates used by the Utility, including but not limited to internal capital planning, FERC reporting, federal, state, and local tax, the weighted costs of capital, and energy cost forecasting for 2021 and 2022. For each rate reported, please justify why it is the appropriate measure for that specific instance. |
| 9.ii. | 9.ii.1 | Plan & Actual Savings | Provide an analysis of the planned and actualized energy efficiency savings, broken out by the program, savings category, and customer class |
| | 9.ii.2 | PI - 100% test | As part of this reporting, calculate the estimated annual performance incentive—as both a percentage and aggregate dollars—for each Utility based on the current formula and calculate the performance incentive—as both a percentage and aggregate dollars—if the minimum achievement level was changed from 65%-75% to 100% for each category as outlined in tables 5-1 and 5-2 of the proposed EE Plan (Bates pages 88–89). |
| 9.iii. | 9.iii.1 | Expenses by State; Contractors | Please report the amount of funding expended on all Energy Efficiency contractors and consultants in 2021 and 2022. Please list the contractors' names, and business addresses, appropriately redacted. Summarize the expenditures by US state and foreign country |
| | 9.iii.2 | Projects by Municipalities | For 2021 and 2022, report the amount of energy efficiency funding expended in each New Hampshire municipality. Please include the total spending over this period and the amount expended that cannot be tied back to a project in an NH municipality. Please include the number of projects funded in each NH municipality, number of ratepayers in each municipality, and dollars spent per municipality and per ratepayer in each municipality |
| | 9.iii.3 | impact on NH Economy - long term impact | Please comprehensively conduct a study and report on the 2021 and 2022 Plan's long-term impact on the NH economy that quantifies all factors noted in the 2022– 2023 Plan at Bates pages 6 and 7 by properly accounting for discounting that reflects ratepayers' time-preference, and by estimating the energy savings to reflect both the energy intensity and the spillover impacts also associated with future incremental economic activity prompted by the Plan. |
| 9.iv. | 9.iv.1 | Project Subsidy Level | 1. For any energy efficiency project that a ratepayer avails, the column "Subsidy" represents the share of the total cost of the project that is paid for by the utility. Please provide the requested information for all customer projects for program year 2021 and 2022 per the table |

9.iv.2 NPV of EE Services Provided at No Cost

Please provide an analysis of energy efficiency and net present value, for all services and equipment provided at no direct cost to the end customer. Separate into logical categories, including low income.

9.v. 9.v Market Barriers - quantification of cost

Please conduct an analysis quantifying, in terms of net present value, the market barriers listed in Tables 2.1 and 3.1 of the proposed EE Plan (Bates Pages 27, 28, 49, and 50)

9.vi. 9.vi Expenses/Revenues by Category

Please report on annual expenditures, on a program-by-program basis broken down by categories including, but not limited to , internal administrative costs, costs associated with external consultants , and costs paid to subsidiaries . Please provide these figures in single tables with annual funding, annual budget , and actual annual spending (including any carryforward funds expended). Provide this data beginning year 2016 up through 2021 in the first filing and through 2022 in the second filing.

9.vii. 9.vii.1 HEA Project Incentive Level

1. Please report the number of projects which received rebate funding in 2021 and 2022 which fall into the following ranges and to whom the benefits directly accrue (low income ratepayer or landlord) (\$0-\$9k, \$9-\$12k, \$12-\$15k, > \$15k) - add a both for housing authority projects

9.vii.2 HEA Projects over \$15K

Please provide a brief narrative for each project that receives a rebate of over \$15,000. Do not structure program rebates to avoid this additional reporting requirement.

Please refer to the UES 2022 Actual BC Model

Discount Rate Summary

| | 2022 | 2021 | Comment |
|--|-------------|-------------|--|
| Customer Contribution Model - Investments | | | |
| UES | 6.71% | 7.18% | After Tax Weighted Cost of Capital |
| Pension and PBOP | | | |
| | | | Evaluation of both current market conditions and Unitil's Benefit Plan cash flows. Approximately equal to high quality corporate and utility bond interest rate indices and pension yield curves. Per GAAP the discount rate should measure the single amount that, if invested at the measurement date in a portfolio of high-quality debt instruments, would provide the necessary future cash flows to pay the accumulated benefits when due. In other words the assumed discount rate should reflect the rates at which the pension/PBOP benefits could be effectively settled |
| Plan costs | 2.85% | 2.50% | |
| Plan assets | 5.25% | 2.85% | |
| Operating Lease Obligation | 3.70% | 3.90% | Weighted average operating lease rate (changes quarterly) based on the rate stated in each lease agreement |
| Fair Value of Long-Term Debt | 4.28% | 3.28% | Current debt rate of similar issues - Moody's Baa Utility Bond Average Yield (changes quarterly) |

The Energy Efficiency real discount rate is calculated in accordance with the methodology outlined in the Avoided Energy Supply Components 2021 study (AESC 2021). The calculation is $\text{Real Discount Rate} = [(1 + \text{Nominal Discount Rate}) / (1 + \text{Inflation Rate})] - 1$. AESC 2021 uses a Real Discount Rate of 0.81% based on default calculated values of 2.82% for the Nominal Discount Rate and 2.00% for the Inflation Rate. AESC 2021 also provides tools for users to insert their own input assumptions for these rates to calculate avoided costs. Following precedent established in previously approved filings, the Utilities use Nominal Discount Rates and Inflation Rates that are updated for the year in which measures will be installed, and were updated as of June 2021 for program years 2022 and 2023. The effect of using these rates resulted in a Real Discount Rate of 1.19%, a lower risk rate than the AESC 2021 default of 0.81%.

These are very low risk investments that are customer owned and operated and due to the nature of the investments, and confirmed by routine study of baselines and savings, are very reliable in terms of producing the expected reduction.

Please refer to the UES 2022 Actual BC Model

While the actual results have been modeled to show the impact of different thresholds retroactively applied, three things should be noted. First, the minimum thresholds need to be considered in conjunction with the targets established. Second, once the goals and thresholds are in place, the Utilities must actually perform and sufficiently deliver the results of the programs. Third, it should be noted that actually delivering programs in real time under different thresholds could incentivize behavior and outcomes that differ from what is portrayed.

Please refer to the UES 2022 Actual BC Model

-The Utilities have provided the information as requested, but would like to note that the data provided in and of itself does not fully reflect the impact of the programs at large. While the utilities have not collected nor would it be administratively feasible to collect this information, it is important to consider the following:

-The business address of a given contractor or vendor is not necessarily reflective of the location of the individual(s) who work with the NHSaves brand. For example, there are vendors with corporate addresses outside of New Hampshire whose employees the Utilities contract and work within New Hampshire.

-Contractor and vendor payments are not reflective of the full economic impact of the projects performed. The column labeled 'Rebate Portion of Total Amount' reflects the amounts that flowed through the contractors to customers in the form of cash rebates and/or the cost of procuring and installing energy efficiency measures on customer premises, which necessarily take place within New Hampshire and benefit the customer.

-Additional Federal dollars were invested into the income-eligible projects completed.

when reviewing the table.

2022 Vendor Expenditures

| Line | State/Country | Total Amount | Rebate Portion of Total Amount |
|-------------|----------------------|---------------------|---|
| 1 | CA | \$353,483 | \$288,281 |
| 2 | CANADA | \$6,432 | |
| 3 | CO | \$4,809 | |
| 4 | FL | \$2,100 | |
| 5 | GA | \$18,961 | |
| 6 | MA | \$823,947 | \$748,481 |
| 7 | MD | \$93,172 | \$93,172 |
| 8 | MN | \$200,814 | \$173,084 |
| 9 | NH | \$1,185,473 | \$887,755 |
| 10 | NY | \$24,405 | |
| 11 | PA | \$31,159 | |
| 12 | RI | \$4,475 | \$4,475 |
| 13 | TX | \$264,163 | \$16,012 |
| 14 | VA | \$55,675 | \$25,535 |
| 15 | WA | \$28,980 | |
| | Grand Total | \$3,098,048 | \$2,236,795 |

2022 List of Vendors

| Line | Vendor Name | Street Address | City | State/Country | Zip Code |
|------|-------------|----------------|-----------------|-----------------|------------|
| 1 | | | PITTSBURGH | PA | 15250-7084 |
| 2 | | | BOSTON | MA | 02110 |
| 3 | | | SUGAR LAND | TX | 77479 |
| 4 | | | BOULDER | CO | 80302 |
| 5 | | | MINNEAPOLIS | MN | 55485-5995 |
| 6 | | | CONCORD | NH | 03302 1016 |
| 7 | | | SEATTLE | WA | 989104 |
| 8 | | | CONCORD | NH | 03301 |
| 9 | | | DALLAS | TX | 75373 |
| 10 | | | FORT WASHINGTON | PA | 19034 |
| 11 | | | BALTIMORE | MD | 21202 |
| 12 | | | SALISBURY | MA | 01952 |
| 13 | | | WOODSTOCK | GA | 30188 |
| 14 | | | NEEDHAM | MA | 02492 |
| 15 | | | HAMPSTEAD | NH | 03841 |
| 16 | | | MEDFORD | MA | 02155 |
| 17 | | | MANCHESTER | NH | 03101 |
| 18 | | | BEDFORD | NH | 3110 |
| 19 | | | BOSTON | MA | 02284-5775 |
| 20 | | | OAKLAND | CA | 94612 |
| 21 | | | SMITHFIELD | RI | 02917 |
| 22 | | | TYSONS | VA | 22102 |
| 23 | | | TORONTO ONTARIO | CANADA | M5H 1K5 |
| 24 | | | NORTHWOOD | NH | 03261 |
| 25 | | | MANCHESTER | NH | 03101 |
| 26 | | | NEPEAN | ONTARIO, CANADA | K2H8L2 |
| 27 | | | CONCORD | NH | 03301 |
| 28 | | | LACONIA | NH | 03246 |
| 29 | | | PITTSBURG | PA | 15251-2058 |
| 30 | | | AUBURN | NH | 03032 |
| 31 | | | CONCORD | NH | 03301 |
| 32 | | | LOUDON | NH | 03307 |
| 33 | | | SOMERVILLE | MA | 02144 |
| 34 | | | DALLAS | TX | 75320-3448 |
| 35 | | | FORT MYERS | FL | 33907 |
| 36 | | | ITHACA | NY | 14850 |
| 37 | | | QUINCY | MA | 02169 |

Projects by Municipality - 2022

| Municipality | Residential (including Low Income) | | | | Commercial and Industrial | | | | Total | | | |
|-----------------------|------------------------------------|--------------|-----------|-------------|---------------------------|--------------|-----------|-------------|--------------|--------------|-----------|-------------|
| | Incentives | Participants | Customers | \$/Customer | Incentives | Participants | Customers | \$/Customer | Incentives | Participants | Customers | \$/Customer |
| Atkinson | \$ 46,571 | 101 | 2,937 | \$ 15.86 | \$ 8,956.28 | 4 | 545 | \$ 16.43 | \$ 55,527 | 105 | 3,482 | \$ 15.95 |
| Boscawen | \$ 116,651 | 36 | 1,572 | \$ 74.21 | \$ 24,232.50 | 4 | 321 | \$ 75.49 | \$ 140,883 | 40 | 1,893 | \$ 74.42 |
| Bow | \$ 56,755 | 134 | 2,838 | \$ 20.00 | \$ 6,799.60 | 7 | 785 | \$ 8.66 | \$ 63,554 | 141 | 3,623 | \$ 17.54 |
| Brentwood | \$ 80 | 2 | 24 | \$ 3.33 | | | | | \$ 80 | 2 | 24 | \$ 3.33 |
| Canterbury | \$ 8,692 | 18 | 588 | \$ 14.78 | | | 102 | \$ - | \$ 8,692 | 18 | 690 | \$ 12.60 |
| Chichester | \$ 19,291 | 33 | 956 | \$ 20.18 | \$ 2,210.00 | 6 | 197 | \$ 11.22 | \$ 21,501 | 39 | 1,153 | \$ 18.65 |
| Concord | \$ 575,476 | 445 | 17,766 | \$ 32.39 | \$ 551,824.44 | 84 | 6,450 | \$ 85.55 | \$ 1,127,301 | 529 | 24,216 | \$ 46.55 |
| Danville | \$ 21,807 | 28 | 1,517 | \$ 14.38 | \$ 5,591.04 | 1 | 158 | \$ 35.39 | \$ 27,398 | 29 | 1,675 | \$ 16.36 |
| Dunbarton | \$ 2,973 | 6 | 126 | \$ 23.60 | | | 6 | \$ - | \$ 2,973 | 6 | 132 | \$ 22.52 |
| East Kingston | \$ 5,411 | 29 | 1,001 | \$ 5.41 | \$ 8,297.00 | 2 | 171 | \$ 48.52 | \$ 13,708 | 31 | 1,172 | \$ 11.70 |
| Epsom | \$ 10,888 | 21 | 1,272 | \$ 8.56 | \$ 1,375.00 | 2 | 344 | \$ 4.00 | \$ 12,263 | 23 | 1,616 | \$ 7.59 |
| Exeter | \$ 90,499 | 139 | 7,150 | \$ 12.66 | \$ 298,579.73 | 26 | 2,158 | \$ 138.36 | \$ 389,079 | 165 | 9,308 | \$ 41.80 |
| Hampton | \$ 51,755 | 168 | 9,714 | \$ 5.33 | \$ 379,449.66 | 30 | 2,677 | \$ 141.74 | \$ 431,204 | 198 | 12,391 | \$ 34.80 |
| Hampstead | \$ 40 | 1 | 101 | \$ 0.40 | | | 11 | \$ - | \$ 40 | 1 | 112 | \$ 0.36 |
| Hampton Falls | \$ 5,728 | 21 | 1,065 | \$ 5.38 | \$ 18,303.00 | 6 | 284 | \$ 64.45 | \$ 24,031 | 27 | 1,349 | \$ 17.81 |
| Kensington | \$ 30,189 | 26 | 906 | \$ 33.32 | \$ 1,100.00 | 1 | 184 | \$ 5.98 | \$ 31,289 | 27 | 1,090 | \$ 28.71 |
| Kingston | \$ 26,664 | 61 | 2,631 | \$ 10.13 | \$ 43,391.00 | 16 | 663 | \$ 65.45 | \$ 70,055 | 77 | 3,294 | \$ 21.27 |
| LOUDON | \$ 150 | 2 | 111 | \$ 1.35 | | | 26 | \$ - | \$ 150 | 2 | 137 | \$ 1.09 |
| Newton | \$ 33,088 | 38 | 2,051 | \$ 16.13 | \$ 12,133.00 | 2 | 362 | \$ 33.52 | \$ 45,221 | 40 | 2,413 | \$ 18.74 |
| Plaistow | \$ 32,821 | 68 | 3,247 | \$ 10.11 | \$ 119,323.47 | 32 | 1,597 | \$ 74.72 | \$ 152,145 | 100 | 4,844 | \$ 31.41 |
| Salisbury | \$ 1,415 | 9 | 450 | \$ 3.14 | | | 41 | \$ - | \$ 1,415 | 9 | 491 | \$ 2.88 |
| Seabrook | \$ 57,301 | 66 | 4,601 | \$ 12.45 | \$ 342,793.65 | 26 | 1,422 | \$ 241.06 | \$ 400,095 | 92 | 6,023 | \$ 66.43 |
| South Hampton | \$ 5,853 | 11 | 373 | \$ 15.69 | \$ 37,708.00 | 1 | 81 | \$ 465.53 | \$ 43,561 | 12 | 454 | \$ 95.95 |
| Stratham | \$ 39,008 | 104 | 3,193 | \$ 12.22 | \$ 43,890.17 | 7 | 704 | \$ 62.34 | \$ 82,898 | 111 | 3,897 | \$ 21.27 |
| Webster | \$ 6,358 | 11 | 389 | \$ 16.34 | | | 36 | \$ - | \$ 6,358 | 11 | 425 | \$ 14.96 |
| mid/upstream rebates | \$ 294,171 | | | \$ - | \$ 28,263.92 | | | \$ - | \$ 322,435 | - | - | \$ - |
| rebate services total | \$ 521,359 | | | \$ - | \$ 109,744.39 | | | \$ - | \$ 631,103 | - | - | \$ - |

Projects by Subsidy Level - 2022

| | Subsidy % | Projects | Total Project Cost | Total Incentive |
|--------------|------------------|-----------------|---------------------------|------------------------|
| All Programs | 100% | 316 | \$ 763,897 | \$ 763,897 |
| | 80-99% | 35 | \$ 269,146 | \$ 226,215 |
| | 60-79% | 127 | \$ 1,182,975 | \$ 860,417 |
| | 40-59% | 439 | \$ 1,922,494 | \$ 906,606 |
| | 20-39% | 158 | \$ 1,776,286 | \$ 476,052 |
| | 1-19% | 713 | \$ 7,086,147 | \$ 238,290 |

NPV of EE Services Provided at No Cost

| Program | Subsidy % | Projects | Total Project Cost | Total Incentive | Avg/Proj | Analysis for 100% Incentive |
|--|-----------|----------|--------------------|-----------------|-----------|---|
| B1 - Home Energy Assistance | 100% | 53 | \$ 703,392 | \$ 703,392 | \$ 13,272 | HEA projects are done at no cost to the customer. Includes \$238K in batched refrigerator replacements and mailed kits. |
| A2 - Home Performance with Energy Star | 100% | 26 | \$ 16,012 | \$ 16,012 | \$ 616 | The projects at 100% subsidy are 'baseload' or Visual Audit projects where non-weatherization measure such as LED light bulbs, Wi-Fi thermostats, faucet aerators, and low-flow showerheads are directly installed at no cost to the customer. |
| A3 - Energy Star Products | 100% | 233 | \$ 17,895 | \$ 17,895 | \$ 77 | The projects at 100% subsidy are those where the incentive provided is equal to the estimated incremental cost of upgrading from the standard efficiency appliance to the energy efficient model. Measures include heat pumps, clothes dryers, room AC, refrigerators, and air purifiers. |
| A5a - Residential Active Dem | 100% | 504 | \$ 14,580 | \$ 14,580 | \$ 29 | Customers with previously installed batteries or Wi-Fi thermostats are incentivized to participate during peak load days. |
| C2 - Small Business Energy Sc | 100% | 2 | \$ 8,018 | \$ 8,018 | \$ 4,009 | The projects at 100% subsidy are those where the incentive provided is equal to the estimated incremental cost of upgrading from the standard efficiency equipment. |

Explanation of Market Barriers

The attached worksheet includes a reproduction of the market barriers tables by sector (C&I and Residential, inclusive of income eligible customers) from the 2022-2023 Plan, as well as the planned interventions and program objectives. To this list, each of the utilities has included a column detailing the cost of the intervention for program year 2022, where such delineation is possible. A description of the source (e.g., the benefit cost ("BC") model for 2022 reporting, or the Q4 2022 report) is included in a separate column.

The budgeting of expenditures related to the energy efficiency programs has not been explicitly tied to overcoming specific market barriers, nor are the general ledger accounts used by the utilities designed to track these costs. Therefore, granular estimates of either planned or actual costs to overcome the specific market barriers identified in planning are, in most cases, not quantifiable. The energy efficiency programs budgets and expenditures have been organized across six budget categories, described in Table 1-13 on Bates 23 of the 2022-2023 Plan. The six cost categories have served as the basis of planning and reporting of expenses related to the regulated New Hampshire energy efficiency programs since 2002.

They are as follows:

- a) Internal Administration
- b) External Administration
- c) Customer Rebates and Services
- d) Internal Implementation Services
- e) Marketing
- f) Evaluation

The method of accounting for expenditures for the NH Energy Efficiency programs has been audited annually by the previous Public Utility Commission Audit Staff and now the Department of Energy Audit Staff. Also, the organization of expenditures, by cost category and program, is displayed most clearly in the Cost Table worksheet of each Company's B/C model, as well as in Attachment C the plan filed with and approved by the Commission. Because program year 2022 budgets were based on program year 2020 (see PUC Order 26,440 in Docket 17-136), the breakdown of planned costs by program and budget activity for 2022 is most closely associated with the 2020 Update Plan, Attachment C.

Not all energy efficiency program expenditures relate to identified market barriers or program interventions. Costs related to other activities include the following:

EM&V Costs

While the Market Barriers listed in the 2022-2023 Plan do not explicitly include activities related to Evaluation, Measurement and Verification, ("EM&V"), expenditures related to the Evaluation cost category are essential to the effective operation and continual improvement of program design and delivery. By reviewing how savings are calculated, how customers are using efficient equipment, and otherwise verifying that savings claims based on the best available information, independent third party evaluation ensures that reporting to the Commission is accurate and that offerings continue to be cost-effective. Evaluation activities also lead to continual evolution and improvements to the design and delivery of programs and help to ensure that customers are well served. Evaluation also supports the participation of utility staff in the EM&V Working Group as well as the cost of retaining a team of expert EM&V advisors whose services are competitively procured by the DOE. Finally, the evaluation cost category reflects expenditures associated with setting up and maintaining each utility's tracking systems as well as internal and external personnel engaged in data tracking activities.

Internal and External Admin Costs

While the Market Barriers listed in the 2022-2023 Plan do not explicitly include activities related to internal and external administration of programs, expenditures related to that cost category provide essential management oversight and administration of programs required to effectively comply with evolving regulatory requirements of the NHPUC. Docket administration, report preparation, meetings with stakeholder groups such as the Energy Efficiency and Sustainable Energy ("EESSE") Board, development of new plans, budgets, bill impacts, lost base revenue calculations, benefit cost modeling, presentations, and more are covered under this budget category. These expenditures are essential to the administration of programs and ensure that program activity is fully transparent to the Commission, DOE and other stakeholders, and that the programs are responsive to the evolving policy and regulatory environment in New Hampshire.

| Line | C&I Market Barrier | Program Interventions | Program Objectives | Cost of Intervention \$2022 | Description of the cost / source |
|------|--|---|--|-----------------------------|---|
| 1 | Incremental price difference between standard and high-efficiency goods and services. | 1. Provide rebates to give effective price signals to help cover incremental first cost. | Customers consider operating costs and not just price tag when making purchase/investment decisions. Market penetration of high-efficiency equipment and services increases. | \$1,589,500 | Total cost of rebates and services, not including those included elsewhere in this table On-bill financing loans (part of the revolving loan fund, not included in energy efficiency budget as no new funds were expended / allocated in 2022) |
| 2 | | 2. Offer low-interest or interest-free loans to allow customers to finance their portion of energy efficiency investment. | | \$193,335 | |
| 3 | | 3. Provide information about alternative sources of funding for their high-efficiency investments (state and federal rebates or tax credits). | | | |
| 4 | | 4. Provide information/training/proformas about the importance of looking at life-cycle costs on website and in communication. | | | |
| 5 | Lack of customer awareness related to: <ul style="list-style-type: none"> • benefits of energy efficiency • existence of high-efficiency alternatives • where to purchase high-efficiency equipment/quality installation * how and when to reduce demand during system peaks. | 1. Promote energy-efficient options in store/online/at point of purchase. | Customers learn to look for and demand high-efficiency options. Market sales of high-efficiency equipment and services increases. System peak usage is reduced. Customer iCAP charges are reduced. | \$285,754 | Total cost of marketing and internal implementation services from the Cost Tab of the B/C model rebates associated with the C&I Active Demand pilot from the Cost Tab of the B/C model |
| 6 | | 2. Keep information on NHSaves website up to date. | | | |
| 7 | | 3. Engage and train contractor network to improve understanding of/familiarity with new, high-efficiency technologies. | | | |
| 8 | | 4. Provide information to target customer audience through case studies, one-on-one contact, technical assistance, and building assessments. | | | |
| 9 | | 5. Co-market with contractors and retailers. | | | |
| 10 | | 6. Refer customers to Program Administrator vetted turnkey service providers. | | | |
| 11 | Midstream (retailers/ distributors) fail to stock high-efficiency products. <ul style="list-style-type: none"> • Lower turnover * stocking cost * lack of awareness / experience | 1. Include retailer training and recruitment in midstream program offering. | Greater availability/visibility of high-efficiency equipment at point of sale. Engaged and motivated retailers committed and rewarded for selling high-efficiency products. Market share of high-efficiency equipment and services increases. | \$288,431 | total cost of rebates associated with midstream measures in the input tab of the BC model (not included in the total rebates in line 1) |
| 12 | | 2. Communicate attributes of emerging or improving high-efficiency equipment stock. | | | |
| 13 | | 3. Provide proper price signals to retailers who stock/sell targeted equipment. | | | |
| 14 | | 4. Co-market available incentives to customers. | | | |
| 15 | Building trades lack sufficient cadre of trained personnel, awareness, experience, or commitment to high-efficiency practices, both for existing building renovations and new construction. | 1. No-cost training in best practices provided to builders and trade allies. | Build confidence and competence in high-efficiency building practices. Improve the industry standard practice in building design. Reward and celebrate builders and other professionals who demonstrate commitment to high-efficiency building design. Capture opportunity at time of building/renovation for energy savings over the life of building. Increase the industry standard practice for high-efficiency design/build/renovation. | \$9,040 | Cost of C&I Education under rebate category (marketing costs reflected in rows 7-11) sumproduct of all New Equip and Construction Subprogram rebates for C&I (quantity x incentive), subtracted from rebates above |
| 16 | | 2. Incentives provided for exceeding commercial building energy efficiency code and appliance standards. | | | |
| 17 | | 3. Case studies developed and promoted to highlight exceptional builders and homes. | | | |
| 18 | | 4. Collaboration with professional associations to promote the program and the benefits of high-efficiency homes. | | | |
| 19 | | | | | |

Total Cost \$2,432,433
 Total NPV Costs C&I Sector 2022 \$2,696,245
Remaining \$263,812

EM&V \$88,768
 Internal Admin \$172,046
 External Admin \$2,998
Total \$263,812

| Line | Resi Market Barrier | Program Interventions | Program Objectives | Cost of Intervention \$2022 | Description of the cost / source |
|------|--|---|--|-----------------------------|--|
| 1 | Incremental price difference between standard and high-efficiency goods and services. | 1. Provide rebates to give effective price signals to help cover incremental first cost. | Customers consider operating costs and not just price tag when making purchase/investment decisions. | \$1,694,009 | Total Rebates / Services from Cost Table for Residential and Income Eligible programs, minus behavior, active demand, lighting offers (which are listed below) |
| 2 | | 2. Offer low-interest or interest-free loans to allow customers to finance their portion of larger investments in weatherization and heating systems. | Market penetration of high-efficiency equipment and services increases, allowing the transition to market-based measure offering. | \$22,500 | On bill financing loans, which are not reflected in the cost table of the B/C model as this is a revolving loan fund with no new funding for 2022 |
| 3 | | 3. Provide customers information about alternative sources of funding for their high-efficiency investments (state and federal rebates or tax credits). | | \$0 | Third party financing for electric customers participating in the HPwES or Appliances programs. |
| 4 | | 4. Provide information/training about the importance of looking at life-cycle costs on website and in communication. | | | |
| 5 | Lack of customer awareness related to: <ul style="list-style-type: none"> • benefits of energy efficiency • existence of high-efficiency alternatives. • where to purchase high-efficiency equipment • how and when to reduce demand during system peaks. | 1. Promote energy-efficient options in store/online/at point of purchase. | Customers learn to look for and demand high-efficiency options. | \$218,794 | total cost of marketing for Residential and Income Eligible programs, as well as implementation services from Cost Table of BC model |
| 6 | | 2. Use NH Saves/EnergyStar product labeling at point of purchase. | Market sales of high-efficiency equipment and services increases. | | |
| 7 | | 3. Keep information on NHSaves website up to date. | | \$196,540 | rebates and services for behavior program from Cost Table of BC model (subtracted from line 1 rebate total) |
| 8 | | 4. Provide customers access to pre-vetted online marketplace for energy efficiency goods and services. | | | |
| 9 | | 5. Send Home Energy Reports directly to customers through mail and email. | | | |
| 10 | | 6. Provide information to target audience at trade and home shows. | | \$55,675 | cost of residential Active Demand program rebates from cost table (subtracted from line 1 rebate total) |
| 11 | | 7. Co-market with contractors and retailers. | | | |
| 12 | | 8. Directly control thermostat settings to reduce air conditioning use during system peaks. | System peak usage is reduced. | | |
| 13 | Midstream (retailers/ distributors) fail to stock high-efficiency products. | 1. Provide retailer training and recruitment in midstream program offering. | Greater availability/ visibility of high-efficiency equipment at point of sale • Engaged and motivated retailers committed and rewarded for selling high- efficient products | \$27,215 | sumproduct of residential lighting subprogram measures, subtracted from rebates above |
| 14 | - lower turnover | 2. Communicate attributes of emerging or improving high-efficiency equipment stock. | Market share of high- efficiency equipment and services increases | | |
| 15 | - stocking cost | 3. Provide proper price signals to retailers who stock/ sell targeted equipment. | | | |
| 16 | - lack of awareness / experience | 4. Co-market available incentives to customers. | | | |
| 17 | Building trades lack sufficient cadre of trained personnel, awareness, experience, or commitment to high-efficiency practices. | 1. No-cost training in best practices provided to builders and trade allies. | Build competence and confidence in high-efficiency building practices | \$154,003 | total cost of rebates for Energy Star Homes program (subtracted from line 1 rebate total) |
| 18 | | 2. Incentives provided for meeting Energy Star Homes standards and for other above-energy code practices. | Improve the industry standard practice in building design | | |
| 19 | | 3. Case studies developed and promoted to highlight exceptional builders and homes. | Reward and celebrate builders and other professionals who demonstrate commitment to high-efficiency building design | | |
| 20 | | 4. Collaboration with professional associations to promote the program and the benefits of high-efficiency homes. | Capture opportunity at time of building/renovation for energy savings over the life of a building or home | | |

Total Cost \$2,346,236
Total NPV Costs Res Sector 2022 \$2,681,144
Remaining \$334,908

EM&V \$107,731
Internal Admin \$224,175
External Admin \$3,002
Total \$334,908

| Tracking Activity | Description |
|---|--|
| Administration—Internal | Internal utility costs associated with program design, development, regulatory support, and quality assurance. Costs include employee labor, benefits, expenses, materials, and supplies. |
| Administration—External | External costs associated with program administration. This includes contractors and consultants used in support of program design, development, regulatory support, and quality assurance. |
| Customer Rebates and Services | Costs associated with incentives that reduce the cost of equipment as well as costs for services to speed adoption. This includes direct rebate dollars paid to distinct participants, as well as indirect incentives for equipment discounts. It also includes services such as technical audits, employee and contractor labor to install measures, expenses, materials, and supplies. |
| Internal Implementation Services | Tracking of internal utility costs associated with delivering programs to customers, including labor, benefits, expenses, materials, and supplies. |
| Marketing | Costs for marketing, advertising, trade shows, toll-free numbers, and NHSaves website. Types of expenses include labor, benefits, consultants, contractors, expenses, materials, and supplies. |
| Evaluation | Costs for EM&V activities including labor, benefits, expenses, materials, supplies, consultants, contractors, and tracking systems. |

“Internal administrative costs” are reflected in the Cost Table of the Benefit Cost model and reflect internal employee time associated with the administration of the programs. These are distinct from internal implementation costs and, for Eversource and Unitil, also distinct from internal costs associated with marketing and evaluation activities. Report 6, Page 1 shows the plan and actual internal administrative costs by program in program years 2016 through 2022 in the column labeled “Internal Admin Costs”.

For the purposes of this reporting, costs associated with “External Consultants” has been defined as those associated with third party entities that are not directly engaged with the evaluation, marketing or implementation of energy efficiency programs (including education or pilots), but which are retained by the utilities either individually or collectively to support regulatory requirements, planning, or as paid to other parties such as the PUC or OCA as directed by Settlement or PUC Order. Due to the nature of the consulting work, these costs are not directly assigned to individual programs but are allocated among them. For some consultants, the expenses were not specifically budgeted for during planning, which is reflected by \$0 in the relevant fields. These costs are contained in Report 6, Page 1 under the column labeled “External Admin Costs”.

All of the Company’s expenses related to energy efficiency originate in Unitil Service Company (“USC”) and are reimbursed by Unitil Energy Systems, Inc (UES).

Regarding Revenues, the Company develops its customer sector budgets based on anticipated revenues and carryforward (or ending balance) from the prior year. These anticipated revenues are comprised of:

- a. SBC revenues, equal to the approved rate x sales forecast by sector (electric programs only)
- b. FCM revenues, based on an estimate of capacity obligation in the relevant program year and the closing \$ / kW for the relevant commitment period (electric programs only)
- c. RGGI revenues, based on an estimate of revenues resulting from the state’s participation as provided by the PUC and subsequently DOE on an annual basis, allocated among the electric utilities based on sales forecasts [Budget? Customer counts?] and to the Municipal and Income Eligible programs based on legislative requirements. (electric programs only)
- d. LDAC revenues, equal to the approved rate(s) x sales forecast by sector (gas programs only)
- e. Interest based on the approved rate and the estimated monthly balance
- f. Contributions to the Income Eligible sector from the C&I and Residential sector revenues

The planned and actual revenues by sector are reflected for program years 2016 – 2022 in Report 9.vi Revenue by Category.

| Planned/ Actual | Year | Utility | Sector |
|----------------------------|-------------|------------------------------|-----------------------------|
| Actual | 2016 | Unitil Energy Systems | A - Residential |
| Actual | 2016 | Unitil Energy Systems | A - Residential |
| Actual | 2016 | Unitil Energy Systems | A - Residential |
| Actual | 2016 | Unitil Energy Systems | A - Residential |
| Actual | 2016 | Unitil Energy Systems | A - Residential |
| Actual | 2016 | Unitil Energy Systems | A - Residential |
| Actual | 2016 | Unitil Energy Systems | B - Low-Income |
| Actual | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Actual | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Actual | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Actual | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Actual | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Actual | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Actual | 2016 | Unitil Energy Systems | A - Residential |
| Actual | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Actual | 2016 | Unitil Energy Systems | Total Portfolio |
| Plan | 2016 | Unitil Energy Systems | A - Residential |
| Plan | 2016 | Unitil Energy Systems | A - Residential |
| Plan | 2016 | Unitil Energy Systems | A - Residential |
| Plan | 2016 | Unitil Energy Systems | A - Residential |
| Plan | 2016 | Unitil Energy Systems | A - Residential |
| Plan | 2016 | Unitil Energy Systems | A - Residential |
| Plan | 2016 | Unitil Energy Systems | B - Low-Income |
| Plan | 2016 | Unitil Energy Systems | B - Low-Income |
| Plan | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2016 | Unitil Energy Systems | A - Residential |
| Plan | 2016 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2016 | Unitil Energy Systems | Total Portfolio |
| Actual | 2017 | Unitil Energy Systems | A - Residential |
| Actual | 2017 | Unitil Energy Systems | A - Residential |
| Actual | 2017 | Unitil Energy Systems | A - Residential |
| Actual | 2017 | Unitil Energy Systems | A - Residential |

| | | | |
|-------------|-------------|------------------------------|-----------------------------|
| Plan | 2022 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2022 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2022 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2022 | Unitil Energy Systems | C - Commercial & Industrial |
| Plan | 2022 | Unitil Energy Systems | Total Portfolio |
| Plan | 2022 | Unitil Energy Systems | Total Portfolio |

| Program | Internal Admin | External Admin | Rebate/Services |
|--|-----------------------|-----------------------|------------------------|
| A1-Residential Energy Star Homes | \$ 10,016 | \$ 895 | \$ 74,267 |
| A2-Residential Home Perf w Energy Star | \$ 26,710 | \$ 7,128 | \$ 127,982 |
| A3-Residential Lighting | \$ 11,686 | \$ 6,234 | \$ 130,859 |
| A4-Residential EnergyStar Appliance | \$ 10,016 | \$ 3,821 | \$ 97,480 |
| A6-Residential ISO FCM Expenses | \$ - | \$ 3,179 | \$ - |
| A7-Residential Statewide Marketing | \$ - | \$ 19,330 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 26,710 | \$ 6,042 | \$ 241,021 |
| C1-C&I Large Business Services | \$ 41,735 | \$ 4,585 | \$ 487,380 |
| C2-C&I Municipal Services | \$ 16,550 | \$ 4,124 | \$ 99,351 |
| C3-C&I Small Business Services | \$ 26,710 | \$ 2,940 | \$ 399,976 |
| C5-C&I Education | \$ - | \$ 2,620 | \$ - |
| C6-C&I ISO FCM Expenses | \$ - | \$ 7,000 | \$ - |
| C7-C&I Statewide Marketing | \$ - | \$ - | \$ - |
| Performance Incentive | | | |
| Performance Incentive | | | |
| Total | \$ 170,135 | \$ 67,900 | \$ 1,658,315 |
| A1-Residential Energy Star Homes | \$ 11,968 | \$ 5,831 | \$ 104,047 |
| A2-Residential Home Perf w Energy Star | \$ 25,948 | \$ 5,006 | \$ 286,471 |
| A3-Residential Lighting | \$ 12,209 | \$ 3,102 | \$ 110,000 |
| A4-Residential EnergyStar Appliance | \$ 7,000 | \$ 2,174 | \$ 80,000 |
| A6-Residential ISO FCM Expenses | \$ - | \$ 7,500 | \$ - |
| A7-Residential Statewide Marketing | \$ - | \$ - | \$ - |
| A8-Residential Education | \$ - | \$ 23,000 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 37,401 | \$ 5,000 | \$ 291,530 |
| C1-C&I Large Business Services | \$ 50,000 | \$ 3,300 | \$ 484,869 |
| C2-C&I Municipal Services | \$ 15,200 | \$ 17,500 | \$ 104,578 |
| C3-C&I Small Business Services | \$ 35,000 | \$ 2,000 | \$ 327,250 |
| C5-C&I Education | \$ - | \$ 23,000 | \$ - |
| C6-C&I ISO FCM Expenses | \$ - | \$ 7,500 | \$ - |
| C7-C&I Statewide Marketing | \$ - | \$ - | \$ - |
| Performance Incentive | | | |
| Performance Incentive | | | |
| Total | \$ 194,726 | \$ 104,912 | \$ 1,788,746 |
| A1-Residential Energy Star Homes | \$ 12,755 | \$ 737 | \$ 44,553 |
| A2-Residential Home Perf w Energy Star | \$ 29,538 | \$ 1,702 | \$ 79,937 |
| A3-Residential Lighting | \$ 19,632 | \$ 1,135 | \$ 82,378 |
| A4-Residential EnergyStar Appliance | \$ 19,902 | \$ 1,150 | \$ 103,765 |

| | | | |
|--|-------------------|------------------|---------------------|
| A6-Residential ISO FCM Expenses | \$ 3,708 | \$ 3,417 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 52,895 | \$ 3,058 | \$ 248,165 |
| C1-C&I Large Business Services | \$ 64,975 | \$ 4,569 | \$ 571,827 |
| C2-C&I Municipal Services | \$ 41,895 | \$ 3,604 | \$ 291,425 |
| C3-C&I Small Business Services | \$ 67,335 | \$ 3,894 | \$ 651,855 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ 4,280 | \$ 5,948 | \$ - |
| Performance Incentive | | | |
| Performance Incentive | | | |
| Total | \$ 316,914 | \$ 29,214 | \$ 2,073,906 |
| A1-Residential Energy Star Homes | \$ 6,210 | \$ - | \$ 20,000 |
| A2-Residential Home Perf w Energy Star | \$ 13,985 | \$ - | \$ 52,000 |
| A3-Residential Lighting | \$ 9,481 | \$ - | \$ 26,000 |
| A4-Residential EnergyStar Appliance | \$ 9,481 | \$ - | \$ 24,000 |
| A6-Residential ISO FCM Expenses | \$ 15,000 | \$ 8,000 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 25,657 | \$ - | \$ 64,000 |
| C1-C&I Large Business Services | \$ 37,925 | \$ - | \$ 66,000 |
| C2-C&I Municipal Services | \$ 22,591 | \$ - | \$ 40,000 |
| C3-C&I Small Business Services | \$ 32,288 | \$ - | \$ 50,000 |
| C5-C&I Education | \$ - | \$ - | \$ 5,000 |
| C6-C&I ISO FCM Expenses | \$ 10,820 | \$ 8,000 | \$ - |
| Performance Incentive | | | |
| Performance Incentive | | | |
| Total | \$ 183,439 | \$ 16,000 | \$ 347,000 |
| A1-Residential Energy Star Homes | \$ 13,820 | \$ 476 | \$ 87,462 |
| A2-Residential Home Perf w Energy Star | \$ 36,096 | \$ 1,244 | \$ 126,501 |
| A3-Residential Lighting | \$ 19,663 | \$ 678 | \$ 126,024 |
| A4-Residential EnergyStar Appliance | \$ 20,994 | \$ 724 | \$ 199,317 |
| A5-Residential Behavior | \$ - | \$ 17,610 | \$ 1,905 |
| A6-Residential ISO FCM Expenses | \$ 2,325 | \$ 1,617 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 59,330 | \$ 2,045 | \$ 451,291 |
| C1-C&I Large Business Services | \$ 86,758 | \$ 2,945 | \$ 433,592 |
| C2-C&I Municipal Services | \$ 20,345 | \$ 633 | \$ 150,756 |
| C3-C&I Small Business Services | \$ 75,174 | \$ 2,256 | \$ 633,055 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ 2,434 | \$ 5,295 | \$ - |
| Performance Incentive | | | |
| Performance Incentive | | | |
| Total | \$ 336,939 | \$ 35,523 | \$ 2,209,902 |
| A1-Residential Energy Star Homes | \$ 9,304 | \$ 2,750 | \$ 68,670 |
| A2-Residential Home Perf w Energy Star | \$ 20,922 | \$ 588 | \$ 254,912 |
| A3-Residential Lighting | \$ 10,456 | \$ 450 | \$ 141,000 |
| A4-Residential EnergyStar Appliance | \$ 14,608 | \$ - | \$ 148,677 |
| A5-Residential Behavior | \$ 2,441 | \$ - | \$ 160,000 |
| A6-Residential ISO FCM Expenses | \$ 13,000 | \$ 1,000 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 33,675 | \$ 1,489 | \$ 483,565 |
| C1-C&I Large Business Services | \$ 61,334 | \$ 2,250 | \$ 667,750 |

| | | | |
|--|-------------------|------------------|---------------------|
| C2-C&I Municipal Services | \$ 13,283 | \$ - | \$ 135,000 |
| C3-C&I Small Business Services | \$ 37,950 | \$ 1,620 | \$ 569,000 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ 15,165 | \$ 1,000 | \$ - |
| Performance Incentive | | | |
| Performance Incentive | | | |
| Total | \$ 232,138 | \$ 11,147 | \$ 2,628,574 |
| A1-Residential Energy Star Homes | \$ 17,240 | \$ 215 | \$ 116,351 |
| A2-Residential Home Perf w Energy Star | \$ 59,111 | \$ 902 | \$ 264,934 |
| A3-Residential Lighting | \$ 24,571 | \$ 307 | \$ 185,965 |
| A4-Residential EnergyStar Appliance | \$ 27,231 | \$ 352 | \$ 294,426 |
| A5-Residential Behavior | \$ 947 | \$ 22 | \$ 14,767 |
| A6-Residential ISO FCM Expenses | \$ 4,422 | \$ 4,773 | \$ - |
| A7-Residential Statewide Marketing | \$ - | \$ - | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 82,231 | \$ 1,120 | \$ 642,145 |
| B7-Low Income Statewide Marketing | \$ - | \$ - | \$ - |
| C1-C&I Large Business Services | \$ 120,208 | \$ 1,744 | \$ 945,226 |
| C2-C&I Municipal Services | \$ 21,354 | \$ 179 | \$ 184,346 |
| C3-C&I Small Business Services | \$ 89,587 | \$ 1,088 | \$ 708,446 |
| C4-C&I Active Demand Reduction | \$ - | \$ - | \$ 45,885 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ 5,686 | \$ 11,212 | \$ - |
| C7-C&I Statewide Marketing | \$ - | \$ - | \$ - |
| Performance Incentive | | | |
| Performance Incentive | | | |
| Total | \$ 452,588 | \$ 21,914 | \$ 3,402,491 |
| A1-Residential Energy Star Homes | \$ 12,000 | \$ 3,500 | \$ 84,776 |
| A2-Residential Home Perf w Energy Star | \$ 27,500 | \$ - | \$ 437,073 |
| A3-Residential Lighting | \$ 11,997 | \$ 450 | \$ 180,250 |
| A4-Residential EnergyStar Appliance | \$ 16,873 | \$ - | \$ 191,525 |
| A5-Residential Behavior | \$ 7,500 | \$ - | \$ 160,000 |
| A6-Residential ISO FCM Expenses | \$ 12,500 | \$ 1,000 | \$ - |
| A7-Residential Statewide Marketing | \$ - | \$ - | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 37,296 | \$ 7,869 | \$ 628,968 |
| B5-Low Income Statewide Marketing | \$ - | \$ - | \$ - |
| C1-C&I Large Business Services | \$ 67,467 | \$ 2,250 | \$ 811,894 |
| C2-C&I Municipal Services | \$ 13,283 | \$ - | \$ 135,000 |
| C3-C&I Small Business Services | \$ 50,809 | \$ 1,710 | \$ 700,000 |
| C4-C&I Active Demand Reduction | \$ - | \$ - | \$ 64,698 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ 18,990 | \$ 1,000 | \$ - |
| C7-C&I Statewide Marketing | \$ - | \$ - | \$ - |
| Performance Incentive | | | |
| Performance Incentive | | | |
| Total | \$ 276,215 | \$ 17,779 | \$ 3,394,184 |
| A1-Residential Energy Star Homes | \$ 24,004 | \$ 533 | \$ 124,887 |
| A2f-Residential Active Demand | \$ 4,082 | \$ 8,085 | \$ 7,460 |

| | | | |
|--|-------------------|-------------------|---------------------|
| A2-Residential Home Perf w Energy Star | \$ 40,761 | \$ 953 | \$ 578,331 |
| A3-Residential Lighting | \$ 23,651 | \$ 426 | \$ 412,772 |
| A4-Residential EnergyStar Appliance | \$ 39,337 | \$ 808 | \$ 453,522 |
| A5-Residential Behavior | \$ - | \$ - | \$ - |
| A6-Residential ISO FCM Expenses | \$ 1,687 | \$ 6,063 | \$ - |
| A7-Residential Statewide Marketing | \$ - | \$ - | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 75,848 | \$ 1,614 | \$ 867,053 |
| B7-Low Income Statewide Marketing | \$ - | \$ - | \$ - |
| C1-C&I Large Business Services | \$ 100,553 | \$ 1,975 | \$ 1,207,488 |
| C2-C&I Municipal Services | \$ 17,205 | \$ 306 | \$ 156,158 |
| C3-C&I Small Business Services | \$ 96,386 | \$ 1,893 | \$ 1,230,660 |
| C4-C&I Active Demand Reduction | \$ - | \$ - | \$ 120,182 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ 2,575 | \$ 14,375 | \$ - |
| C7-C&I Statewide Marketing | \$ - | \$ - | \$ - |
| Performance Incentive | | | |
| Total | \$ 426,089 | \$ 37,031 | \$ 5,158,512 |
| A1-Residential Energy Star Homes | \$ 14,850 | \$ 4,331 | \$ 287,640 |
| A2f-Residential Active Demand | \$ 12,050 | \$ - | \$ 50,000 |
| A2-Residential Home Perf w Energy Star | \$ 40,000 | \$ 6,342 | \$ 530,728 |
| A3-Residential Lighting | \$ 18,469 | \$ 8,000 | \$ 219,290 |
| A4-Residential EnergyStar Appliance | \$ 37,162 | \$ 10,000 | \$ 506,626 |
| A5-Residential Behavior | \$ 6,113 | \$ - | \$ 140,060 |
| A6-Residential ISO FCM Expenses | \$ 5,000 | \$ 8,000 | \$ - |
| A7-Residential Statewide Marketing | \$ - | \$ - | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 54,700 | \$ 55,000 | \$ 947,926 |
| B5-Low Income Statewide Marketing | \$ - | \$ - | \$ - |
| C1-C&I Large Business Services | \$ 74,585 | \$ 3,072 | \$ 1,228,822 |
| C2-C&I Municipal Services | \$ 13,032 | \$ - | \$ 179,082 |
| C3-C&I Small Business Services | \$ 70,000 | \$ 3,981 | \$ 1,190,162 |
| C4-C&I Active Demand Reduction | \$ 11,500 | \$ - | \$ 175,000 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ 5,000 | \$ 5,000 | \$ - |
| C7-C&I Statewide Marketing | \$ - | \$ - | \$ - |
| Performance Incentive | | | |
| Total | \$ 362,461 | \$ 103,727 | \$ 5,455,336 |
| A1-Residential Energy Star Homes | \$ 20,801 | \$ 223 | \$ 46,485 |
| A2f-Residential Active Demand | \$ 6,115 | \$ - | \$ 21,023 |
| A2-Residential Home Perf w Energy Star | \$ 19,929 | \$ 263 | \$ 779,411 |
| A3-Residential Lighting | \$ 30,054 | \$ 368 | \$ 385,889 |
| A4-Residential EnergyStar Appliance | \$ 29,373 | \$ 413 | \$ 421,441 |
| A5-Residential Behavior | \$ - | \$ - | \$ - |
| A6-Residential ISO FCM Expenses | \$ - | \$ 711 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 66,780 | \$ 845 | \$ 1,423,361 |
| C1-C&I Large Business Services | \$ 98,823 | \$ 1,164 | \$ 1,218,101 |
| C2-C&I Municipal Services | \$ 10,628 | \$ 105 | \$ 170,569 |
| C3-C&I Small Business Services | \$ 85,807 | \$ 1,011 | \$ 1,151,238 |

| | | | |
|--|-------------------|-------------------|---------------------|
| C4-C&I Active Demand Reduction | \$ - | \$ - | \$ 163,317 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ - | \$ 711 | \$ - |
| Performance Incentive | | | |
| Total | \$ 368,310 | \$ 5,814 | \$ 5,780,837 |
| A1-Residential Energy Star Homes | \$ 14,850 | \$ 4,331 | \$ 287,640 |
| A2f-Residential Active Demand | \$ 12,050 | \$ - | \$ 50,000 |
| A2-Residential Home Perf w Energy Star | \$ 40,000 | \$ 6,342 | \$ 530,728 |
| A3-Residential Lighting | \$ 18,469 | \$ 8,000 | \$ 219,290 |
| A4-Residential EnergyStar Appliance | \$ 37,162 | \$ 10,000 | \$ 506,626 |
| A5-Residential Behavior | \$ 6,113 | \$ - | \$ 140,060 |
| A6-Residential ISO FCM Expenses | \$ - | \$ 13,000 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 54,700 | \$ 55,000 | \$ 947,926 |
| C1-C&I Large Business Services | \$ 74,585 | \$ 3,072 | \$ 1,228,822 |
| C2-C&I Municipal Services | \$ 13,032 | \$ - | \$ 179,082 |
| C3-C&I Small Business Services | \$ 70,000 | \$ 3,981 | \$ 1,190,162 |
| C4-C&I Active Demand Reduction | \$ 11,500 | \$ - | \$ 175,000 |
| C5-C&I Education | \$ - | \$ - | \$ - |
| C6-C&I ISO FCM Expenses | \$ - | \$ 10,000 | \$ - |
| Performance Incentive | | | |
| Total | \$ 352,461 | \$ 113,727 | \$ 5,455,336 |
| A1-Residential Energy Star Homes | \$ 35,082 | \$ 359 | \$ 154,003 |
| A2f-Residential Active Demand | \$ 904 | \$ - | \$ 55,675 |
| A2-Residential Home Perf w Energy Star | \$ 46,625 | \$ 471 | \$ 386,019 |
| A3-Residential Lighting | \$ 12,103 | \$ 265 | \$ 30,367 |
| A4-Residential EnergyStar Appliance | \$ 37,304 | \$ 480 | \$ 312,040 |
| A5-Residential Behavior | \$ - | \$ - | \$ 196,540 |
| A6-Residential ISO FCM Expenses | \$ - | \$ 344 | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 92,157 | \$ 1,084 | \$ 992,800 |
| C1-C&I Large Business Services | \$ 82,459 | \$ 1,305 | \$ 931,693 |
| C2-C&I Municipal Services | \$ 12,563 | \$ 164 | \$ 161,891 |
| C3-C&I Small Business Services | \$ 77,024 | \$ 1,185 | \$ 950,409 |
| C4-C&I Active Demand Reduction | \$ - | \$ - | \$ 93,646 |
| C5-C&I Education | \$ - | \$ - | \$ 9,040 |
| C6-C&I ISO FCM Expenses | \$ - | \$ 344 | \$ - |
| Performance Incentive | | | |
| Total | \$ 396,221 | \$ 6,000 | \$ 4,274,121 |
| A1-Residential Energy Star Homes | \$ 31,597 | \$ 632 | \$ 399,275 |
| A2f-Residential Active Demand | \$ 5,119 | \$ 102 | \$ 53,675 |
| A2-Residential Home Perf w Energy Star | \$ 44,092 | \$ 882 | \$ 562,535 |
| A3-Residential Lighting | \$ 3,197 | \$ 64 | \$ 37,280 |
| A4-Residential EnergyStar Appliance | \$ 30,693 | \$ 614 | \$ 380,076 |
| A5-Residential Behavior | \$ 11,691 | \$ 234 | \$ 143,456 |
| A6-Residential ISO FCM Expenses | \$ - | \$ - | \$ - |
| B1-Low-Income Home Energy Assistance | \$ 86,922 | \$ 1,738 | \$ 973,428 |
| C1-C&I Large Business Services | \$ 105,238 | \$ 4,040 | \$ 941,492 |
| C2-C&I Municipal Services | \$ 21,706 | \$ 434 | \$ 158,522 |

| | | | |
|--------------------------------|-------------------|------------------|---------------------|
| C3-C&I Small Business Services | \$ 101,601 | \$ 3,912 | \$ 908,597 |
| C4-C&I Active Demand Reduction | \$ 16,576 | \$ 332 | \$ 131,044 |
| C5-C&I Education | \$ - | \$ - | \$ 25,099 |
| C6-C&I ISO FCM Expenses | \$ - | \$ - | \$ - |
| Performance Incentive | | | |
| Total | \$ 458,431 | \$ 12,984 | \$ 4,714,479 |

| Implementation Services | Marketing | EM&V | Performance Incentive | Total PA Cost |
|-------------------------|------------------|-------------------|-----------------------|---------------------|
| \$ 71,529 | \$ - | \$ 10,419 | | \$ 167,126 |
| \$ 99,882 | \$ 753 | \$ 5,738 | | \$ 268,193 |
| \$ 46,892 | \$ 4,998 | \$ 2,510 | | \$ 203,179 |
| \$ 38,310 | \$ 3,278 | \$ 2,152 | | \$ 155,058 |
| \$ 10,849 | \$ - | \$ - | | \$ 14,029 |
| \$ - | \$ 6,860 | \$ - | | \$ 26,191 |
| \$ 89,818 | \$ - | \$ 5,738 | | \$ 369,329 |
| \$ 139,358 | \$ 319 | \$ 14,939 | | \$ 688,316 |
| \$ 11,388 | \$ 87 | \$ 2,869 | | \$ 134,369 |
| \$ 63,546 | \$ 234 | \$ 5,738 | | \$ 499,144 |
| \$ - | \$ - | \$ - | | \$ 2,620 |
| \$ 14,223 | \$ - | \$ - | | \$ 21,223 |
| \$ - | \$ 7,721 | \$ - | | \$ 7,721 |
| | | | \$ 108,833 | \$ 108,833 |
| | | | \$ 135,339 | \$ 135,339 |
| \$ 585,794 | \$ 24,249 | \$ 50,104 | \$ 244,173 | \$ 2,800,670 |
| \$ 37,954 | \$ 1,700 | \$ 8,500 | | \$ 170,000 |
| \$ 90,708 | \$ 11,226 | \$ 25,047 | | \$ 444,407 |
| \$ 57,610 | \$ 16,579 | \$ 10,500 | | \$ 210,000 |
| \$ 55,028 | \$ 3,722 | \$ 7,076 | | \$ 155,000 |
| \$ 7,500 | \$ - | \$ - | | \$ 15,000 |
| \$ - | \$ 20,000 | \$ - | | \$ 20,000 |
| \$ 2,000 | \$ - | \$ - | | \$ 25,000 |
| \$ 90,422 | \$ 4,514 | \$ 26,460 | | \$ 455,327 |
| \$ 123,705 | \$ 7,115 | \$ 49,051 | | \$ 718,040 |
| \$ 65,604 | \$ 6,000 | \$ 10,994 | | \$ 219,876 |
| \$ 68,000 | \$ 4,550 | \$ 18,200 | | \$ 455,001 |
| \$ 2,000 | \$ - | \$ - | | \$ 25,000 |
| \$ 7,500 | \$ - | \$ - | | \$ 15,000 |
| \$ - | \$ 10,000 | \$ - | | \$ 10,000 |
| | | | \$ 112,105 | \$ 112,105 |
| | | | \$ 108,219 | \$ 108,219 |
| \$ 608,031 | \$ 85,407 | \$ 155,828 | \$ 220,324 | \$ 3,157,974 |
| \$ 32,485 | \$ 1,791 | \$ 9,106 | | \$ 101,427 |
| \$ 91,047 | \$ 5,924 | \$ 5,314 | | \$ 213,462 |
| \$ 43,967 | \$ 6,059 | \$ 3,545 | | \$ 156,716 |
| \$ 49,685 | \$ 6,095 | \$ 3,592 | | \$ 184,189 |

| | | | | |
|---------------------|------------------|-------------------|-------------------|---------------------|
| \$ - | \$ - | \$ - | | \$ 7,125 |
| \$ 67,418 | \$ 7,144 | \$ 9,551 | | \$ 388,231 |
| \$ 81,732 | \$ 10,838 | \$ 14,267 | | \$ 748,208 |
| \$ 27,037 | \$ 8,680 | \$ 14,123 | | \$ 386,763 |
| \$ 43,283 | \$ 7,799 | \$ 20,336 | | \$ 794,503 |
| \$ 14,612 | \$ - | \$ - | | \$ 14,612 |
| \$ - | \$ - | \$ - | | \$ 10,228 |
| | | | \$ 54,776 | \$ 54,776 |
| | | | \$ 124,017 | \$ 124,017 |
| \$ 451,267 | \$ 54,330 | \$ 79,834 | \$ 178,793 | \$ 3,184,258 |
| \$ 95,850 | \$ 1,390 | \$ 6,550 | | \$ 130,000 |
| \$ 214,315 | \$ 4,950 | \$ 14,750 | | \$ 300,000 |
| \$ 141,767 | \$ 12,752 | \$ 10,000 | | \$ 200,000 |
| \$ 146,793 | \$ 12,551 | \$ 10,000 | | \$ 202,825 |
| \$ - | \$ - | \$ - | | \$ 23,000 |
| \$ 419,200 | \$ 2,956 | \$ 27,061 | | \$ 538,874 |
| \$ 645,861 | \$ 15,069 | \$ 40,000 | | \$ 804,856 |
| \$ 375,546 | \$ 14,565 | \$ 23,826 | | \$ 476,529 |
| \$ 551,340 | \$ 15,000 | \$ 37,460 | | \$ 686,088 |
| \$ 40,000 | \$ - | \$ - | | \$ 45,000 |
| \$ - | \$ - | \$ - | | \$ 18,820 |
| | | | \$ 76,708 | \$ 76,708 |
| | | | \$ 111,721 | \$ 111,721 |
| \$ 2,630,673 | \$ 79,233 | \$ 169,647 | \$ 188,430 | \$ 3,614,422 |
| \$ 60,410 | \$ 2,316 | \$ 5,319 | | \$ 169,803 |
| \$ 111,026 | \$ 8,060 | \$ 19,798 | | \$ 302,726 |
| \$ 43,341 | \$ 8,864 | \$ 13,848 | | \$ 212,417 |
| \$ 70,698 | \$ 9,437 | \$ 14,700 | | \$ 315,870 |
| \$ 204,270 | \$ - | \$ - | | \$ 223,785 |
| \$ - | \$ - | \$ - | | \$ 3,942 |
| \$ 110,792 | \$ 9,944 | \$ 28,990 | | \$ 662,392 |
| \$ 146,015 | \$ 14,320 | \$ 27,523 | | \$ 711,154 |
| \$ 41,515 | \$ 3,076 | \$ 8,554 | | \$ 224,879 |
| \$ 51,675 | \$ 10,971 | \$ 26,366 | | \$ 799,498 |
| \$ 24,596 | \$ 2,509 | \$ - | | \$ 27,106 |
| \$ - | \$ - | \$ - | | \$ 7,729 |
| | | | \$ 111,565 | \$ 111,565 |
| | | | \$ 119,615 | \$ 119,615 |
| \$ 864,339 | \$ 69,499 | \$ 145,099 | \$ 231,180 | \$ 3,892,481 |
| \$ 70,876 | \$ 4,300 | \$ 8,804 | | \$ 164,704 |
| \$ 118,567 | \$ 12,521 | \$ 22,490 | | \$ 430,000 |
| \$ 54,805 | \$ 14,477 | \$ 13,000 | | \$ 234,188 |
| \$ 64,326 | \$ 10,502 | \$ 11,887 | | \$ 250,000 |
| \$ 122,000 | \$ - | \$ 2,543 | | \$ 286,984 |
| \$ - | \$ - | \$ - | | \$ 14,000 |
| \$ 147,895 | \$ 11,865 | \$ 28,147 | | \$ 706,636 |
| \$ 212,376 | \$ 24,880 | \$ 49,410 | | \$ 1,018,000 |

| | | | | |
|---------------------|-------------------|-------------------|-------------------|---------------------|
| \$ 52,965 | \$ 6,611 | \$ 11,019 | | \$ 218,878 |
| \$ 116,522 | \$ 17,444 | \$ 37,220 | | \$ 779,756 |
| \$ 29,200 | \$ 4,000 | \$ 4,169 | | \$ 37,369 |
| \$ - | \$ - | \$ - | | \$ 16,165 |
| | | | \$ 114,758 | \$ 114,758 |
| | | | \$ 113,859 | \$ 113,859 |
| \$ 989,532 | \$ 106,600 | \$ 188,689 | \$ 228,617 | \$ 4,385,297 |
| \$ 114,828 | \$ 1,138 | \$ 5,732 | | \$ 255,503 |
| \$ 161,239 | \$ 3,522 | \$ 18,650 | | \$ 508,360 |
| \$ 45,293 | \$ 1,689 | \$ 7,518 | | \$ 265,342 |
| \$ 73,976 | \$ 2,619 | \$ 8,345 | | \$ 406,949 |
| \$ 149,926 | \$ - | \$ 2,039 | | \$ 167,701 |
| \$ - | \$ - | \$ - | | \$ 9,194 |
| \$ - | \$ 24,488 | \$ - | | \$ 24,488 |
| \$ 234,867 | \$ 15,197 | \$ 28,844 | | \$ 1,004,405 |
| \$ - | \$ 15,663 | \$ - | | \$ 15,663 |
| \$ 154,356 | \$ 18 | \$ 34,619 | | \$ 1,256,171 |
| \$ 49,012 | \$ 487 | \$ 8,806 | | \$ 264,184 |
| \$ 91,362 | \$ 367 | \$ 27,612 | | \$ 918,462 |
| \$ 4,827 | \$ - | \$ 3,213 | | \$ 53,925 |
| \$ 17,063 | \$ 3,305 | \$ - | | \$ 20,368 |
| \$ - | \$ - | \$ - | | \$ 16,898 |
| \$ - | \$ 41,276 | \$ - | | \$ 41,276 |
| | | | \$ 154,678 | \$ 154,678 |
| | | | \$ 148,322 | \$ 148,322 |
| \$ 1,096,750 | \$ 109,769 | \$ 145,378 | \$ 303,000 | \$ 5,531,890 |
| \$ 83,347 | \$ 6,420 | \$ 12,740 | | \$ 202,783 |
| \$ 165,671 | \$ 26,627 | \$ 34,829 | | \$ 691,700 |
| \$ 61,564 | \$ 13,530 | \$ 19,165 | | \$ 286,955 |
| \$ 84,184 | \$ 9,298 | \$ 18,320 | | \$ 320,200 |
| \$ 5,114 | \$ - | \$ 12,371 | | \$ 184,985 |
| \$ - | \$ - | \$ - | | \$ 13,500 |
| \$ - | \$ 26,400 | \$ - | | \$ 26,400 |
| \$ 241,595 | \$ 16,319 | \$ 40,247 | | \$ 972,294 |
| \$ - | \$ 7,800 | \$ - | | \$ 7,800 |
| \$ 280,698 | \$ 22,478 | \$ 61,972 | | \$ 1,246,759 |
| \$ 54,729 | \$ 4,211 | \$ 11,019 | | \$ 218,243 |
| \$ 173,575 | \$ 21,191 | \$ 51,318 | | \$ 998,603 |
| \$ 19,691 | \$ 4,688 | \$ 4,688 | | \$ 93,765 |
| \$ 61,892 | \$ 2,800 | \$ 4,317 | | \$ 69,009 |
| \$ - | \$ - | \$ - | | \$ 19,990 |
| \$ - | \$ 25,800 | \$ - | | \$ 25,800 |
| | | | \$ 148,864 | \$ 148,864 |
| | | | \$ 146,969 | \$ 146,969 |
| \$ 1,232,059 | \$ 187,563 | \$ 270,985 | \$ 295,833 | \$ 5,674,619 |
| \$ 100,140 | \$ 1,440 | \$ 20,096 | | \$ 271,100 |
| \$ 22,838 | \$ 18,408 | \$ - | | \$ 60,873 |

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|---------------------|-------------------|-------------------|-------------------|---------------------|
| \$ 220,461 | \$ 2,652 | \$ 36,893 | | \$ 880,051 |
| \$ 36,849 | \$ 1,663 | \$ 16,439 | | \$ 491,801 |
| \$ 81,741 | \$ 32,316 | \$ 30,532 | | \$ 638,255 |
| \$ 129,199 | \$ - | \$ 529 | | \$ 129,728 |
| \$ - | \$ - | \$ - | | \$ 7,749 |
| \$ - | \$ 36,513 | \$ - | | \$ 36,513 |
| \$ 163,746 | \$ - | \$ 61,919 | | \$ 1,170,180 |
| \$ - | \$ 21,636 | \$ - | | \$ 21,636 |
| \$ 124,426 | \$ 99 | \$ 75,473 | | \$ 1,510,013 |
| \$ 69,350 | \$ - | \$ 11,737 | | \$ 254,757 |
| \$ 102,124 | \$ - | \$ 71,527 | | \$ 1,502,590 |
| \$ 10,048 | \$ 2,104 | \$ 7,351 | | \$ 139,684 |
| \$ 18,857 | \$ 1,628 | \$ - | | \$ 20,485 |
| \$ - | \$ - | \$ - | | \$ 16,950 |
| \$ - | \$ 56,026 | \$ - | | \$ 56,026 |
| | | | \$ 472,193 | \$ 472,193 |
| \$ 1,079,779 | \$ 174,485 | \$ 332,495 | \$ 472,193 | \$ 7,680,584 |
| \$ 90,000 | \$ 11,300 | \$ 25,000 | | \$ 433,121 |
| \$ 25,050 | \$ 30,000 | \$ 5,000 | | \$ 122,100 |
| \$ 120,000 | \$ 22,700 | \$ 54,734 | | \$ 774,504 |
| \$ 50,000 | \$ 15,900 | \$ 35,000 | | \$ 346,659 |
| \$ 50,000 | \$ 18,100 | \$ 35,000 | | \$ 656,888 |
| \$ 4,169 | \$ 3,000 | \$ 443 | | \$ 153,784 |
| \$ - | \$ - | \$ 13,500 | | \$ 26,500 |
| \$ - | \$ 82,000 | \$ - | | \$ 82,000 |
| \$ 160,000 | \$ 37,000 | \$ 55,505 | | \$ 1,310,131 |
| \$ - | \$ 43,000 | \$ - | | \$ 43,000 |
| \$ 185,264 | \$ 23,357 | \$ 90,000 | | \$ 1,605,099 |
| \$ 25,115 | \$ 19,000 | \$ 13,000 | | \$ 249,230 |
| \$ 161,287 | \$ 28,000 | \$ 85,000 | | \$ 1,538,430 |
| \$ 11,000 | \$ 18,343 | \$ 11,500 | | \$ 227,343 |
| \$ 60,973 | \$ 10,000 | \$ 3,812 | | \$ 74,785 |
| \$ - | \$ - | \$ 15,000 | | \$ 25,000 |
| \$ - | \$ 75,000 | \$ - | | \$ 75,000 |
| | | | \$ 425,897 | \$ 425,897 |
| \$ 942,857 | \$ 436,700 | \$ 442,493 | \$ 425,897 | \$ 8,169,469 |
| \$ 83,305 | \$ 6,009 | \$ 9,014 | | \$ 165,837 |
| \$ 40,611 | \$ - | \$ - | | \$ 67,749 |
| \$ 169,645 | \$ 7,273 | \$ 10,629 | | \$ 987,149 |
| \$ 36,399 | \$ 10,063 | \$ 14,852 | | \$ 477,625 |
| \$ 84,635 | \$ 13,050 | \$ 16,680 | | \$ 565,591 |
| \$ 163,736 | \$ - | \$ - | | \$ 163,736 |
| \$ - | \$ - | \$ 5,048 | | \$ 5,759 |
| \$ 180,223 | \$ 25,326 | \$ 34,122 | | \$ 1,730,657 |
| \$ 119,309 | \$ 32,024 | \$ 60,562 | | \$ 1,529,984 |
| \$ 34,353 | \$ 3,557 | \$ 4,259 | | \$ 223,471 |
| \$ 168,054 | \$ 27,943 | \$ 40,848 | | \$ 1,474,901 |

| | | | | |
|---------------------|-------------------|-------------------|-------------------|---------------------|
| \$ 5,633 | \$ - | \$ - | | \$ 168,950 |
| \$ 10,393 | \$ 1,861 | \$ - | | \$ 12,254 |
| \$ - | \$ - | \$ 9,499 | | \$ 10,210 |
| | | | \$ 472,850 | \$ 472,850 |
| \$ 1,096,295 | \$ 127,105 | \$ 205,512 | \$ 472,850 | \$ 8,056,724 |
| \$ 90,000 | \$ 25,000 | \$ 25,000 | | \$ 446,821 |
| \$ 25,050 | \$ 30,000 | \$ 5,000 | | \$ 122,100 |
| \$ 120,000 | \$ 50,000 | \$ 54,734 | | \$ 801,804 |
| \$ 50,000 | \$ 35,000 | \$ 35,000 | | \$ 365,759 |
| \$ 50,000 | \$ 40,000 | \$ 35,000 | | \$ 678,788 |
| \$ 4,169 | \$ 3,000 | \$ 443 | | \$ 153,784 |
| \$ - | \$ - | \$ 13,500 | | \$ 26,500 |
| \$ 160,000 | \$ 80,000 | \$ 55,505 | | \$ 1,353,131 |
| \$ 185,264 | \$ 50,357 | \$ 90,000 | | \$ 1,632,099 |
| \$ 25,115 | \$ 35,000 | \$ 13,000 | | \$ 265,230 |
| \$ 161,287 | \$ 60,000 | \$ 85,000 | | \$ 1,570,430 |
| \$ 11,000 | \$ 18,343 | \$ 11,500 | | \$ 227,343 |
| \$ 60,973 | \$ 10,000 | \$ 3,812 | | \$ 74,785 |
| \$ - | \$ - | \$ 15,000 | | \$ 25,000 |
| | | | \$ 324,275 | \$ 324,275 |
| \$ 942,857 | \$ 436,700 | \$ 442,493 | \$ 324,275 | \$ 8,067,848 |
| \$ 24,237 | \$ 3,746 | \$ 11,877 | | \$ 229,304 |
| \$ - | \$ - | \$ - | | \$ 56,578 |
| \$ 47,930 | \$ 20,330 | \$ 26,694 | | \$ 528,068 |
| \$ 2,812 | \$ 1,171 | \$ 3,808 | | \$ 50,527 |
| \$ 25,036 | \$ 4,561 | \$ 13,094 | | \$ 392,514 |
| \$ 11,694 | \$ - | \$ - | | \$ 208,234 |
| \$ - | \$ - | \$ 7,537 | | \$ 7,881 |
| \$ 67,304 | \$ 9,972 | \$ 44,722 | | \$ 1,208,039 |
| \$ 101,740 | \$ 11,895 | \$ 34,540 | | \$ 1,163,632 |
| \$ 43,226 | \$ 1,689 | \$ 5,358 | | \$ 224,891 |
| \$ 78,829 | \$ 28,314 | \$ 32,494 | | \$ 1,168,254 |
| \$ 11,249 | \$ - | \$ - | | \$ 104,895 |
| \$ 7,222 | \$ 1,590 | \$ - | | \$ 17,852 |
| \$ - | \$ - | \$ 16,375 | | \$ 16,719 |
| | | | \$ 352,182 | \$ 352,182 |
| \$ 421,280 | \$ 83,268 | \$ 196,498 | \$ 352,182 | \$ 5,729,571 |
| \$ 33,802 | \$ 5,879 | \$ 13,260 | | \$ 484,444 |
| \$ 5,476 | \$ 476 | \$ 2,148 | | \$ 66,996 |
| \$ 47,168 | \$ 8,203 | \$ 18,503 | | \$ 681,383 |
| \$ 3,420 | \$ 4,297 | \$ 1,342 | | \$ 49,600 |
| \$ 32,834 | \$ 10,855 | \$ 19,880 | | \$ 474,953 |
| \$ 12,507 | \$ 2,175 | \$ 4,906 | | \$ 174,969 |
| \$ - | \$ - | \$ 10,871 | | \$ 10,871 |
| \$ 90,873 | \$ 15,804 | \$ 35,559 | | \$ 1,204,324 |
| \$ 110,022 | \$ 23,918 | \$ 40,596 | | \$ 1,225,306 |
| \$ 22,692 | \$ 4,933 | \$ 8,880 | | \$ 217,167 |

| | | | | |
|------------|------------|------------|------------|--------------|
| \$ 106,219 | \$ 23,091 | \$ 39,193 | | \$ 1,182,612 |
| \$ 17,329 | \$ 3,767 | \$ 6,394 | | \$ 175,441 |
| \$ 3,511 | \$ 210 | \$ 301 | | \$ 29,120 |
| \$ - | \$ - | \$ 18,416 | | \$ 18,416 |
| | | | \$ 331,592 | \$ 331,592 |
| \$ 485,852 | \$ 103,608 | \$ 220,250 | \$ 331,592 | \$ 6,327,195 |

Revenue by Category

| Plan/Actual | Year | Utility | Sector | Category | Amount |
|-------------|------|--------------|----------|------------------------------------|--------------|
| Actual | 2016 | UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ 705,514 |
| Actual | 2016 | UES Electric | A-Res | FCM Proceeds | \$ 81,930 |
| Actual | 2016 | UES Electric | A-Res | RGGI Proceeds | \$ - |
| Actual | 2016 | UES Electric | A-Res | Interest | \$ (12,089) |
| Actual | 2016 | UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ (337,745) |
| Actual | 2017 | UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ 769,616 |
| Actual | 2017 | UES Electric | A-Res | FCM Proceeds | \$ 162,501 |
| Actual | 2017 | UES Electric | A-Res | RGGI Proceeds | \$ - |
| Actual | 2017 | UES Electric | A-Res | Interest | \$ (12,460) |
| Actual | 2017 | UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ (222,804) |
| Actual | 2018 | UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ 1,114,501 |
| Actual | 2018 | UES Electric | A-Res | FCM Proceeds | \$ 252,026 |
| Actual | 2018 | UES Electric | A-Res | RGGI Proceeds | \$ - |
| Actual | 2018 | UES Electric | A-Res | Interest | \$ (27,553) |
| Actual | 2018 | UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ (451,767) |
| Actual | 2019 | UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ 1,449,701 |
| Actual | 2019 | UES Electric | A-Res | FCM Proceeds | \$ 251,632 |
| Actual | 2019 | UES Electric | A-Res | RGGI Proceeds | \$ - |
| Actual | 2019 | UES Electric | A-Res | Interest | \$ (39,078) |
| Actual | 2019 | UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ (543,687) |
| Actual | 2020 | UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ 2,161,061 |
| Actual | 2020 | UES Electric | A-Res | FCM Proceeds | \$ 200,852 |
| Actual | 2020 | UES Electric | A-Res | RGGI Proceeds | \$ - |
| Actual | 2020 | UES Electric | A-Res | Interest | \$ (29,857) |
| Actual | 2020 | UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ (568,484) |
| Actual | 2021 | UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ 2,202,115 |
| Actual | 2021 | UES Electric | A-Res | FCM Proceeds | \$ 169,567 |
| Actual | 2021 | UES Electric | A-Res | RGGI Proceeds | \$ - |
| Actual | 2021 | UES Electric | A-Res | Interest | \$ (3,029) |
| Actual | 2021 | UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ (339,744) |
| Actual | 2016 | UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ 421,816 |
| Actual | 2016 | UES Electric | B-LowInc | FCM Proceeds | \$ - |
| Actual | 2016 | UES Electric | B-LowInc | RGGI Proceeds | \$ 46,773 |
| Actual | 2016 | UES Electric | B-LowInc | Interest | \$ (2,831) |
| Actual | 2016 | UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ (65,704) |
| Actual | 2017 | UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ 476,852 |
| Actual | 2017 | UES Electric | B-LowInc | FCM Proceeds | \$ - |
| Actual | 2017 | UES Electric | B-LowInc | RGGI Proceeds | \$ 43,645 |

| | | | | | |
|--------|-------------------|----------|------------------------------------|----|-----------|
| Actual | 2017 UES Electric | B-LowInc | Interest | \$ | (6,161) |
| Actual | 2017 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | (128,138) |
| Actual | 2018 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 683,090 |
| Actual | 2018 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Actual | 2018 UES Electric | B-LowInc | RGGI Proceeds | \$ | 54,107 |
| Actual | 2018 UES Electric | B-LowInc | Interest | \$ | (13,415) |
| Actual | 2018 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | (237,235) |
| Actual | 2019 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 841,466 |
| Actual | 2019 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Actual | 2019 UES Electric | B-LowInc | RGGI Proceeds | \$ | 51,807 |
| Actual | 2019 UES Electric | B-LowInc | Interest | \$ | (28,391) |
| Actual | 2019 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | (287,587) |
| Actual | 2020 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 1,230,986 |
| Actual | 2020 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Actual | 2020 UES Electric | B-LowInc | RGGI Proceeds | \$ | 48,341 |
| Actual | 2020 UES Electric | B-LowInc | Interest | \$ | (15,120) |
| Actual | 2020 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | (147,089) |
| Actual | 2021 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 1,279,377 |
| Actual | 2021 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Actual | 2021 UES Electric | B-LowInc | RGGI Proceeds | \$ | 56,275 |
| Actual | 2021 UES Electric | B-LowInc | Interest | \$ | (3,627) |
| Actual | 2021 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | (194,470) |
| Actual | 2016 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 1,018,239 |
| Actual | 2016 UES Electric | C-C&I | FCM Proceeds | \$ | 191,171 |
| Actual | 2016 UES Electric | C-C&I | RGGI Proceeds | \$ | 208,815 |
| Actual | 2016 UES Electric | C-C&I | Interest | \$ | (19,071) |
| Actual | 2016 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | (596,015) |
| Actual | 2017 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 1,096,629 |
| Actual | 2017 UES Electric | C-C&I | FCM Proceeds | \$ | 379,168 |
| Actual | 2017 UES Electric | C-C&I | RGGI Proceeds | \$ | 237,937 |
| Actual | 2017 UES Electric | C-C&I | Interest | \$ | (21,350) |
| Actual | 2017 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | (541,280) |
| Actual | 2018 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 1,524,966 |
| Actual | 2018 UES Electric | C-C&I | FCM Proceeds | \$ | 588,061 |
| Actual | 2018 UES Electric | C-C&I | RGGI Proceeds | \$ | 224,794 |
| Actual | 2018 UES Electric | C-C&I | Interest | \$ | (31,697) |
| Actual | 2018 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | (213,209) |
| Actual | 2019 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 1,997,824 |
| Actual | 2019 UES Electric | C-C&I | FCM Proceeds | \$ | 587,140 |
| Actual | 2019 UES Electric | C-C&I | RGGI Proceeds | \$ | 236,010 |
| Actual | 2019 UES Electric | C-C&I | Interest | \$ | (45,420) |
| Actual | 2019 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | (671,381) |
| Actual | 2020 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 2,657,803 |
| Actual | 2020 UES Electric | C-C&I | FCM Proceeds | \$ | 468,654 |
| Actual | 2020 UES Electric | C-C&I | RGGI Proceeds | \$ | 229,322 |
| Actual | 2020 UES Electric | C-C&I | Interest | \$ | (41,670) |
| Actual | 2020 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | (438,614) |

| | | | | | |
|---------|-------------------|----------|------------------------------------|----|-----------|
| Actual | 2021 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 2,762,103 |
| Actual | 2021 UES Electric | C-C&I | FCM Proceeds | \$ | 395,656 |
| Actual | 2021 UES Electric | C-C&I | RGGI Proceeds | \$ | 226,372 |
| Actual | 2021 UES Electric | C-C&I | Interest | \$ | (22,221) |
| Actual | 2021 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | (173,264) |
| Planned | 2016 UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ | 731,531 |
| Planned | 2016 UES Electric | A-Res | FCM Proceeds | \$ | 93,840 |
| Planned | 2016 UES Electric | A-Res | RGGI Proceeds | \$ | - |
| Planned | 2016 UES Electric | A-Res | Interest | \$ | (7,264) |
| Planned | 2016 UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2017 UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ | 777,492 |
| Planned | 2017 UES Electric | A-Res | FCM Proceeds | \$ | 120,000 |
| Planned | 2017 UES Electric | A-Res | RGGI Proceeds | \$ | - |
| Planned | 2017 UES Electric | A-Res | Interest | \$ | (2,514) |
| Planned | 2017 UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2018 UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ | 1,091,048 |
| Planned | 2018 UES Electric | A-Res | FCM Proceeds | \$ | 150,000 |
| Planned | 2018 UES Electric | A-Res | RGGI Proceeds | \$ | - |
| Planned | 2018 UES Electric | A-Res | Interest | \$ | - |
| Planned | 2018 UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2019 UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ | 1,548,710 |
| Planned | 2019 UES Electric | A-Res | FCM Proceeds | \$ | 195,000 |
| Planned | 2019 UES Electric | A-Res | RGGI Proceeds | \$ | - |
| Planned | 2019 UES Electric | A-Res | Interest | \$ | - |
| Planned | 2019 UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2020 UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ | 2,058,728 |
| Planned | 2020 UES Electric | A-Res | FCM Proceeds | \$ | 223,814 |
| Planned | 2020 UES Electric | A-Res | RGGI Proceeds | \$ | - |
| Planned | 2020 UES Electric | A-Res | Interest | \$ | - |
| Planned | 2020 UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2021 UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ | 2,044,877 |
| Planned | 2021 UES Electric | A-Res | FCM Proceeds | \$ | 168,524 |
| Planned | 2021 UES Electric | A-Res | RGGI Proceeds | \$ | - |
| Planned | 2021 UES Electric | A-Res | Interest | \$ | (9,753) |
| Planned | 2021 UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2016 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 438,796 |
| Planned | 2016 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Planned | 2016 UES Electric | B-LowInc | RGGI Proceeds | \$ | 52,897 |
| Planned | 2016 UES Electric | B-LowInc | Interest | \$ | (412) |
| Planned | 2016 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2017 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 456,552 |
| Planned | 2017 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Planned | 2017 UES Electric | B-LowInc | RGGI Proceeds | \$ | 56,004 |
| Planned | 2017 UES Electric | B-LowInc | Interest | \$ | (2,340) |
| Planned | 2017 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2018 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 619,553 |
| Planned | 2018 UES Electric | B-LowInc | FCM Proceeds | \$ | - |

| | | | | | |
|---------|-------------------|----------|------------------------------------|----|-----------|
| Planned | 2018 UES Electric | B-LowInc | RGGI Proceeds | \$ | 53,527 |
| Planned | 2018 UES Electric | B-LowInc | Interest | \$ | - |
| Planned | 2018 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2019 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 773,348 |
| Planned | 2019 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Planned | 2019 UES Electric | B-LowInc | RGGI Proceeds | \$ | 51,239 |
| Planned | 2019 UES Electric | B-LowInc | Interest | \$ | - |
| Planned | 2019 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2020 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 1,278,237 |
| Planned | 2020 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Planned | 2020 UES Electric | B-LowInc | RGGI Proceeds | \$ | 49,363 |
| Planned | 2020 UES Electric | B-LowInc | Interest | \$ | - |
| Planned | 2020 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2021 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 1,926,456 |
| Planned | 2021 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Planned | 2021 UES Electric | B-LowInc | RGGI Proceeds | \$ | 56,687 |
| Planned | 2021 UES Electric | B-LowInc | Interest | \$ | (4,594) |
| Planned | 2021 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2016 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 1,033,223 |
| Planned | 2016 UES Electric | C-C&I | FCM Proceeds | \$ | 218,960 |
| Planned | 2016 UES Electric | C-C&I | RGGI Proceeds | \$ | 236,366 |
| Planned | 2016 UES Electric | C-C&I | Interest | \$ | (354) |
| Planned | 2016 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2017 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 1,127,917 |
| Planned | 2017 UES Electric | C-C&I | FCM Proceeds | \$ | 280,000 |
| Planned | 2017 UES Electric | C-C&I | RGGI Proceeds | \$ | 232,504 |
| Planned | 2017 UES Electric | C-C&I | Interest | \$ | (11,459) |
| Planned | 2017 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2018 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 1,564,751 |
| Planned | 2018 UES Electric | C-C&I | FCM Proceeds | \$ | 350,000 |
| Planned | 2018 UES Electric | C-C&I | RGGI Proceeds | \$ | 230,917 |
| Planned | 2018 UES Electric | C-C&I | Interest | \$ | - |
| Planned | 2018 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2019 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 1,783,472 |
| Planned | 2019 UES Electric | C-C&I | FCM Proceeds | \$ | 455,000 |
| Planned | 2019 UES Electric | C-C&I | RGGI Proceeds | \$ | 232,778 |
| Planned | 2019 UES Electric | C-C&I | Interest | \$ | - |
| Planned | 2019 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2020 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 2,892,650 |
| Planned | 2020 UES Electric | C-C&I | FCM Proceeds | \$ | 522,233 |
| Planned | 2020 UES Electric | C-C&I | RGGI Proceeds | \$ | 234,193 |
| Planned | 2020 UES Electric | C-C&I | Interest | \$ | - |
| Planned | 2020 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2021 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 4,381,152 |
| Planned | 2021 UES Electric | C-C&I | FCM Proceeds | \$ | 393,222 |
| Planned | 2021 UES Electric | C-C&I | RGGI Proceeds | \$ | 228,000 |
| Planned | 2021 UES Electric | C-C&I | Interest | \$ | (11,204) |

| | | | | | |
|---------|-------------------|----------|------------------------------------|----|-----------|
| Planned | 2021 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2022 UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ | 2,407,826 |
| Planned | 2022 UES Electric | A-Res | FCM Proceeds | \$ | 346,072 |
| Planned | 2022 UES Electric | A-Res | RGGI Proceeds | \$ | 66,785 |
| Planned | 2022 UES Electric | A-Res | Interest | | |
| Planned | 2022 UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ | (164,882) |
| Planned | 2022 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | - |
| Planned | 2022 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Planned | 2022 UES Electric | B-LowInc | RGGI Proceeds | \$ | - |
| Planned | 2022 UES Electric | B-LowInc | Interest | \$ | - |
| Planned | 2022 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | \$ | - |
| Planned | 2022 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 3,469,947 |
| Planned | 2022 UES Electric | C-C&I | FCM Proceeds | \$ | 131,199 |
| Planned | 2022 UES Electric | C-C&I | RGGI Proceeds | \$ | 229,111 |
| Planned | 2022 UES Electric | C-C&I | Interest | | |
| Planned | 2022 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | \$ | (88,534) |
| Actual | 2022 UES Electric | A-Res | EEC Revenue Net of LI Funding | \$ | 2,220,706 |
| Actual | 2022 UES Electric | A-Res | FCM Proceeds | \$ | 149,340 |
| Actual | 2022 UES Electric | A-Res | RGGI Proceeds | \$ | - |
| Actual | 2022 UES Electric | A-Res | Interest | \$ | (22,067) |
| Actual | 2022 UES Electric | A-Res | Carryforward Over/(Under) Recovery | \$ | (469,931) |
| Actual | 2022 UES Electric | B-LowInc | EEC Revenue Net of LI Funding | \$ | 1,285,958 |
| Actual | 2022 UES Electric | B-LowInc | FCM Proceeds | \$ | - |
| Actual | 2022 UES Electric | B-LowInc | RGGI Proceeds | \$ | 76,792 |
| Actual | 2022 UES Electric | B-LowInc | Interest | \$ | 2,621 |
| Actual | 2022 UES Electric | B-LowInc | Carryforward Over/(Under) Recovery | | |
| Actual | 2022 UES Electric | C-C&I | EEC Revenue Net of LI Funding | \$ | 3,276,747 |
| Actual | 2022 UES Electric | C-C&I | FCM Proceeds | \$ | 348,460 |
| Actual | 2022 UES Electric | C-C&I | RGGI Proceeds | \$ | 271,459 |
| Actual | 2022 UES Electric | C-C&I | Interest | \$ | (27,457) |
| Actual | 2022 UES Electric | C-C&I | Carryforward Over/(Under) Recovery | | |

HEA Projects, By Incentive Level - 2022

| | Total Projects | Owner Occupied Home | Renter Occupied Home | # projects benefiting both (Housing Authority Proj) |
|---------------------|-----------------------|----------------------------|-----------------------------|--|
| \$0-\$9,000 | 57 | 36 | 21 | |
| \$9,001 - \$12,000 | 31 | 7 | 24 | |
| \$12,001 - \$15,000 | 9 | 4 | 5 | |
| \$15,001 + | | | | |

It is assumed by the Utilities that 100% of the benefits from these projects flow to the occupant of the home.

Unitil Energy Systems Inc
NHPUC Docket No. IR 22-042
2022 Compliance Filing
Order 26,621, 9.vii.2

HEA Projects, Incentive Above \$15,000 - 2022

| Project # | Rebate Amount | Heating System | Tenant | Home Type | Reasons for higher project costs |
|------------------|----------------------|-----------------------|---------------|------------------|---|
| N/A | | | | | |

Other Reports to File:

- 1) 2022 ISO Forecast EE Report

ISO New England Energy Efficiency Data Reporting Form

| | |
|----------------|-----------------------------|
| Date: | 10/30/2021 |
| Utility Name: | Unitil Energy Systems, Inc. |
| Contact Name: | Mary Downes |
| Phone Number: | 603.294.5122 |
| Email Address: | downesm@unitil.com |

Form Instructions:

- Data from this form will be used by ISO-NE to develop a long range energy efficiency forecast.
- Complete all open fields on this Form 1 - contact tab and on Form 2 - Data tab with required information.
- Refer to definitions provided on the Data Definitions tab of this document for the basis of information to be completed on this Energy Efficiency Data Reporting Form. Also refer to Form 2 - Sample tab for example data input.
- Data entered in this form should cover the requested period performance and spending data. The reporting period is typically for the past 12 months (Jan - Dec, or Jun - May) or entire program year, as specified.
- Enter all information for each program in a different column on the "Form" tab.
- Save and rename this file, use a naming convention that uniquely identifies the Utility Company and creation date of the file. (UtilityName_mm_dd_yyyy.xlsx)
- This form may be reused to complete subsequent submissions to maintain consistency of the Energy Efficiency programs reported on.
- Return form by the specified date via email attachment to eeforecast@iso-ne.com

| ID | Energy Efficiency Data Reporting Form | Input Form | Program 1 | Program 2 | Program 3 | Program 4 | Program 5 |
|----------|--|-------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 1 | Reporting Period Information | | | | | | |
| 1.1 | Reporting Period Start Date | ID/MM/YYYY | 1/1/2008 | 1/1/2008 | 1/1/2008 | 1/1/2008 | 1/1/2008 |
| 1.2 | Reporting Period End Date | ID/MM/YYYY | 12/1/2008 | 12/1/2008 | 12/1/2008 | 12/1/2008 | 12/1/2008 |
| 1.3 | Energy Efficiency Program Administrator | YZ Compar | Unitil Energy Systems, Inc. |
| 1.4 | Program Name | Program Name | Energy Star Homes | Estar Homes | Lighting | Res Estar Appliance | Home Energy Assistance |
| 1.5 | Program Type | Program Type | Lost Opp - Residential | Retrofit - Residential | Lighting/Appliances | Lighting/Appliances | Retrofit - Low Income |
| 1.6 | Program Sector | Sector Name | Residential | Residential | Residential | Residential | Low Income |
| 1.7.1 | Program Measures/End Uses 1 | Measures/End Uses | Lighting | Lighting | Lighting | HVAC | Lighting |
| 1.7.1.1 | Program Percentage of Measure/End Use 1 based on kWh | % | 34.22% | 28.92% | 100.00% | 5.97% | 57.00% |
| 1.7.1.2 | Program Percentage of Measure/End Use 1 based on kW | % | 0.034009064 | 2.39% | 100.00% | 42.07% | 0.28% |
| 1.7.1.3 | Program Percentage of Measure/End Use 1 based on \$ | % | 12.71% | 2.96% | 27.00% | 2.04% | 0.00% |
| 1.7.2 | Program Measures/End Uses 2 | Measures/End Uses | Building Envelope | Building Envelope | | Appliances | Building Envelope |
| 1.7.2.1 | Program Percentage of Measure/End Use 2 based on kWh | % | 63.76% | 66.26% | | 94.03% | 18.00% |
| 1.7.2.2 | Program Percentage of Measure/End Use 2 based on kW | % | 90.27% | 94.74% | | 57.93% | 97.29% |
| 1.7.2.3 | Program Percentage of Measure/End Use 2 based on \$ | % | 28.00% | 34.41% | | 20.43% | 0.00% |
| 1.7.3 | Program Measures/End Uses 3 | Measures/End Uses | Hot Water | Appliances | | | Appliances |
| 1.7.3.1 | Program Percentage of Measure/End Use 3 based on kWh | % | 1.77% | 1.46% | | | 25.00% |
| 1.7.3.2 | Program Percentage of Measure/End Use 3 based on kW | % | 6.27% | 0.11% | | | 2.43% |
| 1.7.3.3 | Program Percentage of Measure/End Use 3 based on \$ | % | 0.67% | 0.49% | | | 0.00% |
| 1.7.4 | Program Measures/End Uses 4 | Measures/End Uses | Appliances | Hot Water | | | |
| 1.7.4.1 | Program Percentage of Measure/End Use 4 based on kWh | % | 0.25% | 3.36% | | | |
| 1.7.4.2 | Program Percentage of Measure/End Use 4 based on kW | % | 0.06% | 2.76% | | | |
| 1.7.4.3 | Program Percentage of Measure/End Use 4 based on \$ | % | 0.06% | 1.26% | | | |
| 1.7.5 | Program Measures/End Uses 5 | Measures/End Uses | | | | | |
| 1.7.5.1 | Program Percentage of Measure/End Use 5 based on kWh | % | | | | | |
| 1.7.5.2 | Program Percentage of Measure/End Use 5 based on kW | % | | | | | |
| 1.7.5.3 | Program Percentage of Measure/End Use 5 based on \$ | % | | | | | |
| 1.7.6 | Program Measures/End Uses 6 | Measures/End Uses | | | | | |
| 1.7.6.1 | Program Percentage of Measure/End Use 6 based on kWh | % | | | | | |
| 1.7.6.2 | Program Percentage of Measure/End Use 6 based on kW | % | | | | | |
| 1.7.6.3 | Program Percentage of Measure/End Use 6 based on \$ | % | | | | | |
| 1.7.7 | Program Measures/End Uses 7 | Measures/End Uses | | | | | |
| 1.7.7.1 | Program Percentage of Measure/End Use 7 based on kWh | % | | | | | |
| 1.7.7.2 | Program Percentage of Measure/End Use 7 based on kW | % | | | | | |
| 1.7.7.3 | Program Percentage of Measure/End Use 7 based on \$ | % | | | | | |
| 1.7.8 | Program Measures/End Uses 8 | Measures/End Uses | | | | | |
| 1.7.8.1 | Program Percentage of Measure/End Use 8 based on kWh | % | | | | | |
| 1.7.8.2 | Program Percentage of Measure/End Use 8 based on kW | % | | | | | |
| 1.7.8.3 | Program Percentage of Measure/End Use 8 based on \$ | % | | | | | |
| 1.7.9 | Program Measures/End Uses 9 | Measures/End Uses | | | | | |
| 1.7.9.1 | Program Percentage of Measure/End Use 9 based on kWh | % | | | | | |
| 1.7.9.2 | Program Percentage of Measure/End Use 9 based on kW | % | | | | | |
| 1.7.9.3 | Program Percentage of Measure/End Use 9 based on \$ | % | | | | | |
| 1.7.10 | Program Measures/End Uses 10 | Measures/End Uses | | | | | |
| 1.7.10.1 | Program Percentage of Measure/End Use 10 based on kWh | % | | | | | |
| 1.7.10.2 | Program Percentage of Measure/End Use 10 based on kW | % | | | | | |
| 1.7.10.3 | Program Percentage of Measure/End Use 10 based on \$ | % | | | | | |
| 1.7.11 | Program Measure/End Use Summation - Calculated | | 0 | 0 | 0 | 0 | 0 |
| 1.7.11.1 | Program Measure/End Uses Total kWh (calculated for reference) | Calculated kWh | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 1.7.11.2 | Program Measure/End Uses Total kW (calculated for reference) | Calculated kW | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 1.7.11.3 | Program Measure/End Uses Total \$ (calculated for reference) | Calculated \$ | 41.44% | 39.11% | 27.00% | 22.47% | 0.00% |
| 1.8 | Data Type (Evaluated or Tracking) | Evaluated/Tracked | Tracked | Tracked | Tracked | Tracked | Tracked |
| 2 | Savings Goals for Reporting Period | | | | | | |
| 2.1 | Net Annualized kWh Program Goal | kWh | 42,234 | 130,189 | 2,214,480 | 122,382 | 93,996 |
| 2.2 | Net Lifetime kWh Program Goal | kWh | 893,342 | 1,627,578 | 14,308,748 | 1,689,301 | 1,802,483 |
| 2.3 | Net Summer Peak kW Program Goal | kW | 1 | 4 | 8 | 51 | 5 |
| 2.4 | Net Winter Peak kW Program Goal | kW | 9 | 43 | 30 | 23 | 14 |
| 3 | Achieved Savings for Reporting Period | | | | | | |
| 3.1 | Net Annualized kWh Achieved | kWh | 193831 | 137519 | 1983667 | 178632 | 145013 |
| 3.2 | Net Lifetime kWh Achieved | kWh | 4260311 | 2118330 | 13526272 | 2479539 | 1819865 |
| 3.3 | Net Summer Peak kW Achieved | kW | 27 | 5 | 7 | 60 | 7 |
| 3.4 | Net Winter Peak kW Achieved | kW | 71 | 58 | 27 | 35 | 14 |
| 4 | Committed Savings Not Yet Achieved for Reporting Period | | | | | | |
| 4.1 | Net Annualized kWh Committed | kWh | 0 | 0 | 0 | 0 | 0 |
| 4.2 | Net Lifetime kWh Committed | kWh | 0 | 0 | 0 | 0 | 0 |
| 4.3 | Net Summer Peak kW Committed | kW | 0 | 0 | 0 | 0 | 0 |
| 4.4 | Net Winter Peak kW Committed | kW | 0 | 0 | 0 | 0 | 0 |
| 5 | Costs for Reporting Period | | | | | | |
| 5.1 | Administrative costs | \$ | 34635 | 28736 | 77002 | 42613 | 55523 |
| 5.2 | Marketing costs | \$ | 287 | 2800 | 3526 | 0 | 218 |
| 5.3 | Payments to participants or contractors (Incentives, Rebate) | \$ | 92895 | 68836 | 46259 | 63460 | 186663 |
| 5.4 | Performance Incentive | \$ | 19946 | 15337 | 15574 | 13777 | 35758 |
| 5.5 | Research and Evaluation | \$ | 7922 | 9091 | 7560 | 3187 | 11921 |
| 5.6 | Other | \$ | 36519 | 26913 | 8667 | 8666 | 44542 |
| 5.7 | Total Costs | \$ | 192004 | 151713 | 158588 | 131703 | 334625 |
| 5.8 | Program Year to Date Budget | \$ | 240167 | 190308 | 198445 | 128219 | 320043 |
| 6 | Program Participation for Reporting Period | | | | | | |
| 6.1 | Total number of applications received | # | 0 | 0 | 0 | 0 | 0 |
| 6.2 | Number of program applications committed | # | 0 | 0 | 0 | 0 | 0 |
| 6.3 | Number of program applications fulfilled (paid) | # | 46 | 49 | 46683 | 1442 | 222 |
| 6.4 | Number of program applications rejected | # | 0 | 0 | 0 | 0 | 0 |
| 7 | Total Savings Program Year to Date (Achieved & Committed) Calculated | | | | | | |
| 7.1 | Net First-year annual kWh (achieved + committed) | Calculated kWh | 193,831 | 137,519 | 1,983,667 | 178,632 | 145,013 |
| 7.2 | Net Lifetime kWh (achieved + committed) | Calculated kWh | 4,260,311 | 2,118,330 | 13,526,272 | 2,479,539 | 1,819,865 |
| 7.3 | Net Summer Peak kW (achieved + committed) | Calculated kW | 27 | 5 | 7 | 60 | 7 |
| 7.4 | Net Winter Peak kW (achieved + committed) | Calculated kW | 71 | 58 | 27 | 35 | 14 |
| 8 | Adjusted Gross Data for Regional Energy Efficiency Data Reporting (REEDs are for REED only and not part of EE Forecast) | | | | | | |
| 8.1 | Savings Goal for Reporting Period | | | | | | |
| 8.1.1 | Adjusted Gross Annualized kWh Program Goal | kWh | | | | | |
| 8.1.2 | Adjusted Gross Lifetime kWh Program Goal | kWh | | | | | |
| 8.1.3 | Adjusted Gross Summer Peak kW Program Goal | kW | | | | | |
| 8.1.4 | Adjusted Gross Winter Peak kW Program Goal | kW | | | | | |
| 8.2 | Achieved Savings for Reporting Period | | | | | | |
| 8.2.1 | Adjusted Gross Annualized kWh Achieved | kWh | | | | | |
| 8.2.2 | Adjusted Gross Lifetime kWh Achieved | kWh | | | | | |
| 8.2.3 | Adjusted Gross Summer Peak kW Achieved | kW | | | | | |
| 8.2.4 | Adjusted Gross Winter Peak kW Achieved | kW | | | | | |

| Program 6 | Program 7 | Program 8 | Program 9 | Program 10 | Program 11 | Program 12 | Program 13 |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 1/1/2008 | 1/1/2008 | 1/1/2008 | 1/1/2009 | 1/1/2009 | 1/1/2009 | 1/1/2009 | 1/1/2009 |
| 12/1/2008 | 12/1/2008 | 12/1/2008 | 12/1/2009 | 12/1/2009 | 12/1/2009 | 12/1/2009 | 12/1/2009 |
| Unitil Energy Systems, Inc. |
| C&I New Construction | Lg Business | Sm Business | Energy Star Homes | Estar Homes | Lighting | Res Estar Appliance | Home Energy Assistance |
| Lost Opp Large C&I | Retrofit Large C&I | Retrofit Small C&I | Lost Opp - Residential | Retrofit - Residential | Lighting/Appliances | Lighting/Appliances | Retrofit - Low Income |
| Commercial and Industrial | Commercial and Industrial | Commercial and Industrial | Residential | Residential | Residential | Residential | Low Income |
| Lighting | Lighting | Lighting | Lighting | Lighting | Lighting | HVAC | Lighting |
| 36.43% | 81.06% | 95.00% | 21.53% | 62.91% | 100.00% | 2.00% | 14.48% |
| 29.14% | 77.88% | 92.00% | 17.90% | 14.19% | 100.00% | 12.89% | 70.07% |
| 23.00% | 18.93% | 35.00% | 6.05% | 8.24% | 28.56% | 1.58% | 1.06% |
| HVAC | HVAC | HVAC | Building Envelope | Building Envelope | | Hot Water | Building Envelope |
| 35.93% | 9.95% | 5.00% | 70.23% | 27.44% | | 98.00% | 37.72% |
| 53.15% | 14.51% | 8.00% | 64.48% | 79.03% | | 87.11% | 0.00% |
| 18.00% | 2.58% | 3.00% | 33.09% | 35.59% | | 33.65% | 41.55% |
| Compressed Air | Motors/Drives/VFD | | Appliances | Hot Water | | | Appliances |
| 27.64% | 2.12% | | 1.16% | 9.66% | | | 42.35% |
| 17.71% | 3.01% | | 1.97% | 6.77% | | | 12.85% |
| 11.00% | 0.79% | | 0.38% | 0.41% | | | 15.03% |
| | Refrigeration | | Hot Water | | | | Hot Water |
| | 3.35% | | 7.08% | | | | 5.44% |
| | 1.56% | | 15.65% | | | | 17.08% |
| | 0.61% | | 0.73% | | | | 0.70% |
| | Compressed Air | | | | | | |
| | 3.52% | | | | | | |
| | 3.04% | | | | | | |
| | 1.18% | | | | | | |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| 52.00% | 24.09% | 38.00% | 40.24% | 44.24% | 28.66% | 35.23% | 58.34% |
| Tracked |
| 326,113 | 1,224,258 | 892,138 | 40,012 | 70,320 | 2,184,200 | 135,203 | 33,036 |
| 4,891,688 | 15,915,355 | 11,597,792 | 394,756 | 966,400 | 15,673,876 | 1,882,681 | 410,513 |
| 194 | 241 | 220 | 3 | 10 | 135 | 34 | 1 |
| 159 | 177 | 108 | 7 | 9 | 508 | 27 | 7 |
| 327065 | 1474750 | 945734 | 103527 | 144533 | 2069195 | 129144 | 79165 |
| 4905975 | 19234410 | 12294548 | 2238905 | 1903794 | 11584602 | 17947510 | 1241214 |
| 136 | 281 | 228 | 8 | 18 | 127 | 30 | 1 |
| 105 | 195 | 111 | 88 | 19 | 477 | 22 | 24 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 20121 | 41391 | 69589 | 5573 | 13212 | 40710 | 39915 | 11372 |
| 577 | 577 | 732 | 81 | 11070 | 25674 | 6057 | 0 |
| 65872 | 173314 | 197604 | 53910 | 103055 | 48043 | 45040 | 162887 |
| 10271 | 30829 | 30946 | 13866 | 21220 | 15599 | 9533 | 25132 |
| 8636 | 16381 | 10632 | 4137 | 4194 | 4535 | 7660 | 8117 |
| 8212 | 59748 | 19530 | 22232 | 49098 | 37096 | 24336 | 37133 |
| 113689 | 322240 | 329033 | 99799 | 201849 | 171657 | 132541 | 244641 |
| 163059 | 342289 | 341117 | 162626 | 264533 | 194773 | 116234 | 303201 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 7 | 20 | 46 | 23 | 29 | 49539 | 971 | 69 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 327,065 | 1,474,750 | 945,734 | 103,527 | 144,533 | 2,069,195 | 129,144 | 79,165 |
| 4,905,975 | 19,234,410 | 12,294,548 | 2,238,905 | 1,903,794 | 11,584,602 | 17,947,510 | 1,241,214 |
| 136 | 281 | 228 | 8 | 18 | 127 | 30 | 1 |
| 105 | 195 | 111 | 88 | 19 | 477 | 22 | 24 |

