

NEW HAMPSHIRE PUBLIC UTILITIES COMMISSION

**LIBERTY UTILITIES (ENERGYNORTH NATURAL GAS) CORP. d/b/a
LIBERTY**

ENERGY EFFICIENCY PROGRAMS - 2022 YEAR-END REPORT

NHPUC Docket No. IR 22-042

May 31, 2023



TABLE OF CONTENTS

| | | |
|------------|---|---|
| Table 1a - | Program Cost Effectiveness - 2022 Plan..... | 2 |
| Table 1b - | Program Cost Effectiveness - 2022 Actual | 2 |
| Table 1c - | Percent of Plan Program Cost Effectiveness Targets Achieved | 2 |
| Table 2a - | Present Value Benefits - 2022 Plan..... | 3 |
| Table 2b - | Present Value Benefits - 2022 Actual..... | 3 |
| Table 2c - | Percent of Plan Present Value Benefits Achieved..... | 3 |
| Table 3- | Performance Incentive Calculation – 2022 Planned versus Actual..... | 4 |
| Table 4 - | Program Expenditures by Category – 2022 Actual..... | 5 |

Table 1a. Program Cost-Effectiveness - 2022 PLAN

| | Benefit/Cost Ratios | | Benefits (\$000) ² | | | | Performance Incentive (\$000) | Annual Net MWh Savings | Lifetime Net MWh Savings | Winter kW Savings | Summer kW Savings | Number of Customers Served | Annual Net MMBtu Savings | Lifetime Net MMBtu Savings |
|--|--------------------------|--------------------|-------------------------------|--------------------|--|---|-------------------------------|------------------------|--------------------------|-------------------|-------------------|----------------------------|--------------------------|----------------------------|
| | Total Resource Cost Test | Granite State Test | Total Resource Cost Test | Granite State Test | Utility Costs (\$000 - 2022S) ² | Customer Costs (\$000 - 2022S) ² | | | | | | | | |
| Residential Programs | | | | | | | | | | | | | | |
| B1 - Home Energy Assistance | 1.96 | 1.96 | \$ 3,322 | \$ 3,322 | \$ 1,699 | \$ - | | 132 | 2,600 | 21 | 35 | 299 | 6,730 | 126,196 |
| A1 - Energy Star Homes | 1.30 | 2.03 | \$ 1,455 | \$ 1,293 | \$ 638 | \$ 479 | | - | - | - | - | 249 | 5,386 | 134,653 |
| A2 - Home Performance with Energy Star | 2.49 | 2.73 | \$ 3,723 | \$ 3,297 | \$ 1,207 | \$ 287 | | 74 | 699 | 15 | 12 | 491 | 17,034 | 337,127 |
| A3 - Energy Star Products | 1.39 | 2.41 | \$ 3,400 | \$ 3,007 | \$ 1,246 | \$ 1,198 | | 29 | 477 | 9 | 0 | 2,710 | 19,364 | 319,442 |
| A4 - Home Energy Reports | 1.17 | 1.03 | \$ 190 | \$ 167 | \$ 163 | \$ - | | - | - | - | - | 30,000 | 17,325 | 17,325 |
| A6c - Residential Education | 0.00 | 0.00 | \$ - | \$ - | \$ 71 | \$ - | | - | - | - | - | - | - | - |
| Sub-Total Residential | 1.73 | 2.21 | \$ 12,090 | \$ 11,086 | \$ 5,023 | \$ 1,965 | | 234 | 3,776 | 45 | 46 | 33,749 | 65,839 | 934,744 |
| Commercial & Industrial Programs | | | | | | | | | | | | | | |
| C1 - Large Business Energy Solutions | 1.71 | 3.34 | \$ 7,119 | \$ 6,303 | \$ 1,888 | \$ 2,269 | | - | - | - | - | 438 | 49,140 | 712,616 |
| C2 - Small Business Energy Solutions | 1.49 | 2.75 | \$ 4,682 | \$ 4,249 | \$ 1,545 | \$ 1,595 | | - | - | - | - | 2,294 | 22,845 | 402,181 |
| C6c - C&I Education | - | - | \$ - | \$ - | \$ 38 | \$ - | | - | - | - | - | - | - | - |
| Sub-Total Commercial & Industrial | 1.61 | 3.04 | \$ 11,801 | \$ 10,552 | \$ 3,471 | \$ 3,864 | | - | - | - | - | 2,732 | 71,985 | 1,114,797 |
| Total | 1.67 | 2.55 | \$ 23,890 | \$ 21,637 | \$ 8,494 | \$ 5,828 | \$ 467 | 234 | 3,776 | 45 | 46 | 36,481 | 137,824 | 2,049,541 |

Notes:
 (1) The Granite State Test is used as the primary cost test, as approved in Order No. 26,322 and includes an annual NEI adder of \$405.71 per weatherization project in the Home Energy Assistance program. For the illustrative Total Resource Cost Test, NEI adders of 15% for Residential and 15% for C&I are applied to total benefits excluding water.
 (2) Utility and Customer Costs and Benefits are expressed in 2022 Dollars.
 (3) Per past precedent, discount and inflation rates have been updated for the year in which measures will be installed, and were updated as of June 2021 for program year 2022.

| | | | | | |
|-------------------------------|------------|----------------|---------------------------------|-------------|----------------|
| Annual kWh Savings | 234,042 | 0.6% kWh < 65% | Lifetime kWh Savings | 3,776,414 | 0.6% kWh < 65% |
| Annual MMBTU Savings (in kWh) | 40,394,041 | 99.4% | Lifetime MMBTU Savings (in kWh) | 600,661,281 | 99.4% |
| | 40,628,083 | 100.0% | | 604,437,695 | 100.0% |

Table 1b. Program Cost-Effectiveness - 2022 ACTUAL

| | Benefit/Cost Ratios | | Benefits (\$000) ² | | | | Performance Incentive (\$000) | Annual Net MWh Savings | Lifetime Net MWh Savings | Winter kW Savings | Summer kW Savings | Number of Customers Served | Annual Net MMBtu Savings | Lifetime Net MMBtu Savings |
|---|--------------------------|--------------------|-------------------------------|--------------------|--|---|-------------------------------|------------------------|--------------------------|-------------------|-------------------|----------------------------|--------------------------|----------------------------|
| | Total Resource Cost Test | Granite State Test | Total Resource Cost Test | Granite State Test | Utility Costs (\$000 - 2022S) ² | Customer Costs (\$000 - 2022S) ² | | | | | | | | |
| Residential Programs | | | | | | | | | | | | | | |
| B1 - Home Energy Assistance | 2.46 | 2.46 | \$ 4,183 | \$ 4,183 | \$ 1,701 | \$ 1 | | 34 | 765 | 1 | 9 | 324 | 11,774 | 221,397 |
| A1 - Energy Star Homes | 2.06 | 2.91 | \$ 1,506 | \$ 1,337 | \$ 459 | \$ 272 | | 2 | 44 | 0 | 0 | 225 | 5,572 | 139,291 |
| A2 - Home Performance with Energy Star | 1.44 | 1.72 | \$ 2,259 | \$ 2,002 | \$ 1,165 | \$ 406 | | 106 | 1,043 | 20 | 20 | 394 | 9,388 | 197,510 |
| A3 - Energy Star Products | 1.65 | 3.05 | \$ 4,081 | \$ 3,609 | \$ 1,185 | \$ 1,283 | | 23 | 372 | 8 | (0) | 3,579 | 23,805 | 382,867 |
| A4 - Home Energy Reports | 1.31 | 1.15 | \$ 219 | \$ 192 | \$ 168 | \$ - | | - | - | - | - | 22,180 | 19,967 | 19,967 |
| A6c - Residential Education | 0.00 | 0.00 | \$ - | \$ - | \$ 16 | \$ - | | - | - | - | - | - | - | - |
| Sub-Total Residential | 1.76 | 2.17 | \$ 12,247 | \$ 11,323 | \$ 4,694 | \$ 1,963 | | 164 | 2,224 | 29 | 28 | 26,702 | 70,506 | 961,031 |
| Commercial & Industrial Programs | | | | | | | | | | | | | | |
| C1 - Large Business Energy Solutions | 1.80 | 3.82 | \$ 3,312 | \$ 2,932 | \$ 1,173 | \$ 787 | | (53) | (801) | - | - | 294 | 25,588 | 338,620 |
| C2 - Small Business Energy Solutions | 1.49 | 2.83 | \$ 2,555 | \$ 2,284 | \$ 1,245 | \$ 733 | | 42 | 588 | 1 | - | 1,209 | 14,304 | 245,568 |
| C6c - C&I Education | 0.00 | 0.00 | \$ - | \$ - | \$ 16 | \$ - | | - | - | - | - | - | - | - |
| Subtotal Commercial & Industrial | 1.66 | 3.34 | \$ 5,867 | \$ 5,216 | \$ 2,435 | \$ 1,519 | | (11) | (214) | 1 | - | 1,503 | 39,892 | 584,187 |
| Total | 1.71 | 2.67 | \$ 18,114 | \$ 16,539 | \$ 7,128 | \$ 3,482 | \$ 196 | 153 | 2,011 | 30 | 28 | 28,205 | 110,398 | 1,545,219 |

Notes:
 (1) The Granite State Test is used as the primary cost test, as approved in Order No. 26,322 and includes an annual NEI adder of \$405.71 per weatherization project in the Home Energy Assistance program. For the illustrative Total Resource Cost Test, NEI adders of 15% for Residential and 15% for C&I are applied to total benefits excluding water.
 (2) Utility and Customer Costs and Benefits are expressed in 2022 Dollars.
 (3) Per past precedent, discount and inflation rates have been updated for the year in which measures will be installed, and were updated in June 2021 for program year 2022.

| | | | | | |
|-------------------------------|-------------------|----------------|---------------------------------|--------------------|----------------|
| Annual kWh Savings | 155,559 | 0.5% kWh < 65% | Lifetime kWh Savings | 2,010,605 | 0.4% kWh < 65% |
| Annual MMBTU Savings (in kWh) | 32,355,860 | 99.5% | Lifetime MMBTU Savings (in kWh) | 452,877,669 | 99.6% |
| Total Energy Savings | 32,509,219 | 100.0% | Total Energy Savings | 454,888,272 | 100.0% |

Table 1c. Percent of Plan Program Cost-Effectiveness Targets Achieved

| | Benefit/Cost Ratios | | Benefits (\$000) ² | | | | Performance Incentive (\$000) | Annual Net MWh Savings | Lifetime Net MWh Savings | Winter kW Savings | Summer kW Savings | Number of Customers Served | Annual Net MMBtu Savings | Lifetime Net MMBtu Savings |
|---|--------------------------|--------------------|-------------------------------|--------------------|--|---|-------------------------------|------------------------|--------------------------|-------------------|-------------------|----------------------------|--------------------------|----------------------------|
| | Total Resource Cost Test | Granite State Test | Total Resource Cost Test | Granite State Test | Utility Costs (\$000 - 2022S) ² | Customer Costs (\$000 - 2022S) ² | | | | | | | | |
| Residential Programs | 102% | 98% | 101% | 102% | 93% | 100% | n/a | 70% | 59% | 64% | 61% | 79% | 107% | 103% |
| Commercial & Industrial Programs | 103% | 110% | 50% | 49% | 70% | 39% | n/a | 0% | 0% | 0% | 0% | 55% | 55% | 52% |
| Total | 102% | 105% | 76% | 76% | 84% | 60% | 42% | 66% | 53% | 67% | 61% | 77% | 80% | 75% |

Table 2a. Present Value Benefits - 2022 PLAN

| | Total Benefits (\$000) ¹ | Resource Benefits (\$000) | | | | | | | | | | | | | Non-Resource Benefits (\$000) | | | | | |
|---|-------------------------------------|---------------------------|-------------------|--------------|--------------|-------------|-------------|-----------------|-------------|-----------------|----------------|----------------------------------|-----------------|---------------|-------------------------------|------------------|--|-----------------------------|--|--|
| | | Electric | | | | | | | | | | | Non - Electric | | Total Resource Benefits | Fossil Emissions | Other Non-Resource Benefits ² | Total Non-Resource Benefits | | |
| | | CAPACITY | | | | ENERGY | | | | | | | Other Fuels | Water Benefit | | | | | | |
| | | Summer Generation | Winter Generation | Transmission | Distribution | Reliability | Winter Peak | Winter Off Peak | Summer Peak | Summer Off Peak | Electric DRIPE | Total Electric Resource Benefits | | | | | | | | |
| Residential Programs | | | | | | | | | | | | | | | | | | | | |
| B1 - Home Energy Assistance | \$3,322 | \$10 | \$0 | \$52 | \$54 | \$0 | \$42 | \$48 | \$29 | \$25 | \$8 | \$269 | \$1,042 | \$2 | \$1,313 | \$165 | \$1,844 | \$2,009 | | |
| A1 - Energy Star Homes | \$1,293 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,085 | \$0 | \$1,085 | \$208 | \$163 | \$370 | | |
| A2 - Home Performance with Energy Star | \$3,297 | \$1 | \$0 | \$10 | \$10 | \$0 | \$15 | \$15 | \$6 | \$5 | \$3 | \$65 | \$2,773 | \$4 | \$2,842 | \$456 | \$426 | \$881 | | |
| A3 - Energy Star Products | \$3,007 | \$0 | \$0 | \$0 | \$0 | \$0 | \$14 | \$18 | \$0 | \$0 | \$2 | \$33 | \$2,585 | \$0 | \$2,618 | \$389 | \$393 | \$782 | | |
| A4 - Home Energy Reports | \$167 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$153 | \$0 | \$153 | \$13 | \$23 | \$36 | | |
| A6c - Residential Education | | | | | | | | | | | | | | | | | | | | |
| Sub-Total Residential | \$11,086 | \$12 | \$0 | \$62 | \$64 | \$0 | \$70 | \$81 | \$34 | \$30 | \$13 | \$367 | \$7,638 | \$6 | \$8,011 | \$1,230 | \$2,848 | \$4,079 | | |
| Commercial & Industrial Programs | | | | | | | | | | | | | | | | | | | | |
| C1 - Large Business Energy Solutions | \$6,303 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$5,438 | \$0 | \$5,438 | \$865 | \$816 | \$1,681 | | |
| C2 - Small Business Energy Solutions | \$4,249 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,889 | \$829 | \$3,718 | \$531 | \$433 | \$964 | | |
| C6c - C&I Education | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | | |
| Subtotal Commercial & Industrial | \$10,552 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$8,326 | \$829 | \$9,156 | \$1,396 | \$1,249 | \$2,645 | | |
| Total | \$21,637 | \$12 | \$0 | \$62 | \$64 | \$0 | \$70 | \$81 | \$34 | \$30 | \$13 | \$367 | \$15,964 | \$836 | \$17,166 | \$2,626 | \$4,097 | \$6,724 | | |

Notes:
(1) The Granite State Test is used as the primary cost test, as approved in Order No. 26,322. Benefits are calculated based on net savings.
(2) Non-resource benefits include NEIs, which are only applied to the Home Energy Assistance program in the GST primary cost test.
(3) Non-embedded environmental benefits are not included in the GST primary cost test.

Table 2b. Present Value Benefits - 2022 ACTUAL

| | Total Benefits (\$000) ¹ | Resource Benefits | | | | | | | | | | | | | Non-Resource Benefits | | | | |
|--|-------------------------------------|-------------------|-------------------|--------------|--------------|-------------|-------------|-----------------|-------------|-----------------|----------------|----------------------------------|-----------------|---------------|-------------------------|------------------|--|-----------------------------|--|
| | | Electric | | | | | | | | | | | Non - Electric | | Total Resource Benefits | Fossil Emissions | Other Non-Resource Benefits ² | Total Non-Resource Benefits | |
| | | CAPACITY | | | | ENERGY | | | | | | | Other Fuels | Water Benefit | | | | | |
| | | Summer Generation | Winter Generation | Transmission | Distribution | Reliability | Winter Peak | Winter Off Peak | Summer Peak | Summer Off Peak | Electric DRIPE | Total Electric Resource Benefits | | | | | | | |
| Residential Programs | | | | | | | | | | | | | | | | | | | |
| B1 - Home Energy Assistance | \$4,183 | \$3 | \$0 | \$11 | \$12 | \$0 | \$9 | \$10 | \$10 | \$8 | \$2 | \$63 | \$1,820 | \$2 | \$1,885 | \$300 | \$1,998 | \$2,298 | |
| A1 - Energy Star Homes | \$1,337 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,122 | \$0 | \$1,122 | \$215 | \$168 | \$383 | |
| A2 - Home Performance with Energy Star | \$2,002 | \$3 | \$0 | \$20 | \$20 | \$0 | \$18 | \$19 | \$11 | \$10 | \$3 | \$104 | \$1,611 | \$4 | \$1,719 | \$283 | \$257 | \$540 | |
| A3 - Energy Star Products | \$3,609 | \$0 | \$0 | \$0 | \$0 | \$0 | \$11 | \$14 | -\$1 | \$0 | \$2 | \$26 | \$3,123 | \$0 | \$3,148 | \$461 | \$472 | \$933 | |
| A4 - Home Energy Reports | \$192 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$177 | \$0 | \$177 | \$15 | \$27 | \$42 | |
| A6c - Residential Education | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | |
| Sub-Total Residential | \$11,323 | \$6 | \$0 | \$31 | \$32 | \$0 | \$37 | \$43 | \$20 | \$18 | \$6 | \$193 | \$7,853 | \$7 | \$8,052 | \$1,273 | \$2,922 | \$4,195 | |
| Commercial & Industrial Programs | | | | | | | | | | | | | | | | | | | |
| C1 - Large Business Energy Solutions | \$2,932 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | -\$1 | -\$1 | \$2,533 | \$0 | \$2,532 | \$399 | \$380 | \$779 | | |
| C2 - Small Business Energy Solutions | \$2,284 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2 | \$3 | \$0 | \$0 | \$1 | \$6 | \$1,803 | \$157 | \$1,965 | \$319 | \$271 | \$590 | |
| C6c - C&I Education | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | |
| Sub-Total Commercial & Industrial | \$5,216 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2 | \$3 | \$0 | \$0 | \$0 | \$5 | \$4,336 | \$157 | \$4,498 | \$718 | \$651 | \$1,369 | |
| Total | \$16,539 | \$6 | \$0 | \$31 | \$32 | \$0 | \$39 | \$46 | \$20 | \$18 | \$7 | \$198 | \$12,189 | \$163 | \$12,550 | \$1,991 | \$3,573 | \$5,564 | |

Notes:
(1) The Granite State Test is used as the primary cost test, as approved in Order No. 26,322. Benefits are calculated based on net savings.
(2) Non-resource benefits include NEIs, which are only applied to the Home Energy Assistance program in the GST primary cost test.
(3) Non-embedded environmental benefits are not included in the GST primary cost test.

Table 2c. Percent of Plan Present Value Benefits Achieved

| | Total Benefits (\$000) ¹ | Resource Benefits | | | | | | | | | | | | | Non-Resource Benefits | | | |
|---|-------------------------------------|-------------------|-------------------|--------------|--------------|-------------|-------------|-----------------|-------------|-----------------|----------------|----------------------------------|----------------|---------------|-------------------------|------------------|--|-----------------------------|
| | | Electric | | | | | | | | | | | Non - Electric | | Total Resource Benefits | Fossil Emissions | Other Non-Resource Benefits ² | Total Non-Resource Benefits |
| | | CAPACITY | | | | ENERGY | | | | | | | Other Fuels | Water Benefit | | | | |
| | | Summer Generation | Winter Generation | Transmission | Distribution | Reliability | Winter Peak | Winter Off Peak | Summer Peak | Summer Off Peak | Electric DRIPE | Total Electric Resource Benefits | | | | | | |
| Residential Programs | 102% | 48% | 0% | 49% | 49% | 0% | 53% | 53% | 60% | 59% | 49% | 53% | 103% | 106% | 101% | 103% | 103% | 103% |
| Commercial & Industrial Programs | 49% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 52% | 19% | 49% | 51% | 52% | 52% |
| Total | 76% | 48% | 0% | 49% | 49% | 0% | 56% | 57% | 60% | 59% | 50% | 54% | 76% | 20% | 73% | 76% | 87% | 83% |

Table 3. Performance Incentive Calculation - 2022

| Row | Category | Planned | Threshold | Actual | % of Plan | Design Coefficient | Actual Coefficient | Planned PI | 125% of Planned PI | Actual PI | Source |
|-----|----------------------------------|--------------|----------------|--------------|-----------|--------------------|--------------------|-------------------|--------------------|-------------------|--|
| 1 | Lifetime MMBtu Savings | 2,049,541 | 1,537,156 | 1,545,219 | 75% | 2.475% | 1.866% | \$ 210,230 | \$ 262,788 | \$ 133,010 | Program Cost Effectiveness (Page 1 of 3) |
| 2 | Annual MMBtu Savings | 137,824 | 103,368 | 110,398 | 80% | 1.100% | 0.881% | \$ 93,436 | \$ 116,794 | \$ 62,806 | Program Cost Effectiveness (Page 1 of 3) |
| 3 | Total Resource Benefits | \$17,166,476 | | \$12,550,051 | 73% | | | | | | Present Value Benefits (Page 2 of 3) |
| 4 | Total Utility Costs ¹ | \$8,494,145 | | \$7,128,133 | 84% | | | | | | Program Cost Effectiveness (Page 1 of 3) |
| 5 | Net Benefits | \$8,672,330 | \$6,504,247.58 | \$5,421,918 | 63% | 1.925% | 0.000% | \$ 163,512 | \$ 204,390 | \$ - | Line 5 minus line 6 |
| 6 | Total | | | | | 5.500% | 2.747% | \$ 467,178 | \$ 583,972 | \$ 195,816 | Sum of Rows 1, 2 & 5 |

| Row | Category | Granite State Test | | Source |
|-----|--------------------------|--------------------|---------------|--------------------------------------|
| | | Planned | Actual | |
| 7 | Total Benefits | \$ 21,637,311 | \$ 16,538,749 | Present Value Benefits (Page 2 of 3) |
| 8 | Performance Incentive | \$ 467,178 | \$ 195,816 | from row 6 above |
| 9 | Total Utility Costs | \$ 8,494,145 | \$ 7,128,133 | from row 4 above |
| 10 | Portfolio GST BCR | 2.41 | 2.26 | Row 7 Divided by Rows 8+9 |

Costs, Benefits, and PI Expressed in 2022 Dollars.

¹ Note that in order to avoid a circular reference in the calculation of performance incentive, "Total Utility Costs" does not include the value of PI.

Table 4. Program Expenditures by Category - 2022 ACTUAL

| | Evaluation | External Administration | Internal Administration | Internal Implementation | Marketing | Rebates-Services | Total |
|---|-------------------|-------------------------|-------------------------|-------------------------|------------------|---------------------|---------------------|
| Residential Programs | | | | | | | |
| ENERGY STAR Homes | \$ 14,384 | \$ 509 | \$ 9,051 | \$ 40,714 | \$ 2,186 | \$ 392,298 | \$ 459,142 |
| Home Performance with ENERGY STAR | \$ 23,959 | \$ 639 | \$ 10,413 | \$ 55,926 | \$ 4,371 | \$ 1,069,971 | \$ 1,165,279 |
| ENERGY STAR Products | \$ 24,308 | \$ 617 | \$ 3,893 | \$ 63,256 | \$ 8,399 | \$ 1,084,149 | \$ 1,184,621 |
| Home Energy Assistance | \$ 35,363 | \$ 1,062 | \$ 19,801 | \$ 98,365 | \$ 4,190 | \$ 1,542,188 | \$ 1,700,968 |
| Home Energy Reports | \$ 3,955 | \$ 158 | \$ 2,941 | \$ 12,987 | \$ - | \$ 147,465 | \$ 167,506 |
| Residential Education | \$ 1,155 | \$ 13 | \$ 185 | \$ 2,109 | \$ 18 | \$ 12,555 | \$ 16,034 |
| Subtotal Residential | \$ 103,123 | \$ 2,998 | \$ 46,283 | \$ 273,358 | \$ 19,163 | \$ 4,248,626 | \$ 4,693,550 |
| Commercial & Industrial Programs | | | | | | | |
| C&I Education | \$ 1,019 | \$ 46 | \$ 5,108 | \$ 4,413 | \$ 184 | \$ 5,296 | \$ 16,066 |
| Large Business Energy Solutions | \$ 40,785 | \$ 1,327 | \$ 23,862 | \$ 136,598 | \$ 8,143 | \$ 962,340 | \$ 1,173,054 |
| Small Business Energy Solutions | \$ 33,425 | \$ 1,092 | \$ 21,223 | \$ 116,239 | \$ 15,026 | \$ 1,058,458 | \$ 1,245,463 |
| Subtotal Commercial & Industrial | \$ 75,229 | \$ 2,465 | \$ 50,192 | \$ 257,250 | \$ 23,353 | \$ 2,026,093 | \$ 2,434,583 |
| Total | \$ 178,352 | \$ 5,463 | \$ 96,475 | \$ 530,608 | \$ 42,516 | \$ 6,274,719 | \$ 7,128,133 |