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February 28, 2024

**Via Electronic Mail Only**

Daniel Goldner, Chairman  
Public Utilities Commission  
21 S. Fruit Street, Suite 10  
Concord, New Hampshire 03301-2492

**RE: IR 22-042 - NHSaves Energy Efficiency Programs  
Electric and Natural Gas Utilities – 2023 Q4 report**

Dear Chairman Goldner,

Enclosed for filing with the Commission is the Q4 2023 Report for the NHSaves Energy Efficiency Programs containing results for all the electric and natural gas utilities.

A copy of this report was made available electronically to the Commission and all parties on the service list on February 28, 2024. Consistent with current Commission policy this filing is being made electronically only; paper copies will not follow.

Very truly yours,

A handwritten signature in blue ink that reads "Marc E. Leménager". The signature is fluid and cursive, with a long horizontal stroke at the end.

Marc E. Leménager  
Supervisor  
Regulatory, Planning & Evaluation - Energy Efficiency

Attachment

cc: IR 22-042 Service List



# NHSaves Energy Efficiency Programs

4th Quarter Report  
January 2023 – December 2023

Docket IR 22-042

Filed February 28, 2024



**4th Quarter Report  
January 2023 - December 2023**

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4th Quarter Report  
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Highlights

| Description                            | Program Expenses <sup>1</sup> |             | kWh Savings       |                      |                    |                 | MMBtu Savings  |                      |                  |                 | Participants  |            |
|--|-------------------------------|-------------|-------------------|----------------------|--------------------|-----------------|----------------|----------------------|------------------|-----------------|---------------|------------|
|  | Actual                        | % of Budget | Annual            | Annual:<br>% of Goal | Lifetime           | Life: % of Goal | Annual         | Annual:<br>% of Goal | Lifetime         | Life: % of Goal | Count         | % of Goal  |
| <b><u>Electric Utilities</u></b>       |                               |             |                   |                      |                    |                 |                |                      |                  |                 |               |            |
| Statewide Programs                     |                               |             |                   |                      |                    |                 |                |                      |                  |                 |               |            |
| Municipal Program                      | \$ 1,924,845                  | 96%         | 4,860,519         | 136%                 | 56,604,597         | 126%            | 148            | -43%                 | 17,450           | 944%            | 170           | 71%        |
| All Other Statewide Program            | \$ 49,749,897                 | 87%         | 77,603,367        | 105%                 | 777,909,206        | 86%             | 80,924         | 132%                 | 2,010,648        | 117%            | 27,963        | 29%        |
| Sub-total                              | \$ 51,674,742                 | 88%         | 82,463,886        | 112%                 | 834,513,802        | 88%             | 81,072         | 133%                 | 2,028,099        | 118%            | 28,133        | 29%        |
| Company Specific Programs <sup>2</sup> | \$ 1,357,408                  | 70%         | 4,452,472         | 89%                  | 4,452,472          | 89%             | -              | -                    | -                | -               | 28,665        | 98%        |
| <b>Total Electric</b>                  | <b>\$ 53,032,150</b>          | <b>87%</b>  | <b>86,916,357</b> | <b>113%</b>          | <b>838,966,274</b> | <b>88%</b>      | <b>81,072</b>  | <b>133%</b>          | <b>2,028,099</b> | <b>118%</b>     | <b>56,798</b> | <b>58%</b> |
| <b><u>Gas Utilities</u></b>            |                               |             |                   |                      |                    |                 |                |                      |                  |                 |               |            |
| Statewide Programs                     | \$ 9,294,427                  | 85%         | 165,841           |                      | 3,409,909          |                 | 144,209        | 94%                  | 2,400,260        | 92%             | 10,011        | 140%       |
| Company Specific Programs <sup>2</sup> | \$ 280,865                    | 160%        | -                 |                      | -                  |                 | 47,019         | 166%                 | 47,019           | 166%            | 32,933        | 80%        |
| <b>Total Gas</b>                       | <b>\$ 9,575,292</b>           | <b>86%</b>  | <b>165,841</b>    |                      | <b>3,409,909</b>   |                 | <b>191,228</b> | <b>105%</b>          | <b>2,447,279</b> | <b>93%</b>      | <b>42,944</b> | <b>89%</b> |
| <b>Grand Total</b>                     | <b>\$ 62,607,442</b>          | <b>87%</b>  | <b>87,082,198</b> | <b>113%</b>          | <b>842,376,183</b> | <b>88%</b>      | <b>272,300</b> | <b>112%</b>          | <b>4,475,378</b> | <b>103%</b>     | <b>99,742</b> | <b>57%</b> |

Notes:

- (1) Program expenses shown in this report exclude the performance incentive (PI), which can vary by program and accomplishment thresholds. The planned budget for PI is 5.5% of actual program expenditures. The actual PI for each utility is calculated to reflect the utilities' final accomplishments and is filed with the Commission by June 1st of each year for the preceding program year.
- (2) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

4th Quarter Report  
 January 2023 - December 2023

Highlights  
 Statewide Programs <sup>1</sup>

| Description                        | Program Expenses     |             | kWh Savings       |                    |                 | MMBtu Savings  |                  |                 | Participants  |             |
|------------------------------------|----------------------|-------------|-------------------|--------------------|-----------------|----------------|------------------|-----------------|---------------|-------------|
|                                    | Actual               | % of Budget | Annual            | Lifetime           | Life: % of Goal | Annual         | Lifetime         | Life: % of Goal | Count         | % of Goal   |
| <b>Electric Utilities</b>          |                      |             |                   |                    |                 |                |                  |                 |               |             |
| <b>Residential</b>                 |                      |             |                   |                    |                 |                |                  |                 |               |             |
| Home Energy Assistance             | \$ 13,200,838        | 109%        | 2,509,077         | 34,656,708         | 143%            | 16,525         | 357,071          | 81%             | 1,200         | 151%        |
| ENERGY STAR Homes                  | \$ 2,742,887         | 87%         | 3,257,150         | 71,992,594         | 204%            | 47,555         | 1,144,081        | 315%            | 1,154         | 143%        |
| NH Home Performance w/Energy Star  | \$ 6,995,918         | 74%         | 706,023           | 10,289,542         | 22%             | 27,672         | 542,031          | 48%             | 1,590         | 68%         |
| ENERGY STAR Products               | \$ 5,710,959         | 90%         | 5,987,978         | 68,559,793         | 65%             | 6,600          | 96,629           | 108%            | 20,936        | 24%         |
| Sub-total                          | \$ 28,650,602        | 92%         | 12,460,228        | 185,498,638        | 88%             | 98,352         | 2,139,812        | 106%            | 24,880        | 27%         |
| <b>Commercial &amp; Industrial</b> |                      |             |                   |                    |                 |                |                  |                 |               |             |
| Large Business Energy Solutions    | \$ 10,422,007        | 85%         | 32,250,836        | 334,299,187        | 100%            | (3,053)        | (23,994)         | 29%             | 390           | 55%         |
| Small Business Energy Solutions    | \$ 10,677,288        | 79%         | 32,892,303        | 258,111,381        | 72%             | (14,375)       | (105,170)        | 48%             | 2,694         | 66%         |
| Municipal Program                  | \$ 1,924,845         | 96%         | 4,860,519         | 56,604,597         | 126%            | 148            | 17,450           | 944%            | 170           | 71%         |
| Sub-total                          | \$ 23,024,141        | 83%         | 70,003,657        | 649,015,165        | 88%             | (17,280)       | (111,713)        | 38%             | 3,254         | 65%         |
| <b>Total Electric</b>              | <b>\$ 51,674,742</b> | <b>88%</b>  | <b>82,463,886</b> | <b>834,513,802</b> | <b>88%</b>      | <b>81,072</b>  | <b>2,028,099</b> | <b>118%</b>     | <b>28,133</b> | <b>29%</b>  |
| <b>Gas Utilities</b>               |                      |             |                   |                    |                 |                |                  |                 |               |             |
| <b>Residential</b>                 |                      |             |                   |                    |                 |                |                  |                 |               |             |
| Home Energy Assistance             | \$ 2,513,439         | 111%        | 83,594            | 1,757,570          |                 | 24,443         | 379,196          | 214%            | 6,519         | 1790%       |
| ENERGY STAR Homes                  | \$ 507,603           | 52%         | -                 | -                  |                 | 5,135          | 109,375          | 56%             | 126           | 37%         |
| NH Home Performance w/Energy Star  | \$ 1,588,289         | 102%        | 58,230            | 1,250,521          |                 | 8,664          | 172,645          | 47%             | 353           | 84%         |
| ENERGY STAR Products               | \$ 1,037,845         | 75%         | 22,178            | 365,250            |                 | 13,230         | 220,007          | 68%             | 1,718         | 61%         |
| Sub-total                          | \$ 5,647,177         | 91%         | 164,002           | 3,373,342          |                 | 51,472         | 881,223          | 83%             | 8,716         | 221%        |
| <b>Commercial &amp; Industrial</b> |                      |             |                   |                    |                 |                |                  |                 |               |             |
| Large Business Energy Solutions    | \$ 2,053,061         | 80%         | -                 | -                  |                 | 75,925         | 1,249,650        | 129%            | 170           | 31%         |
| Small Business Energy Solutions    | \$ 1,594,189         | 71%         | 1,839             | 36,567             |                 | 16,811         | 269,387          | 28%             | 1,125         | 43%         |
| Sub-total                          | \$ 3,647,250         | 76%         | 1,839             | 36,567             |                 | 92,737         | 1,519,037        | 99%             | 1,295         | 41%         |
| <b>Total Gas</b>                   | <b>\$ 9,294,427</b>  | <b>85%</b>  | <b>165,841</b>    | <b>3,409,909</b>   |                 | <b>144,209</b> | <b>2,400,260</b> | <b>92%</b>      | <b>10,011</b> | <b>140%</b> |
| <b>Grand Total</b>                 | <b>\$ 60,969,169</b> | <b>87%</b>  | <b>82,629,727</b> | <b>837,923,711</b> | <b>88%</b>      | <b>225,281</b> | <b>4,428,359</b> | <b>102%</b>     | <b>38,144</b> | <b>37%</b>  |

Notes:

(1) Amounts shown above pertain only to the Statewide programs. The amounts pertaining to the Company-Specific programs are shown on page 3.

4th Quarter Report  
January 2023 - December 2023

Highlights  
Company-Specific Programs <sup>1</sup>

| Description                                   | Program Expenses    |             | kWh Savings      |                  |                 | MMBtu Savings |               |                 | Participants  |            |
|---|---------------------|-------------|------------------|------------------|-----------------|---------------|---------------|-----------------|---------------|------------|
|   | Actual              | % of Budget | Annual           | Lifetime         | Life: % of Goal | Annual        | Lifetime      | Life: % of Goal | Count         | % of Goal  |
| <b>Electric Utilities</b>                     |                     |             |                  |                  |                 |               |               |                 |               |            |
| <b>Residential</b>                            |                     |             |                  |                  |                 |               |               |                 |               |            |
| Home Energy Reports                           | \$ 259,194          | 88%         | 4,452,472        | 4,452,472        | 89%             | -             | -             | -               | 26,829        | 91%        |
| Education                                     | \$ 95,275           | 32%         | -                | -                | -               | -             | -             | -               | -             | -          |
| Customer Engagement Platform                  | \$ -                | 0%          | -                | -                | -               | -             | -             | -               | -             | -          |
| Residential DR Program                        | \$ 173,971          | 87%         | -                | -                | -               | -             | -             | -               | 1,803         | 67%        |
| Forward Capacity Market Expenses <sup>2</sup> | \$ 27,327           | 37%         | -                | -                | -               | -             | -             | -               | -             | -          |
| Sub-total                                     | \$ 555,767          | 64%         | 4,452,472        | 4,452,472        | 89%             | -             | -             | -               | 28,632        | 98%        |
| <b>Commercial &amp; Industrial</b>            |                     |             |                  |                  |                 |               |               |                 |               |            |
| Smart Start                                   | \$ 19,318           | 64%         | -                | -                | -               | -             | -             | -               | -             | -          |
| C&I Customer Partnerships                     | \$ 15,161           | 124%        | -                | -                | -               | -             | -             | -               | -             | -          |
| C&I RFP Program                               | \$ 10,632           | 0%          | -                | -                | -               | -             | -             | -               | -             | -          |
| Education                                     | \$ 246,846          | 93%         | -                | -                | -               | -             | -             | -               | -             | -          |
| Customer Engagement Platform                  | \$ -                | 0%          | -                | -                | -               | -             | -             | -               | -             | -          |
| Large Business DR Initiative                  | \$ 448,276          | 74%         | -                | -                | -               | -             | -             | -               | 33            | 78%        |
| Forward Capacity Market Expenses <sup>2</sup> | \$ 61,409           | 37%         | -                | -                | -               | -             | -             | -               | -             | -          |
| Sub-total                                     | \$ 801,641          | 74%         | -                | -                | -               | -             | -             | -               | 33            | -          |
| <b>Total Residential and C&amp;I</b>          | <b>\$ 1,357,408</b> | <b>119%</b> | <b>4,452,472</b> | <b>4,452,472</b> | <b>89%</b>      | <b>-</b>      | <b>-</b>      | <b>-</b>        | <b>28,665</b> | <b>98%</b> |
| <b>Gas Utilities</b>                          |                     |             |                  |                  |                 |               |               |                 |               |            |
| <b>Residential</b>                            |                     |             |                  |                  |                 |               |               |                 |               |            |
| Home Energy Reports <sup>3</sup>              | \$ 193,813          | 88%         | -                | -                | -               | 47,019        | 47,019        | 115%            | 32,933        | 80%        |
| Education                                     | \$ 33,503           | -           | -                | -                | -               | -             | -             | -               | -             | -          |
| Sub-total                                     | \$ 227,317          | 103%        | -                | -                | -               | 47,019        | 47,019        | 115%            | 32,933        | 80%        |
| <b>Commercial &amp; Industrial</b>            |                     |             |                  |                  |                 |               |               |                 |               |            |
| Education                                     | \$ 53,548           | 89%         | -                | -                | -               | -             | -             | -               | -             | -          |
| Sub-total                                     | \$ 53,548           | 89%         | -                | -                | -               | -             | -             | -               | -             | -          |
| <b>Total Residential and C&amp;I</b>          | <b>\$ 280,865</b>   | <b>128%</b> | <b>-</b>         | <b>-</b>         | <b>-</b>        | <b>47,019</b> | <b>47,019</b> | <b>115%</b>     | <b>32,933</b> | <b>80%</b> |
| <b>Grand Total</b>                            | <b>\$ 1,638,273</b> | <b>120%</b> | <b>4,452,472</b> | <b>4,452,472</b> | <b>89%</b>      | <b>47,019</b> | <b>47,019</b> | <b>115%</b>     | <b>61,598</b> | <b>87%</b> |

Notes:

- (1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the Statewide programs are shown on page 2.  
Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.
- (2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.

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January 2023 - December 2023

Highlights  
Home Energy Assistance Program <sup>1</sup>

| Description   | Electric Utilities |            |               |              |                    | Gas Utilities |            |               | Grand Total   |
|---|--------------------|------------|---------------|--------------|--------------------|---------------|------------|---------------|---------------|
|   | Liberty Utilities  | NHEC       | Eversource    | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |               |
| Program Expense: Budget <sup>2</sup>                  | \$ 1,057,265       | \$ 847,867 | \$ 8,906,891  | \$ 1,311,013 | \$ 12,123,036      | \$ 1,778,574  | \$ 494,897 | \$ 2,273,471  | \$ 14,396,507 |
| (Utility Program) Actual                              | \$ 1,075,502       | \$ 922,676 | \$ 9,897,789  | \$ 1,304,871 | \$ 13,200,838      | \$ 1,992,710  | \$ 520,729 | \$ 2,513,439  | \$ 15,714,276 |
| Percent   | 102%               | 109%       | 111%          | 100%         | 109%               | 112%          | 105%       | 111%          | 109%          |
| Program Incentives: Budget <sup>3</sup>               | \$ 879,666         | \$ 683,907 | \$ 7,774,042  | \$ 1,067,032 | \$ 10,404,647      | \$ 1,484,838  | \$ 353,798 | \$ 1,838,637  | \$ 12,243,284 |
| (Utility Program) Actual <sup>4</sup>                 | \$ 829,751         | \$ 786,639 | \$ 9,075,262  | \$ 1,007,163 | \$ 11,698,815      | \$ 1,633,015  | \$ 424,938 | \$ 2,057,954  | \$ 13,756,769 |
| Percent   | 94%                | 115%       | 117%          | 94%          | 112%               | 110%          | 120%       | 112%          | 112%          |
| Participants Served: Goal                             | 102                | 71         | 496           | 128          | 797                | 308           | 56         | 364           | 1,161         |
| Actual <sup>5</sup>                                   | 79                 | 65         | 1,318         | 125          | 1,587              | 6,435         | 84         | 6,519         | 8,106         |
| Percent   | 78%                | 92%        | 266%          | 98%          | 199%               | 2088%         | 150%       | 1790%         | 698%          |
| Collaboration: Actual Collaborated Funds <sup>6</sup> | \$ 53,645          | \$ 127,852 | \$ 1,128,572  | \$ 68,189    | \$ 1,378,258       | \$ 223,509    | \$ 95,001  | \$ 318,510    | \$ 1,696,768  |
| Total Actual Expenses (Utility + Collaboration)       | \$ 883,395         | \$ 914,492 | \$ 10,203,834 | \$ 1,075,352 | \$ 13,077,073      | \$ 1,856,524  | \$ 519,939 | \$ 2,376,464  | \$ 15,453,537 |
| % of Total Actual Expenses                            | 6%                 | 14%        | 11%           | 6%           | 11%                | 12%           | 18%        | 13%           | 11%           |
| Collaborated Units                                    | 11                 | 34         | 367           | 20           | 432                | 141           | 31         | 172           | 604           |
| % of Total Participants Served                        | 14%                | 52%        | 28%           | 16%          | 27%                | 2%            | 37%        | 3%            | 7%            |
| Heating Systems: Actual Incentives                    | \$ 35,957          | \$ 103,351 | \$ 806,630    | \$ 319,912   | \$ 1,265,850       | \$ 292,293    | \$ 129,780 | \$ 422,073    | \$ 1,687,923  |
| % of HEA Utility Total Budget                         | 3%                 | 12%        | 9%            | 24%          | 10%                | 16%           | 26%        | 19%           | 12%           |
| Dwelling Mix:   |                    |            |               |              |                    |               |            |               |               |
| Single Family   | 42                 | 49         | 359           | 53           | 503                | 6,348         | 3          | 6,351         | 6,854         |
| Multi-Family  | 37                 | 16         | 959           | 72           | 1,084              | 87            | 81         | 168           | 1,252         |
| Total   | 79                 | 65         | 1,318         | 125          | 1,587              | 6,435         | 84         | 6,519         | 8,106         |

Notes:

- (1) Program savings results are shown on page 8.
- (2) Program budget and actual numbers are based on total expenditures.
- (3) Reflects Program "Rebates/Services" only.
- (4) Program incentives are based on the HEA tracking system and do not include items not billed in the tracking system, such as quality assurance costs.
- (5) Number of Participants served by county are as follows:

|          | Belknap | Carroll* | Cheshire | Coos* | Grafton* | Hillsborough | Merrimack | Rockingham | Strafford | Sullivan* | Total |
|----------|---------|----------|----------|-------|----------|--------------|-----------|------------|-----------|-----------|-------|
| Electric | 54      | 25       | 29       | 137   | 63       | 253          | 201       | 286        | 426       | 113       | 1587  |
| Gas      | 254     | 0        | 64       | 0     | 0        | 5131         | 885       | 103        | 82        | 0         | 6519  |
| Total    |         |          |          |       |          |              |           |            |           |           | 8,106 |

\* County is not served by a gas utility

- (6) Collaborated funds may include funding from numerous sources including the Department of Energy, town assistance, and Community Development Block grants.

4th Quarter Report  
 January 2023 - December 2023

Highlights  
 CO<sub>2</sub> Emissions Reductions

| Description                                | Units | CO2 Emission Factors<br>In lbs<br>Per Unit <sup>1</sup> | CO2 Emission Factors<br>In Metric Tons<br>Per Unit | Electric Utilities         |  |                        | Gas Utilities              |  | Grand Total                |  |                        |  |
|--|-------|---|--|----------------------------|--|------------------------|----------------------------|--|----------------------------|--|------------------------|--|
|  |       |   |  | YTD<br>Energy<br>Reduction | Estimated CO2 Emissions<br>Reductions in Metric Tons |                        | YTD<br>Energy<br>Reduction | Estimated CO2<br>Emissions<br>Reductions<br>in Metric Tons | YTD<br>Energy<br>Reduction | Estimated CO2 Emissions<br>Reductions in Metric Tons |                        |  |
|  |       |   |  |                            | All Programs<br>(All funding sources)                | RGGI Funded<br>Portion |                            |  |                            | All Programs<br>(All funding sources)                | RGGI Funded<br>Portion |  |
| <b>Annual</b>                              |       |   |  |                            |  |                        |                            |  |                            |  |                        |  |
| Electricity <sup>2</sup>                   | MWH   | 1,087.000   | 0.4930   | 86,916                     | 42,847   | 2,521                  | 166                        | 82   | 87,082                     | 42,929   | 2,521                  |  |
| Natural Gas                                | MMBtu | 117.080   | 0.0531   | (5,542)                    | (294)  | (28)                   | 191,228                    | 10,154   | 185,686                    | 9,859  | (28)                   |  |
| Distillate Fuel Oil (#1, #2 & #4)          | MMBtu | 161.386   | 0.0732   | 22,767                     | 1,666  | 38                     | -                          | -  | 22,767                     | 1,666  | 38                     |  |
| Residual Fuel Oil (#5 & #6)                | MMBtu | 173.906   | 0.0789   | -                          | -  | -                      | -                          | -  | -                          | -  | -                      |  |
| Kerosene                                   | MMBtu | 159.535   | 0.0724   | 2,844                      | 206  | 20                     | -                          | -  | 2,844                      | 206  | 20                     |  |
| Propane                                    | MMBtu | 139.178   | 0.0631   | 55,178                     | 3,483  | 88                     | -                          | -  | 55,178                     | 3,483  | 88                     |  |
| Wood                                       | MMBtu | -   | -  | 5,093                      | -  | -                      | -                          | -  | 5,093                      | -  | -                      |  |
| Wood Pellet                                | -     | -   | -  | 733                        | -  | -                      | -                          | -  | 733                        | -  | -                      |  |
| Other                                      | MMBtu | -   | -  | -                          | -  | -                      | -                          | -  | -                          | -  | -                      |  |
| <b>Total Annual Emissions Reductions</b>   |       |   |  |                            | <b>47,908</b>  | <b>2,639</b>           |                            | <b>10,235</b>  |                            | <b>58,143</b>  | <b>2,639</b>           |  |
| <b>Lifetime</b>                            |       |   |  |                            |  |                        |                            |  |                            |  |                        |  |
| Electricity <sup>2</sup>                   | MWH   | 1,087.000   | 0.4930   | 838,966                    | 413,586  | 29,635                 | 3,410                      | 1,681  | 842,376                    | 415,267  | 29,635                 |  |
| Natural Gas                                | MMBtu | 117.080   | 0.0531   | 67,034                     | 3,559  | 129                    | 2,447,279                  | 129,944  | 2,514,313                  | 133,504  | 129                    |  |
| Distillate Fuel Oil (#1, #2 & #4)          | MMBtu | 161.386   | 0.0732   | 487,994                    | 35,717   | 896                    | -                          | -  | 487,994                    | 35,717   | 896                    |  |
| Residual Fuel Oil (#5 & #6)                | MMBtu | 173.906   | 0.0789   | -                          | -  | -                      | -                          | -  | -                          | -  | -                      |  |
| Kerosene                                   | MMBtu | 159.535   | 0.0724   | 59,703                     | 4,320  | 422                    | -                          | -  | 59,703                     | 4,320  | 422                    |  |
| Propane                                    | MMBtu | 139.178   | 0.0631   | 1,293,078                  | 81,618   | 1,890                  | -                          | -  | 1,293,078                  | 81,618   | 1,890                  |  |
| Wood                                       | MMBtu | -   | -  | 95,535                     | -  | -                      | -                          | -  | 95,535                     | -  | -                      |  |
| Wood Pellet                                | -     | -   | -  | 24,755                     | -  | -                      | -                          | -  | 24,755                     | -  | -                      |  |
| Other                                      | -     | -   | -  | -                          | -  | -                      | -                          | -  | -                          | -  | -                      |  |
| <b>Total Lifetime Emissions Reductions</b> |       |   |  |                            | <b>538,799</b>                                       | <b>32,972</b>          |                            | <b>131,625</b>   |                            | <b>670,425</b>                                       | <b>32,972</b>          |  |

**Notes:**  
 (1) Source of CO2 Emission Factors in lbs/unit for all other fuels:  
 (2) Source of CO2 Emission Factors in lbs/unit for electricity:

[http://www.eia.gov/electricity/annual/html/epa\\_a\\_03.html](http://www.eia.gov/electricity/annual/html/epa_a_03.html)  
 Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for  
 CO<sub>2</sub> emission conversion factor for electrically powered equipment.



4th Quarter Report  
January 2023 - December 2023

Highlights  
Annual Savings by Fuel Type

| Program                           | Electric Utilities   |                |               |              |              |             |          |               | Annual kWh Savings |
|-----------------------------------|----------------------|----------------|---------------|--------------|--------------|-------------|----------|---------------|--------------------|
|                                   | Annual MMBtu Savings |                |               |              |              |             |          |               |                    |
|                                   | Oil                  | Natural Gas    | LP            | Kerosene     | Wood         | Wood Pellet | Other    | Total         | Electricity        |
| Home Energy Assistance            | 8,400                | 1,743          | 2,532         | 2,719        | 820          | 311         | -        | 16,525        | 2,509,077          |
| ENERGY STAR Homes                 | 94                   | 582            | 46,676        | -            | -            | 204         | -        | 47,555        | 3,257,150          |
| NH Home Performance w/Energy Star | 17,521               | 1,412          | 4,121         | 125          | 4,273        | 219         | -        | 27,672        | 706,023            |
| ENERGY STAR Products              | 3,822                | 1,898          | 881           | -            | -            | -           | -        | 6,600         | 5,987,978          |
| Large Business Energy Solutions   | (2,008)              | (1,018)        | (27)          | -            | -            | -           | -        | (3,053)       | 32,250,836         |
| Small Business Energy Solutions   | (4,722)              | (9,513)        | (140)         | -            | -            | -           | -        | (14,375)      | 32,892,303         |
| Municipal Program                 | (341)                | (646)          | 1,135         | -            | -            | -           | -        | 148           | 4,860,519          |
| Company-Specific Programs         | -                    | -              | -             | -            | -            | -           | -        | -             | 4,452,472          |
| <b>Total</b>                      | <b>22,767</b>        | <b>(5,542)</b> | <b>55,178</b> | <b>2,844</b> | <b>5,093</b> | <b>733</b>  | <b>-</b> | <b>81,072</b> | <b>86,916,357</b>  |

  

| Program                           | Gas Utilities        |                |    |          |      |             |       |                | Annual kWh Savings |
|-----------------------------------|----------------------|----------------|----|----------|------|-------------|-------|----------------|--------------------|
|                                   | Annual MMBtu Savings |                |    |          |      |             |       |                |                    |
|                                   | Oil                  | Natural Gas    | LP | Kerosene | Wood | Wood Pellet | Other | Total          | Electricity        |
| Home Energy Assistance            | -                    | 24,443         | -  | -        | -    | -           | -     | 24,443         | 83,594             |
| ENERGY STAR Homes                 | -                    | 5,135          | -  | -        | -    | -           | -     | 5,135          | -                  |
| NH Home Performance w/Energy Star | -                    | 8,664          | -  | -        | -    | -           | -     | 8,664          | 58,230             |
| ENERGY STAR Products              | -                    | 13,230         | -  | -        | -    | -           | -     | 13,230         | 22,178             |
| Large Business Energy Solutions   | -                    | 75,925         | -  | -        | -    | -           | -     | 75,925         | -                  |
| Small Business Energy Solutions   | -                    | 16,811         | -  | -        | -    | -           | -     | 16,811         | 1,839              |
| Municipal Program                 | -                    | -              | -  | -        | -    | -           | -     | -              | -                  |
| Company-Specific Programs         | -                    | 47,019         | -  | -        | -    | -           | -     | 47,019         | -                  |
|                                   | -                    | <b>191,228</b> | -  | -        | -    | -           | -     | <b>191,228</b> | <b>165,841</b>     |

**4th Quarter Report  
January 2023 - December 2023**

**Summary of Results by Utility  
Statewide & Company-Specific Programs Combined <sup>1</sup>**

| Description            |         | Electric Utilities |              |               |              |                    | Gas Utilities |              |               | Grand Total   |
|------------------------|---------|--------------------|--------------|---------------|--------------|--------------------|---------------|--------------|---------------|---------------|
|                        |         | Liberty Utilities  | NHEC         | Eversource    | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas   | Sub-total Gas |               |
| Program Expenses       | Budget  | \$ 5,300,388       | \$ 4,271,963 | \$ 44,697,764 | \$ 6,555,063 | \$ 60,825,179      | \$ 8,892,870  | \$ 2,474,490 | \$ 11,367,360 | \$ 72,192,539 |
|                        | Actual  | \$ 4,898,673       | \$ 4,249,435 | \$ 37,442,105 | \$ 6,441,938 | \$ 53,032,150      | \$ 7,378,683  | \$ 2,196,609 | \$ 9,575,292  | \$ 62,607,442 |
|                        | Percent | 92%                | 99%          | 84%           | 98%          | 87%                | 83%           | 89%          | 84%           | 87%           |
| Program Participation  | Goal    | 15,608             | 16,434       | 69,414        | 25,780       | 127,236            | 36,529        | 11,798       | 48,327        | 175,564       |
|                        | Actual  | 10,752             | 5,600        | 18,462        | 21,984       | 56,798             | 30,775        | 12,169       | 42,944        | 99,742        |
|                        | Percent | 69%                | 34%          | 27%           | 85%          | 45%                | 84%           | 103%         | 89%           | 57%           |
| Annual kWh Savings     | Goal    | 9,769,284          | 5,502,305    | 57,475,695    | 9,422,287    | 82,169,570         | 230,927       | 23,776       | 254,704       | 82,424,274    |
|                        | Actual  | 10,283,186         | 5,492,087    | 58,281,956    | 12,859,128   | 86,916,357         | 148,245       | 17,596       | 165,841       | 87,082,198    |
|                        | Percent | 105%               | 100%         | 101%          | 136%         | 106%               |               |              |               | 106%          |
| Lifetime kWh Savings   | Goal    | 111,536,205        | 65,950,197   | 698,413,652   | 81,148,382   | 957,048,436        | 3,735,144     | 439,540      | 4,174,684     | 961,223,121   |
|                        | Actual  | 87,606,962         | 68,507,951   | 580,936,090   | 101,915,271  | 838,966,274        | 3,081,025     | 328,884      | 3,409,909     | 842,376,183   |
|                        | Percent | 79%                | 104%         | 83%           | 126%         | 88%                |               |              |               | 88%           |
| Annual MMBtu Savings   | Goal    | 3,239              | 8,253        | 43,693        | 5,773        | 60,958             | 147,961       | 39,465       | 187,425       | 248,384       |
|                        | Actual  | 6,451              | 11,807       | 56,934        | 5,880        | 81,072             | 143,480       | 47,747       | 191,228       | 272,300       |
|                        | Percent | 199%               | 143%         | 130%          | 102%         | 133%               | 97%           | 121%         | 102%          | 110%          |
| Lifetime MMBtu Savings | Goal    | 107,243            | 201,236      | 1,277,660     | 132,111      | 1,718,250          | 2,074,895     | 564,300      | 2,639,195     | 4,357,445     |
|                        | Actual  | 142,225            | 240,649      | 1,521,619     | 123,606      | 2,028,099          | 1,790,128     | 657,152      | 2,447,279     | 4,475,378     |
|                        | Percent | 133%               | 120%         | 119%          | 94%          | 118%               | 86%           | 116%         | 93%           | 103%          |

(1) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

4th Quarter Report  
January 2023 - December 2023

Program Results  
Home Energy Assistance (HEA)

| Description            |         | Electric Utilities |            |              |              |                    | Gas Utilities |            |               | Grand Total   |
|------------------------|---------|--------------------|------------|--------------|--------------|--------------------|---------------|------------|---------------|---------------|
|                        |         | Liberty Utilities  | NHEC       | Eversource   | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |               |
| Program Expenses       | Budget  | \$ 1,057,265       | \$ 847,867 | \$ 8,906,891 | \$ 1,311,013 | \$ 12,123,036      | \$ 1,778,574  | \$ 494,897 | \$ 2,273,471  | \$ 14,396,507 |
|                        | Actual  | \$ 1,075,502       | \$ 922,676 | \$ 9,897,789 | \$ 1,304,871 | \$ 13,200,838      | \$ 1,992,710  | \$ 520,729 | \$ 2,513,439  | \$ 15,714,276 |
|                        | Percent | 102%               | 109%       | 111%         | 100%         | 109%               | 112%          | 105%       | 111%          | 109%          |
| Program Participation  | Goal    | 102                | 71         | 496          | 128          | 797                | 308           | 56         | 364           | 1,161         |
|                        | Actual  | 79                 | 65         | 931          | 125          | 1,200              | 6,435         | 84         | 6,519         | 7,719         |
|                        | Percent | 78%                | 92%        | 188%         | 98%          | 151%               | 2088%         | 150%       | 1790%         | 665%          |
| Annual kWh Savings     | Goal    | 409,863            | 160,162    | 1,077,491    | 144,395      | 1,791,912          | 135,734       | 10,864     | 146,598       | 1,938,510     |
|                        | Actual  | 131,123            | 105,630    | 2,069,232    | 203,091      | 2,509,077          | 74,894        | 8,700      | 83,594        | 2,592,671     |
|                        | Percent | 32%                | 66%        | 192%         | 141%         | 140%               |               |            |               | 134%          |
| Lifetime kWh Savings   | Goal    | 4,108,473          | 2,253,423  | 15,782,505   | 2,158,988    | 24,303,389         | 2,679,679     | 232,419    | 2,912,099     | 27,215,488    |
|                        | Actual  | 2,159,438          | 1,676,299  | 28,184,086   | 2,636,886    | 34,656,708         | 1,572,562     | 185,008    | 1,757,570     | 36,414,279    |
|                        | Percent | 53%                | 74%        | 179%         | 122%         | 143%               |               |            |               | 134%          |
| Annual MMBtu Savings   | Goal    | 747                | 1,496      | 15,962       | 2,425        | 20,630             | 6,935         | 2,208      | 9,143         | 29,774        |
|                        | Actual  | 1,281              | 1,279      | 12,674       | 1,291        | 16,525             | 22,240        | 2,203      | 24,443        | 40,968        |
|                        | Percent | 171%               | 85%        | 79%          | 53%          | 80%                | 321%          | 100%       | 267%          | 138%          |
| Lifetime MMBtu Savings | Goal    | 21,804             | 32,230     | 337,100      | 49,629       | 440,762            | 130,040       | 47,568     | 177,607       | 618,369       |
|                        | Actual  | 27,647             | 29,085     | 273,373      | 26,967       | 357,071            | 338,425       | 40,771     | 379,196       | 736,267       |
|                        | Percent | 127%               | 90%        | 81%          | 54%          | 81%                | 260%          | 86%        | 214%          | 119%          |

4th Quarter Report  
January 2023 - December 2023

Program Results  
ENERGY STAR Homes

| Description            |         | Electric Utilities |            |              |            |                    | Gas Utilities |            |               | Grand Total  |
|------------------------|---------|--------------------|------------|--------------|------------|--------------------|---------------|------------|---------------|--------------|
|                        |         | Liberty Utilities  | NHEC       | Eversource   | Unitil     | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |              |
| Program Expenses       | Budget  | \$ 210,500         | \$ 434,692 | \$ 1,998,336 | \$ 500,678 | \$ 3,144,206       | \$ 645,320    | \$ 331,599 | \$ 976,919    | \$ 4,121,125 |
|                        | Actual  | \$ 74,127          | \$ 228,305 | \$ 2,216,433 | \$ 224,021 | \$ 2,742,887       | \$ 329,077    | \$ 178,526 | \$ 507,603    | \$ 3,250,490 |
|                        | Percent | 35%                | 53%        | 111%         | 45%        | 87%                | 51%           | 54%        | 52%           | 79%          |
| Program Participation  | Goal    | 142                | 66         | 431          | 166        | 805                | 239           | 106        | 345           | 1,150        |
|                        | Actual  | 14                 | 60         | 1,049        | 31         | 1,154              | 63            | 63         | 126           | 1,280        |
|                        | Percent | 10%                | 91%        | 243%         | 19%        | 143%               | 26%           | 59%        | 37%           | 111%         |
| Annual kWh Savings     | Goal    | 273,450            | 332,342    | 835,329      | 118,400    | 1,559,522          | -             | -          | -             | 1,559,522    |
|                        | Actual  | 140,942            | 393,729    | 2,665,302    | 57,177     | 3,257,150          | -             | -          | -             | 3,257,150    |
|                        | Percent | 52%                | 118%       | 319%         | 48%        | 209%               | -             | -          | -             | 209%         |
| Lifetime kWh Savings   | Goal    | 6,448,960          | 8,019,838  | 18,046,867   | 2,835,000  | 35,350,665         | -             | -          | -             | 35,350,665   |
|                        | Actual  | 3,498,917          | 9,437,643  | 57,843,517   | 1,212,517  | 71,992,594         | -             | -          | -             | 71,992,594   |
|                        | Percent | 54%                | 118%       | 321%         | 43%        | 204%               | -             | -          | -             | 204%         |
| Annual MMBtu Savings   | Goal    | 930                | 1,941      | 10,512       | 1,690      | 15,074             | 5,282         | 2,637      | 7,919         | 22,993       |
|                        | Actual  | 2,255              | 3,861      | 40,440       | 1,000      | 47,555             | 2,750         | 2,385      | 5,135         | 52,690       |
|                        | Percent | 242%               | 199%       | 385%         | 59%        | 315%               | 52%           | 90%        | 65%           | 229%         |
| Lifetime MMBtu Savings | Goal    | 23,116             | 47,432     | 251,677      | 41,550     | 363,775            | 132,054       | 63,425     | 195,479       | 559,253      |
|                        | Actual  | 56,352             | 94,167     | 969,394      | 24,167     | 1,144,081          | 54,100        | 55,275     | 109,375       | 1,253,456    |
|                        | Percent | 244%               | 199%       | 385%         | 58%        | 315%               | 41%           | 87%        | 56%           | 224%         |

4th Quarter Report  
January 2023 - December 2023

Program Results  
Home Performance With ENERGY STAR (HPwES)

| Description            |         | Electric Utilities |            |              |            |                    | Gas Utilities |            |               | Grand Total   |
|------------------------|---------|--------------------|------------|--------------|------------|--------------------|---------------|------------|---------------|---------------|
|                        |         | Liberty Utilities  | NHEC       | Eversource   | Unitil     | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |               |
| Program Expenses       | Budget  | \$ 559,963         | \$ 663,959 | \$ 7,538,561 | \$ 703,703 | \$ 9,466,186       | \$ 1,191,709  | \$ 358,565 | \$ 1,550,274  | \$ 11,016,459 |
|                        | Actual  | \$ 566,505         | \$ 704,165 | \$ 4,792,839 | \$ 932,409 | \$ 6,995,918       | \$ 1,296,379  | \$ 291,910 | \$ 1,588,289  | \$ 8,584,208  |
|                        | Percent | 101%               | 106%       | 64%          | 133%       | 74%                | 109%          | 81%        | 102%          | 78%           |
| Program Participation  | Goal    | 72                 | 225        | 1,987        | 68         | 2,352              | 416           | 6          | 422           | 2,775         |
|                        | Actual  | 123                | 163        | 1,124        | 180        | 1,590              | 311           | 42         | 353           | 1,943         |
|                        | Percent | 170%               | 72%        | 57%          | 265%       | 68%                | 75%           | 700%       | 84%           | 70%           |
| Annual kWh Savings     | Goal    | 48,674             | 218,443    | 1,950,051    | 157,327    | 2,374,496          | 73,612        | 4,982      | 78,594        | 2,453,090     |
|                        | Actual  | 96,156             | 42,269     | 437,378      | 130,220    | 706,023            | 55,101        | 3,129      | 58,230        | 764,254       |
|                        | Percent | 198%               | 19%        | 22%          | 83%        | 30%                |               |            |               | 31%           |
| Lifetime kWh Savings   | Goal    | 1,011,848          | 3,876,577  | 38,298,277   | 3,163,638  | 46,350,340         | 697,837       | 74,730     | 772,567       | 47,122,907    |
|                        | Actual  | 1,461,897          | 449,988    | 6,105,286    | 2,272,371  | 10,289,542         | 1,199,353     | 51,168     | 1,250,521     | 11,540,063    |
|                        | Percent | 144%               | 12%        | 16%          | 72%        | 22%                |               |            |               | 24%           |
| Annual MMBtu Savings   | Goal    | 3,605              | 6,094      | 39,090       | 1,870      | 50,659             | 16,405        | 1,799      | 18,204        | 68,862        |
|                        | Actual  | 2,294              | 3,476      | 18,910       | 2,991      | 27,672             | 7,249         | 1,415      | 8,664         | 36,336        |
|                        | Percent | 64%                | 57%        | 48%          | 160%       | 55%                | 44%           | 79%        | 48%           | 53%           |
| Lifetime MMBtu Savings | Goal    | 81,918             | 125,642    | 876,718      | 37,547     | 1,121,826          | 327,697       | 38,255     | 365,951       | 1,487,777     |
|                        | Actual  | 45,863             | 67,057     | 369,580      | 59,531     | 542,031            | 145,099       | 27,547     | 172,645       | 714,677       |
|                        | Percent | 56%                | 53%        | 42%          | 159%       | 48%                | 44%           | 72%        | 47%           | 48%           |

4th Quarter Report  
January 2023 - December 2023

Program Results  
ENERGY STAR Products

| Description            |         | Electric Utilities |              |              |            |                    | Gas Utilities |            |               | Grand Total  |
|------------------------|---------|--------------------|--------------|--------------|------------|--------------------|---------------|------------|---------------|--------------|
|                        |         | Liberty Utilities  | NHEC         | Eversource   | Unitil     | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |              |
| Program Expenses       | Budget  | \$ 424,185         | \$ 896,519   | \$ 4,463,873 | \$ 541,658 | \$ 6,326,235       | \$ 1,211,736  | \$ 173,660 | \$ 1,385,396  | \$ 7,711,631 |
|                        | Actual  | \$ 453,371         | \$ 1,075,184 | \$ 3,513,594 | \$ 668,810 | \$ 5,710,959       | \$ 851,364    | \$ 186,481 | \$ 1,037,845  | \$ 6,748,804 |
|                        | Percent | 107%               | 120%         | 79%          | 123%       | 90%                | 70%           | 107%       | 75%           | 88%          |
| Program Participation  | Goal    | 4,169              | 15,931       | 62,966       | 5,856      | 88,922             | 2,627         | 182        | 2,809         | 91,731       |
|                        | Actual  | 2,002              | 5,130        | 11,799       | 2,005      | 20,936             | 1,505         | 213        | 1,718         | 22,654       |
|                        | Percent | 48%                | 32%          | 19%          | 34%        | 24%                | 57%           | 117%       | 61%           | 25%          |
| Annual kWh Savings     | Goal    | 492,313            | 1,631,390    | 7,150,034    | 788,307    | 10,062,044         | 21,581        | 7,931      | 29,512        | 10,091,556   |
|                        | Actual  | 511,420            | 1,203,502    | 3,470,866    | 802,190    | 5,987,978          | 16,411        | 5,767      | 22,178        | 6,010,156    |
|                        | Percent | 104%               | 74%          | 49%          | 102%       | 60%                |               |            |               | 60%          |
| Lifetime kWh Savings   | Goal    | 5,830,248          | 16,029,066   | 74,896,935   | 8,024,038  | 104,780,286        | 357,628       | 132,391    | 490,018       | 105,270,304  |
|                        | Actual  | 6,139,350          | 14,685,756   | 40,125,410   | 7,609,277  | 68,559,793         | 272,542       | 92,708     | 365,250       | 68,925,043   |
|                        | Percent | 105%               | 92%          | 54%          | 95%        | 65%                |               |            |               | 65%          |
| Annual MMBtu Savings   | Goal    | 39                 | (257)        | 2,178        | 558        | 2,518              | 17,849        | 1,836      | 19,684        | 22,203       |
|                        | Actual  | 209                | 3,576        | 2,472        | 343        | 6,600              | 10,662        | 2,568      | 13,230        | 19,830       |
|                        | Percent | 532%               | -1391%       | 114%         | 62%        | 262%               | 60%           | 140%       | 67%           | 89%          |
| Lifetime MMBtu Savings | Goal    | 3,027              | 6,194        | 69,564       | 10,800     | 89,585             | 293,273       | 32,492     | 325,765       | 415,350      |
|                        | Actual  | 2,863              | 52,857       | 36,144       | 4,764      | 96,629             | 174,682       | 45,325     | 220,007       | 316,636      |
|                        | Percent | 95%                | 853%         | 52%          | 44%        | 108%               | 60%           | 139%       | 68%           | 76%          |

4th Quarter Report  
January 2023 - December 2023

Program Results  
Large Business Energy Solutions

| Description            |         | Electric Utilities |            |              |              |                    | Gas Utilities |            |               | Grand Total   |
|------------------------|---------|--------------------|------------|--------------|--------------|--------------------|---------------|------------|---------------|---------------|
|                        |         | Liberty Utilities  | NHEC       | Eversource   | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |               |
| Program Expenses       | Budget  | \$ 1,185,957       | \$ 561,647 | \$ 9,160,989 | \$ 1,394,568 | \$ 12,303,161      | \$ 2,035,773  | \$ 518,360 | \$ 2,554,133  | \$ 14,857,294 |
|                        | Actual  | \$ 1,263,351       | \$ 645,887 | \$ 7,196,261 | \$ 1,316,508 | \$ 10,422,007      | \$ 1,357,547  | \$ 695,514 | \$ 2,053,061  | \$ 12,475,068 |
|                        | Percent | 107%               | 115%       | 79%          | 94%          | 85%                | 67%           | 134%       | 80%           | 84%           |
| Program Participation  | Goal    | 299                | 21         | 259          | 128          | 707                | 444           | 108        | 552           | 1,259         |
|                        | Actual  | 43                 | 38         | 270          | 39           | 390                | 163           | 7          | 170           | 560           |
|                        | Percent | 14%                | 181%       | 105%         | 30%          | 55%                | 37%           | 6%         | 31%           | 45%           |
| Annual kWh Savings     | Goal    | 3,523,867          | 1,684,808  | 19,355,413   | 2,419,158    | 26,983,246         | -             | -          | -             | 26,983,246    |
|                        | Actual  | 5,693,227          | 2,270,374  | 19,741,337   | 4,545,897    | 32,250,836         | -             | -          | -             | 32,250,836    |
|                        | Percent | 162%               | 135%       | 102%         | 188%         | 120%               |               |            |               | 120%          |
| Lifetime kWh Savings   | Goal    | 49,812,501         | 20,122,639 | 236,358,464  | 29,284,298   | 335,577,902        | -             | -          | -             | 335,577,902   |
|                        | Actual  | 55,250,740         | 31,023,777 | 205,347,756  | 42,676,914   | 334,299,187        | -             | -          | -             | 334,299,187   |
|                        | Percent | 111%               | 154%       | 87%          | 146%         | 100%               |               |            |               | 100%          |
| Annual MMBtu Savings   | Goal    | (1,384)            | (393)      | (5,301)      | (330)        | (7,408)            | 49,999        | 14,308     | 64,307        | 56,899        |
|                        | Actual  | -                  | (41)       | (3,011)      | -            | (3,053)            | 54,924        | 21,001     | 75,925        | 72,873        |
|                        | Percent | 0%                 | 10%        | 57%          | 0%           | 41%                | 110%          | 147%       | 118%          | 128%          |
| Lifetime MMBtu Savings | Goal    | (17,865)           | (3,924)    | (57,230)     | (2,890)      | (81,909)           | 751,638       | 220,366    | 972,004       | 890,094       |
|                        | Actual  | -                  | (414)      | (23,580)     | -            | (23,994)           | 832,554       | 417,096    | 1,249,650     | 1,225,657     |
|                        | Percent | 0%                 | 11%        | 41%          | 0%           | 29%                | 111%          | 189%       | 129%          | 138%          |

**4th Quarter Report**  
**January 2023 - December 2023**

**Program Results**  
**Small Business Energy Solutions**

| Description            |         | Electric Utilities |            |               |              |                    | Gas Utilities |            |               | Grand Total   |
|------------------------|---------|--------------------|------------|---------------|--------------|--------------------|---------------|------------|---------------|---------------|
|                        |         | Liberty Utilities  | NHEC       | Eversource    | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |               |
| Program Expenses       | Budget  | \$ 1,479,566       | \$ 646,031 | \$ 10,042,280 | \$ 1,346,239 | \$ 13,514,116      | \$ 1,735,798  | \$ 513,581 | \$ 2,249,379  | \$ 15,763,495 |
|                        | Actual  | \$ 1,121,335       | \$ 358,574 | \$ 7,831,848  | \$ 1,365,531 | \$ 10,677,288      | \$ 1,311,848  | \$ 282,341 | \$ 1,594,189  | \$ 12,271,477 |
|                        | Percent | 76%                | 56%        | 78%           | 101%         | 79%                | 76%           | 55%        | 71%           | 78%           |
| Program Participation  | Goal    | 520                | 107        | 3,101         | 327          | 4,056              | 2,495         | 140        | 2,635         | 6,691         |
|                        | Actual  | 407                | 125        | 1,874         | 288          | 2,694              | 1,093         | 32         | 1,125         | 3,819         |
|                        | Percent | 78%                | 117%       | 60%           | 88%          | 66%                | 44%           | 23%        | 43%           | 57%           |
| Annual kWh Savings     | Goal    | 2,814,294          | 1,249,241  | 24,371,920    | 2,354,433    | 30,789,888         | -             | -          | -             | 30,789,888    |
|                        | Actual  | 1,662,527          | 990,317    | 26,094,883    | 4,144,576    | 32,892,303         | 1,839         | -          | 1,839         | 32,894,142    |
|                        | Percent | 59%                | 79%        | 107%          | 176%         | 107%               |               |            |               | 107%          |
| Lifetime kWh Savings   | Goal    | 39,098,924         | 13,389,465 | 279,455,051   | 28,951,304   | 360,894,744        | -             | -          | -             | 360,894,744   |
|                        | Actual  | 13,826,490         | 7,197,947  | 196,465,997   | 40,620,947   | 258,111,381        | 36,567        | -          | 36,567        | 258,147,948   |
|                        | Percent | 35%                | 54%        | 70%           | 140%         | 72%                |               |            |               | 72%           |
| Annual MMBtu Savings   | Goal    | (956)              | (482)      | (18,320)      | (408)        | (20,167)           | 23,081        | 10,830     | 33,911        | 13,744        |
|                        | Actual  | -                  | (210)      | (14,165)      | -            | (14,375)           | 12,905        | 3,906      | 16,811        | 2,437         |
|                        | Percent | 0%                 | 44%        | 77%           | 0%           | 71%                | 56%           | 36%        | 50%           | 18%           |
| Lifetime MMBtu Savings | Goal    | (11,892)           | (4,874)    | (196,634)     | (4,236)      | (217,636)          | 411,783       | 156,348    | 568,131       | 350,495       |
|                        | Actual  | -                  | (1,268)    | (103,902)     | -            | (105,170)          | 212,520       | 56,867     | 269,387       | 164,217       |
|                        | Percent | 0%                 | 26%        | 53%           | 0%           | 0                  | 52%           | 36%        | 47%           | 47%           |



**4th Quarter Report  
 January 2023 - December 2023**

**Program Results  
 Municipal Program**

| Description            |         | Electric Utilities |            |              |            | Grand Total  |
|------------------------|---------|--------------------|------------|--------------|------------|--------------|
|                        |         | Liberty Utilities  | NHEC       | Eversource   | Unitil     |              |
| Program Expenses       | Budget  | \$ 168,326         | \$ 163,861 | \$ 1,451,699 | \$ 216,114 | \$ 2,000,000 |
|                        | Actual  | \$ 160,673         | \$ 270,778 | \$ 1,282,719 | \$ 210,675 | \$ 1,924,845 |
|                        | Percent | 95%                | 165%       | 88%          | 97%        | 96%          |
| Program Participation  | Goal    | 47                 | 13         | 173          | 7          | 241          |
|                        | Actual  | 37                 | 19         | 106          | 8          | 170          |
|                        | Percent | 78%                | 146%       | 61%          | 114%       | 71%          |
| Annual kWh Savings     | Goal    | 292,822            | 225,919    | 2,735,455    | 323,951    | 3,578,147    |
|                        | Actual  | 326,789            | 486,266    | 3,802,957    | 244,507    | 4,860,519    |
|                        | Percent | 112%               | 215%       | 139%         | 75%        | 136%         |
| Lifetime kWh Savings   | Goal    | 3,311,252          | 2,259,189  | 35,575,553   | 3,614,801  | 44,760,795   |
|                        | Actual  | 3,549,127          | 4,036,541  | 46,864,040   | 2,154,889  | 56,604,597   |
|                        | Percent | 107%               | 179%       | 132%         | 60%        | 126%         |
| Annual MMBtu Savings   | Goal    | 258                | (146)      | (427)        | (32)       | (347)        |
|                        | Actual  | 412                | (134)      | (386)        | 256        | 148          |
|                        | Percent | 160%               | 92%        | 90%          | -800%      | -43%         |
| Lifetime MMBtu Savings | Goal    | 7,135              | (1,464)    | (3,535)      | (288)      | 1,849        |
|                        | Actual  | 9,500              | (836)      | 610          | 8,177      | 17,450       |
|                        | Percent | 133%               | 57%        | -17%         | -2841%     | 944%         |

4th Quarter Report  
January 2023 - December 2023

Company-Specific Programs  
Liberty Utilities, Unitil and the New Hampshire Electric Cooperative

| Description            |         | Liberty Utilities   | Liberty Utilities   | New Hampshire Electric Cooperative | Unitil <sup>1</sup> | Unitil <sup>1</sup> |
|------------------------|---------|---------------------|---------------------|------------------------------------|---------------------|---------------------|
|                        |         | Electric            | Gas                 | Electric                           | Electric            | Gas                 |
|                        |         | Home Energy Reports | Home Energy Reports | Smart Start Program Administration | Home Energy Reports | Home Energy Reports |
| Program Expenses       | Budget  | \$ 112,500          | \$ 175,160          | \$ -                               | \$ 181,483          | \$ 44,667           |
|                        | Actual  | \$ 97,573           | \$ 168,523          | \$ -                               | \$ 150,973          | \$ 25,291           |
|                        | Percent | 87%                 | 96%                 | N/A                                | 83%                 | 57%                 |
| Program Participation  | Goal    | 10,256              | 30,000              | -                                  | 19,100              | 11,200              |
|                        | Actual  | 8,047               | 21,205              | -                                  | 18,782              | 11,728              |
|                        | Percent | 78%                 | 71%                 | -                                  | 98%                 | 105%                |
| Annual kWh Savings     | Goal    | 1,914,000           | -                   | -                                  | 3,116,316           | -                   |
|                        | Actual  | 1,721,002           | -                   | -                                  | 2,731,470           | -                   |
|                        | Percent | 90%                 | -                   | -                                  | 88%                 | -                   |
| Lifetime kWh Savings   | Goal    | 1,914,000           | -                   | -                                  | 3,116,316           | -                   |
|                        | Actual  | 1,721,002           | -                   | -                                  | 2,731,470           | -                   |
|                        | Percent | 90%                 | -                   | -                                  | 88%                 | -                   |
| Annual MMBtu Savings   | Goal    | -                   | 28,410              | -                                  | -                   | 5,847               |
|                        | Actual  | -                   | 32,749              | -                                  | -                   | 14,270              |
|                        | Percent | -                   | 115%                | -                                  | -                   | 244%                |
| Lifetime MMBtu Savings | Goal    | -                   | 28,410              | -                                  | -                   | 5,847               |
|                        | Actual  | -                   | 32,749              | -                                  | -                   | 14,270              |
|                        | Percent | -                   | 115%                | -                                  | -                   | 244%                |

4th Quarter Report  
 January 2023 - December 2023

Program Results  
 Company-Specific Programs  
 Eversource

| Description           |         | Smart Start            | C&I         | C&I                   | Total     |
|-----------------------|---------|------------------------|-------------|-----------------------|-----------|
|                       |         | Program Administration | RFP Program | Customer Partnerships |           |
| Program Expenses      | Budget  | \$ 30,000              | \$ -        | \$ 12,253             | \$ 42,253 |
|                       | Actual  | \$ 19,318              | \$ 10,632   | \$ 15,161             | \$ 45,110 |
|                       | Percent | 64%                    | -           | 124%                  | 107%      |
| Program Participation | Goal    | -                      | -           | -                     | -         |
|                       | Actual  | -                      | -           | -                     | -         |
|                       | Percent | -                      | -           | -                     | -         |
| Annual kWh Savings    | Goal    | -                      | -           | -                     | -         |
|                       | Actual  | -                      | -           | -                     | -         |
|                       | Percent | -                      | -           | -                     | -         |
| Lifetime kWh Savings  | Goal    | -                      | -           | -                     | -         |
|                       | Actual  | -                      | -           | -                     | -         |
|                       | Percent | -                      | -           | -                     | -         |

4th Quarter Report  
January 2023 - December 2023

Education Programs

| Description             | Electric Utilities |           |            |           |                    | Gas Utilities |            |               | Grand Total |
|-------------------------|--------------------|-----------|------------|-----------|--------------------|---------------|------------|---------------|-------------|
|                         | Liberty Utilities  | NHEC      | Eversource | Unitil    | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |             |
| <b>Program Expenses</b> |                    |           |            |           |                    |               |            |               |             |
| Budget                  | \$ 70,900          | \$ 37,388 | \$ 400,377 | \$ 58,839 | \$ 567,504         | \$ 118,800    | \$ 39,162  | \$ 157,962    | \$ 725,466  |
| Actual*                 | 50,696             | 27,500    | 221,693    | 42,232    | 342,120            | 71,235        | 15,817     | 87,052        | 429,172     |
| Percent                 | 72%                | 74%       | 55%        | 72%       | 60%                | 60%           | 40%        | 55%           | 59%         |

Events

Residential Programs

|            |  |
|------------|--|
| 1/4/2023   | K-12 Workshop - Lancaster Elementary Sch             |
| 1/6/2023   | K-12 Workshop - McClelland School                    |
| 1/9/2023   | K-12 Workshop - Kenneth A. Brett School              |
| 1/11/2023  | K-12 Workshop - Hillside Middle School               |
| 1/19/2023  | Button Up Workshop - Cornish & Plainfield            |
| 1/27/2023  | K-12 Workshop - LEAF Charter School                  |
| 2/1/2023   | K-12 Workshop - Deerfield Community School           |
| 2/16/2023  | K-12 Workshop - Stratham Memorial School             |
| 2/20/2023  | K-12 Workshop - Lancaster Elementary School          |
| 2/20/2023  | K-12 Workshop - Auburn Village School                |
| 2/21/2023  | Button Up Workshop - NH Climate Health Organization  |
| 2/27/2023  | Button Up Workshop - Monadnock Sustainability Hub    |
| 3/3/2023   | K-12 Workshop - Reeds Ferry School                   |
| 3/9/2023   | K-12 Workshop - Jaffrey-Rindge Middle School         |
| 3/9/2023   | K-12 Workshop - St. John Regional School             |
| 3/20/2023  | Button Up Workshop - Laconia                         |
| 3/21/2023  | K-12 Workshop - Rollinsford Grade School             |
| 3/23/2023  | K-12 Workshop - Bristol Elementary School NH         |
| 3/27/2023  | K-12 Workshop - Pine Tree Elementary School          |
| 3/29/2023  | K-12 Workshop - Mascenic Regional High School        |
| 4/7/2023   | K-12 Workshop - Campton Elementary School            |
| 4/10/2023  | K-12 Workshop - White Mountains Regional High School |
| 4/11/2023  | Button Up Workshop - Hudson                          |
| 4/18/2023  | K-12 Workshop - Hooksett Memorial School             |
| 4/19/2023  | Button Up Workshop - NHBSR                           |
| 4/20/2023  | Button Up Workshop - Stratham                        |
| 4/21/2023  | K-12 Workshop - Abbot-Downing School                 |
| 4/23/2023  | Button Up Workshop - Danbury                         |
| 4/24/2023  | Button Up Workshop - Plymouth                        |
| 5/8/2023   | K-12 Workshop - Sanborn Regional High School         |
| 5/12/2023  | K-12 Workshop - Indian River School                  |
| 5/15/2023  | K-12 Workshop - Gorham High School                   |
| 5/15/2023  | K-12 Workshop - Strafford School                     |
| 5/16/2023  | K-12 Workshop - Frances C. Richmond School           |
| 5/23/2023  | K-12 Workshop - Campton Elementary School            |
| 5/23/2023  | K-12 Workshop - Hillside Middle School               |
| 6/14/2023  | K-12 Workshop - Merrimack Valley Middle School       |
| 9/18/2023  | K-12 Workshop - Moharimet School                     |
| 11/7/2023  | Button Up Workshop - Andover                         |
| 11/29/2023 | Button Up Workshop - Concord                         |

Commercial Programs

|            |   |
|------------|---|
| 1/30/2023  | Architect Training Lunch & Learn - Hooksett   |
| 2/10/2023  | Architect Training Lunch & Learn - Bedford    |
| 2/17/2023  | Architect Training Lunch & Learn - Concord    |
| 3/15/2023  | Architect Training Lunch & Learn - Manchester |
| 3/31/2023  | Architect Training Lunch & Learn - Laconia    |
| 4/25/2023  | Builder training - Manchester                 |
| 5/9/2023   | Builder training - Goffstown                  |
| 5/13/2023  | Builder training - Dover                      |
| 5/23/2023  | Builder training - Pembroke                   |
| 6/6/2023   | Builder training - Meredith                   |
| 6/20/2023  | Builder training - Littleton                  |
| 7/19/2023  | Architect Training Lunch & Learn - Concord    |
| 9/12/2023  | Builder training - Claremont                  |
| 9/19/2023  | Builder Training - Alton                      |
| 9/25/2023  | Builder Training - Concord                    |
| 9/26/2023  | Builder Training - Concord                    |
| 10/4/2023  | NHSaves Vendor Open House - Loudon            |
| 10/5/2023  | Builder training - Keene                      |
| 10/10/2023 | Builder training - Keene                      |
| 10/18/2023 | Builder training - Hanover                    |
| 10/24/2023 | Builder training - Manchester                 |
| 10/25/2023 | Builder training - Charlestown                |
| 10/25/2023 | Builder training - West Lebanon               |
| 10/26/2023 | Architect Training Lunch & Learn - Portsmouth |
| 10/30/2023 | Builder training - Berlin                     |
| 11/2/2023  | Builder training - Laconia                    |
| 11/7/2023  | Builder training - Nashua                     |
| 11/7/2023  | Builder training - Nashua                     |
| 11/9/2023  | Builder training - Laconia                    |
| 11/15/2023 | Builder training - Dover                      |
| 11/21/2023 | Builder training - Seabrook                   |
| 12/6/2023  | Builder training - Charlestown                |
| 12/6/2023  | Architect Training Lunch & Learn - Manchester |
| 12/14/2023 | Builder training - Portsmouth                 |
| 12/20/2023 | Builder training - Nashua                     |

4th Quarter Report  
January 2023 - December 2023

Forward Capacity Market (FCM) Proceeds and Expenses

| Description                                  | Electric Utilities |             |              |            | Grand Total  |
|--|--------------------|-------------|--------------|------------|--------------|
|  | Liberty Utilities  | NHEC        | Eversource   | Unitil     |              |
| <b>Estimated Annual FCM Proceeds</b>         | \$ 609,155         | \$ 100,000  | \$ 4,777,338 | \$ 326,223 | \$ 5,812,715 |
| <b>Estimated Annual FCM Expenses</b>         | \$ 31,226          | \$ 20,000   | \$ 156,000   | \$ 32,137  | \$ 239,363   |
| <b>Actual FCM Proceeds</b>                   |                    |             |              |            |              |
| Qtr. 1                                       | \$ 110,023         | \$ 29,685   | \$ 1,363,094 | \$ 114,373 | \$ 1,617,175 |
| Qtr. 2                                       | \$ 111,645         | 33,483      | 1,280,383    | 103,416    | 1,528,927    |
| Qtr. 3                                       | \$ 62,374          | 27,105      | 834,276      | 69,274     | 993,029      |
| Qtr. 4                                       | \$ 72,400          | 33,883      | 839,234      | 73,464     | 1,018,982    |
| Total  | \$ 356,442         | \$ 124,157  | \$ 4,316,987 | \$ 360,527 | \$ 5,158,113 |
| <b>Actual FCM Expenses</b>                   |                    |             |              |            |              |
| Financial Assurance                          |                    |             |              |            |              |
| Qtr. 1                                       | \$ -               | \$ -        | \$ -         | \$ -       | \$ -         |
| Qtr. 2                                       | \$ -               | -           | -            | -          | -            |
| Qtr. 3                                       | \$ -               | -           | -            | -          | -            |
| Qtr. 4                                       | \$ -               | -           | -            | -          | -            |
| Total  | \$ -               | \$ -        | \$ -         | \$ -       | \$ -         |
| <b>Other</b>                                 |                    |             |              |            |              |
| Qtr. 1                                       | \$ 1,334           | \$ -        | \$ 1,068     | \$ -       | \$ 2,402     |
| Qtr. 2                                       | \$ 28,884          | -           | 8,893        | 1,000      | 38,777       |
| Qtr. 3                                       | \$ 2,202           | 16,365      | 2,230        | -          | 20,796       |
| Qtr. 4                                       | \$ 2,454           | -           | 1,484        | 22,156     | 26,094       |
| Total  | \$ 34,873          | \$ 16,365   | \$ 13,675    | \$ 23,156  | \$ 88,069    |
| <b>Total Financial Assurance &amp; Other</b> | \$ 34,873          | \$ 16,365.0 | \$ 13,675    | \$ 23,156  | \$ 88,069    |
| <b>Actual Net FCM Proceeds*</b>              | \$ 321,569         | \$ 107,792  | \$ 4,303,312 | \$ 337,371 | \$ 5,070,044 |

\* The Statewide Electric Utilities leverage the Forward Capacity Market, which provides additional energy efficiency funds to the NH Statewide energy efficiency programs. The FCM proceeds budget and actual FCM proceeds are allocated to the residential and the C&I sectors based on an estimate of each sector's contribution to peak demand reduction (approximately 30% for the Residential sector and 70% for the C&I sector). Initially approved by the Commission in its Order No. 24,930 in DE 08-130 dated January 5, 2009 (2009 Statewide Programs) and in all subsequent Statewide program Orders.

4th Quarter Report  
 January 2023 - December 2023

Expenses By Activity  
 Residential Programs

| Description            | Electric Utilities      |              |              |              |                    | Gas Utilities |              |               | Grand Total  |               |
|------------------------|-------------------------|--------------|--------------|--------------|--------------------|---------------|--------------|---------------|--------------|---------------|
|                        | Liberty Utilities       | NHEC         | Eversource   | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas   | Sub-total Gas |              |               |
| Home Energy Assistance | Internal Admin          | \$ 32,933    | \$ 27,369    | \$ 90,248    | \$ 97,027          | \$ 247,577    | \$ 43,930    | \$ 39,552     | \$ 83,482    | \$ 331,059    |
|                        | External Admin          | 693          | 12,725       | -            | 880                | 14,298        | 1,159        | 345           | 1,503        | 15,801        |
|                        | Rebate/Services         | 901,101      | 786,639      | 9,054,569    | 1,007,163          | 11,749,473    | 1,716,554    | 424,938       | 2,141,492    | 13,890,965    |
|                        | Implementation Services | 93,350       | 62,079       | 226,388      | 76,895             | 458,712       | 130,832      | 35,159        | 165,991      | 624,703       |
|                        | Marketing               | 9,690        | 4,267        | 127,967      | 67,730             | 209,653       | 46,486       | 4,404         | 50,890       | 260,543       |
|                        | EM&V                    | 37,735       | 29,597       | 398,616      | 55,176             | 521,125       | 53,749       | 16,331        | 70,080       | 591,205       |
|                        | Total                   | \$ 1,075,502 | \$ 922,676   | \$ 9,897,789 | \$ 1,304,871       | \$ 13,200,838 | \$ 1,992,710 | \$ 520,729    | \$ 2,513,439 | \$ 15,714,276 |
| ENERGY STAR Homes      | Internal Admin          | \$ 6,592     | \$ 6,422     | \$ 20,248    | \$ 37,049          | \$ 70,311     | \$ 18,065    | \$ 26,503     | \$ 44,568    | \$ 114,879    |
|                        | External Admin          | 138          | 2,986        | -            | 336                | 3,460         | 420          | 231           | 651          | 4,111         |
|                        | Rebate/Services         | 43,190       | 159,860      | 2,021,034    | 137,149            | 2,361,233     | 241,891      | 133,521       | 375,412      | 2,736,644     |
|                        | Implementation Services | 15,734       | 46,318       | 82,214       | 29,567             | 173,832       | 46,550       | 4,411         | 50,961       | 224,793       |
|                        | Marketing               | 960          | 7,984        | 23,668       | 5,008              | 37,621        | 2,649        | 2,918         | 5,567        | 43,188        |
|                        | EM&V                    | 7,513        | 4,735        | 69,270       | 14,912             | 96,430        | 19,502       | 10,942        | 30,444       | 126,874       |
|                        | Total                   | \$ 74,127    | \$ 228,305   | \$ 2,216,433 | \$ 224,021         | \$ 2,742,887  | \$ 329,077   | \$ 178,526    | \$ 507,603   | \$ 3,250,490  |
| HP w/ENERGY STAR       | Internal Admin          | \$ 13,063    | \$ 20,022    | \$ 76,384    | \$ 52,247          | \$ 161,715    | \$ 26,613    | \$ 28,661     | \$ 55,274    | \$ 216,989    |
|                        | External Admin          | 367          | 9,871        | -            | 473                | 10,711        | 776          | 250           | 1,026        | 11,737        |
|                        | Rebate/Services         | 489,731      | 517,856      | 3,721,249    | 725,327            | 5,454,164     | 1,138,460    | 228,269       | 1,366,729    | 6,820,893     |
|                        | Implementation Services | 40,804       | 124,117      | 273,759      | 63,375             | 502,055       | 88,984       | 19,741        | 108,725      | 610,780       |
|                        | Marketing               | 2,554        | 3,122        | 370,262      | 59,431             | 435,368       | 5,532        | 3,156         | 8,688        | 444,056       |
|                        | EM&V                    | 19,986       | 29,178       | 351,185      | 31,556             | 431,905       | 36,014       | 11,834        | 47,848       | 479,752       |
|                        | Total                   | \$ 566,505   | \$ 704,165   | \$ 4,792,839 | \$ 932,409         | \$ 6,995,918  | \$ 1,296,379 | \$ 291,910    | \$ 1,588,289 | \$ 8,584,208  |
| ENERGY STAR Products   | Internal Admin          | \$ 9,310     | \$ 31,075    | \$ 45,230    | \$ 40,065          | \$ 125,680    | \$ 14,700    | \$ 13,889     | \$ 28,589    | \$ 154,269    |
|                        | External Admin          | 278          | 14,448       | -            | 364                | 15,090        | 790          | 121           | 911          | 16,001        |
|                        | Rebate/Services         | 379,941      | 849,741      | 2,632,948    | 575,160            | 4,437,790     | 673,635      | 158,282       | 831,918      | 5,269,708     |
|                        | Implementation Services | 42,633       | 146,615      | 527,561      | 25,926             | 742,735       | 114,546      | 6,924         | 121,470      | 864,205       |
|                        | Marketing               | 6,069        | 10,393       | 153,121      | 11,170             | 180,753       | 11,074       | 1,529         | 12,603       | 193,356       |
|                        | EM&V                    | 15,140       | 22,912       | 154,734      | 16,125             | 208,911       | 36,619       | 5,735         | 42,355       | 251,265       |
|                        | Total                   | \$ 453,371   | \$ 1,075,184 | \$ 3,513,594 | \$ 668,810         | \$ 5,710,959  | \$ 851,364   | \$ 186,481    | \$ 1,037,845 | \$ 6,748,804  |

4th Quarter Report  
January 2023 - December 2023

Expenses by Activity  
Residential Programs (Continued)

| Description       | Electric Utilities      |              |              |               |                    | Gas Utilities |              |               | Grand Total  |               |
|-------------------|-------------------------|--------------|--------------|---------------|--------------------|---------------|--------------|---------------|--------------|---------------|
|                   | Liberty Utilities       | NHEC         | Eversource   | Unitil        | Sub-total Electric | LU Gas        | Unitil Gas   | Sub-total Gas |              |               |
| Other*            | Internal Admin          | \$ 3,515     | \$ 694       | \$ 3,864      | \$ 18,549          | \$ 26,622     | \$ 8,169     | \$ -          | \$ 8,169     | \$ 34,791     |
|                   | External Admin          | 104          | 5,232        | -             | 400                | 5,736         | 165          | -             | 165          | 5,901         |
|                   | Rebate/Services         | 101,047      | 20,647       | 54,476        | 164,942            | 341,113       | 165,385      | 22,693        | 188,078      | 529,191       |
|                   | Implementation Services | 10,324       | 839          | 95,399        | 33,813             | 140,375       | 14,569       | 8,414         | 22,983       | 163,358       |
|                   | Marketing               | 373          | 108          | 131           | 2,507              | 3,120         | 292          | -             | 292          | 3,412         |
|                   | EM&V                    | 16,084       | 512          | 7,094         | 15,113             | 38,802        | 7,629        | -             | 7,629        | 46,432        |
|                   | Total                   | \$ 131,447   | \$ 28,032    | \$ 160,965    | \$ 235,324         | \$ 555,767    | \$ 196,209   | \$ 31,107     | \$ 227,317   | \$ 783,084    |
| Total Residential | Internal Admin          | \$ 65,413    | \$ 85,582    | \$ 235,974    | \$ 244,937         | \$ 631,905    | \$ 111,478   | \$ 108,605    | \$ 220,083   | \$ 851,988    |
|                   | External Admin          | 1,580        | 45,262       | -             | 2,453              | 49,295        | 3,310        | 946           | 4,256        | 53,551        |
|                   | Rebate/Services         | 1,915,010    | 2,334,744    | 17,484,277    | 2,609,741          | 24,343,772    | 3,935,925    | 967,704       | 4,903,629    | 29,247,401    |
|                   | Implementation Services | 202,845      | 379,968      | 1,205,321     | 229,576            | 2,017,709     | 395,481      | 74,649        | 470,130      | 2,487,839     |
|                   | Marketing               | 19,647       | 25,874       | 675,149       | 145,846            | 866,516       | 66,033       | 12,007        | 78,040       | 944,556       |
|                   | EM&V                    | 96,458       | 86,933       | 980,899       | 132,882            | 1,297,172     | 153,513      | 44,843        | 198,356      | 1,495,527     |
|                   | Total                   | \$ 2,300,952 | \$ 2,958,362 | \$ 20,581,620 | \$ 3,365,435       | \$ 29,206,369 | \$ 4,665,739 | \$ 1,208,754  | \$ 5,874,493 | \$ 35,080,862 |
| Total %           | Internal Admin          | 2.8%         | 2.9%         | 1.1%          | 7.3%               | 2.2%          | 2.4%         | 9.0%          | 3.7%         | 2.4%          |
|                   | External Admin          | 0.1%         | 1.5%         | 0.0%          | 0.1%               | 0.2%          | 0.1%         | 0.1%          | 0.1%         | 0.2%          |
|                   | Rebate/Services         | 83.2%        | 78.9%        | 85.0%         | 77.5%              | 83.4%         | 84.4%        | 80.1%         | 83.5%        | 83.4%         |
|                   | Implementation Services | 8.8%         | 12.8%        | 5.9%          | 6.8%               | 6.9%          | 8.5%         | 6.2%          | 8.0%         | 7.1%          |
|                   | Marketing               | 0.9%         | 0.9%         | 3.3%          | 4.3%               | 3.0%          | 1.4%         | 1.0%          | 1.3%         | 2.7%          |
|                   | EM&V                    | 4.2%         | 2.9%         | 4.8%          | 3.9%               | 4.4%          | 3.3%         | 3.7%          | 3.4%         | 4.3%          |
|                   | Total                   | 100.0%       | 100.0%       | 100.0%        | 100.0%             | 100.0%        | 100.0%       | 100.0%        | 100.0%       | 100.0%        |

\* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

4th Quarter Report  
January 2023 - December 2023

Expenses by Activity  
C&I and Municipal Programs

|                                 |                         | Electric Utilities |            |              |              |                    | Gas Utilities |            |               | Grand Total   |
|---------------------------------|-------------------------|--------------------|------------|--------------|--------------|--------------------|---------------|------------|---------------|---------------|
|                                 |                         | Liberty Utilities  | NHEC       | Eversource   | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |               |
| Large Business Energy Solutions | Internal Admin          | \$ 34,518          | \$ 18,796  | \$ 120,181   | \$ 82,795    | \$ 256,291         | \$ 55,531     | \$ 33,808  | \$ 89,340     | \$ 345,630    |
|                                 | External Admin          | 777                | 8,739      | -            | 1,008        | 10,524             | 1,326         | 386        | 1,713         | 12,237        |
|                                 | Rebate/Services         | 1,066,526          | 522,072    | 5,398,408    | 1,016,442    | 8,003,448          | 1,013,921     | 579,231    | 1,593,152     | 9,596,600     |
|                                 | Implementation Services | 112,582            | 66,188     | 1,145,556    | 132,582      | 1,456,909          | 207,846       | 45,823     | 253,669       | 1,710,578     |
|                                 | Marketing               | 6,619              | 6,034      | 225,387      | 15,032       | 253,071            | 16,900        | 4,937      | 21,837        | 274,908       |
|                                 | EM&V                    | 42,329             | 24,058     | 306,728      | 68,649       | 441,764            | 62,023        | 31,329     | 93,351        | 535,115       |
|                                 | Total                   | \$ 1,263,351       | \$ 645,887 | \$ 7,196,261 | \$ 1,316,508 | \$ 10,422,007      | \$ 1,357,547  | \$ 695,514 | \$ 2,053,061  | \$ 12,475,068 |
| Small Business Energy Solutions | Internal Admin          | \$ 38,616          | \$ 9,560   | \$ 131,743   | \$ 79,955    | \$ 259,873         | \$ 59,097     | \$ 33,496  | \$ 92,593     | \$ 352,467    |
|                                 | External Admin          | 970                | 4,445      | -            | 904          | 6,318              | 1,131         | 358        | 1,488         | 7,807         |
|                                 | Rebate/Services         | 873,002            | 219,791    | 6,812,008    | 1,107,362    | 9,012,162          | 1,015,972     | 187,306    | 1,203,279     | 10,215,440    |
|                                 | Implementation Services | 146,397            | 114,623    | 304,137      | 88,961       | 654,118            | 164,546       | 25,245     | 189,791       | 843,910       |
|                                 | Marketing               | 9,543              | 3,108      | 247,724      | 22,065       | 282,440            | 17,644        | 4,895      | 22,539        | 304,979       |
|                                 | EM&V                    | 52,808             | 7,048      | 336,236      | 66,284       | 462,376            | 53,458        | 31,041     | 84,499        | 546,875       |
|                                 | Total                   | \$ 1,121,335       | \$ 358,574 | \$ 7,831,848 | \$ 1,365,531 | \$ 10,677,288      | \$ 1,311,848  | \$ 282,341 | \$ 1,594,189  | \$ 12,271,477 |
| Municipal                       | Internal Admin          | \$ 3,707           | \$ 7,791   | \$ 19,045    | \$ 12,820    | \$ 43,363          | \$ -          | \$ -       | \$ -          | \$ 43,363     |
|                                 | External Admin          | 110                | 3,622      | -            | 145          | 3,878              | -             | -          | -             | 3,878         |
|                                 | Rebate/Services         | 141,322            | 215,217    | 1,155,110    | 131,074      | 1,642,723          | -             | -          | -             | 1,642,723     |
|                                 | Implementation Services | 8,758              | 35,664     | 23,987       | 53,842       | 122,252            | -             | -          | -             | 122,252       |
|                                 | Marketing               | 768                | 2,740      | 35,971       | 2,158        | 41,637             | -             | -          | -             | 41,637        |
|                                 | EM&V                    | 6,008              | 5,744      | 48,606       | 10,636       | 70,994             | -             | -          | -             | 70,994        |
|                                 | Total                   | \$ 160,673         | \$ 270,778 | \$ 1,282,719 | \$ 210,675   | \$ 1,924,845       | \$ -          | \$ -       | \$ -          | \$ 1,924,845  |
| Other*                          | Internal Admin          | \$ 11,796          | \$ 105     | \$ 9,889     | \$ 11,822    | \$ 33,612          | \$ 17,597     | \$ -       | \$ 17,597     | \$ 51,209     |
|                                 | External Admin          | 16                 | 11,505     | 15,000       | 134          | 26,655             | 27            | -          | 27            | 26,682        |
|                                 | Rebate/Services         | 9,106              | 1,700      | 444,366      | 117,667      | 572,839            | 14,828        | 5,193      | 20,020        | 592,859       |
|                                 | Implementation Services | 5,962              | 2,412      | 55,628       | 23,034       | 87,036             | 9,672         | 3,024      | 12,695        | 99,731        |
|                                 | Marketing               | 276                | 34         | 5,534        | 5,813        | 11,657             | -             | 1,784      | 1,784         | 13,441        |
|                                 | EM&V                    | 25,206             | 78         | 19,240       | 25,319       | 69,843             | 1,425         | -          | 1,425         | 71,267        |
|                                 | Total                   | \$ 52,362          | \$ 15,833  | \$ 549,657   | \$ 183,789   | \$ 801,641         | \$ 43,548     | \$ 10,000  | \$ 53,548     | \$ 855,189    |

\* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.



4th Quarter Report  
 January 2023 - December 2023

Expenses by Activity  
 C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

|  |                         | Electric Utilities |              |               |              |                    | Gas Utilities |              |               | Grand Total   |
|--|-------------------------|--------------------|--------------|---------------|--------------|--------------------|---------------|--------------|---------------|---------------|
|  |                         | Liberty Utilities  | NHEC         | Eversource    | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas   | Sub-total Gas |               |
| Total C&I and Municipal                        | Internal Admin          | \$ 88,637          | \$ 36,252    | \$ 280,858    | \$ 187,392   | \$ 593,139         | \$ 132,226    | \$ 67,305    | \$ 199,530    | \$ 792,669    |
|  | External Admin          | 1,874              | 28,310       | 15,000        | 2,191        | 47,375             | 2,484         | 744          | 3,228         | 50,603        |
|  | Rebate/Services         | 2,089,955          | 958,779      | 13,809,892    | 2,372,545    | 19,231,171         | 2,044,721     | 771,730      | 2,816,451     | 22,047,622    |
|  | Implementation Services | 273,700            | 218,888      | 1,529,309     | 298,419      | 2,320,315          | 382,064       | 74,092       | 456,156       | 2,776,471     |
|  | Marketing               | 17,206             | 11,915       | 514,617       | 45,068       | 588,805            | 34,544        | 11,616       | 46,159        | 634,965       |
|  | EM&V                    | 126,350            | 36,928       | 710,810       | 170,888      | 1,044,977          | 116,905       | 62,369       | 179,274       | 1,224,251     |
|  | Total                   | \$ 2,597,721       | \$ 1,291,072 | \$ 16,860,485 | \$ 3,076,503 | \$ 23,825,782      | \$ 2,712,944  | \$ 987,855   | \$ 3,700,799  | \$ 27,526,580 |
| Total C&I and Municipal %                      | Internal Admin          | 3.4%               | 2.8%         | 1.7%          | 6.1%         | 2.5%               | 4.9%          | 6.8%         | 5.4%          | 2.9%          |
|  | External Admin          | 0.1%               | 2.2%         | 0.1%          | 0.1%         | 0.2%               | 0.1%          | 0.1%         | 0.1%          | 0.2%          |
|  | Rebate/Services         | 80.5%              | 74.3%        | 81.9%         | 77.1%        | 80.7%              | 75.4%         | 78.1%        | 76.1%         | 80.1%         |
|  | Implementation Services | 10.5%              | 17.0%        | 9.1%          | 9.7%         | 9.7%               | 14.1%         | 7.5%         | 12.3%         | 10.1%         |
|  | Marketing               | 0.7%               | 0.9%         | 3.1%          | 1.5%         | 2.5%               | 1.3%          | 1.2%         | 1.2%          | 2.3%          |
|  | EM&V                    | 4.9%               | 2.9%         | 4.2%          | 5.6%         | 4.4%               | 4.3%          | 6.3%         | 4.8%          | 4.4%          |
|  | Total                   | 100.0%             | 100.0%       | 100.0%        | 100.0%       | 100.0%             | 100.0%        | 100.0%       | 100.0%        | 100.0%        |
| Grand Total (Residential, C&I and Municipal)   | Internal Admin          | \$ 154,050         | \$ 121,834   | \$ 516,831    | \$ 432,329   | \$ 1,225,044       | \$ 243,703    | \$ 175,910   | \$ 419,613    | \$ 1,644,657  |
|  | External Admin          | 3,453              | 73,572       | 15,000        | 4,644        | 96,670             | 5,794         | 1,690        | 7,484         | 104,154       |
|  | Rebate/Services         | 4,004,965          | 3,293,523    | 31,294,169    | 4,982,286    | 43,574,943         | 5,980,646     | 1,739,434    | 7,720,080     | 51,295,023    |
|  | Implementation Services | 476,545            | 598,855      | 2,734,630     | 527,995      | 4,338,024          | 777,545       | 148,741      | 926,286       | 5,264,310     |
|  | Marketing               | 36,852             | 37,789       | 1,189,766     | 190,914      | 1,455,321          | 100,577       | 23,623       | 124,199       | 1,579,520     |
|  | EM&V                    | 222,808            | 123,862      | 1,691,709     | 303,770      | 2,342,149          | 270,418       | 107,212      | 377,630       | 2,719,779     |
|  | Total                   | \$ 4,898,673       | \$ 4,249,435 | \$ 37,442,105 | \$ 6,441,938 | \$ 53,032,150      | \$ 7,378,683  | \$ 2,196,609 | \$ 9,575,292  | \$ 62,607,441 |
| Grand Total % (Residential, C&I and Municipal) | Internal Admin          | 3.1%               | 2.9%         | 1.4%          | 6.7%         | 2.3%               | 3.3%          | 8.0%         | 4.4%          | 2.6%          |
|  | External Admin          | 0.1%               | 1.7%         | 0.0%          | 0.1%         | 0.2%               | 0.1%          | 0.1%         | 0.1%          | 0.2%          |
|  | Rebate/Services         | 81.8%              | 77.5%        | 83.6%         | 77.3%        | 82.2%              | 81.1%         | 79.2%        | 80.6%         | 81.9%         |
|  | Implementation Services | 9.7%               | 14.1%        | 7.3%          | 8.2%         | 8.2%               | 10.5%         | 6.8%         | 9.7%          | 8.4%          |
|  | Marketing               | 0.8%               | 0.9%         | 3.2%          | 3.0%         | 2.7%               | 1.4%          | 1.1%         | 1.3%          | 2.5%          |
|  | EM&V                    | 4.5%               | 2.9%         | 4.5%          | 4.7%         | 4.4%               | 3.7%          | 4.9%         | 3.9%          | 4.3%          |
|  | Total                   | 100.0%             | 100.0%       | 100.0%        | 100.0%       | 100.0%             | 100.0%        | 100.0%       | 100.0%        | 100.0%        |

4th Quarter Report  
January 2023 - December 2023

Evaluation, Monitoring and Verification (EM&V)

| Description      | Electric Utilities |            |            |              |                    | Gas Utilities |            |               | Grand Total |              |
|------------------|--------------------|------------|------------|--------------|--------------------|---------------|------------|---------------|-------------|--------------|
|                  | Liberty Utilities  | NHEC       | Eversource | Unitil       | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |             |              |
| Program Expenses | Budget             | \$ 264,659 | \$ 170,879 | \$ 1,962,044 | \$ 242,541         | \$ 2,640,123  | \$ 384,059 | \$ 124,832    | \$ 508,891  | \$ 3,149,014 |
|                  | Actual             | \$ 222,808 | \$ 123,862 | \$ 1,691,709 | \$ 303,770         | \$ 2,342,149  | \$ 270,418 | \$ 107,212    | \$ 377,630  | \$ 2,719,779 |
|                  | Percent            | 84%        | 72%        | 86%          | 125%               | 89%           | 70%        | 86%           | 74%         | 86%          |

Notes:

(1) The actual EM&V expenses for each program are included in the expense totals reported for each program.

Status of EM&V Studies:

|  | Est. Cost   | Vendor     | Status         |
|--|-------------|------------|----------------|
| Commercial & Industrial Existing Building Baselines Evaluation                                 | \$466,400   | DSA        | Implementation |
| Commercial & Industrial Beyond Lighting  | \$95,340    | DSA        | Implementation |
| 2023 Summer C&I ADR Stage 3 Evaluation Work Plan (tri-state)                                   | \$41,552*   | DNV-GL     | Implementation |
| Delivered Energy Insights Program PY 2023 Impact Evaluation (two state study, Eversource only) | \$14,500*   | Guidehouse | Implementation |
| Large Business Impact & Process Evaluation   | \$627,053   | DNV-GL     | Implementation |
| Baseline & Industry Standard Practice Evaluation   | \$151,650   | NMR        | Complete       |
| Market Barriers to Energy Efficiency   | \$74,508    | DNV-GL     | Complete       |
| Economic Impacts on the State of New Hampshire   | \$153,244   | DNV-GL     | Complete       |
| Delivered Energy Insights Program PY 2022 Impact Evaluation (tri-state, Eversource only)       | \$ 10,907 * | Guidehouse | Complete       |
| Residential Emerging Electric Opportunities Study  | \$98,504    | NMR        | Complete       |

\* Est total cost to NH.

Evaluations available at: <https://www.energy.nh.gov/energy-information/completed-monitoring-evaluation-studies>  
[https://www.puc.nh.gov/Electric/Monitoring\\_Evaluation\\_Report\\_List.htm](https://www.puc.nh.gov/Electric/Monitoring_Evaluation_Report_List.htm)

4th Quarter Report  
January 2023 - December 2023

On - Bill Financing (OBF)

| Description                                | Electric Utilities |            |            |            | Gas Utilities |            |
|--|--------------------|------------|------------|------------|---------------|------------|
|  | Liberty Utilities  | NHEC       | Eversource | Unitil     | LU Gas        | Unitil Gas |
| Amount Available to Loan                   |                    |            |            |            |               |            |
| On - Bill Financing <sup>1</sup>           | \$ 953,000         | \$ 546,062 | \$ 690,000 | \$ 755,313 | \$ 875,000    | \$ 274,572 |
| Less: Loans                                | 1,628,097          | 900,919    | 2,372,757  | 493,766    | 295,170       | 22,500     |
| Plus: Loan Payments Received               | 1,223,370          | 777,177    | 2,042,998  | 142,968    | 166,480       | 9,694      |
| Less Bad Debt (\$ Written Off)             | 27,569             | -          | 7,795      | 179        | -             | -          |
| Current Balance                            | 520,703            | 422,320    | 352,446    | 404,336    | 746,311       | 261,766    |
| Less: Loans in Process                     | -                  | -          | -          | 7,500      | -             | -          |
| Less: Potential Loans                      | -                  | -          | 231,976    | -          | -             | -          |
| Amount Available to Loan                   | \$ 520,703         | \$ 422,320 | \$ 120,470 | \$ 396,836 | \$ 746,311    | \$ 261,766 |
| Maximum Loans and Maximum Term             |                    |            |            |            |               |            |
| Residential                                |                    |            |            |            |               |            |
| Maximum Loan                               | \$ 7,500           | \$ 7,500   | \$ 2,000   | \$ 7,500   | \$ 7,500      | \$ 7,500   |
| Maximum Term                               | 7 years            | 7 years    | 2 years    | 7 years    | 4 years       | 4 years    |
| Municipal and C&I                          |                    |            |            |            |               |            |
| Maximum Loan                               | \$ 50,000          | \$ 20,000  | \$ 20,000  | \$ 50,000  | \$ 50,000     | \$ 50,000  |
| Maximum Term                               | 10 years           | 3 years    | 4 years    | 10 years   | 5 years       | 5 years    |
| Year-to-date Project Financing Information |                    |            |            |            |               |            |
| Residential                                |                    |            |            |            |               |            |
| No. of Projects Financed                   | 1                  | 12         | 28         | 18         | 8             | 3          |
| Average Loan Amount                        | \$ 2,000           | \$ 2,283   | \$ 1,640   | \$ 6,634   | \$ 2,719      | \$ 7,500   |
| Municipal and C&I <sup>2</sup>             |                    |            |            |            |               |            |
| No. of Projects Financed                   | 9                  | 13         | 26         | 3          | 3             | -          |
| Average Loan Amount                        | 11,956             | 5,957      | 5,593      | 124,784    | 18,115        | -          |

Notes:

(1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and Statewide Energy Efficiency Program funds.

4th Quarter Report  
January 2023 - December 2023

Smart Start Program

| Description  | NHEC       | Eversource   |
|--|------------|--------------|
| Year-to-Date Amount Available to Loan                                |            |              |
| Loan Fund Balance <sup>1</sup>                                       | \$ 949,382 | \$ 899,021   |
| Less: Year-to-Date Loans   | -          | 57,961       |
| Plus: Loan Repayments (excluding reserve for bad debt)               | 23,085     | 637,604      |
| Current Balance  | \$ -       | \$ 1,478,664 |
| Less: Loans in Process   | -          | -            |
| Less: Potential Loans  | -          | 216,402      |
| Less: Future Committed Loans   | -          | 13,317       |
| Add: Anticipated Loan Repayments Thru Year End                       | 971,092    | -            |
| Amount Available to Loan   | \$ -       | \$ 1,248,945 |
| Year-to-Date Reserve for Bad Debt (Uncollectibles)                   |            |              |
| Initial Balance <sup>1</sup>   | \$ -       | \$ 198,435   |
| Plus: Bad Debt Collections <sup>2</sup>                              | -          | 31,880       |
| Less: Bad Debt Charges   | -          | -            |
| Ending Balance   | \$ -       | \$ 230,315   |
| Year-to-date Administrative and Implementation Expenses <sup>3</sup> | \$ -       | \$ 19,318    |
| Year-to-date Payments to Contractors Supporting Customer Projects    | \$ -       | \$ 57,961    |
| Year-to-date Performance Incentive <sup>4</sup>                      | \$ -       | \$ 38,256    |
| Year-to-date Project Financing Information                           |            |              |
| Municipal and C&I <sup>5</sup>                                       |            |              |
| No. of Projects Financed   | -          | 1            |
| Total Loan Amount  | \$ -       | \$ 57,961    |
| Average Loan Amount  | \$ -       | \$ 57,961    |
| Lifetime kWh Savings <sup>6</sup>                                    | -          | 1,012,878    |
| Lifetime MMBTU Savings <sup>6</sup>                                  | -          | 3,456        |
| Lifetime kWh Savings <sup>7</sup>                                    | -          | -            |
| Lifetime MMBTU Savings <sup>7</sup>                                  | -          | -            |
| Lifetime Electric Bill Savings                                       | \$ -       | \$ 281,580   |

Notes:

- (1) As of January 1, 2022.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) NHEC's Annual Budget: (see page 15). Eversource's Annual Budget: (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings also reported on Company Specific Programs (see page 15)

4th Quarter Report  
January 2023 - December 2023

Residential Third Party Financing Option  
Funded Through the Statewide Programs

| Description  | Electric Utilities |           |            |           |                    | Gas Utilities |            |               | Grand Total |
|--|--------------------|-----------|------------|-----------|--------------------|---------------|------------|---------------|-------------|
|  | Liberty Utilities  | NHEC      | Eversource | Unitil    | Sub-total Electric | LU Gas        | Unitil Gas | Sub-total Gas |             |
| Amount Available for Interest Rate Buy-Downs                             |                    |           |            |           |                    |               |            |               |             |
| Budget   | \$ 5,791           | \$ 15,000 | \$ 50,000  | \$ 10,241 | \$ 81,032          | \$ 6,400      | \$ 15,000  | \$ 21,400     | \$ 102,432  |
| Less: Interest Rate Buy-Downs Paid                                       | \$ 1,488           | \$ -      | \$ 11,809  | \$ 5,639  | \$ 18,936          | \$ -          | \$ -       | \$ -          | \$ 18,936   |
| Remaining Budget   | \$ 4,303           | \$ 15,000 | \$ 38,191  | \$ 4,602  | \$ 62,096          | \$ 6,400      | \$ 15,000  | \$ 21,400     | \$ 83,496   |
| Less: Potential Interest Rate Buy-Downs <sup>1</sup>                     | \$ -               | \$ -      | \$ -       | \$ -      | \$ -               | \$ -          | \$ -       | \$ -          | \$ -        |
| Amount Available for Interest Rate Buy-Downs                             | \$ 4,303           | \$ 15,000 | \$ 38,191  | \$ 4,602  | \$ 62,096          | \$ 6,400      | \$ 15,000  | \$ 21,400     | \$ 83,496   |
| Year-to-date Project Loan Information                                    |                    |           |            |           |                    |               |            |               |             |
| No. of Projects Financed   | 2                  | -         | 15         | 3         | 20                 | -             | -          | -             | 20          |
| Total Project Cost <sup>2</sup>  | \$ 26,525          | \$ -      | \$ 216,478 | \$ 51,792 | \$ 294,794         | \$ -          | \$ -       | \$ -          | \$ 294,794  |
| Average Project Cost <sup>2</sup>  | \$ 13,262          | \$ -      | \$ 14,432  | \$ 17,264 | \$ 14,740          | \$ -          | \$ -       | \$ -          | \$ 14,740   |
| Total Loan Amount  | \$ 14,325          | \$ -      | \$ 112,051 | \$ 42,140 | \$ 168,515         | \$ -          | \$ -       | \$ -          | \$ 168,515  |
| Average Loan Amount  | \$ 7,162           | \$ -      | \$ 7,470   | \$ 14,047 | \$ 8,426           | \$ -          | \$ -       | \$ -          | \$ 8,426    |
| Average Loan Term (years)  | 5.0                | -         | 4.3        | 7.0       | 4.8                | -             | -          | -             | 4.8         |
| Total Interest Rate Buy-Down Amount                                      | \$ 1,488           | \$ -      | \$ 11,809  | \$ 5,639  | \$ 18,936          | \$ -          | \$ -       | \$ -          | \$ 18,936   |
| Average Interest Rate Buy-Down Amount                                    | \$ 744             | \$ -      | \$ 787     | \$ 1,880  | \$ 947             | \$ -          | \$ -       | \$ -          | \$ 947      |
| Average Gross Interest Rate  | 6.49%              | 0.00%     | 6.46%      | 6.32%     | 6.44%              | 0.00%         | 0.00%      | 0.00%         | 6.44%       |
| Average Customer Interest Rate   | 2.00%              | 0.00%     | 2.00%      | 2.00%     | 2.00%              | 2.00%         | 2.00%      | 2.00%         | 2.00%       |
| Average Sq. Footage of Home (HPwES Projects)                             | 1,374              | -         | 1,749      | 1,603     | 1,690              | -             | -          | -             | 1,690       |
| Total Estimated Annual Space Heating Energy Savings (MMBtu) <sup>3</sup> | 143                | -         | 560        | -         | 703                | -             | -          | -             | 703         |
| Average Estimated Annual Space Heating Energy Savings (MMBtu)            | 72                 | -         | 37         | -         | 35                 | -             | -          | -             | 35          |
| No. of Loan Write-offs   | -                  | -         | -          | -         | -                  | -             | -          | -             | -           |
| Total Loan Write-off Amount  | \$ -               | \$ -      | \$ -       | \$ -      | \$ -               | \$ -          | \$ -       | \$ -          | \$ -        |
| Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off    | \$ -               | \$ -      | \$ -       | \$ -      | \$ -               | \$ -          | \$ -       | \$ -          | \$ -        |

Notes:

(1) Includes utility and customer costs.

(2) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

4th Quarter Report  
January 2023 - December 2023

Electric Programs  
Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

|   | LU Electric        |            | NHEC               |            | Eversource          |             | Unitil Electric    |            | Total               |             |
|---|--------------------|------------|--------------------|------------|---------------------|-------------|--------------------|------------|---------------------|-------------|
| <b>Home Energy Assistance</b>                   |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Units / Lifetime kWh Savings          | 79                 | 2,159,438  | 65                 | 1,676,299  | 931                 | 28,184,086  | 125                | 2,636,886  | 1,200               | 34,656,708  |
| Expenses / Lifetime MMBtu Savings               | \$1,075,502        | 27,647     | \$922,676          | 29,085     | \$9,897,789         | 273,373     | \$1,304,871        | 26,967     | \$13,200,838        | 357,071     |
| <b>Home Performance w/ENERGY STAR</b>           |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Rebates / Lifetime kWh Savings        | 123                | 1,461,897  | 163                | 449,988    | 1,124               | 6,105,286   | 180                | 2,272,371  | 1,590               | 10,289,542  |
| Expenses / Lifetime MMBtu Savings               | \$566,505          | 45,863     | \$704,165          | 67,057     | \$4,792,839         | 369,580     | \$932,409          | 59,531     | \$6,995,918         | 542,031     |
| <b>ENERGY STAR Homes</b>                        |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Homes / Lifetime kWh Savings          | 14                 | 3,498,917  | 60                 | 9,437,643  | 1,049               | 57,843,517  | 31                 | 1,212,517  | 1,154               | 71,992,594  |
| Expenses / Lifetime MMBtu Savings               | \$74,127           | 56,352     | \$228,305          | 94,167     | \$2,216,433         | 969,394     | \$224,021          | 24,167     | \$2,742,887         | 1,144,081   |
| <b>ENERGY STAR Products</b>                     |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Rebates / Lifetime kWh Savings        | 2,002              | 6,139,350  | 5,130              | 14,685,756 | 11,799              | 40,125,410  | 2,005              | 7,609,277  | 20,936              | 68,559,793  |
| Expenses / Lifetime MMBtu Savings               | \$453,371          | 2,863      | \$1,075,184        | 52,857     | \$3,513,594         | 36,144      | \$668,810          | 4,764      | \$5,710,959         | 96,629      |
| <b>Large Business Energy Solutions</b>          |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings   | 43                 | 55,250,740 | 38                 | 31,023,777 | 270                 | 205,347,756 | 39                 | 42,676,914 | 390                 | 334,299,187 |
| Expenses / Lifetime MMBtu Savings               | \$1,263,351        | 0          | \$645,887          | (414)      | \$7,196,261         | (23,580)    | \$1,316,508        | 0          | \$10,422,007        | (23,994)    |
| <b>Small Business Energy Solutions</b>          |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings   | 407                | 13,826,490 | 125                | 7,197,947  | 1,874               | 196,465,997 | 288                | 40,620,947 | 2,694               | 258,111,381 |
| Expenses / Lifetime MMBtu Savings               | \$1,121,335        | 0          | \$358,574          | (1,268)    | \$7,831,848         | (103,902)   | \$1,365,531        | 0          | \$10,677,288        | (105,170)   |
| <b>Municipal Program</b>                        |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings   | 37                 | 3,549,127  | 19                 | 4,036,541  | 106                 | 46,864,040  | 8                  | 2,154,889  | 170                 | 56,604,597  |
| Expenses / Lifetime MMBtu Savings               | \$160,673          | 9,500      | \$270,778          | (836)      | \$1,282,719         | 610         | \$210,675          | 8,177      | \$1,924,845         | 17,450      |
| <b>Educational Programs</b>                     |                    |            |                    |            |                     |             |                    |            |                     |             |
| Expenses  | \$50,696           |            | \$27,500           |            | \$221,693           |             | \$42,232           |            | \$342,120           |             |
| <b>Company Specific Programs / FCM Expenses</b> |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings   | 8,047              | 1,721,002  | 0                  | 0          | 0                   | 0           | 18,782             | 2,731,470  | 26,829              | 4,452,472   |
| Expenses / Lifetime MMBtu Savings               | \$133,113          | 0          | \$16,365           | 0          | \$469,611           | 0           | \$174,129          | 0          | \$793,218           | 0           |
| <b>Smart Start (NHEC/PSNH), RLF (UES)</b>       |                    |            |                    |            |                     |             |                    |            |                     |             |
| Expenses  | \$0                |            | \$0                |            | \$19,318            |             | \$0                |            | \$19,318            |             |
| <b>Total Program Expenses</b>                   | <b>\$4,898,673</b> |            | <b>\$4,249,435</b> |            | <b>\$37,442,105</b> |             | <b>\$6,239,186</b> |            | <b>\$52,829,398</b> |             |

4th Quarter Report  
January 2023 - December 2023  
Electric Programs

Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

(System Benefits Charge, Forward Capacity Market and Interest Funds Only) \*

|   | LU Electric        |            | NHEC               |            | Eversource          |             | Unitil Electric    |            | Total               |             |
|---|--------------------|------------|--------------------|------------|---------------------|-------------|--------------------|------------|---------------------|-------------|
| <b>Home Energy Assistance</b>                   |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Units / Lifetime kWh Savings          | 71                 | 1,935,123  | 57                 | 1,480,154  | 837                 | 25,353,387  | 113                | 2,377,129  | 1,078               | 31,145,793  |
| Expenses / Lifetime MMBtu Savings               | \$963,783          | 24,775     | \$814,713          | 25,682     | \$8,903,694         | 245,916     | \$1,176,329        | 24,310     | \$11,858,519        | 320,683     |
| <b>Home Performance w/ENERGY STAR</b>           |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Rebates / Lifetime kWh Savings        | 123                | 1,461,897  | 163                | 449,988    | 1,124               | 6,105,286   | 180                | 2,272,371  | 1,481               | 12,326,562  |
| Expenses / Lifetime MMBtu Savings               | \$566,505          | 45,863     | \$704,165          | 67,057     | \$4,792,839         | 369,580     | \$932,409          | 59,531     | \$6,995,918         | 552,520     |
| <b>ENERGY STAR Homes</b>                        |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Homes / Lifetime kWh Savings          | 14                 | 3,498,917  | 60                 | 9,437,643  | 1,049               | 57,843,517  | 31                 | 1,212,517  | 1,154               | 71,992,594  |
| Expenses / Lifetime MMBtu Savings               | \$74,127           | 56,352     | \$228,305          | 94,167     | \$2,216,433         | 969,394     | \$224,021          | 24,167     | \$2,742,887         | 1,144,081   |
| <b>ENERGY STAR Products</b>                     |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Rebates / Lifetime kWh Savings        | 2,002              | 6,139,350  | 5,130              | 14,685,756 | 11,799              | 40,125,410  | 2,005              | 7,609,277  | 18,977              | 117,671,182 |
| Expenses / Lifetime MMBtu Savings               | \$453,371          | 2,863      | \$1,075,184        | 52,857     | \$3,513,594         | 36,144      | \$668,810          | 4,764      | \$5,710,959         | 93,766      |
| <b>Large Business Energy Solutions</b>          |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings   | 43                 | 55,250,740 | 38                 | 31,023,777 | 270                 | 205,347,756 | 39                 | 42,676,914 | 754                 | 292,874,937 |
| Expenses / Lifetime MMBtu Savings               | \$1,263,351        | 0          | \$645,887          | (414)      | \$7,196,261         | (23,580)    | \$1,316,508        | 0          | \$10,422,007        | (23,994)    |
| <b>Small Business Energy Solutions</b>          |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings   | 407                | 13,826,490 | 125                | 7,197,947  | 1,874               | 196,465,997 | 288                | 40,620,947 | 2,694               | 258,111,381 |
| Expenses / Lifetime MMBtu Savings               | \$1,121,335        | 0          | \$358,574          | (1,268)    | \$7,831,848         | (103,902)   | \$1,365,531        | 0          | \$10,677,288        | (105,170)   |
| <b>Municipal Program</b>                        |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings   | 0                  | 0          | 0                  | 0          | 0                   | 0           | 0                  | 0          | 0                   | 0           |
| Expenses / Lifetime MMBtu Savings               | \$0                | 0          | \$0                | 0          | \$0                 | 0           | \$0                | 0          | \$0                 | 0           |
| <b>Educational Programs</b>                     |                    |            |                    |            |                     |             |                    |            |                     |             |
| Expenses  | \$50,696           |            | \$27,500           |            | \$221,693           |             | \$42,232           |            | \$342,120           |             |
| <b>Company Specific Programs / FCM Expenses</b> |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings   | 8,047              | 1,721,002  | 0                  | 0          | 0                   | 0           | 18,782             | 2,731,470  | 26,829              | 4,452,472   |
| Expenses / Lifetime MMBtu Savings               | \$133,113          | 0          | \$16,365           | 0          | \$469,611           | 0           | \$174,129          | 0          | \$793,218           | 0           |
| <b>Smart Start (NHEC/PSNH), RLF (UES)</b>       |                    |            |                    |            |                     |             |                    |            |                     |             |
| Expenses  | \$0                |            | \$0                |            | \$19,318            |             | \$0                |            | \$19,318            |             |
| <b>Total Program Expenses</b>                   | <b>\$4,626,280</b> |            | <b>\$3,870,694</b> |            | <b>\$35,165,291</b> |             | <b>\$5,899,969</b> |            | <b>\$49,562,234</b> |             |

\*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

4th Quarter Report  
 January 2023 - December 2023  
 Electric Programs

Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative) \*

|   | LU Electric      |           | NHEC             |           | Eversource         |            | Unitil Electric  |           | Total              |            |
|---|------------------|-----------|------------------|-----------|--------------------|------------|------------------|-----------|--------------------|------------|
| <b>Home Energy Assistance</b>                 |                  |           |                  |           |                    |            |                  |           |                    |            |
| Number of Units / Lifetime kWh Savings        | 8                | 224,315   | 8                | 196,144   | 94                 | 2,830,699  | 12               | 259,757   | 122                | 3,510,915  |
| Expenses / Lifetime MMBtu Savings             | \$111,719        | 2,872     | \$107,963        | 3,403     | \$994,095          | 27,456     | \$128,542        | 2,656     | \$1,342,319        | 36,388     |
| <b>Municipal Program</b>                      |                  |           |                  |           |                    |            |                  |           |                    |            |
| Number of Participants / Lifetime kWh Savings | 37               | 3,549,127 | 19               | 4,036,541 | 106                | 46,864,040 | 8                | 2,154,889 | 170                | 56,604,597 |
| Expenses / Lifetime MMBtu Savings             | \$160,673        | 9,500     | \$270,778        | (836)     | \$1,282,719        | 610        | \$210,675        | 8,177     | \$1,924,845        | 17,450     |
| <b>Total Program Expenses</b>                 | <b>\$272,393</b> |           | <b>\$378,741</b> |           | <b>\$2,276,814</b> |            | <b>\$339,217</b> |           | <b>\$3,267,164</b> |            |

\*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.



4th Quarter Report  
January 2023 - December 2023

Gas Programs  
Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

|   | LU-Gas             |         | Unitil-Gas         |         | Total              |           |
|---|--------------------|---------|--------------------|---------|--------------------|-----------|
| <b>Home Energy Assistance</b>                   |                    |         |                    |         |                    |           |
| Number of Units                                 | 6,435              |         | 84                 |         | 6,519              |           |
| Expenses / Lifetime MMBtu Savings               | \$1,992,710        | 338,425 | \$520,729          | 40,771  | \$2,513,439        | 379,196   |
| <b>Home Performance w/ENERGY STAR</b>           |                    |         |                    |         |                    |           |
| Number of Units                                 | 311                |         | 42                 |         | 353                |           |
| Expenses / Lifetime MMBtu Savings               | \$1,296,379        | 145,099 | \$291,910          | 27,547  | \$1,588,289        | 172,645   |
| <b>ENERGY STAR Homes</b>                        |                    |         |                    |         |                    |           |
| Number of Homes                                 | 63                 |         | 63                 |         | 126                |           |
| Expenses / Lifetime MMBtu Savings               | \$329,077          | 54,100  | \$178,526          | 55,275  | \$507,603          | 109,375   |
| <b>ENERGY STAR Products</b>                     |                    |         |                    |         |                    |           |
| Number of Rebates                               | 1,505              |         | 213                |         | 1,718              |           |
| Expenses / Lifetime MMBtu Savings               | \$851,364          | 174,682 | \$186,481          | 45,325  | \$1,037,845        | 220,007   |
| <b>Large Business Energy Solutions</b>          |                    |         |                    |         |                    |           |
| Number of Participants                          | 163                |         | 7                  |         | 170                |           |
| Expenses / Lifetime MMBtu Savings               | \$1,357,547        | 832,554 | \$695,514          | 417,096 | \$2,053,061        | 1,249,650 |
| <b>Small Business Energy Solutions</b>          |                    |         |                    |         |                    |           |
| Number of Participants                          | 1,093              |         | 32                 |         | 1,125              |           |
| Expenses / Lifetime MMBtu Savings               | \$1,311,848        | 212,520 | \$282,341          | 56,867  | \$1,594,189        | 269,387   |
| <b>Educational Programs</b>                     |                    |         |                    |         |                    |           |
| Expenses  | \$71,235           |         | \$15,817           |         | \$87,052           |           |
| <b>Company Specific Programs / FCM Expenses</b> |                    |         |                    |         |                    |           |
| Number of Participants                          | 21,205             |         | 0                  |         | 21,205             |           |
| Expenses / Lifetime MMBtu Savings               | \$168,523          | 32,749  | \$25,291           | 0       | \$193,813          | 32,749    |
| <b>Total Program Expenses</b>                   | <b>\$7,378,683</b> |         | <b>\$2,196,609</b> |         | <b>\$9,575,292</b> |           |

**4th Quarter Report  
January 2023 - December 2023**

**Demand Reduction Initiative**

| Description                        |         | Electric Utilities |            | Grand Total |
|------------------------------------|---------|--------------------|------------|-------------|
|                                    |         | Eversource         | Unitil     |             |
| C&I DR<br>Program Expenses         | Budget  | \$ 404,775         | \$ 199,310 | \$ 604,086  |
|                                    | Actual  | \$ 309,835         | \$ 138,441 | \$ 448,276  |
|                                    | Percent | 77%                | 69%        | 74%         |
| Program Participation              | Goal    | 28                 | 15         | 43          |
|                                    | Actual  | 13                 | 20         | 33          |
|                                    | Percent | 47%                | 133%       | 78%         |
| kW Savings                         | Goal    | 7,114              | 3,000      | 10,114      |
|                                    | Actual  | 5,670              | 2,494      | 8,164       |
|                                    | Percent | 80%                | 83%        | 81%         |
| Residential DR<br>Program Expenses | Budget  | \$ 131,729         | \$ 69,322  | \$ 201,051  |
|                                    | Actual  | \$ 109,660         | \$ 64,311  | \$ 173,971  |
|                                    | Percent | 83%                | 93%        | 87%         |
| Program Participation              | Goal    | 2,177              | 510        | 2,687       |
|                                    | Actual  | 1,297              | 506        | 1,803       |
|                                    | Percent | 60%                | 99%        | 67%         |
| kW Savings                         | Goal    | 1,597              | 571        | 2,168       |
|                                    | Actual  | 851                | 448        | 1,299       |
|                                    | Percent | 53%                | 78%        | 60%         |

Notes:

1) A detailed description of the Demand Reduction Initiative is included in the 2020 Demand Reduction Initiatives Supplemental Information filing dated February 28, 2020. That filing provides detailed background information about the program as well as the estimated savings resulting from of the 2019 initiative.

**4th Quarter Report  
 January 2023 - December 2023**

**RGGI Grant #18-005  
 Moderate Income Home Performance w/ENERGY STAR**

| Description <sup>1</sup>          |                | Total      |
|-----------------------------------|----------------|------------|
| Program Expenses                  | Budget         | \$ 690,000 |
|                                   | Actual         | \$ 443,121 |
|                                   | Percent        | 64%        |
| Annual kWh Savings <sup>2</sup>   |                | 34,887     |
| Lifetime kWh Savings <sup>2</sup> |                | 629,836    |
| Annual MMBtu Savings              |                | 1,744      |
| Lifetime MMBtu Savings            |                | 38,348     |
| Number of Projects                | Completed      | 42         |
|                                   | In Development | 10         |
|                                   | Total          | 52         |

1 Budget and Actuals include total amounts from inception.

2 Includes savings associated with financing utilized for customer copay on a heating system.