

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES PROGRAMS
2021 Statewide Goals
Statewide & Company-Specific Programs

Description	Program Budget ⁽¹⁾	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
Electric Utilities								
Statewide Programs	\$ 83,018,100	146,714,878	1,771,108,805	33,372	27,697	138,291	2,757,716	447,877
Municipal Program	\$ 2,059,711	3,807,911	53,197,121	496	434	282	6,774	178
All Other Statewide Programs								
Sub-total	\$ 85,077,811	150,522,789	1,824,305,927	33,868	28,132	138,573	2,764,490	448,055
Company Specific Programs ⁽²⁾	\$ 6,078,882	6,782,936	68,649,159	897	732	-	-	36,447
Total Electric	\$ 91,156,693	157,305,725	1,892,955,086	34,765	28,863	138,573	2,764,490	484,502
Gas Utilities								
Statewide Programs	\$ 12,025,801	858,425	10,076,035	102	59	212,891	3,196,267	6,693
Company Specific Programs ⁽²⁾	\$ 923,000	-	-			10,460	37,975	36,694
Total Gas	\$ 12,948,801	858,425	10,076,035	102	59	223,350	3,234,242	43,387
Grand Total	\$ 104,105,492	158,164,150	1,903,031,121	34,866	28,923	361,924	5,998,732	527,889

- Notes:**
- (1) Program budgets shown in this report exclude the performance incentive (PI).
 - (2) Company-specific includes company-specific programs, education, forward capacity market administration and loan program administration.

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NHSAVES PROGRAMS
2021 Statewide Goals
Statewide Programs ⁽¹⁾

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
Electric Utilities								
Residential								
Home Energy Assistance	\$ 18,163,464	2,258,391	29,142,387	560.1	592.7	46,800.2	967,313.8	1,848
NH Home Performance w/Energy Star	\$ 9,232,667	1,973,869	24,019,200	670.3	479.5	68,595.6	1,300,073.8	3,600
EnergyStar® Homes	\$ 3,075,558	1,554,638	33,943,794	461.5	76.6	15,090.0	375,478.0	703
EnergyStar® Products	\$ 11,313,563	22,984,955	156,263,076	18,157.8	11,895.5	7,740.2	113,939.3	431,617
Sub-total	\$ 41,785,253	28,771,854	243,368,456	19,849.7	13,044.3	138,226.0	2,756,804.9	437,768
Commercial & Industrial								
Large Business Energy Solutions	\$ 22,810,079	73,863,678	965,477,629	8,196.1	9,262.8	-	-	4,977
Small Business Energy Solutions	\$ 18,422,768	44,079,346	562,262,720	5,326.1	5,390.2	64.8	910.7	5,132
Municipal Program	\$ 2,059,711	3,807,911	53,197,121	495.7	434.3	282.4	6,774.1	178
Sub-total	\$ 43,292,558	121,750,935	1,580,937,470	14,017.9	15,087.4	347.2	7,684.9	10,287
Total Electric	\$ 85,077,811	150,522,789	1,824,305,927	33,867.5	28,131.7	138,573.2	2,764,489.7	448,055
Gas Utilities								
Residential								
Home Energy Assistance	\$ 2,201,612	27,053	263,874	12.9	7.7	11,861.9	239,501.6	484
NH Home Performance w/Energy Star	\$ 1,308,581	200,791	1,318,326	19.6	15.0	14,106.4	244,930.7	691
EnergyStar® Homes	\$ 944,950	339,530	3,910,939	68.3	36.6	6,913.1	170,058.3	170
EnergyStar® Products	\$ 1,575,000	-	-	-	-	19,845.0	339,537.5	3,497
Sub-total	\$ 6,030,144	567,374	5,493,139	100.7	59.3	52,726.4	994,028.1	4,842
Commercial & Industrial								
Large Business Energy Solutions	\$ 3,235,685	205,391	2,949,178	-	-	117,089.8	1,508,126.0	463
Small Business Energy Solutions	\$ 2,759,972	85,660	1,633,719	0.9	-	43,074.8	694,113.2	1,388
Sub-total	\$ 5,995,657	291,050	4,582,896	0.9	-	160,164.6	2,202,239.2	1,851
Total Gas	\$ 12,025,801	858,425	10,076,035	101.6	59.3	212,890.9	3,196,267.3	6,693
Grand Total	\$ 97,103,612	151,381,214	1,834,381,962	33,969.2	28,191.0	351,464.2	5,960,757	454,748

Notes:

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES PROGRAMS
2021 Statewide Goals
Company-Specific Programs ⁽¹⁾

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
Electric Utilities								
Residential								
Home Energy Reports	\$ 324,893	1,970,000	5,909,000	425.3	274.3	-	-	34,256
Customer Engagement Platform	\$ 228,194	-	-	-	-	-	-	-
Education	\$ 120,418	-	-	-	-	-	-	-
Forward Capacity Market Expenses ⁽²⁾	\$ 117,076	-	-	-	-	-	-	-
Residential Active Demand Response	\$ 267,892	-	-	-	-	-	-	2,040
Sub-total	\$ 1,058,473	1,970,000	5,909,000	425.3	274.3	-	-	36,296
Commercial & Industrial								
Smart Start	\$ 35,000	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 26,685	-	-	-	-	-	-	-
C&I RFP Program	\$ 3,071,447	4,812,936	62,740,159	471.9	457.4	-	-	55
Customer Engagement Platform	\$ 318,964	-	-	-	-	-	-	-
Education	\$ 465,685	-	-	-	-	-	-	-
Forward Capacity Market Expenses ⁽²⁾	\$ 208,372	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 894,256	-	-	-	-	-	-	96
Sub-total	\$ 5,020,409	4,812,936	62,740,159	471.9	457.4	-	-	151
Total Residential and C&I	\$ 6,078,882	6,782,936	68,649,159	897.2	731.7	-	-	36,447
Gas Utilities								
Residential								
Home Energy Reports	\$ 338,000	-	-	-	-	10,459.5	37,975.2	36,694
Education	\$ 71,000	-	-	-	-	-	-	-
AIM Initiative	\$ 432,000	-	-	-	-	-	-	-
Sub-total	\$ 841,000	-	-	-	-	10,460	37,975	36,694
Commercial & Industrial								
Education	\$ 82,000	-	-	-	-	-	-	-
Sub-total	\$ 82,000	-	-	-	-	-	-	-
Total Residential and C&I	\$ 923,000	-	-	-	-	10,460	37,975	36,694
Grand Total	\$ 7,001,882	6,782,936	68,649,159	897.2	731.7	10,459.5	37,975	73,141

Notes:

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES PROGRAMS
2022 Statewide Goals
Statewide & Company-Specific Programs

Description	Program Budget ⁽¹⁾	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
Electric Utilities								
Statewide Programs	\$ 84,269,005	131,180,280	1,663,688,741	21,214	19,195	138,860	2,766,300	255,202
Municipal Program	\$ 2,064,876	3,448,416	49,493,577	430	372	382	9,274	177
All Other Statewide Programs								
Sub-total	\$ 86,333,880	134,628,696	1,713,182,319	21,644	19,567	139,243	2,775,574	255,379
Company Specific Programs ⁽²⁾	\$ 8,235,502	7,586,404	79,837,989	972	791	-	-	35,264
Total Electric	\$ 94,569,382	142,215,100	1,793,020,308	22,615	20,358	139,243	2,775,574	290,643
Gas Utilities								
Statewide Programs	\$ 12,918,491	870,730	10,313,746	100	58	225,982	3,384,719	7,009
Company Specific Programs ⁽²⁾	\$ 941,507	-	-			9,783	36,418	36,694
Total Gas	\$ 13,859,999	870,730	10,313,746	100	58	235,765	3,421,137	43,703
Grand Total	\$ 108,429,380	143,085,830	1,803,334,054	22,715	20,416	375,008	6,196,711	334,347

- Notes:**
- (1) Program budgets shown in this report exclude the performance incentive (PI).
 - (2) Company-specific includes company-specific programs, education, forward capacity market administration and loan program administration.

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NHSAVES PROGRAMS
2022 Statewide Goals
Statewide Programs ⁽¹⁾

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<u>Electric Utilities</u>								
Residential								
Home Energy Assistance	\$ 18,876,156	2,247,960	29,515,364	547.9	589.9	49,102.1	1,015,149.2	1,953
NH Home Performance w/Energy Star	\$ 9,568,925	1,960,678	24,562,552	625.5	448.9	65,504.9	1,236,935.5	3,534
EnergyStar® Homes	\$ 3,212,639	1,597,688	34,536,557	470.4	79.2	15,495.8	385,530.8	716
EnergyStar® Products	\$ 9,104,721	14,495,397	135,714,294	7,936.2	5,277.8	8,507.0	125,334.9	241,155
Sub-total	\$ 40,762,442	20,301,723	224,328,767	9,580.0	6,395.8	138,609.7	2,762,950.4	247,358
Commercial & Industrial								
Large Business Energy Solutions	\$ 24,253,832	69,952,678	914,279,866	7,217.6	8,220.3	123.9	1,239.4	3,748
Small Business Energy Solutions	\$ 19,252,731	40,925,879	525,080,108	4,416.3	4,579.0	126.7	2,109.7	4,096
Municipal Program	\$ 2,064,876	3,448,416	49,493,577	429.9	371.7	382.4	9,274.1	177
Sub-total	\$ 45,571,439	114,326,973	1,488,853,552	12,063.8	13,171.0	633.0	12,623.3	8,021
Total Electric	\$ 86,333,880	134,628,696	1,713,182,319	21,643.8	19,566.8	139,242.8	2,775,573.7	255,379
<u>Gas Utilities</u>								
Residential								
Home Energy Assistance	\$ 2,357,417	29,121	279,275	14.1	8.4	12,385.9	250,734.1	497
NH Home Performance w/Energy Star	\$ 1,394,137	196,375	1,312,835	16.3	13.0	14,240.0	247,507.2	693
EnergyStar® Homes	\$ 1,018,655	339,279	3,907,099	68.2	36.5	7,137.3	175,387.4	178
EnergyStar® Products	\$ 1,688,541	-	-	-	-	21,115.3	361,646.6	3,701
Sub-total	\$ 6,458,749	564,775	5,499,210	98.5	57.9	54,878.6	1,035,275.4	5,070
Commercial & Industrial								
Large Business Energy Solutions	\$ 3,496,897	215,009	3,086,349	-	-	124,839.3	1,606,851.8	494
Small Business Energy Solutions	\$ 2,962,845	90,946	1,728,188	1.0	-	46,264.3	742,592.0	1,445
Sub-total	\$ 6,459,742	305,955	4,814,536	1.0	-	171,103.6	2,349,443.8	1,940
Total Gas	\$ 12,918,491	870,730	10,313,746	99.5	57.9	225,982.2	3,384,719.2	7,009
Grand Total	\$ 99,252,372	135,499,426	1,723,496,065	21,743.3	19,624.7	365,225.0	6,160,293	262,388

Notes:

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NHSAVES PROGRAMS
2022 Statewide Goals
Company-Specific Programs ⁽¹⁾

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<u>Electric Utilities</u>								
Residential								
Home Energy Reports	\$ 322,219	2,017,000	5,977,750	435.4	280.9	-	-	32,256
Customer Engagement Platform	\$ 228,194	-	-	-	-	-	-	-
Education	\$ 131,094	-	-	-	-	-	-	-
Forward Capacity Market Expenses ⁽²⁾	\$ 140,559	-	-	-	-	-	-	-
Residential Active Demand Response	\$ 372,781	-	-	-	-	-	-	2,805
Sub-total	\$ 1,194,848	2,017,000	5,977,750	435.4	280.9	-	-	35,061
Commercial & Industrial								
Smart Start	\$ 35,000	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 36,025	-	-	-	-	-	-	-
C&I RFP Program	\$ 4,565,659	5,569,404	73,860,239	536.2	510.4	-	-	64
Customer Engagement Platform	\$ 318,964	-	-	-	-	-	-	-
Education	\$ 590,455	-	-	-	-	-	-	-
Forward Capacity Market Expenses ⁽²⁾	\$ 253,746	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 1,240,804	-	-	-	-	-	-	140
Sub-total	\$ 7,040,654	5,569,404	73,860,239	536.2	510.4	-	-	203
Total Residential and C&I	\$ 8,235,502	7,586,404	79,837,989	971.6	791.2	-	-	35,264
<u>Gas Utilities</u>								
Residential								
Home Energy Reports	\$ 345,261	-	-	-	-	9,782.6	36,418.0	36,694
Education	\$ 74,998	-	-	-	-	-	-	-
AIM Initiative	\$ 432,000	-	-	-	-	-	-	-
Sub-total	\$ 852,259	-	-	-	-	9,783	36,418	36,694
Commercial & Industrial								
Education	\$ 89,248	-	-	-	-	-	-	-
Sub-total	\$ 89,248	-	-	-	-	-	-	-
Total Residential and C&I	\$ 941,507	-	-	-	-	9,783	36,418	36,694
Grand Total	\$ 9,177,009	7,586,404	79,837,989	971.6	791.2	9,782.6	36,418	71,958

Notes:

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(2) Amounts shown are budgeted expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market.

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NHSAVES PROGRAMS
2023 Statewide Goals
Statewide & Company-Specific Programs

Description	Program Budget ⁽¹⁾	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
Electric Utilities								
Statewide Programs	\$ 89,455,007	127,411,335	1,655,276,697	16,040	15,577	138,711	2,759,760	96,561
Municipal Program	\$ 2,062,729	3,270,150	47,146,169	408	366	382	9,274	175
All Other Statewide Programs								
Sub-total	\$ 91,517,737	130,681,485	1,702,422,866	16,448	15,943	139,093	2,769,034	96,735
Company Specific Programs ⁽²⁾	\$ 11,545,095	8,557,106	96,092,858	1,033	848	-	-	34,489
Total Electric	\$ 103,062,831	139,238,591	1,798,515,724	17,480	16,791	139,093	2,769,034	131,224
Gas Utilities								
Statewide Programs	\$ 13,676,454	881,717	10,582,104	96	55	233,568	3,513,274	7,323
Company Specific Programs ⁽²⁾	\$ 961,213	-	-			9,758	36,328	36,694
Total Gas	\$ 14,637,667	881,717	10,582,104	96	55	243,326	3,549,602	44,017
Grand Total	\$ 117,700,498	140,120,308	1,809,097,828	17,576	16,846	382,419	6,318,636	175,241

Notes:

(1) Program budgets shown in this report exclude the performance incentive (PI).

(2) Company-specific includes company-specific programs, education, forward capacity market administration and loan program administration.

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NHSAVES PROGRAMS
2023 Statewide Goals
Statewide Programs ⁽¹⁾

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
Electric Utilities								
Residential								
Home Energy Assistance	\$ 20,615,100	2,257,216	29,825,063	545.7	591.0	50,577.9	1,044,666.0	2,012
NH Home Performance w/Energy Star	\$ 9,920,651	1,958,429	25,108,834	593.9	426.0	62,737.7	1,180,858.9	3,480
EnergyStar® Homes	\$ 3,308,753	1,625,883	34,861,056	477.5	80.9	15,826.2	393,715.9	727
EnergyStar® Products	\$ 7,509,218	10,670,972	129,127,213	3,056.7	2,101.4	9,272.9	136,718.0	83,677
Sub-total	\$ 41,353,723	16,512,501	218,922,166	4,673.8	3,199.4	138,414.8	2,755,958.9	89,896
Commercial & Industrial								
Large Business Energy Solutions	\$ 27,734,841	71,490,207	928,548,762	6,913.7	7,829.9	165.3	1,652.6	3,105
Small Business Energy Solutions	\$ 20,366,443	39,408,627	507,805,769	4,452.4	4,547.9	130.6	2,148.7	3,559
Municipal Program	\$ 2,062,729	3,270,150	47,146,169	407.7	365.6	382.4	9,274.1	175
Sub-total	\$ 50,164,013	114,168,984	1,483,500,700	11,773.8	12,743.4	678.2	13,075.4	6,839
Total Electric	\$ 91,517,737	130,681,485	1,702,422,866	16,447.6	15,942.8	139,093.0	2,769,034.3	96,735
Gas Utilities								
Residential								
Home Energy Assistance	\$ 2,478,870	28,793	281,871	13.7	8.2	12,754.3	257,898.0	513
NH Home Performance w/Energy Star	\$ 1,484,913	191,376	1,306,533	12.5	10.7	14,386.4	250,243.4	696
EnergyStar® Homes	\$ 1,101,923	340,042	3,918,617	68.4	36.6	7,408.5	181,861.6	187
EnergyStar® Products	\$ 1,809,318	-	-	-	-	22,484.2	385,479.2	3,921
Sub-total	\$ 6,875,024	560,211	5,507,022	94.6	55.4	57,033.4	1,075,482.2	5,316
Commercial & Industrial								
Large Business Energy Solutions	\$ 3,675,506	225,884	3,259,050	-	-	128,647.4	1,666,261.6	512
Small Business Energy Solutions	\$ 3,125,924	95,623	1,816,031	1.0	-	47,887.4	771,529.9	1,495
Sub-total	\$ 6,801,430	321,506	5,075,082	1.0	-	176,534.7	2,437,791.5	2,007
Total Gas	\$ 13,676,454	881,717	10,582,104	95.6	55.4	233,568.1	3,513,273.7	7,323
Grand Total	\$ 105,194,191	131,563,202	1,713,004,970	16,543.2	15,998.2	372,661.1	6,282,308	104,059

Notes:

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES PROGRAMS
2023 Statewide Goals
Company-Specific Programs ⁽¹⁾

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<u>Electric Utilities</u>								
Residential								
Home Energy Reports	\$ 319,934	1,853,000	5,552,500	400.0	258.0	-	-	30,256
Customer Engagement Platform	\$ 228,194	-	-	-	-	-	-	-
Education	\$ 134,436	-	-	-	-	-	-	-
Forward Capacity Market Expenses ⁽²⁾	\$ 170,239	-	-	-	-	-	-	-
Residential Active Demand Response	\$ 529,345	-	-	-	-	-	-	3,953
Sub-total	\$ 1,382,147	1,853,000	5,552,500	400.0	258.0	-	-	34,209
Commercial & Industrial								
Smart Start	\$ 35,000	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 48,634	-	-	-	-	-	-	-
C&I RFP Program	\$ 6,967,221	6,704,106	90,540,358	632.6	589.8	-	-	77
Customer Engagement Platform	\$ 318,964	-	-	-	-	-	-	-
Education	\$ 758,294	-	-	-	-	-	-	-
Forward Capacity Market Expenses ⁽²⁾	\$ 314,966	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 1,719,869	-	-	-	-	-	-	203
Sub-total	\$ 10,162,947	6,704,106	90,540,358	632.6	589.8	-	-	280
Total Residential and C&I	\$ 11,545,095	8,557,106	96,092,858	1,032.7	847.8	-	-	34,489
<u>Gas Utilities</u>								
Residential								
Home Energy Reports	\$ 355,500	-	-	-	-	9,757.8	36,328.0	36,694
Education	\$ 79,209	-	-	-	-	-	-	-
AIM Initiative	\$ 432,000	-	-	-	-	-	-	-
Sub-total	\$ 866,709	-	-	-	-	9,758	36,328	36,694
Commercial & Industrial								
Education	\$ 94,504	-	-	-	-	-	-	-
Sub-total	\$ 94,504	-	-	-	-	-	-	-
Total Residential and C&I	\$ 961,213	-	-	-	-	9,758	36,328	36,694
Grand Total	\$ 12,506,308	8,557,106	96,092,858	1,032.7	847.8	9,757.8	36,328	71,183

Notes:

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES PROGRAMS
2021-2023 Statewide Goals
Statewide & Company-Specific Programs

Description	Program Budget ⁽¹⁾	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<u>Electric Utilities</u>								
Statewide Programs	\$ 256,742,112	405,306,493	5,090,074,244	70,626	62,470	415,862	8,283,775	799,640
Municipal Program	\$ 6,187,316	10,526,477	149,836,868	1,333	1,172	1,047	25,322	530
All Other Statewide Programs								
Sub-total	\$ 262,929,428	415,832,969	5,239,911,112	71,959	63,641	416,909	8,309,098	800,170
Company Specific Programs ⁽²⁾	\$ 25,859,478	22,926,446	244,580,006	2,901	2,371	-	-	106,200
Total Electric	\$ 288,788,906	438,759,415	5,484,491,118	74,860	66,012	416,909	8,309,098	906,369
<u>Gas Utilities</u>								
Statewide Programs	\$ 38,620,746	2,610,872	30,971,885	297	173	672,441	10,094,260	21,025
Company Specific Programs ⁽²⁾	\$ 2,825,720	-	-			30,000	110,721	110,082
Total Gas	\$ 41,446,466	2,610,872	30,971,885	297	173	702,441	10,204,981	131,107
Grand Total	\$ 330,235,372	441,370,287	5,515,463,003	75,157	66,185	1,119,350	18,514,079	1,037,477

- Notes:**
- (1) Program budgets shown in this report exclude the performance incentive (PI).
 - (2) Company-specific includes company-specific programs, education, forward capacity market administration and loan program administration.

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES PROGRAMS
2021-2023 Statewide Goals
Statewide Programs ⁽¹⁾

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<u>Electric Utilities</u>								
Residential								
Home Energy Assistance	\$ 57,654,721	6,763,567	88,482,813	1,653.7	1,773.7	146,480.3	3,027,129.0	5,814
NH Home Performance w/Energy Star	\$ 28,722,244	5,892,976	73,690,586	1,889.7	1,354.3	196,838.1	3,717,868.2	10,613
EnergyStar® Homes	\$ 9,596,950	4,778,210	103,341,407	1,409.4	236.7	46,412.0	1,154,724.7	2,147
EnergyStar® Products	\$ 27,927,502	48,151,325	421,104,583	29,150.6	19,274.7	25,520.1	375,992.2	756,448
Sub-total	\$ 123,901,417	65,586,077	686,619,390	34,103.5	22,639.4	415,250.6	8,275,714.1	775,022
Commercial & Industrial								
Large Business Energy Solutions	\$ 74,798,751	215,306,563	2,808,306,257	22,327.4	25,313.0	289.2	2,892.0	11,831
Small Business Energy Solutions	\$ 58,041,943	124,413,852	1,595,148,598	14,194.8	14,517.1	322.0	5,169.2	12,787
Municipal Program	\$ 6,187,316	10,526,477	149,836,868	1,333.2	1,171.6	1,047.3	25,322.4	530
Sub-total	\$ 139,028,011	350,246,892	4,553,291,722	37,855.5	41,001.8	1,658.5	33,383.6	25,148
Total Electric	\$ 262,929,428	415,832,969	5,239,911,112	71,959.0	63,641.2	416,909.0	8,309,097.7	800,170
<u>Gas Utilities</u>								
Residential								
Home Energy Assistance	\$ 7,037,899	84,967	825,020	40.7	24.3	37,002.0	748,133.7	1,494
NH Home Performance w/Energy Star	\$ 4,187,630	588,542	3,937,695	48.3	38.7	42,732.8	742,681.2	2,080
EnergyStar® Homes	\$ 3,065,528	1,018,851	11,736,656	204.8	109.7	21,458.9	527,307.3	535
EnergyStar® Products	\$ 5,072,860	-	-	-	-	63,444.5	1,086,663.4	11,119
Sub-total	\$ 19,363,917	1,692,361	16,499,370	293.8	172.7	164,638.3	3,104,785.7	15,227
Commercial & Industrial								
Large Business Energy Solutions	\$ 10,408,088	646,283	9,294,577	-	-	370,576.5	4,781,239.3	1,470
Small Business Energy Solutions	\$ 8,848,741	272,228	5,177,938	2.9	-	137,226.5	2,208,235.1	4,328
Sub-total	\$ 19,256,829	918,511	14,472,515	2.9	-	507,803.0	6,989,474.5	5,798
Total Gas	\$ 38,620,746	2,610,872	30,971,885	296.7	172.7	672,441.2	10,094,260.1	21,025
Grand Total	\$ 301,550,174	418,443,841	5,270,882,997	72,255.7	63,813.9	1,089,350.3	18,403,358	821,195

Notes:

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES PROGRAMS
2021-2023 Statewide Goals
Company-Specific Programs ⁽¹⁾

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<u>Electric Utilities</u>								
Residential								
Home Energy Reports	\$ 967,045	5,840,000	17,439,250	1,260.7	813.2	-	-	96,768
Customer Engagement Platform	\$ 684,583	-	-	-	-	-	-	-
Education	\$ 385,948	-	-	-	-	-	-	-
Forward Capacity Market Expenses ⁽²⁾	\$ 427,874	-	-	-	-	-	-	-
Residential Active Demand Response	\$ 1,170,017	-	-	-	-	-	-	8,798
Sub-total	\$ 3,635,468	5,840,000	17,439,250	1,260.7	813.2	-	-	105,566
Commercial & Industrial								
Smart Start	\$ 105,000	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 111,345	-	-	-	-	-	-	-
C&I RFP Program	\$ 14,604,327	17,086,446	227,140,756	1,640.7	1,557.6	-	-	196
Customer Engagement Platform	\$ 956,892	-	-	-	-	-	-	-
Education	\$ 1,814,435	-	-	-	-	-	-	-
Forward Capacity Market Expenses ⁽²⁾	\$ 777,083	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 3,854,929	-	-	-	-	-	-	439
Sub-total	\$ 22,224,010	17,086,446	227,140,756	1,640.7	1,557.6	-	-	634
Total Residential and C&I	\$ 25,859,478	22,926,446	244,580,006	2,901.5	2,370.8	-	-	106,200
<u>Gas Utilities</u>								
Residential								
Home Energy Reports	\$ 1,038,761	-	-	-	-	29,999.9	110,721.1	110,082
Education	\$ 225,207	-	-	-	-	-	-	-
AIM Initiative	\$ 1,296,000	-	-	-	-	-	-	-
Sub-total	\$ 2,559,968	-	-	-	-	30,000	110,721	110,082
Commercial & Industrial								
Education	\$ 265,752	-	-	-	-	-	-	-
Sub-total	\$ 265,752	-	-	-	-	-	-	-
Total Residential and C&I	\$ 2,825,720	-	-	-	-	30,000	110,721	110,082
Grand Total	\$ 28,685,198	22,926,446	244,580,006	2,901.5	2,370.8	29,999.9	110,721	216,282

Notes:

(1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the Statewide programs are shown on Attachment B, page 2. Company-specific includes company-specific programs, education, forward capacity market administration and loan program administration.

(2) Amounts shown are budgeted expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market.

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ENERGY EFFICIENCY PROGRAM - 2021 UTILITY BUDGETS BY ACTIVITY
Residential Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas		
Home Energy Assistance	Internal Admin	\$ 39,602	\$ 53,108	\$ 175,659	\$ 100,000	\$ 368,369	\$ 46,470	\$ 42,000	\$ 88,470	\$ 456,839
	External Admin	\$ 2,829	\$ 15,232	\$ 14,856	\$ 15,000	\$ 47,917	\$ 3,319	\$ 10,000	\$ 13,319	\$ 61,236
	Rebate/Services	\$ 1,171,087	\$ 781,217	\$ 11,830,464	\$ 1,499,774	\$ 15,282,542	\$ 1,374,191	\$ 430,361	\$ 1,804,552	\$ 17,087,094
	Implementation Services	\$ 77,790	\$ 109,185	\$ 712,205	\$ 125,000	\$ 1,024,179	\$ 91,281	\$ 15,000	\$ 106,281	\$ 1,130,460
	Marketing	\$ 52,331	\$ 23,212	\$ 415,195	\$ 56,790	\$ 547,528	\$ 61,407	\$ 17,500	\$ 78,907	\$ 626,435
	EM&V	\$ 70,718	\$ 36,109	\$ 691,452	\$ 94,650	\$ 892,929	\$ 82,983	\$ 27,100	\$ 110,083	\$ 1,003,012
	Total	\$ 1,414,356	\$ 1,018,063	\$ 13,839,832	\$ 1,891,214	\$ 18,163,464	\$ 1,659,651	\$ 541,961	\$ 2,201,612	\$ 20,365,077
HP w/EnergyStar®	Internal Admin	\$ 16,240	\$ 53,108	\$ 88,563	\$ 62,000	\$ 219,911	\$ 27,300	\$ 20,000	\$ 47,300	\$ 267,211
	External Admin	\$ 1,160	\$ 15,232	\$ 7,490	\$ 6,000	\$ 29,882	\$ 1,950	\$ 8,000	\$ 9,950	\$ 39,832
	Rebate/Services	\$ 480,240	\$ 517,241	\$ 6,014,613	\$ 627,950	\$ 7,640,044	\$ 807,300	\$ 260,651	\$ 1,067,951	\$ 8,707,995
	Implementation Services	\$ 31,900	\$ 109,185	\$ 359,078	\$ 105,000	\$ 605,163	\$ 53,625	\$ 19,980	\$ 73,605	\$ 678,768
	Marketing	\$ 21,460	\$ 23,212	\$ 209,341	\$ 26,117	\$ 280,129	\$ 36,075	\$ 8,300	\$ 44,375	\$ 324,504
	EM&V	\$ 29,000	\$ 36,109	\$ 348,901	\$ 43,528	\$ 457,538	\$ 48,750	\$ 16,650	\$ 65,400	\$ 522,938
	Total	\$ 580,000	\$ 754,086	\$ 7,027,987	\$ 870,594	\$ 9,232,667	\$ 975,000	\$ 333,581	\$ 1,308,581	\$ 10,541,248
EnergyStar® Homes	Internal Admin	\$ 9,800	\$ 45,535	\$ 24,873	\$ 19,107	\$ 99,315	\$ 19,040	\$ 19,000	\$ 38,040	\$ 137,355
	External Admin	\$ 700	\$ 14,609	\$ 2,104	\$ 6,000	\$ 23,413	\$ 1,360	\$ 2,400	\$ 3,760	\$ 27,173
	Rebate/Services	\$ 289,800	\$ 248,047	\$ 1,675,149	\$ 217,900	\$ 2,430,896	\$ 563,040	\$ 207,950	\$ 770,990	\$ 3,201,886
	Implementation Services	\$ 19,250	\$ 98,288	\$ 100,845	\$ 30,000	\$ 248,383	\$ 37,400	\$ 16,400	\$ 53,800	\$ 302,183
	Marketing	\$ 12,950	\$ 23,212	\$ 58,793	\$ 12,000	\$ 106,954	\$ 25,160	\$ 8,200	\$ 33,360	\$ 140,314
	EM&V	\$ 17,500	\$ 36,109	\$ 97,988	\$ 15,000	\$ 166,597	\$ 34,000	\$ 11,000	\$ 45,000	\$ 211,597
	Total	\$ 350,000	\$ 465,800	\$ 1,959,751	\$ 300,007	\$ 3,075,558	\$ 680,000	\$ 264,950	\$ 944,950	\$ 4,020,508
Energy Star® Products	Internal Admin	\$ 14,280	\$ 92,133	\$ 104,718	\$ 54,080	\$ 265,211	\$ 27,300	\$ 25,000	\$ 52,300	\$ 317,511
	External Admin	\$ 1,020	\$ 24,464	\$ 8,857	\$ 929	\$ 35,269	\$ 1,950	\$ 1,500	\$ 3,450	\$ 38,719
	Rebate/Services	\$ 422,280	\$ 862,055	\$ 7,052,653	\$ 1,034,462	\$ 9,371,450	\$ 807,300	\$ 499,993	\$ 1,307,293	\$ 10,678,743
	Implementation Services	\$ 28,050	\$ 164,068	\$ 424,576	\$ 51,633	\$ 668,327	\$ 53,625	\$ 18,507	\$ 72,132	\$ 740,459
	Marketing	\$ 18,870	\$ 30,000	\$ 345,905	\$ 37,200	\$ 431,975	\$ 36,075	\$ 25,000	\$ 61,075	\$ 493,050
	EM&V	\$ 25,500	\$ 36,109	\$ 417,722	\$ 62,000	\$ 541,331	\$ 48,750	\$ 30,000	\$ 78,750	\$ 620,081
	Total	\$ 510,000	\$ 1,208,829	\$ 8,354,431	\$ 1,240,303	\$ 11,313,563	\$ 975,000	\$ 600,000	\$ 1,575,000	\$ 12,888,563

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ENERGY EFFICIENCY PROGRAM - 2021 UTILITY BUDGETS BY ACTIVITY
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas		
Other*	Internal Admin	\$ 6,324	\$ 8,129	\$ 2,439	\$ 14,596	\$ 31,488	\$ 21,672	\$ 2,000	\$ 23,672	\$ 55,160
	External Admin	\$ 376	\$ -	\$ 206	\$ 4,584	\$ 5,166	\$ 1,548	\$ 2,000	\$ 3,548	\$ 8,714
	Rebate/Services	\$ 155,664	\$ 25,000	\$ 447,681	\$ 202,340	\$ 830,685	\$ 640,872	\$ 50,000	\$ 690,872	\$ 1,521,557
	Implementation Services	\$ 12,421	\$ 11,586	\$ 9,888	\$ 34,716	\$ 68,611	\$ 42,570	\$ 10,000	\$ 52,570	\$ 121,181
	Marketing	\$ 6,956	\$ 7,703	\$ 5,765	\$ 19,008	\$ 39,431	\$ 28,638	\$ -	\$ 28,638	\$ 68,069
	EM&V	\$ 44,099	\$ 6,000	\$ 9,608	\$ 23,384	\$ 83,091	\$ 38,700	\$ 3,000	\$ 41,700	\$ 124,791
	Total	\$ 225,840	\$ 58,418	\$ 475,586	\$ 298,629	\$ 1,058,473	\$ 774,000	\$ 67,000	\$ 841,000	\$ 1,899,473
Total Residential	Internal Admin	\$ 86,245	\$ 252,012	\$ 396,252	\$ 249,784	\$ 984,294	\$ 141,782	\$ 108,000	\$ 249,782	\$ 1,234,076
	External Admin	\$ 6,085	\$ 69,537	\$ 33,513	\$ 32,512	\$ 141,647	\$ 10,127	\$ 23,900	\$ 34,027	\$ 175,674
	Rebate/Services	\$ 2,519,071	\$ 2,433,560	\$ 27,020,560	\$ 3,582,426	\$ 35,555,617	\$ 4,192,703	\$ 1,448,956	\$ 5,641,659	\$ 41,197,276
	Implementation Services	\$ 169,411	\$ 492,312	\$ 1,606,592	\$ 346,349	\$ 2,614,663	\$ 278,501	\$ 79,887	\$ 358,388	\$ 2,973,051
	Marketing	\$ 112,567	\$ 107,338	\$ 1,034,998	\$ 151,115	\$ 1,406,018	\$ 187,355	\$ 59,000	\$ 246,355	\$ 1,652,373
	EM&V	\$ 186,817	\$ 150,437	\$ 1,565,671	\$ 238,562	\$ 2,141,486	\$ 253,183	\$ 87,750	\$ 340,933	\$ 2,482,419
	Total	\$ 3,080,196	\$ 3,505,196	\$ 31,657,586	\$ 4,600,747	\$ 42,843,726	\$ 5,063,651	\$ 1,807,493	\$ 6,871,144	\$ 49,714,869
Total %	Internal Admin	2.8%	7.2%	1.3%	5.4%	2.3%	2.8%	6.0%	3.6%	2.5%
	External Admin	0.2%	2.0%	0.1%	0.7%	0.3%	0.2%	1.3%	0.5%	0.4%
	Rebate/Services	81.8%	69.4%	85.4%	77.9%	83.0%	82.8%	80.2%	82.1%	82.9%
	Implementation Services	5.5%	14.0%	5.1%	7.5%	6.1%	5.5%	4.4%	5.2%	6.0%
	Marketing	3.7%	3.1%	3.3%	3.3%	3.3%	3.7%	3.3%	3.6%	3.3%
	EM&V	6.1%	4.3%	4.9%	5.2%	5.0%	5.0%	4.9%	5.0%	5.0%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ENERGY EFFICIENCY PROGRAM - 2021 UTILITY BUDGETS BY ACTIVITY
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 55,506	\$ 69,056	\$ 202,720	\$ 100,000	\$ 427,281	\$ 67,620	\$ 68,000	\$ 135,620	\$ 562,901
	External Admin	\$ 3,965	\$ 12,185	\$ 17,145	\$ 10,000	\$ 43,295	\$ 4,830	\$ 4,200	\$ 9,030	\$ 52,325
	Rebate/Services	\$ 1,641,378	\$ 491,486	\$ 15,342,457	\$ 1,845,280	\$ 19,320,601	\$ 1,999,620	\$ 655,450	\$ 2,655,070	\$ 21,975,671
	Implementation Services	\$ 109,029	\$ 163,498	\$ 756,698	\$ 150,000	\$ 1,179,224	\$ 132,825	\$ 40,000	\$ 172,825	\$ 1,352,049
	Marketing	\$ 73,347	\$ 16,606	\$ 532,142	\$ 68,400	\$ 690,494	\$ 89,355	\$ 12,000	\$ 101,355	\$ 791,849
	EM&V	\$ 99,117	\$ 49,163	\$ 886,903	\$ 114,000	\$ 1,149,183	\$ 120,750	\$ 41,035	\$ 161,785	\$ 1,310,969
	Total	\$ 1,982,340	\$ 801,995	\$ 17,738,064	\$ 2,287,680	\$ 22,810,079	\$ 2,415,000	\$ 820,685	\$ 3,235,685	\$ 26,045,764
Small Business Energy Solutions	Internal Admin	\$ 45,738	\$ 74,368	\$ 158,779	\$ 100,000	\$ 378,885	\$ 62,160	\$ 43,000	\$ 105,160	\$ 484,045
	External Admin	\$ 3,267	\$ 12,185	\$ 13,429	\$ 1,768	\$ 30,649	\$ 4,440	\$ 3,800	\$ 8,240	\$ 38,889
	Rebate/Services	\$ 1,352,538	\$ 608,809	\$ 12,016,882	\$ 1,594,575	\$ 15,572,803	\$ 1,838,160	\$ 419,172	\$ 2,257,332	\$ 17,830,135
	Implementation Services	\$ 89,843	\$ 170,967	\$ 592,679	\$ 110,000	\$ 963,488	\$ 122,100	\$ 32,000	\$ 154,100	\$ 1,117,588
	Marketing	\$ 60,440	\$ 16,606	\$ 416,797	\$ 59,100	\$ 552,942	\$ 82,140	\$ 18,000	\$ 100,140	\$ 653,082
	EM&V	\$ 81,675	\$ 49,164	\$ 694,661	\$ 98,500	\$ 924,001	\$ 111,000	\$ 24,000	\$ 135,000	\$ 1,059,001
	Total	\$ 1,633,500	\$ 932,099	\$ 13,893,226	\$ 1,963,943	\$ 18,422,768	\$ 2,220,000	\$ 539,972	\$ 2,759,972	\$ 21,182,740
Municipal	Internal Admin	\$ 4,972	\$ 15,936	\$ 16,619	\$ 11,000	\$ 48,527	\$ -	\$ -	\$ -	\$ 48,527
	External Admin	\$ 355	\$ 6,093	\$ 1,406	\$ -	\$ 7,854	\$ -	\$ -	\$ -	\$ 7,854
	Rebate/Services	\$ 147,040	\$ 140,940	\$ 1,257,756	\$ 175,000	\$ 1,720,736	\$ -	\$ -	\$ -	\$ 1,720,736
	Implementation Services	\$ 9,767	\$ 22,407	\$ 62,033	\$ 12,720	\$ 106,927	\$ -	\$ -	\$ -	\$ 106,927
	Marketing	\$ 6,571	\$ 16,606	\$ 43,624	\$ 6,480	\$ 73,281	\$ -	\$ -	\$ -	\$ 73,281
	EM&V	\$ 8,879	\$ 10,000	\$ 72,707	\$ 10,800	\$ 102,386	\$ -	\$ -	\$ -	\$ 102,386
	Total	\$ 177,584	\$ 211,982	\$ 1,454,145	\$ 216,000	\$ 2,059,711	\$ -	\$ -	\$ -	\$ 2,059,711
Other*	Internal Admin	\$ 5,548	\$ 8,129	\$ 41,475	\$ 7,500	\$ 62,653	\$ 1,792	\$ 2,000	\$ 3,792	\$ 66,445
	External Admin	\$ 296	\$ -	\$ 3,508	\$ 4,000	\$ 7,804	\$ 128	\$ 4,000	\$ 4,128	\$ 11,932
	Rebate/Services	\$ 125,904	\$ 25,000	\$ 3,967,578	\$ 205,500	\$ 4,323,982	\$ 52,992	\$ -	\$ 52,992	\$ 4,376,974
	Implementation Services	\$ 10,899	\$ 16,586	\$ 154,815	\$ 35,419	\$ 217,718	\$ 3,520	\$ 12,000	\$ 15,520	\$ 233,238
	Marketing	\$ 2,116	\$ 7,703	\$ 108,872	\$ 10,000	\$ 128,691	\$ 2,368	\$ -	\$ 2,368	\$ 131,059
	EM&V	\$ 53,397	\$ 14,000	\$ 181,454	\$ 30,710	\$ 279,561	\$ 3,200	\$ -	\$ 3,200	\$ 282,761
	Total	\$ 198,160	\$ 71,418	\$ 4,457,701	\$ 293,130	\$ 5,020,409	\$ 64,000	\$ 18,000	\$ 82,000	\$ 5,102,409

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ENERGY EFFICIENCY PROGRAM - 2021 UTILITY BUDGETS BY ACTIVITY
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 111,764	\$ 167,490	\$ 419,592	\$ 218,500	\$ 917,347	\$ 131,572	\$ 113,000	\$ 244,572	\$ 1,161,919
	External Admin	\$ 7,883	\$ 30,463	\$ 35,487	\$ 15,768	\$ 89,601	\$ 9,398	\$ 12,000	\$ 21,398	\$ 110,999
	Rebate/Services	\$ 3,266,859	\$ 1,266,235	\$ 32,584,673	\$ 3,820,355	\$ 40,938,122	\$ 3,890,772	\$ 1,074,622	\$ 4,965,394	\$ 45,903,516
	Implementation Services	\$ 219,537	\$ 373,458	\$ 1,566,224	\$ 308,139	\$ 2,467,358	\$ 258,445	\$ 84,000	\$ 342,445	\$ 2,809,803
	Marketing	\$ 142,473	\$ 57,520	\$ 1,101,435	\$ 143,980	\$ 1,445,408	\$ 173,863	\$ 30,000	\$ 203,863	\$ 1,649,271
	EM&V	\$ 243,068	\$ 122,327	\$ 1,835,725	\$ 254,010	\$ 2,455,131	\$ 234,950	\$ 65,035	\$ 299,985	\$ 2,755,116
	Total	\$ 3,991,584	\$ 2,017,493	\$ 37,543,137	\$ 4,760,753	\$ 48,312,967	\$ 4,699,000	\$ 1,378,657	\$ 6,077,657	\$ 54,390,624
Total C&I and Municipal %	Internal Admin	2.8%	8.3%	1.1%	4.6%	1.9%	2.8%	8.2%	4.0%	2.1%
	External Admin	0.2%	1.5%	0.1%	0.3%	0.2%	0.2%	0.9%	0.4%	0.2%
	Rebate/Services	81.8%	62.8%	86.8%	80.2%	84.7%	82.8%	77.9%	81.7%	84.4%
	Implementation Services	5.5%	18.5%	4.2%	6.5%	5.1%	5.5%	6.1%	5.6%	5.2%
	Marketing	3.6%	2.9%	2.9%	3.0%	3.0%	3.7%	2.2%	3.4%	3.0%
	EM&V	6.1%	6.1%	4.9%	5.3%	5.1%	5.0%	4.7%	4.9%	5.1%
	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	\$ 198,010	\$ 419,502	\$ 815,845	\$ 468,284	\$ 1,901,641	\$ 273,354	\$ 221,000	\$ 494,354	\$ 2,395,995
	External Admin	\$ 13,968	\$ 100,000	\$ 69,000	\$ 48,281	\$ 231,248	\$ 19,525	\$ 35,900	\$ 55,425	\$ 286,674
	Rebate/Services	\$ 5,785,930	\$ 3,699,795	\$ 59,605,233	\$ 7,402,781	\$ 76,493,739	\$ 8,083,475	\$ 2,523,577	\$ 10,607,053	\$ 87,100,792
	Implementation Services	\$ 388,948	\$ 865,770	\$ 3,172,816	\$ 654,488	\$ 5,082,022	\$ 536,946	\$ 163,887	\$ 700,833	\$ 5,782,855
	Marketing	\$ 255,040	\$ 164,857	\$ 2,136,434	\$ 295,095	\$ 2,851,425	\$ 361,218	\$ 89,000	\$ 450,218	\$ 3,301,643
	EM&V	\$ 429,885	\$ 272,764	\$ 3,401,396	\$ 492,572	\$ 4,596,617	\$ 488,133	\$ 152,785	\$ 640,918	\$ 5,237,535
	Total	\$ 7,071,780	\$ 5,522,689	\$ 69,200,723	\$ 9,361,500	\$ 91,156,693	\$ 9,762,651	\$ 3,186,150	\$ 12,948,801	\$ 104,105,492
Grand Total % (Residential, C&I and Municipal)	Internal Admin	2.8%	7.6%	1.2%	5.0%	2.1%	2.8%	6.9%	3.8%	2.3%
	External Admin	0.2%	1.8%	0.1%	0.5%	0.3%	0.2%	1.1%	0.4%	0.3%
	Rebate/Services	81.8%	67.0%	86.1%	79.1%	83.9%	82.8%	79.2%	81.9%	83.7%
	Implementation Services	5.5%	15.7%	4.6%	7.0%	5.6%	5.5%	5.1%	5.4%	5.6%
	Marketing	3.6%	3.0%	3.1%	3.2%	3.1%	3.7%	2.8%	3.5%	3.2%
	EM&V	6.1%	4.9%	4.9%	5.3%	5.0%	5.0%	4.8%	4.9%	5.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ENERGY EFFICIENCY PROGRAM - 2022 UTILITY BUDGETS BY ACTIVITY
Residential Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas		
Home Energy Assistance	Internal Admin	\$ 46,075	\$ 55,763	\$ 217,484	\$ 105,000	\$ 424,322	\$ 54,169	\$ 45,000	\$ 99,169	\$ 523,492
	External Admin	\$ 2,973	\$ 15,232	\$ 18,394	\$ 18,000	\$ 54,598	\$ 3,495	\$ 11,000	\$ 14,495	\$ 69,093
	Rebate/Services	\$ 1,221,735	\$ 817,778	\$ 12,085,573	\$ 1,535,152	\$ 15,660,239	\$ 1,436,360	\$ 488,021	\$ 1,924,381	\$ 17,584,619
	Implementation Services	\$ 86,205	\$ 114,644	\$ 1,035,136	\$ 132,500	\$ 1,368,485	\$ 101,349	\$ 16,000	\$ 117,349	\$ 1,485,834
	Marketing	\$ 54,993	\$ 24,372	\$ 430,845	\$ 67,000	\$ 577,210	\$ 64,654	\$ 20,000	\$ 84,654	\$ 661,864
	EM&V	\$ 74,315	\$ 37,915	\$ 574,072	\$ 105,000	\$ 791,302	\$ 87,370	\$ 30,000	\$ 117,370	\$ 908,672
	Total	\$ 1,486,296	\$ 1,065,704	\$ 14,361,504	\$ 1,962,652	\$ 18,876,156	\$ 1,747,396	\$ 610,021	\$ 2,357,417	\$ 21,233,574
HP w/EnergyStar®	Internal Admin	\$ 21,359	\$ 55,763	\$ 107,337	\$ 65,100	\$ 249,559	\$ 31,948	\$ 21,000	\$ 52,948	\$ 302,507
	External Admin	\$ 1,378	\$ 15,232	\$ 9,078	\$ 6,300	\$ 31,988	\$ 2,061	\$ 8,400	\$ 10,461	\$ 42,449
	Rebate/Services	\$ 566,358	\$ 539,603	\$ 6,014,658	\$ 699,496	\$ 7,820,115	\$ 847,133	\$ 286,985	\$ 1,134,118	\$ 8,954,232
	Implementation Services	\$ 39,962	\$ 114,644	\$ 510,880	\$ 110,250	\$ 775,736	\$ 59,773	\$ 20,979	\$ 80,752	\$ 856,488
	Marketing	\$ 25,493	\$ 24,372	\$ 212,645	\$ 27,422	\$ 289,932	\$ 38,131	\$ 8,715	\$ 46,846	\$ 336,779
	EM&V	\$ 34,450	\$ 37,915	\$ 283,527	\$ 45,704	\$ 401,595	\$ 51,529	\$ 17,483	\$ 69,011	\$ 470,606
	Total	\$ 689,000	\$ 787,529	\$ 7,138,124	\$ 954,272	\$ 9,568,925	\$ 1,030,575	\$ 363,562	\$ 1,394,137	\$ 10,963,061
EnergyStar® Homes	Internal Admin	\$ 12,865	\$ 47,812	\$ 30,145	\$ 20,063	\$ 110,884	\$ 22,282	\$ 19,950	\$ 42,232	\$ 153,116
	External Admin	\$ 830	\$ 14,609	\$ 2,550	\$ 6,300	\$ 24,289	\$ 1,438	\$ 2,520	\$ 3,958	\$ 28,246
	Rebate/Services	\$ 341,130	\$ 260,450	\$ 1,675,149	\$ 232,400	\$ 2,509,128	\$ 590,821	\$ 240,045	\$ 830,865	\$ 3,339,994
	Implementation Services	\$ 24,070	\$ 103,202	\$ 143,477	\$ 31,500	\$ 302,250	\$ 41,688	\$ 17,220	\$ 58,908	\$ 361,158
	Marketing	\$ 15,355	\$ 24,372	\$ 59,720	\$ 12,600	\$ 112,047	\$ 26,594	\$ 8,610	\$ 35,204	\$ 147,251
	EM&V	\$ 20,750	\$ 37,915	\$ 79,627	\$ 15,750	\$ 154,041	\$ 35,938	\$ 11,550	\$ 47,488	\$ 201,529
	Total	\$ 415,000	\$ 488,359	\$ 1,990,667	\$ 318,613	\$ 3,212,639	\$ 718,760	\$ 299,895	\$ 1,018,655	\$ 4,231,294
Energy Star® Products	Internal Admin	\$ 13,423	\$ 96,739	\$ 96,291	\$ 56,784	\$ 263,238	\$ 31,948	\$ 26,250	\$ 58,198	\$ 321,435
	External Admin	\$ 866	\$ 24,464	\$ 8,144	\$ 975	\$ 34,449	\$ 2,061	\$ 1,575	\$ 3,636	\$ 38,085
	Rebate/Services	\$ 355,926	\$ 681,621	\$ 5,350,870	\$ 997,077	\$ 7,385,495	\$ 847,133	\$ 552,959	\$ 1,400,091	\$ 8,785,586
	Implementation Services	\$ 25,114	\$ 172,335	\$ 458,305	\$ 54,214	\$ 709,968	\$ 59,773	\$ 19,432	\$ 79,206	\$ 789,174
	Marketing	\$ 16,021	\$ 31,500	\$ 243,769	\$ 39,060	\$ 330,350	\$ 38,131	\$ 26,250	\$ 64,381	\$ 394,731
	EM&V	\$ 21,650	\$ 37,915	\$ 256,557	\$ 65,100	\$ 381,222	\$ 51,529	\$ 31,500	\$ 83,029	\$ 464,251
	Total	\$ 433,000	\$ 1,044,574	\$ 6,413,936	\$ 1,213,211	\$ 9,104,721	\$ 1,030,575	\$ 657,966	\$ 1,688,541	\$ 10,793,262

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NHSAVES ENERGY EFFICIENCY PROGRAM - 2022 UTILITY BUDGETS BY ACTIVITY
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas		
Other*	Internal Admin	\$ 7,511	\$ 8,536	\$ 4,434	\$ 19,076	\$ 39,556	\$ 24,324	\$ 2,000	\$ 26,324	\$ 65,881
	External Admin	\$ 405	\$ -	\$ 375	\$ 4,813	\$ 5,593	\$ 1,569	\$ 2,100	\$ 3,669	\$ 9,262
	Rebate/Services	\$ 166,291	\$ 25,000	\$ 549,139	\$ 189,020	\$ 929,449	\$ 644,981	\$ 50,000	\$ 694,981	\$ 1,624,430
	Implementation Services	\$ 14,053	\$ 12,171	\$ 21,102	\$ 36,095	\$ 83,421	\$ 45,510	\$ 10,250	\$ 55,760	\$ 139,181
	Marketing	\$ 7,485	\$ 8,088	\$ 8,783	\$ 22,561	\$ 46,917	\$ 29,032	\$ -	\$ 29,032	\$ 75,949
	EM&V	\$ 46,546	\$ 6,000	\$ 11,711	\$ 25,654	\$ 89,911	\$ 39,232	\$ 3,261	\$ 42,494	\$ 132,404
	Total	\$ 242,290	\$ 59,794	\$ 595,544	\$ 297,219	\$ 1,194,848	\$ 784,648	\$ 67,611	\$ 852,259	\$ 2,047,107
Total Residential	Internal Admin	\$ 101,233	\$ 264,613	\$ 455,690	\$ 266,023	\$ 1,087,559	\$ 164,671	\$ 114,200	\$ 278,871	\$ 1,366,430
	External Admin	\$ 6,451	\$ 69,537	\$ 38,540	\$ 36,388	\$ 150,916	\$ 10,624	\$ 25,595	\$ 36,219	\$ 187,135
	Rebate/Services	\$ 2,651,440	\$ 2,324,452	\$ 25,675,389	\$ 3,653,145	\$ 34,304,425	\$ 4,366,426	\$ 1,618,010	\$ 5,984,436	\$ 40,288,861
	Implementation Services	\$ 189,404	\$ 516,997	\$ 2,168,899	\$ 364,560	\$ 3,239,860	\$ 308,093	\$ 83,881	\$ 391,975	\$ 3,631,834
	Marketing	\$ 119,347	\$ 112,704	\$ 955,762	\$ 168,643	\$ 1,356,457	\$ 196,542	\$ 63,575	\$ 260,117	\$ 1,616,575
	EM&V	\$ 197,711	\$ 157,659	\$ 1,205,494	\$ 257,207	\$ 1,818,071	\$ 265,598	\$ 93,794	\$ 359,391	\$ 2,177,463
	Total	\$ 3,265,586	\$ 3,445,961	\$ 30,499,775	\$ 4,745,967	\$ 41,957,289	\$ 5,311,954	\$ 1,999,055	\$ 7,311,009	\$ 49,268,298
Total %	Internal Admin	3.1%	7.7%	1.5%	5.6%	2.6%	3.1%	5.7%	3.8%	2.8%
	External Admin	0.2%	2.0%	0.1%	0.8%	0.4%	0.2%	1.3%	0.5%	0.4%
	Rebate/Services	81.2%	67.5%	84.2%	77.0%	81.8%	82.2%	80.9%	81.9%	81.8%
	Implementation Services	5.8%	15.0%	7.1%	7.7%	7.7%	5.8%	4.2%	5.4%	7.4%
	Marketing	3.7%	3.3%	3.1%	3.6%	3.2%	3.7%	3.2%	3.6%	3.3%
	EM&V	6.1%	4.6%	4.0%	5.4%	4.3%	5.0%	4.7%	4.9%	4.4%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

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NHSAVES ENERGY EFFICIENCY PROGRAM - 2022 UTILITY BUDGETS BY ACTIVITY
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 63,085	\$ 72,509	\$ 225,370	\$ 105,000	\$ 465,964	\$ 79,132	\$ 70,000	\$ 149,132	\$ 615,096
	External Admin	\$ 4,070	\$ 12,185	\$ 19,061	\$ 60,000	\$ 95,316	\$ 5,105	\$ 4,410	\$ 9,515	\$ 104,831
	Rebate/Services	\$ 1,672,770	\$ 511,061	\$ 16,278,457	\$ 2,039,830	\$ 20,502,118	\$ 2,098,282	\$ 772,145	\$ 2,870,427	\$ 23,372,545
	Implementation Services	\$ 118,030	\$ 171,743	\$ 987,549	\$ 157,500	\$ 1,434,822	\$ 148,054	\$ 42,000	\$ 190,054	\$ 1,624,876
	Marketing	\$ 75,295	\$ 17,436	\$ 564,853	\$ 71,820	\$ 729,404	\$ 94,448	\$ 12,600	\$ 107,048	\$ 836,452
	EM&V	\$ 101,750	\$ 51,621	\$ 753,137	\$ 119,700	\$ 1,026,208	\$ 127,633	\$ 43,087	\$ 170,720	\$ 1,196,928
	Total	\$ 2,035,000	\$ 836,555	\$ 18,828,426	\$ 2,553,850	\$ 24,253,832	\$ 2,552,655	\$ 944,242	\$ 3,496,897	\$ 27,750,729
Small Business Energy Solutions	Internal Admin	\$ 52,359	\$ 78,087	\$ 175,067	\$ 105,000	\$ 410,513	\$ 72,743	\$ 45,150	\$ 117,893	\$ 528,405
	External Admin	\$ 3,378	\$ 12,185	\$ 14,806	\$ 1,857	\$ 32,226	\$ 4,693	\$ 3,990	\$ 8,683	\$ 40,909
	Rebate/Services	\$ 1,388,358	\$ 634,249	\$ 12,645,063	\$ 1,576,849	\$ 16,244,519	\$ 1,928,856	\$ 489,465	\$ 2,418,321	\$ 18,662,840
	Implementation Services	\$ 97,962	\$ 179,594	\$ 767,126	\$ 115,500	\$ 1,160,182	\$ 136,099	\$ 33,600	\$ 169,699	\$ 1,329,881
	Marketing	\$ 62,493	\$ 17,436	\$ 438,776	\$ 62,055	\$ 580,760	\$ 86,822	\$ 18,900	\$ 105,722	\$ 686,482
	EM&V	\$ 84,450	\$ 51,622	\$ 585,035	\$ 103,425	\$ 824,532	\$ 117,327	\$ 25,200	\$ 142,527	\$ 967,059
	Total	\$ 1,689,000	\$ 973,173	\$ 14,625,872	\$ 1,964,686	\$ 19,252,731	\$ 2,346,540	\$ 616,305	\$ 2,962,845	\$ 22,215,577
Municipal	Internal Admin	\$ 5,505	\$ 16,733	\$ 17,428	\$ 11,550	\$ 51,216	\$ -	\$ -	\$ -	\$ 51,216
	External Admin	\$ 355	\$ 6,093	\$ 1,474	\$ -	\$ 7,922	\$ -	\$ -	\$ -	\$ 7,922
	Rebate/Services	\$ 145,974	\$ 140,940	\$ 1,258,842	\$ 170,000	\$ 1,715,756	\$ -	\$ -	\$ -	\$ 1,715,756
	Implementation Services	\$ 10,300	\$ 23,554	\$ 76,369	\$ 16,436	\$ 126,659	\$ -	\$ -	\$ -	\$ 126,659
	Marketing	\$ 6,571	\$ 17,436	\$ 43,681	\$ 6,674	\$ 74,362	\$ -	\$ -	\$ -	\$ 74,362
	EM&V	\$ 8,879	\$ 10,500	\$ 58,241	\$ 11,340	\$ 88,961	\$ -	\$ -	\$ -	\$ 88,961
	Total	\$ 177,584	\$ 215,256	\$ 1,456,036	\$ 216,000	\$ 2,064,876	\$ -	\$ -	\$ -	\$ 2,064,876
Other*	Internal Admin	\$ 8,194	\$ 8,536	\$ 64,666	\$ 7,875	\$ 89,270	\$ 2,097	\$ -	\$ 2,097	\$ 91,367
	External Admin	\$ 423	\$ -	\$ 5,469	\$ 4,200	\$ 10,092	\$ 135	\$ 3,000	\$ 3,135	\$ 13,227
	Rebate/Services	\$ 178,937	\$ 25,000	\$ 5,667,309	\$ 205,500	\$ 6,076,745	\$ 55,607	\$ 6,000	\$ 61,607	\$ 6,138,352
	Implementation Services	\$ 15,171	\$ 17,171	\$ 283,359	\$ 37,190	\$ 352,891	\$ 3,924	\$ 12,600	\$ 16,524	\$ 369,414
	Marketing	\$ 2,570	\$ 8,088	\$ 162,074	\$ 18,500	\$ 191,232	\$ 2,503	\$ -	\$ 2,503	\$ 193,735
	EM&V	\$ 59,016	\$ 14,000	\$ 216,099	\$ 31,310	\$ 320,425	\$ 3,382	\$ -	\$ 3,382	\$ 323,807
	Total	\$ 264,310	\$ 72,794	\$ 6,398,974	\$ 304,575	\$ 7,040,654	\$ 67,648	\$ 21,600	\$ 89,248	\$ 7,129,902

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

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NHSAVES ENERGY EFFICIENCY PROGRAM - 2022 UTILITY BUDGETS BY ACTIVITY
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 129,143	\$ 175,864	\$ 482,531	\$ 229,425	\$ 1,016,963	\$ 153,972	\$ 115,150	\$ 269,122	\$ 1,286,085
	External Admin	\$ 8,226	\$ 30,463	\$ 40,810	\$ 66,057	\$ 145,555	\$ 9,934	\$ 11,400	\$ 21,334	\$ 166,889
	Rebate/Services	\$ 3,386,039	\$ 1,311,250	\$ 35,849,670	\$ 3,992,180	\$ 44,539,138	\$ 4,082,745	\$ 1,267,610	\$ 5,350,355	\$ 49,889,493
	Implementation Services	\$ 241,463	\$ 392,062	\$ 2,114,402	\$ 326,626	\$ 3,074,553	\$ 288,077	\$ 88,200	\$ 376,277	\$ 3,450,830
	Marketing	\$ 146,929	\$ 60,396	\$ 1,209,384	\$ 159,049	\$ 1,575,758	\$ 183,773	\$ 31,500	\$ 215,273	\$ 1,791,031
	EM&V	\$ 254,095	\$ 127,744	\$ 1,612,512	\$ 265,775	\$ 2,260,126	\$ 248,342	\$ 68,287	\$ 316,629	\$ 2,576,755
	Total	\$ 4,165,894	\$ 2,097,778	\$ 41,309,309	\$ 5,039,112	\$ 52,612,093	\$ 4,966,843	\$ 1,582,147	\$ 6,548,990	\$ 59,161,083
Total C&I and Municipal %	Internal Admin	3.1%	8.4%	1.2%	4.6%	1.9%	3.1%	7.3%	4.1%	2.2%
	External Admin	0.2%	1.5%	0.1%	1.3%	0.3%	0.2%	0.7%	0.3%	0.3%
	Rebate/Services	81.3%	62.5%	86.8%	79.2%	84.7%	82.2%	80.1%	81.7%	84.3%
	Implementation Services	5.8%	18.7%	5.1%	6.5%	5.8%	5.8%	5.6%	5.7%	5.8%
	Marketing	3.5%	2.9%	2.9%	3.2%	3.0%	3.7%	2.0%	3.3%	3.0%
	EM&V	6.1%	6.1%	3.9%	5.3%	4.3%	5.0%	4.3%	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	\$ 230,376	\$ 440,477	\$ 938,221	\$ 495,448	\$ 2,104,523	\$ 318,643	\$ 229,350	\$ 547,993	\$ 2,652,515
	External Admin	\$ 14,677	\$ 100,000	\$ 79,350	\$ 102,445	\$ 296,472	\$ 20,558	\$ 36,995	\$ 57,553	\$ 354,024
	Rebate/Services	\$ 6,037,479	\$ 3,635,701	\$ 61,525,058	\$ 7,645,325	\$ 78,843,563	\$ 8,449,171	\$ 2,885,620	\$ 11,334,791	\$ 90,178,354
	Implementation Services	\$ 430,867	\$ 909,058	\$ 4,283,301	\$ 691,186	\$ 6,314,413	\$ 596,170	\$ 172,081	\$ 768,252	\$ 7,082,664
	Marketing	\$ 266,276	\$ 173,100	\$ 2,165,146	\$ 327,693	\$ 2,932,215	\$ 380,315	\$ 95,075	\$ 475,390	\$ 3,407,605
	EM&V	\$ 451,806	\$ 285,402	\$ 2,818,006	\$ 522,982	\$ 4,078,197	\$ 513,940	\$ 162,081	\$ 676,021	\$ 4,754,218
	Total	\$ 7,431,480	\$ 5,543,740	\$ 71,809,083	\$ 9,785,079	\$ 94,569,382	\$ 10,278,797	\$ 3,581,202	\$ 13,859,999	\$ 108,429,380
Grand Total % (Residential, C&I and Municipal)	Internal Admin	3.1%	7.9%	1.3%	5.1%	2.2%	3.1%	6.4%	4.0%	2.4%
	External Admin	0.2%	1.8%	0.1%	1.0%	0.3%	0.2%	1.0%	0.4%	0.3%
	Rebate/Services	81.2%	65.6%	85.7%	78.1%	83.4%	82.2%	80.6%	81.8%	83.2%
	Implementation Services	5.8%	16.4%	6.0%	7.1%	6.7%	5.8%	4.8%	5.5%	6.5%
	Marketing	3.6%	3.1%	3.0%	3.3%	3.1%	3.7%	2.7%	3.4%	3.1%
	EM&V	6.1%	5.1%	3.9%	5.3%	4.3%	5.0%	4.5%	4.9%	4.4%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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NHSAVES ENERGY EFFICIENCY PROGRAM - 2023 UTILITY BUDGETS BY ACTIVITY
Residential Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas		
Home Energy Assistance	Internal Admin	\$ 52,775	\$ 58,551	\$ 270,865	\$ 110,000	\$ 492,191	\$ 62,583	\$ 50,000	\$ 112,583	\$ 604,774
	External Admin	\$ 3,104	\$ 15,232	\$ 22,908	\$ 25,000	\$ 66,245	\$ 3,681	\$ 13,000	\$ 16,681	\$ 82,926
	Rebate/Services	\$ 1,266,604	\$ 856,167	\$ 13,080,448	\$ 1,666,941	\$ 16,870,160	\$ 1,501,991	\$ 503,195	\$ 2,005,186	\$ 18,875,345
	Implementation Services	\$ 94,685	\$ 120,377	\$ 1,513,417	\$ 140,000	\$ 1,868,479	\$ 112,281	\$ 20,000	\$ 132,281	\$ 2,000,760
	Marketing	\$ 57,432	\$ 25,591	\$ 475,117	\$ 63,000	\$ 621,139	\$ 68,105	\$ 20,000	\$ 88,105	\$ 709,244
	EM&V	\$ 77,611	\$ 39,810	\$ 474,465	\$ 105,000	\$ 696,886	\$ 92,034	\$ 32,000	\$ 124,034	\$ 820,919
	Total	\$ 1,552,211	\$ 1,115,728	\$ 15,837,220	\$ 2,109,941	\$ 20,615,100	\$ 1,840,675	\$ 638,195	\$ 2,478,870	\$ 23,093,970
HP w/EnergyStar®	Internal Admin	\$ 25,769	\$ 58,551	\$ 123,516	\$ 68,355	\$ 276,191	\$ 37,037	\$ 22,500	\$ 59,537	\$ 335,728
	External Admin	\$ 1,516	\$ 15,232	\$ 10,446	\$ 6,615	\$ 33,809	\$ 2,179	\$ 8,820	\$ 10,999	\$ 44,808
	Rebate/Services	\$ 618,446	\$ 563,083	\$ 6,014,740	\$ 800,428	\$ 7,996,697	\$ 888,883	\$ 318,096	\$ 1,206,980	\$ 9,203,677
	Implementation Services	\$ 46,232	\$ 120,377	\$ 690,129	\$ 115,763	\$ 972,501	\$ 66,448	\$ 22,028	\$ 88,476	\$ 1,060,977
	Marketing	\$ 28,042	\$ 25,591	\$ 216,666	\$ 28,793	\$ 299,093	\$ 40,305	\$ 9,151	\$ 49,456	\$ 348,548
	EM&V	\$ 37,895	\$ 39,810	\$ 216,666	\$ 47,989	\$ 342,360	\$ 54,466	\$ 15,000	\$ 69,466	\$ 411,826
	Total	\$ 757,900	\$ 822,644	\$ 7,272,164	\$ 1,067,943	\$ 9,920,651	\$ 1,089,318	\$ 395,595	\$ 1,484,913	\$ 11,405,564
EnergyStar® Homes	Internal Admin	\$ 14,739	\$ 50,202	\$ 34,688	\$ 21,066	\$ 120,695	\$ 25,831	\$ 20,948	\$ 46,778	\$ 167,474
	External Admin	\$ 867	\$ 14,609	\$ 2,934	\$ 6,615	\$ 25,025	\$ 1,519	\$ 2,646	\$ 4,165	\$ 29,190
	Rebate/Services	\$ 353,736	\$ 273,472	\$ 1,675,149	\$ 244,400	\$ 2,546,757	\$ 619,939	\$ 276,479	\$ 896,418	\$ 3,443,175
	Implementation Services	\$ 26,444	\$ 108,362	\$ 193,816	\$ 33,075	\$ 361,696	\$ 46,343	\$ 18,081	\$ 64,424	\$ 426,121
	Marketing	\$ 16,040	\$ 25,591	\$ 60,849	\$ 13,230	\$ 115,709	\$ 28,110	\$ 9,041	\$ 37,150	\$ 152,860
	EM&V	\$ 21,675	\$ 39,810	\$ 60,849	\$ 16,538	\$ 138,871	\$ 37,986	\$ 15,000	\$ 52,986	\$ 191,857
	Total	\$ 433,500	\$ 512,046	\$ 2,028,284	\$ 334,923	\$ 3,308,753	\$ 759,729	\$ 342,194	\$ 1,101,923	\$ 4,410,677
Energy Star® Products	Internal Admin	\$ 12,716	\$ 101,576	\$ 87,321	\$ 59,624	\$ 261,237	\$ 37,037	\$ 28,150	\$ 65,187	\$ 326,423
	External Admin	\$ 748	\$ 24,464	\$ 7,385	\$ 1,024	\$ 33,621	\$ 2,179	\$ 1,654	\$ 3,832	\$ 37,453
	Rebate/Services	\$ 305,184	\$ 501,187	\$ 4,216,851	\$ 955,092	\$ 5,978,314	\$ 888,883	\$ 609,559	\$ 1,498,443	\$ 7,476,757
	Implementation Services	\$ 22,814	\$ 181,015	\$ 487,893	\$ 38,182	\$ 729,903	\$ 66,448	\$ 20,000	\$ 86,448	\$ 816,352
	Marketing	\$ 13,838	\$ 33,075	\$ 171,563	\$ 29,750	\$ 248,226	\$ 40,305	\$ 27,563	\$ 67,867	\$ 316,093
	EM&V	\$ 18,700	\$ 39,810	\$ 153,743	\$ 45,664	\$ 257,917	\$ 54,466	\$ 33,075	\$ 87,541	\$ 345,458
	Total	\$ 374,000	\$ 881,127	\$ 5,124,755	\$ 1,129,336	\$ 7,509,218	\$ 1,089,318	\$ 720,001	\$ 1,809,318	\$ 9,318,537

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ENERGY EFFICIENCY PROGRAM - 2023 UTILITY BUDGETS BY ACTIVITY
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas		
Other*	Internal Admin	\$ 8,826	\$ 4,629	\$ 7,653	\$ 20,030	\$ 41,138	\$ 27,149	\$ 2,000	\$ 29,149	\$ 70,287
	External Admin	\$ 434	\$ -	\$ 647	\$ 5,054	\$ 6,135	\$ 1,597	\$ 7,205	\$ 8,802	\$ 14,937
	Rebate/Services	\$ 177,096	\$ 25,000	\$ 698,425	\$ 175,700	\$ 1,076,222	\$ 651,579	\$ 50,000	\$ 701,579	\$ 1,777,801
	Implementation Services	\$ 15,836	\$ 12,785	\$ 42,759	\$ 37,900	\$ 109,279	\$ 48,709	\$ 5,500	\$ 54,209	\$ 163,488
	Marketing	\$ 8,030	\$ 8,492	\$ 13,424	\$ 23,689	\$ 53,635	\$ 29,545	\$ -	\$ 29,545	\$ 83,180
	EM&V	\$ 49,377	\$ 6,000	\$ 13,424	\$ 26,936	\$ 95,738	\$ 39,925	\$ 3,500	\$ 43,425	\$ 139,163
	Total	\$ 259,600	\$ 56,906	\$ 776,332	\$ 289,309	\$ 1,382,147	\$ 798,504	\$ 68,205	\$ 866,709	\$ 2,248,856
Total Residential	Internal Admin	\$ 114,825	\$ 273,509	\$ 524,044	\$ 279,074	\$ 1,191,452	\$ 189,636	\$ 123,598	\$ 313,234	\$ 1,504,686
	External Admin	\$ 6,669	\$ 69,537	\$ 44,321	\$ 44,307	\$ 164,835	\$ 11,155	\$ 33,325	\$ 44,480	\$ 209,315
	Rebate/Services	\$ 2,721,067	\$ 2,218,909	\$ 25,685,612	\$ 3,842,562	\$ 34,468,150	\$ 4,551,276	\$ 1,757,329	\$ 6,308,605	\$ 40,776,755
	Implementation Services	\$ 206,010	\$ 542,916	\$ 2,928,014	\$ 364,919	\$ 4,041,859	\$ 340,230	\$ 85,609	\$ 425,839	\$ 4,467,698
	Marketing	\$ 123,382	\$ 118,340	\$ 937,619	\$ 158,462	\$ 1,337,803	\$ 206,369	\$ 65,754	\$ 272,123	\$ 1,609,926
	EM&V	\$ 205,258	\$ 165,240	\$ 919,146	\$ 242,127	\$ 1,531,772	\$ 278,877	\$ 98,575	\$ 377,452	\$ 1,909,224
	Total	\$ 3,377,211	\$ 3,388,451	\$ 31,038,756	\$ 4,931,453	\$ 42,735,870	\$ 5,577,544	\$ 2,164,189	\$ 7,741,733	\$ 50,477,604
Total %	Internal Admin	3.4%	8.1%	1.7%	5.7%	2.8%	3.4%	5.7%	4.0%	3.0%
	External Admin	0.2%	2.1%	0.1%	0.9%	0.4%	0.2%	1.5%	0.6%	0.4%
	Rebate/Services	80.6%	65.5%	82.8%	77.9%	80.7%	81.6%	81.2%	81.5%	80.8%
	Implementation Services	6.1%	16.0%	9.4%	7.4%	9.5%	6.1%	4.0%	5.5%	8.9%
	Marketing	3.7%	3.5%	3.0%	3.2%	3.1%	3.7%	3.0%	3.5%	3.2%
	EM&V	6.1%	4.9%	3.0%	4.9%	3.6%	5.0%	4.6%	4.9%	3.8%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ENERGY EFFICIENCY PROGRAM - 2023 UTILITY BUDGETS BY ACTIVITY
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 73,165	\$ 76,135	\$ 256,199	\$ 110,250	\$ 515,749	\$ 91,737	\$ 74,000	\$ 165,737	\$ 681,486
	External Admin	\$ 4,304	\$ 12,185	\$ 21,668	\$ 63,000	\$ 101,157	\$ 5,396	\$ 4,631	\$ 10,027	\$ 111,184
	Rebate/Services	\$ 1,755,950	\$ 531,614	\$ 18,769,694	\$ 2,505,013	\$ 23,562,271	\$ 2,201,696	\$ 796,148	\$ 2,997,844	\$ 26,560,114
	Implementation Services	\$ 131,266	\$ 180,400	\$ 1,317,881	\$ 165,375	\$ 1,794,921	\$ 164,588	\$ 44,100	\$ 208,688	\$ 2,003,609
	Marketing	\$ 79,620	\$ 18,308	\$ 649,961	\$ 75,411	\$ 823,300	\$ 99,832	\$ 13,230	\$ 113,062	\$ 936,362
	EM&V	\$ 107,595	\$ 54,202	\$ 649,961	\$ 125,685	\$ 937,443	\$ 134,908	\$ 45,241	\$ 180,149	\$ 1,117,592
	Total	\$ 2,151,900	\$ 872,844	\$ 21,665,363	\$ 3,044,734	\$ 27,734,841	\$ 2,698,156	\$ 977,350	\$ 3,675,506	\$ 31,410,347
Small Business Energy Solutions	Internal Admin	\$ 58,511	\$ 81,991	\$ 184,357	\$ 110,250	\$ 435,109	\$ 84,330	\$ 47,408	\$ 131,737	\$ 566,846
	External Admin	\$ 3,442	\$ 12,185	\$ 15,592	\$ 1,950	\$ 33,168	\$ 4,961	\$ 4,190	\$ 9,150	\$ 42,318
	Rebate/Services	\$ 1,404,254	\$ 660,961	\$ 13,506,409	\$ 1,631,921	\$ 17,203,545	\$ 2,023,919	\$ 512,449	\$ 2,536,368	\$ 19,739,913
	Implementation Services	\$ 104,975	\$ 188,653	\$ 948,328	\$ 121,275	\$ 1,363,231	\$ 151,298	\$ 35,280	\$ 186,578	\$ 1,549,809
	Marketing	\$ 63,673	\$ 18,308	\$ 467,703	\$ 65,158	\$ 614,842	\$ 91,771	\$ 19,845	\$ 111,616	\$ 726,458
	EM&V	\$ 86,045	\$ 54,204	\$ 467,703	\$ 108,596	\$ 716,548	\$ 124,015	\$ 26,460	\$ 150,475	\$ 867,023
	Total	\$ 1,720,900	\$ 1,016,302	\$ 15,590,092	\$ 2,039,149	\$ 20,366,443	\$ 2,480,293	\$ 645,631	\$ 3,125,924	\$ 23,492,367
Municipal	Internal Admin	\$ 6,038	\$ 17,570	\$ 17,152	\$ 12,000	\$ 52,760	\$ -	\$ -	\$ -	\$ 52,760
	External Admin	\$ 355	\$ 6,093	\$ 1,451	\$ -	\$ 7,899	\$ -	\$ -	\$ -	\$ 7,899
	Rebate/Services	\$ 144,909	\$ 140,940	\$ 1,256,592	\$ 165,000	\$ 1,707,441	\$ -	\$ -	\$ -	\$ 1,707,441
	Implementation Services	\$ 10,833	\$ 24,758	\$ 88,229	\$ 20,000	\$ 143,820	\$ -	\$ -	\$ -	\$ 143,820
	Marketing	\$ 6,571	\$ 18,308	\$ 43,514	\$ 7,100	\$ 75,492	\$ -	\$ -	\$ -	\$ 75,492
	EM&V	\$ 8,879	\$ 11,025	\$ 43,514	\$ 11,900	\$ 75,318	\$ -	\$ -	\$ -	\$ 75,318
	Total	\$ 177,584	\$ 218,694	\$ 1,450,451	\$ 216,000	\$ 2,062,729	\$ -	\$ -	\$ -	\$ 2,062,729
Other*	Internal Admin	\$ 11,338	\$ 8,963	\$ 97,202	\$ 8,269	\$ 125,772	\$ 2,431	\$ 3,000	\$ 5,431	\$ 131,203
	External Admin	\$ 554	\$ -	\$ 8,221	\$ 6,612	\$ 15,387	\$ 143	\$ -	\$ 143	\$ 15,530
	Rebate/Services	\$ 233,256	\$ 25,000	\$ 8,344,385	\$ 205,500	\$ 8,808,141	\$ 58,347	\$ 6,000	\$ 64,347	\$ 8,872,489
	Implementation Services	\$ 20,341	\$ 17,785	\$ 500,005	\$ 39,563	\$ 577,693	\$ 4,362	\$ 14,000	\$ 18,362	\$ 596,055
	Marketing	\$ 3,050	\$ 8,492	\$ 246,596	\$ 19,425	\$ 277,563	\$ 2,646	\$ -	\$ 2,646	\$ 280,208
	EM&V	\$ 64,921	\$ 14,000	\$ 246,596	\$ 32,876	\$ 358,392	\$ 3,575	\$ -	\$ 3,575	\$ 361,967
	Total	\$ 333,460	\$ 74,240	\$ 9,443,004	\$ 312,244	\$ 10,162,947	\$ 71,504	\$ 23,000	\$ 94,504	\$ 10,257,451

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ENERGY EFFICIENCY PROGRAM - 2023 UTILITY BUDGETS BY ACTIVITY
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 149,051	\$ 184,659	\$ 554,911	\$ 240,769	\$ 1,129,389	\$ 178,498	\$ 124,408	\$ 302,906	\$ 1,432,295
	External Admin	\$ 8,655	\$ 30,463	\$ 46,932	\$ 71,562	\$ 157,611	\$ 10,500	\$ 8,820	\$ 19,320	\$ 176,931
	Rebate/Services	\$ 3,538,370	\$ 1,358,515	\$ 41,877,079	\$ 4,507,434	\$ 51,281,398	\$ 4,283,962	\$ 1,314,597	\$ 5,598,559	\$ 56,879,957
	Implementation Services	\$ 267,414	\$ 411,596	\$ 2,854,443	\$ 346,213	\$ 3,879,666	\$ 320,247	\$ 93,380	\$ 413,627	\$ 4,293,293
	Marketing	\$ 152,914	\$ 63,416	\$ 1,407,773	\$ 167,094	\$ 1,791,197	\$ 194,248	\$ 33,075	\$ 227,323	\$ 2,018,520
	EM&V	\$ 267,440	\$ 133,431	\$ 1,407,773	\$ 279,057	\$ 2,087,700	\$ 262,498	\$ 71,701	\$ 334,199	\$ 2,421,899
	Total	\$ 4,383,844	\$ 2,182,080	\$ 48,148,910	\$ 5,612,127	\$ 60,326,961	\$ 5,249,953	\$ 1,645,981	\$ 6,895,934	\$ 67,222,895
Total C&I and Municipal %	Internal Admin	3.4%	8.5%	1.2%	4.3%	1.9%	3.4%	7.6%	4.4%	2.1%
	External Admin	0.2%	1.4%	0.1%	1.3%	0.3%	0.2%	0.5%	0.3%	0.3%
	Rebate/Services	80.7%	62.3%	87.0%	80.3%	85.0%	81.6%	79.9%	81.2%	84.6%
	Implementation Services	6.1%	18.9%	5.9%	6.2%	6.4%	6.1%	5.7%	6.0%	6.4%
	Marketing	3.5%	2.9%	2.9%	3.0%	3.0%	3.7%	2.0%	3.3%	3.0%
	EM&V	6.1%	6.1%	2.9%	5.0%	3.5%	5.0%	4.4%	4.8%	3.6%
	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	\$ 263,876	\$ 458,168	\$ 1,078,954	\$ 519,843	\$ 2,320,841	\$ 368,135	\$ 248,005	\$ 616,140	\$ 2,936,981
	External Admin	\$ 15,324	\$ 100,000	\$ 91,253	\$ 115,869	\$ 322,446	\$ 21,655	\$ 42,145	\$ 63,800	\$ 386,245
	Rebate/Services	\$ 6,259,437	\$ 3,577,424	\$ 67,562,691	\$ 8,349,995	\$ 85,749,548	\$ 8,835,237	\$ 3,071,927	\$ 11,907,164	\$ 97,656,712
	Implementation Services	\$ 473,424	\$ 954,512	\$ 5,782,457	\$ 711,132	\$ 7,921,525	\$ 660,477	\$ 178,989	\$ 839,466	\$ 8,760,991
	Marketing	\$ 276,296	\$ 181,756	\$ 2,345,391	\$ 325,556	\$ 3,129,000	\$ 400,617	\$ 98,829	\$ 499,446	\$ 3,628,446
	EM&V	\$ 472,698	\$ 298,671	\$ 2,326,919	\$ 521,184	\$ 3,619,472	\$ 541,375	\$ 170,276	\$ 711,651	\$ 4,331,123
	Total	\$ 7,761,055	\$ 5,570,531	\$ 79,187,665	\$ 10,543,580	\$ 103,062,831	\$ 10,827,497	\$ 3,810,170	\$ 14,637,667	\$ 117,700,497
Grand Total % (Residential, C&I and Municipal)	Internal Admin	3.4%	8.2%	1.4%	4.9%	2.3%	3.4%	6.5%	4.2%	2.5%
	External Admin	0.2%	1.8%	0.1%	1.1%	0.3%	0.2%	1.1%	0.4%	0.3%
	Rebate/Services	80.7%	64.2%	85.3%	79.2%	83.2%	81.6%	80.6%	81.3%	83.0%
	Implementation Services	6.1%	17.1%	7.3%	6.7%	7.7%	6.1%	4.7%	5.7%	7.4%
	Marketing	3.6%	3.3%	3.0%	3.1%	3.0%	3.7%	2.6%	3.4%	3.1%
	EM&V	6.1%	5.4%	2.9%	4.9%	3.5%	5.0%	4.5%	4.9%	3.7%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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NHSAVES ENERGY EFFICIENCY PROGRAM - 2021-2023 UTILITY BUDGETS BY ACTIVITY
Residential Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas		
Home Energy Assistance	Internal Admin	\$ 138,452	\$ 167,422	\$ 664,008	\$ 315,000	\$ 1,284,882	\$ 163,222	\$ 137,000	\$ 300,222	\$ 1,585,105
	External Admin	\$ 8,906	\$ 45,696	\$ 56,158	\$ 58,000	\$ 168,760	\$ 10,495	\$ 34,000	\$ 44,495	\$ 213,256
	Rebate/Services	\$ 3,659,426	\$ 2,455,162	\$ 36,996,485	\$ 4,701,868	\$ 47,812,940	\$ 4,312,541	\$ 1,421,577	\$ 5,734,119	\$ 53,547,059
	Implementation Services	\$ 258,680	\$ 344,207	\$ 3,260,758	\$ 397,500	\$ 4,261,144	\$ 304,911	\$ 51,000	\$ 355,911	\$ 4,617,055
	Marketing	\$ 164,756	\$ 73,175	\$ 1,321,157	\$ 186,790	\$ 1,745,877	\$ 194,166	\$ 57,500	\$ 251,666	\$ 1,997,543
	EM&V	\$ 222,643	\$ 113,834	\$ 1,739,990	\$ 304,650	\$ 2,381,117	\$ 262,386	\$ 89,100	\$ 351,486	\$ 2,732,603
	Total	\$ 4,452,863	\$ 3,199,494	\$ 44,038,556	\$ 5,963,808	\$ 57,654,721	\$ 5,247,722	\$ 1,790,177	\$ 7,037,899	\$ 64,692,620
HP w/EnergyStar®	Internal Admin	\$ 63,368	\$ 167,422	\$ 319,417	\$ 195,455	\$ 745,661	\$ 96,285	\$ 63,500	\$ 159,785	\$ 905,446
	External Admin	\$ 4,054	\$ 45,696	\$ 27,015	\$ 18,915	\$ 95,679	\$ 6,190	\$ 25,220	\$ 31,410	\$ 127,089
	Rebate/Services	\$ 1,665,044	\$ 1,619,927	\$ 18,044,011	\$ 2,127,874	\$ 23,456,856	\$ 2,543,316	\$ 865,732	\$ 3,409,048	\$ 26,865,904
	Implementation Services	\$ 118,094	\$ 344,207	\$ 1,560,087	\$ 331,013	\$ 2,353,400	\$ 179,847	\$ 62,987	\$ 242,834	\$ 2,596,233
	Marketing	\$ 74,995	\$ 73,175	\$ 638,652	\$ 82,332	\$ 869,154	\$ 114,511	\$ 26,166	\$ 140,677	\$ 1,009,831
	EM&V	\$ 101,345	\$ 113,834	\$ 849,094	\$ 137,220	\$ 1,201,493	\$ 154,745	\$ 49,133	\$ 203,877	\$ 1,405,371
	Total	\$ 2,026,900	\$ 2,364,260	\$ 21,438,275	\$ 2,892,809	\$ 28,722,244	\$ 3,094,893	\$ 1,092,738	\$ 4,187,630	\$ 32,909,874
EnergyStar® Homes	Internal Admin	\$ 37,404	\$ 143,548	\$ 89,706	\$ 60,236	\$ 330,895	\$ 67,152	\$ 59,898	\$ 127,050	\$ 457,944
	External Admin	\$ 2,397	\$ 43,827	\$ 7,587	\$ 18,915	\$ 72,726	\$ 4,317	\$ 7,566	\$ 11,883	\$ 84,609
	Rebate/Services	\$ 984,666	\$ 781,969	\$ 5,025,446	\$ 694,700	\$ 7,486,781	\$ 1,773,800	\$ 724,474	\$ 2,498,274	\$ 9,985,055
	Implementation Services	\$ 69,764	\$ 309,852	\$ 438,139	\$ 94,575	\$ 912,329	\$ 125,432	\$ 51,701	\$ 177,133	\$ 1,089,462
	Marketing	\$ 44,345	\$ 73,175	\$ 179,361	\$ 37,830	\$ 334,710	\$ 79,864	\$ 25,851	\$ 105,715	\$ 440,425
	EM&V	\$ 59,925	\$ 113,834	\$ 238,463	\$ 47,288	\$ 459,509	\$ 107,924	\$ 37,550	\$ 145,474	\$ 604,984
	Total	\$ 1,198,500	\$ 1,466,205	\$ 5,978,702	\$ 953,544	\$ 9,596,950	\$ 2,158,489	\$ 907,039	\$ 3,065,528	\$ 12,662,478
Energy Star® Products	Internal Admin	\$ 40,419	\$ 290,448	\$ 288,330	\$ 170,489	\$ 789,686	\$ 96,285	\$ 79,400	\$ 175,685	\$ 965,370
	External Admin	\$ 2,634	\$ 73,392	\$ 24,385	\$ 2,927	\$ 103,339	\$ 6,190	\$ 4,729	\$ 10,919	\$ 114,257
	Rebate/Services	\$ 1,083,390	\$ 2,044,864	\$ 16,620,374	\$ 2,986,631	\$ 22,735,259	\$ 2,543,316	\$ 1,662,511	\$ 4,205,827	\$ 26,941,086
	Implementation Services	\$ 75,978	\$ 517,418	\$ 1,370,774	\$ 144,029	\$ 2,108,198	\$ 179,847	\$ 57,939	\$ 237,786	\$ 2,345,984
	Marketing	\$ 48,729	\$ 94,575	\$ 761,237	\$ 106,010	\$ 1,010,551	\$ 114,511	\$ 78,813	\$ 193,324	\$ 1,203,875
	EM&V	\$ 65,850	\$ 113,834	\$ 828,022	\$ 172,764	\$ 1,180,470	\$ 154,745	\$ 94,575	\$ 249,320	\$ 1,429,790
	Total	\$ 1,317,000	\$ 3,134,531	\$ 19,893,122	\$ 3,582,850	\$ 27,927,502	\$ 3,094,893	\$ 1,977,967	\$ 5,072,860	\$ 33,000,362

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NHSAVES ENERGY EFFICIENCY PROGRAM - 2021-2023 UTILITY BUDGETS BY ACTIVITY
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas		
Other*	Internal Admin	\$ 22,661	\$ 21,294	\$ 14,525	\$ 53,702	\$ 112,182	\$ 73,145	\$ 6,000	\$ 79,145	\$ 191,328
	External Admin	\$ 1,215	\$ -	\$ 1,228	\$ 14,451	\$ 16,894	\$ 4,714	\$ 11,305	\$ 16,019	\$ 32,913
	Rebate/Services	\$ 499,051	\$ 75,000	\$ 1,695,245	\$ 567,060	\$ 2,836,356	\$ 1,937,432	\$ 150,000	\$ 2,087,432	\$ 4,923,788
	Implementation Services	\$ 42,310	\$ 36,541	\$ 73,749	\$ 108,712	\$ 261,312	\$ 136,788	\$ 25,750	\$ 162,538	\$ 423,850
	Marketing	\$ 22,471	\$ 24,283	\$ 27,972	\$ 65,258	\$ 139,984	\$ 87,215	\$ -	\$ 87,215	\$ 227,199
	EM&V	\$ 140,023	\$ 18,000	\$ 34,743	\$ 75,974	\$ 268,740	\$ 117,858	\$ 9,761	\$ 127,619	\$ 396,359
	Total	\$ 727,730	\$ 175,118	\$ 1,847,462	\$ 885,157	\$ 3,635,468	\$ 2,357,152	\$ 202,816	\$ 2,559,968	\$ 6,195,436
Total Residential	Internal Admin	\$ 302,304	\$ 790,134	\$ 1,375,986	\$ 794,882	\$ 3,263,306	\$ 496,089	\$ 345,798	\$ 841,887	\$ 4,105,193
	External Admin	\$ 19,205	\$ 208,611	\$ 116,374	\$ 113,208	\$ 457,398	\$ 31,906	\$ 82,820	\$ 114,726	\$ 572,124
	Rebate/Services	\$ 7,891,578	\$ 6,976,921	\$ 78,381,561	\$ 11,078,133	\$ 104,328,192	\$ 13,110,405	\$ 4,824,295	\$ 17,934,700	\$ 122,262,892
	Implementation Services	\$ 564,825	\$ 1,552,224	\$ 6,703,505	\$ 1,075,828	\$ 9,896,382	\$ 926,824	\$ 249,377	\$ 1,176,202	\$ 11,072,584
	Marketing	\$ 355,296	\$ 338,382	\$ 2,928,379	\$ 478,220	\$ 4,100,278	\$ 590,267	\$ 188,329	\$ 778,595	\$ 4,878,873
	EM&V	\$ 589,786	\$ 473,335	\$ 3,690,311	\$ 737,897	\$ 5,491,329	\$ 797,657	\$ 280,119	\$ 1,077,776	\$ 6,569,105
	Total	\$ 9,722,993	\$ 10,339,608	\$ 93,196,117	\$ 14,278,167	\$ 127,536,885	\$ 15,953,149	\$ 5,970,737	\$ 21,923,886	\$ 149,460,771
Total %	Internal Admin	3.1%	7.6%	1.5%	5.6%	2.6%	3.1%	5.8%	3.8%	2.7%
	External Admin	0.2%	2.0%	0.1%	0.8%	0.4%	0.2%	1.4%	0.5%	0.4%
	Rebate/Services	81.2%	67.5%	84.1%	77.6%	81.8%	82.2%	80.8%	81.8%	81.8%
	Implementation Services	5.8%	15.0%	7.2%	7.5%	7.8%	5.8%	4.2%	5.4%	7.4%
	Marketing	3.7%	3.3%	3.1%	3.3%	3.2%	3.7%	3.2%	3.6%	3.3%
	EM&V	6.1%	4.6%	4.0%	5.2%	4.3%	5.0%	4.7%	4.9%	4.4%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

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NHSAVES ENERGY EFFICIENCY PROGRAM - 2021-2023 UTILITY BUDGETS BY ACTIVITY
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 191,755	\$ 217,700	\$ 684,289	\$ 315,250	\$ 1,408,994	\$ 238,490	\$ 212,000	\$ 450,490	\$ 1,859,484
	External Admin	\$ 12,338	\$ 36,555	\$ 57,874	\$ 133,000	\$ 239,767	\$ 15,332	\$ 13,241	\$ 28,572	\$ 268,339
	Rebate/Services	\$ 5,070,098	\$ 1,534,161	\$ 50,390,607	\$ 6,390,123	\$ 63,384,989	\$ 6,299,598	\$ 2,223,743	\$ 8,523,341	\$ 71,908,330
	Implementation Services	\$ 358,325	\$ 515,641	\$ 3,062,127	\$ 472,875	\$ 4,408,968	\$ 445,467	\$ 126,100	\$ 571,567	\$ 4,980,534
	Marketing	\$ 228,262	\$ 52,349	\$ 1,746,956	\$ 215,631	\$ 2,243,198	\$ 283,635	\$ 37,830	\$ 321,465	\$ 2,564,663
	EM&V	\$ 308,462	\$ 154,987	\$ 2,290,001	\$ 359,385	\$ 3,112,835	\$ 383,291	\$ 129,363	\$ 512,654	\$ 3,625,489
	Total	\$ 6,169,240	\$ 2,511,393	\$ 58,231,853	\$ 7,886,264	\$ 74,798,751	\$ 7,665,811	\$ 2,742,277	\$ 10,408,088	\$ 85,206,839
Small Business Energy Solutions	Internal Admin	\$ 156,608	\$ 234,446	\$ 518,203	\$ 315,250	\$ 1,224,507	\$ 219,233	\$ 135,558	\$ 354,790	\$ 1,579,297
	External Admin	\$ 10,087	\$ 36,555	\$ 43,827	\$ 5,574	\$ 96,043	\$ 14,094	\$ 11,980	\$ 26,073	\$ 122,116
	Rebate/Services	\$ 4,145,150	\$ 1,904,019	\$ 38,168,353	\$ 4,803,345	\$ 49,020,867	\$ 5,790,935	\$ 1,421,086	\$ 7,212,021	\$ 56,232,888
	Implementation Services	\$ 292,779	\$ 539,214	\$ 2,308,132	\$ 346,775	\$ 3,486,901	\$ 409,497	\$ 100,880	\$ 510,377	\$ 3,997,278
	Marketing	\$ 186,606	\$ 52,349	\$ 1,323,276	\$ 186,313	\$ 1,748,544	\$ 260,733	\$ 56,745	\$ 317,478	\$ 2,066,022
	EM&V	\$ 252,170	\$ 154,991	\$ 1,747,399	\$ 310,521	\$ 2,465,081	\$ 352,342	\$ 75,660	\$ 428,002	\$ 2,893,082
	Total	\$ 5,043,400	\$ 2,921,574	\$ 44,109,190	\$ 5,967,778	\$ 58,041,943	\$ 7,046,833	\$ 1,801,908	\$ 8,848,741	\$ 66,890,684
Municipal	Internal Admin	\$ 16,515	\$ 50,239	\$ 51,199	\$ 34,550	\$ 152,503	\$ -	\$ -	\$ -	\$ 152,503
	External Admin	\$ 1,066	\$ 18,279	\$ 4,330	\$ -	\$ 23,675	\$ -	\$ -	\$ -	\$ 23,675
	Rebate/Services	\$ 437,922	\$ 422,820	\$ 3,773,190	\$ 510,000	\$ 5,143,933	\$ -	\$ -	\$ -	\$ 5,143,933
	Implementation Services	\$ 30,900	\$ 70,719	\$ 226,631	\$ 49,156	\$ 377,406	\$ -	\$ -	\$ -	\$ 377,406
	Marketing	\$ 19,712	\$ 52,349	\$ 130,819	\$ 20,254	\$ 223,135	\$ -	\$ -	\$ -	\$ 223,135
	EM&V	\$ 26,638	\$ 31,525	\$ 174,462	\$ 34,040	\$ 266,665	\$ -	\$ -	\$ -	\$ 266,665
	Total	\$ 532,752	\$ 645,932	\$ 4,360,632	\$ 648,000	\$ 6,187,316	\$ -	\$ -	\$ -	\$ 6,187,316
Other*	Internal Admin	\$ 25,080	\$ 25,628	\$ 203,343	\$ 23,644	\$ 277,694	\$ 6,320	\$ 5,000	\$ 11,320	\$ 289,015
	External Admin	\$ 1,273	\$ -	\$ 17,198	\$ 14,812	\$ 33,282	\$ 406	\$ 7,000	\$ 7,406	\$ 40,689
	Rebate/Services	\$ 538,097	\$ 75,000	\$ 17,979,272	\$ 616,500	\$ 19,208,869	\$ 166,946	\$ 12,000	\$ 178,946	\$ 19,387,815
	Implementation Services	\$ 46,411	\$ 51,541	\$ 938,178	\$ 112,172	\$ 1,148,302	\$ 11,805	\$ 38,600	\$ 50,405	\$ 1,198,707
	Marketing	\$ 7,736	\$ 24,283	\$ 517,542	\$ 47,925	\$ 597,486	\$ 7,517	\$ -	\$ 7,517	\$ 605,002
	EM&V	\$ 177,334	\$ 42,000	\$ 644,148	\$ 94,896	\$ 958,377	\$ 10,158	\$ -	\$ 10,158	\$ 968,535
	Total	\$ 795,930	\$ 218,452	\$ 20,299,679	\$ 909,949	\$ 22,224,010	\$ 203,152	\$ 62,600	\$ 265,752	\$ 22,489,762

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

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NHSAVES ENERGY EFFICIENCY PROGRAM - 2021-2023 UTILITY BUDGETS BY ACTIVITY
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty	NHEC	Eversource	Unitil	Sub-total Electric	Liberty	Unitil	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 389,958	\$ 528,013	\$ 1,457,034	\$ 688,694	\$ 3,063,699	\$ 464,043	\$ 352,558	\$ 816,600	\$ 3,880,299
	External Admin	\$ 24,763	\$ 91,389	\$ 123,229	\$ 153,386	\$ 392,767	\$ 29,832	\$ 32,220	\$ 62,052	\$ 454,819
	Rebate/Services	\$ 10,191,268	\$ 3,936,000	\$ 110,311,422	\$ 12,319,968	\$ 136,758,658	\$ 12,257,479	\$ 3,656,829	\$ 15,914,308	\$ 152,672,966
	Implementation Services	\$ 728,414	\$ 1,177,116	\$ 6,535,069	\$ 980,978	\$ 9,421,577	\$ 866,769	\$ 265,580	\$ 1,132,349	\$ 10,553,926
	Marketing	\$ 442,316	\$ 181,331	\$ 3,718,592	\$ 470,123	\$ 4,812,362	\$ 551,884	\$ 94,575	\$ 646,459	\$ 5,458,821
	EM&V	\$ 764,603	\$ 383,502	\$ 4,856,010	\$ 798,842	\$ 6,802,957	\$ 745,790	\$ 205,023	\$ 950,813	\$ 7,753,770
	Total	\$ 12,541,322	\$ 6,297,352	\$ 127,001,355	\$ 15,411,992	\$ 161,252,021	\$ 14,915,796	\$ 4,606,785	\$ 19,522,581	\$ 180,774,602
Total C&I and Municipal %	Internal Admin	3.1%	8.4%	1.1%	4.5%	1.9%	3.1%	7.7%	4.2%	2.1%
	External Admin	0.2%	1.5%	0.1%	1.0%	0.2%	0.2%	0.7%	0.3%	0.3%
	Rebate/Services	81.3%	62.5%	86.9%	79.9%	84.8%	82.2%	79.4%	81.5%	84.5%
	Implementation Services	5.8%	18.7%	5.1%	6.4%	5.8%	5.8%	5.8%	5.8%	5.8%
	Marketing	3.5%	2.9%	2.9%	3.1%	3.0%	3.7%	2.1%	3.3%	3.0%
	EM&V	6.1%	6.1%	3.8%	5.2%	4.2%	5.0%	4.5%	4.9%	4.3%
	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	\$ 692,262	\$ 1,318,147	\$ 2,833,020	\$ 1,483,576	\$ 6,327,005	\$ 960,132	\$ 698,355	\$ 1,658,487	\$ 7,985,491
	External Admin	\$ 43,969	\$ 300,000	\$ 239,603	\$ 266,594	\$ 850,166	\$ 61,738	\$ 115,040	\$ 176,778	\$ 1,026,943
	Rebate/Services	\$ 18,082,845	\$ 10,912,921	\$ 188,692,983	\$ 23,398,101	\$ 241,086,850	\$ 25,367,884	\$ 8,481,124	\$ 33,849,007	\$ 274,935,858
	Implementation Services	\$ 1,293,239	\$ 2,729,340	\$ 13,238,574	\$ 2,056,806	\$ 19,317,960	\$ 1,793,593	\$ 514,957	\$ 2,308,551	\$ 21,626,510
	Marketing	\$ 797,612	\$ 519,713	\$ 6,646,971	\$ 948,343	\$ 8,912,639	\$ 1,142,151	\$ 282,904	\$ 1,425,055	\$ 10,337,694
	EM&V	\$ 1,354,389	\$ 856,838	\$ 8,546,321	\$ 1,536,739	\$ 12,294,286	\$ 1,543,447	\$ 485,142	\$ 2,028,589	\$ 14,322,876
	Total	\$ 22,264,315	\$ 16,636,960	\$ 220,197,472	\$ 29,690,159	\$ 288,788,906	\$ 30,868,945	\$ 10,577,522	\$ 41,446,466	\$ 330,235,370
Grand Total % (Residential, C&I and Municipal)	Internal Admin	3.1%	7.9%	1.3%	5.0%	2.2%	3.1%	6.6%	4.0%	2.4%
	External Admin	0.2%	1.8%	0.1%	0.9%	0.3%	0.2%	1.1%	0.4%	0.3%
	Rebate/Services	81.2%	65.6%	85.7%	78.8%	83.5%	82.2%	80.2%	81.7%	83.3%
	Implementation Services	5.8%	16.4%	6.0%	6.9%	6.7%	5.8%	4.9%	5.6%	6.5%
	Marketing	3.6%	3.1%	3.0%	3.2%	3.1%	3.7%	2.7%	3.4%	3.1%
	EM&V	6.1%	5.2%	3.9%	5.2%	4.3%	5.0%	4.6%	4.9%	4.3%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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NHSAVES ELECTRIC PROGRAMS - 2021 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	426	5,643,545	90	1,814,939	1,113	19,389,674	219	2,294,229	1,848	29,142,387
B/C Ratio ¹ / Planned Budget	1.47	\$1,414,356	1.15	\$1,018,063	1.42	\$13,839,832	2.31	\$1,891,214	1.50	\$18,163,464
/ Lifetime MMBtu Savings		59,567		45,427		713,174		149,145		967,314
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	232	3,187,984	166	3,317,936	3,111	14,981,642	91	2,531,638	3,600	24,019,200
B/C Ratio ¹ / Planned Budget	2.64	\$580,000	3.25	\$754,086	3.57	\$7,027,987	1.77	\$870,594	3.32	\$9,232,667
/ Lifetime MMBtu Savings		61,683		103,005		1,085,139		50,247		1,300,074
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	56	1,856,637	69	5,349,443	516	26,174,313	62	563,401	703	33,943,794
B/C Ratio ¹ / Planned Budget	2.86	\$350,000	5.18	\$465,800	3.65	\$1,959,751	2.91	\$300,007	3.72	\$3,075,558
/ Lifetime MMBtu Savings		33,279		83,169		226,530		32,500		375,478
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	20,636	6,539,566	50,282	28,238,360	303,882	103,139,551	56,817	18,345,599	431,617	156,263,076
B/C Ratio ¹ / Planned Budget	2.25	\$510,000	2.97	\$1,208,829	2.04	\$8,354,431	3.13	\$1,240,303	2.27	\$11,313,563
/ Lifetime MMBtu Savings		1,816		5,939		60,725		45,459		113,939
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	293	81,897,457	46	37,908,626	4,314	755,615,424	324	90,056,122	4,977	965,477,629
B/C Ratio ¹ / Planned Budget	3.04	\$1,982,340	3.71	\$801,995	3.92	\$17,738,064	2.71	\$2,287,680	3.72	\$22,810,079
/ Lifetime MMBtu Savings		0		0		0		0		0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	346	68,957,738	153	24,247,387	4,257	420,675,635	376	48,381,960	5,132	562,262,720
B/C Ratio ¹ / Planned Budget	2.63	\$1,633,500	2.18	\$932,099	2.80	\$13,893,226	2.15	\$1,963,943	2.68	\$18,422,768
/ Lifetime MMBtu Savings		78		0		455		378		911
Municipal										
Number of Participants / Lifetime kWh Savings	94	5,108,213	30	3,849,444	43	36,853,500	11	7,385,965	178	53,197,121
B/C Ratio ¹ / Planned Budget	2.12	\$177,584	1.96	\$211,982	1.96	\$1,454,145	4.37	\$216,000	2.22	\$2,059,711
/ Lifetime MMBtu Savings		1,104		3,170		0		2,500		6,774
Educational Programs										
Number of Participants / Planned Budget	0	\$86,000	0	\$104,836	0	\$335,267	0	\$60,000	0	\$586,103
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	10,260	1,586	0	0	1,666	62,740	24,521	4,323	36,447	68,649
/ Planned Budget		\$338,000		\$20,000		\$4,568,020		\$531,758		\$5,457,778
/ Lifetime MMBtu Savings		0		0		0		0		0
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
Utility Performance Incentive										
Planned Budget		\$388,948		\$303,473		\$3,804,390		\$514,883		\$5,011,693
TOTAL PLANNED BUDGET		\$7,460,728		\$5,826,162		\$73,005,113		\$9,876,383		\$96,168,386

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

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NHSAVES ELECTRIC PROGRAMS
SBC¹ and RGGI Funding Allocation
2021 Budget

Program Allocation Summary

Program	RGGI	SBC ¹	TOTAL
HEA²			
Liberty	2.95899%	97.04101%	100.00000%
NHEC	3.49703%	96.50297%	100.00000%
Eversource	2.58435%	97.41565%	100.00000%
Unitil	2.84114%	97.15886%	100.00000%
Municipal			
Liberty	100.00000%	0.00000%	100.00000%
NHEC	100.00000%	0.00000%	100.00000%
Eversource	100.00000%	0.00000%	100.00000%
Unitil	100.00000%	0.00000%	100.00000%

	A	B	C	D
Utility	HEA Budget	RGGI HEA ³	SBC HEA ⁴	
Liberty	\$ 1,414,356	\$41,851	\$1,372,505	
NHEC	\$ 1,018,063	\$35,602	\$982,461	
Eversource	\$ 13,839,832	\$357,669	\$13,482,163	
Unitil	\$ 1,891,214	\$53,732	\$1,837,482	
Total	\$ 18,163,464	\$488,854	\$17,674,611	

Notes:

¹ SBC = System Benefits Charge, Forward Capacity Market and Carryforward/Interest

² HEA Allocation

RGGI HEA = RGGI HEA (C) /Total HEA Funds (B)

SBC HEA = SBC HEA (D) /Total HEA Funds (B)

³ 17.0% of Total RGGI Funds including SB 268 funding less RGGI HEA Performance Incentive

⁴ SBC HEA = Utility's total HEA program budget (B) less RGGI HEA (C)

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NHSAVES ELECTRIC PROGRAMS - 2021 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings
 (System Benefits Charge, Forward Capacity Market and Interest Funds Only)

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	414	5,476,553	87	1,751,470	1,084	18,888,578	213	2,229,046	1,798	28,345,647
B/C Ratio ¹ / Planned Budget	1.47	\$1,372,505	1.15	\$982,461	1.42	\$13,482,163	2.31	\$1,837,482	1.50	\$17,674,611
/ Lifetime MMBtu Savings		57,805		43,839		694,743		144,908		941,294
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	232	3,187,984	166	3,317,936	3,111	14,981,642	91	2,531,638	3,600	24,019,200
B/C Ratio ¹ / Planned Budget	2.64	\$580,000	3.25	\$754,086	3.57	\$7,027,987	1.77	\$870,594	3.32	\$9,232,667
/ Lifetime MMBtu Savings		61,683		103,005		1,085,139		50,247		1,300,074
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	56	1,856,637	69	5,349,443	516	26,174,313	62	563,401	703	33,943,794
B/C Ratio ¹ / Planned Budget	2.86	\$350,000	5.18	\$465,800	3.65	\$1,959,751	2.91	\$300,007	3.72	\$3,075,558
/ Lifetime MMBtu Savings		33,279		83,169		226,530		32,500		375,478
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	20,636	6,539,566	50,282	28,238,360	303,882	103,139,551	56,817	18,345,599	431,617	156,263,076
B/C Ratio ¹ / Planned Budget	2.25	\$510,000	2.97	\$1,208,829	2.04	\$8,354,431	3.13	\$1,240,303	2.27	\$11,313,563
/ Lifetime MMBtu Savings		1,816		5,939		60,725		45,459		113,939
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	293	81,897,457	46	37,908,626	4,314	755,615,424	324	90,056,122	4,977	965,477,629
B/C Ratio ¹ / Planned Budget	3.04	\$1,982,340	3.71	\$801,995	3.92	\$17,738,064	2.71	\$2,287,680	3.72	\$22,810,079
/ Lifetime MMBtu Savings		0		0		0		0		0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	346	68,957,738	153	24,247,387	4,257	420,675,635	376	48,381,960	5,132	562,262,720
B/C Ratio ¹ / Planned Budget	2.63	\$1,633,500	2.18	\$932,099	2.80	\$13,893,226	2.15	\$1,963,943	2.68	\$18,422,768
/ Lifetime MMBtu Savings		78		0		455		378		911
Municipal										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
B/C Ratio ¹ / Planned Budget	2.12	\$0	1.96	\$0	1.96	\$0	4.37	\$0	2.22	\$0
/ Lifetime MMBtu Savings		0		0		0		0		0
Educational Programs										
Number of Participants / Planned Budget	0	\$86,000	0	\$104,836	0	\$335,267	0	\$60,000	0	\$586,103
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	10,260	1,586	0	0	1,666	62,740	24,521	4,323	36,447	68,649
/ Planned Budget		\$338,000		\$20,000		\$4,568,020		\$531,758		\$5,457,778
/ Lifetime MMBtu Savings		0		0		0		0		0
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
Utility Performance Incentive										
Planned Budget		\$376,879		\$289,856		\$3,704,740		\$500,047		\$4,871,522
TOTAL PLANNED BUDGET		\$7,229,224		\$5,564,961		\$71,093,649		\$9,591,815		\$93,479,649

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS - 2021 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative)

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	13	166,992	3	63,469	29	501,096	6	65,182	51	796,740
B/C Ratio ¹ / Planned Budget	1.47	\$41,851	1.15	\$35,602	1.42	\$357,669	2.31	\$53,732	1.50	\$488,854
/ Lifetime MMBtu Savings		1,763		1,589		18,431		4,237		26,020
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Municipal										
Number of Participants / Lifetime kWh Savings	94	5,108,213	30	3,849,444	43	36,853,500	11	7,385,965	178	53,197,121
B/C Ratio ¹ / Planned Budget	2.12	\$177,584	1.96	\$211,982	1.96	\$1,454,145	4.37	\$216,000	2.22	\$2,059,711
/ Lifetime MMBtu Savings		1,104		3,170		0		2,500		6,774
Educational Programs										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
/ Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
Utility Performance Incentive										
Planned Budget		\$12,069		\$13,617		\$99,650		\$14,835		\$140,171
TOTAL PLANNED BUDGET		\$231,504		\$261,201		\$1,911,464		\$284,567		\$2,688,736

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES GAS PROGRAMS - 2021 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets and Lifetime MMBtu Savings

	Liberty		Unitil		Total	
Home Energy Assistance						
Number of Units / Lifetime MMBtu Savings	406	174,735	78	64,766	484	239,502
B/C Ratio ¹ / Planned Budget	1.03	\$1,659,651	1.15	\$541,961	1.06	\$2,201,612
Home Performance w/ENERGY STAR						
Number of Participants / Lifetime MMBtu Savings	644	204,869	47	40,061	691	244,931
B/C Ratio ¹ / Planned Budget	1.90	\$975,000	1.01	\$333,581	1.67	\$1,308,581
ENERGY STAR Homes						
Number of Homes / Lifetime MMBtu Savings	91	115,081	79	54,978	170	170,058
B/C Ratio ¹ / Planned Budget	1.81	\$680,000	1.64	\$264,950	1.76	\$944,950
ENERGY STAR Products						
Number of Participants / Lifetime MMBtu Savings	2,198	213,303	1,299	126,234	3,497	339,538
B/C Ratio ¹ / Planned Budget	1.82	\$975,000	1.74	\$600,000	1.79	\$1,575,000
/ Lifetime kWh Savings		0		0		0
Large Business Energy Solutions						
Number of Participants / Lifetime MMBtu Savings	264	1,206,081	199	302,045	463	1,508,126
B/C Ratio ¹ / Planned Budget	3.99	\$2,415,000	3.02	\$820,685	3.75	\$3,235,685
Small Business Energy Solutions						
Number of Participants / Lifetime MMBtu Savings	1,234	549,496	154	144,617	1,388	694,113
B/C Ratio ¹ / Planned Budget	2.04	\$2,220,000	2.06	\$539,972	2.05	\$2,759,972
Education						
/ Planned Budget		\$128,000		\$25,000		\$153,000
Company Specific Programs						
Number of Participants / Lifetime MMBtu Savings	27,594	29,911	9,100	8,065	36,694	37,975
/ Planned Budget		\$710,000		\$60,000		\$770,000
Utility Performance Incentive						
Planned Budget		\$536,946		\$175,238		\$712,184
Total Program Expenses		\$10,299,597		\$3,361,388		\$13,660,985

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NHSAVES ELECTRIC PROGRAMS - 2022 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	459	5,859,701	102	1,589,690	1,159	20,187,753	233	1,878,220	1,953	29,515,364
B/C Ratio ¹ / Planned Budget	1.63	\$1,486,296	1.26	\$1,065,704	1.57	\$14,361,504	2.56	\$1,962,652	1.66	\$18,876,156
/ Lifetime MMBtu Savings		64,074		49,668		742,529		158,878		1,015,149
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	266	3,780,667	174	3,476,217	2,988	14,347,772	105	2,957,896	3,534	24,562,552
B/C Ratio ¹ / Planned Budget	2.86	\$689,000	3.56	\$787,529	3.56	\$7,138,124	2.09	\$954,272	3.36	\$9,568,925
/ Lifetime MMBtu Savings		72,136		107,500		997,002		60,297		1,236,936
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	66	2,185,489	72	5,616,915	516	26,174,313	62	559,840	716	34,536,557
B/C Ratio ¹ / Planned Budget	3.11	\$415,000	5.68	\$488,359	3.92	\$1,990,667	3.00	\$318,613	3.99	\$3,212,639
/ Lifetime MMBtu Savings		39,173		87,328		226,530		32,500		385,531
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	13,819	5,520,977	27,727	25,224,236	161,961	86,093,499	37,648	18,875,582	241,155	135,714,294
B/C Ratio ¹ / Planned Budget	2.19	\$433,000	2.91	\$1,044,574	2.05	\$6,413,936	3.39	\$1,213,211	2.33	\$9,104,721
/ Lifetime MMBtu Savings		1,847		5,939		60,725		56,824		125,335
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	305	80,942,727	30	38,757,268	3,121	711,778,646	292	82,801,225	3,748	914,279,866
B/C Ratio ¹ / Planned Budget	3.22	\$2,035,000	2.38	\$836,555	3.71	\$18,828,426	2.01	\$2,553,850	3.45	\$24,253,832
/ Lifetime MMBtu Savings		0		0		0		1,239		1,239
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	350	65,992,802	149	26,000,176	3,264	388,918,793	333	44,168,337	4,096	525,080,108
B/C Ratio ¹ / Planned Budget	2.69	\$1,689,000	2.37	\$973,173	2.62	\$14,625,872	1.74	\$1,964,686	2.53	\$19,252,731
/ Lifetime MMBtu Savings		117		0		455		1,538		2,110
Municipal										
Number of Participants / Lifetime kWh Savings	93	5,049,262	30	3,569,148	41	34,888,500	13	5,986,667	177	49,493,577
B/C Ratio ¹ / Planned Budget	2.25	\$177,584	1.91	\$215,256	1.99	\$1,456,036	4.04	\$216,000	2.22	\$2,064,876
/ Lifetime MMBtu Savings		1,104		3,170		0		5,000		9,274
Educational Programs										
Number of Participants / Planned Budget	0	\$94,600	0	\$107,589	0	\$452,611	0	\$66,750	0	\$721,550
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	10,263	2,015	0	0	2,480	73,860	22,521	3,963	35,264	79,838
/ Planned Budget		\$412,000		\$20,000		\$6,511,907		\$535,044		\$7,478,952
/ Lifetime MMBtu Savings		0		0		0		0		0
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
Utility Performance Incentive										
Planned Budget		\$408,731		\$304,631		\$3,947,850		\$538,179		\$5,199,391
TOTAL PLANNED BUDGET		\$7,840,211		\$5,848,370		\$75,756,933		\$10,323,259		\$99,768,773

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

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NHSAVES ELECTRIC PROGRAMS
SBC¹ and RGGI Funding Allocation
2022 Budget

Program Allocation Summary

Program	RGGI	SBC ¹	TOTAL
HEA²			
Liberty	2.70529%	97.29471%	100.00000%
NHEC	3.20961%	96.79039%	100.00000%
Eversource	2.39275%	97.60725%	100.00000%
Unitil	2.63030%	97.36970%	100.00000%
Municipal			
Liberty	100.00000%	0.00000%	100.00000%
NHEC	100.00000%	0.00000%	100.00000%
Eversource	100.00000%	0.00000%	100.00000%
Unitil	100.00000%	0.00000%	100.00000%

	A	B	C	D
Utility	HEA Budget	RGGI HEA ³	SBC HEA ⁴	
Liberty	\$ 1,486,296	\$40,209	\$1,446,087	
NHEC	\$ 1,065,704	\$34,205	\$1,031,499	
Eversource	\$ 14,361,504	\$343,635	\$14,017,869	
Unitil	\$ 1,962,652	\$51,624	\$1,911,029	
Total	\$ 18,876,156	\$469,672	\$18,406,484	

Notes:

¹ SBC = System Benefits Charge, Forward Capacity Market and Carryforward/Interest

² HEA Allocation

RGGI HEA = RGGI HEA (C) /Total HEA Funds (B)

SBC HEA = SBC HEA (D) /Total HEA Funds (B)

³ 17.0% of Total RGGI Funds including SB 268 funding less RGGI HEA Performance Incentive

⁴ SBC HEA = Utility's total HEA program budget (B) less RGGI HEA (C)

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS - 2022 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

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

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	446	5,701,180	99	1,538,667	1,131	19,704,711	227	1,828,817	1,903	28,773,374
B/C Ratio ¹ / Planned Budget	1.63	\$1,446,087	1.26	\$1,031,499	1.57	\$14,017,869	2.56	\$1,911,029	1.66	\$18,406,484
/ Lifetime MMBtu Savings		62,341		48,074		724,762		154,699		989,876
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	266	3,780,667	174	3,476,217	2,988	14,347,772	105	2,957,896	3,534	24,562,552
B/C Ratio ¹ / Planned Budget	2.86	\$689,000	3.56	\$787,529	3.56	\$7,138,124	2.09	\$954,272	3.36	\$9,568,925
/ Lifetime MMBtu Savings		72,136		107,500		997,002		60,297		1,236,936
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	66	2,185,489	72	5,616,915	516	26,174,313	62	559,840	716	34,536,557
B/C Ratio ¹ / Planned Budget	3.11	\$415,000	5.68	\$488,359	3.92	\$1,990,667	3.00	\$318,613	3.99	\$3,212,639
/ Lifetime MMBtu Savings		39,173		87,328		226,530		32,500		385,531
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	13,819	5,520,977	27,727	25,224,236	161,961	86,093,499	37,648	18,875,582	241,155	135,714,294
B/C Ratio ¹ / Planned Budget	2.19	\$433,000	2.91	\$1,044,574	2.05	\$6,413,936	3.39	\$1,213,211	2.33	\$9,104,721
/ Lifetime MMBtu Savings		1,847		5,939		60,725		56,824		125,335
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	305	80,942,727	30	38,757,268	3,121	711,778,646	292	82,801,225	3,748	914,279,866
B/C Ratio ¹ / Planned Budget	3.22	\$2,035,000	2.38	\$836,555	3.71	\$18,828,426	2.01	\$2,553,850	3.45	\$24,253,832
/ Lifetime MMBtu Savings		0		0		0		1,239		1,239
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	350	65,992,802	149	26,000,176	3,264	388,918,793	333	44,168,337	4,096	525,080,108
B/C Ratio ¹ / Planned Budget	2.69	\$1,689,000	2.37	\$973,173	2.62	\$14,625,872	1.74	\$1,964,686	2.53	\$19,252,731
/ Lifetime MMBtu Savings		117		0		455		1,538		2,110
Municipal										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
B/C Ratio ¹ / Planned Budget	2.25	\$0	1.91	\$0	1.99	\$0	4.04	\$0	2.22	\$0
/ Lifetime MMBtu Savings		0		0		0		0		0
Educational Programs										
Number of Participants / Planned Budget	0	\$94,600	0	\$107,589	0	\$452,611	0	\$66,750	0	\$721,550
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	10,263	2,015	0	0	2,480	73,860	22,521	3,963	35,264	79,838
/ Planned Budget		\$412,000		\$20,000		\$6,511,907		\$535,044		\$7,478,952
/ Lifetime MMBtu Savings		0		0		0		0		0
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
Utility Performance Incentive										
Planned Budget		\$396,753		\$290,910		\$3,848,868		\$523,460		\$5,059,991
TOTAL PLANNED BUDGET		\$7,610,440		\$5,585,189		\$73,858,281		\$10,040,915		\$97,094,825

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS - 2022 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative)

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	12	158,522	3	51,023	28	483,042	6	49,403	50	741,990
B/C Ratio ¹ / Planned Budget	1.63	\$40,209	1.26	\$34,205	1.57	\$343,635	2.56	\$51,624	1.66	\$469,672
/ Lifetime MMBtu Savings		1,733		1,594		17,767		4,179		25,273
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Municipal										
Number of Participants / Lifetime kWh Savings	93	5,049,262	30	3,569,148	41	34,888,500	13	5,986,667	177	49,493,577
B/C Ratio ¹ / Planned Budget	2.25	\$177,584	1.91	\$215,256	1.99	\$1,456,036	4.04	\$216,000	2.22	\$2,064,876
/ Lifetime MMBtu Savings		1,104		3,170		0		5,000		9,274
Educational Programs										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
/ Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
Utility Performance Incentive										
Planned Budget		\$11,979		\$13,720		\$98,982		\$14,719		\$139,400
TOTAL PLANNED BUDGET		\$229,771		\$263,181		\$1,898,652		\$282,343		\$2,673,948

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES GAS PROGRAMS - 2022 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets and Lifetime MMBtu Savings

	Liberty		Unitil		Total	
Home Energy Assistance						
Number of Units / Lifetime MMBtu Savings	415	180,118	82	70,616	497	250,734
B/C Ratio ¹ / Planned Budget	1.07	\$1,747,396	1.17	\$610,021	1.09	\$2,357,417
Home Performance w/ENERGY STAR						
Number of Participants / Lifetime MMBtu Savings	643	204,694	50	42,814	693	247,507
B/C Ratio ¹ / Planned Budget	1.89	\$1,030,575	1.04	\$363,562	1.67	\$1,394,137
ENERGY STAR Homes						
Number of Homes / Lifetime MMBtu Savings	91	114,912	87	60,475	178	175,387
B/C Ratio ¹ / Planned Budget	1.80	\$718,760	1.68	\$299,895	1.77	\$1,018,655
ENERGY STAR Products						
Number of Participants / Lifetime MMBtu Savings	2,272	222,789	1,429	138,858	3,701	361,647
B/C Ratio ¹ / Planned Budget	1.89	\$1,030,575	1.84	\$657,966	1.87	\$1,688,541
/ Lifetime kWh Savings		0		0		0
Large Business Energy Solutions						
Number of Participants / Lifetime MMBtu Savings	275	1,264,299	219	342,552	494	1,606,852
B/C Ratio ¹ / Planned Budget	4.18	\$2,552,655	3.14	\$944,242	3.90	\$3,496,897
Small Business Energy Solutions						
Number of Participants / Lifetime MMBtu Savings	1,276	579,202	169	163,390	1,445	742,592
B/C Ratio ¹ / Planned Budget	2.14	\$2,346,540	2.16	\$616,305	2.15	\$2,962,845
Education						
/ Planned Budget		\$135,296		\$28,950		\$164,246
Company Specific Programs						
Number of Participants / Lifetime MMBtu Savings	27,594	28,353	9,100	8,065	36,694	36,418
/ Planned Budget		\$717,000		\$60,261		\$777,261
Utility Performance Incentive						
Planned Budget		\$565,334		\$196,966		\$762,300
Total Program Expenses		\$10,844,131		\$3,778,168		\$14,622,299

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS - 2023 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	483	5,919,528	107	1,669,174	1,174	20,457,259	248	1,779,101	2,012	29,825,063
B/C Ratio ¹ / Planned Budget	1.78	\$1,552,211	1.38	\$1,115,728	1.57	\$15,837,220	2.81	\$2,109,941	1.71	\$20,615,100
/ Lifetime MMBtu Savings		67,463		52,152		752,441		172,610		1,044,666
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	299	4,300,008	183	3,642,412	2,878	13,726,032	120	3,440,382	3,480	25,108,834
B/C Ratio ¹ / Planned Budget	3.22	\$757,900	3.88	\$822,644	3.53	\$7,272,164	2.33	\$1,067,943	3.41	\$9,920,651
/ Lifetime MMBtu Savings		81,529		112,219		917,826		69,285		1,180,859
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	70	2,178,167	76	5,893,736	516	26,174,313	65	614,840	727	34,861,056
B/C Ratio ¹ / Planned Budget	3.41	\$433,500	6.20	\$512,046	4.20	\$2,028,284	3.24	\$334,923	4.31	\$3,308,753
/ Lifetime MMBtu Savings		41,742		91,694		226,530		33,750		393,716
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	8,679	4,900,854	5,173	23,612,030	54,267	80,658,376	15,558	19,955,953	83,677	129,127,213
B/C Ratio ¹ / Planned Budget	2.24	\$374,000	3.19	\$881,127	2.30	\$5,124,755	4.04	\$1,129,336	2.66	\$7,509,218
/ Lifetime MMBtu Savings		1,866		5,939		60,725		68,188		136,718
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	301	80,179,754	31	40,691,037	2,481	715,857,538	292	91,820,432	3,105	928,548,762
B/C Ratio ¹ / Planned Budget	3.30	\$2,151,900	2.61	\$872,844	3.48	\$21,665,363	1.61	\$3,044,734	3.24	\$27,734,841
/ Lifetime MMBtu Savings		0		0		0		1,653		1,653
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	357	63,767,652	157	27,115,068	2,712	372,163,126	333	44,759,923	3,559	507,805,769
B/C Ratio ¹ / Planned Budget	2.84	\$1,720,900	2.57	\$1,016,302	2.54	\$15,590,092	2.20	\$2,039,149	2.53	\$20,366,443
/ Lifetime MMBtu Savings		156		0		455		1,538		2,149
Municipal										
Number of Participants / Lifetime kWh Savings	93	5,031,100	30	3,316,252	39	33,072,150	13	5,726,667	175	47,146,169
B/C Ratio ¹ / Planned Budget	2.44	\$177,584	1.93	\$218,694	2.06	\$1,450,451	4.49	\$216,000	2.33	\$2,062,729
/ Lifetime MMBtu Savings		1,104		3,170		0		5,000		9,274
Educational Programs										
Number of Participants / Planned Budget	0	\$104,060	0	\$106,146	0	\$611,025	0	\$71,500	0	\$892,730
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	10,266	1,950	0	0	3,702	90,540	20,521	3,603	34,489	96,093
/ Planned Budget		\$489,000		\$20,000		\$9,578,311		\$530,053		\$10,617,365
/ Lifetime MMBtu Savings		0		0		0		0		0
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
Utility Performance Incentive										
Planned Budget		\$426,858		\$306,104		\$4,353,672		\$579,897		\$5,666,531
TOTAL PLANNED BUDGET		\$8,187,913		\$5,876,636		\$83,541,337		\$11,123,476		\$108,729,362

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS
SBC¹ and RGGI Funding Allocation
2023 Budget

Program Allocation Summary

Program	RGGI	SBC ¹	TOTAL
HEA²			
Liberty	2.48459%	97.51541%	100.00000%
NHEC	2.94048%	97.05952%	100.00000%
Eversource	2.08116%	97.91884%	100.00000%
Unitil	2.34675%	97.65325%	100.00000%
Municipal			
Liberty	100.00000%	0.00000%	100.00000%
NHEC	100.00000%	0.00000%	100.00000%
Eversource	100.00000%	0.00000%	100.00000%
Unitil	100.00000%	0.00000%	100.00000%

	A	B	C	D
Utility	HEA Budget	RGGI HEA ³	SBC HEA ⁴	
Liberty	\$ 1,552,211	\$38,566	\$1,513,645	
NHEC	\$ 1,115,728	\$32,808	\$1,082,920	
Eversource	\$ 15,837,220	\$329,598	\$15,507,622	
Unitil	\$ 2,109,941	\$49,515	\$2,060,426	
Total	\$ 20,615,100	\$450,487	\$20,164,613	

Notes:

¹ SBC = System Benefits Charge, Forward Capacity Market and Carryforward/Interest

² HEA Allocation

RGGI HEA = RGGI HEA (C) /Total HEA Funds (B)

SBC HEA = SBC HEA (D) /Total HEA Funds (B)

³ 17.0% of Total RGGI Funds including SB 268 funding less RGGI HEA Performance Incentive

⁴ SBC HEA = Utility's total HEA program budget (B) less RGGI HEA (C)

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS - 2023 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings
 (System Benefits Charge, Forward Capacity Market and Interest Funds Only)

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	471	5,772,452	104	1,620,092	1,150	20,031,511	242	1,737,350	1,967	29,161,405
B/C Ratio ¹ / Planned Budget	1.78	\$1,513,645	1.38	\$1,082,920	1.57	\$15,507,622	2.81	\$2,060,426	1.71	\$20,164,613
/ Lifetime MMBtu Savings		65,787		50,618		736,782		168,560		1,021,746
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	299	4,300,008	183	3,642,412	2,878	13,726,032	120	3,440,382	3,480	25,108,834
B/C Ratio ¹ / Planned Budget	3.22	\$757,900	3.88	\$822,644	3.53	\$7,272,164	2.33	\$1,067,943	3.41	\$9,920,651
/ Lifetime MMBtu Savings		81,529		112,219		917,826		69,285		1,180,859
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	70	2,178,167	76	5,893,736	516	26,174,313	65	614,840	727	34,861,056
B/C Ratio ¹ / Planned Budget	3.41	\$433,500	6.20	\$512,046	4.20	\$2,028,284	3.24	\$334,923	4.31	\$3,308,753
/ Lifetime MMBtu Savings		41,742		91,694		226,530		33,750		393,716
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	8,679	4,900,854	5,173	23,612,030	54,267	80,658,376	15,558	19,955,953	83,677	129,127,213
B/C Ratio ¹ / Planned Budget	2.24	\$374,000	3.19	\$881,127	2.30	\$5,124,755	4.04	\$1,129,336	2.66	\$7,509,218
/ Lifetime MMBtu Savings		1,866		5,939		60,725		68,188		136,718
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	301	80,179,754	31	40,691,037	2,481	715,857,538	292	91,820,432	3,105	928,548,762
B/C Ratio ¹ / Planned Budget	3.30	\$2,151,900	2.61	\$872,844	3.48	\$21,665,363	1.61	\$3,044,734	3.24	\$27,734,841
/ Lifetime MMBtu Savings		0		0		0		1,653		1,653
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	357	63,767,652	157	27,115,068	2,712	372,163,126	333	44,759,923	3,559	507,805,769
B/C Ratio ¹ / Planned Budget	2.84	\$1,720,900	2.57	\$1,016,302	2.54	\$15,590,092	2.20	\$2,039,149	2.53	\$20,366,443
/ Lifetime MMBtu Savings		156		0		455		1,538		2,149
Municipal										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
B/C Ratio ¹ / Planned Budget	2.44	\$0	1.93	\$0	2.06	\$0	4.49	\$0	2.33	\$0
/ Lifetime MMBtu Savings		0		0		0		0		0
Educational Programs										
Number of Participants / Planned Budget	0	\$104,060	0	\$106,146	0	\$611,025	0	\$71,500	0	\$892,730
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	10,266	1,950	0	0	3,702	90,540	20,521	3,603	34,489	96,093
/ Planned Budget		\$489,000		\$20,000		\$9,578,311		\$530,053		\$10,617,365
/ Lifetime MMBtu Savings		0		0		0		0		0
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
Utility Performance Incentive										
Planned Budget		\$414,970		\$292,272		\$4,255,769		\$565,294		\$5,528,304
TOTAL PLANNED BUDGET		\$7,959,875		\$5,611,301		\$81,663,385		\$10,843,358		\$106,077,919

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS - 2023 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative)

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	12	147,076	3	49,082	24	425,748	6	41,751	45	663,657
B/C Ratio ¹ / Planned Budget	1.78	\$38,566	1.38	\$32,808	1.57	\$329,598	2.81	\$49,515	1.71	\$450,487
/ Lifetime MMBtu Savings		1,676		1,534		15,660		4,051		22,920
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Municipal										
Number of Participants / Lifetime kWh Savings	93	5,031,100	30	3,316,252	39	33,072,150	13	5,726,667	175	47,146,169
B/C Ratio ¹ / Planned Budget	2.44	\$177,584	1.93	\$218,694	2.06	\$1,450,451	4.49	\$216,000	2.33	\$2,062,729
/ Lifetime MMBtu Savings		1,104		3,170		0		5,000		9,274
Educational Programs										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
/ Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
Utility Performance Incentive										
Planned Budget		\$11,888		\$13,833		\$97,903		\$14,603		\$138,227
TOTAL PLANNED BUDGET		\$228,038		\$265,335		\$1,877,952		\$280,118		\$2,651,443

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

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NHSAVES GAS PROGRAMS - 2023 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets and Lifetime MMBtu Savings

	Liberty		Unitil		Total	
Home Energy Assistance						
Number of Units / Lifetime MMBtu Savings	429	187,122	84	70,776	513	257,898
B/C Ratio ¹ / Planned Budget	1.11	\$1,840,675	1.19	\$638,195	1.13	\$2,478,870
Home Performance w/ENERGY STAR						
Number of Participants / Lifetime MMBtu Savings	644	205,138	52	45,105	696	250,243
B/C Ratio ¹ / Planned Budget	1.89	\$1,089,318	1.05	\$395,595	1.67	\$1,484,913
ENERGY STAR Homes						
Number of Homes / Lifetime MMBtu Savings	91	115,339	96	66,523	187	181,862
B/C Ratio ¹ / Planned Budget	1.80	\$759,729	1.71	\$342,194	1.77	\$1,101,923
ENERGY STAR Products						
Number of Participants / Lifetime MMBtu Savings	2,349	232,736	1,572	152,744	3,921	385,479
B/C Ratio ¹ / Planned Budget	1.97	\$1,089,318	1.95	\$720,001	1.96	\$1,809,318
/ Lifetime kWh Savings		0		0		0
Large Business Energy Solutions						
Number of Participants / Lifetime MMBtu Savings	271	1,333,619	241	332,642	512	1,666,262
B/C Ratio ¹ / Planned Budget	4.40	\$2,698,156	3.11	\$977,350	4.05	\$3,675,506
Small Business Energy Solutions						
Number of Participants / Lifetime MMBtu Savings	1,309	605,829	186	165,701	1,495	771,530
B/C Ratio ¹ / Planned Budget	2.23	\$2,480,293	2.20	\$645,631	2.22	\$3,125,924
Education						
/ Planned Budget		\$143,008		\$30,705		\$173,713
Company Specific Programs						
Number of Participants / Lifetime MMBtu Savings	27,594	28,263	9,100	8,065	36,694	36,328
/ Planned Budget		\$727,000		\$60,500		\$787,500
Utility Performance Incentive						
Planned Budget		\$595,512		\$209,559		\$805,072
Total Program Expenses		\$11,423,009		\$4,019,730		\$15,442,739

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NHSAVES ELECTRIC PROGRAMS - 2021-2023 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	1,368	17,422,775	299	5,073,803	3,446	60,034,686	700	5,951,550	5,814	88,482,813
B/C Ratio ¹ / Planned Budget	1.63	\$4,452,863	1.26	\$3,199,494	1.52	\$44,038,556	2.56	\$5,963,808	1.62	\$57,654,721
/ Lifetime MMBtu Savings		191,104		147,247		2,208,144		480,633		3,027,129
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	797	11,268,659	523	10,436,565	8,977	43,055,447	316	8,929,916	10,613	73,690,586
B/C Ratio ¹ / Planned Budget	2.92	\$2,026,900	3.56	\$2,364,260	3.56	\$21,438,275	2.07	\$2,892,809	3.36	\$28,722,244
/ Lifetime MMBtu Savings		215,348		322,724		2,999,967		179,829		3,717,868
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	193	6,220,293	217	16,860,094	1,548	78,522,939	189	1,738,081	2,147	103,341,407
B/C Ratio ¹ / Planned Budget	3.14	\$1,198,500	5.69	\$1,466,205	3.92	\$5,978,702	3.05	\$953,544	4.00	\$9,596,950
/ Lifetime MMBtu Savings		114,193		262,191		679,590		98,750		1,154,725
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	43,134	16,961,397	83,182	77,074,626	520,109	269,891,426	110,023	57,177,134	756,448	421,104,583
B/C Ratio ¹ / Planned Budget	2.23	\$1,317,000	3.01	\$3,134,531	2.11	\$19,893,122	3.49	\$3,582,850	2.39	\$27,927,502
/ Lifetime MMBtu Savings		5,529		17,818		182,174		170,471		375,992
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	899	243,019,937	107	117,356,932	9,917	2,183,251,608	908	264,677,779	11,831	2,808,306,257
B/C Ratio ¹ / Planned Budget	3.18	\$6,169,240	2.90	\$2,511,393	3.70	\$58,231,853	2.08	\$7,886,264	3.46	\$74,798,751
/ Lifetime MMBtu Savings		0		0		0		2,892		2,892
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	1,053	198,718,193	459	77,362,632	10,233	1,181,757,554	1,042	137,310,219	12,787	1,595,148,598
B/C Ratio ¹ / Planned Budget	2.72	\$5,043,400	2.38	\$2,921,574	2.65	\$44,109,190	2.03	\$5,967,778	2.58	\$58,041,943
/ Lifetime MMBtu Savings		351		0		1,364		3,454		5,169
Municipal										
Number of Participants / Lifetime kWh Savings	279	15,188,576	90	10,734,844	123	104,814,150	37	19,099,298	530	149,836,868
B/C Ratio ¹ / Planned Budget	2.27	\$532,752	1.94	\$645,932	2.00	\$4,360,632	4.30	\$648,000	2.26	\$6,187,316
/ Lifetime MMBtu Savings		3,311		9,511		0		12,500		25,322
Educational Programs										
Number of Participants / Planned Budget	0	\$284,660	0	\$318,571	0	\$1,398,903	0	\$198,250	0	\$2,200,383
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	30,789	5,551	0	0	7,848	227,141	67,563	11,888	106,200	244,580
/ Planned Budget		\$1,239,000		\$60,000		\$20,658,239		\$1,596,856		\$23,554,095
/ Lifetime MMBtu Savings		0		0		0		0		0
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	0	\$0	0	\$15,000	0	\$90,000	0	\$0	0	\$105,000
Utility Performance Incentive										
Planned Budget		\$1,224,537		\$914,208		\$12,105,911		\$1,632,959		\$15,877,615
TOTAL PLANNED BUDGET		\$23,488,852		\$17,551,168		\$232,303,383		\$31,323,118		\$304,666,521

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

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NHSAVES ELECTRIC PROGRAMS
SBC¹ and RGGI Funding Allocation
2021-2023 Budget

Program Allocation Summary

Program	RGGI	SBC ¹	TOTAL
HEA²			
Liberty	2.70894%	97.29106%	100.00000%
NHEC	3.20722%	96.79278%	100.00000%
Eversource	2.34091%	97.65909%	100.00000%
Unitil	2.59684%	97.40316%	100.00000%
Municipal			
Liberty	100.00000%	0.00000%	100.00000%
NHEC	100.00000%	0.00000%	100.00000%
Eversource	100.00000%	0.00000%	100.00000%
Unitil	100.00000%	0.00000%	100.00000%

A	B	C	D
Utility	HEA Budget	RGGI HEA ³	SBC HEA ⁴
Liberty	\$ 4,452,863	\$ 120,625	\$4,332,238
NHEC	\$ 3,199,494	\$ 102,615	\$3,096,880
Eversource	\$ 44,038,556	\$ 1,030,902	\$43,007,654
Unitil	\$ 5,963,808	\$ 154,871	\$5,808,937
Total	\$ 57,654,721	\$1,409,013	\$56,245,708

Notes:

¹ SBC = System Benefits Charge, Forward Capacity Market and Carryforward/Interest

² HEA Allocation

RGGI HEA = RGGI HEA (C) /Total HEA Funds (B)

SBC HEA = SBC HEA (D) /Total HEA Funds (B)

³ 17.0% of Total RGGI Funds including SB 268 funding less RGGI HEA Performance Incentive

⁴ SBC HEA = Utility's total HEA program budget (B) less RGGI HEA (C)

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS - 2021-2023 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

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

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	1,331	16,950,185	289	4,910,229	3,365	58,624,799	682	5,795,213	5,668	86,280,426
B/C Ratio ¹ / Planned Budget	1.63	\$4,332,238	1.26	\$3,096,880	1.52	\$43,007,654	2.56	\$5,808,937	1.62	\$56,245,708
/ Lifetime MMBtu Savings		185,932		142,531		2,156,287		468,166		2,952,916
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	797	11,268,659	523	10,436,565	8,977	43,055,447	316	8,929,916	10,613	73,690,586
B/C Ratio ¹ / Planned Budget	2.92	\$2,026,900	3.56	\$2,364,260	3.56	\$21,438,275	2.07	\$2,892,809	3.36	\$28,722,244
/ Lifetime MMBtu Savings		215,348		322,724		2,999,967		179,829		3,717,868
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	193	6,220,293	217	16,860,094	1,548	78,522,939	189	1,738,081	2,147	103,341,407
B/C Ratio ¹ / Planned Budget	3.14	\$1,198,500	5.69	\$1,466,205	3.92	\$5,978,702	3.05	\$953,544	4.00	\$9,596,950
/ Lifetime MMBtu Savings		114,193		262,191		679,590		98,750		1,154,725
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	43,134	16,961,397	83,182	77,074,626	520,109	269,891,426	110,023	57,177,134	756,448	421,104,583
B/C Ratio ² / Planned Budget	2.23	\$1,317,000	3.01	\$3,134,531	2.11	\$19,893,122	3.49	\$3,582,850	2.39	\$27,927,502
/ Lifetime MMBtu Savings		5,529		17,818		182,174		170,471		375,992
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	899	243,019,937	107	117,356,932	9,917	2,183,251,608	908	264,677,779	11,831	2,808,306,257
B/C Ratio ¹ / Planned Budget	3.18	\$6,169,240	2.90	\$2,511,393	3.70	\$58,231,853	2.08	\$7,886,264	3.46	\$74,798,751
/ Lifetime MMBtu Savings		0		0		0		2,892		2,892
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	1,053	198,718,193	459	77,362,632	10,233	1,181,757,554	1,042	137,310,219	12,787	1,595,148,598
B/C Ratio ¹ / Planned Budget	2.72	\$5,043,400	2.38	\$2,921,574	2.65	\$44,109,190	2.03	\$5,967,778	2.58	\$58,041,943
/ Lifetime MMBtu Savings		351		0		1,364		3,454		5,169
Municipal										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
B/C Ratio ¹ / Planned Budget	2.27	\$0	1.94	\$0	2.00	\$0	4.30	\$0	0.00	\$0
/ Lifetime MMBtu Savings		0		0		0		0		0
Educational Programs										
Number of Participants / Planned Budget	0	\$284,660	0	\$318,571	0	\$1,398,903	0	\$198,250	0	\$2,200,383
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	30,789	5,551	0	0	7,848	227,141	67,563	11,888	106,200	244,580
/ Planned Budget		\$1,239,000		\$60,000		\$20,658,239		\$1,596,856		\$23,554,095
/ Lifetime MMBtu Savings		0		0		0		0		0
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	0	\$0	0	\$15,000	0	\$90,000	0	\$0	0	\$105,000
Utility Performance Incentive										
Planned Budget		\$1,188,602		\$873,038		\$11,809,377		\$1,588,801		\$15,459,817
TOTAL PLANNED BUDGET		\$22,799,539		\$16,761,451		\$226,615,315		\$30,476,089		\$296,652,394

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES ELECTRIC PROGRAMS - 2021-2023 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative)

	Liberty		NHEC		Eversource		Unitil		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	37	472,590	10	163,574	81	1,409,887	18	156,336	146	2,202,387
B/C Ratio ¹ / Planned Budget	1.63	\$120,625	1.26	\$102,615	1.52	\$1,030,902	2.56	\$154,871	1.62	\$1,409,013
/ Lifetime MMBtu Savings		5,172		4,716		51,857		12,467		74,213
Home Performance w/ENERGY STAR										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
ENERGY STAR Products										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio ¹ / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Municipal										
Number of Participants / Lifetime kWh Savings	279	15,188,576	90	10,734,844	123	104,814,150	37	19,099,298	530	149,836,868
B/C Ratio ¹ / Planned Budget	2.27	\$532,752	1.94	\$645,932	2.00	\$4,360,632	4.30	\$648,000	2.26	\$6,187,316
/ Lifetime MMBtu Savings		3,311		9,511		0		12,500		25,322
Educational Programs										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
/ Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
Smart Start (Eversource/NHEC)										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
Utility Performance Incentive										
Planned Budget		\$35,936		\$41,170		\$296,534		\$44,158		\$417,798
TOTAL PLANNED BUDGET		\$689,313		\$789,717		\$5,688,068		\$847,029		\$8,014,127

Note: (1) B/C Ratios based on Utility Costs set to 2021 dollars

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

NHSAVES GAS PROGRAMS - 2021-2023 UTILITY GOALS BY PROGRAM
Total Customers Served, Program Budgets and Lifetime MMBtu Savings

	Liberty		Unitil		Total	
Home Energy Assistance						
Number of Units / Lifetime MMBtu Savings	1,250	541,976	244	206,158	1,494	748,134
B/C Ratio ¹ / Planned Budget	1.07	\$5,247,722	1.17	\$1,790,177	1.09	\$7,037,899
Home Performance w/ENERGY STAR						
Number of Participants / Lifetime MMBtu Savings	1,931	614,701	149	127,980	2,080	742,681
B/C Ratio ¹ / Planned Budget	1.89	\$3,094,893	1.03	\$1,092,738	1.67	\$4,187,630
ENERGY STAR Homes						
Number of Homes / Lifetime MMBtu Savings	273	345,331	261	181,976	535	527,307
B/C Ratio ¹ / Planned Budget	1.80	\$2,158,489	1.68	\$907,039	1.77	\$3,065,528
ENERGY STAR Products						
Number of Participants / Lifetime MMBtu Savings	6,819	668,828	4,300	417,836	11,119	1,086,663
B/C Ratio ¹ / Planned Budget	1.89	\$3,094,893	1.84	\$1,977,967	1.87	\$5,072,860
/ Lifetime kWh Savings		0		0		0
Large Business Energy Solutions						
Number of Participants / Lifetime MMBtu Savings	811	3,803,999	659	977,240	1,470	4,781,239
B/C Ratio ¹ / Planned Budget	4.19	\$7,665,811	3.09	\$2,742,277	3.90	\$10,408,088
Small Business Energy Solutions						
Number of Participants / Lifetime MMBtu Savings	3,818	1,734,528	510	473,708	4,328	2,208,235
B/C Ratio ¹ / Planned Budget	2.14	\$7,046,833	2.14	\$1,801,908	2.14	\$8,848,741
Education						
/ Planned Budget		\$406,304		\$84,655		\$490,959
Company Specific Programs						
Number of Participants / Lifetime MMBtu Savings	82,782	86,527	27,300	24,194	110,082	110,721
/ Planned Budget		\$2,154,000		\$180,761		\$2,334,761
Utility Performance Incentive						
Planned Budget		\$1,697,792		\$581,764		\$2,279,556
Total Program Expenses		\$32,566,737		\$11,159,285		\$43,726,022

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Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.42	0.17	1.47	19,715.5	2,289.0	20,401.5	13,839.8	-	1,551.8	19,389.7	424.5	491.6	1,113	34,499.1	713,174.4
A1 - Energy Star Homes	3.65	0.66	3.34	7,149.7	1,303.2	8,519.4	1,959.8	594.3	1,123.9	26,174.3	352.0	52.3	516	9,076.5	226,530.1
A2 - Home Performance with Energy Star	3.57	0.25	2.32	25,090.1	1,733.0	28,003.6	7,028.0	5,052.5	1,445.4	14,981.6	541.7	409.2	3,111	57,419.2	1,085,139.1
A3 - Energy Star Products	2.04	1.79	2.78	17,054.1	14,923.5	22,806.5	8,354.4	(162.1)	15,744.4	103,139.6	12,980.7	8,434.9	303,882	4,127.7	60,724.5
A5 - Residential Active Demand Response	-	-	-	-	-	-	192.2	-	-	-	-	-	1,530	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	228.2	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	55.2	-	-	-	-	-	-	-	-
Sub-Total Residential	2.18	0.64	2.15	69,009.4	20,248.7	79,731.0	31,657.6	5,484.7	19,865.5	163,685.2	14,298.9	9,388.0	310,151	105,122.4	2,085,568.1
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.92	3.92	2.19	69,615.3	69,615.3	105,213.6	17,738.1	30,349.8	58,387.2	755,615.4	6,915.2	7,929.5	4,314	-	-
C2 - Small Business Energy Solutions	2.80	2.80	1.78	38,898.8	38,891.3	58,760.9	13,893.2	19,206.5	33,065.7	420,675.6	4,201.6	4,682.1	4,257	31.8	454.7
C3 - Municipal Energy Solutions	1.96	1.96	0.96	2,846.4	2,846.4	4,499.1	1,454.1	3,240.8	2,640.0	36,853.5	374.7	212.3	43	-	-
C4 - Energy Rewards RFP Program	1.74	1.74	0.82	5,331.4	5,331.4	8,249.1	3,071.4	6,941.9	4,812.9	62,740.2	471.9	457.4	55	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	557.6	-	-	-	-	-	81	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	319.0	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	117.7	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	335.3	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	26.7	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	3.11	3.11	1.82	116,691.9	116,684.4	176,722.7	37,513.1	59,738.9	98,905.9	1,275,884.7	11,963.4	13,281.3	8,751	31.8	454.7
C6e - Smart Start	-	-	-	-	-	-	30.0	-	-	-	-	-	-	-	-
Total	2.68	1.98	1.91	185,701.2	136,933.1	256,453.7	69,200.7	65,223.6	118,771.4	1,439,569.9	26,262.3	22,669.4	318,902	105,154.1	2,086,022.8

Notes:

(1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.

(2) Utility and Customer Costs in 2021 Dollars

	Annual kWh Savings	118,771,397	79.4%	kWh > 55%	Lifetime kWh Savings	1,439,569,898	70.2%	kWh > 55%
	Annual MMBTU Savings (in kWh)	30,817,638	20.6%		Lifetime MMBTU Savings (in kWh)	611,352,955	29.8%	
		149,589,035	100.0%			2,050,922,853	100.0%	
Annual Savings as a % of 2019 Sales	1.55%			Spending per Customer	Low-Income	\$ 582.34		
					Residential	\$ 42.60		
					C&I	\$ 481.94		

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Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.57	0.18	1.62	21,325.5	2,449.5	22,047.3	13,612.8	-	1,615.7	20,187.8	442.0	511.8	1,159	35,919.0	742,528.6
A1 - Energy Star Homes	3.92	0.71	3.59	7,405.2	1,338.3	8,804.9	1,886.9	563.3	1,123.9	26,174.3	352.0	52.3	516	9,076.5	226,530.1
A2 - Home Performance with Energy Star	3.56	0.25	2.32	24,086.7	1,690.9	26,886.0	6,766.0	4,804.4	1,392.8	14,347.8	504.9	381.8	2,988	53,020.4	997,002.4
A3 - Energy Star Products	2.05	1.69	2.61	12,452.3	10,254.2	16,960.9	6,079.6	420.7	9,282.1	86,093.5	5,397.7	3,505.5	161,961	4,127.7	60,724.5
A5 - Residential Active Demand Response	-	-	-	-	-	-	277.5	-	-	-	-	-	2,295	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	216.3	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	70.7	-	-	-	-	-	-	-	-
Sub-Total Residential	2.26	0.54	2.15	65,269.8	15,732.9	74,699.2	28,909.7	5,788.4	13,414.5	146,803.3	6,696.7	4,451.4	168,919	102,143.6	2,026,785.7
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.71	3.71	2.00	66,249.1	66,249.1	100,156.5	17,846.8	32,141.8	55,118.8	711,778.6	6,217.9	7,099.1	3,121	-	-
C2 - Small Business Energy Solutions	2.62	2.62	1.65	36,385.1	36,377.4	54,929.7	13,863.4	19,327.7	30,357.0	388,918.8	3,670.5	4,129.2	3,264	31.8	454.7
C3 - Municipal Energy Solutions	1.99	1.99	0.97	2,751.8	2,751.8	4,334.6	1,380.1	3,074.5	2,491.0	34,888.5	353.6	197.8	41	-	-
C4 - Energy Rewards RFP Program	1.47	1.47	0.69	6,379.4	6,379.4	9,844.1	4,327.6	9,938.3	5,569.4	73,860.2	536.2	510.4	64	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	793.2	-	-	-	-	-	122	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	302.3	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	150.6	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	429.0	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	34.1	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.86	2.86	1.63	111,765.4	111,757.8	169,264.8	39,127.3	64,482.3	93,536.2	1,209,446.2	10,778.2	11,936.5	6,612	31.8	454.7
C6e - Smart Start	-	-	-	-	-	-	28.4	-	-	-	-	-	-	-	-
Total	2.60	1.87	1.76	177,035.2	127,490.6	243,964.0	68,065.5	70,270.7	106,950.7	1,356,249.5	17,474.9	16,387.9	175,531	102,175.3	2,027,240.4

Notes:

(1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.

(2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	106,950,682	78.1%	kWh > 55%	Lifetime kWh Savings	1,356,249,516	69.5%	kWh > 55%
	Annual MMBTU Savings (in kWh)	29,944,636	21.9%		Lifetime MMBTU Savings (in kWh)	594,125,533	30.5%	
		136,895,319	100.0%			1,950,375,049	100.0%	
Annual Savings as a % of 2019 Sales	1.39%							
	Spending per Customer	Low-Income	\$	572.78				
		Residential	\$	36.57				
		C&I	\$	502.68				

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021)\$ ²	Customer Costs (\$000 - 2021)\$ ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.57	0.18	1.63	22,396.3	2,563.8	23,135.2	14,229.0	-	1,637.2	20,457.3	447.9	518.7	1,174	36,398.6	752,441.4
A1 - Energy Star Homes	4.20	0.76	3.85	7,653.3	1,379.4	9,081.9	1,822.3	533.9	1,123.9	26,174.3	352.0	52.3	516	9,076.5	226,530.1
A2 - Home Performance with Energy Star	3.53	0.25	2.32	23,093.7	1,659.6	25,779.0	6,533.7	4,567.1	1,341.0	13,726.0	471.6	356.3	2,878	49,068.5	917,825.6
A3 - Energy Star Products	2.30	1.80	2.55	10,573.2	8,309.9	14,621.7	4,604.3	1,126.7	6,562.7	80,658.4	2,078.0	1,321.6	54,267	4,127.7	60,724.5
A5 - Residential Active Demand Response	-	-	-	-	-	-	402.0	-	-	-	-	-	3,443	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	205.0	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	90.4	-	-	-	-	-	-	-	-
Sub-Total Residential	2.28	0.50	2.13	63,716.5	13,912.7	72,617.9	27,886.8	6,227.8	10,664.8	141,016.0	3,349.5	2,248.9	62,278	98,671.2	1,957,521.6
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.48	3.48	1.83	67,790.8	67,790.8	102,337.7	19,465.3	36,421.3	56,015.6	715,857.5	6,044.7	6,796.3	2,481	-	-
C2 - Small Business Energy Solutions	2.54	2.54	1.59	35,595.2	35,587.3	53,565.2	14,007.0	19,753.0	29,056.0	372,163.1	3,381.9	3,823.2	2,712	31.8	454.7
C3 - Municipal Energy Solutions	2.06	2.06	1.00	2,681.0	2,681.0	4,200.0	1,303.2	2,907.2	2,353.4	33,072.2	334.0	184.6	39	-	-
C4 - Energy Rewards RFP Program	1.28	1.28	0.59	7,986.6	7,986.6	12,272.0	6,259.7	14,590.8	6,704.1	90,540.4	632.6	589.8	77	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	1,125.4	-	-	-	-	-	182	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	286.6	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	192.7	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	549.0	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	43.7	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.64	2.64	1.47	114,053.5	114,045.7	172,375.0	43,232.6	73,672.3	94,129.1	1,211,633.2	10,393.2	11,393.9	5,491	31.8	454.7
C6e - Smart Start	-	-	-	-	-	-	27.0	-	-	-	-	-	-	-	-
Total	2.50	1.80	1.62	177,770.0	127,958.4	244,992.9	71,146.3	79,900.1	104,793.9	1,352,649.2	13,742.7	13,642.8	67,769	98,703.0	1,957,976.3

Notes:

(1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.

(2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual kWh Savings	104,793,919	78.4%	kWh > 55%	Lifetime kWh Savings	1,352,649,153	70.2%	kWh > 55%
Annual MMBTU Savings (in kWh)	<u>28,926,996</u>	<u>21.6%</u>		Lifetime MMBTU Savings (in kWh)	<u>573,826,245</u>	<u>29.8%</u>	
	133,720,915	100.0%			1,926,475,399	100.0%	

Annual Savings as a % of 2019 Sales	1.36%
--	-------

Spending per Customer	Low-Income	\$	598.71
	Residential	\$	32.65
	C&I	\$	555.42

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

Program Cost-Effectiveness - 2021-2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.52	0.18	1.57	63,437.3	7,302.4	65,584.0	41,681.6	-	4,804.7	60,034.7	1,314.5	1,522.1	3,446	106,816.6	2,208,144.3
A1 - Energy Star Homes	3.92	0.71	3.59	22,208.2	4,020.8	26,406.3	5,669.0	1,691.5	3,371.7	78,522.9	1,056.0	156.8	1,548	27,229.4	679,590.3
A2 - Home Performance with Energy Star	3.56	0.25	2.32	72,270.5	5,083.5	80,668.7	20,327.7	14,424.0	4,179.2	43,055.4	1,518.2	1,147.3	8,977	159,508.1	2,999,967.2
A3 - Energy Star Products	2.11	1.76	2.66	40,079.6	33,487.6	54,389.1	19,038.3	1,385.3	31,589.2	269,891.4	20,456.5	13,262.0	520,109	12,383.0	182,173.6
A5 - Residential Active Demand Response	-	-	-	-	-	-	871.7	-	-	-	-	-	7,268	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	649.5	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	216.4	-	-	-	-	-	-	-	-
Sub-Total Residential	2.24	0.56	2.14	197,995.6	49,894.3	227,048.1	88,454.2	17,500.9	43,944.8	451,504.5	24,345.1	16,088.3	541,348	305,937.2	6,069,875.4
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.70	3.70	2.00	203,655.2	203,655.2	307,707.8	55,050.2	98,912.9	169,521.6	2,183,251.6	19,177.8	21,824.9	9,917	-	-
C2 - Small Business Energy Solutions	2.65	2.65	1.67	110,879.1	110,856.1	167,255.8	41,763.6	58,287.1	92,478.8	1,181,757.6	11,254.0	12,634.6	10,233	95.3	1,364.2
C3 - Municipal Energy Solutions	2.00	2.00	0.98	8,279.3	8,279.3	13,033.7	4,137.4	9,222.5	7,484.4	104,814.2	1,062.2	594.7	123	-	-
C4 - Energy Rewards RFP Program	1.44	1.44	0.67	19,697.3	19,697.3	30,365.2	13,658.8	31,470.9	17,086.4	227,140.8	1,640.7	1,557.6	196	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	2,476.2	-	-	-	-	-	385	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	907.9	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	461.1	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	1,313.3	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	104.5	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.86	2.86	1.63	342,510.8	342,487.8	518,362.5	119,873.0	197,893.5	286,571.2	3,696,964.1	33,134.7	36,611.8	20,854	95.3	1,364.2
C6e - Smart Start	-	-	-	-	-	-	85.4	-	-	-	-	-	-	-	-
Total	2.59	1.88	1.76	540,506.4	392,382.1	745,410.6	208,412.6	215,394.3	330,516.0	4,148,468.6	57,479.9	52,700.0	562,202	306,032.5	6,071,239.5

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	330,515,998	78.7%	kWh > 55%	Lifetime kWh Savings	4,148,468,567	70.0%	kWh > 55%
	Annual MMBTU Savings (in kWh)	89,689,270	21.3%		Lifetime MMBTU Savings (in kWh)	1,779,304,734	30.0%	
		420,205,268	100.0%			5,927,773,300	100.0%	
Cumulative Savings as a % of 2019 Sales	4.30%			Spending per Customer	Low-Income	\$ 1,753.83		
					Residential	\$ 111.82		
					C&I	\$ 1,540.05		

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Present Value Benefits - 2021 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY						Electric				Non-Electric			Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 19,716	\$ 2,289	\$ 20,401	\$ 377	\$ -	\$ 416	\$ 361	\$ 6	\$ 290	\$ 295	\$ 259	\$ 211	\$ 74	\$ 2,289	\$ 13,340	\$ 71	\$ 15,700	\$ 890	\$ 3,126	\$ 4,016	\$ 686
A1 - Energy Star Homes	\$ 7,150	\$ 1,303	\$ 8,519	\$ 12	\$ -	\$ 17	\$ 15	\$ 0	\$ 549	\$ 643	\$ 6	\$ 4	\$ 56	\$ 1,303	\$ 5,530	\$ 28	\$ 6,861	\$ 289	\$ 683	\$ 972	\$ 686
A2 - Home Performance with Energy Star	\$ 25,090	\$ 1,733	\$ 28,004	\$ 271	\$ -	\$ 299	\$ 259	\$ 4	\$ 257	\$ 279	\$ 170	\$ 130	\$ 64	\$ 1,733	\$ 22,061	\$ 9	\$ 23,803	\$ 1,287	\$ 2,379	\$ 3,667	\$ 534
A3 - Energy Star Products	\$ 17,054	\$ 14,924	\$ 22,807	\$ 2,254	\$ -	\$ 3,049	\$ 2,645	\$ 72	\$ 2,367	\$ 2,097	\$ 1,019	\$ 759	\$ 661	\$ 14,924	\$ 1,063	\$ 997	\$ 16,983	\$ 71	\$ 1,599	\$ 1,669	\$ 4,154
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 69,009	\$ 20,249	\$ 79,731	\$ 2,914	\$ -	\$ 3,781	\$ 3,280	\$ 83	\$ 3,462	\$ 3,314	\$ 1,454	\$ 1,104	\$ 855	\$ 20,249	\$ 41,993	\$ 1,105	\$ 63,347	\$ 2,537	\$ 7,787	\$ 10,324	\$ 6,060
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 69,615	\$ 69,615	\$ 105,214	\$ 7,304	\$ -	\$ 8,254	\$ 7,160	\$ 123	\$ 18,830	\$ 7,965	\$ 11,536	\$ 5,182	\$ 3,261	\$ 69,615	\$ -	\$ -	\$ 69,615	\$ -	\$ 6,962	\$ 6,962	\$ 28,637
C2 - Small Business Energy Solutions	\$ 38,899	\$ 38,891	\$ 58,761	\$ 4,252	\$ -	\$ 4,815	\$ 4,177	\$ 72	\$ 8,305	\$ 4,718	\$ 7,165	\$ 3,597	\$ 1,791	\$ 38,891	\$ 0	\$ 7	\$ 38,898	\$ 0	\$ 3,889	\$ 3,890	\$ 15,973
C3 - Municipal Energy Solutions	\$ 2,846	\$ 2,846	\$ 4,499	\$ 205	\$ -	\$ 230	\$ 199	\$ 3	\$ 754	\$ 509	\$ 473	\$ 329	\$ 143	\$ 2,846	\$ -	\$ -	\$ 2,846	\$ -	\$ 285	\$ 285	\$ 1,368
C4 - Energy Rewards RFP Program	\$ 5,331	\$ 5,331	\$ 8,249	\$ 421	\$ -	\$ 476	\$ 413	\$ 7	\$ 2,103	\$ 622	\$ 740	\$ 269	\$ 281	\$ 5,331	\$ -	\$ -	\$ 5,331	\$ -	\$ 533	\$ 533	\$ 2,385
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6a - C&I Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6d - C&I Customer Partnerships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 116,692	\$ 116,684	\$ 176,723	\$ 12,182	\$ -	\$ 13,775	\$ 11,948	\$ 205	\$ 29,992	\$ 13,814	\$ 19,915	\$ 9,377	\$ 5,477	\$ 116,684	\$ 0	\$ 7	\$ 116,691	\$ 0	\$ 11,668	\$ 11,669	\$ 48,362
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 185,701	\$ 136,933	\$ 256,454	\$ 15,096	\$ -	\$ 17,557	\$ 15,228	\$ 288	\$ 33,454	\$ 17,128	\$ 21,369	\$ 10,481	\$ 6,332	\$ 136,933	\$ 41,993	\$ 1,112	\$ 180,038	\$ 2,537	\$ 19,455	\$ 21,993	\$ 54,423

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Present Value Benefits - 2022 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)															Non-Resource Benefits (\$000)			Environmental Benefits (\$000)		
				CAPACITY										ENERGY									Non-Electric	
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit	Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits				
Residential Programs																								
B1 - Home Energy Assistance	\$ 21,325	\$ 2,450	\$ 22,047	\$ 414	\$ -	\$ 441	\$ 383	\$ 6	\$ 310	\$ 313	\$ 278	\$ 225	\$ 79	\$ 2,450	\$ 14,421	\$ 75	\$ 16,946	\$ 1,006	\$ 3,374	\$ 4,380	\$ 722			
A1 - Energy Star Homes	\$ 7,405	\$ 1,338	\$ 8,805	\$ 13	\$ -	\$ 18	\$ 15	\$ 0	\$ 566	\$ 659	\$ 6	\$ 4	\$ 58	\$ 1,338	\$ 5,725	\$ 29	\$ 7,092	\$ 313	\$ 706	\$ 1,019	\$ 693			
A2 - Home Performance with Energy Star	\$ 24,087	\$ 1,691	\$ 26,886	\$ 266	\$ -	\$ 286	\$ 248	\$ 4	\$ 254	\$ 274	\$ 167	\$ 129	\$ 63	\$ 1,691	\$ 21,096	\$ 16	\$ 22,803	\$ 1,284	\$ 2,279	\$ 3,563	\$ 521			
A3 - Energy Star Products	\$ 12,452	\$ 10,254	\$ 16,961	\$ 1,401	\$ -	\$ 1,710	\$ 1,483	\$ 35	\$ 1,960	\$ 1,802	\$ 803	\$ 618	\$ 442	\$ 10,254	\$ 1,105	\$ 1,016	\$ 12,375	\$ 77	\$ 1,136	\$ 1,213	\$ 3,373			
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Sub-Total Residential	\$ 65,270	\$ 15,733	\$ 74,699	\$ 2,094	\$ -	\$ 2,455	\$ 2,129	\$ 46	\$ 3,089	\$ 3,048	\$ 1,253	\$ 977	\$ 642	\$ 15,733	\$ 42,347	\$ 1,136	\$ 59,216	\$ 2,680	\$ 7,495	\$ 10,175	\$ 5,308			
Commercial/Industrial Programs																								
C1 - Large Business Energy Solutions	\$ 66,249	\$ 66,249	\$ 100,156	\$ 6,949	\$ -	\$ 7,570	\$ 6,566	\$ 112	\$ 18,480	\$ 7,610	\$ 10,950	\$ 4,875	\$ 3,137	\$ 66,249	\$ -	\$ -	\$ 66,249	\$ -	\$ 6,625	\$ 6,625	\$ 27,282			
C2 - Small Business Energy Solutions	\$ 36,385	\$ 36,377	\$ 54,930	\$ 4,019	\$ -	\$ 4,382	\$ 3,801	\$ 65	\$ 7,917	\$ 4,436	\$ 6,709	\$ 3,372	\$ 1,678	\$ 36,377	\$ 0	\$ 7	\$ 36,385	\$ 0	\$ 3,638	\$ 3,638	\$ 14,907			
C3 - Municipal Energy Solutions	\$ 2,752	\$ 2,752	\$ 4,335	\$ 202	\$ -	\$ 219	\$ 190	\$ 3	\$ 738	\$ 492	\$ 454	\$ 317	\$ 138	\$ 2,752	\$ -	\$ -	\$ 2,752	\$ -	\$ 275	\$ 275	\$ 1,308			
C4 - Energy Rewards RFP Program	\$ 6,379	\$ 6,379	\$ 9,844	\$ 503	\$ -	\$ 547	\$ 475	\$ 8	\$ 2,676	\$ 753	\$ 801	\$ 283	\$ 334	\$ 6,379	\$ -	\$ -	\$ 6,379	\$ -	\$ 638	\$ 638	\$ 2,827			
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
C6a - C&I Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
C6d - C&I Customer Partnerships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Sub-Total Commercial & Industrial	\$ 111,765	\$ 111,758	\$ 169,265	\$ 11,672	\$ -	\$ 12,718	\$ 11,031	\$ 189	\$ 29,811	\$ 13,291	\$ 18,913	\$ 8,847	\$ 5,287	\$ 111,758	\$ 0	\$ 7	\$ 111,765	\$ 0	\$ 11,176	\$ 11,176	\$ 46,324			
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Total	\$ 177,035	\$ 127,491	\$ 243,964	\$ 13,767	\$ -	\$ 15,172	\$ 13,160	\$ 234	\$ 32,899	\$ 16,338	\$ 20,167	\$ 9,823	\$ 5,929	\$ 127,491	\$ 42,347	\$ 1,143	\$ 170,981	\$ 2,680	\$ 18,671	\$ 21,351	\$ 51,632			

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Present Value Benefits - 2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)							
	Granite State Test	Utility Cost Test	Secondary Granite State Test	CAPACITY							Electric ENERGY				Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits						
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit											
Residential Programs																											
B1 - Home Energy Assistance	\$ 22,396	\$ 2,564	\$ 23,135	\$ 444	\$ -	\$ 456	\$ 395	\$ 6	\$ 324	\$ 327	\$ 293	\$ 237	\$ 82	\$ 2,564	\$ 15,113	\$ 78	\$ 17,755	\$ 1,106	\$ 3,535	\$ 4,641	\$ 739						
A1 - Energy Star Homes	\$ 7,653	\$ 1,379	\$ 9,082	\$ 14	\$ -	\$ 18	\$ 16	\$ 0	\$ 585	\$ 678	\$ 6	\$ 5	\$ 59	\$ 1,379	\$ 5,906	\$ 29	\$ 7,314	\$ 339	\$ 728	\$ 1,068	\$ 700						
A2 - Home Performance with Energy Star	\$ 23,094	\$ 1,660	\$ 25,779	\$ 264	\$ -	\$ 274	\$ 237	\$ 4	\$ 253	\$ 272	\$ 164	\$ 128	\$ 62	\$ 1,660	\$ 20,129	\$ 22	\$ 21,810	\$ 1,283	\$ 2,179	\$ 3,462	\$ 506						
A3 - Energy Star Products	\$ 10,573	\$ 8,310	\$ 14,622	\$ 1,011	\$ -	\$ 1,071	\$ 929	\$ 17	\$ 1,850	\$ 1,753	\$ 732	\$ 577	\$ 370	\$ 8,310	\$ 1,144	\$ 1,036	\$ 10,490	\$ 84	\$ 945	\$ 1,029	\$ 3,103						
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
Sub-Total Residential	\$ 63,716	\$ 13,913	\$ 72,618	\$ 1,733	\$ -	\$ 1,818	\$ 1,577	\$ 28	\$ 3,013	\$ 3,029	\$ 1,195	\$ 947	\$ 572	\$ 13,913	\$ 42,291	\$ 1,165	\$ 57,369	\$ 2,812	\$ 7,388	\$ 10,200	\$ 5,049						
Commercial/Industrial Programs																											
C1 - Large Business Energy Solutions	\$ 67,791	\$ 67,791	\$ 102,338	\$ 7,063	\$ -	\$ 7,382	\$ 6,403	\$ 110	\$ 19,866	\$ 7,852	\$ 11,002	\$ 4,871	\$ 3,243	\$ 67,791	\$ -	\$ -	\$ 67,791	\$ -	\$ 6,779	\$ 6,779	\$ 27,768						
C2 - Small Business Energy Solutions	\$ 35,595	\$ 35,587	\$ 53,565	\$ 3,982	\$ -	\$ 4,160	\$ 3,608	\$ 62	\$ 7,920	\$ 4,360	\$ 6,550	\$ 3,309	\$ 1,638	\$ 35,587	\$ 0	\$ 7	\$ 35,595	\$ 1	\$ 3,559	\$ 3,559	\$ 14,411						
C3 - Municipal Energy Solutions	\$ 2,681	\$ 2,681	\$ 4,200	\$ 201	\$ -	\$ 208	\$ 181	\$ 3	\$ 727	\$ 479	\$ 440	\$ 309	\$ 133	\$ 2,681	\$ -	\$ -	\$ 2,681	\$ -	\$ 268	\$ 268	\$ 1,251						
C4 - Energy Rewards RFP Program	\$ 7,987	\$ 7,987	\$ 12,272	\$ 626	\$ -	\$ 653	\$ 566	\$ 10	\$ 3,558	\$ 957	\$ 897	\$ 308	\$ 413	\$ 7,987	\$ -	\$ -	\$ 7,987	\$ -	\$ 799	\$ 799	\$ 3,487						
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
C6a - C&I Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
C6d - C&I Customer Partnerships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
Sub-Total Commercial & Industrial	\$ 114,054	\$ 114,046	\$ 172,375	\$ 11,871	\$ -	\$ 12,402	\$ 10,757	\$ 184	\$ 32,070	\$ 13,648	\$ 18,889	\$ 8,797	\$ 5,427	\$ 114,046	\$ 0	\$ 7	\$ 114,053	\$ 1	\$ 11,405	\$ 11,405	\$ 46,917						
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
Total	\$ 177,770	\$ 127,958	\$ 244,993	\$ 13,604	\$ -	\$ 14,221	\$ 12,335	\$ 212	\$ 35,083	\$ 16,677	\$ 20,084	\$ 9,744	\$ 5,999	\$ 127,958	\$ 42,291	\$ 1,172	\$ 171,422	\$ 2,812	\$ 18,793	\$ 21,605	\$ 51,966						

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Present Value Benefits - 2021-2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
	Granite State Test	Utility Cost Test	Secondary Granite State Test	CAPACITY					ENERGY				Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits			
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit					Other Fuels		Water Benefit
Residential Programs																					
B1 - Home Energy Assistance	\$ 63,437	\$ 7,302	\$ 65,584	\$ 1,235	\$ -	\$ 1,313	\$ 1,139	\$ 18	\$ 924	\$ 935	\$ 830	\$ 673	\$ 235	\$ 7,302	\$ 42,874	\$ 224	\$ 50,400	\$ 3,002	\$ 10,035	\$ 13,037	\$ 2,147
A1 - Energy Star Homes	\$ 22,208	\$ 4,021	\$ 26,406	\$ 39	\$ -	\$ 53	\$ 46	\$ 1	\$ 1,699	\$ 1,980	\$ 17	\$ 13	\$ 173	\$ 4,021	\$ 17,161	\$ 86	\$ 21,267	\$ 941	\$ 2,118	\$ 3,059	\$ 2,080
A2 - Home Performance with Energy Star	\$ 72,270	\$ 5,084	\$ 80,669	\$ 802	\$ -	\$ 859	\$ 745	\$ 13	\$ 764	\$ 825	\$ 501	\$ 387	\$ 189	\$ 5,084	\$ 63,286	\$ 46	\$ 68,416	\$ 3,855	\$ 6,837	\$ 10,692	\$ 1,561
A3 - Energy Star Products	\$ 40,080	\$ 33,488	\$ 54,389	\$ 4,666	\$ -	\$ 5,830	\$ 5,057	\$ 124	\$ 6,177	\$ 5,652	\$ 2,554	\$ 1,954	\$ 1,473	\$ 33,488	\$ 3,311	\$ 3,050	\$ 39,849	\$ 231	\$ 3,680	\$ 3,911	\$ 10,630
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 197,996	\$ 49,894	\$ 227,048	\$ 6,742	\$ -	\$ 8,055	\$ 6,986	\$ 157	\$ 9,564	\$ 9,391	\$ 3,902	\$ 3,028	\$ 2,070	\$ 49,894	\$ 126,631	\$ 3,406	\$ 179,932	\$ 8,029	\$ 22,670	\$ 30,699	\$ 16,418
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 203,655	\$ 203,655	\$ 307,708	\$ 21,315	\$ -	\$ 23,206	\$ 20,128	\$ 345	\$ 57,176	\$ 23,427	\$ 33,487	\$ 14,929	\$ 9,641	\$ 203,655	\$ -	\$ -	\$ 203,655	\$ -	\$ 20,366	\$ 20,366	\$ 83,687
C2 - Small Business Energy Solutions	\$ 110,879	\$ 110,856	\$ 167,256	\$ 12,252	\$ -	\$ 13,357	\$ 11,585	\$ 199	\$ 24,141	\$ 13,513	\$ 20,425	\$ 10,277	\$ 5,107	\$ 110,856	\$ 0	\$ 22	\$ 110,878	\$ 1	\$ 11,086	\$ 11,087	\$ 45,291
C3 - Municipal Energy Solutions	\$ 8,279	\$ 8,279	\$ 13,034	\$ 609	\$ -	\$ 657	\$ 570	\$ 9	\$ 2,219	\$ 1,480	\$ 1,366	\$ 955	\$ 414	\$ 8,279	\$ -	\$ -	\$ 8,279	\$ -	\$ 828	\$ 828	\$ 3,926
C4 - Energy Rewards RFP Program	\$ 19,697	\$ 19,697	\$ 30,365	\$ 1,549	\$ -	\$ 1,676	\$ 1,453	\$ 25	\$ 8,337	\$ 2,332	\$ 2,439	\$ 859	\$ 1,027	\$ 19,697	\$ -	\$ -	\$ 19,697	\$ -	\$ 1,970	\$ 1,970	\$ 8,698
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6a - C&I Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6d - C&I Customer Partnerships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 342,511	\$ 342,488	\$ 518,362	\$ 35,725	\$ -	\$ 38,895	\$ 33,737	\$ 578	\$ 91,873	\$ 40,753	\$ 57,717	\$ 27,020	\$ 16,190	\$ 342,488	\$ 0	\$ 22	\$ 342,509	\$ 1	\$ 34,249	\$ 34,250	\$ 141,603
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 540,506	\$ 392,382	\$ 745,411	\$ 42,467	\$ -	\$ 46,950	\$ 40,723	\$ 735	\$ 101,436	\$ 50,144	\$ 61,619	\$ 30,048	\$ 18,260	\$ 392,382	\$ 126,631	\$ 3,428	\$ 522,441	\$ 8,030	\$ 56,919	\$ 64,949	\$ 158,020

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Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	1,439,569,898	1,079,677,423		-	1.925%	-	\$ 1,331,536	\$ 1,664,421	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	118,771,397	89,078,548		-	0.550%	-	\$ 380,439	\$ 475,549	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	22,669	14,735		-	0.660%	-	\$ 456,527	\$ 570,658	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	26,262	17,070		-	0.440%	-	\$ 304,351	\$ 380,439	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 180,038,137			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 69,170,723			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 110,867,414	\$ 83,150,561	\$ -	-	1.925%	-	\$ 1,331,536	\$ 1,664,421	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 3,804,390	\$ 4,755,487	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 185,701,227		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 3,804,390	\$ -	from row 8 above
11 Total Utility Costs	\$ 69,170,723	\$ -	from row 6 above
12 Portfolio GST BCR	2.54	-	row 9 divided by rows 10+11

Utility Costs expressed in 2021 dollars.

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

² Net of Smart Start

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Portfolio Planned Versus Actual Performance - 2022										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	1,356,249,516	1,017,187,137		-	1.925%	-	\$ 1,381,747	\$ 1,727,184	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	106,950,682	80,213,012		-	0.550%	-	\$ 394,785	\$ 493,481	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	16,388	10,652		-	0.660%	-	\$ 473,742	\$ 592,177	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	17,475	11,359		-	0.440%	-	\$ 315,828	\$ 394,785	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 170,980,896			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 71,779,083			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 99,201,813	\$ 74,401,360	\$ -	-	1.925%	-	\$ 1,381,747	\$ 1,727,184	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 3,947,850	\$ 4,934,812	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 177,035,200		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 3,947,850	\$ -	from row 8 above
11 Total Utility Costs	\$ 71,779,083	\$ -	from row 6 above
12 Portfolio GST BCR	2.34	-	row 9 divided by rows 10+11

Utility Costs expressed in 2022 dollars.

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

² Net of Smart Start

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Portfolio Planned Versus Actual Performance - 2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	1,352,649,153	1,014,486,865		-	1.925%	-	\$ 1,523,785	\$ 1,904,731	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	104,793,919	78,595,439		-	0.550%	-	\$ 435,367	\$ 544,209	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	13,643	8,868		-	0.660%	-	\$ 522,441	\$ 653,051	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	13,743	8,933		-	0.440%	-	\$ 348,294	\$ 435,367	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 171,422,076			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 79,157,665			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 92,264,410	\$ 69,198,308	\$ -	-	1.925%	-	\$ 1,523,785	\$ 1,904,731	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 4,353,672	\$ 5,442,090	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 177,769,996		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 4,353,672	\$ -	from row 8 above
11 Total Utility Costs	\$ 79,157,665	\$ -	from row 6 above
12 Portfolio GST BCR	2.13	-	row 9 divided by rows 10+11

Utility Costs expressed in 2023 dollars.

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

² Net of Smart Start

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Portfolio Planned Versus Actual Performance - 2021-2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	4,148,468,567	3,111,351,425		-	1.925%	-	\$ 4,237,069	\$ 5,296,336	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	330,515,998	247,886,999		-	0.550%	-	\$ 1,210,591	\$ 1,513,239	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	52,700	34,255		-	0.660%	-	\$ 1,452,709	\$ 1,815,887	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	57,480	37,362		-	0.440%	-	\$ 968,473	\$ 1,210,591	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 522,441,109			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 220,107,472			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 302,333,637	\$ 226,750,228	\$ -	-	1.925%	-	\$ 4,237,069	\$ 5,296,336	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 12,105,911	\$ 15,132,389	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 540,506,424		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 12,105,911	\$ -	from row 8 above
11 Total Utility Costs	\$ 220,107,472	\$ -	from row 6 above
12 Portfolio GST BCR	2.33	-	row 9 divided by rows 10+11

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

² Net of Smart Start

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Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.47	0.28	1.60	2,080.5	400.3	2,269.1	1,414.4	0.0	336.2	5,643.5	47.2	31.6	426	3,141.0	59,567.2
A1 - Energy Star Homes	2.86	0.39	2.78	1,002.0	136.5	1,161.2	350.0	67.0	188.0	1,856.6	43.6	20.1	56	1,337.7	33,278.6
A2 - Home Performance with Energy Star	2.64	0.40	1.99	1,533.9	230.0	1,785.5	580.0	316.7	191.2	3,188.0	17.8	18.3	232	3,535.8	61,683.2
A3 - Energy Star Products	2.25	1.97	2.97	1,146.2	1,006.6	1,523.0	510.0	3.1	1,100.8	6,539.6	873.4	580.0	20,636	129.7	1,816.4
A4 - Home Energy Reports	1.18	1.18	1.80	171.7	171.7	261.5	145.0	-	398.0	1,586.0	85.9	55.4	10,256	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	37.8	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	43.0	-	-	-	-	-	-	-	-
Sub-Total Residential	1.93	0.63	2.02	5,934.3	1,945.2	7,000.2	3,080.2	386.9	2,214.2	18,813.7	1,067.9	705.4	31,607	8,144.2	156,345.3
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.04	3.04	2.25	6,019.2	6,019.2	9,661.6	1,982.3	2,311.7	5,837.0	81,897.5	372.4	398.6	293	-	-
C2 - Small Business Energy Solutions	2.63	2.63	2.37	4,297.3	4,296.4	7,321.8	1,633.5	1,451.7	5,133.6	68,957.7	331.6	59.2	346	7.8	78.0
C3 - Municipal Energy Solutions	2.12	1.95	1.41	375.7	346.0	572.2	177.6	226.9	386.4	5,108.2	45.4	31.0	94	55.6	1,103.7
C5 - C&I Active Demand Response	-	-	-	-	-	-	105.0	-	-	-	-	-	4	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	50.2	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	43.0	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.68	2.67	2.20	10,692.2	10,661.6	17,555.7	3,991.6	3,990.3	11,356.9	155,963.4	749.3	488.8	737	63.4	1,181.7
Total	2.35	1.78	2.14	16,626.5	12,606.8	24,555.9	7,071.8	4,377.1	13,571.1	174,777.1	1,817.3	1,194.2	32,343	8,207.6	157,527.0

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars

Annual kWh Savings	13,571,141	84.9%	kWh > 55%	Lifetime kWh Savings	174,777,140	79.1%	kWh > 55%
Annual MMBTU Savings (in kWh)	2,405,422	15.1%		Lifetime MMBTU Savings (in kWh)	46,166,608	20.9%	
	15,976,564	100.0%			220,943,748	100.0%	

Annual Savings as a % of 2019 Sales	1.51%
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Spending per Customer	Low-Income	\$	1,150.82
	Residential	\$	43.34
	C&I	\$	478.72

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Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.63	0.30	1.77	2,298.8	426.4	2,496.7	1,408.8	0.0	349.1	5,859.7	49.0	32.8	459	3,409.9	64,074.4
A1 - Energy Star Homes	3.11	0.42	3.02	1,221.9	164.8	1,413.9	393.4	74.7	221.3	2,185.5	51.4	23.6	66	1,574.6	39,173.0
A2 - Home Performance with Energy Star	2.86	0.43	2.15	1,867.2	280.6	2,170.9	653.1	357.6	224.4	3,780.7	20.5	21.4	266	4,097.8	72,136.0
A3 - Energy Star Products	2.19	1.84	2.81	900.4	755.0	1,207.1	410.4	19.2	750.6	5,521.0	463.1	315.8	13,819	131.9	1,847.2
A4 - Home Energy Reports	1.52	1.52	2.31	223.1	223.1	339.5	146.9	-	576.0	2,015.0	124.3	80.2	10,256	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	37.9	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	44.8	-	-	-	-	-	-	-	-
Sub-Total Residential	2.10	0.60	2.15	6,511.4	1,849.9	7,628.1	3,095.3	451.6	2,121.5	19,361.8	708.3	473.8	24,867	9,214.1	177,230.5
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.22	3.22	2.36	6,205.3	6,205.3	9,871.6	1,928.9	2,261.7	5,821.0	80,942.7	391.5	429.7	305	-	-
C2 - Small Business Energy Solutions	2.69	2.68	2.46	4,298.9	4,297.5	7,237.6	1,600.9	1,344.2	4,909.4	65,992.8	330.2	86.3	350	11.7	117.0
C3 - Municipal Energy Solutions	2.25	2.07	1.51	379.5	348.6	575.8	168.3	212.2	382.0	5,049.3	44.8	30.3	93	55.6	1,103.7
C5 - C&I Active Demand Response	-	-	-	-	-	-	155.5	-	-	-	-	-	7	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	50.2	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	44.8	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.76	2.75	2.28	10,883.7	10,851.5	17,685.0	3,948.7	3,818.1	11,112.3	151,984.8	766.5	546.3	755	67.3	1,220.7
Total	2.47	1.80	2.24	17,395.1	12,701.3	25,313.1	7,044.1	4,269.7	13,233.8	171,346.6	1,474.7	1,020.1	25,621	9,281.4	178,451.2

Notes:
 (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
 (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	13,233,800	83.0%	kWh > 55%	Lifetime kWh Savings	171,346,625	76.6%	kWh > 55%
	Annual MMBTU Savings (in kWh)	2,720,124	17.0%		Lifetime MMBTU Savings (in kWh)	52,298,899	23.4%	
		15,953,924	100.0%			223,645,524	100.0%	
Annual Savings as a % of 2019 Sales	1.47%			Spending per Customer	Low-Income	\$ 1,146.31		
					Residential	\$ 43.88		
					C&I	\$ 473.58		

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.78	0.32	1.92	2,475.9	441.6	2,677.6	1,394.6	0.0	353.7	5,919.5	49.7	33.2	483	3,624.4	67,462.8
A1 - Energy Star Homes	3.41	0.42	3.29	1,329.5	164.8	1,530.2	389.5	75.5	235.8	2,178.2	54.7	25.1	70	1,677.8	41,741.7
A2 - Home Performance with Energy Star	3.22	0.48	2.38	2,190.0	330.1	2,542.4	680.9	386.6	254.1	4,300.0	22.9	24.1	299	4,610.9	81,528.9
A3 - Energy Star Products	2.24	1.79	2.72	751.8	601.4	1,015.8	336.0	38.0	567.4	4,900.9	246.2	176.3	8,679	133.3	1,865.6
A4 - Home Energy Reports	1.50	1.50	2.27	222.1	222.1	336.4	148.2	-	543.0	1,950.0	117.2	75.6	10,256	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	38.2	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	46.7	-	-	-	-	-	-	-	-
Sub-Total Residential	2.30	0.58	2.29	6,969.3	1,760.0	8,102.4	3,034.3	500.1	1,954.1	19,248.6	490.8	334.4	19,787	10,046.4	192,599.1
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.30	3.30	2.41	6,385.6	6,385.6	10,077.4	1,933.4	2,246.4	5,794.6	80,179.8	388.3	439.9	301	-	-
C2 - Small Business Energy Solutions	2.84	2.84	2.58	4,387.3	4,385.5	7,274.0	1,546.1	1,271.5	4,740.7	63,767.7	320.6	114.7	357	15.6	156.0
C3 - Municipal Energy Solutions	2.44	2.24	1.63	389.8	357.9	588.1	159.6	200.7	380.7	5,031.1	44.7	30.1	93	55.6	1,103.7
C5 - C&I Active Demand Response	-	-	-	-	-	-	202.2	-	-	-	-	-	10	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	50.7	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	46.7	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.83	2.83	2.34	11,162.7	11,129.0	17,939.5	3,938.7	3,718.5	10,916.0	148,978.5	753.6	584.7	761	71.2	1,259.7
Total	2.60	1.85	2.33	18,132.0	12,889.0	26,042.0	6,972.9	4,218.6	12,870.1	168,227.1	1,244.4	919.1	20,548	10,117.6	193,858.8

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	12,870,051	81.3%	kWh > 55%	Lifetime kWh Savings	168,227,064	74.8%	kWh > 55%
	Annual MMBTU Savings (in kWh)	2,965,169	18.7%		Lifetime MMBTU Savings (in kWh)	56,814,417	25.2%	
		15,835,220	100.0%			225,041,481	100.0%	
Annual Savings as a % of 2019 Sales	1.43%			Spending per Customer	Low-Income	\$ 1,134.73		
					Residential	\$ 42.66		
					C&I	\$ 472.38		

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Program Cost-Effectiveness - 2021-2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.63	0.30	1.76	6,855.2	1,268.4	7,443.4	4,217.8	0.1	1,039.0	17,422.8	145.9	97.6	1,368	10,175.3	191,104.3
A1 - Energy Star Homes	3.14	0.41	3.04	3,553.4	466.1	4,105.4	1,132.8	217.2	645.2	6,220.3	149.7	68.8	193	4,590.1	114,193.3
A2 - Home Performance with Energy Star	2.92	0.44	2.18	5,591.1	840.7	6,498.8	1,914.0	1,060.9	669.7	11,268.7	61.1	63.8	797	12,244.5	215,348.1
A3 - Energy Star Products	2.23	1.88	2.84	2,798.4	2,363.0	3,745.9	1,256.4	60.4	2,418.8	16,961.4	1,582.7	1,072.1	43,134	394.9	5,529.2
A4 - Home Energy Reports	1.40	1.40	2.13	616.9	616.9	937.4	440.2	-	1,517.0	5,551.0	327.5	211.2	30,768	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	114.0	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	134.6	-	-	-	-	-	-	-	-
Sub-Total Residential	2.11	0.60	2.15	19,415.0	5,555.0	22,730.8	9,209.8	1,338.5	6,289.7	57,424.1	2,267.0	1,513.6	76,260	27,404.8	526,175.0
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.18	3.18	2.34	18,610.1	18,610.1	29,610.6	5,844.6	6,819.8	17,452.6	243,019.9	1,152.2	1,268.3	899	-	-
C2 - Small Business Energy Solutions	2.72	2.72	2.47	12,983.5	12,979.5	21,833.4	4,780.6	4,067.4	14,783.6	198,718.2	982.3	260.3	1,053	35.1	351.0
C3 - Municipal Energy Solutions	2.27	2.08	1.52	1,145.1	1,052.5	1,736.2	505.5	639.8	1,149.1	15,188.6	134.9	91.3	279	166.8	3,311.1
C5 - C&I Active Demand Response	-	-	-	-	-	-	462.6	-	-	-	-	-	21	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	151.1	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	134.6	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.76	2.75	2.27	32,738.6	32,642.0	53,180.2	11,879.0	11,527.0	33,385.3	456,926.7	2,269.4	1,619.8	2,252	201.9	3,662.1
Total	2.47	1.81	2.24	52,153.6	38,197.1	75,911.0	21,088.8	12,865.5	39,675.0	514,350.8	4,536.3	3,133.4	78,512	27,606.7	529,837.1

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
 (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual kWh Savings	39,674,992	83.1%	kWh > 55%	Lifetime kWh Savings	514,350,829	76.8%	kWh > 55%
Annual MMBTU Savings (in kWh)	<u>8,090,715</u>	<u>16.9%</u>		Lifetime MMBTU Savings (in kWh)	<u>155,279,924</u>	<u>23.2%</u>	
	47,765,707	100.0%			669,630,752	100.0%	

Cumulative Savings as a % of 2019 Sales	4.41%
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Spending per Customer	
Low-Income	\$ 3,431.86
Residential	\$ 129.87
C&I	\$ 1,424.68

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Present Value Benefits - 2021 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				Electric									Non-Electric				Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	CAPACITY			Winter Peak	Winter Off Peak	ENERGY		Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
						Transmission	Distribution	Reliability			Summer Peak	Summer Off Peak									
Residential Programs																					
B1 - Home Energy Assistance	\$ 2,080	\$ 400	\$ 2,269	\$ 24	\$ -	\$ 27	\$ 23	\$ 0	\$ 119	\$ 132	\$ 31	\$ 27	\$ 18	\$ 400	\$ 1,258	\$ 13	\$ 1,671	\$ 78	\$ 332	\$ 410	\$ 189
A1 - Energy Star Homes	\$ 1,002	\$ 137	\$ 1,161	\$ 7	\$ -	\$ 9	\$ 8	\$ 0	\$ 45	\$ 47	\$ 8	\$ 6	\$ 7	\$ 137	\$ 811	\$ 12	\$ 960	\$ 42	\$ 95	\$ 137	\$ 64
A2 - Home Performance with Energy Star	\$ 1,534	\$ 230	\$ 1,785	\$ 17	\$ -	\$ 19	\$ 17	\$ 0	\$ 39	\$ 39	\$ 50	\$ 38	\$ 9	\$ 230	\$ 1,229	\$ 1	\$ 1,459	\$ 74	\$ 146	\$ 220	\$ 106
A3 - Energy Star Products	\$ 1,146	\$ 1,007	\$ 1,523	\$ 157	\$ -	\$ 215	\$ 186	\$ 5	\$ 140	\$ 121	\$ 78	\$ 61	\$ 43	\$ 1,007	\$ 29	\$ 109	\$ 1,144	\$ 2	\$ 104	\$ 106	\$ 273
A4 - Home Energy Reports	\$ 172	\$ 172	\$ 261	\$ 14	\$ -	\$ 21	\$ 18	\$ 1	\$ 42	\$ 34	\$ 18	\$ 12	\$ 13	\$ 172	\$ -	\$ -	\$ 172	\$ -	\$ 17	\$ 17	\$ 73
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 5,934	\$ 1,945	\$ 7,000	\$ 219	\$ -	\$ 290	\$ 252	\$ 6	\$ 386	\$ 372	\$ 185	\$ 144	\$ 91	\$ 1,945	\$ 3,326	\$ 134	\$ 5,406	\$ 197	\$ 693	\$ 890	\$ 705
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 6,019	\$ 6,019	\$ 9,662	\$ 367	\$ -	\$ 415	\$ 360	\$ 6	\$ 1,531	\$ 927	\$ 1,370	\$ 726	\$ 317	\$ 6,019	\$ -	\$ -	\$ 6,019	\$ -	\$ 602	\$ 602	\$ 3,041
C2 - Small Business Energy Solutions	\$ 4,297	\$ 4,296	\$ 7,322	\$ 61	\$ -	\$ 67	\$ 59	\$ 1	\$ 1,172	\$ 921	\$ 1,033	\$ 710	\$ 273	\$ 4,296	\$ 0	\$ 1	\$ 4,297	\$ 0	\$ 430	\$ 430	\$ 2,595
C3 - Municipal Energy Solutions	\$ 376	\$ 346	\$ 572	\$ 30	\$ -	\$ 33	\$ 29	\$ 0	\$ 72	\$ 57	\$ 64	\$ 43	\$ 18	\$ 346	\$ 28	\$ -	\$ 374	\$ 1	\$ 37	\$ 39	\$ 159
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 10,692	\$ 10,662	\$ 17,556	\$ 458	\$ -	\$ 516	\$ 448	\$ 8	\$ 2,774	\$ 1,905	\$ 2,467	\$ 1,479	\$ 607	\$ 10,662	\$ 28	\$ 1	\$ 10,691	\$ 1	\$ 1,069	\$ 1,070	\$ 5,795
Total	\$ 16,626	\$ 12,607	\$ 24,556	\$ 677	\$ -	\$ 806	\$ 700	\$ 14	\$ 3,160	\$ 2,277	\$ 2,652	\$ 1,623	\$ 698	\$ 12,607	\$ 3,355	\$ 135	\$ 16,097	\$ 198	\$ 1,762	\$ 1,960	\$ 6,499

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Present Value Benefits - 2022 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY						Electric				Non-Electric			Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 2,299	\$ 426	\$ 2,497	\$ 26	\$ -	\$ 28	\$ 25	\$ 0	\$ 127	\$ 140	\$ 32	\$ 29	\$ 19	\$ 426	\$ 1,402	\$ 14	\$ 1,842	\$ 91	\$ 366	\$ 457	\$ 198
A1 - Energy Star Homes	\$ 1,222	\$ 165	\$ 1,414	\$ 9	\$ -	\$ 11	\$ 9	\$ 0	\$ 55	\$ 56	\$ 9	\$ 7	\$ 8	\$ 165	\$ 989	\$ 14	\$ 1,168	\$ 54	\$ 115	\$ 169	\$ 77
A2 - Home Performance with Energy Star	\$ 1,867	\$ 281	\$ 2,171	\$ 22	\$ -	\$ 23	\$ 20	\$ 0	\$ 48	\$ 48	\$ 62	\$ 47	\$ 11	\$ 281	\$ 1,491	\$ 1	\$ 1,773	\$ 95	\$ 177	\$ 272	\$ 127
A3 - Energy Star Products	\$ 900	\$ 755	\$ 1,207	\$ 114	\$ -	\$ 143	\$ 124	\$ 3	\$ 116	\$ 101	\$ 67	\$ 54	\$ 34	\$ 755	\$ 30	\$ 113	\$ 898	\$ 2	\$ 79	\$ 81	\$ 228
A4 - Home Energy Reports	\$ 223	\$ 223	\$ 340	\$ 19	\$ -	\$ 27	\$ 23	\$ 1	\$ 54	\$ 44	\$ 23	\$ 16	\$ 17	\$ 223	\$ -	\$ -	\$ 223	\$ -	\$ 22	\$ 22	\$ 94
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 6,511	\$ 1,850	\$ 7,628	\$ 189	\$ -	\$ 232	\$ 201	\$ 5	\$ 400	\$ 389	\$ 194	\$ 152	\$ 89	\$ 1,850	\$ 3,912	\$ 142	\$ 5,904	\$ 242	\$ 759	\$ 1,001	\$ 723
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 6,205	\$ 6,205	\$ 9,872	\$ 418	\$ -	\$ 457	\$ 396	\$ 7	\$ 1,546	\$ 937	\$ 1,385	\$ 737	\$ 322	\$ 6,205	\$ -	\$ -	\$ 6,205	\$ -	\$ 621	\$ 621	\$ 3,046
C2 - Small Business Energy Solutions	\$ 4,299	\$ 4,298	\$ 7,238	\$ 95	\$ -	\$ 101	\$ 88	\$ 1	\$ 1,147	\$ 897	\$ 1,011	\$ 692	\$ 266	\$ 4,298	\$ 0	\$ 1	\$ 4,299	\$ 0	\$ 430	\$ 430	\$ 2,509
C3 - Municipal Energy Solutions	\$ 380	\$ 349	\$ 576	\$ 31	\$ -	\$ 33	\$ 29	\$ 0	\$ 73	\$ 58	\$ 64	\$ 43	\$ 18	\$ 349	\$ 29	\$ -	\$ 378	\$ 1	\$ 38	\$ 39	\$ 158
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 10,884	\$ 10,851	\$ 17,685	\$ 543	\$ -	\$ 591	\$ 513	\$ 9	\$ 2,766	\$ 1,891	\$ 2,461	\$ 1,473	\$ 606	\$ 10,851	\$ 29	\$ 1	\$ 10,882	\$ 2	\$ 1,088	\$ 1,090	\$ 5,713
Total	\$ 17,395	\$ 12,701	\$ 25,313	\$ 732	\$ -	\$ 823	\$ 714	\$ 13	\$ 3,166	\$ 2,280	\$ 2,654	\$ 1,625	\$ 695	\$ 12,701	\$ 3,942	\$ 143	\$ 16,786	\$ 243	\$ 1,847	\$ 2,091	\$ 6,437

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Present Value Benefits - 2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY									Electric				Non-Electric		Total Resource Benefits		Fossil Emissions
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 2,476	\$ 442	\$ 2,678	\$ 27	\$ -	\$ 29	\$ 25	\$ 0	\$ 132	\$ 145	\$ 34	\$ 30	\$ 20	\$ 442	\$ 1,523	\$ 14	\$ 1,979	\$ 104	\$ 393	\$ 497	\$ 202
A1 - Energy Star Homes	\$ 1,329	\$ 165	\$ 1,530	\$ 8	\$ -	\$ 10	\$ 8	\$ 0	\$ 57	\$ 59	\$ 9	\$ 6	\$ 8	\$ 165	\$ 1,087	\$ 16	\$ 1,267	\$ 62	\$ 125	\$ 188	\$ 76
A2 - Home Performance with Energy Star	\$ 2,190	\$ 330	\$ 2,542	\$ 26	\$ -	\$ 26	\$ 23	\$ 0	\$ 56	\$ 56	\$ 74	\$ 56	\$ 13	\$ 330	\$ 1,743	\$ 1	\$ 2,074	\$ 116	\$ 207	\$ 323	\$ 145
A3 - Energy Star Products	\$ 752	\$ 601	\$ 1,016	\$ 86	\$ -	\$ 96	\$ 84	\$ 2	\$ 102	\$ 90	\$ 61	\$ 50	\$ 30	\$ 601	\$ 32	\$ 116	\$ 749	\$ 3	\$ 63	\$ 66	\$ 201
A4 - Home Energy Reports	\$ 222	\$ 222	\$ 336	\$ 20	\$ -	\$ 26	\$ 23	\$ 1	\$ 53	\$ 43	\$ 23	\$ 16	\$ 17	\$ 222	\$ -	\$ -	\$ 222	\$ -	\$ 22	\$ 22	\$ 92
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 6,969	\$ 1,760	\$ 8,102	\$ 168	\$ -	\$ 187	\$ 163	\$ 4	\$ 400	\$ 393	\$ 200	\$ 158	\$ 88	\$ 1,760	\$ 4,385	\$ 147	\$ 6,291	\$ 285	\$ 811	\$ 1,096	\$ 715
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 6,386	\$ 6,386	\$ 10,077	\$ 455	\$ -	\$ 477	\$ 413	\$ 7	\$ 1,575	\$ 954	\$ 1,419	\$ 759	\$ 327	\$ 6,386	\$ -	\$ -	\$ 6,386	\$ -	\$ 639	\$ 639	\$ 3,053
C2 - Small Business Energy Solutions	\$ 4,387	\$ 4,386	\$ 7,274	\$ 134	\$ -	\$ 138	\$ 119	\$ 2	\$ 1,142	\$ 883	\$ 1,015	\$ 691	\$ 262	\$ 4,386	\$ 0	\$ 2	\$ 4,387	\$ 0	\$ 439	\$ 439	\$ 2,448
C3 - Municipal Energy Solutions	\$ 390	\$ 358	\$ 588	\$ 32	\$ -	\$ 34	\$ 29	\$ 0	\$ 74	\$ 59	\$ 66	\$ 45	\$ 18	\$ 358	\$ 30	\$ -	\$ 388	\$ 2	\$ 39	\$ 40	\$ 159
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 11,163	\$ 11,129	\$ 17,940	\$ 621	\$ -	\$ 648	\$ 562	\$ 10	\$ 2,791	\$ 1,897	\$ 2,500	\$ 1,494	\$ 607	\$ 11,129	\$ 30	\$ 2	\$ 11,161	\$ 2	\$ 1,116	\$ 1,118	\$ 5,661
Total	\$ 18,132	\$ 12,889	\$ 26,042	\$ 789	\$ -	\$ 835	\$ 724	\$ 13	\$ 3,191	\$ 2,289	\$ 2,700	\$ 1,653	\$ 695	\$ 12,889	\$ 4,415	\$ 148	\$ 17,452	\$ 287	\$ 1,927	\$ 2,213	\$ 6,376

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Present Value Benefits - 2021-2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY						Electric				Non-Electric			Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 6,855	\$ 1,268	\$ 7,443	\$ 77	\$ -	\$ 84	\$ 73	\$ 1	\$ 377	\$ 416	\$ 97	\$ 87	\$ 57	\$ 1,268	\$ 4,183	\$ 41	\$ 5,492	\$ 273	\$ 1,090	\$ 1,363	\$ 588
A1 - Energy Star Homes	\$ 3,553	\$ 466	\$ 4,105	\$ 24	\$ -	\$ 29	\$ 25	\$ 1	\$ 157	\$ 162	\$ 26	\$ 18	\$ 23	\$ 466	\$ 2,887	\$ 42	\$ 3,394	\$ 159	\$ 335	\$ 494	\$ 217
A2 - Home Performance with Energy Star	\$ 5,591	\$ 841	\$ 6,499	\$ 66	\$ -	\$ 68	\$ 59	\$ 1	\$ 143	\$ 143	\$ 186	\$ 141	\$ 34	\$ 841	\$ 4,463	\$ 3	\$ 5,306	\$ 285	\$ 530	\$ 815	\$ 377
A3 - Energy Star Products	\$ 2,798	\$ 2,363	\$ 3,746	\$ 357	\$ -	\$ 454	\$ 394	\$ 10	\$ 358	\$ 312	\$ 206	\$ 165	\$ 107	\$ 2,363	\$ 91	\$ 338	\$ 2,792	\$ 7	\$ 245	\$ 252	\$ 702
A4 - Home Energy Reports	\$ 617	\$ 617	\$ 937	\$ 52	\$ -	\$ 74	\$ 64	\$ 2	\$ 149	\$ 121	\$ 64	\$ 44	\$ 47	\$ 617	\$ -	\$ -	\$ 617	\$ -	\$ 62	\$ 62	\$ 259
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 19,415	\$ 5,555	\$ 22,731	\$ 576	\$ -	\$ 709	\$ 615	\$ 15	\$ 1,185	\$ 1,153	\$ 578	\$ 455	\$ 269	\$ 5,555	\$ 11,624	\$ 423	\$ 17,601	\$ 723	\$ 2,263	\$ 2,987	\$ 2,143
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 18,610	\$ 18,610	\$ 29,611	\$ 1,241	\$ -	\$ 1,349	\$ 1,170	\$ 20	\$ 4,652	\$ 2,819	\$ 4,174	\$ 2,221	\$ 965	\$ 18,610	\$ -	\$ -	\$ 18,610	\$ -	\$ 1,861	\$ 1,861	\$ 9,139
C2 - Small Business Energy Solutions	\$ 12,983	\$ 12,979	\$ 21,833	\$ 289	\$ -	\$ 306	\$ 266	\$ 4	\$ 3,461	\$ 2,700	\$ 3,060	\$ 2,093	\$ 801	\$ 12,979	\$ 0	\$ 4	\$ 12,983	\$ 0	\$ 1,298	\$ 1,298	\$ 7,552
C3 - Municipal Energy Solutions	\$ 1,145	\$ 1,053	\$ 1,736	\$ 92	\$ -	\$ 100	\$ 87	\$ 1	\$ 219	\$ 174	\$ 195	\$ 131	\$ 53	\$ 1,053	\$ 88	\$ -	\$ 1,141	\$ 4	\$ 114	\$ 118	\$ 477
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 32,739	\$ 32,642	\$ 53,180	\$ 1,622	\$ -	\$ 1,755	\$ 1,522	\$ 26	\$ 8,331	\$ 5,693	\$ 7,428	\$ 4,445	\$ 1,819	\$ 32,642	\$ 88	\$ 4	\$ 32,734	\$ 5	\$ 3,273	\$ 3,278	\$ 17,169
Total	\$ 52,154	\$ 38,197	\$ 75,911	\$ 2,198	\$ -	\$ 2,464	\$ 2,137	\$ 41	\$ 9,517	\$ 6,846	\$ 8,006	\$ 4,900	\$ 2,088	\$ 38,197	\$ 11,712	\$ 426	\$ 50,335	\$ 728	\$ 5,536	\$ 6,264	\$ 19,312

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Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design	Actual	125% of		Actual PI	Source
					Coefficient	Coefficient	Planned PI	Planned PI		
1 Lifetime kWh Savings	174,777,140	131,082,855		-	1.925%	-	\$ 136,132	\$ 170,165	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	13,571,141	10,178,356		-	0.550%	-	\$ 38,895	\$ 48,618	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	1,194	776		-	0.660%	-	\$ 46,674	\$ 58,342	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	1,817	1,181		-	0.440%	-	\$ 31,116	\$ 38,895	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 16,096,683			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ¹	\$ 7,071,780			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 9,024,903	\$ 6,768,677	\$ -	-	1.925%	-	\$ 136,132	\$ 170,165	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 388,948	\$ 486,185	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 16,626,467		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 388,948	\$ -	from row 8 above
11 Total Utility Costs	\$ 7,071,780	\$ -	from row 6 above
12 Portfolio GST BCR	2.23	-	row 9 divided by rows 10+11

Utility Costs expressed in 2021 dollars.

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

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Portfolio Planned Versus Actual Performance - 2022										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	171,346,625	128,509,969		-	1.925%	-	\$ 143,056	\$ 178,820	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	13,233,800	9,925,350		-	0.550%	-	\$ 40,873	\$ 51,091	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	1,020	663		-	0.660%	-	\$ 49,048	\$ 61,310	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	1,475	959		-	0.440%	-	\$ 32,699	\$ 40,873	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 16,786,000			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ¹	\$ 7,431,480			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 9,354,520	\$ 7,015,890	\$ -	-	1.925%	-	\$ 143,056	\$ 178,820	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 408,731	\$ 510,914	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 17,395,098		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 408,731	\$ -	from row 8 above
11 Total Utility Costs	\$ 7,431,480	\$ -	from row 6 above
12 Portfolio GST BCR	2.22	-	row 9 divided by rows 10+11

Utility Costs expressed in 2022 dollars.

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

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Portfolio Planned Versus Actual Performance - 2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	168,227,064	126,170,298		-	1.925%	-	\$ 149,400	\$ 186,750	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	12,870,051	9,652,538		-	0.550%	-	\$ 42,686	\$ 53,357	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	919	597		-	0.660%	-	\$ 51,223	\$ 64,029	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	1,244	809		-	0.440%	-	\$ 34,149	\$ 42,686	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 17,452,473			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ¹	\$ 7,761,055			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 9,691,418	\$ 7,268,563	\$ -	-	1.925%	-	\$ 149,400	\$ 186,750	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 426,858	\$ 533,573	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 18,132,049		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 426,858	\$ -	from row 8 above
11 Total Utility Costs	\$ 7,761,055	\$ -	from row 6 above
12 Portfolio GST BCR	2.21	-	row 9 divided by rows 10+11

Utility Costs expressed in 2023 dollars.

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

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Portfolio Planned Versus Actual Performance - 2021-2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	514,350,829	385,763,122		-	1.925%	-	\$ 428,588	\$ 535,735	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	39,674,992	29,756,244		-	0.550%	-	\$ 122,454	\$ 153,067	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	3,133	2,037		-	0.660%	-	\$ 146,944	\$ 183,681	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	4,536	2,949		-	0.440%	-	\$ 97,963	\$ 122,454	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 50,335,156			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 22,264,315			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 28,070,841	\$ 21,053,130	\$ -	-	1.925%	-	\$ 428,588	\$ 535,735	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 1,224,537	\$ 1,530,672	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 52,153,615		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 1,224,537	\$ -	from row 8 above
11 Total Utility Costs	\$ 22,264,315	\$ -	from row 6 above
12 Portfolio GST BCR	2.22	-	row 9 divided by rows 10+11

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

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Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.15	0.14	1.21	1,167.9	137.7	1,232.7	1,018.1	-	146.3	1,814.9	24.7	11.2	90	2,113.3	45,427.2
A1 - Energy Star Homes	5.18	0.58	4.74	2,414.6	268.3	2,787.1	465.8	122.2	218.7	5,349.4	57.8	2.0	69	3,375.9	83,169.3
A2 - Home Performance with Energy Star	3.25	0.27	2.34	2,447.8	202.6	2,790.7	754.1	439.5	196.1	3,317.9	68.9	7.7	166	5,205.6	103,005.0
A3 - Energy Star Products	2.97	2.59	3.76	3,588.5	3,131.7	5,001.1	1,208.8	121.6	3,230.7	28,238.4	1,997.4	1,339.5	50,282	424.2	5,939.4
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	6.0	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	52.4	-	-	-	-	-	-	-	-
Sub-Total Residential	2.74	1.07	2.82	9,618.8	3,740.3	11,811.5	3,505.2	683.3	3,791.8	38,720.7	2,148.8	1,360.4	50,607	11,119.1	237,540.9
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.71	3.71	2.89	2,973.6	2,973.6	4,718.6	802.0	832.6	2,908.2	37,908.6	189.3	214.5	46	-	-
C2 - Small Business Energy Solutions	2.18	2.18	2.13	2,036.0	2,036.0	3,152.5	932.1	549.8	1,807.2	24,247.4	241.0	199.6	153	-	-
C3 - Municipal Energy Solutions	1.96	1.58	1.37	416.5	335.0	603.0	212.0	227.7	290.3	3,849.4	37.5	35.2	30	126.8	3,170.4
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	14.0	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	52.4	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.70	2.66	2.34	5,426.1	5,344.6	8,474.1	2,012.5	1,610.0	5,005.7	66,005.5	467.8	449.3	229	126.8	3,170.4
C6e - Smart Start	-	-	-	-	-	-	5.0	-	-	-	-	-	-	-	-
Total	2.72	1.65	2.60	15,044.9	9,084.9	20,285.6	5,522.7	2,293.4	8,797.5	104,726.1	2,616.6	1,809.7	50,836	11,246.0	240,711.3

Notes:
 (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
 (2) Utility and Customer Costs in 2021 Dollars.

	Annual kWh Savings	8,797,489	72.7%	kWh > 55%	Lifetime kWh Savings	104,726,135	59.8%	kWh > 55%
	Annual MMBTU Savings (in kWh)	3,295,864	27.3%		Lifetime MMBTU Savings (in kWh)	70,545,527	40.2%	
		12,093,354	100.0%			175,271,662	100.0%	
Annual Savings as a % of 2019 Sales	1.15%			Spending per Customer	Low-Income	\$ 419.99		
					Residential	\$ 36.00		
					C&I	\$ 49.81		

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Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.26	0.11	1.32	1,273.2	115.6	1,329.1	1,010.1	-	127.5	1,589.7	23.4	7.5	102	2,293.0	49,668.2
A1 - Energy Star Homes	5.68	0.63	5.18	2,628.2	289.4	3,029.2	462.9	121.7	229.6	5,616.9	60.6	2.1	72	3,544.7	87,327.7
A2 - Home Performance with Energy Star	3.56	0.29	2.55	2,653.9	217.4	3,022.1	746.5	437.4	204.4	3,476.2	71.9	8.1	174	5,418.2	107,499.8
A3 - Energy Star Products	2.91	2.44	3.45	2,879.4	2,411.3	4,090.0	990.1	194.3	2,226.0	25,224.2	826.2	584.1	27,727	424.2	5,939.4
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	5.7	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	51.0	-	-	-	-	-	-	-	-
Sub-Total Residential	2.89	0.93	2.85	9,434.7	3,033.7	11,470.4	3,266.3	753.4	2,787.5	35,907.1	982.2	601.7	28,075	11,680.2	250,435.2
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	2.38	2.38	1.81	1,891.2	1,891.2	2,900.2	792.9	810.7	2,966.0	38,757.3	148.5	186.9	30	-	-
C2 - Small Business Energy Solutions	2.37	2.37	2.29	2,187.9	2,187.9	3,397.9	922.4	560.8	1,947.0	26,000.2	257.5	199.2	149	-	-
C3 - Municipal Energy Solutions	1.91	1.50	1.35	390.3	305.8	565.0	204.0	215.8	268.8	3,569.1	31.5	28.9	30	126.8	3,170.4
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	13.3	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	51.0	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.25	2.21	1.92	4,469.4	4,384.8	6,863.2	1,983.7	1,587.4	5,181.8	68,326.6	437.5	415.0	209	126.8	3,170.4
C6e - Smart Start	-	-	-	-	-	-	4.7	-	-	-	-	-	-	-	-
Total	2.65	1.41	2.41	13,904.1	7,418.5	18,333.6	5,254.7	2,340.8	7,969.3	104,233.7	1,419.7	1,016.8	28,284	11,807.0	253,605.6

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	7,969,299	69.7%	kWh > 55%	Lifetime kWh Savings	104,233,650	58.4%	kWh > 55%
	Annual MMBTU Savings (in kWh)	<u>3,460,290</u>	<u>30.3%</u>		Lifetime MMBTU Savings (in kWh)	<u>74,324,475</u>	<u>41.6%</u>	
		11,429,590	100.0%			178,558,125	100.0%	
Annual Savings as a % of 2019 Sales	1.04%			Spending per Customer	Low-Income	\$ 416.73		
					Residential	\$ 32.66		
					C&I	\$ 49.10		

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Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.38	0.12	1.44	1,384.8	125.1	1,444.1	1,002.4	-	133.9	1,669.2	24.6	7.9	107	2,407.6	52,151.6
A1 - Energy Star Homes	6.20	0.68	5.65	2,852.5	312.8	3,283.1	460.0	121.1	241.1	5,893.7	63.7	2.2	76	3,721.9	91,694.1
A2 - Home Performance with Energy Star	3.88	0.32	2.78	2,869.2	234.5	3,263.8	739.1	435.4	213.1	3,642.4	75.0	8.5	183	5,641.5	112,219.4
A3 - Energy Star Products	3.19	2.58	3.33	2,522.2	2,042.9	3,629.2	791.7	299.7	1,688.6	23,612.0	199.8	180.0	5,173	424.2	5,939.4
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	5.4	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	45.7	-	-	-	-	-	-	-	-
Sub-Total Residential	3.16	0.89	2.98	9,628.8	2,715.4	11,620.3	3,044.4	856.2	2,276.7	34,817.4	363.1	198.5	5,539	12,195.3	262,004.5
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	2.61	2.61	1.96	2,046.1	2,046.1	3,120.4	784.2	806.9	3,114.0	40,691.0	156.0	196.2	31	-	-
C2 - Small Business Energy Solutions	2.57	2.57	2.47	2,349.7	2,349.7	3,629.3	913.1	558.2	2,031.7	27,115.1	268.9	207.1	157	-	-
C3 - Municipal Energy Solutions	1.93	1.48	1.36	378.7	291.2	543.8	196.5	204.6	249.3	3,316.3	29.0	26.4	30	126.8	3,170.4
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	12.6	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	49.6	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.44	2.40	2.07	4,774.4	4,687.0	7,293.4	1,956.0	1,569.6	5,395.1	71,122.4	453.9	429.8	218	126.8	3,170.4
C6e - Smart Start	-	-	-	-	-	-	4.5	-	-	-	-	-	-	-	-
Total	2.88	1.48	2.55	14,403.3	7,402.4	18,913.7	5,004.9	2,425.8	7,671.8	105,939.7	817.0	628.3	5,757	12,322.1	265,175.0

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual kWh Savings	7,671,814	68.0%	kWh > 55%	Lifetime kWh Savings	105,939,710	57.7%	kWh > 55%
Annual MMBTU Savings (in kWh)	<u>3,611,260</u>	<u>32.0%</u>		Lifetime MMBTU Savings (in kWh)	<u>77,715,122</u>	<u>42.3%</u>	
	11,283,075	100.0%			183,654,832	100.0%	

Annual Savings as a % of 2019 Sales	1.00%	Spending per Customer	Low-Income	\$	413.54
			Residential	\$	29.56
			C&I	\$	48.41

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Program Cost-Effectiveness - 2021-2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000) ²	Customer Costs (\$000) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.26	0.12	1.32	3,826.0	378.5	4,005.9	3,030.6	-	407.7	5,073.8	72.7	26.5	299	6,814.0	147,246.9
A1 - Energy Star Homes	5.69	0.63	5.19	7,895.3	870.5	9,099.4	1,388.7	365.0	689.5	16,860.1	182.1	6.2	217	10,642.6	262,191.1
A2 - Home Performance with Energy Star	3.56	0.29	2.56	7,970.9	654.5	9,076.6	2,239.7	1,312.3	613.5	10,436.6	215.8	24.3	523	16,265.4	322,724.3
A3 - Energy Star Products	3.01	2.54	3.53	8,990.1	7,585.9	12,720.2	2,990.6	615.6	7,145.3	77,074.6	3,023.4	2,103.7	83,182	1,272.7	17,818.2
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	17.1	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	149.1	-	-	-	-	-	-	-	-
Sub-Total Residential	2.92	0.97	2.88	28,682.4	9,489.4	34,902.2	9,815.9	2,292.9	8,856.0	109,445.1	3,494.0	2,160.6	84,221	34,994.6	749,980.6
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	2.90	2.90	2.22	6,910.8	6,910.8	10,739.2	2,379.1	2,450.2	8,988.3	117,356.9	493.8	597.7	107	-	-
C2 - Small Business Energy Solutions	2.38	2.38	2.29	6,573.6	6,573.6	10,179.8	2,767.6	1,668.8	5,785.9	77,362.6	767.4	605.9	459	-	-
C3 - Municipal Energy Solutions	1.94	1.52	1.36	1,185.5	932.0	1,711.8	612.5	648.1	808.4	10,734.8	98.0	90.5	90	380.5	9,511.3
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	39.8	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	153.0	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.46	2.42	2.11	14,669.9	14,416.4	22,630.7	5,952.2	4,767.1	15,582.6	205,454.4	1,359.2	1,294.1	656	380.5	9,511.3
C6e - Smart Start	-	-	-	-	-	-	14.2	-	-	-	-	-	-	-	-
Total	2.75	1.51	2.52	43,352.3	23,905.8	57,532.9	15,782.3	7,060.0	24,438.6	314,899.5	4,853.3	3,454.8	84,877	35,375.1	759,491.9

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual kWh Savings	24,438,603	70.2%	kWh > 55%	Lifetime kWh Savings	314,899,495	58.6%	kWh > 55%
Annual MMBTU Savings (in kWh)	<u>10,367,415</u>	<u>29.8%</u>		Lifetime MMBTU Savings (in kWh)	<u>222,585,123</u>	<u>41.4%</u>	
	34,806,018	100.0%			537,484,618	100.0%	
Cumulative Savings as a % of 2019 Sales	3.19%			Spending per Customer	Low-Income	\$	1,250.26
					Residential	\$	98.22
					C&I	\$	147.32

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Present Value Benefits - 2021 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)														Non-Resource Benefits (\$000)			Environmental Benefits (\$000)
				CAPACITY					Electric				ENERGY					Non-Electric		Total Resource Benefits	
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit	Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		
Residential Programs																					
B1 - Home Energy Assistance	\$ 1,168	\$ 138	\$ 1,233	\$ 9	\$ -	\$ 10	\$ 9	\$ 0	\$ 42	\$ 45	\$ 9	\$ 8	\$ 7	\$ 138	\$ 785	\$ 9	\$ 931	\$ 52	\$ 185	\$ 237	\$ 65
A1 - Energy Star Homes	\$ 2,415	\$ 268	\$ 2,787	\$ 3	\$ -	\$ 3	\$ 2	\$ 0	\$ 113	\$ 133	\$ 2	\$ 2	\$ 11	\$ 268	\$ 2,036	\$ 4	\$ 2,309	\$ 106	\$ 230	\$ 336	\$ 142
A2 - Home Performance with Energy Star	\$ 2,448	\$ 203	\$ 2,791	\$ 1	\$ -	\$ 1	\$ 1	\$ 0	\$ 86	\$ 102	\$ 0	\$ 0	\$ 11	\$ 203	\$ 2,120	\$ -	\$ 2,322	\$ 126	\$ 232	\$ 358	\$ 111
A3 - Energy Star Products	\$ 3,589	\$ 3,132	\$ 5,001	\$ 366	\$ -	\$ 501	\$ 434	\$ 12	\$ 659	\$ 657	\$ 206	\$ 158	\$ 140	\$ 3,132	\$ 94	\$ 356	\$ 3,582	\$ 7	\$ 323	\$ 329	\$ 1,090
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 9,619	\$ 3,740	\$ 11,812	\$ 378	\$ -	\$ 515	\$ 446	\$ 12	\$ 899	\$ 937	\$ 217	\$ 168	\$ 168	\$ 3,740	\$ 5,035	\$ 369	\$ 9,144	\$ 290	\$ 970	\$ 1,260	\$ 1,407
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 2,974	\$ 2,974	\$ 4,719	\$ 199	\$ -	\$ 224	\$ 195	\$ 3	\$ 757	\$ 751	\$ 428	\$ 258	\$ 160	\$ 2,974	\$ -	\$ -	\$ 2,974	\$ -	\$ 297	\$ 297	\$ 1,448
C2 - Small Business Energy Solutions	\$ 2,036	\$ 2,036	\$ 3,153	\$ 190	\$ -	\$ 213	\$ 185	\$ 3	\$ 411	\$ 307	\$ 387	\$ 243	\$ 97	\$ 2,036	\$ -	\$ -	\$ 2,036	\$ -	\$ 204	\$ 204	\$ 913
C3 - Municipal Energy Solutions	\$ 417	\$ 335	\$ 603	\$ 33	\$ -	\$ 38	\$ 33	\$ 1	\$ 69	\$ 48	\$ 61	\$ 36	\$ 16	\$ 335	\$ 77	\$ -	\$ 417	\$ 4	\$ 41	\$ 45	\$ 145
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 5,426	\$ 5,345	\$ 8,474	\$ 421	\$ -	\$ 475	\$ 412	\$ 7	\$ 1,237	\$ 1,106	\$ 876	\$ 537	\$ 272	\$ 5,345	\$ 77	\$ -	\$ 5,422	\$ 4	\$ 542	\$ 546	\$ 2,506
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 15,045	\$ 9,085	\$ 20,286	\$ 799	\$ -	\$ 990	\$ 859	\$ 19	\$ 2,136	\$ 2,043	\$ 1,094	\$ 705	\$ 440	\$ 9,085	\$ 5,112	\$ 369	\$ 14,566	\$ 294	\$ 1,512	\$ 1,806	\$ 3,913

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Present Value Benefits - 2022 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY						ENERGY				Non-Electric			Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 1,273	\$ 116	\$ 1,329	\$ 6	\$ -	\$ 6	\$ 5	\$ 0	\$ 39	\$ 43	\$ 6	\$ 5	\$ 6	\$ 116	\$ 886	\$ 10	\$ 1,012	\$ 61	\$ 200	\$ 262	\$ 56
A1 - Energy Star Homes	\$ 2,628	\$ 289	\$ 3,029	\$ 3	\$ -	\$ 3	\$ 3	\$ 0	\$ 122	\$ 143	\$ 2	\$ 2	\$ 12	\$ 289	\$ 2,214	\$ 5	\$ 2,508	\$ 120	\$ 250	\$ 371	\$ 151
A2 - Home Performance with Energy Star	\$ 2,654	\$ 217	\$ 3,022	\$ 1	\$ -	\$ 2	\$ 1	\$ 0	\$ 92	\$ 109	\$ 0	\$ 0	\$ 11	\$ 217	\$ 2,294	\$ -	\$ 2,512	\$ 142	\$ 251	\$ 393	\$ 117
A3 - Energy Star Products	\$ 2,879	\$ 2,411	\$ 4,090	\$ 238	\$ -	\$ 292	\$ 253	\$ 6	\$ 595	\$ 607	\$ 173	\$ 137	\$ 112	\$ 2,411	\$ 98	\$ 363	\$ 2,872	\$ 7	\$ 251	\$ 258	\$ 960
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 9,435	\$ 3,034	\$ 11,470	\$ 247	\$ -	\$ 302	\$ 262	\$ 6	\$ 849	\$ 901	\$ 181	\$ 143	\$ 141	\$ 3,034	\$ 5,491	\$ 378	\$ 8,903	\$ 331	\$ 953	\$ 1,284	\$ 1,283
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 1,891	\$ 1,891	\$ 2,900	\$ 182	\$ -	\$ 199	\$ 173	\$ 3	\$ 399	\$ 266	\$ 356	\$ 203	\$ 110	\$ 1,891	\$ -	\$ -	\$ 1,891	\$ -	\$ 189	\$ 189	\$ 820
C2 - Small Business Energy Solutions	\$ 2,188	\$ 2,188	\$ 3,398	\$ 198	\$ -	\$ 215	\$ 186	\$ 3	\$ 460	\$ 347	\$ 410	\$ 262	\$ 107	\$ 2,188	\$ -	\$ -	\$ 2,188	\$ -	\$ 219	\$ 219	\$ 991
C3 - Municipal Energy Solutions	\$ 390	\$ 306	\$ 565	\$ 29	\$ -	\$ 31	\$ 27	\$ 0	\$ 66	\$ 46	\$ 58	\$ 34	\$ 15	\$ 306	\$ 80	\$ -	\$ 386	\$ 4	\$ 39	\$ 43	\$ 136
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 4,469	\$ 4,385	\$ 6,863	\$ 408	\$ -	\$ 445	\$ 386	\$ 7	\$ 924	\$ 659	\$ 824	\$ 500	\$ 232	\$ 4,385	\$ 80	\$ -	\$ 4,465	\$ 4	\$ 447	\$ 451	\$ 1,947
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 13,904	\$ 7,419	\$ 18,334	\$ 656	\$ -	\$ 748	\$ 648	\$ 13	\$ 1,773	\$ 1,560	\$ 1,005	\$ 643	\$ 373	\$ 7,419	\$ 5,572	\$ 378	\$ 13,368	\$ 336	\$ 1,399	\$ 1,735	\$ 3,231

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Present Value Benefits - 2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)											Non-Resource Benefits (\$000)			Environmental Benefits (\$000)			
	Granite State Test	Utility Cost Test	Secondary Granite State Test	CAPACITY							ENERGY				Non-Electric		Total Resource Benefits		Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 1,385	\$ 125	\$ 1,444	\$ 6	\$ -	\$ 7	\$ 6	\$ 0	\$ 43	\$ 46	\$ 6	\$ 5	\$ 6	\$ 125	\$ 962	\$ 11	\$ 1,098	\$ 70	\$ 217	\$ 287	\$ 59
A1 - Energy Star Homes	\$ 2,853	\$ 313	\$ 3,283	\$ 3	\$ -	\$ 3	\$ 3	\$ 0	\$ 133	\$ 154	\$ 2	\$ 2	\$ 13	\$ 313	\$ 2,398	\$ 5	\$ 2,716	\$ 137	\$ 271	\$ 408	\$ 160
A2 - Home Performance with Energy Star	\$ 2,869	\$ 235	\$ 3,264	\$ 1	\$ -	\$ 2	\$ 1	\$ 0	\$ 100	\$ 118	\$ 0	\$ 0	\$ 12	\$ 235	\$ 2,473	\$ -	\$ 2,708	\$ 161	\$ 271	\$ 432	\$ 124
A3 - Energy Star Products	\$ 2,522	\$ 2,043	\$ 3,629	\$ 169	\$ -	\$ 178	\$ 155	\$ 3	\$ 567	\$ 587	\$ 158	\$ 128	\$ 98	\$ 2,043	\$ 101	\$ 370	\$ 2,514	\$ 8	\$ 214	\$ 222	\$ 893
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 9,629	\$ 2,715	\$ 11,620	\$ 180	\$ -	\$ 190	\$ 165	\$ 3	\$ 842	\$ 905	\$ 167	\$ 135	\$ 129	\$ 2,715	\$ 5,934	\$ 386	\$ 9,035	\$ 376	\$ 974	\$ 1,350	\$ 1,235
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 2,046	\$ 2,046	\$ 3,120	\$ 203	\$ -	\$ 213	\$ 185	\$ 3	\$ 431	\$ 286	\$ 386	\$ 221	\$ 118	\$ 2,046	\$ -	\$ -	\$ 2,046	\$ -	\$ 205	\$ 205	\$ 870
C2 - Small Business Energy Solutions	\$ 2,350	\$ 2,350	\$ 3,629	\$ 218	\$ -	\$ 228	\$ 198	\$ 3	\$ 492	\$ 372	\$ 441	\$ 284	\$ 113	\$ 2,350	\$ -	\$ -	\$ 2,350	\$ -	\$ 235	\$ 235	\$ 1,045
C3 - Municipal Energy Solutions	\$ 379	\$ 291	\$ 544	\$ 28	\$ -	\$ 29	\$ 25	\$ 0	\$ 62	\$ 44	\$ 55	\$ 33	\$ 14	\$ 291	\$ 83	\$ -	\$ 374	\$ 5	\$ 37	\$ 42	\$ 128
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 4,774	\$ 4,687	\$ 7,293	\$ 449	\$ -	\$ 470	\$ 407	\$ 7	\$ 986	\$ 703	\$ 882	\$ 538	\$ 245	\$ 4,687	\$ 83	\$ -	\$ 4,770	\$ 5	\$ 477	\$ 482	\$ 2,042
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 14,403	\$ 7,402	\$ 18,914	\$ 629	\$ -	\$ 659	\$ 572	\$ 10	\$ 1,828	\$ 1,607	\$ 1,050	\$ 673	\$ 374	\$ 7,402	\$ 6,017	\$ 386	\$ 13,805	\$ 381	\$ 1,451	\$ 1,832	\$ 3,277

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Present Value Benefits - 2021-2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)							
	Granite State Test	Utility Cost Test	Secondary Granite State Test	CAPACITY									ENERGY				Non-Electric		Total Resource Benefits		Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits				
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit											
Residential Programs																											
B1 - Home Energy Assistance	\$ 3,826	\$ 378	\$ 4,006	\$ 21	\$ -	\$ 23	\$ 20	\$ 0	\$ 124	\$ 134	\$ 21	\$ 18	\$ 19	\$ 378	\$ 2,632	\$ 30	\$ 3,040	\$ 183	\$ 602	\$ 786	\$ 180						
A1 - Energy Star Homes	\$ 7,895	\$ 870	\$ 9,099	\$ 9	\$ -	\$ 9	\$ 8	\$ 0	\$ 368	\$ 430	\$ 6	\$ 5	\$ 37	\$ 870	\$ 6,647	\$ 14	\$ 7,532	\$ 363	\$ 752	\$ 1,115	\$ 452						
A2 - Home Performance with Energy Star	\$ 7,971	\$ 655	\$ 9,077	\$ 3	\$ -	\$ 5	\$ 4	\$ 0	\$ 278	\$ 328	\$ 1	\$ 1	\$ 34	\$ 655	\$ 6,887	\$ -	\$ 7,542	\$ 429	\$ 754	\$ 1,183	\$ 352						
A3 - Energy Star Products	\$ 8,990	\$ 7,586	\$ 12,720	\$ 772	\$ -	\$ 970	\$ 842	\$ 20	\$ 1,820	\$ 1,851	\$ 537	\$ 423	\$ 350	\$ 7,586	\$ 293	\$ 1,089	\$ 8,968	\$ 22	\$ 788	\$ 810	\$ 2,942						
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Sub-Total Residential	\$ 28,682	\$ 9,489	\$ 34,902	\$ 805	\$ -	\$ 1,007	\$ 873	\$ 21	\$ 2,590	\$ 2,743	\$ 565	\$ 447	\$ 438	\$ 9,489	\$ 16,460	\$ 1,133	\$ 27,082	\$ 998	\$ 2,896	\$ 3,894	\$ 3,926						
Commercial/Industrial Programs																											
C1 - Large Business Energy Solutions	\$ 6,911	\$ 6,911	\$ 10,739	\$ 584	\$ -	\$ 636	\$ 552	\$ 10	\$ 1,587	\$ 1,303	\$ 1,170	\$ 681	\$ 388	\$ 6,911	\$ -	\$ -	\$ 6,911	\$ -	\$ 691	\$ 691	\$ 3,137						
C2 - Small Business Energy Solutions	\$ 6,574	\$ 6,574	\$ 10,180	\$ 605	\$ -	\$ 656	\$ 569	\$ 10	\$ 1,363	\$ 1,026	\$ 1,239	\$ 789	\$ 317	\$ 6,574	\$ -	\$ -	\$ 6,574	\$ -	\$ 657	\$ 657	\$ 2,949						
C3 - Municipal Energy Solutions	\$ 1,186	\$ 932	\$ 1,712	\$ 90	\$ -	\$ 98	\$ 85	\$ 1	\$ 197	\$ 139	\$ 174	\$ 104	\$ 44	\$ 932	\$ 240	\$ -	\$ 1,172	\$ 13	\$ 117	\$ 130	\$ 409						
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Sub-Total Commercial & Industrial	\$ 14,670	\$ 14,416	\$ 22,631	\$ 1,279	\$ -	\$ 1,390	\$ 1,206	\$ 21	\$ 3,147	\$ 2,468	\$ 2,583	\$ 1,574	\$ 749	\$ 14,416	\$ 240	\$ -	\$ 14,657	\$ 13	\$ 1,466	\$ 1,479	\$ 6,495						
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Total	\$ 43,352	\$ 23,906	\$ 57,533	\$ 2,083	\$ -	\$ 2,397	\$ 2,079	\$ 42	\$ 5,738	\$ 5,210	\$ 3,149	\$ 2,021	\$ 1,188	\$ 23,906	\$ 16,700	\$ 1,133	\$ 41,739	\$ 1,011	\$ 4,362	\$ 5,373	\$ 10,421						

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Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	104,726,135	78,544,601		-	1.925%	-	\$ 106,216	\$ 132,769	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	8,797,489	6,598,117		-	0.550%	-	\$ 30,347	\$ 37,934	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	1,810	1,176		-	0.660%	-	\$ 36,417	\$ 45,521	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	2,617	1,701		-	0.440%	-	\$ 24,278	\$ 30,347	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 14,566,215			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 5,517,689			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 9,048,526	\$ 6,786,395	\$ -	-	1.925%	-	\$ 106,216	\$ 132,769	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 303,473	\$ 379,341	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 15,044,917		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 303,473	\$ -	from row 8 above
11 Total Utility Costs	\$ 5,517,689	\$ -	from row 6 above
12 Portfolio GST BCR	2.58	-	row 9 divided by rows 10+11

Utility Costs expressed in 2021 dollars.

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

² Net of Smart Start

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2022										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	104,233,650	78,175,238		-	1.925%	-	\$ 106,621	\$ 133,276	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	7,969,299	5,976,974		-	0.550%	-	\$ 30,463	\$ 38,079	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	1,017	661		-	0.660%	-	\$ 36,556	\$ 45,695	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	1,420	923		-	0.440%	-	\$ 24,370	\$ 30,463	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 13,367,990			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 5,538,740			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 7,829,251	\$ 5,871,938	\$ -	-	1.925%	-	\$ 106,621	\$ 133,276	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 304,631	\$ 380,788	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 13,904,125		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 304,631	\$ -	from row 8 above
11 Total Utility Costs	\$ 5,538,740	\$ -	from row 6 above
12 Portfolio GST BCR	2.38	-	row 9 divided by rows 10+11

Utility Costs expressed in 2022 dollars.

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

² Net of Smart Start

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	105,939,710	79,454,782		-	1.925%	-	\$ 107,136	\$ 133,921	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	7,671,814	5,753,861		-	0.550%	-	\$ 30,610	\$ 38,263	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	628	408		-	0.660%	-	\$ 36,733	\$ 45,916	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	817	531		-	0.440%	-	\$ 24,488	\$ 30,610	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 13,804,980			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 5,565,531			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 8,239,449	\$ 6,179,587	\$ -	-	1.925%	-	\$ 107,136	\$ 133,921	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 306,104	\$ 382,630	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 14,403,258		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 306,104	\$ -	from row 8 above
11 Total Utility Costs	\$ 5,565,531	\$ -	from row 6 above
12 Portfolio GST BCR	2.45	-	row 9 divided by rows 10+11

Utility Costs expressed in 2023 dollars.

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

² Net of Smart Start

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2021-2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	314,899,495	236,174,621		-	1.925%	-	\$ 319,973	\$ 399,966	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	24,438,603	18,328,952		-	0.550%	-	\$ 91,421	\$ 114,276	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	3,455	2,246		-	0.660%	-	\$ 109,705	\$ 137,131	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	4,853	3,155		-	0.440%	-	\$ 73,137	\$ 91,421	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 41,739,186			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ^{1,2}	\$ 16,621,960			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 25,117,226	\$ 18,837,920	\$ -	-	1.925%	-	\$ 319,973	\$ 399,966	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 914,208	\$ 1,142,760	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 43,352,300		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 914,208	\$ -	from row 8 above
11 Total Utility Costs	\$ 16,621,960	\$ -	from row 6 above
12 Portfolio GST BCR	2.47	-	row 9 divided by rows 10+11

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

² Net of Smart Start

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Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	2.31	0.13	2.35	4,368.127	238.153	4,439.688	1,891.214	-	224.1	2,294.2	63.7	58.4	219	7,046.8	149,145.1
A1 - Energy Star Homes	2.91	0.13	2.47	873.470	38.085	974.108	300.007	94.250	24.0	563.4	8.1	2.3	62	1,300.0	32,500.0
A2 - Home Performance with Energy Star	1.77	0.31	1.61	1,541.775	273.753	1,768.438	870.594	231.130	141.2	2,531.6	41.9	44.3	91	2,435.0	50,246.5
A3 - Energy Star Products	3.13	2.15	3.49	3,877.657	2,666.171	4,974.815	1,240.303	184.845	2,909.1	18,345.6	2,306.3	1,541.0	56,817	3,058.5	45,459.0
A4 - Residential Behavior	2.64	2.64	4.03	474.774	474.774	724.716	179.893	-	1,572.0	4,323.0	339.4	218.9	24,000	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	75.736	-	-	-	-	-	510	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	18.000	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	25.000	-	-	-	-	-	-	-	-
Sub-Total Residential	2.42	0.80	2.52	11,135.803	3,690.935	12,881.765	4,600.747	510.225	4,870.4	28,057.9	2,759.3	1,864.8	81,699	13,840.3	277,350.6
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	2.71	2.70	2.11	6,197.626	6,173.045	9,426.664	2,287.680	2,189.429	6,731.2	90,056.1	719.2	720.2	324	-	-
C2 - Small Business Energy Solutions	2.15	2.14	2.15	4,215.314	4,211.181	6,493.022	1,963.943	1,051.701	4,072.8	48,382.0	551.9	449.3	376	25.2	378.0
C3 - Municipal Energy Solutions	4.37	4.18	5.07	943.817	902.958	1,300.404	216.000	40.250	491.2	7,386.0	38.1	155.8	11	100.0	2,500.0
C5 - C&I Active Demand Response	-	-	-	-	-	-	231.630	-	-	-	-	-	11	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	26.500	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	35.000	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.39	2.37	2.14	11,356.757	11,287.184	17,220.090	4,760.753	3,281.380	11,295.3	145,824.0	1,309.2	1,325.3	722	125.2	2,878.0
Total	2.40	1.60	2.29	22,492.560	14,978.119	30,101.855	9,361.500	3,791.605	16,165.7	173,881.9	4,068.6	3,190.1	82,421	13,965.5	280,228.6

Notes:

(1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.

(2) Utility and Customer Costs in 2021 Dollars

	Annual kWh Savings	16,165,697	79.8%	kWh > 55%	Lifetime kWh Savings	173,881,913	67.9%	kWh > 55%
	Annual MMBTU Savings (in kWh)	4,092,883	20.2%		Lifetime MMBTU Savings (in kWh)	82,126,901	32.1%	
		20,258,580	100.0%			256,008,815	100.0%	
Annual Savings as a % of 2019 Sales	1.39%			Spending per Customer	Low-Income	\$ 284.82		
					Residential	\$ 45.34		
					C&I	\$ 435.85		

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Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	2.56	0.11	2.59	4,768.0	198.3	4,822.0	1,860.3	-	155.7	1,878.2	33.4	37.8	233	7,480.3	158,878.0
A1 - Energy Star Homes	3.00	0.13	2.58	905.0	38.1	1,008.5	302.0	88.2	22.8	559.8	6.4	1.2	62	1,300.0	32,500.0
A2 - Home Performance with Energy Star	2.09	0.35	1.85	1,888.4	317.2	2,159.9	904.5	259.9	139.1	2,957.9	28.2	37.6	105	2,968.5	60,297.3
A3 - Energy Star Products	3.39	2.03	3.37	3,904.0	2,335.3	4,998.6	1,150.0	334.7	2,236.7	18,875.6	1,249.1	872.4	37,648	3,823.1	56,823.7
A4 - Residential Behavior	2.80	2.80	4.26	443.1	443.1	675.5	158.5	-	1,441.0	3,962.8	311.1	200.7	22,000	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	75.8	-	-	-	-	-	510	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	19.0	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	28.4	-	-	-	-	-	-	-	-
Sub-Total Residential	2.65	0.74	2.64	11,908.5	3,332.0	13,664.5	4,498.5	682.7	3,995.2	28,234.3	1,628.3	1,149.7	60,558	15,571.8	308,499.0
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	2.01	1.99	1.65	4,863.9	4,819.5	7,436.3	2,420.7	2,092.0	6,046.9	82,801.2	459.8	504.5	292	123.9	1,239.4
C2 - Small Business Energy Solutions	1.74	1.73	1.92	3,233.7	3,217.9	5,269.4	1,862.3	878.8	3,712.5	44,168.3	158.1	164.3	333	83.2	1,538.0
C3 - Municipal Energy Solutions	4.04	3.62	4.25	826.1	741.0	1,102.5	204.7	55.0	306.7	5,986.7	-	114.7	13	200.0	5,000.0
C5 - C&I Active Demand Response	-	-	-	-	-	-	227.5	-	-	-	-	-	11	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	26.4	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	34.8	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	1.87	1.84	1.77	8,923.8	8,778.3	13,808.2	4,776.4	3,025.9	10,066.1	132,956.2	617.8	783.5	649	407.1	7,777.4
Total	2.25	1.31	2.12	20,832.3	12,110.3	27,472.7	9,275.0	3,708.6	14,061.3	161,190.5	2,246.1	1,933.2	61,207	15,979.0	316,276.4

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual kWh Savings	14,061,318	75.0%	kWh > 55%	Lifetime kWh Savings	161,190,516	63.5%	kWh > 55%
Annual MMBTU Savings (in kWh)	4,682,976	25.0%		Lifetime MMBTU Savings (in kWh)	92,691,474	36.5%	
	18,744,294	100.0%			253,881,990	100.0%	

Annual Savings as a % of 2018 Sales	1.21%	Spending per Customer	Low-Income	\$	280.17
			Residential	\$	44.15
			C&I	\$	437.28

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Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	2.81	0.10	2.83	5,323.9	193.6	5,372.6	1,895.7	-	132.4	1,779.1	23.5	31.2	248	8,147.4	172,610.3
A1 - Energy Star Homes	3.24	0.14	2.79	974.2	43.1	1,085.9	300.9	87.6	25.0	614.8	7.1	1.3	65	1,350.0	33,750.0
A2 - Home Performance with Energy Star	2.33	0.39	2.05	2,238.3	374.2	2,558.1	959.5	286.3	150.3	3,440.4	24.4	37.1	120	3,416.8	69,284.9
A3 - Energy Star Products	4.04	2.13	3.41	4,102.2	2,157.8	5,236.9	1,014.7	522.7	1,852.3	19,956.0	532.6	423.5	15,558	4,587.7	68,188.4
A4 - Residential Behavior	2.99	2.99	4.53	415.5	415.5	630.1	139.2	-	1,310.0	3,602.5	282.8	182.4	20,000	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	73.6	-	-	-	-	-	510	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	18.9	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	28.3	-	-	-	-	-	-	-	-
Sub-Total Residential	2.95	0.72	2.79	13,054.1	3,184.3	14,883.7	4,430.7	896.6	3,470.0	29,392.8	870.4	675.6	36,501	17,501.9	343,833.6
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	1.61	1.59	1.28	4,413.8	4,356.1	6,766.4	2,735.5	2,550.8	6,566.0	91,820.4	324.7	397.4	292	165.3	1,652.6
C2 - Small Business Energy Solutions	2.20	2.19	2.98	4,029.6	4,013.3	6,152.1	1,832.1	234.8	3,580.2	44,759.9	481.1	402.8	333	83.2	1,538.0
C3 - Municipal Energy Solutions	4.49	4.04	5.07	872.3	783.8	1,145.2	194.1	31.8	286.7	5,726.7	-	124.6	13	200.0	5,000.0
C5 - C&I Active Demand Response	-	-	-	-	-	-	217.6	-	-	-	-	-	11	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	27.0	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	35.9	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	1.85	1.82	1.79	9,315.7	9,153.2	14,063.6	5,042.2	2,817.4	10,432.9	142,307.0	805.8	924.8	649	448.5	8,190.6
Total	2.36	1.30	2.20	22,369.8	12,337.5	28,947.3	9,472.9	3,714.0	13,902.8	171,699.8	1,676.2	1,600.4	37,150	17,950.3	352,024.1

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	13,902,807	72.5%	kWh > 55%	Lifetime kWh Savings	171,699,797	62.5%	kWh > 55%
	Annual MMBTU Savings (in kWh)	5,260,720	27.5%		Lifetime MMBTU Savings (in kWh)	103,168,094	37.5%	
		19,163,527	100.0%			274,867,892	100.0%	
Annual Savings as a % of 2018 Sales	1.20%			Spending per Customer	Low-Income	\$ 285.49		
					Residential	\$ 42.42		
					C&I	\$ 461.62		

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Program Cost-Effectiveness - 2021-2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	2.56	0.11	2.59	14,460.0	630.0	14,634.3	5,647.2	-	512.1	5,951.5	120.6	127.4	700	22,674.4	480,633.5
A1 - Energy Star Homes	3.05	0.13	2.62	2,752.7	119.3	3,068.5	902.9	270.0	71.8	1,738.1	21.6	4.8	189	3,950.0	98,750.0
A2 - Home Performance with Energy Star	2.07	0.35	1.85	5,668.5	965.2	6,486.5	2,734.6	777.3	430.5	8,929.9	94.6	119.0	316	8,820.2	179,828.6
A3 - Energy Star Products	3.49	2.10	3.42	11,883.8	7,159.2	15,210.4	3,404.9	1,042.3	6,998.1	57,177.1	4,088.0	2,836.9	110,023	11,469.4	170,471.1
A4 - Residential Behavior	2.79	2.79	4.25	1,333.4	1,333.4	2,030.3	477.6	-	4,323.0	11,888.3	933.2	602.0	66,000	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	225.1	-	-	-	-	-	1,530	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	55.8	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	81.7	-	-	-	-	-	-	-	-
Sub-Total Residential	2.67	0.75	2.65	36,098.4	10,207.2	41,429.9	13,530.0	2,089.6	12,335.6	85,684.9	5,258.1	3,690.1	178,758	46,914.0	929,683.2
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	2.08	2.06	1.66	15,475.3	15,348.6	23,629.4	7,443.9	6,832.3	19,344.1	264,677.8	1,503.7	1,622.1	908	289.2	2,892.0
C2 - Small Business Energy Solutions	2.03	2.02	2.29	11,478.7	11,442.4	17,914.5	5,658.3	2,165.3	11,365.5	137,310.2	1,191.1	1,016.4	1,042	191.6	3,454.0
C3 - Municipal Energy Solutions	4.30	3.95	4.78	2,642.2	2,427.8	3,548.1	614.8	127.0	1,084.6	19,099.3	38.1	395.1	37	500.0	12,500.0
C5 - C&I Active Demand Response	-	-	-	-	-	-	676.8	-	-	-	-	-	33	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	79.8	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	105.8	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.03	2.00	1.90	29,596.3	29,218.8	45,092.0	14,579.4	9,124.6	31,794.2	421,087.3	2,732.9	3,033.6	2,020	980.8	18,846.0
Total	2.34	1.40	2.20	65,694.7	39,425.9	86,521.8	28,109.4	11,214.2	44,129.8	506,772.2	7,991.0	6,723.7	180,779	47,894.8	948,529.2

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual kWh Savings	44,129,822	75.9%	kWh > 55%	Lifetime kWh Savings	506,772,227	64.6%	kWh > 55%
Annual MMBTU Savings (in kWh)	14,036,580	24.1%		Lifetime MMBTU Savings (in kWh)	277,986,470	35.4%	
	58,166,402	100.0%			784,758,697	100.0%	

Cumulative Savings as a % of 2019 Sales	3.80%	Spending per Customer	Low-Income	\$	850.49
			Residential	\$	131.92
			C&I	\$	1,334.74

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Present Value Benefits - 2021 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY					Electric				ENERGY				Non-Electric		Total Resource Benefits		Fossil Emissions
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 4,368	\$ 238	\$ 4,440	\$ 38	\$ -	\$ 42	\$ 36	\$ 1	\$ 31	\$ 31	\$ 28	\$ 22	\$ 9	\$ 238	\$ 3,235	\$ 2	\$ 3,475	\$ 199	\$ 695	\$ 893	\$ 72
A1 - Energy Star Homes	\$ 873	\$ 38	\$ 974	\$ 2	\$ -	\$ 2	\$ 2	\$ 0	\$ 13	\$ 15	\$ 1	\$ 1	\$ 1	\$ 38	\$ 794	\$ -	\$ 832	\$ 41	\$ 83	\$ 125	\$ 17
A2 - Home Performance with Energy Star	\$ 1,542	\$ 274	\$ 1,768	\$ 46	\$ -	\$ 48	\$ 41	\$ 1	\$ 38	\$ 41	\$ 30	\$ 23	\$ 7	\$ 274	\$ 1,205	\$ -	\$ 1,478	\$ 63	\$ 148	\$ 211	\$ 79
A3 - Energy Star Products	\$ 3,878	\$ 2,666	\$ 4,975	\$ 399	\$ -	\$ 550	\$ 477	\$ 13	\$ 402	\$ 357	\$ 201	\$ 152	\$ 115	\$ 2,666	\$ 811	\$ 348	\$ 3,825	\$ 53	\$ 348	\$ 401	\$ 749
A4 - Residential Behavior	\$ 475	\$ 475	\$ 725	\$ 38	\$ -	\$ 57	\$ 50	\$ 2	\$ 114	\$ 92	\$ 52	\$ 34	\$ 37	\$ 475	\$ -	\$ -	\$ 475	\$ -	\$ 47	\$ 47	\$ 202
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 11,136	\$ 3,691	\$ 12,882	\$ 523	\$ -	\$ 699	\$ 606	\$ 16	\$ 598	\$ 535	\$ 312	\$ 232	\$ 169	\$ 3,691	\$ 6,044	\$ 350	\$ 10,085	\$ 356	\$ 1,321	\$ 1,677	\$ 1,120
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 6,198	\$ 6,173	\$ 9,427	\$ 627	\$ -	\$ 715	\$ 620	\$ 11	\$ 1,135	\$ 784	\$ 1,212	\$ 765	\$ 303	\$ 6,173	\$ -	\$ 25	\$ 6,198	\$ -	\$ 617	\$ 617	\$ 2,612
C2 - Small Business Energy Solutions	\$ 4,215	\$ 4,211	\$ 6,493	\$ 394	\$ -	\$ 449	\$ 390	\$ 7	\$ 882	\$ 568	\$ 833	\$ 468	\$ 219	\$ 4,211	\$ 0	\$ 4	\$ 4,215	\$ 0	\$ 421	\$ 421	\$ 1,857
C3 - Municipal Energy Solutions	\$ 944	\$ 903	\$ 1,300	\$ 158	\$ -	\$ 174	\$ 151	\$ 2	\$ 83	\$ 44	\$ 167	\$ 97	\$ 26	\$ 903	\$ 37	\$ -	\$ 940	\$ 4	\$ 94	\$ 98	\$ 263
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 11,357	\$ 11,287	\$ 17,220	\$ 1,179	\$ -	\$ 1,339	\$ 1,162	\$ 20	\$ 2,100	\$ 1,396	\$ 2,212	\$ 1,331	\$ 548	\$ 11,287	\$ 37	\$ 28	\$ 11,353	\$ 4	\$ 1,132	\$ 1,137	\$ 4,731
Total	\$ 22,493	\$ 14,978	\$ 30,102	\$ 1,702	\$ -	\$ 2,038	\$ 1,768	\$ 36	\$ 2,698	\$ 1,932	\$ 2,524	\$ 1,563	\$ 718	\$ 14,978	\$ 6,081	\$ 378	\$ 21,437	\$ 360	\$ 2,453	\$ 2,814	\$ 5,851

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Present Value Benefits - 2022 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)														Non-Resource Benefits (\$000)			Environmental Benefits (\$000)
				Electric					Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits							
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak					Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit	
Residential Programs																					
B1 - Home Energy Assistance	\$ 4,768	\$ 198	\$ 4,822	\$ 36	\$ -	\$ 37	\$ 32	\$ 0	\$ 22	\$ 21	\$ 25	\$ 19	\$ 6	\$ 198	\$ 3,582	\$ 2	\$ 3,783	\$ 229	\$ 756	\$ 985	\$ 54
A1 - Energy Star Homes	\$ 905	\$ 38	\$ 1,008	\$ 2	\$ -	\$ 2	\$ 2	\$ 0	\$ 13	\$ 15	\$ 1	\$ 1	\$ 1	\$ 38	\$ 822	\$ -	\$ 860	\$ 45	\$ 86	\$ 131	\$ 17
A2 - Home Performance with Energy Star	\$ 1,888	\$ 317	\$ 2,160	\$ 54	\$ -	\$ 53	\$ 46	\$ 1	\$ 45	\$ 49	\$ 35	\$ 27	\$ 7	\$ 317	\$ 1,489	\$ -	\$ 1,806	\$ 83	\$ 181	\$ 263	\$ 91
A3 - Energy Star Products	\$ 3,904	\$ 2,335	\$ 4,999	\$ 326	\$ -	\$ 406	\$ 352	\$ 9	\$ 406	\$ 368	\$ 206	\$ 161	\$ 102	\$ 2,335	\$ 1,054	\$ 443	\$ 3,832	\$ 72	\$ 339	\$ 411	\$ 756
A4 - Residential Behavior	\$ 443	\$ 443	\$ 675	\$ 36	\$ -	\$ 53	\$ 46	\$ 2	\$ 108	\$ 86	\$ 46	\$ 31	\$ 35	\$ 443	\$ -	\$ -	\$ 443	\$ -	\$ 44	\$ 44	\$ 188
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 11,909	\$ 3,332	\$ 13,664	\$ 454	\$ -	\$ 551	\$ 478	\$ 11	\$ 594	\$ 540	\$ 314	\$ 239	\$ 152	\$ 3,332	\$ 6,946	\$ 445	\$ 10,724	\$ 429	\$ 1,406	\$ 1,835	\$ 1,106
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 4,864	\$ 4,819	\$ 7,436	\$ 455	\$ -	\$ 502	\$ 436	\$ 8	\$ 844	\$ 593	\$ 1,036	\$ 695	\$ 251	\$ 4,819	\$ 10	\$ 33	\$ 4,863	\$ 1	\$ 483	\$ 484	\$ 2,089
C2 - Small Business Energy Solutions	\$ 3,234	\$ 3,218	\$ 5,269	\$ 147	\$ -	\$ 163	\$ 141	\$ 3	\$ 828	\$ 508	\$ 793	\$ 433	\$ 203	\$ 3,218	\$ 0	\$ 14	\$ 3,232	\$ 2	\$ 322	\$ 323	\$ 1,714
C3 - Municipal Energy Solutions	\$ 826	\$ 741	\$ 1,103	\$ 141	\$ -	\$ 146	\$ 127	\$ 2	\$ 29	\$ 14	\$ 166	\$ 101	\$ 16	\$ 741	\$ 77	\$ -	\$ 818	\$ 8	\$ 82	\$ 90	\$ 195
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 8,924	\$ 8,778	\$ 13,808	\$ 743	\$ -	\$ 811	\$ 703	\$ 12	\$ 1,702	\$ 1,115	\$ 1,994	\$ 1,228	\$ 470	\$ 8,778	\$ 87	\$ 48	\$ 8,913	\$ 11	\$ 887	\$ 897	\$ 3,998
Total	\$ 20,832	\$ 12,110	\$ 27,473	\$ 1,197	\$ -	\$ 1,362	\$ 1,181	\$ 23	\$ 2,296	\$ 1,655	\$ 2,308	\$ 1,467	\$ 621	\$ 12,110	\$ 7,033	\$ 493	\$ 19,636	\$ 440	\$ 2,292	\$ 2,732	\$ 5,104

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Present Value Benefits - 2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				Electric									Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits			
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit					Other Fuels		Water Benefit
Residential Programs																					
B1 - Home Energy Assistance	\$ 5,324	\$ 194	\$ 5,373	\$ 37	\$ -	\$ 36	\$ 31	\$ 0	\$ 20	\$ 19	\$ 25	\$ 19	\$ 5	\$ 194	\$ 4,015	\$ 3	\$ 4,212	\$ 270	\$ 842	\$ 1,112	\$ 49
A1 - Energy Star Homes	\$ 974	\$ 43	\$ 1,086	\$ 2	\$ -	\$ 2	\$ 2	\$ 0	\$ 15	\$ 17	\$ 2	\$ 1	\$ 1	\$ 43	\$ 881	\$ -	\$ 924	\$ 51	\$ 92	\$ 143	\$ 19
A2 - Home Performance with Energy Star	\$ 2,238	\$ 374	\$ 2,558	\$ 64	\$ -	\$ 61	\$ 53	\$ 1	\$ 54	\$ 60	\$ 42	\$ 32	\$ 8	\$ 374	\$ 1,761	\$ -	\$ 2,135	\$ 103	\$ 214	\$ 317	\$ 106
A3 - Energy Star Products	\$ 4,102	\$ 2,158	\$ 5,237	\$ 276	\$ -	\$ 298	\$ 259	\$ 5	\$ 426	\$ 393	\$ 221	\$ 177	\$ 103	\$ 2,158	\$ 1,308	\$ 542	\$ 4,008	\$ 94	\$ 347	\$ 441	\$ 788
A4 - Residential Behavior	\$ 416	\$ 416	\$ 630	\$ 36	\$ -	\$ 49	\$ 43	\$ 1	\$ 101	\$ 82	\$ 42	\$ 29	\$ 32	\$ 416	\$ -	\$ -	\$ 416	\$ -	\$ 42	\$ 42	\$ 173
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 13,054	\$ 3,184	\$ 14,884	\$ 415	\$ -	\$ 447	\$ 388	\$ 8	\$ 616	\$ 571	\$ 332	\$ 258	\$ 149	\$ 3,184	\$ 7,965	\$ 545	\$ 11,694	\$ 518	\$ 1,536	\$ 2,054	\$ 1,136
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 4,414	\$ 4,356	\$ 6,766	\$ 371	\$ -	\$ 392	\$ 340	\$ 6	\$ 697	\$ 522	\$ 1,032	\$ 753	\$ 243	\$ 4,356	\$ 13	\$ 43	\$ 4,412	\$ 2	\$ 437	\$ 439	\$ 1,916
C2 - Small Business Energy Solutions	\$ 4,030	\$ 4,013	\$ 6,152	\$ 390	\$ -	\$ 412	\$ 358	\$ 6	\$ 841	\$ 515	\$ 831	\$ 458	\$ 202	\$ 4,013	\$ 0	\$ 14	\$ 4,028	\$ 2	\$ 401	\$ 403	\$ 1,721
C3 - Municipal Energy Solutions	\$ 872	\$ 784	\$ 1,145	\$ 159	\$ -	\$ 160	\$ 138	\$ 2	\$ 29	\$ 14	\$ 167	\$ 100	\$ 15	\$ 784	\$ 80	\$ -	\$ 863	\$ 9	\$ 86	\$ 95	\$ 187
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 9,316	\$ 9,153	\$ 14,064	\$ 920	\$ -	\$ 964	\$ 836	\$ 15	\$ 1,568	\$ 1,051	\$ 2,029	\$ 1,311	\$ 460	\$ 9,153	\$ 93	\$ 57	\$ 9,303	\$ 12	\$ 925	\$ 937	\$ 3,823
Total	\$ 22,370	\$ 12,338	\$ 28,947	\$ 1,336	\$ -	\$ 1,411	\$ 1,224	\$ 22	\$ 2,183	\$ 1,622	\$ 2,361	\$ 1,569	\$ 609	\$ 12,338	\$ 8,058	\$ 602	\$ 20,998	\$ 530	\$ 2,460	\$ 2,991	\$ 4,959

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Present Value Benefits - 2021-2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY					Electric				ENERGY				Non-Electric		Total Resource Benefits		Fossil Emissions
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 14,460	\$ 630	\$ 14,634	\$ 112	\$ -	\$ 115	\$ 100	\$ 1	\$ 73	\$ 71	\$ 78	\$ 61	\$ 20	\$ 630	\$ 10,832	\$ 8	\$ 11,470	\$ 698	\$ 2,292	\$ 2,990	\$ 174
A1 - Energy Star Homes	\$ 2,753	\$ 119	\$ 3,068	\$ 7	\$ -	\$ 6	\$ 6	\$ 0	\$ 41	\$ 48	\$ 4	\$ 3	\$ 4	\$ 119	\$ 2,496	\$ -	\$ 2,616	\$ 137	\$ 262	\$ 398	\$ 54
A2 - Home Performance with Energy Star	\$ 5,668	\$ 965	\$ 6,486	\$ 164	\$ -	\$ 162	\$ 141	\$ 2	\$ 137	\$ 149	\$ 108	\$ 81	\$ 22	\$ 965	\$ 4,454	\$ -	\$ 5,420	\$ 249	\$ 542	\$ 791	\$ 276
A3 - Energy Star Products	\$ 11,884	\$ 7,159	\$ 15,210	\$ 1,001	\$ -	\$ 1,253	\$ 1,087	\$ 27	\$ 1,234	\$ 1,119	\$ 628	\$ 490	\$ 320	\$ 7,159	\$ 3,173	\$ 1,333	\$ 11,664	\$ 219	\$ 1,033	\$ 1,253	\$ 2,293
A4 - Residential Behavior	\$ 1,333	\$ 1,333	\$ 2,030	\$ 110	\$ -	\$ 160	\$ 139	\$ 5	\$ 323	\$ 260	\$ 140	\$ 94	\$ 104	\$ 1,333	\$ -	\$ -	\$ 1,333	\$ -	\$ 133	\$ 133	\$ 564
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 36,098	\$ 10,207	\$ 41,430	\$ 1,392	\$ -	\$ 1,697	\$ 1,472	\$ 35	\$ 1,808	\$ 1,647	\$ 958	\$ 730	\$ 470	\$ 10,207	\$ 20,955	\$ 1,340	\$ 32,503	\$ 1,303	\$ 4,262	\$ 5,566	\$ 3,361
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 15,475	\$ 15,349	\$ 23,629	\$ 1,453	\$ -	\$ 1,609	\$ 1,396	\$ 25	\$ 2,676	\$ 1,899	\$ 3,279	\$ 2,213	\$ 797	\$ 15,349	\$ 23	\$ 101	\$ 15,472	\$ 3	\$ 1,537	\$ 1,540	\$ 6,617
C2 - Small Business Energy Solutions	\$ 11,479	\$ 11,442	\$ 17,915	\$ 932	\$ -	\$ 1,024	\$ 889	\$ 16	\$ 2,552	\$ 1,590	\$ 2,457	\$ 1,359	\$ 624	\$ 11,442	\$ 0	\$ 32	\$ 11,475	\$ 4	\$ 1,144	\$ 1,148	\$ 5,292
C3 - Municipal Energy Solutions	\$ 2,642	\$ 2,428	\$ 3,548	\$ 458	\$ -	\$ 480	\$ 416	\$ 6	\$ 142	\$ 72	\$ 499	\$ 298	\$ 57	\$ 2,428	\$ 194	\$ -	\$ 2,622	\$ 21	\$ 262	\$ 283	\$ 644
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 29,596	\$ 29,219	\$ 45,092	\$ 2,842	\$ -	\$ 3,114	\$ 2,701	\$ 47	\$ 5,370	\$ 3,562	\$ 6,236	\$ 3,870	\$ 1,478	\$ 29,219	\$ 217	\$ 133	\$ 29,569	\$ 27	\$ 2,944	\$ 2,971	\$ 12,552
Total	\$ 65,695	\$ 39,426	\$ 86,522	\$ 4,234	\$ -	\$ 4,811	\$ 4,173	\$ 82	\$ 7,177	\$ 5,208	\$ 7,193	\$ 4,599	\$ 1,948	\$ 39,426	\$ 21,172	\$ 1,473	\$ 62,072	\$ 1,331	\$ 7,206	\$ 8,537	\$ 15,914

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Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	173,881,913	130,411,435		-	1.925%	-	\$ 180,209	\$ 225,261	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	16,165,697	12,124,273		-	0.550%	-	\$ 51,488	\$ 64,360	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	3,190	2,074		-	0.660%	-	\$ 61,786	\$ 77,232	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	4,069	2,645		-	0.440%	-	\$ 41,191	\$ 51,488	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 21,437,499			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ¹	\$ 9,361,500			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 12,075,998	\$ 9,056,999	\$ -	-	1.925%	-	\$ 180,209	\$ 225,261	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 514,883	\$ 643,603	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 22,492,560		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 514,883	\$ -	from row 8 above
11 Total Utility Costs	\$ 9,361,500	\$ -	from row 6 above
12 Portfolio GST BCR	2.28	-	row 9 divided by rows 10+11

Utility Costs expressed in 2021 dollars.

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2022										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	161,190,516	120,892,887		-	1.925%	-	\$ 188,363	\$ 235,453	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	14,061,318	10,545,988		-	0.550%	-	\$ 53,818	\$ 67,272	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	1,933	1,257		-	0.660%	-	\$ 64,582	\$ 80,727	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	2,246	1,460		-	0.440%	-	\$ 43,054	\$ 53,818	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 19,636,345			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ¹	\$ 9,785,079			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 9,851,266	\$ 7,388,450	\$ -	-	1.925%	-	\$ 188,363	\$ 235,453	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 538,179	\$ 672,724	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 20,832,320		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 538,179	\$ -	from row 8 above
11 Total Utility Costs	\$ 9,785,079	\$ -	from row 6 above
12 Portfolio GST BCR	2.02	-	row 9 divided by rows 10+11

Utility Costs expressed in 2022 dollars.

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	171,699,797	128,774,848		-	1.925%	-	\$ 202,964	\$ 253,705	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	13,902,807	10,427,105		-	0.550%	-	\$ 57,990	\$ 72,487	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	1,600	1,040		-	0.660%	-	\$ 69,588	\$ 86,985	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	1,676	1,090		-	0.440%	-	\$ 46,392	\$ 57,990	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 20,997,823			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ¹	\$ 10,543,580			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 10,454,244	\$ 7,840,683	\$ -	-	1.925%	-	\$ 202,964	\$ 253,705	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 579,897	\$ 724,871	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 22,369,821		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 579,897	\$ -	from row 8 above
11 Total Utility Costs	\$ 10,543,580	\$ -	from row 6 above
12 Portfolio GST BCR	2.01	-	row 9 divided by rows 10+11

Utility Costs expressed in 2023 dollars.

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2021-2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime kWh Savings	506,772,227	380,079,171		-	1.925%	-	\$ 571,536	\$ 714,419	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	44,129,822	33,097,366		-	0.550%	-	\$ 163,296	\$ 204,120	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	6,724	4,370		-	0.660%	-	\$ 195,955	\$ 244,944	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	7,991	5,194		-	0.440%	-	\$ 130,637	\$ 163,296	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 62,071,667			-						Planned and Actual from Benefits Tab
6 Total Utility Costs ¹	\$ 29,690,159			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 32,381,508	\$ 24,286,131	\$ -	-	1.925%	-	\$ 571,536	\$ 714,419	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 1,632,959	\$ 2,041,198	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 65,694,701		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 1,632,959	\$ -	from row 8 above
11 Total Utility Costs	\$ 29,690,159	\$ -	from row 6 above
12 Portfolio GST BCR	2.10	-	row 9 divided by rows 10+11

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.03	0.75	1.04	1,712.8	1,251.1	1,720.8	1,659.7	-	13.1	229.0	3.0	1.5	406	8,792.5	174,735.4
A1 - Energy Star Homes	1.81	1.14	1.38	1,228.1	776.7	1,483.7	680.0	396.6	339.2	3,906.0	68.2	36.5	91	4,603.2	115,080.6
A2 - Home Performance with Energy Star	1.90	1.58	1.59	1,849.3	1,541.8	2,064.7	975.0	320.7	188.2	1,233.7	12.5	8.9	644	12,099.6	204,869.3
A3 - Energy Star Products	1.82	1.60	1.01	1,771.3	1,564.5	1,927.7	975.0	928.5	-	-	-	-	2,198	12,490.7	213,303.1
A4 - Home Energy Reports	1.11	1.03	1.22	309.6	286.6	338.3	278.0	-	-	-	-	-	27,594	8,459.5	29,910.5
A6c - Res Education	-	-	-	-	-	-	64.0	-	-	-	-	-	-	-	-
A7 - AIM Initiative	-	-	-	-	-	-	432.0	-	-	-	-	-	-	-	-
Sub-Total Residential	1.36	1.07	1.12	6,871.2	5,420.7	7,535.2	5,063.7	1,645.8	540.5	5,368.7	83.8	46.9	30,933	46,445.5	737,898.9
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.99	3.45	2.00	9,643.7	8,337.9	10,602.9	2,415.0	2,891.8	205.4	2,949.2	-	-	264	94,109.8	1,206,080.5
C2 - Small Business Energy Solutions	2.04	1.56	1.38	4,534.8	3,466.9	4,945.8	2,220.0	1,376.5	85.7	1,633.7	0.9	-	1,234	33,554.5	549,495.8
C6c - C&I Education	-	-	-	-	-	-	64.0	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	3.02	2.51	1.73	14,178.5	11,804.7	15,548.6	4,699.0	4,268.3	291.1	4,582.9	0.9	-	1,498	127,664.3	1,755,576.3
Total	2.16	1.76	1.47	21,049.7	17,225.5	23,083.8	9,762.7	5,914.1	831.6	9,951.6	84.7	46.9	32,431	174,109.8	2,493,475.2

Notes:

(1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.

(2) Utility and Customer Costs in 2021 Dollars

	Annual kWh Savings	831,593	1.6%	kWh < 55%	Lifetime kWh Savings	9,951,550	1.3%	kWh < 55%
	Annual MMBTU Savings (in kWh)	<u>51,026,538</u>	<u>98.4%</u>		Lifetime MMBTU Savings (in kWh)	<u>730,765,473</u>	<u>98.7%</u>	
		51,858,131	100.0%			740,717,023	100.0%	
Annual Savings as a % of 2019 Sales	0.99%			Spending per Customer	Low-Income	\$ 308.71		
					Residential	\$ 38.25		
					C&I	\$ 321.45		

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.07	0.78	1.07	1,765.8	1,289.5	1,774.1	1,656.3	-	13.7	239.1	3.2	1.5	415	9,052.9	180,118.3
A1 - Energy Star Homes	1.80	1.14	1.41	1,226.5	775.6	1,481.7	681.3	371.4	338.9	3,901.6	68.2	36.5	91	4,596.5	114,911.9
A2 - Home Performance with Energy Star	1.89	1.58	1.59	1,847.8	1,540.6	2,063.0	976.8	318.8	188.2	1,233.2	12.5	8.9	643	12,091.5	204,693.5
A3 - Energy Star Products	1.89	1.67	1.06	1,849.1	1,633.0	2,012.4	976.8	921.9	-	-	-	-	2,272	13,025.6	222,788.8
A4 - Home Energy Reports	1.09	1.00	1.19	293.2	271.4	320.4	270.1	-	-	-	-	-	27,594	7,782.6	28,353.3
A6c - Res Education	-	-	-	-	-	-	64.1	-	-	-	-	-	-	-	-
A7 - AIM Initiative	-	-	-	-	-	-	409.5	-	-	-	-	-	-	-	-
Sub-Total Residential	1.39	1.09	1.15	6,982.4	5,510.1	7,651.6	5,035.0	1,612.1	540.8	5,373.9	83.9	46.9	31,016	46,549.0	750,865.8
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	4.18	3.61	2.10	10,109.5	8,741.2	11,114.9	2,419.6	2,866.2	215.0	3,086.3	-	-	275	98,768.8	1,264,299.4
C2 - Small Business Energy Solutions	2.14	1.64	1.44	4,764.7	3,654.7	5,198.3	2,224.2	1,396.6	90.9	1,728.2	1.0	-	1,276	35,497.9	579,202.4
C6c - C&I Education	-	-	-	-	-	-	64.1	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	3.16	2.63	1.82	14,874.2	12,395.9	16,313.1	4,707.9	4,262.8	306.0	4,814.5	1.0	-	1,551	134,266.7	1,843,501.9
Total	2.24	1.84	1.53	21,856.6	17,905.9	23,964.7	9,742.9	5,874.9	846.8	10,188.4	84.8	46.9	32,567	180,815.7	2,594,367.7

Notes:

(1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.

(2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	846,756	1.6%	kWh < 55%	Lifetime kWh Savings	10,188,413	1.3%	kWh < 55%
	Annual MMBTU Savings (in kWh)	52,991,865	98.4%		Lifetime MMBTU Savings (in kWh)	760,334,151	98.7%	
		53,838,621	100.0%			770,522,564	100.0%	
Annual Savings as a % of 2019 Sales	1.03%							
	Spending per Customer	Low-Income	\$	308.09				
		Residential	\$	37.96				
		C&I	\$	322.06				

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Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.11	0.81	1.11	1,833.2	1,338.8	1,841.6	1,653.8	-	13.9	242.8	3.2	1.5	429	9,378.6	187,122.0
A1 - Energy Star Homes	1.80	1.14	1.38	1,230.7	778.5	1,486.7	682.6	392.2	339.6	3,912.6	68.3	36.5	91	4,613.5	115,338.6
A2 - Home Performance with Energy Star	1.89	1.58	1.59	1,851.6	1,543.8	2,067.2	978.7	317.6	188.3	1,234.5	12.5	9.0	644	12,112.0	205,138.2
A3 - Energy Star Products	1.97	1.74	1.11	1,930.7	1,705.0	2,101.2	978.7	914.9	-	-	-	-	2,349	13,585.5	232,735.6
A4 - Home Energy Reports	1.10	1.02	1.20	292.3	270.5	319.4	265.0	-	-	-	-	-	27,594	7,757.8	28,263.3
A6c - Res Education	-	-	-	-	-	-	64.2	-	-	-	-	-	-	-	-
A7 - AIM Initiative	-	-	-	-	-	-	388.1	-	-	-	-	-	-	-	-
Sub-Total Residential	1.42	1.12	1.18	7,138.5	5,636.5	7,816.1	5,011.2	1,624.7	541.8	5,389.9	84.1	47.0	31,107	47,447.5	768,597.7
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	4.40	3.80	2.22	10,661.9	9,216.2	11,721.9	2,424.2	2,844.7	225.9	3,259.1	-	-	271	103,367.1	1,333,619.1
C2 - Small Business Energy Solutions	2.23	1.71	1.50	4,971.5	3,821.6	5,425.2	2,228.4	1,384.5	95.6	1,816.0	1.0	-	1,309	36,996.9	605,829.3
C6c - C&I Education	-	-	-	-	-	-	64.2	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	3.31	2.76	1.92	15,633.4	13,037.8	17,147.1	4,716.8	4,229.2	321.5	5,075.1	1.0	-	1,580	140,364.0	1,939,448.4
Total	2.34	1.92	1.60	22,771.9	18,674.3	24,963.2	9,728.0	5,853.9	863.3	10,464.9	85.1	47.0	32,687	187,811.5	2,708,046.0

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	863,328	1.5%	kWh < 55%	Lifetime kWh Savings	10,464,937	1.3%	kWh < 55%
	Annual MMBTU Savings (in kWh)	55,042,127	98.5%		Lifetime MMBTU Savings (in kWh)	793,649,973	98.7%	
		55,905,455	100.0%			804,114,910	100.0%	
Annual Savings as a % of 2019 Sales	1.07%			Spending per Customer	Low-Income	\$ 307.62		
					Residential	\$ 37.72		
					C&I	\$ 322.67		

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Program Cost-Effectiveness - 2021-2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.07	0.78	1.07	5,311.8	3,879.4	5,336.5	4,969.7	-	40.7	710.9	9.5	4.5	1,250	27,224.0	541,975.7
A1 - Energy Star Homes	1.80	1.14	1.39	3,685.3	2,330.7	4,452.1	2,043.9	1,160.2	1,017.7	11,720.2	204.7	109.5	273	13,813.2	345,331.1
A2 - Home Performance with Energy Star	1.89	1.58	1.59	5,548.8	4,626.2	6,194.9	2,930.5	957.0	564.7	3,701.3	37.6	26.9	1,931	36,303.1	614,701.0
A3 - Energy Star Products	1.89	1.67	1.06	5,551.1	4,902.6	6,041.3	2,930.5	2,765.4	-	-	-	-	6,819	39,101.8	668,827.5
A4 - Home Energy Reports	1.10	1.02	1.20	895.2	828.4	978.0	813.2	-	-	-	-	-	82,782	23,999.9	86,527.1
A6c - Res Education	-	-	-	-	-	-	192.4	-	-	-	-	-	-	-	-
A7 - AIM Initiative	-	-	-	-	-	-	1,229.6	-	-	-	-	-	-	-	-
Sub-Total Residential	1.39	1.10	1.15	20,992.2	16,567.3	23,002.9	15,109.8	4,882.5	1,623.2	16,132.4	251.7	140.9	93,055	140,442.0	2,257,362.3
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	4.19	3.62	2.11	30,415.1	26,295.3	33,439.6	7,258.7	8,602.7	646.3	9,294.6	-	-	811	296,245.6	3,803,999.1
C2 - Small Business Energy Solutions	2.14	1.64	1.44	14,270.9	10,943.2	15,569.2	6,672.6	4,157.6	272.2	5,177.9	2.9	-	3,818	106,049.4	1,734,527.5
C6c - C&I Education	-	-	-	-	-	-	192.4	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	3.16	2.64	1.82	44,686.0	37,238.4	49,008.8	14,123.7	12,760.3	918.5	14,472.5	2.9	-	4,630	402,295.0	5,538,526.6
Total	2.25	1.84	1.54	65,678.2	53,805.7	72,011.7	29,233.6	17,642.8	2,541.7	30,604.9	254.6	140.9	97,685	542,737.0	7,795,888.9

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual kWh Savings	2,541,677	1.6%	kWh < 55%	Lifetime kWh Savings	30,604,900	1.3%	kWh < 55%
Annual MMBTU Savings (in kWh)	<u>159,060,530</u>	<u>98.4%</u>		Lifetime MMBTU Savings (in kWh)	<u>2,284,749,597</u>	<u>98.7%</u>	
	161,602,207	100.0%			2,315,354,497	100.0%	
Cumulative Savings as a % of 2019 Sales		3.09%	Spending per Customer				
			Low-Income	\$	924.43		
			Residential	\$	113.94		
			C&I	\$	966.19		

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be required to account for these impacts.

Present Value Benefits - 2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)												Non-Resource Benefits (\$000)			Environmental Benefits (\$000)		
	Granite State Test	Utility Cost Test	Secondary Granite State Test	CAPACITY					Electric				Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits			
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit						Other Fuels	Water Benefit
Residential Programs																					
B1 - Home Energy Assistance	\$ 1,833	\$ 1,339	\$ 1,842	\$ 2	\$ -	\$ 2	\$ 2	\$ 0	\$ 6	\$ 5	\$ 2	\$ 1	\$ 1	\$ 20	\$ 1,339	\$ 13	\$ 1,371	\$ 190	\$ 272	\$ 462	\$ 8
A1 - Energy Star Homes	\$ 1,231	\$ 778	\$ 1,487	\$ 24	\$ -	\$ 29	\$ 25	\$ 0	\$ 99	\$ 72	\$ 34	\$ 23	\$ 17	\$ 324	\$ 778	\$ 3	\$ 1,105	\$ 125	\$ 110	\$ 235	\$ 146
A2 - Home Performance with Energy Star	\$ 1,852	\$ 1,544	\$ 2,067	\$ 6	\$ -	\$ 7	\$ 6	\$ 0	\$ 29	\$ 24	\$ 13	\$ 9	\$ 8	\$ 104	\$ 1,544	\$ 0	\$ 1,649	\$ 203	\$ 165	\$ 368	\$ 51
A3 - Energy Star Products	\$ 1,931	\$ 1,705	\$ 2,101	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,705	\$ -	\$ 1,705	\$ 226	\$ 170	\$ 396	\$ -
A4 - Home Energy Reports	\$ 292	\$ 270	\$ 319	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 270	\$ -	\$ 270	\$ 22	\$ 27	\$ 49	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A7 - AIM Initiative	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 7,139	\$ 5,636	\$ 7,816	\$ 33	\$ -	\$ 38	\$ 33	\$ 1	\$ 134	\$ 102	\$ 49	\$ 34	\$ 25	\$ 448	\$ 5,636	\$ 16	\$ 6,101	\$ 766	\$ 744	\$ 1,511	\$ 205
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 10,662	\$ 9,216	\$ 11,722	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 62	\$ 36	\$ 55	\$ 29	\$ 12	\$ 193	\$ 9,216	\$ -	\$ 9,409	\$ 1,253	\$ 941	\$ 2,194	\$ 119
C2 - Small Business Energy Solutions	\$ 4,971	\$ 3,822	\$ 5,425	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 33	\$ 20	\$ 29	\$ 15	\$ 5	\$ 103	\$ 3,822	\$ 452	\$ 4,377	\$ 595	\$ 392	\$ 987	\$ 61
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 15,633	\$ 13,038	\$ 17,147	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 95	\$ 55	\$ 84	\$ 43	\$ 17	\$ 296	\$ 13,038	\$ 452	\$ 13,786	\$ 1,847	\$ 1,333	\$ 3,181	\$ 180
Total	\$ 22,772	\$ 18,674	\$ 24,963	\$ 33	\$ -	\$ 38	\$ 33	\$ 1	\$ 229	\$ 157	\$ 133	\$ 77	\$ 43	\$ 743	\$ 18,674	\$ 469	\$ 19,887	\$ 2,614	\$ 2,078	\$ 4,691	\$ 385

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Present Value Benefits - 2021-2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)											Non-Resource Benefits (\$000)			Environmental Benefits (\$000)			
	Granite State Test	Utility Cost Test	Secondary Granite State Test	CAPACITY					Electric				Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits		
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit						Other Fuels	Water Benefit
Residential Programs																					
B1 - Home Energy Assistance	\$ 5,312	\$ 3,879	\$ 5,337	\$ -	\$ -	\$ 5	\$ 5	\$ 0	\$ 16	\$ 16	\$ 4	\$ 3	\$ 2	\$ 57	\$ 3,879	\$ 36	\$ 3,973	\$ 551	\$ 787	\$ 1,339	\$ 25
A1 - Energy Star Homes	\$ 3,685	\$ 2,331	\$ 4,452	\$ 73	\$ -	\$ 86	\$ 75	\$ 1	\$ 297	\$ 216	\$ 101	\$ 70	\$ 50	\$ 969	\$ 2,331	\$ 10	\$ 3,310	\$ 375	\$ 330	\$ 705	\$ 437
A2 - Home Performance with Energy Star	\$ 5,549	\$ 4,626	\$ 6,195	\$ 19	\$ -	\$ 22	\$ 19	\$ 0	\$ 87	\$ 72	\$ 40	\$ 28	\$ 24	\$ 313	\$ 4,626	\$ 1	\$ 4,941	\$ 608	\$ 494	\$ 1,102	\$ 152
A3 - Energy Star Products	\$ 5,551	\$ 4,903	\$ 6,041	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,903	\$ -	\$ 4,903	\$ 649	\$ 490	\$ 1,139	\$ -
A4 - Home Energy Reports	\$ 895	\$ 828	\$ 978	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 828	\$ -	\$ 828	\$ 67	\$ 83	\$ 150	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A7 - AIM Initiative	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 20,992	\$ 16,567	\$ 23,003	\$ 97	\$ -	\$ 114	\$ 99	\$ 2	\$ 400	\$ 305	\$ 145	\$ 101	\$ 76	\$ 1,340	\$ 16,567	\$ 47	\$ 17,955	\$ 2,250	\$ 2,184	\$ 4,434	\$ 614
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 30,415	\$ 26,295	\$ 33,440	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 176	\$ 101	\$ 157	\$ 81	\$ 35	\$ 551	\$ 26,295	\$ -	\$ 26,846	\$ 3,569	\$ 2,685	\$ 6,253	\$ 340
C2 - Small Business Energy Solutions	\$ 14,271	\$ 10,943	\$ 15,569	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 95	\$ 57	\$ 83	\$ 43	\$ 15	\$ 293	\$ 10,943	\$ 1,333	\$ 12,568	\$ 1,703	\$ 1,124	\$ 2,826	\$ 175
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 44,686	\$ 37,238	\$ 49,009	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 271	\$ 158	\$ 240	\$ 124	\$ 50	\$ 844	\$ 37,238	\$ 1,333	\$ 39,415	\$ 5,271	\$ 3,808	\$ 9,080	\$ 515
Total	\$ 65,678	\$ 53,806	\$ 72,012	\$ 97	\$ -	\$ 114	\$ 99	\$ 2	\$ 672	\$ 463	\$ 385	\$ 225	\$ 126	\$ 2,184	\$ 53,806	\$ 1,380	\$ 57,370	\$ 7,521	\$ 5,993	\$ 13,514	\$ 1,128

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Present Value Benefits - 2022 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)												Non-Resource Benefits (\$000)			Environmental Benefits (\$000)		
	Granite State Test	Utility Cost Test	Secondary Granite State Test	CAPACITY					Electric				Non-Electric			Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits			
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels					Water Benefit	Total Resource Benefits
Residential Programs																					
B1 - Home Energy Assistance	\$ 1,766	\$ 1,289	\$ 1,774	\$ 2	\$ -	\$ 2	\$ 2	\$ 0	\$ 6	\$ 5	\$ 1	\$ 1	\$ 1	\$ 19	\$ 1,289	\$ 12	\$ 1,321	\$ 183	\$ 262	\$ 445	\$ 8
A1 - Energy Star Homes	\$ 1,226	\$ 776	\$ 1,482	\$ 24	\$ -	\$ 29	\$ 25	\$ 0	\$ 99	\$ 72	\$ 33	\$ 23	\$ 17	\$ 323	\$ 776	\$ 3	\$ 1,102	\$ 125	\$ 110	\$ 235	\$ 145
A2 - Home Performance with Energy Star	\$ 1,848	\$ 1,541	\$ 2,063	\$ 6	\$ -	\$ 7	\$ 6	\$ 0	\$ 29	\$ 24	\$ 13	\$ 9	\$ 8	\$ 104	\$ 1,541	\$ 0	\$ 1,645	\$ 203	\$ 164	\$ 367	\$ 51
A3 - Energy Star Products	\$ 1,849	\$ 1,633	\$ 2,012	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,633	\$ -	\$ 1,633	\$ 216	\$ 163	\$ 379	\$ -
A4 - Home Energy Reports	\$ 293	\$ 271	\$ 320	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 271	\$ -	\$ 271	\$ 22	\$ 27	\$ 49	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A7 - AIM Initiative	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 6,982	\$ 5,510	\$ 7,652	\$ 32	\$ -	\$ 38	\$ 33	\$ 1	\$ 133	\$ 102	\$ 48	\$ 34	\$ 25	\$ 446	\$ 5,510	\$ 16	\$ 5,972	\$ 748	\$ 727	\$ 1,475	\$ 204
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 10,110	\$ 8,741	\$ 11,115	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 59	\$ 34	\$ 52	\$ 27	\$ 12	\$ 183	\$ 8,741	\$ -	\$ 8,924	\$ 1,185	\$ 892	\$ 2,078	\$ 113
C2 - Small Business Energy Solutions	\$ 4,765	\$ 3,655	\$ 5,198	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 32	\$ 19	\$ 28	\$ 14	\$ 5	\$ 98	\$ 3,655	\$ 444	\$ 4,197	\$ 568	\$ 375	\$ 943	\$ 58
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 14,874	\$ 12,396	\$ 16,313	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 90	\$ 53	\$ 80	\$ 41	\$ 17	\$ 281	\$ 12,396	\$ 444	\$ 13,121	\$ 1,753	\$ 1,268	\$ 3,021	\$ 171
Total	\$ 21,857	\$ 17,906	\$ 23,965	\$ 32	\$ -	\$ 38	\$ 33	\$ 1	\$ 224	\$ 154	\$ 128	\$ 75	\$ 42	\$ 727	\$ 17,906	\$ 460	\$ 19,093	\$ 2,502	\$ 1,994	\$ 4,496	\$ 376

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Present Value Benefits - 2021 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)											Non-Resource Benefits (\$000)			Environmental Benefits (\$000)					
				CAPACITY						Electric				Non-Electric		Total Resource Benefits	Fossil Emissions		Other Non-Resource Benefits	Total Non-Resource Benefits			
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels						Water Benefit		
Residential Programs																							
B1 - Home Energy Assistance	\$ 1,713	\$ 1,251	\$ 1,721	\$ 2	\$ -	\$ 2	\$ 2	\$ 0	\$ 5	\$ 5	\$ 1	\$ 1	\$ 1	\$ 19	\$ 1,251	\$ 12	\$ 1,281	\$ 178	\$ 254	\$ 432	\$ 8		
A1 - Energy Star Homes	\$ 1,228	\$ 777	\$ 1,484	\$ 24	\$ -	\$ 29	\$ 25	\$ 0	\$ 99	\$ 72	\$ 34	\$ 23	\$ 17	\$ 323	\$ 777	\$ 3	\$ 1,103	\$ 125	\$ 110	\$ 235	\$ 146		
A2 - Home Performance with Energy Star	\$ 1,849	\$ 1,542	\$ 2,065	\$ 6	\$ -	\$ 7	\$ 6	\$ 0	\$ 29	\$ 24	\$ 13	\$ 9	\$ 8	\$ 104	\$ 1,542	\$ 0	\$ 1,647	\$ 203	\$ 165	\$ 367	\$ 51		
A3 - Energy Star Products	\$ 1,771	\$ 1,565	\$ 1,928	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,565	\$ -	\$ 1,565	\$ 207	\$ 156	\$ 363	\$ -		
A4 - Home Energy Reports	\$ 310	\$ 287	\$ 338	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 287	\$ -	\$ 287	\$ 23	\$ 29	\$ 52	\$ -		
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
A7 - AIM Initiative	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Sub-Total Residential	\$ 6,871	\$ 5,421	\$ 7,535	\$ 32	\$ -	\$ 38	\$ 33	\$ 1	\$ 133	\$ 101	\$ 48	\$ 34	\$ 25	\$ 446	\$ 5,421	\$ 15	\$ 5,882	\$ 735	\$ 714	\$ 1,449	\$ 204		
Commercial/Industrial Programs																							
C1 - Large Business Energy Solutions	\$ 9,644	\$ 8,338	\$ 10,603	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 56	\$ 32	\$ 50	\$ 26	\$ 11	\$ 175	\$ 8,338	\$ -	\$ 8,513	\$ 1,131	\$ 851	\$ 1,982	\$ 108		
C2 - Small Business Energy Solutions	\$ 4,535	\$ 3,467	\$ 4,946	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30	\$ 18	\$ 26	\$ 13	\$ 5	\$ 92	\$ 3,467	\$ 436	\$ 3,995	\$ 540	\$ 356	\$ 896	\$ 55		
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Sub-Total Commercial & Industrial	\$ 14,178	\$ 11,805	\$ 15,549	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 86	\$ 50	\$ 76	\$ 39	\$ 16	\$ 267	\$ 11,805	\$ 436	\$ 12,508	\$ 1,671	\$ 1,207	\$ 2,878	\$ 163		
Total	\$ 21,050	\$ 17,225	\$ 23,084	\$ 32	\$ -	\$ 38	\$ 33	\$ 1	\$ 219	\$ 152	\$ 124	\$ 73	\$ 41	\$ 713	\$ 17,225	\$ 451	\$ 18,390	\$ 2,406	\$ 1,921	\$ 4,327	\$ 367		

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Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime MMBtu Savings	2,493,475	1,870,106		-	2.475%	-	\$ 241,626	\$ 302,032	\$ -	Program Cost Effectiveness (Page 1 of 3)
2 Annual MMBtu Savings	174,110	130,582		-	1.100%	-	\$ 107,389	\$ 134,236	\$ -	Program Cost Effectiveness (Page 1 of 3)
3 Total Resource Benefits	\$ 18,389,954			-						Present Value Benefits (Page 2 of 3)
4 Total Utility Costs ¹	\$ 9,762,651			-						Program Cost Effectiveness (Page 1 of 3)
5 Net Benefits	\$ 8,627,303	\$ 6,470,477	\$ -	-	1.925%	-	\$ 187,931	\$ 234,914	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 536,946	\$ 671,182	\$ -	Sum of Rows 1, 2 & 5

Granite State Test			
	Planned	Actual	Source
7 Total Benefits	\$ 21,049,671		Present Value Benefits (Page 2 of 3)
8 Performance Incentive	\$ 536,946	\$ -	Row 6
9 Total Utility Costs	\$ 9,762,651	\$ -	Row 4
10 Portfolio GST BCR	2.04	-	Row 7 Divided by Rows 8+9

Utility Costs expressed in 2021 dollars.

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

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Portfolio Planned Versus Actual Performance - 2022										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime MMBtu Savings	2,594,368	1,945,776		-	2.475%	-	\$ 254,400	\$ 318,000	\$ -	Program Cost Effectiveness (Page 1 of 3)
2 Annual MMBtu Savings	180,816	135,612		-	1.100%	-	\$ 113,067	\$ 141,333	\$ -	Program Cost Effectiveness (Page 1 of 3)
3 Total Resource Benefits	\$ 19,092,997			-						Present Value Benefits (Page 2 of 3)
4 Total Utility Costs ¹	\$ 10,278,797			-						Program Cost Effectiveness (Page 1 of 3)
5 Net Benefits	\$ 8,814,200	\$ 6,610,650	\$ -	-	1.925%	-	\$ 197,867	\$ 247,334	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 565,334	\$ 706,667	\$ -	Sum of Rows 1, 2 & 5

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits	\$ 21,856,616		Present Value Benefits (Page 2 of 3)
8 Performance Incentive	\$ 565,334	\$ -	Row 6
9 Total Utility Costs	\$ 10,278,797	\$ -	Row 4
10 Portfolio GST BCR	2.02	-	Row 7 Divided by Rows 8+9

Utility Costs expressed in 2022 dollars.

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

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Portfolio Planned Versus Actual Performance - 2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime MMBtu Savings	2,708,046	2,031,035		-	2.475%	-	\$ 267,981	\$ 334,976	\$ -	Program Cost Effectiveness (Page 1 of 3)
2 Annual MMBtu Savings	187,812	140,859		-	1.100%	-	\$ 119,102	\$ 148,878	\$ -	Program Cost Effectiveness (Page 1 of 3)
3 Total Resource Benefits	\$ 19,886,563			-						Present Value Benefits (Page 2 of 3)
4 Total Utility Costs ¹	\$ 10,827,497			-						Program Cost Effectiveness (Page 1 of 3)
5 Net Benefits	\$ 9,059,066	\$ 6,794,300	\$ -	-	1.925%	-	\$ 208,429	\$ 260,537	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 595,512	\$ 744,390	\$ -	Sum of Rows 1, 2 & 5

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits	\$ 22,771,880		Present Value Benefits (Page 2 of 3)
8 Performance Incentive	\$ 595,512	\$ -	Row 6
9 Total Utility Costs	\$ 10,827,497	\$ -	Row 4
10 Portfolio GST BCR	1.99	-	Row 7 Divided by Rows 8+9

Utility Costs expressed in 2023 dollars.

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

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Portfolio Planned Versus Actual Performance - 2021-2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime MMBtu Savings	7,795,889	5,846,917		-	2.475%	-	\$ 764,006	\$ 955,008	\$ -	Program Cost Effectiveness (Page 1 of 3)
2 Annual MMBtu Savings	542,737	407,053		-	1.100%	-	\$ 339,558	\$ 424,448	\$ -	Program Cost Effectiveness (Page 1 of 3)
3 Total Resource Benefits	\$ 57,369,514			-						Present Value Benefits (Page 2 of 3)
4 Total Utility Costs ¹	\$ 30,868,945			-						Program Cost Effectiveness (Page 1 of 3)
5 Net Benefits	\$ 26,500,569	\$ 19,875,427	\$ -	-	1.925%	-	\$ 594,227	\$ 742,784	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 1,697,792	\$ 2,122,240	\$ -	Sum of Rows 1, 2 & 5

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits	\$ 65,678,166		Present Value Benefits (Page 2 of 3)
8 Performance Incentive	\$ 1,697,792	\$ -	Row 6
9 Total Utility Costs	\$ 30,868,945	\$ -	Row 4
10 Portfolio GST BCR	2.02	-	Row 7 Divided by Rows 8+9

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

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Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.15	0.84	1.15	621.8	455.8	623.4	542.0	-	13.9	34.9	9.9	6.3	78	3,069.4	64,766.2
A1 - Energy Star Homes	1.64	1.41	1.16	435.1	374.7	472.7	265.0	143.4	0.4	5.0	0.0	0.0	79	2,309.9	54,977.7
A2 - Home Performance with Energy Star	1.01	0.84	0.92	336.4	280.9	368.8	333.6	68.7	12.5	84.7	7.0	6.1	47	2,006.8	40,061.4
A3 - Energy Star Products	1.74	1.53	1.05	1,041.5	918.9	1,133.4	600.0	478.8	-	-	-	-	1,299	7,354.3	126,234.4
A4 - Residential Behavior	1.39	1.28	1.51	83.1	76.9	90.8	60.0	-	-	-	-	-	9,100	2,000.0	8,064.7
A6c - Res Education	-	-	-	-	-	-	7.0	-	-	-	-	-	-	-	-
Sub-Total Residential	1.39	1.17	1.08	2,517.9	2,107.1	2,689.2	1,807.5	690.9	26.8	124.5	16.9	12.4	10,603	16,740.4	294,104.4
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.02	2.63	2.15	2,479.7	2,161.1	2,695.8	820.7	431.1	-	-	-	-	199	22,980.0	302,045.5
C2 - Small Business Energy Solutions	2.06	1.81	1.60	1,114.2	975.9	1,211.8	540.0	219.6	-	-	-	-	154	9,520.2	144,617.4
C6c - C&I Education	-	-	-	-	-	-	18.0	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.61	2.28	1.93	3,593.9	3,137.0	3,907.6	1,378.7	650.7	-	-	-	-	353	32,500.3	446,662.9
Total	1.92	1.65	1.46	6,111.8	5,244.1	6,596.8	3,186.1	1,341.6	26.8	124.5	16.9	12.4	10,956	49,240.7	740,767.2

Notes:

(1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.

(2) Utility and Customer Costs in 2021 Dollars

Annual Savings as a % of 2018 Sales	0.65%	Spending per Customer	Low-Income	\$	199.18
			Residential	\$	51.67
			C&I	\$	196.14

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Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.17	0.86	1.17	677.5	496.3	679.3	578.2	-	15.4	40.2	10.9	6.9	82	3,333.0	70,615.9
A1 - Energy Star Homes	1.68	1.45	1.22	478.6	412.1	520.0	284.3	143.4	0.4	5.5	0.1	0.1	87	2,540.9	60,475.5
A2 - Home Performance with Energy Star	1.04	0.87	0.72	357.4	300.2	391.3	344.6	202.1	8.2	79.7	3.7	4.1	50	2,148.6	42,813.7
A3 - Energy Star Products	1.84	1.62	1.11	1,145.6	1,010.8	1,246.7	623.7	496.4	-	-	-	-	1,429	8,089.7	138,857.8
A4 - Residential Behavior	1.46	1.35	1.59	83.1	76.9	90.8	57.1	-	-	-	-	-	9,100	2,000.0	8,064.7
A6c - Res Education	-	-	-	-	-	-	7.0	-	-	-	-	-	-	-	-
Sub-Total Residential	1.45	1.21	1.07	2,742.2	2,296.4	2,928.2	1,894.8	841.9	24.0	125.3	14.7	11.0	10,748	18,112.1	320,827.6
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.14	2.74	2.36	2,813.0	2,453.2	3,058.4	895.0	401.0	-	-	-	-	219	26,070.5	342,552.3
C2 - Small Business Energy Solutions	2.16	1.89	1.74	1,260.0	1,103.9	1,370.4	584.2	202.1	-	-	-	-	169	10,766.4	163,389.6
C6c - C&I Education	-	-	-	-	-	-	20.5	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.72	2.37	2.11	4,073.1	3,557.1	4,428.8	1,499.7	603.1	-	-	-	-	388	36,836.9	505,941.9
Total	2.01	1.72	1.52	6,815.3	5,853.5	7,357.0	3,394.5	1,445.0	24.0	125.3	14.7	11.0	11,136	54,949.1	826,769.5

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual Savings as a % of 2018 Sales	0.73%	Spending per Customer	Low-Income	\$	212.50
			Residential	\$	53.76
			C&I	\$	213.35

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments that will be

Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.19	0.87	1.19	680.1	498.7	681.8	573.4	-	14.9	39.1	10.5	6.6	84	3,375.7	70,776.0
A1 - Energy Star Homes	1.71	1.47	1.29	526.4	453.3	572.0	307.4	134.5	0.4	6.0	0.1	0.1	96	2,794.9	66,523.0
A2 - Home Performance with Energy Star	1.05	0.89	0.73	374.1	316.3	409.1	355.4	207.3	3.1	72.1	-	1.7	52	2,274.3	45,105.2
A3 - Energy Star Products	1.95	1.72	1.18	1,260.2	1,111.9	1,371.4	646.9	516.5	-	-	-	-	1,572	8,898.7	152,743.6
A4 - Residential Behavior	1.53	1.41	1.67	83.1	76.9	90.8	54.4	-	-	-	-	-	9,100	2,000.0	8,064.7
A6c - Res Education	-	-	-	-	-	-	6.9	-	-	-	-	-	-	-	-
Sub-Total Residential	1.50	1.26	1.12	2,924.0	2,457.1	3,125.2	1,944.4	858.2	18.4	117.2	10.5	8.4	10,903	19,343.7	343,212.5
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.11	2.70	2.21	2,728.5	2,372.6	2,965.8	878.1	465.9	-	-	-	-	241	25,280.3	332,642.5
C2 - Small Business Energy Solutions	2.20	1.92	1.70	1,273.8	1,115.1	1,385.3	580.1	234.0	-	-	-	-	186	10,890.5	165,700.7
C6c - C&I Education	-	-	-	-	-	-	20.7	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.71	2.36	2.00	4,002.3	3,487.8	4,351.1	1,478.8	699.9	-	-	-	-	427	36,170.7	498,343.1
Total	2.02	1.74	1.50	6,926.3	5,944.9	7,476.3	3,423.3	1,558.1	18.4	117.2	10.5	8.4	11,331	55,514.4	841,555.6

Notes:

- (1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.
- (2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

Annual Savings as a % of 2018 Sales	0.73%	Spending per Customer	Low-Income	\$	210.73
			Residential	\$	55.98
			C&I	\$	210.39

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Program Cost-Effectiveness - 2021-2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) ²	Customer Costs (\$000 - 2021\$) ²	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Granite State Test	Utility Cost Test	Secondary Granite State Test ¹									
Residential Programs															
B1 - Home Energy Assistance	1.17	0.86	1.17	1,979.4	1,450.9	1,984.5	1,693.6	-	44.2	114.1	31.2	19.8	244	9,778.0	206,158.1
A1 - Energy Star Homes	1.68	1.45	1.22	1,440.0	1,240.1	1,564.8	856.7	421.3	1.2	16.4	0.2	0.2	261	7,645.7	181,976.2
A2 - Home Performance with Energy Star	1.03	0.87	0.77	1,067.9	897.4	1,169.2	1,033.6	478.1	23.8	236.4	10.8	11.8	149	6,429.7	127,980.3
A3 - Energy Star Products	1.84	1.63	1.12	3,447.3	3,041.6	3,751.5	1,870.6	1,491.7	-	-	-	-	4,300	24,342.7	417,835.9
A4 - Residential Behavior	1.45	1.35	1.59	249.4	230.6	272.5	171.5	-	-	-	-	-	27,300	6,000.0	24,194.0
A6c - Res Education	-	-	-	-	-	-	20.9	-	-	-	-	-	-	-	-
Sub-Total Residential	1.45	1.21	1.09	8,184.1	6,860.6	8,742.5	5,646.8	2,391.1	69.2	367.0	42.1	31.8	32,254	54,196.2	958,144.4
Commercial, Industrial & Municipal															
C1 - Large Business Energy Solutions	3.09	2.69	2.24	8,021.3	6,986.9	8,720.0	2,593.8	1,298.0	-	-	-	-	659	74,330.8	977,240.3
C2 - Small Business Energy Solutions	2.14	1.87	1.68	3,648.0	3,195.0	3,967.5	1,704.2	655.7	-	-	-	-	510	31,177.1	473,707.6
C6c - C&I Education	-	-	-	-	-	-	59.1	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.68	2.34	2.01	11,669.4	10,181.9	12,687.5	4,357.2	1,953.7	-	-	-	-	1,168	105,508.0	1,450,947.9
Total	1.98	1.70	1.49	19,853.5	17,042.5	21,430.1	10,003.9	4,344.8	69.2	367.0	42.1	31.8	33,423	159,704.1	2,409,092.3

Notes:

(1) For the Secondary Granite State Test a 10% NEI adder is applied to total benefits excluding water.

(2) Utility and Customer Costs in 2021 Dollars and will not equal the nominal costs presented in the Costs and Performance Incentive tabs.

	Annual kWh Savings	69,195	0.1%	kWh < 55%	Lifetime kWh Savings	366,985	0.1%	kWh < 55%
	Annual MMBTU Savings (in kWh)	46,804,656	99.9%		Lifetime MMBTU Savings (in kWh)	706,035,293	99.9%	
		46,873,851	100.0%			706,402,277	100.0%	
Cumulative Savings as a % of 2019 Sales	2.11%							
	Spending per Customer	Low-Income	\$	622.41				
		Residential	\$	161.41				
		C&I	\$	619.88				

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Present Value Benefits - 2021 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)												Non-Resource Benefits (\$000)			Environmental Benefits (\$000)			
				CAPACITY						Electric				Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits		
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels						Water Benefit	
Residential Programs																						
B1 - Home Energy Assistance	\$ 622	\$ 456	\$ 623	\$ 1	\$ -	\$ 1	\$ 1	\$ 0	\$ 1	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 6	\$ 456	\$ -	\$ 462	\$ 68	\$ 92	\$ 160	\$ 2
A1 - Energy Star Homes	\$ 435	\$ 375	\$ 473	\$ 0	\$ -	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 375	\$ 1	\$ 376	\$ 59	\$ 38	\$ 97	\$ 0
A2 - Home Performance with Energy Star	\$ 336	\$ 281	\$ 369	\$ 3	\$ -	\$ 3	\$ 3	\$ 0	\$ 1	\$ 1	\$ 2	\$ 1	\$ 0	\$ 14	\$ 281	\$ -	\$ 295	\$ 41	\$ 30	\$ 71	\$ 3	
A3 - Energy Star Products	\$ 1,041	\$ 919	\$ 1,133	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 919	\$ -	\$ 919	\$ 123	\$ 92	\$ 214	\$ -	
A4 - Residential Behavior	\$ 83	\$ 77	\$ 91	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 77	\$ -	\$ 77	\$ 6	\$ 8	\$ 14	\$ -	
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 2,518	\$ 2,107	\$ 2,689	\$ 4	\$ -	\$ 5	\$ 4	\$ 0	\$ 2	\$ 1	\$ 2	\$ 2	\$ 1	\$ 21	\$ 2,107	\$ 1	\$ 2,129	\$ 297	\$ 259	\$ 556	\$ 5	
Commercial/Industrial Programs																						
C1 - Large Business Energy Solutions	\$ 2,480	\$ 2,161	\$ 2,696	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,161	\$ 43	\$ 2,204	\$ 276	\$ 216	\$ 492	\$ -	
C2 - Small Business Energy Solutions	\$ 1,114	\$ 976	\$ 1,212	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 976	\$ 0	\$ 976	\$ 138	\$ 98	\$ 235	\$ -	
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 3,594	\$ 3,137	\$ 3,908	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,137	\$ 43	\$ 3,180	\$ 414	\$ 314	\$ 728	\$ -	
Total	\$ 6,112	\$ 5,244	\$ 6,597	\$ 4	\$ -	\$ 5	\$ 4	\$ 0	\$ 2	\$ 1	\$ 2	\$ 2	\$ 1	\$ 21	\$ 5,244	\$ 44	\$ 5,309	\$ 711	\$ 573	\$ 1,284	\$ 5	

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Present Value Benefits - 2022 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)												Non-Resource Benefits (\$000)			Environmental Benefits (\$000)		
				CAPACITY						Electric				Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits	
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels						Water Benefit
Residential Programs																					
B1 - Home Energy Assistance	\$ 678	\$ 496	\$ 679	\$ 1	\$ -	\$ 1	\$ 1	\$ 0	\$ 1	\$ 1	\$ 0	\$ 0	\$ 1	\$ 7	\$ 496	\$ -	\$ 503	\$ 74	\$ 101	\$ 175	\$ 2
A1 - Energy Star Homes	\$ 479	\$ 412	\$ 520	\$ 0	\$ -	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 412	\$ 1	\$ 414	\$ 65	\$ 41	\$ 106	\$ 0
A2 - Home Performance with Energy Star	\$ 357	\$ 300	\$ 391	\$ 3	\$ -	\$ 3	\$ 3	\$ 0	\$ 1	\$ 0	\$ 2	\$ 1	\$ 0	\$ 13	\$ 300	\$ -	\$ 313	\$ 44	\$ 31	\$ 75	\$ 3
A3 - Energy Star Products	\$ 1,146	\$ 1,011	\$ 1,247	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,011	\$ -	\$ 1,011	\$ 135	\$ 101	\$ 236	\$ -
A4 - Residential Behavior	\$ 83	\$ 77	\$ 91	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 77	\$ -	\$ 77	\$ 6	\$ 8	\$ 14	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 2,742	\$ 2,296	\$ 2,928	\$ 4	\$ -	\$ 4	\$ 4	\$ 0	\$ 2	\$ 1	\$ 2	\$ 2	\$ 1	\$ 20	\$ 2,296	\$ 1	\$ 2,317	\$ 324	\$ 282	\$ 606	\$ 5
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 2,813	\$ 2,453	\$ 3,058	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,453	\$ 47	\$ 2,500	\$ 313	\$ 245	\$ 558	\$ -
C2 - Small Business Energy Solutions	\$ 1,260	\$ 1,104	\$ 1,370	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,104	\$ 0	\$ 1,104	\$ 156	\$ 110	\$ 266	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 4,073	\$ 3,557	\$ 4,429	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,557	\$ 47	\$ 3,604	\$ 469	\$ 356	\$ 824	\$ -
Total	\$ 6,815	\$ 5,853	\$ 7,357	\$ 4	\$ -	\$ 4	\$ 4	\$ 0	\$ 2	\$ 1	\$ 2	\$ 2	\$ 1	\$ 20	\$ 5,853	\$ 48	\$ 5,922	\$ 793	\$ 638	\$ 1,430	\$ 5

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Present Value Benefits - 2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY							Electric				Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 680	\$ 499	\$ 682	\$ 1	\$ -	\$ 1	\$ 1	\$ 0	\$ 1	\$ 1	\$ 0	\$ 0	\$ 1	\$ 6	\$ 499	\$ -	\$ 505	\$ 74	\$ 101	\$ 175	\$ 2
A1 - Energy Star Homes	\$ 526	\$ 453	\$ 572	\$ 0	\$ -	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 1	\$ 453	\$ 1	\$ 455	\$ 71	\$ 45	\$ 117	\$ 0
A2 - Home Performance with Energy Star	\$ 374	\$ 316	\$ 409	\$ 3	\$ -	\$ 3	\$ 2	\$ 0	\$ 0	\$ 0	\$ 2	\$ 1	\$ 0	\$ 11	\$ 316	\$ -	\$ 328	\$ 46	\$ 33	\$ 79	\$ 2
A3 - Energy Star Products	\$ 1,260	\$ 1,112	\$ 1,371	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,112	\$ -	\$ 1,112	\$ 148	\$ 111	\$ 259	\$ -
A4 - Residential Behavior	\$ 83	\$ 77	\$ 91	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 77	\$ -	\$ 77	\$ 6	\$ 8	\$ 14	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 2,924	\$ 2,457	\$ 3,125	\$ 4	\$ -	\$ 4	\$ 4	\$ 0	\$ 1	\$ 1	\$ 2	\$ 2	\$ 1	\$ 18	\$ 2,457	\$ 1	\$ 2,477	\$ 346	\$ 298	\$ 645	\$ 4
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 2,729	\$ 2,373	\$ 2,966	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,373	\$ 52	\$ 2,424	\$ 304	\$ 237	\$ 542	\$ -
C2 - Small Business Energy Solutions	\$ 1,274	\$ 1,115	\$ 1,385	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,115	\$ 0	\$ 1,116	\$ 158	\$ 112	\$ 270	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 4,002	\$ 3,488	\$ 4,351	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,488	\$ 52	\$ 3,540	\$ 462	\$ 349	\$ 811	\$ -
Total	\$ 6,926	\$ 5,945	\$ 7,476	\$ 4	\$ -	\$ 4	\$ 4	\$ 0	\$ 1	\$ 1	\$ 2	\$ 2	\$ 1	\$ 18	\$ 5,945	\$ 53	\$ 6,016	\$ 809	\$ 647	\$ 1,456	\$ 4

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Present Value Benefits - 2021-2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY							Electric				Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit					
Residential Programs																					
B1 - Home Energy Assistance	\$ 1,979	\$ 1,451	\$ 1,985	\$ 2	\$ -	\$ 4	\$ 3	\$ 0	\$ 3	\$ 3	\$ 1	\$ 1	\$ 2	\$ 19	\$ 1,451	\$ -	\$ 1,470	\$ 216	\$ 294	\$ 510	\$ 5
A1 - Energy Star Homes	\$ 1,440	\$ 1,240	\$ 1,565	\$ 0	\$ -	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 1	\$ 1,240	\$ 3	\$ 1,244	\$ 196	\$ 124	\$ 320	\$ 1
A2 - Home Performance with Energy Star	\$ 1,068	\$ 897	\$ 1,169	\$ 8	\$ -	\$ 9	\$ 8	\$ 0	\$ 2	\$ 1	\$ 5	\$ 4	\$ 1	\$ 39	\$ 897	\$ -	\$ 936	\$ 132	\$ 94	\$ 225	\$ 8
A3 - Energy Star Products	\$ 3,447	\$ 3,042	\$ 3,751	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,042	\$ -	\$ 3,042	\$ 406	\$ 304	\$ 710	\$ -
A4 - Residential Behavior	\$ 249	\$ 231	\$ 272	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 231	\$ -	\$ 231	\$ 19	\$ 23	\$ 42	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 8,184	\$ 6,861	\$ 8,743	\$ 11	\$ -	\$ 13	\$ 11	\$ 0	\$ 5	\$ 4	\$ 7	\$ 5	\$ 3	\$ 59	\$ 6,861	\$ 3	\$ 6,923	\$ 968	\$ 839	\$ 1,807	\$ 13
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 8,021	\$ 6,987	\$ 8,720	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,987	\$ 141	\$ 7,128	\$ 893	\$ 699	\$ 1,592	\$ -
C2 - Small Business Energy Solutions	\$ 3,648	\$ 3,195	\$ 3,968	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,195	\$ 1	\$ 3,196	\$ 452	\$ 319	\$ 771	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 11,669	\$ 10,182	\$ 12,688	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,182	\$ 143	\$ 10,324	\$ 1,345	\$ 1,018	\$ 2,363	\$ -
Total	\$ 19,853	\$ 17,042	\$ 21,430	\$ 11	\$ -	\$ 13	\$ 11	\$ 0	\$ 5	\$ 4	\$ 7	\$ 5	\$ 3	\$ 59	\$ 17,042	\$ 145	\$ 17,247	\$ 2,313	\$ 1,857	\$ 4,170	\$ 13

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime MMBtu Savings	740,767	555,575		-	2.475%	-	\$ 78,857	\$ 98,572	\$ -	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	49,241	36,931		-	1.100%	-	\$ 35,048	\$ 43,810	\$ -	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 5,308,613			-						Planned and Actual from Benefits Tab
4 Total Utility Costs ¹	\$ 3,186,150			-						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 2,122,463	\$ 1,591,848	\$ -	-	1.925%	-	\$ 61,333	\$ 76,667	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 175,238	\$ 219,048	\$ -	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 6,111,837		Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 175,238	\$ -	from row 6 above
9 Total Utility Costs	\$ 3,186,150	\$ -	from row 4 above
10 Portfolio GST BCR	1.82	-	Row 7 Divided by Rows 8+9

Utility Costs expressed in 2021 dollars.

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2022										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime MMBtu Savings	826,769	620,077		-	2.475%	-	\$ 88,635	\$ 110,793	\$ -	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	54,949	41,212		-	1.100%	-	\$ 39,393	\$ 49,242	\$ -	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 5,921,952			-						Planned and Actual from Benefits Tab
4 Total Utility Costs ¹	\$ 3,581,202			-						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 2,340,750	\$ 1,755,562	\$ -	-	1.925%	-	\$ 68,938	\$ 86,173	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 196,966	\$ 246,208	\$ -	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 6,815,330		Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 196,966	\$ -	from row 6 above
9 Total Utility Costs	\$ 3,581,202	\$ -	from row 4 above
10 Portfolio GST BCR	1.80	-	Row 7 Divided by Rows 8+9

Utility Costs expressed in 2022 dollars.

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime MMBtu Savings	841,556	631,167		-	2.475%	-	\$ 94,302	\$ 117,877	\$ -	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	55,514	41,636		-	1.100%	-	\$ 41,912	\$ 52,390	\$ -	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 6,016,379			-						Planned and Actual from Benefits Tab
4 Total Utility Costs ¹	\$ 3,810,170			-						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 2,206,208	\$ 1,654,656	\$ -	-	1.925%	-	\$ 73,346	\$ 91,682	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 209,559	\$ 261,949	\$ -	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 6,926,298		Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 209,559	\$ -	from row 8 above
9 Total Utility Costs	\$ 3,810,170	\$ -	from row 6 above
10 Portfolio GST BCR	1.72	-	Row 7 Divided by Rows 8+9

Utility Costs expressed in 2023 dollars.

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

The NH Utilities note that the values shown are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. As such, they do not reflect the potentially significant adjustments

Portfolio Planned Versus Actual Performance - 2021-2023										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Actual PI	Source
1 Lifetime MMBtu Savings	2,409,092	1,806,819		-	2.475%	-	\$ 261,794	\$ 327,242	\$ -	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	159,704	119,778		-	1.100%	-	\$ 116,353	\$ 145,441	\$ -	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 17,246,943			-						Planned and Actual from Benefits Tab
4 Total Utility Costs ¹	\$ 10,577,522			-						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 6,669,422	\$ 5,002,066	\$ -	-	1.925%	-	\$ 203,617	\$ 254,522	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 581,764	\$ 727,205	\$ -	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 19,853,465		Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 581,764	\$ -	from row 8 above
9 Total Utility Costs	\$ 10,577,522	\$ -	from row 6 above
10 Portfolio GST BCR	1.78	-	Row 7 Divided by Rows 8+9

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

Attachment K: Bill and Rate Impacts of 2021-2023 Plan

Note: The values in this attachment are based on program planning and modeling conducted prior to the domestic growth of COVID-19 and the associated economic impacts. They do not reflect the potentially significant adjustments that will be required to account for these impacts, and are being provided for illustrative purposes to facilitate stakeholder discussion in advance of subsequent updates to the plan.

The regulated utilities estimated the following bill and rate impacts of the 2021-2023 plan using Synapse Energy Economics’ bill and rate impact model, which calculates the impacts of the proposed energy efficiency programs relative to a scenario with no energy efficiency programs. As proposed, the 2021-2023 energy efficiency programs will change the regulated electric utilities’ revenue requirements by -1.9% on average, or -\$349.1M in total, over the life of the measures installed during the 2021-2023 term and across all programs. The regulated gas utilities’ revenue requirements change by -3.4% on average, or -\$54.2M in total. Table 1 provides changes in revenue requirements by utility.

This rate and bill impact analysis reflects changes in electric and gas utility rates and bills and does not account for the significant fuel neutral savings to customers consuming oil, propane, or other unregulated fuels.

Table 1. Long-term Revenue Requirement Changes due to 2021-2023 Plan, by Utility

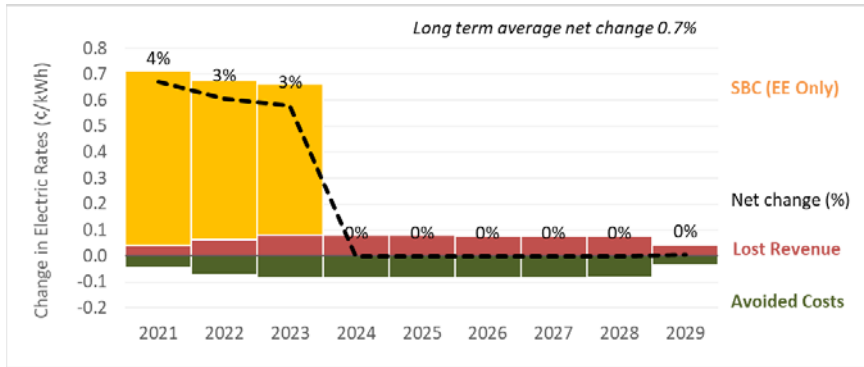
Utility	Percent Change	Dollar Change (millions)
Eversource	-2.0%	-\$308.5
Liberty Electric	-1.3%	-\$23.6
Unitil Electric	-1.0%	-\$17.0
Electric Total	-1.9%	-\$349.1
Liberty Gas	-3.1%	-\$40.6
Unitil Gas	-4.3%	-\$13.6
Gas Total	-3.4%	\$54.2

The graphs below show long-term bill and rate impacts over the life of the installed measures for each of four customer segments: residential, low-income, small C&I, and large C&I. Bill impacts are shown separately for the following types of customers:

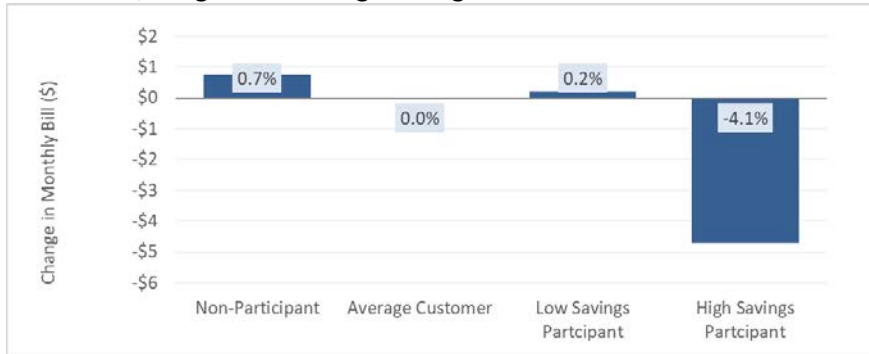
- non-participant—customers who do not participate in any year of the term
- low savings participant—an illustrative residential participant who saves 1% of usage, or C&I customer who saves 5% of usage during year 1 of the plan
- high savings participant—an illustrative residential participant who saves 10% of usage, or C&I customer who saves 20% of usage during year 1 of the plan
- average customer—a hypothetical blend between non-participants and participants, calculated based on the segment’s program savings divided by the segment’s total customers

Eversource Electric

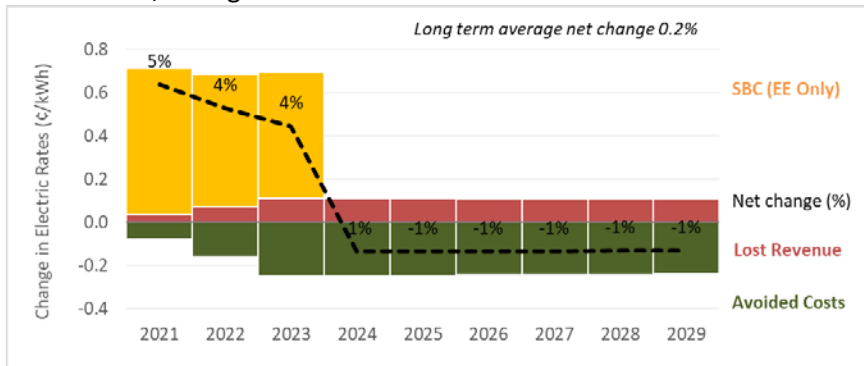
Residential, Change in Rates Over the Life of the Measures



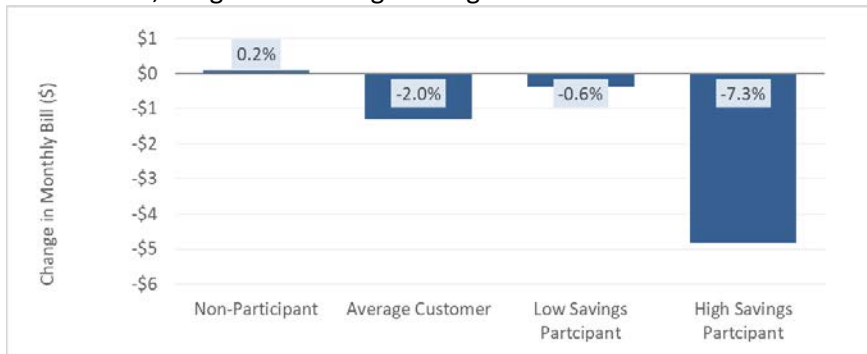
Residential, Long-Term Average Change in Bills Over the Life of the Measures



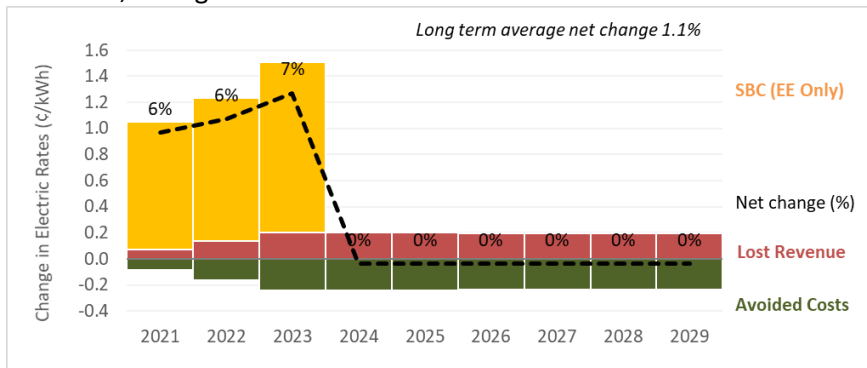
Low-Income, Change in Rates Over the Life of the Measures



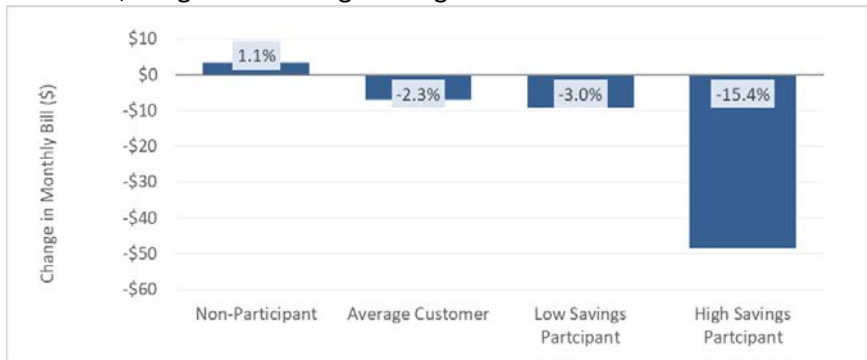
Low-Income, Long-Term Average Change in Bills Over the Life of the Measures



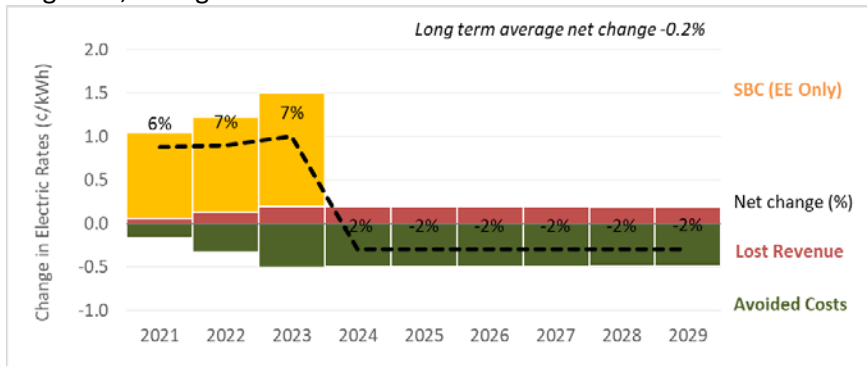
Small C&I, Change in Rates Over the Life of the Measures



Small C&I, Long-Term Average Change in Bills Over the Life of the Measures



Large C&I, Change in Rates Over the Life of the Measures

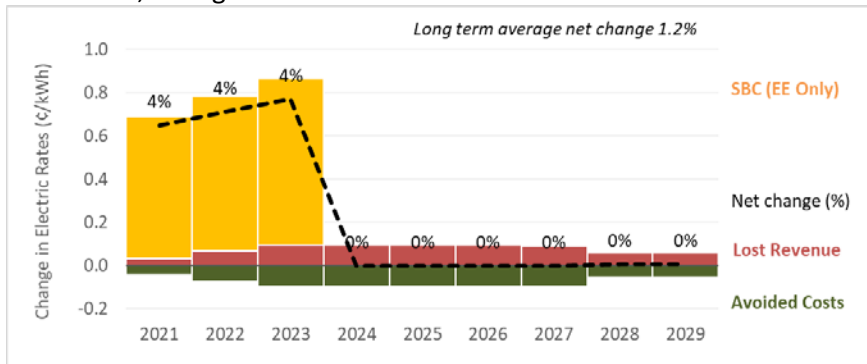


Large C&I, Long-Term Average Change in Bills Over the Life of the Measures

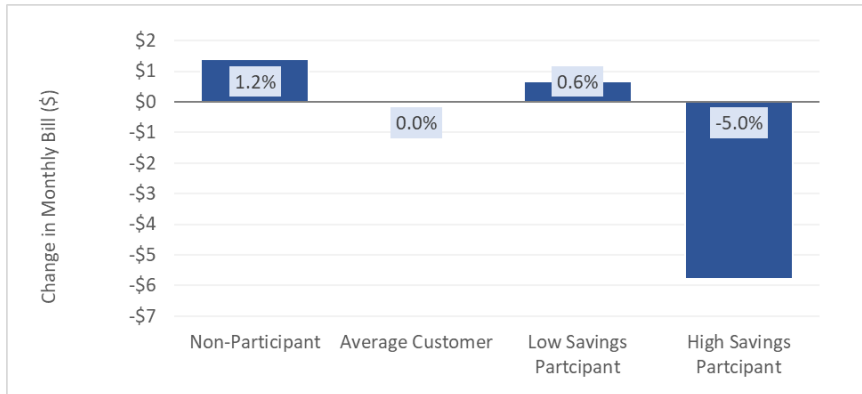


Liberty Electric

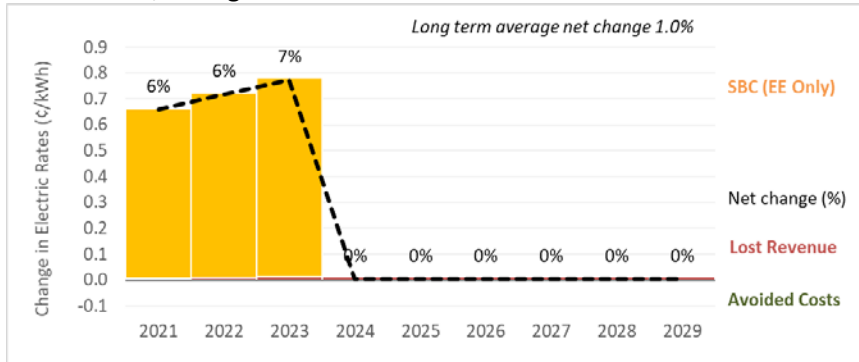
Residential, Change in Rates Over the Life of the Measures



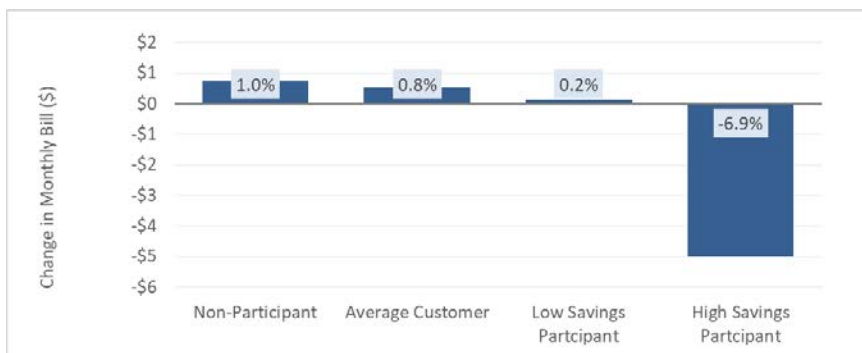
Residential, Long-Term Average Change in Bills Over the Life of the Measures



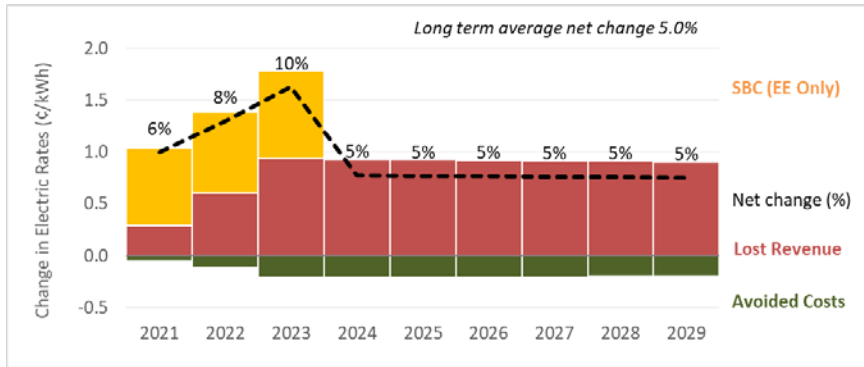
Low-Income, Change in Rates Over the Life of the Measures



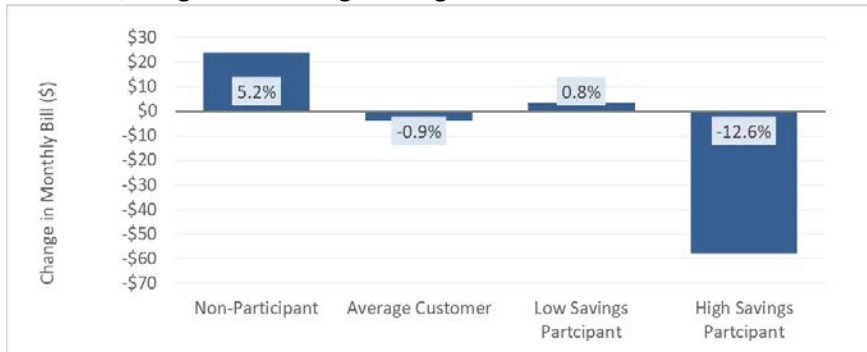
Low-Income, Long-Term Average Change in Bills Over the Life of the Measures



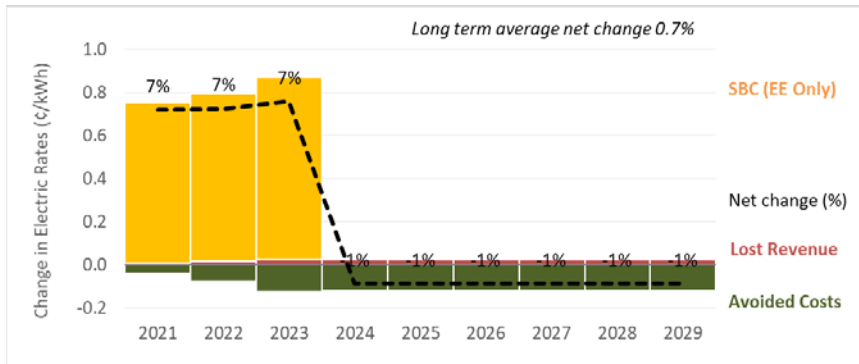
Small C&I, Change in Rates Over the Life of the Measures



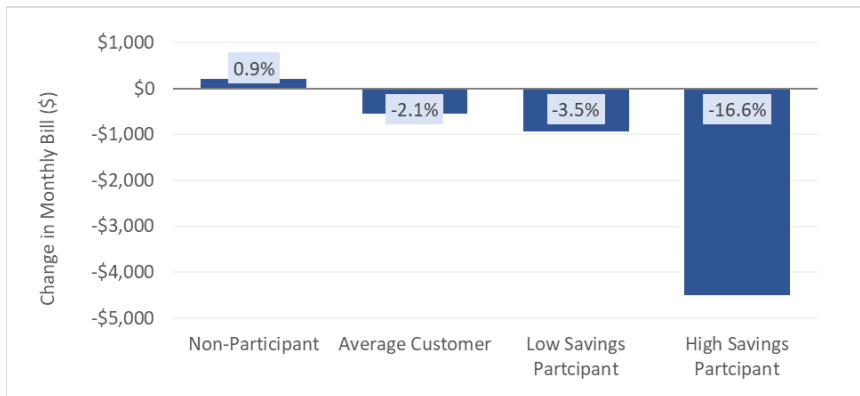
Small C&I, Long-Term Average Change in Bills Over the Life of the Measures



Large C&I, Change in Rates Over the Life of the Measures

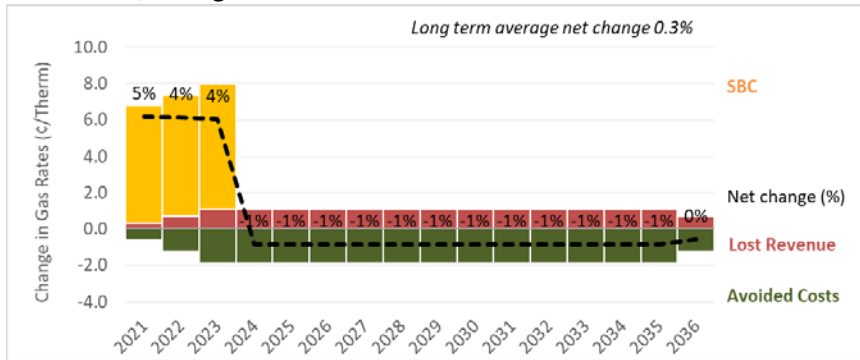


Large C&I, Long-Term Average Change in Bills Over the Life of the Measures

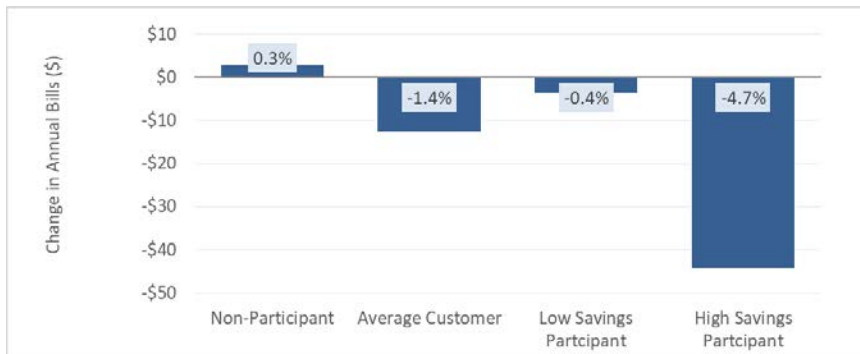


Liberty Gas

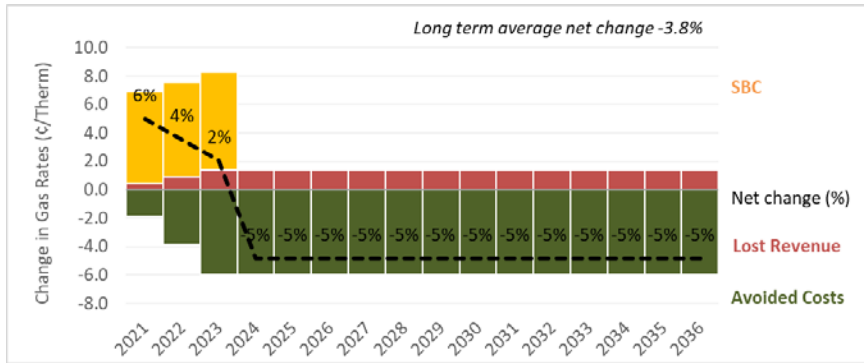
Residential, Change in Rates Over the Life of the Measures



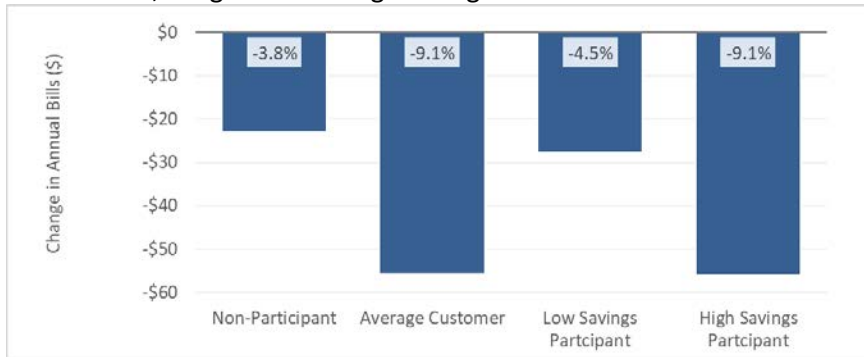
Residential, Long-Term Average Change in Bills Over the Life of the Measures



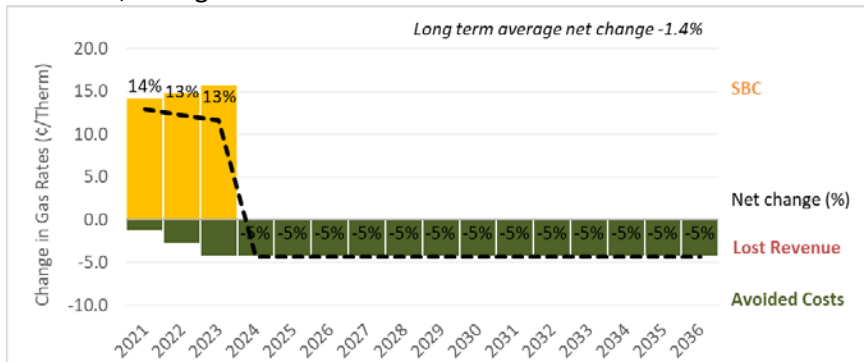
Low-Income, Change in Rates Over the Life of the Measures



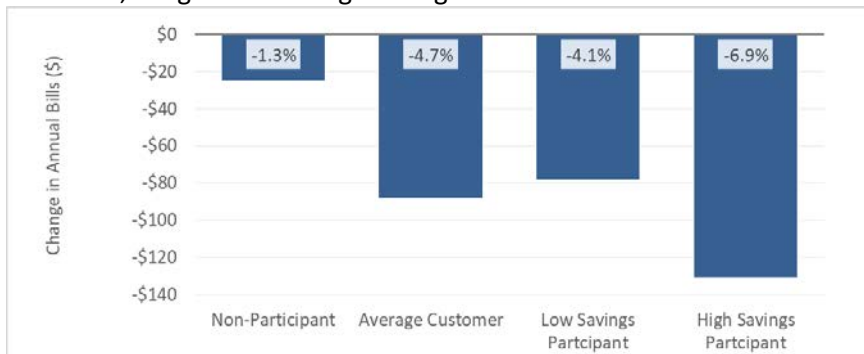
Low-Income, Long-Term Average Change in Bills Over the Life of the Measures



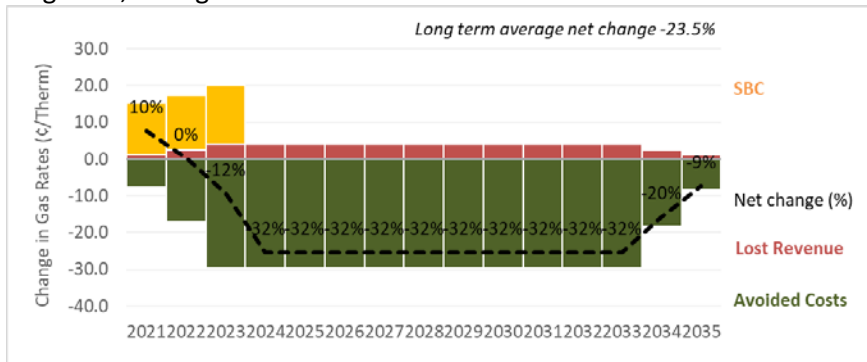
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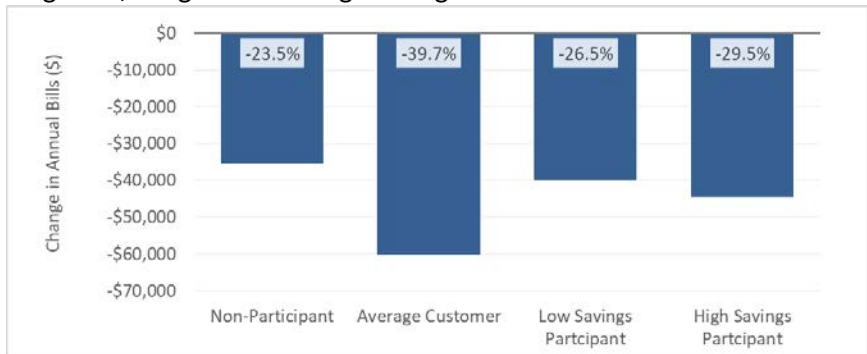
Small C&I, Long-Term Average Change in Bills Over the Life of the Measures



Large C&I, Change in Rates Over the Life of the Measures

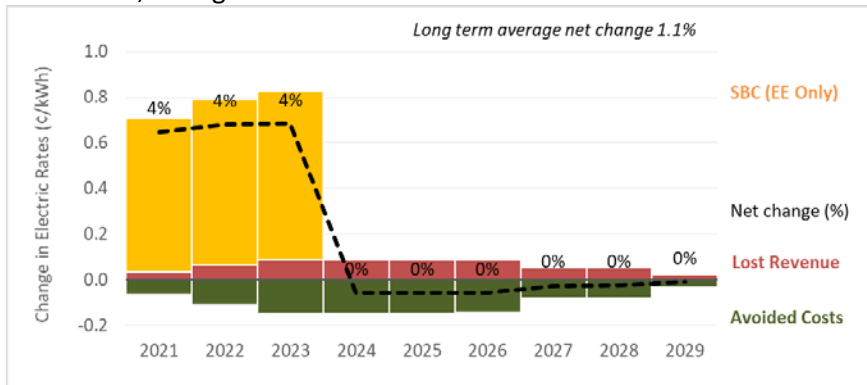


Large C&I, Long-Term Average Change in Bills Over the Life of the Measures

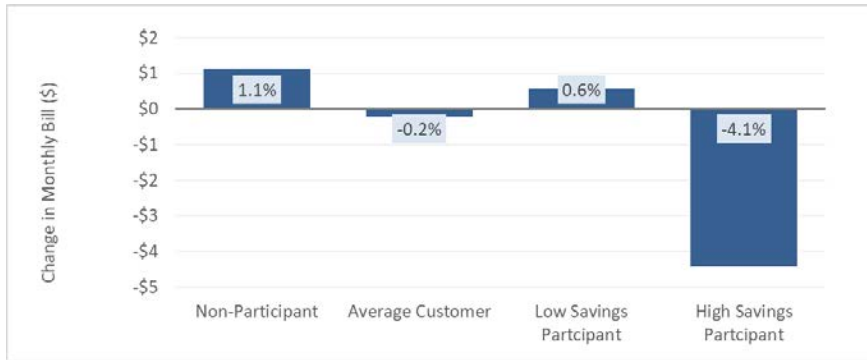


Unitil Energy Systems, Inc.

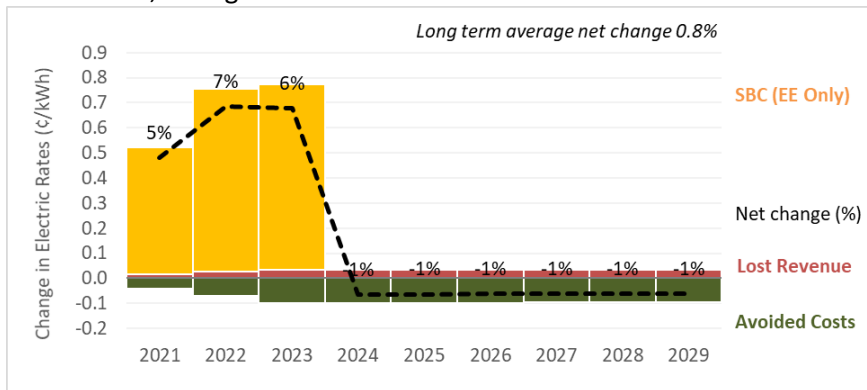
Residential, Change in Rates Over the Life of the Measures



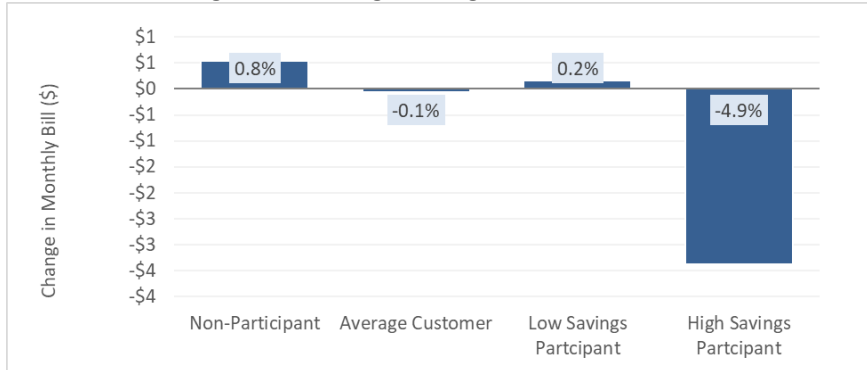
Residential, Long-Term Average Change in Bills Over the Life of the Measures



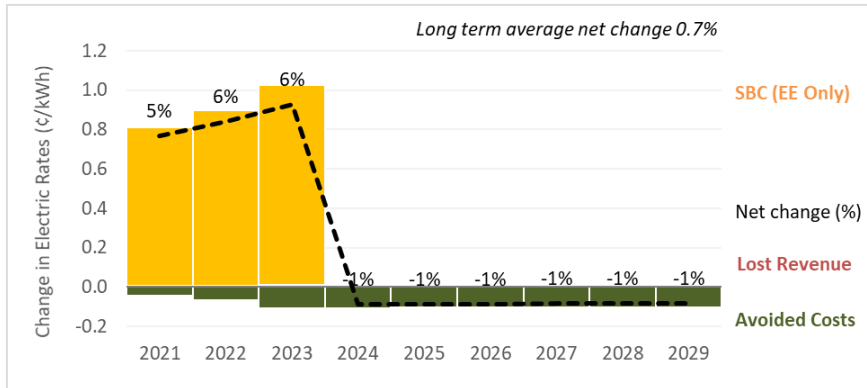
Low Income, Change in Rates Over the Life of the Measures



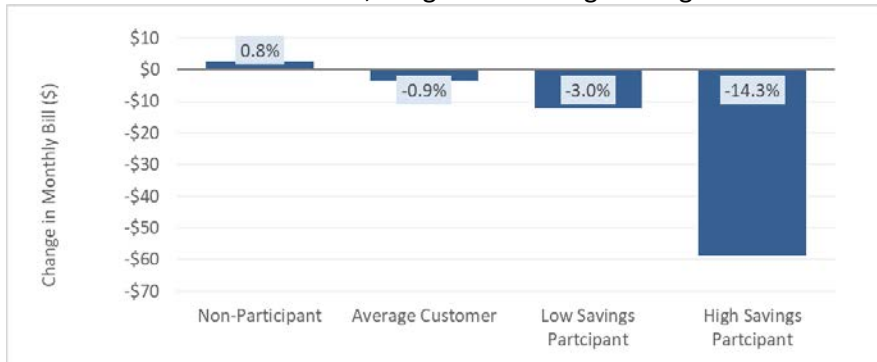
Low-Income, Long-Term Average Change in Bills Over the Life of the Measures



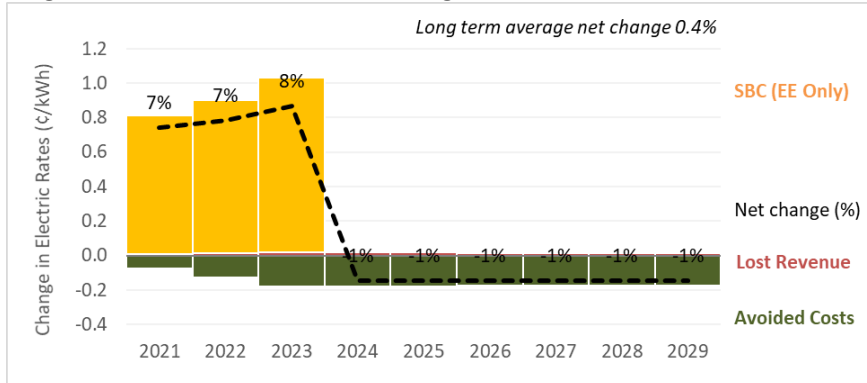
Small Commercial & Industrial, Change in Rates Over the Life of the Measures



Small Commercial & Industrial, Long-Term Average Change in Bills Over the Life of the Measures



Large Commercial & Industrial, Change in Rates Over the Life of the Measures

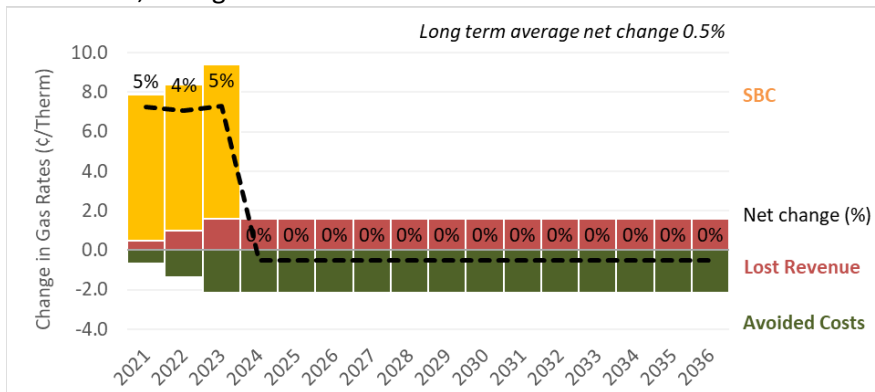


Large Commercial & Industrial, Long-Term Average Change in Bills Over the Life of the Measures



Northern Utilities, Inc.

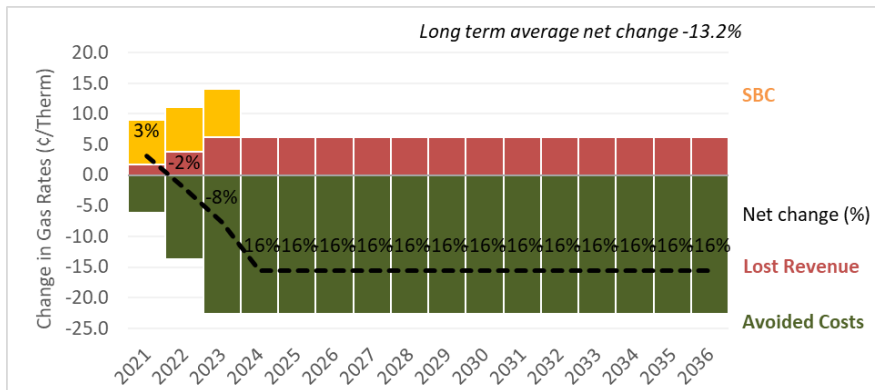
Residential, Change in Rates Over the Life of the Measures



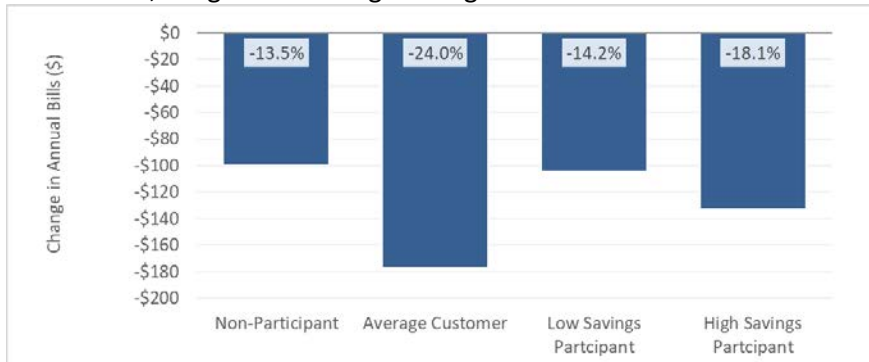
Residential, Long-Term Average Change in Bills Over the Life of the Measures



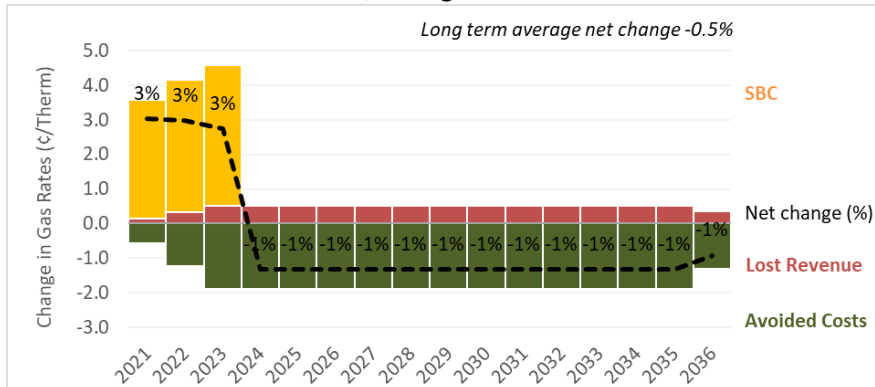
Low Income, Change in Rates Over the Life of the Measures



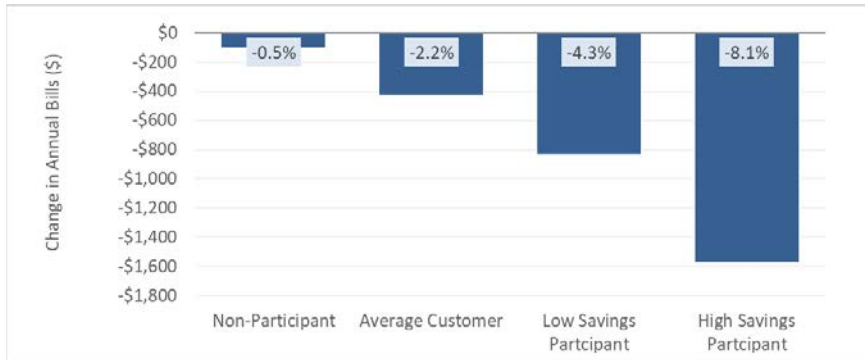
Low Income, Long-Term Average Change in Bills Over the Life of the Measures



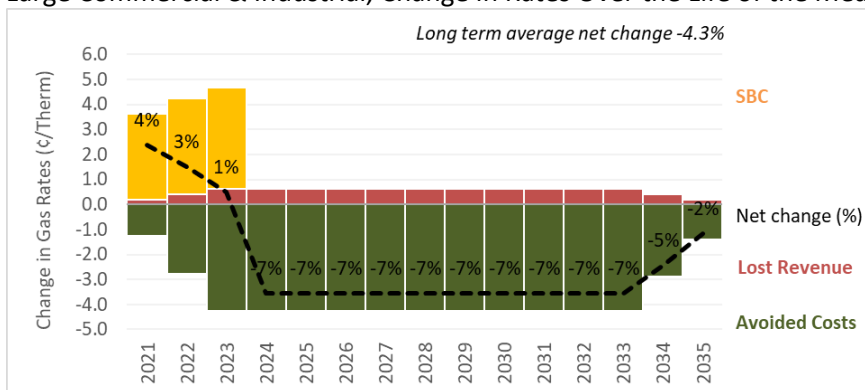
Small Commercial & Industrial, Change in Rates Over the Life of the Measures



Small Commercial & Industrial, Long-Term Average Change in Bills Over the Life of the Measures



Large Commercial & Industrial, Change in Rates Over the Life of the Measures



Large Commercial & Industrial, Long-Term Average Change in Bills Over the Life of the Measures

