

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

Description	Program Budget <sup>(1)</sup>	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
Statewide Programs	\$ 69,732,305	116,620,592	1,389,113,128	14,723	14,228	103,618	2,043,288	456,086
Municipal Program	\$ 1,984,980	3,739,385	51,884,216	438	497	3,664	78,473	177
All Other Statewide Programs								
Sub-total	\$ 71,717,285	120,359,976	1,440,997,345	15,161	14,725	107,282	2,121,761	456,263
Company Specific Programs <sup>(2)</sup>	\$ 4,944,730	3,654,000	37,091,100	493	409	-	-	34,598
<b>Total Electric</b>	<b>\$ 76,662,015</b>	<b>124,013,976</b>	<b>1,478,088,445</b>	<b>15,654</b>	<b>15,134</b>	<b>107,282</b>	<b>2,121,761</b>	<b>490,862</b>
<b><u>Gas Utilities</u></b>								
Statewide Programs	\$ 11,139,914	957,842	10,050,595	127	75	183,910	2,743,692	7,047
Company Specific Programs <sup>(2)</sup>	\$ 981,338	-	-			14,358	46,981	61,694
<b>Total Gas</b>	<b>\$ 12,121,252</b>	<b>957,842</b>	<b>10,050,595</b>	<b>127</b>	<b>75</b>	<b>198,268</b>	<b>2,790,672</b>	<b>68,741</b>
<b>Grand Total</b>	<b>\$ 88,783,266</b>	<b>124,971,818</b>	<b>1,488,139,040</b>	<b>15,781</b>	<b>15,209</b>	<b>305,550</b>	<b>4,912,434</b>	<b>559,603</b>

**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.

**NHSAVES PROGRAMS**  
**2021 Statewide Goals**  
**Statewide Programs <sup>(1)</sup>**

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
<b>Residential</b>								
Home Energy Assistance	\$ 15,061,477	2,120,327	30,670,979	404.3	321.0	34,429.7	711,519.6	1,409
NH Home Performance w/Energy Star	\$ 8,317,572	1,492,280	17,922,057	340.0	192.2	49,477.6	914,508.0	3,058
EnergyStar® Homes	\$ 3,025,084	1,548,181	34,066,688	398.7	37.3	12,734.3	314,706.5	663
EnergyStar® Products	\$ 10,868,234	21,267,406	123,551,377	4,161.4	3,165.3	6,917.9	101,734.4	443,057
Sub-total	\$ 37,272,367	26,428,194	206,211,101	5,304.4	3,715.8	103,559.4	2,042,468.4	448,186
<b>Commercial &amp; Industrial</b>								
Large Business Energy Solutions	\$ 17,529,406	52,327,569	695,150,821	5,335.7	6,256.6	-	-	2,057
Small Business Energy Solutions	\$ 14,930,533	37,864,829	487,751,207	4,083.0	4,255.7	58.4	819.8	5,844
Municipal Program	\$ 1,984,980	3,739,385	51,884,216	437.9	497.1	3,664.4	78,473.2	177
Sub-total	\$ 34,444,919	93,931,783	1,234,786,244	9,856.5	11,009.4	3,722.9	79,292.9	8,077
<b>Total Electric</b>	<b>\$ 71,717,285</b>	<b>120,359,976</b>	<b>1,440,997,345</b>	<b>15,160.9</b>	<b>14,725.2</b>	<b>107,282.3</b>	<b>2,121,761.3</b>	<b>456,263</b>
<b><u>Gas Utilities</u></b>								
<b>Residential</b>								
Home Energy Assistance	\$ 2,074,545	25,348	250,146	12.0	7.2	11,234.7	226,722.0	471
NH Home Performance w/Energy Star	\$ 1,539,575	245,386	1,564,134	18.1	13.9	15,530.6	260,348.9	848
EnergyStar® Homes	\$ 1,296,870	477,548	4,970,216	96.3	54.3	7,396.6	182,074.8	187
EnergyStar® Products	\$ 1,542,018	-	-	-	-	19,496.9	335,267.3	3,796
Sub-total	\$ 6,453,008	748,283	6,784,496	126.4	75.4	53,658.7	1,004,413.0	5,302
<b>Commercial &amp; Industrial</b>								
Large Business Energy Solutions	\$ 2,603,653	146,435	2,081,741	-	-	94,153.3	1,172,819.2	406
Small Business Energy Solutions	\$ 2,083,254	63,125	1,184,359	0.9	-	36,098.3	566,459.5	1,339
Sub-total	\$ 4,686,907	209,559	3,266,099	0.9	-	130,251.6	1,739,278.6	1,745
<b>Total Gas</b>	<b>\$ 11,139,914</b>	<b>957,842</b>	<b>10,050,595</b>	<b>127.4</b>	<b>75.4</b>	<b>183,910.4</b>	<b>2,743,691.7</b>	<b>7,047</b>
<b>Grand Total</b>	<b>\$ 82,857,199</b>	<b>121,317,818</b>	<b>1,451,047,940</b>	<b>15,288.3</b>	<b>14,800.5</b>	<b>291,192.7</b>	<b>4,865,453</b>	<b>463,311</b>

**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.

**NHSAVES PROGRAMS**  
**2021 Statewide Goals**  
**Company-Specific Programs <sup>(1)</sup>**

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
<b>Residential</b>								
Home Energy Reports	\$ 324,151	1,031,000	3,321,000	222.6	143.6	-	-	32,956
Customer Engagement Platform	\$ 266,333	-	-	-	-	-	-	-
Education	\$ 271,738	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>(2)</sup>	\$ 114,594	-	-	-	-	-	-	-
Residential Active Demand Response	\$ 254,701	-	-	-	-	-	-	1,530
Energy Optimization Pilot	\$ 460,134	-	-	-	-	-	-	-
Sub-total	\$ 1,691,652	1,031,000	3,321,000	222.6	143.6	-	-	34,486
<b>Commercial &amp; Industrial</b>								
Smart Start	\$ 35,000	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 21,876	-	-	-	-	-	-	-
C&I RFP Program	\$ 1,451,350	2,623,000	33,770,100	270.2	265.0	-	-	26
Customer Engagement Platform	\$ 341,758	-	-	-	-	-	-	-
Education	\$ 359,656	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>(2)</sup>	\$ 190,709	-	-	-	-	-	-	-
C&I Active Demand Response	\$ 852,729	-	-	-	-	-	-	87
Sub-total	\$ 3,253,077	2,623,000	33,770,100	270.2	265.0	-	-	112
<b>Total Residential and C&amp;I</b>	<b>\$ 4,944,730</b>	<b>3,654,000</b>	<b>37,091,100</b>	<b>492.8</b>	<b>408.6</b>	<b>-</b>	<b>-</b>	<b>34,598</b>
<b><u>Gas Utilities</u></b>								
<b>Residential</b>								
Home Energy Reports	\$ 345,884	-	-	-	-	10,107.5	36,355.8	36,694
Education	\$ 73,974	-	-	-	-	-	-	-
Building Practices and Demo	\$ 6,000	-	-	-	-	-	-	-
Residential Financing	\$ 15,130	-	-	-	-	-	-	-
AIM Initiative	\$ 460,250	-	-	-	-	4,250.0	10,625.0	25,000
Sub-total	\$ 901,238	-	-	-	-	14,358	46,981	61,694
<b>Commercial &amp; Industrial</b>								
Education	\$ 80,100	-	-	-	-	-	-	-
Sub-total	\$ 80,100	-	-	-	-	-	-	-
<b>Total Residential and C&amp;I</b>	<b>\$ 981,338</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>14,358</b>	<b>46,981</b>	<b>61,694</b>
<b>Grand Total</b>	<b>\$ 5,926,068</b>	<b>3,654,000</b>	<b>37,091,100</b>	<b>492.8</b>	<b>408.6</b>	<b>14,357.5</b>	<b>46,981</b>	<b>96,292</b>

**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.

**NHSAVES PROGRAMS**  
**2022 Statewide Goals**  
**Statewide & Company-Specific Programs**

Description	Program Budget <sup>(1)</sup>	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
Statewide Programs	\$ 85,356,326	132,491,522	1,706,596,620	14,634	15,238	121,299	2,405,136	262,037
Municipal Program	\$ 1,991,043	3,517,212	49,985,750	394	453	3,764	80,973	176
All Other Statewide Programs								
Sub-total	\$ 87,347,369	136,008,734	1,756,582,370	15,028	15,691	125,063	2,486,109	262,214
Company Specific Programs <sup>(2)</sup>	\$ 7,839,177	6,249,404	68,328,935	774	649	-	-	35,430
<b>Total Electric</b>	<b>\$ 95,186,546</b>	<b>142,258,138</b>	<b>1,824,911,305</b>	<b>15,802</b>	<b>16,340</b>	<b>125,063</b>	<b>2,486,109</b>	<b>297,644</b>
<b><u>Gas Utilities</u></b>								
Statewide Programs	\$ 12,842,494	1,012,281	10,869,409	130	77	212,607	3,180,701	7,357
Company Specific Programs <sup>(2)</sup>	\$ 992,041	-	-			26,115	76,705	61,694
<b>Total Gas</b>	<b>\$ 13,834,535</b>	<b>1,012,281</b>	<b>10,869,409</b>	<b>130</b>	<b>77</b>	<b>238,721</b>	<b>3,257,406</b>	<b>69,051</b>
<b>Grand Total</b>	<b>\$ 109,021,081</b>	<b>143,270,418</b>	<b>1,835,780,714</b>	<b>15,932</b>	<b>16,417</b>	<b>363,784</b>	<b>5,743,515</b>	<b>366,695</b>

- 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.

**NHSAVES PROGRAMS  
 2022 Statewide Goals  
 Statewide Programs <sup>(1)</sup>**

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b>Electric Utilities</b>								
<b>Residential</b>								
Home Energy Assistance	\$ 18,950,375	2,681,159	39,308,216	498.8	403.1	45,848.3	952,964.1	1,858
NH Home Performance w/Energy Star	\$ 9,670,054	1,628,705	20,117,826	356.6	222.1	52,767.6	978,489.3	3,202
EnergyStar® Homes	\$ 3,390,947	1,706,975	37,343,732	437.6	41.6	13,971.7	345,649.3	733
EnergyStar® Products	\$ 9,645,146	14,362,018	132,367,004	2,650.6	2,144.4	8,460.5	124,684.1	248,350
Sub-total	\$ 41,656,522	20,378,858	229,136,778	3,943.6	2,811.2	121,048.1	2,401,786.7	254,144
<b>Commercial &amp; Industrial</b>								
Large Business Energy Solutions	\$ 23,964,916	65,919,278	878,523,771	6,206.4	7,692.3	123.9	1,239.4	2,265
Small Business Energy Solutions	\$ 19,734,888	46,193,386	598,936,071	4,484.0	4,734.1	126.7	2,109.7	5,628
Municipal Program	\$ 1,991,043	3,517,212	49,985,750	394.0	453.4	3,764.4	80,973.2	176
Sub-total	\$ 45,690,847	115,629,876	1,527,445,592	11,084.3	12,879.8	4,015.1	84,322.3	8,070
<b>Total Electric</b>	<b>\$ 87,347,369</b>	<b>136,008,734</b>	<b>1,756,582,370</b>	<b>15,028.0</b>	<b>15,691.0</b>	<b>125,063.2</b>	<b>2,486,109.0</b>	<b>262,214</b>
<b>Gas Utilities</b>								
<b>Residential</b>								
Home Energy Assistance	\$ 2,359,710	23,594	267,805	10.1	5.9	12,579.5	254,871.4	496
NH Home Performance w/Energy Star	\$ 1,748,823	248,429	1,612,414	18.9	14.6	16,203.5	275,307.7	865
EnergyStar® Homes	\$ 1,509,325	496,651	5,134,270	100.2	56.7	7,850.5	193,173.5	198
EnergyStar® Products	\$ 1,741,747	-	-	-	-	22,259.6	380,658.9	3,950
Sub-total	\$ 7,359,605	768,675	7,014,489	129.2	77.2	58,893.1	1,104,011.6	5,509
<b>Commercial &amp; Industrial</b>								
Large Business Energy Solutions	\$ 2,993,097	166,299	2,390,526	-	-	110,514.2	1,393,330.3	441
Small Business Energy Solutions	\$ 2,489,792	77,307	1,464,394	1.0	-	43,199.2	683,359.0	1,407
Sub-total	\$ 5,482,889	243,606	3,854,920	1.0	-	153,713.4	2,076,689.3	1,848
<b>Total Gas</b>	<b>\$ 12,842,494</b>	<b>1,012,281</b>	<b>10,869,409</b>	<b>130.2</b>	<b>77.2</b>	<b>212,606.5</b>	<b>3,180,700.9</b>	<b>7,357</b>
<b>Grand Total</b>	<b>\$ 100,189,863</b>	<b>137,021,014</b>	<b>1,767,451,779</b>	<b>15,158.1</b>	<b>15,768.2</b>	<b>337,669.7</b>	<b>5,666,810</b>	<b>269,571</b>

**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.

**NHSAVES PROGRAMS**  
**2022 Statewide Goals**  
**Company-Specific Programs <sup>(1)</sup>**

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
<b>Residential</b>								
Home Energy Reports	\$ 335,451	1,380,000	4,218,697	297.9	192.2	-	-	32,956
Customer Engagement Platform	\$ 269,884	-	-	-	-	-	-	-
Education	\$ 347,414	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>(2)</sup>	\$ 161,183	-	-	-	-	-	-	-
Residential Active Demand Response	\$ 337,548	-	-	-	-	-	-	2,295
Energy Optimization Pilot	\$ 550,294	-	-	-	-	-	-	-
<b>Sub-total</b>	<b>\$ 2,001,774</b>	<b>1,380,000</b>	<b>4,218,697</b>	<b>297.9</b>	<b>192.2</b>	<b>-</b>	<b>-</b>	<b>35,251</b>
<b><u>Commercial &amp; Industrial</u></b>								
Smart Start	\$ 35,000	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 39,312	-	-	-	-	-	-	-
C&I RFP Program	\$ 3,482,305	4,869,404	64,110,239	475.7	456.4	-	-	49
Customer Engagement Platform	\$ 368,664	-	-	-	-	-	-	-
Education	\$ 434,876	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>(2)</sup>	\$ 276,932	-	-	-	-	-	-	-
C&I Active Demand Response	\$ 1,200,315	-	-	-	-	-	-	131
<b>Sub-total</b>	<b>\$ 5,837,404</b>	<b>4,869,404</b>	<b>64,110,239</b>	<b>475.7</b>	<b>456.4</b>	<b>-</b>	<b>-</b>	<b>179</b>
<b>Total Residential and C&amp;I</b>	<b>\$ 7,839,177</b>	<b>6,249,404</b>	<b>68,328,935</b>	<b>773.6</b>	<b>648.5</b>	<b>-</b>	<b>-</b>	<b>35,430</b>
<b><u>Gas Utilities</u></b>								
<b>Residential</b>								
Home Energy Reports	\$ 345,658	-	-	-	-	9,114.6	34,205.3	36,694
Education	\$ 81,044	-	-	-	-	-	-	-
Building Practices and Demo	\$ 6,000	-	-	-	-	-	-	-
Residential Financing	\$ 8,300	-	-	-	-	-	-	-
AIM Initiative	\$ 460,250	-	-	-	-	17,000.0	42,500.0	25,000
<b>Sub-total</b>	<b>\$ 901,252</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>26,115</b>	<b>76,705</b>	<b>61,694</b>
<b><u>Commercial &amp; Industrial</u></b>								
Education	\$ 90,789	-	-	-	-	-	-	-
<b>Sub-total</b>	<b>\$ 90,789</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Residential and C&amp;I</b>	<b>\$ 992,041</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>26,115</b>	<b>76,705</b>	<b>61,694</b>
<b>Grand Total</b>	<b>\$ 8,831,218</b>	<b>6,249,404</b>	<b>68,328,935</b>	<b>773.6</b>	<b>648.5</b>	<b>26,114.6</b>	<b>76,705</b>	<b>97,124</b>

**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.

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

Description	Program Budget <sup>(1)</sup>	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
Statewide Programs	\$ 102,979,326	157,032,703	2,084,384,214	15,730	17,568	133,808	2,657,301	101,323
Municipal Program	\$ 1,995,022	3,416,622	48,668,216	384	454	3,764	80,973	174
All Other Statewide Programs								
Sub-total	\$ 104,974,348	160,449,325	2,133,052,431	16,113	18,021	137,572	2,738,274	101,498
Company Specific Programs <sup>(2)</sup>	\$ 11,395,760	9,884,855	110,019,088	1,003	880	-	-	36,661
<b>Total Electric</b>	<b>\$ 116,370,108</b>	<b>170,334,180</b>	<b>2,243,071,519</b>	<b>17,116</b>	<b>18,901</b>	<b>137,572</b>	<b>2,738,274</b>	<b>138,158</b>
<b><u>Gas Utilities</u></b>								
Statewide Programs	\$ 14,556,227	1,076,657	11,940,003	127	75	238,526	3,572,299	7,711
Company Specific Programs <sup>(2)</sup>	\$ 1,024,120	-	-			26,370	76,614	61,694
<b>Total Gas</b>	<b>\$ 15,580,347</b>	<b>1,076,657</b>	<b>11,940,003</b>	<b>127</b>	<b>75</b>	<b>264,895</b>	<b>3,648,912</b>	<b>69,405</b>
<b>Grand Total</b>	<b>\$ 131,950,454</b>	<b>171,410,837</b>	<b>2,255,011,522</b>	<b>17,243</b>	<b>18,976</b>	<b>402,468</b>	<b>6,387,186</b>	<b>207,564</b>

**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.

**NHSAVES PROGRAMS**  
**2023 Statewide Goals**  
**Statewide Programs <sup>(1)</sup>**

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b>Electric Utilities</b>								
<b>Residential</b>								
Home Energy Assistance	\$ 23,204,587	3,063,552	45,300,481	565.6	455.3	52,806.4	1,097,108.6	2,131
NH Home Performance w/Energy Star	\$ 10,764,617	1,746,020	22,127,912	363.7	234.3	54,786.8	1,015,194.2	3,315
EnergyStar® Homes	\$ 3,835,984	1,937,384	41,251,683	497.3	54.1	15,859.3	392,718.8	829
EnergyStar® Products	\$ 8,884,940	11,525,816	140,129,629	1,971.9	1,759.1	10,003.1	147,634.0	87,767
Sub-total	\$ 46,690,128	18,272,773	248,809,706	3,398.6	2,502.8	133,455.6	2,652,655.6	94,042
<b>Commercial &amp; Industrial</b>								
Large Business Energy Solutions	\$ 34,032,616	85,598,743	1,139,692,527	7,555.8	9,947.7	165.3	1,652.6	2,513
Small Business Energy Solutions	\$ 22,256,582	53,161,187	695,881,982	4,775.4	5,117.2	187.0	2,992.9	4,769
Municipal Program	\$ 1,995,022	3,416,622	48,668,216	383.5	453.7	3,764.4	80,973.2	174
Sub-total	\$ 58,284,219	142,176,552	1,884,242,725	12,714.7	15,518.6	4,116.8	85,618.6	7,456
<b>Total Electric</b>	<b>\$ 104,974,348</b>	<b>160,449,325</b>	<b>2,133,052,431</b>	<b>16,113.3</b>	<b>18,021.4</b>	<b>137,572.3</b>	<b>2,738,274.2</b>	<b>101,498</b>
<b>Gas Utilities</b>								
<b>Residential</b>								
Home Energy Assistance	\$ 2,645,793	15,741	275,093	3.7	1.6	13,850.5	281,416.3	529
NH Home Performance w/Energy Star	\$ 1,978,498	246,923	1,657,920	16.2	13.1	17,281.3	297,636.1	885
EnergyStar® Homes	\$ 1,655,192	524,114	5,409,588	105.7	59.9	8,602.7	211,211.9	212
EnergyStar® Products	\$ 1,857,872	-	-	-	-	23,332.1	399,369.7	4,122
Sub-total	\$ 8,137,356	786,777	7,342,601	125.6	74.6	63,066.5	1,189,634.1	5,748
<b>Commercial &amp; Industrial</b>								
Large Business Energy Solutions	\$ 3,512,441	198,559	2,855,996	-	-	125,765.7	1,598,451.6	472
Small Business Energy Solutions	\$ 2,906,431	91,321	1,741,405	1.0	-	49,693.4	784,212.8	1,492
Sub-total	\$ 6,418,872	289,880	4,597,401	1.0	-	175,459.1	2,382,664.5	1,964
<b>Total Gas</b>	<b>\$ 14,556,227</b>	<b>1,076,657</b>	<b>11,940,003</b>	<b>126.6</b>	<b>74.6</b>	<b>238,525.6</b>	<b>3,572,298.5</b>	<b>7,711</b>
<b>Grand Total</b>	<b>\$ 119,530,575</b>	<b>161,525,982</b>	<b>2,144,992,433</b>	<b>16,239.9</b>	<b>18,096.0</b>	<b>376,098.0</b>	<b>6,310,573</b>	<b>109,209</b>

**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.



**NHSAVES PROGRAMS**  
**2023 Statewide Goals**  
**Company-Specific Programs <sup>(1)</sup>**

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
<b>Residential</b>								
Home Energy Reports	\$ 346,016	2,005,000	5,957,220	253.9	163.8	-	-	32,956
Customer Engagement Platform	\$ 272,921	-	-	-	-	-	-	-
Education	\$ 421,831	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>(2)</sup>	\$ 214,447	-	-	-	-	-	-	-
Residential Active Demand Response	\$ 490,913	-	-	-	-	-	-	3,443
Energy Optimization Pilot	\$ 487,840	-	-	-	-	-	-	-
<b>Sub-total</b>	<b>\$ 2,233,969</b>	<b>2,005,000</b>	<b>5,957,220</b>	<b>253.9</b>	<b>163.8</b>	<b>-</b>	<b>-</b>	<b>36,399</b>
<b>Commercial &amp; Industrial</b>								
Smart Start	\$ 35,000	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 59,855	-	-	-	-	-	-	-
C&I RFP Program	\$ 6,056,340	7,879,855	104,061,869	749.1	716.2	-	-	67
Customer Engagement Platform	\$ 365,965	-	-	-	-	-	-	-
Education	\$ 552,550	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>(2)</sup>	\$ 381,042	-	-	-	-	-	-	-
C&I Active Demand Response	\$ 1,711,040	-	-	-	-	-	-	196
<b>Sub-total</b>	<b>\$ 9,161,791</b>	<b>7,879,855</b>	<b>104,061,869</b>	<b>749.1</b>	<b>716.2</b>	<b>-</b>	<b>-</b>	<b>262</b>
<b>Total Residential and C&amp;I</b>	<b>\$ 11,395,760</b>	<b>9,884,855</b>	<b>110,019,088</b>	<b>1,003.0</b>	<b>879.9</b>	<b>-</b>	<b>-</b>	<b>36,661</b>
<b><u>Gas Utilities</u></b>								
<b>Residential</b>								
Home Energy Reports	\$ 354,250	-	-	-	-	9,369.8	34,113.5	36,694
Education	\$ 89,540	-	-	-	-	-	-	-
Building Practices and Demo	\$ 6,000	-	-	-	-	-	-	-
Residential Financing	\$ 8,300	-	-	-	-	-	-	-
AIM Initiative	\$ 460,250	-	-	-	-	17,000.0	42,500.0	25,000
<b>Sub-total</b>	<b>\$ 918,340</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>26,370</b>	<b>76,614</b>	<b>61,694</b>
<b>Commercial &amp; Industrial</b>								
Education	\$ 105,780	-	-	-	-	-	-	-
<b>Sub-total</b>	<b>\$ 105,780</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Residential and C&amp;I</b>	<b>\$ 1,024,120</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>26,370</b>	<b>76,614</b>	<b>61,694</b>
<b>Grand Total</b>	<b>\$ 12,419,880</b>	<b>9,884,855</b>	<b>110,019,088</b>	<b>1,003.0</b>	<b>879.9</b>	<b>26,369.8</b>	<b>76,614</b>	<b>98,355</b>

**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.

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

Description	Program Budget <sup>(1)</sup>	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
Statewide Programs	\$ 258,067,957	406,144,816	5,180,093,963	45,087	47,033	358,725	7,105,725	819,447
Municipal Program	\$ 5,971,045	10,673,218	150,538,183	1,215	1,404	11,193	240,419	528
All Other Statewide Programs								
Sub-total	\$ 264,039,002	416,818,035	5,330,632,145	46,302	48,438	369,918	7,346,145	819,975
Company Specific Programs <sup>(2)</sup>	\$ 24,179,667	19,788,259	215,439,124	2,269	1,937	-	-	106,690
<b>Total Electric</b>	<b>\$ 288,218,669</b>	<b>436,606,294</b>	<b>5,546,071,269</b>	<b>48,572</b>	<b>50,375</b>	<b>369,918</b>	<b>7,346,145</b>	<b>926,665</b>
<b><u>Gas Utilities</u></b>								
Statewide Programs	\$ 38,538,636	3,046,780	32,860,007	384	227	635,043	9,496,691	22,116
Company Specific Programs <sup>(2)</sup>	\$ 2,997,499	-	-			66,842	200,300	185,082
<b>Total Gas</b>	<b>\$ 41,536,135</b>	<b>3,046,780</b>	<b>32,860,007</b>	<b>384</b>	<b>227</b>	<b>701,884</b>	<b>9,696,991</b>	<b>207,198</b>
<b>Grand Total</b>	<b>\$ 329,754,803</b>	<b>439,653,073</b>	<b>5,578,931,276</b>	<b>48,956</b>	<b>50,602</b>	<b>1,071,802</b>	<b>17,043,135</b>	<b>1,133,862</b>

- 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.

**NHSAVES PROGRAMS**  
**2021-2023 Statewide Goals**  
**Statewide Programs <sup>(1)</sup>**

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
<b>Residential</b>								
Home Energy Assistance	\$ 57,216,439	7,865,038	115,279,676	1,468.7	1,179.5	133,084.4	2,761,592.3	5,398
NH Home Performance w/Energy Star	\$ 28,752,243	4,867,004	60,167,794	1,060.3	648.6	157,032.0	2,908,191.5	9,574
EnergyStar® Homes	\$ 10,252,015	5,192,541	112,662,103	1,333.6	132.9	42,565.3	1,053,074.5	2,225
EnergyStar® Products	\$ 29,398,320	47,155,240	396,048,011	8,783.9	7,068.8	25,381.5	374,052.5	779,174
Sub-total	\$ 125,619,017	65,079,824	684,157,584	12,646.6	9,029.8	358,063.2	7,096,910.7	796,372
<b>Commercial &amp; Industrial</b>								
Large Business Energy Solutions	\$ 75,526,937	203,845,591	2,713,367,118	19,097.8	23,896.5	289.2	2,892.0	6,835
Small Business Energy Solutions	\$ 56,922,002	137,219,401	1,782,569,260	13,342.4	14,107.0	372.1	5,922.4	16,240
Municipal Program	\$ 5,971,045	10,673,218	150,538,183	1,215.4	1,404.2	11,193.3	240,419.5	528
Sub-total	\$ 138,419,985	351,738,211	4,646,474,561	33,655.6	39,407.8	11,854.7	249,233.8	23,603
<b>Total Electric</b>	<b>\$ 264,039,002</b>	<b>416,818,035</b>	<b>5,330,632,145</b>	<b>46,302.2</b>	<b>48,437.6</b>	<b>369,917.8</b>	<b>7,346,144.6</b>	<b>819,975</b>
<b><u>Gas Utilities</u></b>								
<b>Residential</b>								
Home Energy Assistance	\$ 7,080,048	64,683	793,044	25.8	14.6	37,664.6	763,009.6	1,496
NH Home Performance w/Energy Star	\$ 5,266,896	740,738	4,834,468	53.2	41.5	49,015.4	833,292.7	2,598
EnergyStar® Homes	\$ 4,461,387	1,498,313	15,514,074	302.3	170.9	23,849.8	586,460.3	596
EnergyStar® Products	\$ 5,141,637	-	-	-	-	65,088.6	1,115,296.0	11,868
Sub-total	\$ 21,949,969	2,303,735	21,141,586	381.3	227.1	175,618.3	3,298,058.7	16,559
<b>Commercial &amp; Industrial</b>								
Large Business Energy Solutions	\$ 9,109,191	511,293	7,328,263	-	-	330,433.2	4,164,601.1	1,319
Small Business Energy Solutions	\$ 7,479,476	231,753	4,390,158	2.9	-	128,991.0	2,034,031.3	4,238
Sub-total	\$ 16,588,667	743,045	11,718,421	2.9	-	459,424.2	6,198,632.4	5,557
<b>Total Gas</b>	<b>\$ 38,538,636</b>	<b>3,046,780</b>	<b>32,860,007</b>	<b>384.2</b>	<b>227.1</b>	<b>635,042.5</b>	<b>9,496,691.1</b>	<b>22,116</b>
<b>Grand Total</b>	<b>\$ 302,577,638</b>	<b>419,864,814</b>	<b>5,363,492,152</b>	<b>46,686.3</b>	<b>48,664.7</b>	<b>1,004,960.4</b>	<b>16,842,836</b>	<b>842,091</b>

**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.

**NHSAVES PROGRAMS**  
**2021-2023 Statewide Goals**  
**Company-Specific Programs <sup>(1)</sup>**

Description	Program Budget	kWh Savings		kW Savings		MMBtu Savings		Customers Count
		Annual	Lifetime	Winter kW	Summer kW	Annual	Lifetime	
<b><u>Electric Utilities</u></b>								
<b>Residential</b>								
Home Energy Reports	\$ 1,005,618	4,416,000	13,496,916	774.3	499.5	-	-	98,868
Customer Engagement Platform	\$ 809,138	-	-	-	-	-	-	-
Education	\$ 1,040,984	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>(2)</sup>	\$ 490,224	-	-	-	-	-	-	-
Residential Active Demand Response	\$ 1,083,163	-	-	-	-	-	-	7,268
Energy Optimization Pilot	\$ 1,498,267	-	-	-	-	-	-	-
Sub-total	\$ 5,927,395	4,416,000	13,496,916	774.3	499.5	-	-	106,136
<b>Commercial &amp; Industrial</b>								
Smart Start	\$ 105,000	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 121,042	-	-	-	-	-	-	-
C&I RFP Program	\$ 10,989,995	15,372,259	201,942,207	1,495.0	1,437.6	-	-	141
Customer Engagement Platform	\$ 1,076,387	-	-	-	-	-	-	-
Education	\$ 1,347,082	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>(2)</sup>	\$ 848,683	-	-	-	-	-	-	-
C&I Active Demand Response	\$ 3,764,083	-	-	-	-	-	-	413
Sub-total	\$ 18,252,272	15,372,259	201,942,207	1,495.0	1,437.6	-	-	554
<b>Total Residential and C&amp;I</b>	<b>\$ 24,179,667</b>	<b>19,788,259</b>	<b>215,439,124</b>	<b>2,269.4</b>	<b>1,937.0</b>	<b>-</b>	<b>-</b>	<b>106,690</b>
<b><u>Gas Utilities</u></b>								
<b>Residential</b>								
Home Energy Reports	\$ 1,045,792	-	-	-	-	28,591.9	104,674.6	110,082
Education	\$ 244,558	-	-	-	-	-	-	-
Building Practices and Demo	\$ 18,000	-	-	-	-	-	-	-
Residential Financing	\$ 31,730	-	-	-	-	-	-	-
AIM Initiative	\$ 1,380,750	-	-	-	-	38,250.0	95,625.0	75,000
Sub-total	\$ 2,720,830	-	-	-	-	66,842	200,300	185,082
<b>Commercial &amp; Industrial</b>								
Education	\$ 276,669	-	-	-	-	-	-	-
Sub-total	\$ 276,669	-	-	-	-	-	-	-
<b>Total Residential and C&amp;I</b>	<b>\$ 2,997,499</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>66,842</b>	<b>200,300</b>	<b>185,082</b>
<b>Grand Total</b>	<b>\$ 27,177,166</b>	<b>19,788,259</b>	<b>215,439,124</b>	<b>2,269.4</b>	<b>1,937.0</b>	<b>66,841.9</b>	<b>200,300</b>	<b>291,772</b>

**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.

**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	\$ 33,741	\$ 53,108	\$ 160,881	\$ 100,000	\$ 347,730	\$ 44,239	\$ 40,000	\$ 84,239	\$ 431,969
	External Admin	\$ 2,410	\$ 15,232	\$ 13,607	\$ 48,000	\$ 79,249	\$ 3,160	\$ 11,000	\$ 14,160	\$ 93,409
	Rebate/Services	\$ 997,778	\$ 687,842	\$ 9,898,686	\$ 1,052,256	\$ 12,636,563	\$ 1,308,204	\$ 388,418	\$ 1,696,622	\$ 14,333,185
	Implementation Services	\$ 66,278	\$ 109,185	\$ 555,653	\$ 100,000	\$ 831,116	\$ 86,898	\$ 22,500	\$ 109,398	\$ 940,513
	Marketing	\$ 44,587	\$ 23,212	\$ 346,575	\$ 35,000	\$ 449,373	\$ 58,458	\$ 15,000	\$ 73,458	\$ 522,831
	EM&V	\$ 60,252	\$ 36,109	\$ 577,085	\$ 44,000	\$ 717,447	\$ 78,998	\$ 17,670	\$ 96,668	\$ 814,115
	<b>Total</b>	<b>\$ 1,205,046</b>	<b>\$ 924,688</b>	<b>\$ 11,552,487</b>	<b>\$ 1,379,256</b>	<b>\$ 15,061,477</b>	<b>\$ 1,579,957</b>	<b>\$ 494,588</b>	<b>\$ 2,074,545</b>	<b>\$ 17,136,022</b>
HP w/EnergyStar®	Internal Admin	\$ 12,390	\$ 53,108	\$ 90,424	\$ 60,000	\$ 215,922	\$ 36,562	\$ 25,000	\$ 61,562	\$ 277,484
	External Admin	\$ 885	\$ 15,232	\$ 7,648	\$ 1,750	\$ 25,515	\$ 2,612	\$ 2,500	\$ 5,112	\$ 30,626
	Rebate/Services	\$ 366,390	\$ 517,241	\$ 5,613,556	\$ 370,350	\$ 6,867,537	\$ 1,081,201	\$ 181,277	\$ 1,262,478	\$ 8,130,015
	Implementation Services	\$ 24,338	\$ 109,185	\$ 312,307	\$ 100,000	\$ 545,830	\$ 71,819	\$ 9,000	\$ 80,819	\$ 626,649
	Marketing	\$ 16,373	\$ 23,212	\$ 194,804	\$ 25,475	\$ 259,863	\$ 48,315	\$ 6,000	\$ 54,315	\$ 314,177
	EM&V	\$ 22,125	\$ 36,109	\$ 324,673	\$ 20,000	\$ 402,907	\$ 65,290	\$ 10,000	\$ 75,290	\$ 478,197
	<b>Total</b>	<b>\$ 442,500</b>	<b>\$ 754,086</b>	<b>\$ 6,543,411</b>	<b>\$ 577,575</b>	<b>\$ 8,317,572</b>	<b>\$ 1,305,798</b>	<b>\$ 233,777</b>	<b>\$ 1,539,575</b>	<b>\$ 9,857,147</b>
EnergyStar® Homes	Internal Admin	\$ 9,016	\$ 45,535	\$ 27,264	\$ 20,000	\$ 101,815	\$ 28,880	\$ 23,000	\$ 51,880	\$ 153,695
	External Admin	\$ 644	\$ 14,609	\$ 2,306	\$ 6,000	\$ 23,559	\$ 2,063	\$ 3,500	\$ 5,563	\$ 29,122
	Rebate/Services	\$ 266,616	\$ 248,047	\$ 1,677,517	\$ 200,900	\$ 2,393,080	\$ 854,016	\$ 209,950	\$ 1,063,966	\$ 3,457,046
	Implementation Services	\$ 17,710	\$ 98,288	\$ 94,166	\$ 30,000	\$ 240,164	\$ 56,728	\$ 8,000	\$ 64,728	\$ 304,892
	Marketing	\$ 11,914	\$ 23,212	\$ 58,737	\$ 12,000	\$ 105,862	\$ 38,163	\$ 6,000	\$ 44,163	\$ 150,025
	EM&V	\$ 16,100	\$ 36,109	\$ 97,894	\$ 10,500	\$ 160,603	\$ 51,571	\$ 15,000	\$ 66,571	\$ 227,174
	<b>Total</b>	<b>\$ 322,000</b>	<b>\$ 465,800</b>	<b>\$ 1,957,884</b>	<b>\$ 279,400</b>	<b>\$ 3,025,084</b>	<b>\$ 1,031,420</b>	<b>\$ 265,450</b>	<b>\$ 1,296,870</b>	<b>\$ 4,321,954</b>
Energy Star® Products	Internal Admin	\$ 25,200	\$ 92,133	\$ 103,387	\$ 58,000	\$ 278,720	\$ 30,122	\$ 22,000	\$ 52,122	\$ 330,842
	External Admin	\$ 1,800	\$ 24,464	\$ 8,744	\$ 2,000	\$ 37,008	\$ 2,152	\$ 2,500	\$ 4,652	\$ 41,660
	Rebate/Services	\$ 745,200	\$ 656,308	\$ 6,361,198	\$ 1,240,719	\$ 9,003,425	\$ 890,761	\$ 401,720	\$ 1,292,481	\$ 10,295,906
	Implementation Services	\$ 49,500	\$ 164,068	\$ 357,080	\$ 61,000	\$ 631,647	\$ 59,169	\$ 10,000	\$ 69,169	\$ 700,816
	Marketing	\$ 33,300	\$ 30,000	\$ 320,877	\$ 35,763	\$ 419,940	\$ 39,805	\$ 15,000	\$ 54,805	\$ 474,745
	EM&V	\$ 45,000	\$ 36,109	\$ 376,383	\$ 40,000	\$ 497,493	\$ 53,790	\$ 15,000	\$ 68,790	\$ 566,283
	<b>Total</b>	<b>\$ 900,000</b>	<b>\$ 1,003,082</b>	<b>\$ 7,527,670</b>	<b>\$ 1,437,483</b>	<b>\$ 10,868,234</b>	<b>\$ 1,075,798</b>	<b>\$ 466,220</b>	<b>\$ 1,542,018</b>	<b>\$ 12,410,252</b>

**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	\$ 7,494	\$ 8,129	\$ 14,295	\$ 15,500	\$ 45,419	\$ 22,356	\$ 9,500	\$ 31,856	\$ 77,274
	External Admin	\$ 460	\$ -	\$ 1,209	\$ 41,250	\$ 42,919	\$ 1,597	\$ 4,000	\$ 5,597	\$ 48,515
	Rebate/Services	\$ 190,274	\$ 20,000	\$ 879,561	\$ 250,651	\$ 1,340,486	\$ 610,468	\$ 78,884	\$ 689,352	\$ 2,029,838
	Implementation Services	\$ 14,720	\$ 11,586	\$ 49,373	\$ 22,500	\$ 98,179	\$ 43,913	\$ 5,500	\$ 49,413	\$ 147,593
	Marketing	\$ 8,503	\$ 7,703	\$ 35,589	\$ 4,050	\$ 55,845	\$ 80,169	\$ 1,130	\$ 81,299	\$ 137,144
	EM&V	\$ 46,189	\$ 6,000	\$ 33,115	\$ 23,500	\$ 108,805	\$ 39,921	\$ 3,800	\$ 43,721	\$ 152,526
	Total	\$ 267,640	\$ 53,418	\$ 1,013,143	\$ 357,451	\$ 1,691,652	\$ 798,424	\$ 102,814	\$ 901,238	\$ 2,592,890
Total Residential	Internal Admin	\$ 87,841	\$ 252,012	\$ 396,252	\$ 253,500	\$ 989,606	\$ 162,159	\$ 119,500	\$ 281,659	\$ 1,271,265
	External Admin	\$ 6,199	\$ 69,537	\$ 33,513	\$ 99,000	\$ 208,249	\$ 11,583	\$ 23,500	\$ 35,083	\$ 243,332
	Rebate/Services	\$ 2,566,258	\$ 2,129,438	\$ 24,430,519	\$ 3,114,876	\$ 32,241,092	\$ 4,744,649	\$ 1,260,249	\$ 6,004,898	\$ 38,245,990
	Implementation Services	\$ 172,545	\$ 492,312	\$ 1,368,578	\$ 313,500	\$ 2,346,935	\$ 318,527	\$ 55,000	\$ 373,527	\$ 2,720,462
	Marketing	\$ 114,676	\$ 107,338	\$ 956,581	\$ 112,288	\$ 1,290,883	\$ 264,909	\$ 43,130	\$ 308,039	\$ 1,598,922
	EM&V	\$ 189,667	\$ 150,437	\$ 1,409,151	\$ 138,000	\$ 1,887,254	\$ 289,570	\$ 61,470	\$ 351,040	\$ 2,238,294
	Total	\$ 3,137,186	\$ 3,201,074	\$ 28,594,595	\$ 4,031,165	\$ 38,964,019	\$ 5,791,397	\$ 1,562,849	\$ 7,354,246	\$ 46,318,265
Total %	Internal Admin	2.8%	7.9%	1.4%	6.3%	2.5%	2.8%	7.6%	3.8%	2.7%
	External Admin	0.2%	2.2%	0.1%	2.5%	0.5%	0.2%	1.5%	0.5%	0.5%
	Rebate/Services	81.8%	66.5%	85.4%	77.3%	82.7%	81.9%	80.6%	81.7%	82.6%
	Implementation Services	5.5%	15.4%	4.8%	7.8%	6.0%	5.5%	3.5%	5.1%	5.9%
	Marketing	3.7%	3.4%	3.3%	2.8%	3.3%	4.6%	2.8%	4.2%	3.5%
	EM&V	6.0%	4.7%	4.9%	3.4%	4.8%	5.0%	3.9%	4.8%	4.8%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

**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	\$ 38,497	\$ 69,056	\$ 194,808	\$ 95,000	\$ 397,361	\$ 50,771	\$ 85,000	\$ 135,771	\$ 533,133
	External Admin	\$ 2,750	\$ 12,185	\$ 16,476	\$ 25,000	\$ 56,411	\$ 3,627	\$ 5,000	\$ 8,627	\$ 65,037
	Rebate/Services	\$ 1,138,417	\$ 491,486	\$ 11,640,787	\$ 1,490,263	\$ 14,760,954	\$ 1,501,373	\$ 625,400	\$ 2,126,773	\$ 16,887,727
	Implementation Services	\$ 75,620	\$ 163,498	\$ 620,598	\$ 100,000	\$ 959,715	\$ 99,729	\$ 45,000	\$ 144,729	\$ 1,104,444
	Marketing	\$ 50,871	\$ 16,606	\$ 406,717	\$ 25,000	\$ 499,194	\$ 67,090	\$ 15,000	\$ 82,090	\$ 581,285
	EM&V	\$ 68,745	\$ 49,163	\$ 677,862	\$ 60,000	\$ 855,771	\$ 90,663	\$ 15,000	\$ 105,663	\$ 961,433
	Total	\$ 1,374,900	\$ 801,995	\$ 13,557,248	\$ 1,795,263	\$ 17,529,406	\$ 1,813,253	\$ 790,400	\$ 2,603,653	\$ 20,133,059
Small Business Energy Solutions	Internal Admin	\$ 32,128	\$ 74,368	\$ 164,200	\$ 95,000	\$ 365,697	\$ 45,601	\$ 50,000	\$ 95,601	\$ 461,298
	External Admin	\$ 2,295	\$ 12,185	\$ 13,887	\$ 15,000	\$ 43,367	\$ 3,257	\$ 5,000	\$ 8,257	\$ 51,624
	Rebate/Services	\$ 950,080	\$ 408,809	\$ 9,811,817	\$ 1,353,825	\$ 12,524,531	\$ 1,348,492	\$ 352,141	\$ 1,700,632	\$ 14,225,163
	Implementation Services	\$ 63,109	\$ 170,967	\$ 523,091	\$ 85,000	\$ 842,167	\$ 89,574	\$ 30,000	\$ 119,574	\$ 961,741
	Marketing	\$ 42,455	\$ 16,606	\$ 342,815	\$ 25,000	\$ 426,876	\$ 60,259	\$ 7,500	\$ 67,759	\$ 494,635
	EM&V	\$ 57,372	\$ 49,164	\$ 571,358	\$ 50,000	\$ 727,895	\$ 81,431	\$ 10,000	\$ 91,431	\$ 819,325
	Total	\$ 1,147,440	\$ 732,099	\$ 11,427,168	\$ 1,623,825	\$ 14,930,533	\$ 1,628,613	\$ 454,641	\$ 2,083,254	\$ 17,013,786
Municipal	Internal Admin	\$ 4,972	\$ 15,936	\$ 20,560	\$ 26,000	\$ 67,469	\$ -	\$ -	\$ -	\$ 67,469
	External Admin	\$ 355	\$ 6,093	\$ 1,739	\$ 500	\$ 8,687	\$ -	\$ -	\$ -	\$ 8,687
	Rebate/Services	\$ 147,040	\$ 92,819	\$ 1,228,571	\$ 160,000	\$ 1,628,430	\$ -	\$ -	\$ -	\$ 1,628,430
	Implementation Services	\$ 9,767	\$ 22,407	\$ 65,498	\$ 17,700	\$ 115,372	\$ -	\$ -	\$ -	\$ 115,372
	Marketing	\$ 6,571	\$ 16,606	\$ 42,925	\$ 1,000	\$ 67,101	\$ -	\$ -	\$ -	\$ 67,101
	EM&V	\$ 8,879	\$ 10,000	\$ 71,542	\$ 7,500	\$ 97,921	\$ -	\$ -	\$ -	\$ 97,921
	Total	\$ 177,584	\$ 163,861	\$ 1,430,835	\$ 212,700	\$ 1,984,980	\$ -	\$ -	\$ -	\$ 1,984,980
Other*	Internal Admin	\$ 5,267	\$ 8,129	\$ 40,024	\$ 14,000	\$ 67,420	\$ 1,697	\$ 1,000	\$ 2,697	\$ 70,117
	External Admin	\$ 276	\$ -	\$ 3,385	\$ 14,000	\$ 17,661	\$ 121	\$ 1,000	\$ 1,121	\$ 18,782
	Rebate/Services	\$ 117,591	\$ 20,000	\$ 2,391,627	\$ 172,605	\$ 2,701,823	\$ 50,177	\$ 12,000	\$ 62,177	\$ 2,764,000
	Implementation Services	\$ 10,347	\$ 16,586	\$ 125,004	\$ 15,500	\$ 167,437	\$ 3,333	\$ 3,000	\$ 6,333	\$ 173,770
	Marketing	\$ 1,745	\$ 7,703	\$ 72,335	\$ 7,500	\$ 89,283	\$ 2,242	\$ 1,500	\$ 3,742	\$ 93,025
	EM&V	\$ 52,895	\$ 14,000	\$ 120,559	\$ 22,000	\$ 209,454	\$ 3,030	\$ 1,000	\$ 4,030	\$ 213,484
	Total	\$ 188,120	\$ 66,418	\$ 2,752,934	\$ 245,605	\$ 3,253,077	\$ 60,600	\$ 19,500	\$ 80,100	\$ 3,333,177

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

**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	\$ 80,865	\$ 167,490	\$ 419,592	\$ 230,000	\$ 897,947	\$ 98,069	\$ 136,000	\$ 234,069	\$ 1,132,016
	External Admin	\$ 5,676	\$ 30,463	\$ 35,487	\$ 54,500	\$ 126,126	\$ 7,005	\$ 11,000	\$ 18,005	\$ 144,131
	Rebate/Services	\$ 2,353,128	\$ 1,013,114	\$ 25,072,802	\$ 3,176,693	\$ 31,615,738	\$ 2,900,042	\$ 989,541	\$ 3,889,582	\$ 35,505,320
	Implementation Services	\$ 158,842	\$ 373,458	\$ 1,334,191	\$ 218,200	\$ 2,084,691	\$ 192,636	\$ 78,000	\$ 270,636	\$ 2,355,327
	Marketing	\$ 101,642	\$ 57,520	\$ 864,793	\$ 58,500	\$ 1,082,454	\$ 129,591	\$ 24,000	\$ 153,591	\$ 1,236,045
	EM&V	\$ 187,891	\$ 122,327	\$ 1,441,321	\$ 139,500	\$ 1,891,040	\$ 175,123	\$ 26,000	\$ 201,123	\$ 2,092,163
	<b>Total</b>	<b>\$ 2,888,044</b>	<b>\$ 1,764,373</b>	<b>\$ 29,168,186</b>	<b>\$ 3,877,393</b>	<b>\$ 37,697,996</b>	<b>\$ 3,502,466</b>	<b>\$ 1,264,541</b>	<b>\$ 4,767,007</b>	<b>\$ 42,465,002</b>
Total C&I and Municipal %	Internal Admin	2.8%	9.5%	1.4%	5.9%	2.4%	2.8%	10.8%	4.9%	2.7%
	External Admin	0.2%	1.7%	0.1%	1.4%	0.3%	0.2%	0.9%	0.4%	0.3%
	Rebate/Services	81.5%	57.4%	86.0%	81.9%	83.9%	82.8%	78.3%	81.6%	83.6%
	Implementation Services	5.5%	21.2%	4.6%	5.6%	5.5%	5.5%	6.2%	5.7%	5.5%
	Marketing	3.5%	3.3%	3.0%	1.5%	2.9%	3.7%	1.9%	3.2%	2.9%
	EM&V	6.5%	6.9%	4.9%	3.6%	5.0%	5.0%	2.1%	4.2%	4.9%
	<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 168,706	\$ 419,502	\$ 815,845	\$ 483,500	\$ 1,887,553	\$ 260,228	\$ 255,500	\$ 515,728	\$ 2,403,281
	External Admin	\$ 11,874	\$ 100,000	\$ 69,000	\$ 153,500	\$ 334,374	\$ 18,588	\$ 34,500	\$ 53,088	\$ 387,462
	Rebate/Services	\$ 4,919,386	\$ 3,142,553	\$ 49,503,321	\$ 6,291,570	\$ 63,856,830	\$ 7,644,691	\$ 2,249,790	\$ 9,894,480	\$ 73,751,310
	Implementation Services	\$ 331,388	\$ 865,770	\$ 2,702,769	\$ 531,700	\$ 4,431,627	\$ 511,162	\$ 133,000	\$ 644,162	\$ 5,075,789
	Marketing	\$ 216,318	\$ 164,857	\$ 1,821,374	\$ 170,788	\$ 2,373,337	\$ 394,500	\$ 67,130	\$ 461,630	\$ 2,834,967
	EM&V	\$ 377,558	\$ 272,764	\$ 2,850,472	\$ 277,500	\$ 3,778,294	\$ 464,693	\$ 87,470	\$ 552,163	\$ 4,330,457
	<b>Total</b>	<b>\$ 6,025,230</b>	<b>\$ 4,965,446</b>	<b>\$ 57,762,781</b>	<b>\$ 7,908,558</b>	<b>\$ 76,662,015</b>	<b>\$ 9,293,863</b>	<b>\$ 2,827,390</b>	<b>\$ 12,121,252</b>	<b>\$ 88,783,266</b>
Grand Total % (Residential, C&I and Municipal)	Internal Admin	2.8%	8.4%	1.4%	6.1%	2.5%	2.8%	9.0%	4.3%	2.7%
	External Admin	0.2%	2.0%	0.1%	1.9%	0.4%	0.2%	1.2%	0.4%	0.4%
	Rebate/Services	81.6%	63.3%	85.7%	79.6%	83.3%	82.3%	79.6%	81.6%	83.1%
	Implementation Services	5.5%	17.4%	4.7%	6.7%	5.8%	5.5%	4.7%	5.3%	5.7%
	Marketing	3.6%	3.3%	3.2%	2.2%	3.1%	4.2%	2.4%	3.8%	3.2%
	EM&V	6.3%	5.5%	4.9%	3.5%	4.9%	5.0%	3.1%	4.6%	4.9%
	<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>



**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	\$ 45,684	\$ 55,763	\$ 209,459	\$ 120,000	\$ 430,906	\$ 54,069	\$ 42,059	\$ 96,128	\$ 527,033
	External Admin	\$ 2,947	\$ 15,232	\$ 17,715	\$ 52,000	\$ 87,894	\$ 3,488	\$ 15,000	\$ 18,488	\$ 106,383
	Rebate/Services	\$ 1,211,358	\$ 817,778	\$ 12,252,764	\$ 1,544,152	\$ 15,826,052	\$ 1,433,695	\$ 493,497	\$ 1,927,192	\$ 17,753,244
	Implementation Services	\$ 85,473	\$ 114,644	\$ 996,938	\$ 106,000	\$ 1,303,055	\$ 101,161	\$ 25,000	\$ 126,161	\$ 1,429,216
	Marketing	\$ 54,526	\$ 24,372	\$ 434,725	\$ 45,000	\$ 558,623	\$ 64,534	\$ 18,000	\$ 82,534	\$ 641,157
	EM&V	\$ 73,684	\$ 37,915	\$ 579,246	\$ 53,000	\$ 743,844	\$ 87,208	\$ 22,000	\$ 109,208	\$ 853,052
	<b>Total</b>	\$ 1,473,671	\$ 1,065,704	\$ 14,490,848	\$ 1,920,152	\$ 18,950,375	\$ 1,744,154	\$ 615,556	\$ 2,359,710	\$ 21,310,086
HP w/EnergyStar®	Internal Admin	\$ 19,391	\$ 55,763	\$ 103,602	\$ 63,000	\$ 241,755	\$ 45,017	\$ 32,000	\$ 77,017	\$ 318,772
	External Admin	\$ 1,251	\$ 15,232	\$ 8,762	\$ 1,838	\$ 27,083	\$ 2,904	\$ 3,500	\$ 6,404	\$ 33,487
	Rebate/Services	\$ 514,161	\$ 539,603	\$ 6,110,366	\$ 821,876	\$ 7,986,005	\$ 1,193,678	\$ 234,160	\$ 1,427,838	\$ 9,413,844
	Implementation Services	\$ 36,279	\$ 114,644	\$ 493,101	\$ 105,000	\$ 749,024	\$ 84,225	\$ 9,000	\$ 93,225	\$ 842,250
	Marketing	\$ 23,144	\$ 24,372	\$ 215,028	\$ 26,749	\$ 289,293	\$ 53,730	\$ 8,000	\$ 61,730	\$ 351,023
	EM&V	\$ 31,275	\$ 37,915	\$ 286,704	\$ 21,000	\$ 376,894	\$ 72,608	\$ 10,000	\$ 82,608	\$ 459,502
	<b>Total</b>	\$ 625,500	\$ 787,529	\$ 7,217,562	\$ 1,039,462	\$ 9,670,054	\$ 1,452,163	\$ 296,660	\$ 1,748,823	\$ 11,418,877
EnergyStar® Homes	Internal Admin	\$ 12,199	\$ 47,812	\$ 31,545	\$ 24,000	\$ 115,555	\$ 35,330	\$ 38,000	\$ 73,330	\$ 188,885
	External Admin	\$ 787	\$ 14,609	\$ 2,668	\$ 6,500	\$ 24,564	\$ 2,279	\$ 3,500	\$ 5,779	\$ 30,343
	Rebate/Services	\$ 323,457	\$ 260,450	\$ 1,845,269	\$ 236,200	\$ 2,665,375	\$ 936,813	\$ 287,150	\$ 1,223,963	\$ 3,889,338
	Implementation Services	\$ 22,823	\$ 103,202	\$ 150,139	\$ 35,000	\$ 311,164	\$ 66,101	\$ 11,000	\$ 77,101	\$ 388,265
	Marketing	\$ 14,560	\$ 24,372	\$ 65,472	\$ 12,000	\$ 116,403	\$ 42,168	\$ 12,000	\$ 54,168	\$ 170,571
	EM&V	\$ 19,675	\$ 37,915	\$ 87,295	\$ 13,000	\$ 157,885	\$ 56,984	\$ 18,000	\$ 74,984	\$ 232,869
	<b>Total</b>	\$ 393,500	\$ 488,359	\$ 2,182,387	\$ 326,700	\$ 3,390,947	\$ 1,139,675	\$ 369,650	\$ 1,509,325	\$ 4,900,272
Energy Star® Products	Internal Admin	\$ 21,204	\$ 96,739	\$ 93,268	\$ 65,000	\$ 276,211	\$ 34,167	\$ 27,000	\$ 61,167	\$ 337,378
	External Admin	\$ 1,368	\$ 24,464	\$ 7,888	\$ 2,100	\$ 35,820	\$ 2,204	\$ 2,625	\$ 4,829	\$ 40,649
	Rebate/Services	\$ 562,248	\$ 678,374	\$ 5,455,915	\$ 1,189,342	\$ 7,885,878	\$ 905,978	\$ 552,959	\$ 1,458,937	\$ 9,344,815
	Implementation Services	\$ 39,672	\$ 172,335	\$ 443,917	\$ 65,000	\$ 720,924	\$ 63,925	\$ 12,000	\$ 75,925	\$ 796,849
	Marketing	\$ 25,308	\$ 31,500	\$ 246,335	\$ 34,500	\$ 337,643	\$ 40,780	\$ 20,000	\$ 60,780	\$ 398,423
	EM&V	\$ 34,200	\$ 37,915	\$ 260,305	\$ 56,250	\$ 388,670	\$ 55,108	\$ 25,000	\$ 80,108	\$ 468,778
	<b>Total</b>	\$ 684,000	\$ 1,041,327	\$ 6,507,628	\$ 1,412,192	\$ 9,645,146	\$ 1,102,163	\$ 639,584	\$ 1,741,747	\$ 11,386,893

**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	\$ 8,894	\$ 8,536	\$ 17,818	\$ 18,800	\$ 54,047	\$ 25,187	\$ 6,500	\$ 31,687	\$ 85,734
	External Admin	\$ 574	\$ -	\$ 1,507	\$ 38,912	\$ 40,993	\$ 1,625	\$ 4,000	\$ 5,625	\$ 46,618
	Rebate/Services	\$ 235,824	\$ 25,000	\$ 1,042,277	\$ 230,901	\$ 1,534,001	\$ 620,004	\$ 63,158	\$ 683,162	\$ 2,217,163
	Implementation Services	\$ 16,640	\$ 12,171	\$ 84,804	\$ 29,500	\$ 143,114	\$ 47,125	\$ 8,500	\$ 55,625	\$ 198,739
	Marketing	\$ 10,615	\$ 8,088	\$ 41,627	\$ 8,100	\$ 68,430	\$ 77,928	\$ 1,800	\$ 79,728	\$ 148,159
	EM&V	\$ 14,345	\$ 6,000	\$ 113,143	\$ 27,700	\$ 161,188	\$ 40,625	\$ 4,800	\$ 45,425	\$ 206,613
	Total	\$ 286,890	\$ 59,794	\$ 1,301,176	\$ 353,913	\$ 2,001,774	\$ 812,494	\$ 88,758	\$ 901,252	\$ 2,903,026
Total Residential	Internal Admin	\$ 107,370	\$ 264,613	\$ 455,690	\$ 290,800	\$ 1,118,473	\$ 193,770	\$ 145,559	\$ 339,329	\$ 1,457,802
	External Admin	\$ 6,927	\$ 69,537	\$ 38,540	\$ 101,350	\$ 216,354	\$ 12,501	\$ 28,625	\$ 41,126	\$ 257,480
	Rebate/Services	\$ 2,847,047	\$ 2,321,204	\$ 26,706,590	\$ 4,022,471	\$ 35,897,313	\$ 5,090,168	\$ 1,630,924	\$ 6,721,092	\$ 42,618,404
	Implementation Services	\$ 200,887	\$ 516,997	\$ 2,168,899	\$ 340,500	\$ 3,227,283	\$ 362,538	\$ 65,500	\$ 428,038	\$ 3,655,320
	Marketing	\$ 128,152	\$ 112,704	\$ 1,003,188	\$ 126,349	\$ 1,370,393	\$ 279,140	\$ 59,800	\$ 338,940	\$ 1,709,333
	EM&V	\$ 173,178	\$ 157,659	\$ 1,326,694	\$ 170,950	\$ 1,828,481	\$ 312,532	\$ 79,800	\$ 392,332	\$ 2,220,813
	Total	\$ 3,463,561	\$ 3,442,714	\$ 31,699,602	\$ 5,052,419	\$ 43,658,296	\$ 6,250,649	\$ 2,010,208	\$ 8,260,857	\$ 51,919,153
Total %	Internal Admin	3.1%	7.7%	1.4%	5.8%	2.6%	3.1%	7.2%	4.1%	2.8%
	External Admin	0.2%	2.0%	0.1%	2.0%	0.5%	0.2%	1.4%	0.5%	0.5%
	Rebate/Services	82.2%	67.4%	84.2%	79.6%	82.2%	81.4%	81.1%	81.4%	82.1%
	Implementation Services	5.8%	15.0%	6.8%	6.7%	7.4%	5.8%	3.3%	5.2%	7.0%
	Marketing	3.7%	3.3%	3.2%	2.5%	3.1%	4.5%	3.0%	4.1%	3.3%
	EM&V	5.0%	4.6%	4.2%	3.4%	4.2%	5.0%	4.0%	4.7%	4.3%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

**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	\$ 58,621	\$ 72,509	\$ 221,948	\$ 120,000	\$ 473,078	\$ 63,966	\$ 90,000	\$ 153,966	\$ 627,044
	External Admin	\$ 3,782	\$ 12,185	\$ 18,771	\$ 40,000	\$ 74,738	\$ 4,127	\$ 6,000	\$ 10,127	\$ 84,865
	Rebate/Services	\$ 1,554,402	\$ 511,061	\$ 16,219,711	\$ 2,127,330	\$ 20,412,504	\$ 1,696,121	\$ 745,690	\$ 2,441,811	\$ 22,854,314
	Implementation Services	\$ 109,678	\$ 171,743	\$ 974,308	\$ 120,000	\$ 1,375,729	\$ 119,678	\$ 50,000	\$ 169,678	\$ 1,545,407
	Marketing	\$ 69,967	\$ 17,436	\$ 562,411	\$ 20,000	\$ 669,814	\$ 76,346	\$ 18,000	\$ 94,346	\$ 764,160
	EM&V	\$ 94,550	\$ 51,621	\$ 749,881	\$ 63,000	\$ 959,053	\$ 103,170	\$ 20,000	\$ 123,170	\$ 1,082,223
	<b>Total</b>	<b>\$ 1,891,000</b>	<b>\$ 836,555</b>	<b>\$ 18,747,030</b>	<b>\$ 2,490,330</b>	<b>\$ 23,964,916</b>	<b>\$ 2,063,407</b>	<b>\$ 929,690</b>	<b>\$ 2,993,097</b>	<b>\$ 26,958,013</b>
Small Business Energy Solutions	Internal Admin	\$ 48,763	\$ 78,087	\$ 181,176	\$ 95,000	\$ 403,025	\$ 58,230	\$ 58,941	\$ 117,171	\$ 520,196
	External Admin	\$ 3,146	\$ 12,185	\$ 15,323	\$ 16,000	\$ 46,654	\$ 3,757	\$ 6,000	\$ 9,757	\$ 56,411
	Rebate/Services	\$ 1,293,006	\$ 634,249	\$ 13,240,111	\$ 1,602,059	\$ 16,769,425	\$ 1,544,033	\$ 489,465	\$ 2,033,498	\$ 18,802,923
	Implementation Services	\$ 91,234	\$ 179,594	\$ 795,326	\$ 100,000	\$ 1,166,154	\$ 108,946	\$ 32,000	\$ 140,946	\$ 1,307,100
	Marketing	\$ 58,201	\$ 17,436	\$ 459,095	\$ 20,000	\$ 554,732	\$ 69,500	\$ 10,000	\$ 79,500	\$ 634,232
	EM&V	\$ 78,650	\$ 51,622	\$ 612,126	\$ 52,500	\$ 794,899	\$ 93,919	\$ 15,000	\$ 108,919	\$ 903,818
	<b>Total</b>	<b>\$ 1,573,000</b>	<b>\$ 973,173</b>	<b>\$ 15,303,156</b>	<b>\$ 1,885,559</b>	<b>\$ 19,734,888</b>	<b>\$ 1,878,386</b>	<b>\$ 611,406</b>	<b>\$ 2,489,792</b>	<b>\$ 22,224,680</b>
Municipal	Internal Admin	\$ 5,505	\$ 16,733	\$ 16,973	\$ 21,000	\$ 60,210	\$ -	\$ -	\$ -	\$ 60,210
	External Admin	\$ 355	\$ 6,093	\$ 1,435	\$ 525	\$ 8,409	\$ -	\$ -	\$ -	\$ 8,409
	Rebate/Services	\$ 145,974	\$ 89,545	\$ 1,240,332	\$ 170,000	\$ 1,645,851	\$ -	\$ -	\$ -	\$ 1,645,851
	Implementation Services	\$ 10,300	\$ 23,554	\$ 74,506	\$ 16,445	\$ 124,805	\$ -	\$ -	\$ -	\$ 124,805
	Marketing	\$ 6,571	\$ 17,436	\$ 43,008	\$ 1,030	\$ 68,044	\$ -	\$ -	\$ -	\$ 68,044
	EM&V	\$ 8,879	\$ 10,500	\$ 57,344	\$ 7,000	\$ 83,723	\$ -	\$ -	\$ -	\$ 83,723
	<b>Total</b>	<b>\$ 177,584</b>	<b>\$ 163,861</b>	<b>\$ 1,433,598</b>	<b>\$ 216,000</b>	<b>\$ 1,991,043</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,991,043</b>
Other*	Internal Admin	\$ 8,160	\$ 8,536	\$ 62,435	\$ 14,700	\$ 93,830	\$ 2,086	\$ 2,000	\$ 4,086	\$ 97,916
	External Admin	\$ 420	\$ -	\$ 5,280	\$ 14,700	\$ 20,401	\$ 135	\$ 4,000	\$ 4,135	\$ 24,535
	Rebate/Services	\$ 178,032	\$ 25,000	\$ 4,562,680	\$ 146,775	\$ 4,912,487	\$ 55,312	\$ 12,000	\$ 67,312	\$ 4,979,799
	Implementation Services	\$ 15,107	\$ 17,171	\$ 270,262	\$ 16,275	\$ 318,815	\$ 3,903	\$ 3,000	\$ 6,903	\$ 325,718
	Marketing	\$ 2,529	\$ 8,088	\$ 158,086	\$ 10,625	\$ 179,328	\$ 2,490	\$ 1,500	\$ 3,990	\$ 183,318
	EM&V	\$ 58,961	\$ 14,000	\$ 210,781	\$ 28,800	\$ 312,542	\$ 3,364	\$ 1,000	\$ 4,364	\$ 316,907
	<b>Total</b>	<b>\$ 263,210</b>	<b>\$ 72,794</b>	<b>\$ 5,269,524</b>	<b>\$ 231,875</b>	<b>\$ 5,837,404</b>	<b>\$ 67,289</b>	<b>\$ 23,500</b>	<b>\$ 90,789</b>	<b>\$ 5,928,193</b>

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

**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	\$ 121,049	\$ 175,864	\$ 482,531	\$ 250,700	\$ 1,030,144	\$ 124,282	\$ 150,941	\$ 275,223	\$ 1,305,367
	External Admin	\$ 7,704	\$ 30,463	\$ 40,810	\$ 71,225	\$ 150,202	\$ 8,018	\$ 16,000	\$ 24,018	\$ 174,220
	Rebate/Services	\$ 3,171,414	\$ 1,259,855	\$ 35,262,834	\$ 4,046,165	\$ 43,740,267	\$ 3,295,465	\$ 1,247,155	\$ 4,542,621	\$ 48,282,888
	Implementation Services	\$ 226,319	\$ 392,062	\$ 2,114,402	\$ 252,720	\$ 2,985,503	\$ 232,527	\$ 85,000	\$ 317,527	\$ 3,303,030
	Marketing	\$ 137,268	\$ 60,396	\$ 1,222,599	\$ 51,655	\$ 1,471,918	\$ 148,336	\$ 29,500	\$ 177,836	\$ 1,649,754
	EM&V	\$ 241,040	\$ 127,744	\$ 1,630,132	\$ 151,300	\$ 2,150,216	\$ 200,454	\$ 36,000	\$ 236,454	\$ 2,386,671
	Total	\$ 3,904,794	\$ 2,046,383	\$ 40,753,308	\$ 4,823,765	\$ 51,528,250	\$ 4,009,082	\$ 1,564,596	\$ 5,573,678	\$ 57,101,928
Total C&I and Municipal %	Internal Admin	3.1%	8.6%	1.2%	5.2%	2.0%	3.1%	9.6%	4.9%	2.3%
	External Admin	0.2%	1.5%	0.1%	1.5%	0.3%	0.2%	1.0%	0.4%	0.3%
	Rebate/Services	81.2%	61.6%	86.5%	83.9%	84.9%	82.2%	79.7%	81.5%	84.6%
	Implementation Services	5.8%	19.2%	5.2%	5.2%	5.8%	5.8%	5.4%	5.7%	5.8%
	Marketing	3.5%	3.0%	3.0%	1.1%	2.9%	3.7%	1.9%	3.2%	2.9%
	EM&V	6.2%	6.2%	4.0%	3.1%	4.2%	5.0%	2.3%	4.2%	4.2%
	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	\$ 228,419	\$ 440,477	\$ 938,221	\$ 541,500	\$ 2,148,617	\$ 318,052	\$ 296,500	\$ 614,552	\$ 2,763,169
	External Admin	\$ 14,631	\$ 100,000	\$ 79,350	\$ 172,575	\$ 366,555	\$ 20,519	\$ 44,625	\$ 65,144	\$ 431,700
	Rebate/Services	\$ 6,018,462	\$ 3,581,059	\$ 61,969,424	\$ 8,068,636	\$ 79,637,580	\$ 8,385,633	\$ 2,878,079	\$ 11,263,712	\$ 90,901,292
	Implementation Services	\$ 427,206	\$ 909,058	\$ 4,283,301	\$ 593,220	\$ 6,212,786	\$ 595,064	\$ 150,500	\$ 745,564	\$ 6,958,350
	Marketing	\$ 265,420	\$ 173,100	\$ 2,225,787	\$ 178,004	\$ 2,842,311	\$ 427,476	\$ 89,300	\$ 516,776	\$ 3,359,087
	EM&V	\$ 414,218	\$ 285,402	\$ 2,956,826	\$ 322,250	\$ 3,978,697	\$ 512,987	\$ 115,800	\$ 628,787	\$ 4,607,484
	Total	\$ 7,368,355	\$ 5,489,097	\$ 72,452,910	\$ 9,876,184	\$ 95,186,546	\$ 10,259,731	\$ 3,574,804	\$ 13,834,535	\$ 109,021,081
Grand Total % (Residential, C&I and Municipal)	Internal Admin	3.1%	8.0%	1.3%	5.5%	2.3%	3.1%	8.3%	4.4%	2.5%
	External Admin	0.2%	1.8%	0.1%	1.7%	0.4%	0.2%	1.2%	0.5%	0.4%
	Rebate/Services	81.7%	65.2%	85.5%	81.7%	83.7%	81.7%	80.5%	81.4%	83.4%
	Implementation Services	5.8%	16.6%	5.9%	6.0%	6.5%	5.8%	4.2%	5.4%	6.4%
	Marketing	3.6%	3.2%	3.1%	1.8%	3.0%	4.2%	2.5%	3.7%	3.1%
	EM&V	5.6%	5.2%	4.1%	3.3%	4.2%	5.0%	3.2%	4.5%	4.2%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

**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	\$ 61,219	\$ 58,551	\$ 262,356	\$ 140,000	\$ 522,126	\$ 65,988	\$ 50,000	\$ 115,988	\$ 638,114
	External Admin	\$ 3,601	\$ 15,232	\$ 22,189	\$ 65,000	\$ 106,022	\$ 3,882	\$ 13,000	\$ 16,882	\$ 122,903
	Rebate/Services	\$ 1,469,258	\$ 856,167	\$ 15,047,652	\$ 1,817,941	\$ 19,191,019	\$ 1,583,717	\$ 569,964	\$ 2,153,681	\$ 21,344,699
	Implementation Services	\$ 109,834	\$ 120,377	\$ 1,585,030	\$ 124,000	\$ 1,939,241	\$ 118,391	\$ 20,000	\$ 138,391	\$ 2,077,632
	Marketing	\$ 66,621	\$ 25,591	\$ 539,891	\$ 65,000	\$ 697,102	\$ 71,811	\$ 20,000	\$ 91,811	\$ 788,913
	EM&V	\$ 90,028	\$ 39,810	\$ 539,239	\$ 80,000	\$ 749,077	\$ 97,041	\$ 32,000	\$ 129,041	\$ 878,119
	<b>Total</b>	<b>\$ 1,800,562</b>	<b>\$ 1,115,728</b>	<b>\$ 17,996,356</b>	<b>\$ 2,291,941</b>	<b>\$ 23,204,587</b>	<b>\$ 1,940,830</b>	<b>\$ 704,964</b>	<b>\$ 2,645,793</b>	<b>\$ 25,850,380</b>
HP w/EnergyStar®	Internal Admin	\$ 27,710	\$ 58,551	\$ 115,144	\$ 66,150	\$ 267,555	\$ 55,285	\$ 35,000	\$ 90,285	\$ 357,839
	External Admin	\$ 1,630	\$ 15,232	\$ 9,738	\$ 1,929	\$ 28,530	\$ 3,252	\$ 4,000	\$ 7,252	\$ 35,782
	Rebate/Services	\$ 665,040	\$ 563,083	\$ 6,654,129	\$ 949,936	\$ 8,832,188	\$ 1,326,831	\$ 278,980	\$ 1,605,811	\$ 10,437,999
	Implementation Services	\$ 49,715	\$ 120,377	\$ 695,644	\$ 110,250	\$ 975,986	\$ 99,187	\$ 10,000	\$ 109,187	\$ 1,085,173
	Marketing	\$ 30,155	\$ 25,591	\$ 236,958	\$ 28,086	\$ 320,791	\$ 60,163	\$ 12,500	\$ 72,663	\$ 393,453
	EM&V	\$ 40,750	\$ 39,810	\$ 236,958	\$ 22,050	\$ 339,568	\$ 81,301	\$ 12,000	\$ 93,301	\$ 432,869
	<b>Total</b>	<b>\$ 815,000</b>	<b>\$ 822,644</b>	<b>\$ 7,948,571</b>	<b>\$ 1,178,402</b>	<b>\$ 10,764,617</b>	<b>\$ 1,626,018</b>	<b>\$ 352,480</b>	<b>\$ 1,978,498</b>	<b>\$ 12,743,115</b>
EnergyStar® Homes	Internal Admin	\$ 17,527	\$ 50,202	\$ 35,389	\$ 25,200	\$ 128,318	\$ 43,172	\$ 40,000	\$ 83,172	\$ 211,491
	External Admin	\$ 1,031	\$ 14,609	\$ 2,993	\$ 6,825	\$ 25,458	\$ 2,540	\$ 4,000	\$ 6,540	\$ 31,998
	Rebate/Services	\$ 420,648	\$ 273,472	\$ 2,029,796	\$ 285,770	\$ 3,009,686	\$ 1,036,136	\$ 296,917	\$ 1,333,053	\$ 4,342,739
	Implementation Services	\$ 31,446	\$ 108,362	\$ 213,807	\$ 36,750	\$ 390,364	\$ 77,456	\$ 14,500	\$ 91,956	\$ 482,320
	Marketing	\$ 19,074	\$ 25,591	\$ 72,829	\$ 12,600	\$ 130,094	\$ 46,982	\$ 15,000	\$ 61,982	\$ 192,075
	EM&V	\$ 25,775	\$ 39,810	\$ 72,829	\$ 13,650	\$ 152,064	\$ 63,489	\$ 15,000	\$ 78,489	\$ 230,553
	<b>Total</b>	<b>\$ 515,500</b>	<b>\$ 512,046</b>	<b>\$ 2,427,643</b>	<b>\$ 380,795</b>	<b>\$ 3,835,984</b>	<b>\$ 1,269,775</b>	<b>\$ 385,417</b>	<b>\$ 1,655,192</b>	<b>\$ 5,491,176</b>
Energy Star® Products	Internal Admin	\$ 19,363	\$ 101,576	\$ 89,026	\$ 68,250	\$ 278,215	\$ 38,694	\$ 32,000	\$ 70,694	\$ 348,909
	External Admin	\$ 1,139	\$ 24,464	\$ 7,529	\$ 2,205	\$ 35,337	\$ 2,276	\$ 5,000	\$ 7,276	\$ 42,613
	Rebate/Services	\$ 464,712	\$ 497,940	\$ 5,106,159	\$ 1,129,864	\$ 7,198,675	\$ 928,659	\$ 609,559	\$ 1,538,219	\$ 8,736,894
	Implementation Services	\$ 34,740	\$ 181,015	\$ 537,852	\$ 44,029	\$ 797,636	\$ 69,422	\$ 22,000	\$ 91,422	\$ 889,058
	Marketing	\$ 21,072	\$ 33,075	\$ 201,374	\$ 29,750	\$ 285,271	\$ 42,108	\$ 25,000	\$ 67,108	\$ 352,379
	EM&V	\$ 28,475	\$ 39,810	\$ 183,771	\$ 37,750	\$ 289,806	\$ 56,903	\$ 26,250	\$ 83,153	\$ 372,960
	<b>Total</b>	<b>\$ 569,500</b>	<b>\$ 877,880</b>	<b>\$ 6,125,712</b>	<b>\$ 1,311,848</b>	<b>\$ 8,884,940</b>	<b>\$ 1,138,063</b>	<b>\$ 719,809</b>	<b>\$ 1,857,872</b>	<b>\$ 10,742,813</b>

**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	\$ 10,560	\$ 4,629	\$ 22,129	\$ 19,418	\$ 56,736	\$ 28,254	\$ 6,500	\$ 34,754	\$ 91,490
	External Admin	\$ 536	\$ -	\$ 1,872	\$ 39,953	\$ 42,360	\$ 1,662	\$ 9,000	\$ 10,662	\$ 53,022
	Rebate/Services	\$ 218,712	\$ 25,000	\$ 1,269,250	\$ 229,151	\$ 1,742,113	\$ 632,983	\$ 61,250	\$ 694,233	\$ 2,436,347
	Implementation Services	\$ 18,947	\$ 12,785	\$ 133,695	\$ 31,275	\$ 196,702	\$ 50,690	\$ 3,500	\$ 54,190	\$ 250,892
	Marketing	\$ 9,917	\$ 8,492	\$ 50,063	\$ 8,005	\$ 76,477	\$ 75,851	\$ 1,800	\$ 77,651	\$ 154,128
	EM&V	\$ 51,927	\$ 6,000	\$ 34,343	\$ 27,310	\$ 119,580	\$ 41,550	\$ 5,300	\$ 46,850	\$ 166,430
	Total	\$ 310,600	\$ 56,906	\$ 1,511,352	\$ 355,111	\$ 2,233,969	\$ 830,990	\$ 87,350	\$ 918,340	\$ 3,152,309
Total Residential	Internal Admin	\$ 136,379	\$ 273,509	\$ 524,044	\$ 319,018	\$ 1,252,950	\$ 231,393	\$ 163,500	\$ 394,893	\$ 1,647,843
	External Admin	\$ 7,937	\$ 69,537	\$ 44,321	\$ 115,912	\$ 237,707	\$ 13,611	\$ 35,000	\$ 48,611	\$ 286,318
	Rebate/Services	\$ 3,238,371	\$ 2,215,662	\$ 30,106,986	\$ 4,412,662	\$ 39,973,681	\$ 5,508,327	\$ 1,816,670	\$ 7,324,997	\$ 47,298,678
	Implementation Services	\$ 244,681	\$ 542,916	\$ 3,166,028	\$ 346,304	\$ 4,299,929	\$ 415,146	\$ 70,000	\$ 485,146	\$ 4,785,075
	Marketing	\$ 146,838	\$ 118,340	\$ 1,101,115	\$ 143,441	\$ 1,509,734	\$ 296,914	\$ 74,300	\$ 371,214	\$ 1,880,949
	EM&V	\$ 236,955	\$ 165,240	\$ 1,067,141	\$ 180,760	\$ 1,650,096	\$ 340,284	\$ 90,550	\$ 430,834	\$ 2,080,930
	Total	\$ 4,011,162	\$ 3,385,204	\$ 36,009,635	\$ 5,518,097	\$ 48,924,097	\$ 6,805,676	\$ 2,250,020	\$ 9,055,696	\$ 57,979,793
Total %	Internal Admin	3.4%	8.1%	1.5%	5.8%	2.6%	3.4%	7.3%	4.4%	2.8%
	External Admin	0.2%	2.1%	0.1%	2.1%	0.5%	0.2%	1.6%	0.5%	0.5%
	Rebate/Services	80.7%	65.5%	83.6%	80.0%	81.7%	80.9%	80.7%	80.9%	81.6%
	Implementation Services	6.1%	16.0%	8.8%	6.3%	8.8%	6.1%	3.1%	5.4%	8.3%
	Marketing	3.7%	3.5%	3.1%	2.6%	3.1%	4.4%	3.3%	4.1%	3.2%
	EM&V	5.9%	4.9%	3.0%	3.3%	3.4%	5.0%	4.0%	4.8%	3.6%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

**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	\$ 81,056	\$ 76,135	\$ 281,153	\$ 125,000	\$ 563,344	\$ 80,156	\$ 75,000	\$ 155,156	\$ 718,500
	External Admin	\$ 4,768	\$ 12,185	\$ 23,778	\$ 50,000	\$ 90,731	\$ 4,715	\$ 6,000	\$ 10,715	\$ 101,447
	Rebate/Services	\$ 1,945,344	\$ 531,614	\$ 23,836,208	\$ 2,972,135	\$ 29,285,301	\$ 1,923,744	\$ 968,911	\$ 2,892,655	\$ 32,177,956
	Implementation Services	\$ 145,424	\$ 180,400	\$ 1,566,580	\$ 170,000	\$ 2,062,404	\$ 143,809	\$ 50,000	\$ 193,809	\$ 2,256,213
	Marketing	\$ 88,208	\$ 18,308	\$ 820,459	\$ 35,000	\$ 961,975	\$ 87,229	\$ 20,000	\$ 107,229	\$ 1,069,204
	EM&V	\$ 119,200	\$ 54,202	\$ 820,459	\$ 75,000	\$ 1,068,861	\$ 117,877	\$ 35,000	\$ 152,877	\$ 1,221,738
	<b>Total</b>	<b>\$ 2,384,000</b>	<b>\$ 872,844</b>	<b>\$ 27,348,637</b>	<b>\$ 3,427,135</b>	<b>\$ 34,032,616</b>	<b>\$ 2,357,530</b>	<b>\$ 1,154,911</b>	<b>\$ 3,512,441</b>	<b>\$ 37,545,057</b>
Small Business Energy Solutions	Internal Admin	\$ 70,945	\$ 81,991	\$ 171,720	\$ 110,000	\$ 434,656	\$ 74,057	\$ 61,888	\$ 135,945	\$ 570,601
	External Admin	\$ 4,173	\$ 12,185	\$ 14,523	\$ 20,000	\$ 50,881	\$ 4,356	\$ 6,300	\$ 10,656	\$ 61,538
	Rebate/Services	\$ 1,702,668	\$ 660,961	\$ 14,558,500	\$ 2,069,881	\$ 18,992,011	\$ 1,777,378	\$ 600,234	\$ 2,377,611	\$ 21,369,622
	Implementation Services	\$ 127,283	\$ 188,653	\$ 956,824	\$ 150,000	\$ 1,422,760	\$ 132,868	\$ 33,600	\$ 166,468	\$ 1,589,227
	Marketing	\$ 77,204	\$ 18,308	\$ 501,114	\$ 35,000	\$ 631,626	\$ 80,592	\$ 10,500	\$ 91,092	\$ 722,718
	EM&V	\$ 104,330	\$ 54,204	\$ 501,114	\$ 65,000	\$ 724,648	\$ 108,908	\$ 15,750	\$ 124,658	\$ 849,306
	<b>Total</b>	<b>\$ 2,086,603</b>	<b>\$ 1,016,302</b>	<b>\$ 16,703,796</b>	<b>\$ 2,449,881</b>	<b>\$ 22,256,582</b>	<b>\$ 2,178,159</b>	<b>\$ 728,272</b>	<b>\$ 2,906,431</b>	<b>\$ 25,163,012</b>
Municipal	Internal Admin	\$ 6,038	\$ 17,570	\$ 14,779	\$ 12,000	\$ 50,387	\$ -	\$ -	\$ -	\$ 50,387
	External Admin	\$ 355	\$ 6,093	\$ 1,250	\$ -	\$ 7,698	\$ -	\$ -	\$ -	\$ 7,698
	Rebate/Services	\$ 144,909	\$ 86,107	\$ 1,252,947	\$ 165,000	\$ 1,648,962	\$ -	\$ -	\$ -	\$ 1,648,962
	Implementation Services	\$ 10,833	\$ 24,758	\$ 82,347	\$ 20,000	\$ 137,938	\$ -	\$ -	\$ -	\$ 137,938
	Marketing	\$ 6,571	\$ 18,308	\$ 43,127	\$ 7,100	\$ 75,106	\$ -	\$ -	\$ -	\$ 75,106
	EM&V	\$ 8,879	\$ 11,025	\$ 43,127	\$ 11,900	\$ 74,932	\$ -	\$ -	\$ -	\$ 74,932
	<b>Total</b>	<b>\$ 177,584</b>	<b>\$ 163,861</b>	<b>\$ 1,437,577</b>	<b>\$ 216,000</b>	<b>\$ 1,995,022</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,995,022</b>
Other*	Internal Admin	\$ 11,678	\$ 8,963	\$ 87,259	\$ 15,525	\$ 123,425	\$ 2,560	\$ 3,000	\$ 5,560	\$ 128,984
	External Admin	\$ 574	\$ -	\$ 7,380	\$ 9,920	\$ 17,873	\$ 151	\$ 5,000	\$ 5,151	\$ 23,024
	Rebate/Services	\$ 241,416	\$ 25,000	\$ 7,397,844	\$ 177,050	\$ 7,841,311	\$ 61,428	\$ 6,000	\$ 67,428	\$ 7,908,739
	Implementation Services	\$ 20,951	\$ 17,785	\$ 480,725	\$ 18,064	\$ 537,525	\$ 4,592	\$ 14,000	\$ 18,592	\$ 556,117
	Marketing	\$ 3,420	\$ 8,492	\$ 254,464	\$ 11,156	\$ 277,532	\$ 2,785	\$ 1,500	\$ 4,285	\$ 281,818
	EM&V	\$ 65,421	\$ 14,000	\$ 254,464	\$ 30,240	\$ 364,125	\$ 3,764	\$ 1,000	\$ 4,764	\$ 368,889
	<b>Total</b>	<b>\$ 343,460</b>	<b>\$ 74,240</b>	<b>\$ 8,482,137</b>	<b>\$ 261,955</b>	<b>\$ 9,161,791</b>	<b>\$ 75,280</b>	<b>\$ 30,500</b>	<b>\$ 105,780</b>	<b>\$ 9,267,571</b>

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

**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	\$ 169,716	\$ 184,659	\$ 554,911	\$ 262,525	\$ 1,171,811	\$ 156,773	\$ 139,888	\$ 296,661	\$ 1,468,472
	External Admin	\$ 9,870	\$ 30,463	\$ 46,932	\$ 79,920	\$ 167,184	\$ 9,222	\$ 17,300	\$ 26,522	\$ 193,706
	Rebate/Services	\$ 4,034,337	\$ 1,303,682	\$ 47,045,500	\$ 5,384,065	\$ 57,767,584	\$ 3,762,551	\$ 1,575,145	\$ 5,337,695	\$ 63,105,280
	Implementation Services	\$ 304,490	\$ 411,596	\$ 3,086,476	\$ 358,064	\$ 4,160,626	\$ 281,269	\$ 97,600	\$ 378,869	\$ 4,539,495
	Marketing	\$ 175,403	\$ 63,416	\$ 1,619,164	\$ 88,256	\$ 1,946,240	\$ 170,606	\$ 32,000	\$ 202,606	\$ 2,148,846
	EM&V	\$ 297,830	\$ 133,431	\$ 1,619,164	\$ 182,140	\$ 2,232,565	\$ 230,548	\$ 51,750	\$ 282,298	\$ 2,514,864
	Total	\$ 4,991,647	\$ 2,127,247	\$ 53,972,147	\$ 6,354,970	\$ 67,446,011	\$ 4,610,969	\$ 1,913,683	\$ 6,524,652	\$ 73,970,662
Total C&I and Municipal %	Internal Admin	3.4%	8.7%	1.0%	4.1%	1.7%	3.4%	7.3%	4.5%	2.0%
	External Admin	0.2%	1.4%	0.1%	1.3%	0.2%	0.2%	0.9%	0.4%	0.3%
	Rebate/Services	80.8%	61.3%	87.2%	84.7%	85.7%	81.6%	82.3%	81.8%	85.3%
	Implementation Services	6.1%	19.3%	5.7%	5.6%	6.2%	6.1%	5.1%	5.8%	6.1%
	Marketing	3.5%	3.0%	3.0%	1.4%	2.9%	3.7%	1.7%	3.1%	2.9%
	EM&V	6.0%	6.3%	3.0%	2.9%	3.3%	5.0%	2.7%	4.3%	3.4%
	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	\$ 306,095	\$ 458,168	\$ 1,078,954	\$ 581,543	\$ 2,424,760	\$ 388,166	\$ 303,388	\$ 691,554	\$ 3,116,314
	External Admin	\$ 17,808	\$ 100,000	\$ 91,253	\$ 195,831	\$ 404,891	\$ 22,833	\$ 52,300	\$ 75,133	\$ 480,025
	Rebate/Services	\$ 7,272,708	\$ 3,519,344	\$ 77,152,486	\$ 9,796,728	\$ 97,741,265	\$ 9,270,877	\$ 3,391,815	\$ 12,662,692	\$ 110,403,957
	Implementation Services	\$ 549,171	\$ 954,512	\$ 6,252,504	\$ 704,368	\$ 8,460,555	\$ 696,415	\$ 167,600	\$ 864,015	\$ 9,324,570
	Marketing	\$ 322,241	\$ 181,756	\$ 2,720,280	\$ 231,697	\$ 3,455,974	\$ 467,520	\$ 106,300	\$ 573,820	\$ 4,029,794
	EM&V	\$ 534,785	\$ 298,671	\$ 2,686,305	\$ 362,900	\$ 3,882,662	\$ 570,832	\$ 142,300	\$ 713,132	\$ 4,595,794
	Total	\$ 9,002,809	\$ 5,512,451	\$ 89,981,782	\$ 11,873,067	\$ 116,370,108	\$ 11,416,645	\$ 4,163,703	\$ 15,580,347	\$ 131,950,454
Grand Total % (Residential, C&I and Municipal)	Internal Admin	3.4%	8.3%	1.2%	4.9%	2.1%	3.4%	7.3%	4.4%	2.4%
	External Admin	0.2%	1.8%	0.1%	1.6%	0.3%	0.2%	1.3%	0.5%	0.4%
	Rebate/Services	80.8%	63.8%	85.7%	82.5%	84.0%	81.2%	81.5%	81.3%	83.7%
	Implementation Services	6.1%	17.3%	6.9%	5.9%	7.3%	6.1%	4.0%	5.5%	7.1%
	Marketing	3.6%	3.3%	3.0%	2.0%	3.0%	4.1%	2.6%	3.7%	3.1%
	EM&V	5.9%	5.4%	3.0%	3.1%	3.3%	5.0%	3.4%	4.6%	3.5%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



**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	\$ 140,644	\$ 167,422	\$ 632,696	\$ 360,000	\$ 1,300,761	\$ 164,296	\$ 132,059	\$ 296,355	\$ 1,597,116
	External Admin	\$ 8,959	\$ 45,696	\$ 53,510	\$ 165,000	\$ 273,165	\$ 10,530	\$ 39,000	\$ 49,530	\$ 322,695
	Rebate/Services	\$ 3,678,394	\$ 2,361,787	\$ 37,199,103	\$ 4,414,350	\$ 47,653,634	\$ 4,325,616	\$ 1,451,879	\$ 5,777,495	\$ 53,431,129
	Implementation Services	\$ 261,585	\$ 344,207	\$ 3,137,621	\$ 330,000	\$ 4,073,412	\$ 306,449	\$ 67,500	\$ 373,949	\$ 4,447,361
	Marketing	\$ 165,733	\$ 73,175	\$ 1,321,191	\$ 145,000	\$ 1,705,099	\$ 194,803	\$ 53,000	\$ 247,803	\$ 1,952,902
	EM&V	\$ 223,964	\$ 113,834	\$ 1,695,570	\$ 177,000	\$ 2,210,368	\$ 263,247	\$ 71,670	\$ 334,917	\$ 2,545,285
	<b>Total</b>	<b>\$ 4,479,279</b>	<b>\$ 3,106,120</b>	<b>\$ 44,039,691</b>	<b>\$ 5,591,350</b>	<b>\$ 57,216,439</b>	<b>\$ 5,264,941</b>	<b>\$ 1,815,108</b>	<b>\$ 7,080,048</b>	<b>\$ 64,296,487</b>
HP w/EnergyStar®	Internal Admin	\$ 59,491	\$ 167,422	\$ 309,169	\$ 189,150	\$ 725,231	\$ 136,864	\$ 92,000	\$ 228,864	\$ 954,095
	External Admin	\$ 3,766	\$ 45,696	\$ 26,148	\$ 5,517	\$ 81,127	\$ 8,768	\$ 10,000	\$ 18,768	\$ 99,895
	Rebate/Services	\$ 1,545,591	\$ 1,619,927	\$ 18,378,051	\$ 2,142,162	\$ 23,685,730	\$ 3,601,709	\$ 694,417	\$ 4,296,127	\$ 27,981,857
	Implementation Services	\$ 110,332	\$ 344,207	\$ 1,501,052	\$ 315,250	\$ 2,270,840	\$ 255,231	\$ 28,000	\$ 283,231	\$ 2,554,071
	Marketing	\$ 69,671	\$ 73,175	\$ 646,790	\$ 80,310	\$ 869,946	\$ 162,207	\$ 26,500	\$ 188,707	\$ 1,058,653
	EM&V	\$ 94,150	\$ 113,834	\$ 848,335	\$ 63,050	\$ 1,119,369	\$ 219,199	\$ 32,000	\$ 251,199	\$ 1,370,568
	<b>Total</b>	<b>\$ 1,883,000</b>	<b>\$ 2,364,260</b>	<b>\$ 21,709,545</b>	<b>\$ 2,795,439</b>	<b>\$ 28,752,243</b>	<b>\$ 4,383,979</b>	<b>\$ 882,917</b>	<b>\$ 5,266,896</b>	<b>\$ 34,019,139</b>
EnergyStar® Homes	Internal Admin	\$ 38,742	\$ 143,548	\$ 94,198	\$ 69,200	\$ 345,688	\$ 107,382	\$ 101,000	\$ 208,382	\$ 554,070
	External Admin	\$ 2,462	\$ 43,827	\$ 7,967	\$ 19,325	\$ 73,581	\$ 6,882	\$ 11,000	\$ 17,882	\$ 91,463
	Rebate/Services	\$ 1,010,721	\$ 781,969	\$ 5,552,582	\$ 722,870	\$ 8,068,141	\$ 2,826,965	\$ 794,017	\$ 3,620,982	\$ 11,689,123
	Implementation Services	\$ 71,979	\$ 309,852	\$ 458,111	\$ 101,750	\$ 941,692	\$ 200,286	\$ 33,500	\$ 233,786	\$ 1,175,478
	Marketing	\$ 45,547	\$ 73,175	\$ 197,037	\$ 36,600	\$ 352,359	\$ 127,312	\$ 33,000	\$ 160,312	\$ 512,671
	EM&V	\$ 61,550	\$ 113,834	\$ 258,019	\$ 37,150	\$ 470,553	\$ 172,044	\$ 48,000	\$ 220,044	\$ 690,596
	<b>Total</b>	<b>\$ 1,231,000</b>	<b>\$ 1,466,205</b>	<b>\$ 6,567,915</b>	<b>\$ 986,895</b>	<b>\$ 10,252,015</b>	<b>\$ 3,440,870</b>	<b>\$ 1,020,517</b>	<b>\$ 4,461,387</b>	<b>\$ 14,713,402</b>
Energy Star® Products	Internal Admin	\$ 65,767	\$ 290,448	\$ 285,681	\$ 191,250	\$ 833,146	\$ 102,984	\$ 81,000	\$ 183,984	\$ 1,017,130
	External Admin	\$ 4,307	\$ 73,392	\$ 24,161	\$ 6,305	\$ 108,165	\$ 6,632	\$ 10,125	\$ 16,757	\$ 124,922
	Rebate/Services	\$ 1,772,160	\$ 1,832,621	\$ 16,923,272	\$ 3,559,925	\$ 24,087,979	\$ 2,725,398	\$ 1,564,238	\$ 4,289,636	\$ 28,377,615
	Implementation Services	\$ 123,912	\$ 517,418	\$ 1,338,849	\$ 170,029	\$ 2,150,207	\$ 192,516	\$ 44,000	\$ 236,516	\$ 2,386,723
	Marketing	\$ 79,680	\$ 94,575	\$ 768,586	\$ 100,013	\$ 1,042,854	\$ 122,693	\$ 60,000	\$ 182,693	\$ 1,225,547
	EM&V	\$ 107,675	\$ 113,834	\$ 820,460	\$ 134,000	\$ 1,175,969	\$ 165,801	\$ 66,250	\$ 232,051	\$ 1,408,020
	<b>Total</b>	<b>\$ 2,153,500</b>	<b>\$ 2,922,288</b>	<b>\$ 20,161,010</b>	<b>\$ 4,161,522</b>	<b>\$ 29,398,320</b>	<b>\$ 3,316,024</b>	<b>\$ 1,825,613</b>	<b>\$ 5,141,637</b>	<b>\$ 34,539,957</b>

**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	\$ 26,948	\$ 21,294	\$ 54,242	\$ 53,718	\$ 156,202	\$ 75,797	\$ 22,500	\$ 98,297	\$ 254,499
	External Admin	\$ 1,569	\$ -	\$ 4,588	\$ 120,115	\$ 126,271	\$ 4,884	\$ 17,000	\$ 21,884	\$ 148,155
	Rebate/Services	\$ 644,810	\$ 70,000	\$ 3,191,088	\$ 710,703	\$ 4,616,601	\$ 1,863,455	\$ 203,292	\$ 2,066,747	\$ 6,683,348
	Implementation Services	\$ 50,306	\$ 36,541	\$ 267,873	\$ 83,275	\$ 437,995	\$ 141,728	\$ 17,500	\$ 159,228	\$ 597,224
	Marketing	\$ 29,035	\$ 24,283	\$ 127,280	\$ 20,155	\$ 200,752	\$ 233,949	\$ 4,730	\$ 238,679	\$ 439,431
	EM&V	\$ 112,461	\$ 18,000	\$ 180,602	\$ 78,510	\$ 389,573	\$ 122,095	\$ 13,900	\$ 135,995	\$ 525,568
	Total	\$ 865,130	\$ 170,118	\$ 3,825,671	\$ 1,066,475	\$ 5,927,395	\$ 2,441,908	\$ 278,922	\$ 2,720,830	\$ 8,648,225
Total Residential	Internal Admin	\$ 331,591	\$ 790,134	\$ 1,375,986	\$ 863,318	\$ 3,361,029	\$ 587,322	\$ 428,559	\$ 1,015,881	\$ 4,376,910
	External Admin	\$ 21,063	\$ 208,611	\$ 116,374	\$ 316,261	\$ 662,309	\$ 37,695	\$ 87,125	\$ 124,820	\$ 787,130
	Rebate/Services	\$ 8,651,676	\$ 6,666,304	\$ 81,244,095	\$ 11,550,010	\$ 108,112,086	\$ 15,343,143	\$ 4,707,843	\$ 20,050,986	\$ 128,163,072
	Implementation Services	\$ 618,113	\$ 1,552,224	\$ 6,703,505	\$ 1,000,304	\$ 9,874,147	\$ 1,096,211	\$ 190,500	\$ 1,286,711	\$ 11,160,857
	Marketing	\$ 389,665	\$ 338,382	\$ 3,060,884	\$ 382,078	\$ 4,171,010	\$ 840,964	\$ 177,230	\$ 1,018,194	\$ 5,189,203
	EM&V	\$ 599,800	\$ 473,335	\$ 3,802,986	\$ 489,710	\$ 5,365,832	\$ 942,386	\$ 231,820	\$ 1,174,206	\$ 6,540,038
	Total	\$ 10,611,909	\$ 10,028,991	\$ 96,303,831	\$ 14,601,681	\$ 131,546,412	\$ 18,847,722	\$ 5,823,077	\$ 24,670,799	\$ 156,217,210
Total %	Internal Admin	3.1%	7.9%	1.4%	5.9%	2.6%	3.1%	7.4%	4.1%	2.8%
	External Admin	0.2%	2.1%	0.1%	2.2%	0.5%	0.2%	1.5%	0.5%	0.5%
	Rebate/Services	81.5%	66.5%	84.4%	79.1%	82.2%	81.4%	80.8%	81.3%	82.0%
	Implementation Services	5.8%	15.5%	7.0%	6.9%	7.5%	5.8%	3.3%	5.2%	7.1%
	Marketing	3.7%	3.4%	3.2%	2.6%	3.2%	4.5%	3.0%	4.1%	3.3%
	EM&V	5.7%	4.7%	3.9%	3.4%	4.1%	5.0%	4.0%	4.8%	4.2%
	Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

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

**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	\$ 178,174	\$ 217,700	\$ 697,909	\$ 340,000	\$ 1,433,783	\$ 194,893	\$ 250,000	\$ 444,893	\$ 1,878,676
	External Admin	\$ 11,300	\$ 36,555	\$ 59,026	\$ 115,000	\$ 221,880	\$ 12,468	\$ 17,000	\$ 29,468	\$ 251,349
	Rebate/Services	\$ 4,638,163	\$ 1,534,161	\$ 51,696,705	\$ 6,589,728	\$ 64,458,758	\$ 5,121,239	\$ 2,340,001	\$ 7,461,239	\$ 71,919,997
	Implementation Services	\$ 330,722	\$ 515,641	\$ 3,161,486	\$ 390,000	\$ 4,397,849	\$ 363,216	\$ 145,000	\$ 508,216	\$ 4,906,064
	Marketing	\$ 209,046	\$ 52,349	\$ 1,789,587	\$ 80,000	\$ 2,130,983	\$ 230,665	\$ 53,000	\$ 283,665	\$ 2,414,648
	EM&V	\$ 282,495	\$ 154,987	\$ 2,248,203	\$ 198,000	\$ 2,883,684	\$ 311,710	\$ 70,000	\$ 381,710	\$ 3,265,394
	<b>Total</b>		\$ 5,649,900	\$ 2,511,393	\$ 59,652,916	\$ 7,712,728	\$ 75,526,937	\$ 6,234,190	\$ 2,875,001	\$ 9,109,191
Small Business Energy Solutions	Internal Admin	\$ 151,836	\$ 234,446	\$ 517,096	\$ 300,000	\$ 1,203,378	\$ 177,889	\$ 170,829	\$ 348,718	\$ 1,552,096
	External Admin	\$ 9,614	\$ 36,555	\$ 43,733	\$ 51,000	\$ 140,902	\$ 11,370	\$ 17,300	\$ 28,670	\$ 169,573
	Rebate/Services	\$ 3,945,754	\$ 1,704,019	\$ 37,610,428	\$ 5,025,765	\$ 48,285,966	\$ 4,669,903	\$ 1,441,839	\$ 6,111,742	\$ 54,397,708
	Implementation Services	\$ 281,626	\$ 539,214	\$ 2,275,240	\$ 335,000	\$ 3,431,081	\$ 331,388	\$ 95,600	\$ 426,988	\$ 3,858,069
	Marketing	\$ 177,861	\$ 52,349	\$ 1,303,024	\$ 80,000	\$ 1,613,234	\$ 210,351	\$ 28,000	\$ 238,351	\$ 1,851,585
	EM&V	\$ 240,352	\$ 154,991	\$ 1,684,599	\$ 167,500	\$ 2,247,441	\$ 284,258	\$ 40,750	\$ 325,008	\$ 2,572,449
	<b>Total</b>		\$ 4,807,043	\$ 2,721,575	\$ 43,434,120	\$ 5,959,265	\$ 56,922,002	\$ 5,685,158	\$ 1,794,318	\$ 7,479,476
Municipal	Internal Admin	\$ 16,515	\$ 50,239	\$ 52,311	\$ 59,000	\$ 178,066	\$ -	\$ -	\$ -	\$ 178,066
	External Admin	\$ 1,066	\$ 18,279	\$ 4,424	\$ 1,025	\$ 24,794	\$ -	\$ -	\$ -	\$ 24,794
	Rebate/Services	\$ 437,922	\$ 268,471	\$ 3,721,850	\$ 495,000	\$ 4,923,244	\$ -	\$ -	\$ -	\$ 4,923,244
	Implementation Services	\$ 30,900	\$ 70,719	\$ 222,351	\$ 54,145	\$ 378,115	\$ -	\$ -	\$ -	\$ 378,115
	Marketing	\$ 19,712	\$ 52,349	\$ 129,060	\$ 9,130	\$ 210,252	\$ -	\$ -	\$ -	\$ 210,252
	EM&V	\$ 26,638	\$ 31,525	\$ 172,013	\$ 26,400	\$ 256,576	\$ -	\$ -	\$ -	\$ 256,576
	<b>Total</b>		\$ 532,752	\$ 491,582	\$ 4,302,010	\$ 644,700	\$ 5,971,045	\$ -	\$ -	\$ -
Other*	Internal Admin	\$ 25,105	\$ 25,628	\$ 189,718	\$ 44,225	\$ 284,675	\$ 6,342	\$ 6,000	\$ 12,342	\$ 297,018
	External Admin	\$ 1,270	\$ -	\$ 16,045	\$ 38,620	\$ 55,935	\$ 406	\$ 10,000	\$ 10,406	\$ 66,342
	Rebate/Services	\$ 537,040	\$ 70,000	\$ 14,352,152	\$ 496,430	\$ 15,455,622	\$ 166,917	\$ 30,000	\$ 196,917	\$ 15,652,538
	Implementation Services	\$ 46,405	\$ 51,541	\$ 875,992	\$ 49,839	\$ 1,023,777	\$ 11,828	\$ 20,000	\$ 31,828	\$ 1,055,604
	Marketing	\$ 7,694	\$ 24,283	\$ 484,885	\$ 29,281	\$ 546,143	\$ 7,517	\$ 4,500	\$ 12,017	\$ 558,160
	EM&V	\$ 177,277	\$ 42,000	\$ 585,804	\$ 81,040	\$ 886,120	\$ 10,158	\$ 3,000	\$ 13,158	\$ 899,279
	<b>Total</b>		\$ 794,790	\$ 213,452	\$ 16,504,595	\$ 739,435	\$ 18,252,272	\$ 203,169	\$ 73,500	\$ 276,669

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

**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	\$ 371,630	\$ 528,013	\$ 1,457,034	\$ 743,225	\$ 3,099,902	\$ 379,124	\$ 426,829	\$ 805,953	\$ 3,905,855
	External Admin	\$ 23,250	\$ 91,389	\$ 123,229	\$ 205,645	\$ 443,512	\$ 24,245	\$ 44,300	\$ 68,545	\$ 512,057
	Rebate/Services	\$ 9,558,879	\$ 3,576,651	\$ 107,381,135	\$ 12,606,923	\$ 133,123,589	\$ 9,958,058	\$ 3,811,840	\$ 13,769,898	\$ 146,893,487
	Implementation Services	\$ 689,652	\$ 1,177,116	\$ 6,535,069	\$ 828,984	\$ 9,230,821	\$ 706,431	\$ 260,600	\$ 967,031	\$ 10,197,852
	Marketing	\$ 414,313	\$ 181,331	\$ 3,706,556	\$ 198,411	\$ 4,500,612	\$ 448,533	\$ 85,500	\$ 534,033	\$ 5,034,645
	EM&V	\$ 726,761	\$ 383,502	\$ 4,690,618	\$ 472,940	\$ 6,273,822	\$ 606,126	\$ 113,750	\$ 719,876	\$ 6,993,697
	Total	\$ 11,784,485	\$ 5,938,003	\$ 123,893,641	\$ 15,056,128	\$ 156,672,257	\$ 12,122,517	\$ 4,742,819	\$ 16,865,336	\$ 173,537,593
Total C&I and Municipal %	Internal Admin	3.2%	8.9%	1.2%	4.9%	2.0%	3.1%	9.0%	4.8%	2.3%
	External Admin	0.2%	1.5%	0.1%	1.4%	0.3%	0.2%	0.9%	0.4%	0.3%
	Rebate/Services	81.1%	60.2%	86.7%	83.7%	85.0%	82.1%	80.4%	81.6%	84.6%
	Implementation Services	5.9%	19.8%	5.3%	5.5%	5.9%	5.8%	5.5%	5.7%	5.9%
	Marketing	3.5%	3.1%	3.0%	1.3%	2.9%	3.7%	1.8%	3.2%	2.9%
	EM&V	6.2%	6.5%	3.8%	3.1%	4.0%	5.0%	2.4%	4.3%	4.0%
	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	\$ 703,221	\$ 1,318,147	\$ 2,833,020	\$ 1,606,543	\$ 6,460,931	\$ 966,446	\$ 855,388	\$ 1,821,834	\$ 8,282,765
	External Admin	\$ 44,313	\$ 300,000	\$ 239,603	\$ 521,906	\$ 1,105,821	\$ 61,940	\$ 131,425	\$ 193,365	\$ 1,299,187
	Rebate/Services	\$ 18,210,556	\$ 10,242,955	\$ 188,625,231	\$ 24,156,933	\$ 241,235,675	\$ 25,301,201	\$ 8,519,683	\$ 33,820,885	\$ 275,056,560
	Implementation Services	\$ 1,307,765	\$ 2,729,340	\$ 13,238,574	\$ 1,829,288	\$ 19,104,967	\$ 1,802,642	\$ 451,100	\$ 2,253,742	\$ 21,358,709
	Marketing	\$ 803,978	\$ 519,713	\$ 6,767,441	\$ 580,489	\$ 8,671,621	\$ 1,289,497	\$ 262,730	\$ 1,552,227	\$ 10,223,848
	EM&V	\$ 1,326,561	\$ 856,838	\$ 8,493,604	\$ 962,650	\$ 11,639,653	\$ 1,548,512	\$ 345,570	\$ 1,894,082	\$ 13,533,735
	Total	\$ 22,396,394	\$ 15,966,994	\$ 220,197,472	\$ 29,657,809	\$ 288,218,669	\$ 30,970,239	\$ 10,565,896	\$ 41,536,135	\$ 329,754,801
Grand Total % (Residential, C&I and Municipal)	Internal Admin	3.1%	8.3%	1.3%	5.4%	2.2%	3.1%	8.1%	4.4%	2.5%
	External Admin	0.2%	1.9%	0.1%	1.8%	0.4%	0.2%	1.2%	0.5%	0.4%
	Rebate/Services	81.3%	64.2%	85.7%	81.5%	83.7%	81.7%	80.6%	81.4%	83.4%
	Implementation Services	5.8%	17.1%	6.0%	6.2%	6.6%	5.8%	4.3%	5.4%	6.5%
	Marketing	3.6%	3.3%	3.1%	2.0%	3.0%	4.2%	2.5%	3.7%	3.1%
	EM&V	5.9%	5.4%	3.9%	3.2%	4.0%	5.0%	3.3%	4.6%	4.1%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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

	Liberty		NHEC		Eversource		Unitil		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	373	4,724,775	90	1,262,163	811	22,651,816	134	2,032,225	1,409	30,670,979
B/C Ratio <sup>1</sup> / Planned Budget	1.80	\$1,205,046	1.35	\$924,688	1.61	\$11,552,487	2.61	\$1,379,256	1.70	\$15,061,477
/ Lifetime MMBtu Savings		52,254		41,084		516,848		101,334		711,520
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	183	1,754,392	166	3,317,936	2,655	11,267,285	54	1,582,443	3,058	17,922,057
B/C Ratio <sup>1</sup> / Planned Budget	2.70	\$442,500	3.94	\$754,086	3.12	\$6,543,411	1.68	\$577,575	3.07	\$8,317,572
/ Lifetime MMBtu Savings		40,426		103,005		742,306		28,771		914,508
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	52	1,708,106	69	5,349,443	517	26,394,738	25	614,401	663	34,066,688
B/C Ratio <sup>1</sup> / Planned Budget	3.59	\$322,000	3.71	\$465,800	4.63	\$1,957,884	1.84	\$279,400	4.12	\$3,025,084
/ Lifetime MMBtu Savings		30,616		42,499		227,506		14,085		314,706
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	30,937	12,324,323	50,282	13,081,575	300,575	79,209,429	61,263	18,936,051	443,057	123,551,377
B/C Ratio <sup>1</sup> / Planned Budget	1.65	\$900,000	2.01	\$1,003,082	1.44	\$7,527,670	2.47	\$1,437,483	1.65	\$10,868,234
/ Lifetime MMBtu Savings		1,667		5,939		49,045		45,082		101,734
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	159	46,826,678	46	37,908,626	1,565	541,596,844	286	68,818,673	2,057	695,150,821
B/C Ratio <sup>1</sup> / Planned Budget	2.70	\$1,374,900	4.18	\$801,995	4.11	\$13,557,248	3.41	\$1,795,263	3.93	\$17,529,406
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	249	39,930,743	153	15,100,074	5,113	389,730,819	328	42,989,571	5,844	487,751,207
B/C Ratio <sup>1</sup> / Planned Budget	2.65	\$1,147,440	1.95	\$732,099	3.44	\$11,427,168	2.33	\$1,623,825	3.18	\$14,930,533
/ Lifetime MMBtu Savings		78		0		364		378		820
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	94	5,108,213	30	2,172,038	43	37,868,000	11	6,735,965	177	51,884,216
B/C Ratio <sup>1</sup> / Planned Budget	2.42	\$177,584	1.99	\$163,861	3.57	\$1,430,835	4.81	\$212,700	3.47	\$1,984,980
/ Lifetime MMBtu Savings		1,104		3,170		71,699		2,500		78,473
<b>Educational Programs</b>										
Number of Participants / Planned Budget	0	\$72,760	0	\$94,836	0	\$390,799	0	\$73,000	0	\$631,394
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	10,260	1,586	0	0	1,638	33,770	22,700	1,735	34,598	37,091
/ Planned Budget		\$383,000		\$20,000		\$3,345,279		\$530,056		\$4,278,335
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
<b>Utility Performance Incentive</b>										
Planned Budget		\$331,388		\$272,825		\$3,175,303		\$434,971		\$4,214,486
<b>TOTAL PLANNED BUDGET</b>		<b>\$6,356,618</b>		<b>\$5,238,271</b>		<b>\$60,938,084</b>		<b>\$8,343,529</b>		<b>\$80,876,501</b>

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

**NHSAVES ELECTRIC PROGRAMS**  
**SBC<sup>1</sup> and RGGI Funding Allocation**  
**2021 Budget**

**Program Allocation Summary**

Program	RGGI	SBC <sup>1</sup>	TOTAL
<b>HEA<sup>2</sup></b>			
Liberty	3.47296%	96.52704%	100.00000%
NHEC	3.85016%	96.14984%	100.00000%
Eversource	3.09604%	96.90396%	100.00000%
Unitil	3.89573%	96.10427%	100.00000%
<b>Municipal</b>			
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 <sup>3</sup>	SBC HEA <sup>4</sup>
Liberty	\$ 1,205,046	\$41,851	\$1,163,195
NHEC	\$ 924,688	\$35,602	\$889,086
Eversource	\$ 11,552,487	\$357,669	\$11,194,818
Unitil	\$ 1,379,256	\$53,732	\$1,325,524
Total	\$ 15,061,477	\$488,854	\$14,572,623

Notes:

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

<sup>2</sup> HEA Allocation

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

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

<sup>3</sup> 17.0% of Total RGGI Funds including SB 268 funding less RGGI HEA Performance Incentive

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

**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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	360	4,560,686	87	1,213,567	786	21,950,508	129	1,953,055	1,362	29,677,816
B/C Ratio <sup>1</sup> / Planned Budget	1.80	\$1,163,195	1.35	\$889,086	1.61	\$11,194,818	2.61	\$1,325,524	1.70	\$14,572,623
/ Lifetime MMBtu Savings		50,440		39,502		500,846		97,386		688,174
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	183	1,754,392	166	3,317,936	2,655	11,267,285	54	1,582,443	3,058	17,922,057
B/C Ratio <sup>1</sup> / Planned Budget	2.70	\$442,500	3.94	\$754,086	3.12	\$6,543,411	1.68	\$577,575	3.07	\$8,317,572
/ Lifetime MMBtu Savings		40,426		103,005		742,306		28,771		914,508
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	52	1,708,106	69	5,349,443	517	26,394,738	25	614,401	663	34,066,688
B/C Ratio <sup>1</sup> / Planned Budget	3.59	\$322,000	3.71	\$465,800	4.63	\$1,957,884	1.84	\$279,400	4.12	\$3,025,084
/ Lifetime MMBtu Savings		30,616		42,499		227,506		14,085		314,706
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	30,937	12,324,323	50,282	13,081,575	300,575	79,209,429	61,263	18,936,051	443,057	123,551,377
B/C Ratio <sup>1</sup> / Planned Budget	1.65	\$900,000	2.01	\$1,003,082	1.44	\$7,527,670	2.47	\$1,437,483	1.65	\$10,868,234
/ Lifetime MMBtu Savings		1,667		5,939		49,045		45,082		101,734
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	159	46,826,678	46	37,908,626	1,565	541,596,844	286	68,818,673	2,057	695,150,821
B/C Ratio <sup>1</sup> / Planned Budget	2.70	\$1,374,900	4.18	\$801,995	4.11	\$13,557,248	3.41	\$1,795,263	3.93	\$17,529,406
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	249	39,930,743	153	15,100,074	5,113	389,730,819	328	42,989,571	5,844	487,751,207
B/C Ratio <sup>1</sup> / Planned Budget	2.65	\$1,147,440	1.95	\$732,099	3.44	\$11,427,168	2.33	\$1,623,825	3.18	\$14,930,533
/ Lifetime MMBtu Savings		78		0		364		378		820
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
B/C Ratio <sup>1</sup> / Planned Budget	2.42	\$0	1.99	\$0	3.57	\$0	4.81	\$0	3.47	\$0
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Educational Programs</b>										
Number of Participants / Planned Budget	0	\$72,760	0	\$94,836	0	\$390,799	0	\$73,000	0	\$631,394
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	10,260	1,586	0	0	1,638	33,770	22,700	1,735	34,598	37,091
/ Planned Budget		\$383,000		\$20,000		\$3,345,279		\$530,056		\$4,278,335
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
<b>Utility Performance Incentive</b>										
Planned Budget		\$319,319		\$261,854		\$3,076,935		\$420,317		\$4,078,425
<b>TOTAL PLANNED BUDGET</b>		<b>\$6,125,114</b>		<b>\$5,027,838</b>		<b>\$59,051,212</b>		<b>\$8,062,443</b>		<b>\$78,266,606</b>

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

**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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	13	164,089	3	48,595	25	701,308	5	79,170	47	993,163
B/C Ratio <sup>1</sup> / Planned Budget	1.80	\$41,851	1.35	\$35,602	1.61	\$357,669	2.61	\$53,732	1.70	\$488,854
/ Lifetime MMBtu Savings		1,815		1,582		16,002		3,948		23,346
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	94	5,108,213	30	2,172,038	43	37,868,000	11	6,735,965	177	51,884,216
B/C Ratio <sup>1</sup> / Planned Budget	2.42	\$177,584	1.99	\$163,861	3.57	\$1,430,835	4.81	\$212,700	3.47	\$1,984,980
/ Lifetime MMBtu Savings		1,104		3,170		71,699		2,500		78,473
<b>Educational Programs</b>										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
/ Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
<b>Utility Performance Incentive</b>										
Planned Budget		\$12,069		\$10,970		\$98,368		\$14,654		\$136,061
<b>TOTAL PLANNED BUDGET</b>		<b>\$231,504</b>		<b>\$210,433</b>		<b>\$1,886,872</b>		<b>\$281,086</b>		<b>\$2,609,895</b>

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



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

	Liberty		Unitil		Total	
<b>Home Energy Assistance</b>						
Number of Units / Lifetime MMBtu Savings	393	166,838	78	59,884	471	226,722
B/C Ratio <sup>1</sup> / Planned Budget	1.25	\$1,579,957	1.43	\$494,588	1.29	\$2,074,545
<b>Home Performance w/ENERGY STAR</b>						
Number of Participants / Lifetime MMBtu Savings	801	232,614	47	27,735	848	260,349
B/C Ratio <sup>1</sup> / Planned Budget	1.91	\$1,305,798	1.23	\$233,777	1.81	\$1,539,575
<b>ENERGY STAR Homes</b>						
Number of Homes / Lifetime MMBtu Savings	108	125,742	79	56,333	187	182,075
B/C Ratio <sup>1</sup> / Planned Budget	1.67	\$1,031,420	2.11	\$265,450	1.76	\$1,296,870
<b>ENERGY STAR Products</b>						
Number of Participants / Lifetime MMBtu Savings	2,497	238,350	1,299	96,917	3,796	335,267
B/C Ratio <sup>1</sup> / Planned Budget	2.16	\$1,075,798	2.01	\$466,220	2.12	\$1,542,018
/ Lifetime kWh Savings		0		0		0
<b>Large Business Energy Solutions</b>						
Number of Participants / Lifetime MMBtu Savings	207	883,774	199	289,045	406	1,172,819
B/C Ratio <sup>1</sup> / Planned Budget	4.49	\$1,813,253	3.41	\$790,400	4.17	\$2,603,653
<b>Small Business Energy Solutions</b>						
Number of Participants / Lifetime MMBtu Savings	1,185	448,442	154	118,018	1,339	566,459
B/C Ratio <sup>1</sup> / Planned Budget	2.73	\$1,628,613	2.31	\$454,641	2.64	\$2,083,254
<b>Education</b>						
/ Planned Budget		\$120,774		\$33,300		\$154,074
<b>Company Specific Programs</b>						
Number of Participants / Lifetime MMBtu Savings	52,594	40,536	9,100	6,445	61,694	46,981
/ Planned Budget		\$738,250		\$89,014		\$827,264
<b>Utility Performance Incentive</b>						
Planned Budget		\$511,162		\$155,506		\$666,669
<b>Total Program Expenses</b>		<b>\$9,805,025</b>		<b>\$2,982,896</b>		<b>\$12,787,921</b>

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

	Liberty		NHEC		Eversource		Unitil		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	456	5,805,036	102	1,589,690	1,068	29,822,590	233	2,090,900	1,858	39,308,216
B/C Ratio <sup>1</sup> / Planned Budget	1.92	\$1,473,671	1.51	\$1,065,704	1.80	\$14,490,848	3.19	\$1,920,152	1.94	\$18,950,375
/ Lifetime MMBtu Savings		63,658		49,668		679,965		159,673		952,964
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	250	2,471,933	174	3,476,217	2,655	11,718,114	123	2,451,562	3,202	20,117,826
B/C Ratio <sup>1</sup> / Planned Budget	2.84	\$625,500	4.21	\$787,529	3.04	\$7,217,562	2.59	\$1,039,462	3.08	\$9,670,054
/ Lifetime MMBtu Savings		56,055		107,500		742,403		72,531		978,489
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	63	2,072,264	72	5,616,915	569	29,034,212	30	620,340	733	37,343,732
B/C Ratio <sup>1</sup> / Planned Budget	3.80	\$393,500	3.97	\$488,359	4.88	\$2,182,387	1.63	\$326,700	4.31	\$3,390,947
/ Lifetime MMBtu Savings		37,144		44,624		250,257		13,625		345,649
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	16,609	10,876,357	27,727	25,224,236	161,998	77,192,205	42,016	19,074,207	248,350	132,367,004
B/C Ratio <sup>1</sup> / Planned Budget	2.04	\$684,000	3.03	\$1,041,327	1.75	\$6,507,628	2.96	\$1,412,192	2.09	\$9,645,146
/ Lifetime MMBtu Savings		1,667		5,939		60,725		56,353		124,684
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	247	68,556,137	30	38,757,268	1,686	684,918,025	302	86,292,340	2,265	878,523,771
B/C Ratio <sup>1</sup> / Planned Budget	3.18	\$1,891,000	2.63	\$836,555	3.97	\$18,747,030	2.48	\$2,490,330	3.70	\$23,964,916
/ Lifetime MMBtu Savings		0		0		0		1,239		1,239
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	344	59,889,879	149	26,000,176	4,807	466,845,767	327	46,200,249	5,628	598,936,071
B/C Ratio <sup>1</sup> / Planned Budget	2.97	\$1,573,000	2.62	\$973,173	3.19	\$15,303,156	2.09	\$1,885,559	3.04	\$19,734,888
/ Lifetime MMBtu Savings		117		0		455		1,538		2,110
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	93	5,049,262	30	1,923,321	40	37,026,500	13	5,986,667	176	49,985,750
B/C Ratio <sup>1</sup> / Planned Budget	2.52	\$177,584	1.90	\$163,861	3.73	\$1,433,598	4.81	\$216,000	3.59	\$1,991,043
/ Lifetime MMBtu Savings		1,104		3,170		71,699		5,000		80,973
<b>Educational Programs</b>										
Number of Participants / Planned Budget	0	\$93,100	0	\$107,589	0	\$528,001	0	\$53,600	0	\$782,290
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	10,263	2,015	0	0	2,467	64,110	22,700	2,204	35,430	68,329
/ Planned Budget		\$457,000		\$20,000		\$6,012,699		\$532,188		\$7,021,887
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
<b>Utility Performance Incentive</b>										
Planned Budget		\$405,260		\$301,625		\$3,983,260		\$543,190		\$5,233,335
<b>TOTAL PLANNED BUDGET</b>		<b>\$7,773,615</b>		<b>\$5,790,722</b>		<b>\$76,436,170</b>		<b>\$10,419,374</b>		<b>\$100,419,881</b>

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

**NHSAVES ELECTRIC PROGRAMS**  
**SBC<sup>1</sup> and RGGI Funding Allocation**  
**2022 Budget**

**Program Allocation Summary**

Program	RGGI	SBC <sup>1</sup>	TOTAL
<b>HEA<sup>2</sup></b>			
Liberty	2.72846%	97.27154%	100.00000%
NHEC	3.20961%	96.79039%	100.00000%
Eversource	2.37139%	97.62861%	100.00000%
Unitil	2.68852%	97.31148%	100.00000%
<b>Municipal</b>			
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 <sup>3</sup>	SBC HEA <sup>4</sup>
Liberty	\$ 1,473,671	\$40,209	\$1,433,462
NHEC	\$ 1,065,704	\$34,205	\$1,031,499
Eversource	\$ 14,490,848	\$343,635	\$14,147,213
Unitil	\$ 1,920,152	\$51,624	\$1,868,529
Total	\$ 18,950,375	\$469,672	\$18,480,703

Notes:

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

<sup>2</sup> HEA Allocation

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

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

<sup>3</sup> 17.0% of Total RGGI Funds including SB 268 funding less RGGI HEA Performance Incentive

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

**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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	443	5,646,648	99	1,538,667	1,042	29,115,379	227	2,034,686	1,811	38,335,380
B/C Ratio <sup>1</sup> / Planned Budget	1.92	\$1,433,462	1.51	\$1,031,499	1.80	\$14,147,213	3.19	\$1,868,529	1.94	\$18,480,703
/ Lifetime MMBtu Savings		61,921		48,074		663,840		155,380		929,216
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	250	2,471,933	174	3,476,217	2,655	11,718,114	123	2,451,562	3,202	20,117,826
B/C Ratio <sup>1</sup> / Planned Budget	2.84	\$625,500	4.21	\$787,529	3.04	\$7,217,562	2.59	\$1,039,462	3.08	\$9,670,054
/ Lifetime MMBtu Savings		56,055		107,500		742,403		72,531		978,489
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	63	2,072,264	72	5,616,915	569	29,034,212	30	620,340	733	37,343,732
B/C Ratio <sup>1</sup> / Planned Budget	3.80	\$393,500	3.97	\$488,359	4.88	\$2,182,387	1.63	\$326,700	4.31	\$3,390,947
/ Lifetime MMBtu Savings		37,144		44,624		250,257		13,625		345,649
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	16,609	10,876,357	27,727	25,224,236	161,998	77,192,205	42,016	19,074,207	248,350	132,367,004
B/C Ratio <sup>1</sup> / Planned Budget	2.04	\$684,000	3.03	\$1,041,327	1.75	\$6,507,628	2.96	\$1,412,192	2.09	\$9,645,146
/ Lifetime MMBtu Savings		1,667		5,939		60,725		56,353		124,684
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	247	68,556,137	30	38,757,268	1,686	684,918,025	302	86,292,340	2,265	878,523,771
B/C Ratio <sup>1</sup> / Planned Budget	3.18	\$1,891,000	2.63	\$836,555	3.97	\$18,747,030	2.48	\$2,490,330	3.70	\$23,964,916
/ Lifetime MMBtu Savings		0		0		0		1,239		1,239
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	344	59,889,879	149	26,000,176	4,807	466,845,767	327	46,200,249	5,628	598,936,071
B/C Ratio <sup>1</sup> / Planned Budget	2.97	\$1,573,000	2.62	\$973,173	3.19	\$15,303,156	2.09	\$1,885,559	3.04	\$19,734,888
/ Lifetime MMBtu Savings		117		0		455		1,538		2,110
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
B/C Ratio <sup>1</sup> / Planned Budget	2.52	\$0	1.90	\$0	3.73	\$0	4.81	\$0	3.59	\$0
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Educational Programs</b>										
Number of Participants / Planned Budget	0	\$93,100	0	\$107,589	0	\$528,001	0	\$53,600	0	\$782,290
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	10,263	2,015	0	0	2,467	64,110	22,700	2,204	35,430	68,329
/ Planned Budget		\$457,000		\$20,000		\$6,012,699		\$532,188		\$7,021,887
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
<b>Utility Performance Incentive</b>										
Planned Budget		\$393,281		\$290,732		\$3,885,512		\$528,471		\$5,097,996
<b>TOTAL PLANNED BUDGET</b>		<b>\$7,543,843</b>		<b>\$5,581,763</b>		<b>\$74,561,189</b>		<b>\$10,137,031</b>		<b>\$97,823,827</b>

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

**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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	12	158,388	3	51,023	25	707,210	6	56,214	47	972,836
B/C Ratio <sup>1</sup> / Planned Budget	1.92	\$40,209	1.51	\$34,205	1.80	\$343,635	3.19	\$51,624	1.94	\$469,672
/ Lifetime MMBtu Savings		1,737		1,594		16,125		4,293		23,749
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	93	5,049,262	30	1,923,321	40	37,026,500	13	5,986,667	176	49,985,750
B/C Ratio <sup>1</sup> / Planned Budget	2.52	\$177,584	1.90	\$163,861	3.73	\$1,433,598	4.81	\$216,000	3.59	\$1,991,043
/ Lifetime MMBtu Savings		1,104		3,170		71,699		5,000		80,973
<b>Educational Programs</b>										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
/ Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
<b>Utility Performance Incentive</b>										
Planned Budget		\$11,979		\$10,894		\$97,748		\$14,719		\$135,339
<b>TOTAL PLANNED BUDGET</b>		<b>\$229,771</b>		<b>\$208,959</b>		<b>\$1,874,981</b>		<b>\$282,343</b>		<b>\$2,596,054</b>

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

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

	Liberty		Unitil		Total	
<b>Home Energy Assistance</b>						
Number of Units / Lifetime MMBtu Savings	414	179,803	82	75,068	496	254,871
B/C Ratio <sup>1</sup> / Planned Budget	1.26	\$1,744,154	1.48	\$615,556	1.32	\$2,359,710
<b>Home Performance w/ENERGY STAR</b>						
Number of Participants / Lifetime MMBtu Savings	815	246,311	50	28,997	865	275,308
B/C Ratio <sup>1</sup> / Planned Budget	1.88	\$1,452,163	1.05	\$296,660	1.74	\$1,748,823
<b>ENERGY STAR Homes</b>						
Number of Homes / Lifetime MMBtu Savings	111	128,389	87	64,785	198	193,174
B/C Ratio <sup>1</sup> / Planned Budget	1.60	\$1,139,675	1.79	\$369,650	1.65	\$1,509,325
<b>ENERGY STAR Products</b>						
Number of Participants / Lifetime MMBtu Savings	2,521	241,801	1,429	138,858	3,950	380,659
B/C Ratio <sup>1</sup> / Planned Budget	2.21	\$1,102,163	2.18	\$639,584	2.20	\$1,741,747
/ Lifetime kWh Savings		0		0		0
<b>Large Business Energy Solutions</b>						
Number of Participants / Lifetime MMBtu Savings	222	1,022,572	219	370,758	441	1,393,330
B/C Ratio <sup>1</sup> / Planned Budget	4.72	\$2,063,407	3.84	\$929,690	4.45	\$2,993,097
<b>Small Business Energy Solutions</b>						
Number of Participants / Lifetime MMBtu Savings	1,238	518,211	169	165,148	1,407	683,359
B/C Ratio <sup>1</sup> / Planned Budget	2.78	\$1,878,386	2.50	\$611,406	2.72	\$2,489,792
<b>Education</b>						
/ Planned Budget		\$134,533		\$37,300		\$171,833
<b>Company Specific Programs</b>						
Number of Participants / Lifetime MMBtu Savings	52,594	70,853	9,100	5,852	61,694	76,705
/ Planned Budget		\$745,250		\$74,958		\$820,208
<b>Utility Performance Incentive</b>						
Planned Budget		\$564,285		\$196,614		\$760,899
<b>Total Program Expenses</b>		<b>\$10,824,017</b>		<b>\$3,771,418</b>		<b>\$14,595,435</b>

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

	Liberty		NHEC		Eversource		Unitil		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	538	6,858,083	107	1,669,174	1,239	34,747,248	248	2,025,976	2,131	45,300,481
B/C Ratio <sup>1</sup> / Planned Budget	2.03	\$1,800,562	1.62	\$1,115,728	1.80	\$17,996,356	3.17	\$2,291,941	1.94	\$23,204,587
/ Lifetime MMBtu Savings		77,508		52,152		788,883		178,566		1,097,109
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	335	3,460,804	183	3,642,412	2,655	12,168,943	142	2,855,754	3,315	22,127,912
B/C Ratio <sup>1</sup> / Planned Budget	3.19	\$815,000	4.50	\$822,644	2.96	\$7,948,571	2.80	\$1,178,402	3.08	\$10,764,617
/ Lifetime MMBtu Savings		76,836		112,219		742,499		83,639		1,015,194
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	92	2,846,616	76	5,893,736	626	31,919,991	36	591,340	829	41,251,683
B/C Ratio <sup>1</sup> / Planned Budget	4.50	\$515,500	4.23	\$512,046	5.14	\$2,427,643	1.73	\$380,795	4.59	\$3,835,984
/ Lifetime MMBtu Savings		54,552		46,855		275,229		16,083		392,719
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	5,840	10,575,543	5,173	23,612,030	57,647	85,933,109	19,107	20,008,947	87,767	140,129,629
B/C Ratio <sup>1</sup> / Planned Budget	2.54	\$569,500	3.59	\$877,880	2.19	\$6,125,712	3.80	\$1,311,848	2.59	\$8,884,940
/ Lifetime MMBtu Savings		1,667		5,939		72,404		67,624		147,634
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	320	88,888,525	31	40,691,037	1,859	908,449,172	302	101,663,793	2,513	1,139,692,527
B/C Ratio <sup>1</sup> / Planned Budget	3.54	\$2,384,000	2.81	\$872,844	3.85	\$27,348,637	1.83	\$3,427,135	3.59	\$34,032,616
/ Lifetime MMBtu Savings		0		0		0		1,653		1,653
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	439	78,161,446	157	27,115,068	3,845	531,793,984	327	58,811,484	4,769	695,881,982
B/C Ratio <sup>1</sup> / Planned Budget	3.12	\$2,086,603	2.78	\$1,016,302	3.50	\$16,703,796	2.07	\$2,449,881	3.27	\$22,256,582
/ Lifetime MMBtu Savings		153		0		546		2,294		2,993
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	93	5,031,100	30	1,700,204	39	36,210,245	13	5,726,667	174	48,668,216
B/C Ratio <sup>1</sup> / Planned Budget	2.67	\$177,584	1.86	\$163,861	3.90	\$1,437,577	5.24	\$216,000	3.77	\$1,995,022
/ Lifetime MMBtu Savings		1,104		3,170		71,699		5,000		80,973
<b>Educational Programs</b>										
Number of Participants / Planned Budget	0	\$120,060	0	\$106,146	0	\$712,953	0	\$35,222	0	\$974,381
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	10,266	1,950	0	0	3,695	104,062	22,700	4,007	36,661	110,019
/ Planned Budget		\$534,000		\$20,000		\$9,250,535		\$581,844		\$10,386,379
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
<b>Utility Performance Incentive</b>										
Planned Budget		\$495,154		\$302,910		\$4,947,348		\$653,019		\$6,398,431
<b>TOTAL PLANNED BUDGET</b>		<b>\$9,497,963</b>		<b>\$5,815,361</b>		<b>\$94,929,130</b>		<b>\$12,526,085</b>		<b>\$122,768,539</b>

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

**NHSAVES ELECTRIC PROGRAMS**  
**SBC<sup>1</sup> and RGGI Funding Allocation**  
**2023 Budget**

**Program Allocation Summary**

Program	RGGI	SBC <sup>1</sup>	TOTAL
<b>HEA<sup>2</sup></b>			
Liberty	2.14189%	97.85811%	100.00000%
NHEC	2.94048%	97.05952%	100.00000%
Eversource	1.83147%	98.16853%	100.00000%
Unitil	2.16039%	97.83961%	100.00000%
<b>Municipal</b>			
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 <sup>3</sup>	SBC HEA <sup>4</sup>
Liberty	\$ 1,800,562	\$38,566	\$1,761,996
NHEC	\$ 1,115,728	\$32,808	\$1,082,920
Eversource	\$ 17,996,356	\$329,598	\$17,666,758
Unitil	\$ 2,291,941	\$49,515	\$2,242,426
Total	\$ 23,204,587	\$450,487	\$22,754,100

Notes:

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

<sup>2</sup> HEA Allocation

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

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

<sup>3</sup> 17.0% of Total RGGI Funds including SB 268 funding less RGGI HEA Performance Incentive

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



**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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	526	6,711,190	104	1,620,092	1,216	34,110,862	242	1,982,207	2,088	44,424,352
B/C Ratio <sup>1</sup> / Planned Budget	2.03	\$1,761,996	1.62	\$1,082,920	1.80	\$17,666,758	3.17	\$2,242,426	1.94	\$22,754,100
/ Lifetime MMBtu Savings		75,848		50,618		774,435		174,708		1,075,609
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	335	3,460,804	183	3,642,412	2,655	12,168,943	142	2,855,754	3,315	22,127,912
B/C Ratio <sup>1</sup> / Planned Budget	3.19	\$815,000	4.50	\$822,644	2.96	\$7,948,571	2.80	\$1,178,402	3.08	\$10,764,617
/ Lifetime MMBtu Savings		76,836		112,219		742,499		83,639		1,015,194
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	92	2,846,616	76	5,893,736	626	31,919,991	36	591,340	829	41,251,683
B/C Ratio <sup>1</sup> / Planned Budget	4.50	\$515,500	4.23	\$512,046	5.14	\$2,427,643	1.73	\$380,795	4.59	\$3,835,984
/ Lifetime MMBtu Savings		54,552		46,855		275,229		16,083		392,719
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	5,840	10,575,543	5,173	23,612,030	57,647	85,933,109	19,107	20,008,947	87,767	140,129,629
B/C Ratio <sup>1</sup> / Planned Budget	2.54	\$569,500	3.59	\$877,880	2.19	\$6,125,712	3.80	\$1,311,848	2.59	\$8,884,940
/ Lifetime MMBtu Savings		1,667		5,939		72,404		67,624		147,634
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	320	88,888,525	31	40,691,037	1,859	908,449,172	302	101,663,793	2,513	1,139,692,527
B/C Ratio <sup>1</sup> / Planned Budget	3.54	\$2,384,000	2.81	\$872,844	3.85	\$27,348,637	1.83	\$3,427,135	3.59	\$34,032,616
/ Lifetime MMBtu Savings		0		0		0		1,653		1,653
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	439	78,161,446	157	27,115,068	3,845	531,793,984	327	58,811,484	4,769	695,881,982
B/C Ratio <sup>1</sup> / Planned Budget	3.12	\$2,086,603	2.78	\$1,016,302	3.50	\$16,703,796	2.07	\$2,449,881	3.27	\$22,256,582
/ Lifetime MMBtu Savings		153		0		546		2,294		2,993
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
B/C Ratio <sup>1</sup> / Planned Budget	2.67	\$0	1.86	\$0	3.90	\$0	5.24	\$0	3.77	\$0
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Educational Programs</b>										
Number of Participants / Planned Budget	0	\$120,060	0	\$106,146	0	\$712,953	0	\$35,222	0	\$974,381
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	10,266	1,950	0	0	3,695	104,062	22,700	4,007	36,661	110,019
/ Planned Budget		\$534,000		\$20,000		\$9,250,535		\$581,844		\$10,386,379
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	0	\$0	0	\$5,000	0	\$30,000	0	\$0	0	\$35,000
<b>Utility Performance Incentive</b>										
Planned Budget		\$483,266		\$292,093		\$4,850,153		\$638,415		\$6,263,928
<b>TOTAL PLANNED BUDGET</b>		<b>\$9,269,925</b>		<b>\$5,607,875</b>		<b>\$93,064,760</b>		<b>\$12,245,967</b>		<b>\$120,188,527</b>

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

**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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	12	146,893	3	49,082	23	636,386	5	43,769	43	876,129
B/C Ratio <sup>1</sup> / Planned Budget	2.03	\$38,566	1.62	\$32,808	1.80	\$329,598	3.17	\$49,515	1.94	\$450,487
/ Lifetime MMBtu Savings		1,660		1,534		14,448		3,858		21,500
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	93	5,031,100	30	1,700,204	39	36,210,245	13	5,726,667	174	48,668,216
B/C Ratio <sup>1</sup> / Planned Budget	2.67	\$177,584	1.86	\$163,861	3.90	\$1,437,577	5.24	\$216,000	3.77	\$1,995,022
/ Lifetime MMBtu Savings		1,104		3,170		71,699		5,000		80,973
<b>Educational Programs</b>										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
/ Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
<b>Utility Performance Incentive</b>										
Planned Budget		\$11,888		\$10,817		\$97,195		\$14,603		\$134,503
<b>TOTAL PLANNED BUDGET</b>		<b>\$228,038</b>		<b>\$207,486</b>		<b>\$1,864,369</b>		<b>\$280,118</b>		<b>\$2,580,012</b>

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

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

	Liberty		Unitil		Total	
<b>Home Energy Assistance</b>						
Number of Units / Lifetime MMBtu Savings	445	196,726	84	84,690	529	281,416
B/C Ratio <sup>1</sup> / Planned Budget	1.28	\$1,940,830	1.50	\$704,964	1.34	\$2,645,793
<b>Home Performance w/ENERGY STAR</b>						
Number of Participants / Lifetime MMBtu Savings	833	263,397	52	34,239	885	297,636
B/C Ratio <sup>1</sup> / Planned Budget	1.85	\$1,626,018	1.07	\$352,480	1.71	\$1,978,498
<b>ENERGY STAR Homes</b>						
Number of Homes / Lifetime MMBtu Savings	116	134,681	96	76,531	212	211,212
B/C Ratio <sup>1</sup> / Planned Budget	1.56	\$1,269,775	2.10	\$385,417	1.69	\$1,655,192
<b>ENERGY STAR Products</b>						
Number of Participants / Lifetime MMBtu Savings	2,550	246,626	1,572	152,744	4,122	399,370
B/C Ratio <sup>1</sup> / Planned Budget	2.26	\$1,138,063	2.20	\$719,809	2.23	\$1,857,872
/ Lifetime kWh Savings		0		0		0
<b>Large Business Energy Solutions</b>						
Number of Participants / Lifetime MMBtu Savings	231	1,187,352	241	411,100	472	1,598,452
B/C Ratio <sup>1</sup> / Planned Budget	4.96	\$2,357,530	3.53	\$1,154,911	4.49	\$3,512,441
<b>Small Business Energy Solutions</b>						
Number of Participants / Lifetime MMBtu Savings	1,305	593,670	186	190,543	1,492	784,213
B/C Ratio <sup>1</sup> / Planned Budget	2.81	\$2,178,159	2.52	\$728,272	2.74	\$2,906,431
<b>Education</b>						
/ Planned Budget		\$151,020		\$44,300		\$195,320
<b>Company Specific Programs</b>						
Number of Participants / Lifetime MMBtu Savings	52,594	70,763	9,100	5,850	61,694	76,614
/ Planned Budget		\$755,250		\$73,550		\$828,800
<b>Utility Performance Incentive</b>						
Planned Budget		\$627,915		\$229,004		\$856,919
<b>Total Program Expenses</b>		<b>\$12,044,560</b>		<b>\$4,392,706</b>		<b>\$16,437,266</b>

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

	Liberty		NHEC		Eversource		Unitil		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	1,366	17,387,894	299	4,521,027	3,117	87,221,653	615	6,149,102	5,398	115,279,676
B/C Ratio <sup>1</sup> / Planned Budget	1.93	\$4,479,279	1.50	\$3,106,120	1.75	\$44,039,691	3.03	\$5,591,350	1.88	\$57,216,439
/ Lifetime MMBtu Savings		193,421		142,904		1,985,695		439,573		2,761,592
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	768	7,687,129	523	10,436,565	7,965	35,154,342	319	6,889,759	9,574	60,167,794
B/C Ratio <sup>1</sup> / Planned Budget	2.95	\$1,883,000	4.22	\$2,364,260	3.04	\$21,709,545	2.48	\$2,795,439	3.08	\$28,752,243
/ Lifetime MMBtu Savings		173,318		322,724		2,227,208		184,942		2,908,191
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	206	6,626,986	217	16,860,094	1,711	87,348,941	91	1,826,081	2,225	112,662,103
B/C Ratio <sup>1</sup> / Planned Budget	4.03	\$1,231,000	3.97	\$1,466,205	4.89	\$6,567,915	1.73	\$986,895	4.35	\$10,252,015
/ Lifetime MMBtu Savings		122,312		133,979		752,991		43,793		1,053,074
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	53,386	33,776,222	83,182	61,917,841	520,220	242,334,742	122,386	58,019,205	779,174	396,048,011
B/C Ratio <sup>1</sup> / Planned Budget	2.00	\$2,153,500	2.83	\$2,922,288	1.76	\$20,161,010	3.04	\$4,161,522	2.07	\$29,398,320
/ Lifetime MMBtu Savings		5,002		17,818		182,174		169,059		374,052
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	727	204,271,340	107	117,356,932	5,110	2,134,964,041	890	256,774,806	6,835	2,713,367,118
B/C Ratio <sup>1</sup> / Planned Budget	3.21	\$5,649,900	3.20	\$2,511,393	3.95	\$59,652,916	2.42	\$7,712,728	3.71	\$75,526,937
/ Lifetime MMBtu Savings		0		0		0		2,892		2,892
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	1,032	177,982,067	459	68,215,318	13,766	1,388,370,570	983	148,001,305	16,240	1,782,569,260
B/C Ratio <sup>1</sup> / Planned Budget	2.95	\$4,807,043	2.49	\$2,721,575	3.37	\$43,434,120	2.15	\$5,959,265	3.17	\$56,922,002
/ Lifetime MMBtu Savings		348		0		1,364		4,210		5,922
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	279	15,188,576	90	5,795,564	122	111,104,745	37	18,449,298	528	150,538,183
B/C Ratio <sup>1</sup> / Planned Budget	2.53	\$532,752	1.92	\$491,582	3.73	\$4,302,010	4.95	\$644,700	3.61	\$5,971,045
/ Lifetime MMBtu Savings		3,311		9,511		215,097		12,500		240,419
<b>Educational Programs</b>										
Number of Participants / Planned Budget	0	\$285,920	0	\$308,571	0	\$1,631,753	0	\$161,822	0	\$2,388,066
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	30,789	5,551	0	0	7,801	201,942	68,100	7,946	106,690	215,439
/ Planned Budget		\$1,374,000		\$60,000		\$18,608,513		\$1,644,088		\$21,686,601
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	0	\$0	0	\$15,000	0	\$90,000	0	\$0	0	\$105,000
<b>Utility Performance Incentive</b>										
Planned Budget		\$1,231,802		\$877,360		\$12,105,911		\$1,631,179		\$15,846,252
<b>TOTAL PLANNED BUDGET</b>		<b>\$23,628,195</b>		<b>\$16,844,354</b>		<b>\$232,303,383</b>		<b>\$31,288,988</b>		<b>\$304,064,921</b>

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

**NHSAVES ELECTRIC PROGRAMS**  
**SBC<sup>1</sup> and RGGI Funding Allocation**  
**2021-2023 Budget**

**Program Allocation Summary**

Program	RGGI	SBC <sup>1</sup>	TOTAL
<b>HEA<sup>2</sup></b>			
Liberty	2.69296%	97.30704%	100.00000%
NHEC	3.30363%	96.69637%	100.00000%
Eversource	2.34085%	97.65915%	100.00000%
Unitil	2.76983%	97.23017%	100.00000%
<b>Municipal</b>			
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 <sup>3</sup>	SBC HEA <sup>4</sup>
Liberty	\$ 4,479,279	\$ 120,625	\$4,358,653
NHEC	\$ 3,106,120	\$ 102,615	\$3,003,505
Eversource	\$ 44,039,691	\$ 1,030,902	\$43,008,789
Unitil	\$ 5,591,350	\$ 154,871	\$5,436,479
Total	\$ 57,216,439	\$1,409,013	\$55,807,426

Notes:

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

<sup>2</sup> HEA Allocation

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

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

<sup>3</sup> 17.0% of Total RGGI Funds including SB 268 funding less RGGI HEA Performance Incentive

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

**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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	1,329	16,918,524	289	4,372,327	3,044	85,176,749	598	5,969,948	5,261	112,437,548
B/C Ratio <sup>1</sup> / Planned Budget	1.93	\$4,358,653	1.50	\$3,003,505	1.75	\$43,008,789	3.03	\$5,436,479	1.88	\$55,807,426
/ Lifetime MMBtu Savings		188,209		138,194		1,939,121		427,474		2,692,998
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	768	7,687,129	523	10,436,565	7,965	35,154,342	319	6,889,759	9,574	60,167,794
B/C Ratio <sup>1</sup> / Planned Budget	2.95	\$1,883,000	4.22	\$2,364,260	3.04	\$21,709,545	2.48	\$2,795,439	3.08	\$28,752,243
/ Lifetime MMBtu Savings		173,318		322,724		2,227,208		184,942		2,908,191
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	206	6,626,986	217	16,860,094	1,711	87,348,941	91	1,826,081	2,225	112,662,103
B/C Ratio <sup>1</sup> / Planned Budget	4.03	\$1,231,000	3.97	\$1,466,205	4.89	\$6,567,915	1.73	\$986,895	4.35	\$10,252,015
/ Lifetime MMBtu Savings		122,312		133,979		752,991		43,793		1,053,074
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	53,386	33,776,222	83,182	61,917,841	520,220	242,334,742	122,386	58,019,205	779,174	396,048,011
B/C Ratio <sup>1</sup> / Planned Budget	2.00	\$2,153,500	2.83	\$2,922,288	1.76	\$20,161,010	3.04	\$4,161,522	2.07	\$29,398,320
/ Lifetime MMBtu Savings		5,002		17,818		182,174		169,059		374,052
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	727	204,271,340	107	117,356,932	5,110	2,134,964,041	890	256,774,806	6,835	2,713,367,118
B/C Ratio <sup>1</sup> / Planned Budget	3.21	\$5,649,900	3.20	\$2,511,393	3.95	\$59,652,916	2.42	\$7,712,728	3.71	\$75,526,937
/ Lifetime MMBtu Savings		0		0		0		2,892		2,892
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	1,032	177,982,067	459	68,215,318	13,766	1,388,370,570	983	148,001,305	16,240	1,782,569,260
B/C Ratio <sup>1</sup> / Planned Budget	2.95	\$4,807,043	2.49	\$2,721,575	3.37	\$43,434,120	2.15	\$5,959,265	3.17	\$56,922,002
/ Lifetime MMBtu Savings		348		0		1,364		4,210		5,922
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
B/C Ratio <sup>1</sup> / Planned Budget	2.53	\$0	1.92	\$0	3.73	\$0	4.95	\$0	0.00	\$0
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Educational Programs</b>										
Number of Participants / Planned Budget	0	\$285,920	0	\$308,571	0	\$1,631,753	0	\$161,822	0	\$2,388,066
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	30,789	5,551	0	0	7,801	201,942	68,100	7,946	106,690	215,439
/ Planned Budget		\$1,374,000		\$60,000		\$18,608,513		\$1,644,088		\$21,686,601
/ Lifetime MMBtu Savings		0		0		0		0		0
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	0	\$0	0	\$15,000	0	\$90,000	0	\$0	0	\$105,000
<b>Utility Performance Incentive</b>										
Planned Budget		\$1,195,866		\$844,679		\$11,812,601		\$1,587,203		\$15,440,349
<b>TOTAL PLANNED BUDGET</b>		<b>\$22,938,882</b>		<b>\$16,217,476</b>		<b>\$226,677,161</b>		<b>\$30,445,441</b>		<b>\$296,278,960</b>

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

**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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	37	469,370	10	148,700	73	2,044,904	17	179,153	137	2,842,128
B/C Ratio <sup>1</sup> / Planned Budget	1.93	\$120,625	1.50	\$102,615	1.75	\$1,030,902	3.03	\$154,871	1.88	\$1,409,013
/ Lifetime MMBtu Savings		5,212		4,709		46,575		12,098		68,594
<b>Home Performance w/ENERGY STAR</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>ENERGY STAR Products</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
B/C Ratio <sup>1</sup> / Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Municipal</b>										
Number of Participants / Lifetime kWh Savings	279	15,188,576	90	5,795,564	122	111,104,745	37	18,449,298	528	150,538,183
B/C Ratio <sup>1</sup> / Planned Budget	2.53	\$532,752	1.92	\$491,582	3.73	\$4,302,010	4.95	\$644,700	3.61	\$5,971,045
/ Lifetime MMBtu Savings		3,311		9,511		215,097		12,500		240,419
<b>Educational Programs</b>										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	-	-	-	-	-	-	-	-	-	-
/ Planned Budget	-	-	-	-	-	-	-	-	-	-
/ Lifetime MMBtu Savings	-	-	-	-	-	-	-	-	-	-
<b>Smart Start (Eversource/NHEC)</b>										
Number of Participants / Planned Budget	-	-	-	-	-	-	-	-	-	-
<b>Utility Performance Incentive</b>										
Planned Budget		\$35,936		\$32,681		\$293,310		\$43,976		\$405,903
<b>TOTAL PLANNED BUDGET</b>		<b>\$689,313</b>		<b>\$626,878</b>		<b>\$5,626,222</b>		<b>\$843,547</b>		<b>\$7,785,961</b>

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

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

	Liberty		Unitil		Total	
<b>Home Energy Assistance</b>						
Number of Units / Lifetime MMBtu Savings	1,252	543,368	244	219,641	1,496	763,010
B/C Ratio <sup>1</sup> / Planned Budget	1.27	\$5,264,941	1.47	\$1,815,108	1.32	\$7,080,048
<b>Home Performance w/ENERGY STAR</b>						
Number of Participants / Lifetime MMBtu Savings	2,449	742,322	149	90,971	2,598	833,293
B/C Ratio <sup>1</sup> / Planned Budget	1.88	\$4,383,979	1.11	\$882,917	1.75	\$5,266,896
<b>ENERGY STAR Homes</b>						
Number of Homes / Lifetime MMBtu Savings	335	388,811	261	197,649	596	586,460
B/C Ratio <sup>1</sup> / Planned Budget	1.61	\$3,440,870	1.99	\$1,020,517	1.70	\$4,461,387
<b>ENERGY STAR Products</b>						
Number of Participants / Lifetime MMBtu Savings	7,568	726,777	4,300	388,519	11,868	1,115,296
B/C Ratio <sup>1</sup> / Planned Budget	2.21	\$3,316,024	2.14	\$1,825,613	2.19	\$5,141,637
/ Lifetime kWh Savings		0		0		0
<b>Large Business Energy Solutions</b>						
Number of Participants / Lifetime MMBtu Savings	660	3,093,698	659	1,070,903	1,319	4,164,601
B/C Ratio <sup>1</sup> / Planned Budget	4.74	\$6,234,190	3.60	\$2,875,001	4.38	\$9,109,191
<b>Small Business Energy Solutions</b>						
Number of Participants / Lifetime MMBtu Savings	3,728	1,560,322	510	473,709	4,238	2,034,031
B/C Ratio <sup>1</sup> / Planned Budget	2.78	\$5,685,158	2.46	\$1,794,318	2.70	\$7,479,476
<b>Education</b>						
/ Planned Budget		\$406,327		\$114,900		\$521,227
<b>Company Specific Programs</b>						
Number of Participants / Lifetime MMBtu Savings	157,782	182,152	27,300	18,147	185,082	200,300
/ Planned Budget		\$2,238,750		\$237,522		\$2,476,272
<b>Utility Performance Incentive</b>						
Planned Budget		\$1,703,363		\$581,124		\$2,284,487
<b>Total Program Expenses</b>		<b>\$32,673,602</b>		<b>\$11,147,021</b>		<b>\$43,820,622</b>



**Program Cost-Effectiveness - 2021 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.61	0.21	1.69	18,578.1	2,452.2	19,499.0	11,552.5	-	1,541.8	22,651.8	295.4	247.3	811	24,820.3	516,847.8
A1 - Energy Star Homes	4.63	0.82	4.23	9,066.4	1,614.1	10,787.7	1,957.9	595.0	1,124.7	26,394.7	291.9	13.5	517	9,115.5	227,506.0
A2 - Home Performance with Energy Star	3.12	0.21	2.80	20,431.8	1,372.1	22,823.7	6,543.4	1,595.2	1,097.2	11,267.3	243.6	162.3	2,655	40,320.2	742,306.0
A3 - Energy Star Products	1.44	1.16	2.30	10,833.1	8,732.0	15,338.1	7,527.7	(871.3)	13,903.4	79,209.4	2,729.5	2,041.4	300,575	3,343.0	49,045.3
A5 - Residential Active Demand Response	-	-	-	-	-	-	191.7	-	-	-	-	-	1,530	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	266.3	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	47.8	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	156.5	-	-	-	-	-	-	-	-
A6d - Energy Optimization Pilot	-	-	-	-	-	-	350.8	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.06</b>	<b>0.50</b>	<b>2.29</b>	<b>58,909.4</b>	<b>14,170.4</b>	<b>68,448.6</b>	<b>28,594.6</b>	<b>1,318.9</b>	<b>17,667.1</b>	<b>139,523.3</b>	<b>3,560.4</b>	<b>2,464.5</b>	<b>306,089</b>	<b>77,599.0</b>	<b>1,535,705.0</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	4.11	4.11	2.37	55,662.7	55,662.7	84,310.8	13,557.2	21,978.4	40,684.7	541,596.8	4,322.5	5,233.7	1,565	-	-
C2 - Small Business Energy Solutions	3.44	3.43	3.05	39,257.1	39,250.1	59,803.1	11,427.2	8,148.9	30,036.5	389,730.8	3,387.7	3,772.1	5,113	25.4	363.8
C3 - Municipal Energy Solutions	3.57	2.53	1.53	5,114.5	3,621.1	7,214.7	1,430.8	3,279.5	2,750.0	37,868.0	341.5	297.9	43	3,382.0	71,699.0
C4 - Energy Rewards RFP Program	2.25	2.25	1.09	3,267.5	3,267.5	5,043.5	1,451.4	3,172.5	2,623.0	33,770.1	270.2	265.0	26	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	572.1	-	-	-	-	-	83	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	341.8	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	101.5	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	234.3	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	21.9	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.55</b>	<b>3.49</b>	<b>2.38</b>	<b>103,301.8</b>	<b>101,801.5</b>	<b>156,372.1</b>	<b>29,138.2</b>	<b>36,579.2</b>	<b>76,094.1</b>	<b>1,002,965.8</b>	<b>8,322.0</b>	<b>9,568.7</b>	<b>6,830</b>	<b>3,407.4</b>	<b>72,062.8</b>
C6e - Smart Start	-	-	-	-	-	-	30.0	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.81</b>	<b>2.01</b>	<b>2.35</b>	<b>162,211.3</b>	<b>115,971.9</b>	<b>224,820.7</b>	<b>57,762.8</b>	<b>37,898.2</b>	<b>93,761.3</b>	<b>1,142,489.0</b>	<b>11,882.4</b>	<b>12,033.2</b>	<b>312,919</b>	<b>81,006.5</b>	<b>1,607,767.8</b>

**Notes:**

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

(2) Utility and Customer Costs Expressed in 2021 Dollars.

<b>Annual kWh Savings</b>	93,761,289	79.8%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	1,142,489,031	70.8%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>23,740,650</u>	<u>20.2%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>471,190,257</u>	<u>29.2%</u>	
	<b>117,501,939</b>	100.0%			<b>1,613,679,287</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	1.22%	<b>Spending per Customer</b>	Low-Income	\$	486.09
			Residential	\$	40.74
			C&I	\$	374.35

Present Value Benefits - 2021 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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 18,578	\$ 2,452	\$ 19,499	\$ 295	\$ -	\$ 312	\$ 271	\$ -	\$ 527	\$ 586	\$ 210	\$ 171	\$ 80	\$ 2,452	\$ 12,253	\$ 59	\$ 14,764	\$ 873	\$ 2,941	\$ 3,814	\$ 921
A1 - Energy Star Homes	\$ 9,066	\$ 1,614	\$ 10,788	\$ 8	\$ -	\$ 9	\$ 8	\$ -	\$ 700	\$ 813	\$ 8	\$ 6	\$ 62	\$ 1,614	\$ 7,033	\$ 32	\$ 8,679	\$ 388	\$ 865	\$ 1,252	\$ 857
A2 - Home Performance with Energy Star	\$ 20,432	\$ 1,372	\$ 22,824	\$ 197	\$ -	\$ 206	\$ 178	\$ -	\$ 242	\$ 270	\$ 132	\$ 101	\$ 47	\$ 1,372	\$ 17,877	\$ 6	\$ 19,255	\$ 1,177	\$ 1,925	\$ 3,102	\$ 467
A3 - Energy Star Products	\$ 10,833	\$ 8,732	\$ 15,338	\$ 891	\$ -	\$ 1,102	\$ 955	\$ -	\$ 1,981	\$ 1,771	\$ 892	\$ 657	\$ 483	\$ 8,732	\$ 985	\$ 1,049	\$ 10,766	\$ 67	\$ 972	\$ 1,039	\$ 3,533
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 58,909</b>	<b>\$ 14,170</b>	<b>\$ 68,449</b>	<b>\$ 1,391</b>	<b>\$ -</b>	<b>\$ 1,630</b>	<b>\$ 1,412</b>	<b>\$ -</b>	<b>\$ 3,450</b>	<b>\$ 3,440</b>	<b>\$ 1,242</b>	<b>\$ 935</b>	<b>\$ 672</b>	<b>\$ 14,170</b>	<b>\$ 38,147</b>	<b>\$ 1,147</b>	<b>\$ 53,464</b>	<b>\$ 2,504</b>	<b>\$ 6,702</b>	<b>\$ 9,207</b>	<b>\$ 5,778</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 55,663	\$ 55,663	\$ 84,311	\$ 5,764	\$ -	\$ 6,381	\$ 5,528	\$ -	\$ 16,414	\$ 6,367	\$ 8,891	\$ 3,852	\$ 2,466	\$ 55,663	\$ -	\$ -	\$ 55,663	\$ -	\$ 5,566	\$ 5,566	\$ 23,082
C2 - Small Business Energy Solutions	\$ 39,257	\$ 39,250	\$ 59,803	\$ 3,998	\$ -	\$ 4,444	\$ 3,850	\$ -	\$ 9,903	\$ 4,880	\$ 6,972	\$ 3,432	\$ 1,770	\$ 39,250	\$ 0	\$ 7	\$ 39,257	\$ 0	\$ 3,925	\$ 3,925	\$ 16,621
C3 - Municipal Energy Solutions	\$ 5,115	\$ 3,621	\$ 7,215	\$ 330	\$ -	\$ 364	\$ 316	\$ -	\$ 974	\$ 527	\$ 609	\$ 338	\$ 163	\$ 3,621	\$ 1,364	\$ -	\$ 4,985	\$ 130	\$ 498	\$ 628	\$ 1,602
C4 - Energy Rewards RFP Program	\$ 3,268	\$ 3,268	\$ 5,044	\$ 278	\$ -	\$ 310	\$ 268	\$ -	\$ 1,164	\$ 388	\$ 498	\$ 199	\$ 162	\$ 3,268	\$ -	\$ -	\$ 3,268	\$ -	\$ 327	\$ 327	\$ 1,449
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 103,302</b>	<b>\$ 101,802</b>	<b>\$ 156,372</b>	<b>\$ 10,370</b>	<b>\$ -</b>	<b>\$ 11,499</b>	<b>\$ 9,962</b>	<b>\$ -</b>	<b>\$ 28,456</b>	<b>\$ 12,163</b>	<b>\$ 16,971</b>	<b>\$ 7,821</b>	<b>\$ 4,560</b>	<b>\$ 101,802</b>	<b>\$ 1,364</b>	<b>\$ 7</b>	<b>\$ 103,172</b>	<b>\$ 130</b>	<b>\$ 10,317</b>	<b>\$ 10,447</b>	<b>\$ 42,754</b>
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 162,211</b>	<b>\$ 115,972</b>	<b>\$ 224,821</b>	<b>\$ 11,761</b>	<b>\$ -</b>	<b>\$ 13,129</b>	<b>\$ 11,374</b>	<b>\$ -</b>	<b>\$ 31,906</b>	<b>\$ 15,602</b>	<b>\$ 18,213</b>	<b>\$ 8,756</b>	<b>\$ 5,232</b>	<b>\$ 115,972</b>	<b>\$ 39,511</b>	<b>\$ 1,153</b>	<b>\$ 156,636</b>	<b>\$ 2,635</b>	<b>\$ 17,019</b>	<b>\$ 19,653</b>	<b>\$ 48,532</b>

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	1,142,489,031	856,866,773		-	1.925%	-	\$ 1,111,356	\$ 1,389,195	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	93,761,289	70,320,967		-	0.550%	-	\$ 317,530	\$ 396,913	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	12,033	7,822		-	0.660%	-	\$ 381,036	\$ 476,295	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	11,882	7,724		-	0.440%	-	\$ 254,024	\$ 317,530	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 156,635,538			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1,2</sup>	\$ 57,732,781			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 98,902,757	\$ 74,177,068	\$ -	-	1.925%	-	\$ 1,111,356	\$ 1,389,195	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 3,175,303	\$ 3,969,129	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 162,211,264		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 3,175,303	\$ -	from row 8 above
11 Total Utility Costs	\$ 57,732,781	\$ -	from row 6 above
12 Portfolio GST BCR	2.66	-	row 9 divided by rows 10+11

*Utility Costs Expressed in 2021 Dollars.*

<sup>1</sup> 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.

<sup>2</sup> Net of Smart Start

Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.80	0.24	1.89	25,327.3	3,314.3	26,550.7	14,034.7	-	2,029.6	29,822.6	389.0	325.3	1,068	32,653.6	679,964.9
A1 - Energy Star Homes	4.88	0.86	4.46	10,309.2	1,823.1	12,240.7	2,113.7	633.9	1,237.2	29,034.2	321.1	14.9	569	10,027.1	250,256.6
A2 - Home Performance with Energy Star	3.04	0.21	2.73	21,281.6	1,461.3	23,772.1	6,990.4	1,723.0	1,136.3	11,718.1	247.2	170.2	2,655	40,327.1	742,402.5
A3 - Energy Star Products	1.75	1.36	2.52	11,058.9	8,543.3	15,418.7	6,302.8	(194.3)	8,598.0	77,192.2	1,532.1	1,298.4	161,998	4,127.7	60,724.5
A5 - Residential Active Demand Response	-	-	-	-	-	-	282.2	-	-	-	-	-	2,295	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	261.4	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	85.4	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	207.4	-	-	-	-	-	-	-	-
A6d - Energy Optimization Pilot	-	-	-	-	-	-	423.8	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.21</b>	<b>0.49</b>	<b>2.37</b>	<b>67,976.9</b>	<b>15,142.1</b>	<b>77,982.3</b>	<b>30,701.8</b>	<b>2,162.5</b>	<b>13,001.1</b>	<b>147,767.1</b>	<b>2,489.4</b>	<b>1,808.7</b>	<b>168,584</b>	<b>87,135.5</b>	<b>1,733,348.6</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.97	3.97	2.27	72,055.5	72,055.5	108,749.5	18,156.9	29,795.9	51,651.4	684,918.0	5,250.7	6,616.2	1,686	-	-
C2 - Small Business Energy Solutions	3.19	3.19	2.82	47,301.6	47,292.7	72,131.9	14,821.5	10,776.6	35,810.8	466,845.8	3,747.7	4,259.6	4,807	31.8	454.7
C3 - Municipal Energy Solutions	3.73	2.61	1.58	5,177.2	3,623.6	7,261.3	1,388.5	3,201.8	2,685.5	37,026.5	333.0	290.6	40	3,382.0	71,699.0
C4 - Energy Rewards RFP Program	1.86	1.86	0.86	6,274.2	6,274.2	9,672.8	3,372.7	7,878.6	4,869.4	64,110.2	475.7	456.4	49	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	824.9	-	-	-	-	-	124	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	357.1	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	177.9	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	304.0	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	38.1	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.32</b>	<b>3.28</b>	<b>2.17</b>	<b>130,808.5</b>	<b>129,246.0</b>	<b>197,815.5</b>	<b>39,441.5</b>	<b>51,652.8</b>	<b>95,017.1</b>	<b>1,252,900.5</b>	<b>9,807.1</b>	<b>11,622.9</b>	<b>6,706</b>	<b>3,413.8</b>	<b>72,153.7</b>
C6e - Smart Start	-	-	-	-	-	-	29.1	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.83</b>	<b>2.06</b>	<b>2.22</b>	<b>198,785.4</b>	<b>144,388.1</b>	<b>275,797.8</b>	<b>70,172.3</b>	<b>53,815.4</b>	<b>108,018.2</b>	<b>1,400,667.7</b>	<b>12,296.5</b>	<b>13,431.6</b>	<b>175,290</b>	<b>90,549.3</b>	<b>1,805,502.3</b>

Notes:

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

(2) Utility and Customer Costs Expressed in 2021 Dollars.

<b>Annual kWh Savings</b>	108,018,188	80.3%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	1,400,667,651	72.6%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>26,537,376</u>	<u>19.7%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>529,140,513</u>	<u>27.4%</u>	
	<b>134,555,564</b>	100.0%			<b>1,929,808,164</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	1.41%	<b>Spending per Customer</b>	Low-Income	\$	590.54
			Residential	\$	39.85
			C&I	\$	506.72

Present Value Benefits - 2022 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)	
				CAPACITY						Electric				Non-Electric			Total	Fossil	Other Non-		Total Non-
	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	Resource Benefits	Emissions	Resource Benefits		Resource Benefits
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 25,327	\$ 3,314	\$ 26,551	\$ 408	\$ -	\$ 419	\$ 363	\$ -	\$ 713	\$ 788	\$ 286	\$ 231	\$ 107	\$ 3,314	\$ 16,689	\$ 79	\$ 20,082	\$ 1,245	\$ 4,001	\$ 5,245	\$ 1,223
A1 - Energy Star Homes	\$ 10,309	\$ 1,823	\$ 12,241	\$ 9	\$ -	\$ 10	\$ 9	\$ -	\$ 794	\$ 916	\$ 9	\$ 7	\$ 69	\$ 1,823	\$ 7,989	\$ 36	\$ 9,848	\$ 461	\$ 981	\$ 1,443	\$ 950
A2 - Home Performance with Energy Star	\$ 21,282	\$ 1,461	\$ 23,772	\$ 213	\$ -	\$ 217	\$ 188	\$ -	\$ 257	\$ 283	\$ 142	\$ 110	\$ 51	\$ 1,461	\$ 18,532	\$ 13	\$ 20,006	\$ 1,276	\$ 1,999	\$ 3,275	\$ 491
A3 - Energy Star Products	\$ 11,059	\$ 8,543	\$ 15,419	\$ 945	\$ -	\$ 1,059	\$ 917	\$ -	\$ 1,944	\$ 1,833	\$ 815	\$ 629	\$ 400	\$ 8,543	\$ 1,271	\$ 1,154	\$ 10,969	\$ 90	\$ 981	\$ 1,072	\$ 3,378
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 67,977</b>	<b>\$ 15,142</b>	<b>\$ 77,982</b>	<b>\$ 1,576</b>	<b>\$ -</b>	<b>\$ 1,705</b>	<b>\$ 1,477</b>	<b>\$ -</b>	<b>\$ 3,708</b>	<b>\$ 3,821</b>	<b>\$ 1,252</b>	<b>\$ 977</b>	<b>\$ 626</b>	<b>\$ 15,142</b>	<b>\$ 44,481</b>	<b>\$ 1,282</b>	<b>\$ 60,904</b>	<b>\$ 3,072</b>	<b>\$ 7,963</b>	<b>\$ 11,035</b>	<b>\$ 6,043</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 72,056	\$ 72,056	\$ 108,750	\$ 7,651	\$ -	\$ 8,192	\$ 7,097	\$ -	\$ 21,528	\$ 7,994	\$ 11,580	\$ 4,818	\$ 3,195	\$ 72,056	\$ -	\$ -	\$ 72,056	\$ -	\$ 7,206	\$ 7,206	\$ 29,488
C2 - Small Business Energy Solutions	\$ 47,302	\$ 47,293	\$ 72,132	\$ 4,815	\$ -	\$ 5,167	\$ 4,476	\$ -	\$ 11,769	\$ 5,940	\$ 8,708	\$ 4,270	\$ 2,148	\$ 47,293	\$ 0	\$ 8	\$ 47,301	\$ 1	\$ 4,729	\$ 4,730	\$ 20,101
C3 - Municipal Energy Solutions	\$ 5,177	\$ 3,624	\$ 7,261	\$ 339	\$ -	\$ 362	\$ 314	\$ -	\$ 980	\$ 524	\$ 607	\$ 335	\$ 162	\$ 3,624	\$ 1,413	\$ -	\$ 5,037	\$ 141	\$ 504	\$ 644	\$ 1,580
C4 - Energy Rewards RFP Program	\$ 6,274	\$ 6,274	\$ 9,673	\$ 512	\$ -	\$ 550	\$ 477	\$ -	\$ 2,557	\$ 742	\$ 825	\$ 300	\$ 312	\$ 6,274	\$ -	\$ -	\$ 6,274	\$ -	\$ 627	\$ 627	\$ 2,771
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 130,808</b>	<b>\$ 129,246</b>	<b>\$ 197,815</b>	<b>\$ 13,317</b>	<b>\$ -</b>	<b>\$ 14,272</b>	<b>\$ 12,364</b>	<b>\$ -</b>	<b>\$ 36,834</b>	<b>\$ 15,199</b>	<b>\$ 21,720</b>	<b>\$ 9,723</b>	<b>\$ 5,817</b>	<b>\$ 129,246</b>	<b>\$ 1,413</b>	<b>\$ 8</b>	<b>\$ 130,667</b>	<b>\$ 141</b>	<b>\$ 13,066</b>	<b>\$ 13,207</b>	<b>\$ 53,941</b>
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 198,785</b>	<b>\$ 144,388</b>	<b>\$ 275,798</b>	<b>\$ 14,893</b>	<b>\$ -</b>	<b>\$ 15,977</b>	<b>\$ 13,841</b>	<b>\$ -</b>	<b>\$ 40,542</b>	<b>\$ 19,020</b>	<b>\$ 22,972</b>	<b>\$ 10,700</b>	<b>\$ 6,443</b>	<b>\$ 144,388</b>	<b>\$ 45,894</b>	<b>\$ 1,290</b>	<b>\$ 191,572</b>	<b>\$ 3,213</b>	<b>\$ 21,028</b>	<b>\$ 24,242</b>	<b>\$ 59,985</b>

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	1,400,667,651	1,050,500,738		-	1.925%	-	\$ 1,350,258	\$ 1,687,822	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	108,018,188	81,013,641		-	0.550%	-	\$ 385,788	\$ 482,235	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	13,432	8,731		-	0.660%	-	\$ 462,945	\$ 578,682	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	12,296	7,993		-	0.440%	-	\$ 308,630	\$ 385,788	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 191,571,612			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1,2</sup>	\$ 70,143,254			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 121,428,358	\$ 91,071,268	\$ -	-	1.925%	-	\$ 1,350,258	\$ 1,687,822	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 3,857,879	\$ 4,822,349	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 198,785,384		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 3,857,879	\$ -	from row 8 above
11 Total Utility Costs	\$ 70,143,254	\$ -	from row 6 above
12 <b>Portfolio GST BCR</b>	<b>2.69</b>	-	row 9 divided by rows 10+11

*Utility Costs Expressed in 2021 Dollars.*

<sup>1</sup> 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.

<sup>2</sup> Net of Smart Start

Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021)\$ <sup>2</sup>	Customer Costs (\$000 - 2021)\$ <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.80	0.24	1.89	30,400.0	3,975.1	31,837.9	16,881.2	-	2,363.0	34,747.2	453.9	377.4	1,239	37,884.1	788,882.7
A1 - Energy Star Homes	5.14	0.91	4.69	11,694.8	2,063.1	13,859.0	2,277.2	674.9	1,359.6	31,920.0	353.0	16.2	626	11,026.0	275,228.7
A2 - Home Performance with Energy Star	2.96	0.21	2.65	22,103.6	1,563.3	24,689.4	7,456.1	1,855.9	1,175.4	12,168.9	250.8	178.0	2,655	40,334.0	742,499.1
A3 - Energy Star Products	2.19	1.68	2.75	12,601.1	9,650.4	17,456.7	5,746.1	606.6	6,969.8	85,933.1	1,122.3	1,065.6	57,647	4,912.4	72,403.7
A5 - Residential Active Demand Response	-	-	-	-	-	-	414.6	-	-	-	-	-	3,443	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	256.0	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	129.0	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	274.2	-	-	-	-	-	-	-	-
A6d - Energy Optimization Pilot	-	-	-	-	-	-	343.9	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.27</b>	<b>0.51</b>	<b>2.38</b>	<b>76,799.5</b>	<b>17,251.8</b>	<b>87,843.0</b>	<b>33,778.4</b>	<b>3,137.3</b>	<b>11,867.8</b>	<b>164,769.3</b>	<b>2,180.1</b>	<b>1,637.2</b>	<b>65,608</b>	<b>94,156.5</b>	<b>1,879,014.3</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.85	3.85	2.25	98,665.2	98,665.2	147,995.2	25,654.0	40,187.6	68,363.5	908,449.2	6,584.6	8,775.5	1,859	-	-
C2 - Small Business Energy Solutions	3.50	3.50	2.92	54,780.7	54,769.8	83,361.7	15,668.8	12,910.6	40,612.4	531,794.0	3,974.0	4,625.1	3,845	38.1	545.7
C3 - Municipal Energy Solutions	3.90	2.71	1.64	5,259.9	3,648.8	7,329.7	1,348.5	3,127.4	2,622.9	36,210.2	324.7	283.6	39	3,382.0	71,699.0
C4 - Energy Rewards RFP Program	1.83	1.83	0.83	10,421.9	10,421.9	16,001.9	5,681.1	13,560.1	7,879.9	104,061.9	749.1	716.2	67	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	1,189.6	-	-	-	-	-	186	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	343.3	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	263.7	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	394.6	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	56.1	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.34</b>	<b>3.31</b>	<b>2.12</b>	<b>169,127.7</b>	<b>167,505.6</b>	<b>254,688.4</b>	<b>50,599.7</b>	<b>69,785.7</b>	<b>119,478.6</b>	<b>1,580,515.3</b>	<b>11,632.4</b>	<b>14,400.3</b>	<b>5,995</b>	<b>3,420.2</b>	<b>72,244.7</b>
C6e - Smart Start	-	-	-	-	-	-	28.1	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.91</b>	<b>2.19</b>	<b>2.18</b>	<b>245,927.2</b>	<b>184,757.4</b>	<b>342,531.4</b>	<b>84,406.2</b>	<b>72,923.0</b>	<b>131,346.4</b>	<b>1,745,284.6</b>	<b>13,812.5</b>	<b>16,037.5</b>	<b>71,604</b>	<b>97,576.7</b>	<b>1,951,259.0</b>

Notes:

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

(2) Utility and Customer Costs Expressed in 2021 Dollars.

<b>Annual kWh Savings</b>	131,346,416	82.1%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	1,745,284,559	75.3%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<b>28,596,895</b>	<b>17.9%</b>		<b>Lifetime MMBTU Savings (in kWh)</b>	<b>571,857,572</b>	<b>24.7%</b>	
	<b>159,943,311</b>	<b>100.0%</b>			<b>2,317,142,132</b>	<b>100.0%</b>	

<b>Annual Savings as a % of 2019 Sales</b>	1.71%	<b>Spending per Customer</b>	Low-Income	\$	710.31
			Residential	\$	40.40
			C&I	\$	650.07

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	
<b>Residential Programs</b>																						
B1 - Home Energy Assistance	\$ 30,400	\$ 3,975	\$ 31,838	\$ 499	\$ -	\$ 494	\$ 428	\$ -	\$ 858	\$ 945	\$ 345	\$ 279	\$ 127	\$ 3,975	\$ 19,977	\$ 93	\$ 24,046	\$ 1,564	\$ 4,790	\$ 6,354	\$ 1,438	
A1 - Energy Star Homes	\$ 11,695	\$ 2,063	\$ 13,859	\$ 10	\$ -	\$ 11	\$ 10	\$ -	\$ 902	\$ 1,035	\$ 10	\$ 8	\$ 77	\$ 2,063	\$ 9,046	\$ 36	\$ 11,146	\$ 549	\$ 1,111	\$ 1,660	\$ 1,053	
A2 - Home Performance with Energy Star	\$ 22,104	\$ 1,563	\$ 24,689	\$ 232	\$ -	\$ 229	\$ 198	\$ -	\$ 275	\$ 301	\$ 154	\$ 120	\$ 54	\$ 1,563	\$ 19,138	\$ 20	\$ 20,721	\$ 1,383	\$ 2,070	\$ 3,453	\$ 516	
A3 - Energy Star Products	\$ 12,601	\$ 9,650	\$ 17,457	\$ 1,119	\$ -	\$ 1,162	\$ 1,007	\$ -	\$ 2,213	\$ 2,148	\$ 889	\$ 705	\$ 407	\$ 9,650	\$ 1,572	\$ 1,262	\$ 12,484	\$ 117	\$ 1,122	\$ 1,239	\$ 3,733	
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sub-Total Residential</b>	\$ 76,799	\$ 17,252	\$ 87,843	\$ 1,860	\$ -	\$ 1,897	\$ 1,644	\$ -	\$ 4,248	\$ 4,428	\$ 1,399	\$ 1,112	\$ 664	\$ 17,252	\$ 49,733	\$ 1,411	\$ 68,396	\$ 3,613	\$ 9,094	\$ 12,706	\$ 6,740	
<b>Commercial/Industrial Programs</b>																						
C1 - Large Business Energy Solutions	\$ 98,665	\$ 98,665	\$ 147,995	\$ 10,767	\$ -	\$ 11,089	\$ 9,607	\$ -	\$ 30,355	\$ 10,575	\$ 15,710	\$ 6,234	\$ 4,328	\$ 98,665	\$ -	\$ -	\$ 98,665	\$ -	\$ 9,867	\$ 9,867	\$ 39,463	
C2 - Small Business Energy Solutions	\$ 54,781	\$ 54,770	\$ 83,362	\$ 5,596	\$ -	\$ 5,769	\$ 4,998	\$ -	\$ 13,584	\$ 6,921	\$ 10,336	\$ 5,084	\$ 2,482	\$ 54,770	\$ 0	\$ 10	\$ 54,780	\$ 1	\$ 5,477	\$ 5,478	\$ 23,104	
C3 - Municipal Energy Solutions	\$ 5,260	\$ 3,649	\$ 7,330	\$ 351	\$ -	\$ 360	\$ 312	\$ -	\$ 990	\$ 525	\$ 611	\$ 338	\$ 161	\$ 3,649	\$ 1,459	\$ -	\$ 5,108	\$ 152	\$ 511	\$ 663	\$ 1,559	
C4 - Energy Rewards RFP Program	\$ 10,422	\$ 10,422	\$ 16,002	\$ 850	\$ -	\$ 880	\$ 762	\$ -	\$ 4,436	\$ 1,212	\$ 1,318	\$ 447	\$ 517	\$ 10,422	\$ -	\$ -	\$ 10,422	\$ -	\$ 1,042	\$ 1,042	\$ 4,538	
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sub-Total Commercial &amp; Industrial</b>	\$ 169,128	\$ 167,506	\$ 254,688	\$ 17,564	\$ -	\$ 18,098	\$ 15,679	\$ -	\$ 49,366	\$ 19,233	\$ 27,975	\$ 12,103	\$ 7,489	\$ 167,506	\$ 1,459	\$ 10	\$ 168,975	\$ 153	\$ 16,896	\$ 17,049	\$ 68,664	
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total</b>	\$ 245,927	\$ 184,757	\$ 342,531	\$ 19,424	\$ -	\$ 19,995	\$ 17,322	\$ -	\$ 53,613	\$ 23,661	\$ 29,374	\$ 13,215	\$ 8,153	\$ 184,757	\$ 51,192	\$ 1,422	\$ 237,371	\$ 3,766	\$ 25,990	\$ 29,756	\$ 75,404	



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	1,745,284,559	1,308,963,420		-	1.925%	-	\$ 1,624,278	\$ 2,030,348	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	131,346,416	98,509,812		-	0.550%	-	\$ 464,079	\$ 580,099	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	16,038	10,424		-	0.660%	-	\$ 556,895	\$ 696,119	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	13,812	8,978		-	0.440%	-	\$ 371,264	\$ 464,079	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 237,371,043			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1,2</sup>	\$ 84,378,082			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 152,992,961	\$ 114,744,721	\$ -	-	1.925%	-	\$ 1,624,278	\$ 2,030,348	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 4,640,795	\$ 5,800,993	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 245,927,214		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 4,640,795	\$ -	from row 8 above
11 Total Utility Costs	\$ 84,378,082	\$ -	from row 6 above
12 <b>Portfolio GST BCR</b>	<b>2.76</b>	-	row 9 divided by rows 10+11

*Utility Costs Expressed in 2021 Dollars.*

<sup>1</sup> 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.

<sup>2</sup> Net of Smart Start

**Program Cost-Effectiveness - 2021-2023 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.75	0.23	1.83	74,305.4	9,741.6	77,887.7	42,468.5	-	5,934.4	87,221.7	1,138.2	949.9	3,117	95,358.0	1,985,695.4
A1 - Energy Star Homes	4.89	0.87	4.47	31,070.3	5,500.3	36,887.4	6,348.8	1,903.7	3,721.5	87,348.9	966.0	44.6	1,711	30,168.6	752,991.3
A2 - Home Performance with Energy Star	3.04	0.21	2.72	63,817.1	4,396.7	71,285.2	20,989.8	5,174.1	3,408.9	35,154.3	741.6	510.5	7,965	120,981.3	2,227,207.6
A3 - Energy Star Products	1.76	1.38	2.52	34,493.0	26,925.7	48,213.5	19,576.6	(459.0)	29,471.2	242,334.7	5,383.9	4,405.4	520,220	12,383.0	182,173.6
A5 - Residential Active Demand Response	-	-	-	-	-	-	888.5	-	-	-	-	-	7,268	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	783.7	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	262.2	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	638.1	-	-	-	-	-	-	-	-
A6d - Energy Optimization Pilot	-	-	-	-	-	-	1,118.5	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.19</b>	<b>0.50</b>	<b>2.35</b>	<b>203,685.8</b>	<b>46,564.2</b>	<b>234,273.8</b>	<b>93,074.8</b>	<b>6,618.8</b>	<b>42,536.1</b>	<b>452,059.7</b>	<b>8,229.8</b>	<b>5,910.4</b>	<b>540,281</b>	<b>258,891.0</b>	<b>5,148,067.9</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.95	3.95	2.28	226,383.5	226,383.5	341,055.5	57,368.2	91,962.0	160,699.5	2,134,964.0	16,157.8	20,625.4	5,110	-	-
C2 - Small Business Energy Solutions	3.37	3.37	2.92	141,339.3	141,312.6	215,296.6	41,917.4	31,836.1	106,459.6	1,388,370.6	11,109.5	12,656.8	13,766	95.3	1,364.2
C3 - Municipal Energy Solutions	3.73	2.61	1.58	15,551.7	10,893.5	21,805.7	4,167.8	9,608.6	8,058.4	111,104.7	999.2	872.1	122	10,146.1	215,097.0
C4 - Energy Rewards RFP Program	1.90	1.90	0.87	19,963.5	19,963.5	30,718.3	10,505.1	24,611.1	15,372.3	201,942.2	1,495.0	1,437.6	141	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	2,586.6	-	-	-	-	-	392	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	1,042.1	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	543.2	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	932.9	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	116.1	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.38</b>	<b>3.34</b>	<b>2.20</b>	<b>403,238.0</b>	<b>398,553.1</b>	<b>608,876.0</b>	<b>119,179.4</b>	<b>158,017.8</b>	<b>290,589.8</b>	<b>3,836,381.6</b>	<b>29,761.5</b>	<b>35,591.9</b>	<b>19,531</b>	<b>10,241.4</b>	<b>216,461.2</b>
C6e - Smart Start	-	-	-	-	-	-	87.2	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.86</b>	<b>2.10</b>	<b>2.24</b>	<b>606,923.9</b>	<b>445,117.4</b>	<b>843,149.8</b>	<b>212,341.3</b>	<b>164,636.6</b>	<b>333,125.9</b>	<b>4,288,441.2</b>	<b>37,991.3</b>	<b>41,502.3</b>	<b>559,812</b>	<b>269,132.4</b>	<b>5,364,529.1</b>

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

<b>Annual kWh Savings</b>	333,125,893	80.9%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	4,288,441,241	73.2%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>78,874,921</u>	19.1%		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>1,572,188,342</u>	26.8%	
	<b>412,000,814</b>	100.0%			<b>5,860,629,583</b>	100.0%	
<b>Cumulative Savings as a % of 2019 Sales</b>	4.33%		<b>Spending per Customer</b>	Low-Income	\$ 1,786.94		
				Residential	\$ 120.98		
				C&I	\$ 1,531.14		

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	ENERGY				Electric DRIPE	Total Electric Benefit	Other Fuels	Water Benefit	Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits	
									Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak									
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 74,305	\$ 9,742	\$ 77,888	\$ 1,202	\$ -	\$ 1,225	\$ 1,062	\$ -	\$ 2,098	\$ 2,319	\$ 841	\$ 681	\$ 313	\$ 9,742	\$ 48,919	\$ 231	\$ 58,891	\$ 3,682	\$ 11,732	\$ 15,414	\$ 3,582
A1 - Energy Star Homes	\$ 31,070	\$ 5,500	\$ 36,887	\$ 27	\$ -	\$ 31	\$ 27	\$ -	\$ 2,395	\$ 2,764	\$ 27	\$ 21	\$ 208	\$ 5,500	\$ 24,068	\$ 104	\$ 29,673	\$ 1,398	\$ 2,957	\$ 4,355	\$ 2,860
A2 - Home Performance with Energy Star	\$ 63,817	\$ 4,397	\$ 71,285	\$ 642	\$ -	\$ 652	\$ 565	\$ -	\$ 774	\$ 854	\$ 428	\$ 330	\$ 152	\$ 4,397	\$ 55,546	\$ 39	\$ 59,982	\$ 3,835	\$ 5,994	\$ 9,830	\$ 1,474
A3 - Energy Star Products	\$ 34,493	\$ 26,926	\$ 48,213	\$ 2,956	\$ -	\$ 3,324	\$ 2,879	\$ -	\$ 6,139	\$ 5,752	\$ 2,595	\$ 1,991	\$ 1,290	\$ 26,926	\$ 3,827	\$ 3,466	\$ 34,219	\$ 274	\$ 3,075	\$ 3,349	\$ 10,645
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	\$ 203,686	\$ 46,564	\$ 234,274	\$ 4,827	\$ -	\$ 5,232	\$ 4,533	\$ -	\$ 11,406	\$ 11,689	\$ 3,892	\$ 3,024	\$ 1,962	\$ 46,564	\$ 132,361	\$ 3,840	\$ 182,765	\$ 9,189	\$ 23,759	\$ 32,948	\$ 18,562
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 226,384	\$ 226,384	\$ 341,055	\$ 24,182	\$ -	\$ 25,662	\$ 22,232	\$ -	\$ 68,297	\$ 24,936	\$ 36,181	\$ 14,904	\$ 9,989	\$ 226,384	\$ -	\$ -	\$ 226,384	\$ -	\$ 22,638	\$ 22,638	\$ 92,034
C2 - Small Business Energy Solutions	\$ 141,339	\$ 141,313	\$ 215,297	\$ 14,409	\$ -	\$ 15,380	\$ 13,324	\$ -	\$ 35,256	\$ 17,741	\$ 26,016	\$ 12,786	\$ 6,400	\$ 141,313	\$ 0	\$ 25	\$ 141,338	\$ 2	\$ 14,131	\$ 14,133	\$ 59,826
C3 - Municipal Energy Solutions	\$ 15,552	\$ 10,893	\$ 21,806	\$ 1,020	\$ -	\$ 1,087	\$ 942	\$ -	\$ 2,945	\$ 1,576	\$ 1,827	\$ 1,011	\$ 486	\$ 10,893	\$ 4,235	\$ -	\$ 15,129	\$ 423	\$ 1,513	\$ 1,936	\$ 4,741
C4 - Energy Rewards RFP Program	\$ 19,964	\$ 19,964	\$ 30,718	\$ 1,640	\$ -	\$ 1,740	\$ 1,507	\$ -	\$ 8,157	\$ 2,342	\$ 2,641	\$ 946	\$ 991	\$ 19,964	\$ -	\$ -	\$ 19,964	\$ -	\$ 1,996	\$ 1,996	\$ 8,758
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	\$ 403,238	\$ 398,553	\$ 608,876	\$ 41,251	\$ -	\$ 43,869	\$ 38,004	\$ -	\$ 114,655	\$ 46,595	\$ 66,666	\$ 29,647	\$ 17,866	\$ 398,553	\$ 4,235	\$ 25	\$ 402,814	\$ 425	\$ 40,279	\$ 40,703	\$ 165,359
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	\$ 606,924	\$ 445,117	\$ 843,150	\$ 46,077	\$ -	\$ 49,101	\$ 42,537	\$ -	\$ 126,061	\$ 58,283	\$ 70,558	\$ 32,671	\$ 19,828	\$ 445,117	\$ 136,596	\$ 3,865	\$ 585,578	\$ 9,614	\$ 64,037	\$ 73,651	\$ 183,921

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	4,288,441,241	3,216,330,931		-	1.925%	-	\$ 4,085,892	\$ 5,107,365	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	333,125,893	249,844,420		-	0.550%	-	\$ 1,167,398	\$ 1,459,247	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	41,502	26,977		-	0.660%	-	\$ 1,400,877	\$ 1,751,096	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	37,991	24,694		-	0.440%	-	\$ 933,918	\$ 1,167,398	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 585,578,192			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1,2</sup>	\$ 212,254,117			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 373,324,075	\$ 279,993,056	\$ -	-	1.925%	-	\$ 4,085,892	\$ 5,107,365	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 11,673,976	\$ 14,592,471	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 606,923,862		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 11,673,976	\$ -	from row 8 above
11 Total Utility Costs	\$ 212,254,117	\$ -	from row 6 above
12 Portfolio GST BCR	2.71	-	row 9 divided by rows 10+11

*Utility Costs Expressed in 2021 Dollars.*

<sup>1</sup> 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.

<sup>2</sup> Net of Smart Start

Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.80	0.33	1.96	2,169.3	395.8	2,356.3	1,205.0	0.0	281.5	4,724.8	33.2	22.4	373	2,784.9	52,254.4
A1 - Energy Star Homes	3.59	0.46	3.48	1,156.2	147.1	1,334.6	322.0	61.6	173.0	1,708.1	40.1	18.4	52	1,230.6	30,616.3
A2 - Home Performance with Energy Star	2.70	0.35	2.63	1,193.5	154.9	1,376.8	442.5	81.8	119.9	1,754.4	13.3	12.1	183	2,554.2	40,425.7
A3 - Energy Star Products	1.65	1.49	2.50	1,484.4	1,338.6	2,168.5	900.0	(33.5)	1,811.5	12,324.3	364.2	255.9	30,937	119.1	1,667.3
A4 - Home Energy Reports	1.22	1.22	1.87	177.6	177.6	270.6	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	-	-	-	-	-	-	39.8	-	-	-	-	-	-	-	-
A6d - Res Energy Optimization	-	-	-	-	-	-	45.0	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>1.97</b>	<b>0.71</b>	<b>2.31</b>	<b>6,181.0</b>	<b>2,213.9</b>	<b>7,506.9</b>	<b>3,137.2</b>	<b>110.0</b>	<b>2,783.8</b>	<b>22,097.6</b>	<b>536.7</b>	<b>364.3</b>	<b>41,800</b>	<b>6,688.8</b>	<b>124,963.7</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	2.70	2.70	2.39	3,713.6	3,713.6	6,060.2	1,374.9	1,165.0	3,313.9	46,826.7	183.5	169.0	159	-	-
C2 - Small Business Energy Solutions	2.65	2.64	2.54	3,035.9	3,034.9	5,037.0	1,147.4	837.3	2,957.5	39,930.7	234.7	98.6	249	7.8	78.0
C3 - Municipal Energy Solutions	2.42	2.21	1.61	429.2	393.1	652.8	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	-	-	-	-	-	-	33.0	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.49</b>	<b>2.47</b>	<b>2.30</b>	<b>7,178.7</b>	<b>7,141.6</b>	<b>11,750.0</b>	<b>2,888.0</b>	<b>2,229.2</b>	<b>6,657.9</b>	<b>91,865.6</b>	<b>463.6</b>	<b>298.7</b>	<b>506</b>	<b>63.4</b>	<b>1,181.7</b>
<b>Total</b>	<b>2.22</b>	<b>1.55</b>	<b>2.30</b>	<b>13,359.7</b>	<b>9,355.5</b>	<b>19,256.9</b>	<b>6,025.2</b>	<b>2,339.2</b>	<b>9,441.7</b>	<b>113,963.2</b>	<b>1,000.4</b>	<b>662.9</b>	<b>42,306</b>	<b>6,752.2</b>	<b>126,145.4</b>

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

	<b>Annual kWh Savings</b>	9,441,699	82.7%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	113,963,230	75.5%	<b>kWh &gt; 55%</b>
	<b>Annual MMBTU Savings (in kWh)</b>	<u>1,978,873</u>	<u>17.3%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>36,969,568</u>	<u>24.5%</u>	
		<b>11,420,572</b>	100.0%			<b>150,932,798</b>	100.0%	
<b>Annual Savings as a % of 2019 Sales</b>	1.05%							
		<b>Spending per Customer</b>		Low-Income	\$	980.51		
				Residential	\$	50.27		
				C&I	\$	346.37		

Present Value Benefits - 2021 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				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							
<b>Residential Programs</b>																							
B1 - Home Energy Assistance	\$ 2,169	\$ 396	\$ 2,356	\$ 22	\$ -	\$ 25	\$ 21	\$ -	\$ 121	\$ 134	\$ 30	\$ 27	\$ 16	\$ 396	\$ 1,330	\$ 11	\$ 1,738	\$ 86	\$ 345	\$ 432	\$ 187		
A1 - Energy Star Homes	\$ 1,156	\$ 147	\$ 1,335	\$ 7	\$ -	\$ 9	\$ 8	\$ -	\$ 50	\$ 52	\$ 8	\$ 6	\$ 7	\$ 147	\$ 945	\$ 12	\$ 1,104	\$ 52	\$ 109	\$ 161	\$ 69		
A2 - Home Performance with Energy Star	\$ 1,194	\$ 155	\$ 1,377	\$ 12	\$ -	\$ 13	\$ 11	\$ -	\$ 27	\$ 27	\$ 33	\$ 25	\$ 6	\$ 155	\$ 979	\$ 0	\$ 1,134	\$ 60	\$ 113	\$ 173	\$ 70		
A3 - Energy Star Products	\$ 1,484	\$ 1,339	\$ 2,169	\$ 137	\$ -	\$ 164	\$ 142	\$ -	\$ 303	\$ 280	\$ 134	\$ 106	\$ 73	\$ 1,339	\$ 30	\$ 113	\$ 1,482	\$ 2	\$ 137	\$ 139	\$ 547		
A4 - Home Energy Reports	\$ 178	\$ 178	\$ 271	\$ 14	\$ -	\$ 21	\$ 18	\$ -	\$ 43	\$ 35	\$ 19	\$ 13	\$ 14	\$ 178	\$ -	\$ -	\$ 178	\$ -	\$ 18	\$ 18	\$ 75		
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
A6d - Res Energy Optimization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Sub-Total Residential	\$ 6,181	\$ 2,214	\$ 7,507	\$ 193	\$ -	\$ 232	\$ 201	\$ -	\$ 545	\$ 528	\$ 224	\$ 176	\$ 116	\$ 2,214	\$ 3,284	\$ 138	\$ 5,635	\$ 201	\$ 722	\$ 923	\$ 949		
<b>Commercial/Industrial Programs</b>																							
C1 - Large Business Energy Solutions	\$ 3,714	\$ 3,714	\$ 6,060	\$ 178	\$ -	\$ 199	\$ 172	\$ -	\$ 984	\$ 625	\$ 875	\$ 488	\$ 193	\$ 3,714	\$ -	\$ -	\$ 3,714	\$ -	\$ 371	\$ 371	\$ 1,975		
C2 - Small Business Energy Solutions	\$ 3,036	\$ 3,035	\$ 5,037	\$ 114	\$ -	\$ 125	\$ 109	\$ -	\$ 751	\$ 613	\$ 675	\$ 480	\$ 169	\$ 3,035	\$ 0	\$ 1	\$ 3,036	\$ 0	\$ 303	\$ 304	\$ 1,698		
C3 - Municipal Energy Solutions	\$ 429	\$ 393	\$ 653	\$ 34	\$ -	\$ 38	\$ 33	\$ -	\$ 82	\$ 65	\$ 73	\$ 49	\$ 19	\$ 393	\$ 34	\$ -	\$ 428	\$ 2	\$ 43	\$ 44	\$ 181		
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
C5c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Sub-Total Commercial & Industrial	\$ 7,179	\$ 7,142	\$ 11,750	\$ 327	\$ -	\$ 362	\$ 313	\$ -	\$ 1,817	\$ 1,303	\$ 1,623	\$ 1,017	\$ 381	\$ 7,142	\$ 34	\$ 1	\$ 7,177	\$ 2	\$ 718	\$ 719	\$ 3,854		
<b>Total</b>	\$ 13,360	\$ 9,356	\$ 19,257	\$ 519	\$ -	\$ 594	\$ 515	\$ -	\$ 2,361	\$ 1,830	\$ 1,847	\$ 1,193	\$ 496	\$ 9,356	\$ 3,318	\$ 139	\$ 12,812	\$ 202	\$ 1,440	\$ 1,642	\$ 4,802		

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	113,963,230	85,472,422		-	1.925%	-	\$ 115,986	\$ 144,982	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	9,441,699	7,081,274		-	0.550%	-	\$ 33,139	\$ 41,423	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	663	431		-	0.660%	-	\$ 39,767	\$ 49,708	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	1,000	650		-	0.440%	-	\$ 26,511	\$ 33,139	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 12,812,178			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1</sup>	\$ 6,025,230			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 6,786,948	\$ 5,090,211	\$ -	-	1.925%	-	\$ 115,986	\$ 144,982	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 331,388	\$ 414,235	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 13,359,661		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 331,388	\$ -	from row 8 above
11 Total Utility Costs	\$ 6,025,230	\$ -	from row 6 above
12 Portfolio GST BCR	2.10	-	row 9 divided by rows 10+11

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.

Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.92	0.35	2.08	2,743.4	498.7	2,975.2	1,427.3	0.0	345.9	5,805.0	40.8	27.5	456	3,389.7	63,658.0
A1 - Energy Star Homes	3.80	0.48	3.69	1,450.1	183.0	1,671.6	381.1	72.4	209.8	2,072.3	48.7	22.4	63	1,493.0	37,143.5
A2 - Home Performance with Energy Star	2.84	0.37	2.76	1,719.1	224.6	1,981.3	605.8	112.4	166.9	2,471.9	18.2	16.7	250	3,513.8	56,055.4
A3 - Energy Star Products	2.04	1.82	2.86	1,354.5	1,205.4	1,958.8	662.5	21.4	1,192.5	10,876.4	234.7	170.3	16,609	119.1	1,667.2
A4 - Home Energy Reports	1.53	1.53	2.33	229.4	229.4	349.4	150.1	-	576.0	2,015.0	124.3	80.2	10,256	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	38.7	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	45.4	-	-	-	-	-	-	-	-
A6d - Res Energy Optimization	-	-	-	-	-	-	43.6	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.23</b>	<b>0.70</b>	<b>2.51</b>	<b>7,496.5</b>	<b>2,341.0</b>	<b>8,936.3</b>	<b>3,354.5</b>	<b>206.2</b>	<b>2,491.1</b>	<b>23,240.6</b>	<b>466.7</b>	<b>317.1</b>	<b>27,633</b>	<b>8,515.6</b>	<b>158,524.2</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.18	3.18	2.54	5,830.2	5,830.2	9,337.1	1,831.5	1,848.8	4,900.4	68,556.1	308.4	325.4	247	-	-
C2 - Small Business Energy Solutions	2.97	2.97	2.70	4,522.0	4,520.6	7,545.7	1,523.5	1,268.8	4,448.9	59,889.9	319.7	110.4	344	11.7	117.0
C3 - Municipal Energy Solutions	2.52	2.30	1.69	433.3	395.9	656.4	172.0	216.9	382.0	5,049.3	44.8	30.3	93	55.6	1,103.7
C5 - C&I Active Demand Response	-	-	-	-	-	-	158.8	-	-	-	-	-	7	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	51.3	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	44.7	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.85</b>	<b>2.84</b>	<b>2.46</b>	<b>10,785.5</b>	<b>10,746.6</b>	<b>17,539.3</b>	<b>3,781.9</b>	<b>3,334.5</b>	<b>9,731.4</b>	<b>133,495.3</b>	<b>672.9</b>	<b>466.1</b>	<b>692</b>	<b>67.3</b>	<b>1,220.7</b>
<b>Total</b>	<b>2.56</b>	<b>1.83</b>	<b>2.48</b>	<b>18,282.1</b>	<b>13,087.7</b>	<b>26,475.7</b>	<b>7,136.4</b>	<b>3,540.7</b>	<b>12,222.4</b>	<b>156,735.9</b>	<b>1,139.7</b>	<b>783.2</b>	<b>28,325</b>	<b>8,582.9</b>	<b>159,744.9</b>

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

<b>Annual kWh Savings</b>	12,222,420	82.9%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	156,735,869	77.0%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	2,515,398	17.1%		<b>Lifetime MMBTU Savings (in kWh)</b>	46,816,597	23.0%	
	<b>14,737,818</b>	100.0%			<b>203,552,465</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	1.36%	<b>Spending per Customer</b>	Low-Income	\$	1,161.34
			Residential	\$	50.14
			C&I	\$	453.57



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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 2,743	\$ 499	\$ 2,975	\$ 29	\$ -	\$ 31	\$ 27	\$ -	\$ 153	\$ 168	\$ 38	\$ 33	\$ 20	\$ 499	\$ 1,680	\$ 14	\$ 2,193	\$ 114	\$ 436	\$ 550	\$ 232
A1 - Energy Star Homes	\$ 1,450	\$ 183	\$ 1,672	\$ 9	\$ -	\$ 11	\$ 10	\$ -	\$ 63	\$ 65	\$ 10	\$ 7	\$ 8	\$ 183	\$ 1,183	\$ 15	\$ 1,382	\$ 68	\$ 137	\$ 205	\$ 85
A2 - Home Performance with Energy Star	\$ 1,719	\$ 225	\$ 1,981	\$ 18	\$ -	\$ 19	\$ 16	\$ -	\$ 40	\$ 39	\$ 49	\$ 37	\$ 9	\$ 225	\$ 1,404	\$ 1	\$ 1,629	\$ 90	\$ 163	\$ 253	\$ 99
A3 - Energy Star Products	\$ 1,355	\$ 1,205	\$ 1,959	\$ 133	\$ -	\$ 148	\$ 128	\$ -	\$ 269	\$ 256	\$ 116	\$ 95	\$ 60	\$ 1,205	\$ 31	\$ 115	\$ 1,352	\$ 2	\$ 124	\$ 126	\$ 481
A4 - Home Energy Reports	\$ 229	\$ 229	\$ 349	\$ 19	\$ -	\$ 28	\$ 24	\$ -	\$ 56	\$ 45	\$ 24	\$ 16	\$ 18	\$ 229	\$ -	\$ -	\$ 229	\$ -	\$ 23	\$ 23	\$ 97
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6d - Res Energy Optimization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 7,497</b>	<b>\$ 2,341</b>	<b>\$ 8,936</b>	<b>\$ 208</b>	<b>\$ -</b>	<b>\$ 236</b>	<b>\$ 205</b>	<b>\$ -</b>	<b>\$ 580</b>	<b>\$ 572</b>	<b>\$ 236</b>	<b>\$ 189</b>	<b>\$ 115</b>	<b>\$ 2,341</b>	<b>\$ 4,299</b>	<b>\$ 146</b>	<b>\$ 6,786</b>	<b>\$ 275</b>	<b>\$ 882</b>	<b>\$ 1,157</b>	<b>\$ 994</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 5,830	\$ 5,830	\$ 9,337	\$ 361	\$ -	\$ 390	\$ 338	\$ -	\$ 1,485	\$ 915	\$ 1,330	\$ 721	\$ 291	\$ 5,830	\$ -	\$ -	\$ 5,830	\$ -	\$ 583	\$ 583	\$ 2,924
C2 - Small Business Energy Solutions	\$ 4,522	\$ 4,521	\$ 7,546	\$ 135	\$ -	\$ 143	\$ 124	\$ -	\$ 1,176	\$ 922	\$ 1,044	\$ 717	\$ 259	\$ 4,521	\$ 0	\$ 1	\$ 4,522	\$ 0	\$ 452	\$ 452	\$ 2,572
C3 - Municipal Energy Solutions	\$ 433	\$ 396	\$ 656	\$ 35	\$ -	\$ 38	\$ 33	\$ -	\$ 83	\$ 66	\$ 74	\$ 50	\$ 19	\$ 396	\$ 36	\$ -	\$ 432	\$ 2	\$ 43	\$ 45	\$ 180
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 10,786</b>	<b>\$ 10,747</b>	<b>\$ 17,539</b>	<b>\$ 531</b>	<b>\$ -</b>	<b>\$ 570</b>	<b>\$ 494</b>	<b>\$ -</b>	<b>\$ 2,744</b>	<b>\$ 1,903</b>	<b>\$ 2,448</b>	<b>\$ 1,487</b>	<b>\$ 569</b>	<b>\$ 10,747</b>	<b>\$ 36</b>	<b>\$ 1</b>	<b>\$ 10,784</b>	<b>\$ 2</b>	<b>\$ 1,078</b>	<b>\$ 1,080</b>	<b>\$ 5,676</b>
<b>Total</b>	<b>\$ 18,282</b>	<b>\$ 13,088</b>	<b>\$ 26,476</b>	<b>\$ 740</b>	<b>\$ -</b>	<b>\$ 807</b>	<b>\$ 699</b>	<b>\$ -</b>	<b>\$ 3,324</b>	<b>\$ 2,475</b>	<b>\$ 2,683</b>	<b>\$ 1,676</b>	<b>\$ 684</b>	<b>\$ 13,088</b>	<b>\$ 4,334</b>	<b>\$ 147</b>	<b>\$ 17,569</b>	<b>\$ 277</b>	<b>\$ 1,960</b>	<b>\$ 2,237</b>	<b>\$ 6,669</b>

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	156,735,869	117,551,901		-	1.925%	-	\$ 137,376	\$ 171,720	\$ -	Planned and Actual from Cost Eff Tab	
2 Annual kWh Savings	12,222,420	9,166,815		-	0.550%	-	\$ 39,250	\$ 49,063	\$ -	Planned and Actual from Cost Eff Tab	
3 Summer Peak Demand kW	783	509		-	0.660%	-	\$ 47,100	\$ 58,875	\$ -	Planned and Actual from Cost Eff Tab	
4 Winter Peak Demand kW	1,140	741		-	0.440%	-	\$ 31,400	\$ 39,250	\$ -	Planned and Actual from Cost Eff Tab	
5 Total Resource Benefits	\$ 17,569,220			-						Planned and Actual from Benefits Tab	
6 Total Utility Costs <sup>1</sup>	\$ 7,136,421			-						Planned and Actual from Cost Eff Tab	
7 Net Benefits	\$ 10,432,799	\$ 7,824,599	\$ -	-	1.925%	-	\$ 137,376	\$ 171,720	\$ -	Line 5 minus line 6	
8 Total					5.500%	-	\$ 392,503	\$ 490,629	\$ -		

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 18,282,057		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 392,503	\$ -	from row 8 above
11 Total Utility Costs	\$ 7,136,421	\$ -	from row 6 above
12 Portfolio GST BCR	2.43	-	row 9 divided by rows 10+11

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.

Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	2.03	0.36	2.19	3,428.6	605.6	3,704.7	1,689.0	0.0	409.8	6,858.1	48.3	32.6	538	4,101.8	77,508.3
A1 - Energy Star Homes	4.50	0.53	4.26	2,175.5	254.5	2,496.2	483.6	103.0	308.2	2,846.6	71.5	32.9	92	2,192.7	54,551.7
A2 - Home Performance with Energy Star	3.19	0.43	3.06	2,440.3	325.1	2,810.8	764.5	153.8	230.0	3,460.8	24.4	22.8	335	4,764.3	76,836.5
A3 - Energy Star Products	2.54	2.26	3.11	1,358.5	1,206.0	1,949.5	534.2	92.0	951.0	10,575.5	185.4	138.0	5,840	119.1	1,667.3
A4 - Home Energy Reports	1.48	1.48	2.24	228.4	228.4	346.1	154.8	-	543.0	1,950.0	117.2	75.6	10,256	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	39.9	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	54.4	-	-	-	-	-	-	-	-
A6d - Res Energy Optimization	-	-	-	-	-	-	42.2	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.56</b>	<b>0.70</b>	<b>2.75</b>	<b>9,631.3</b>	<b>2,619.6</b>	<b>11,307.3</b>	<b>3,762.6</b>	<b>348.8</b>	<b>2,441.9</b>	<b>25,691.0</b>	<b>446.9</b>	<b>301.8</b>	<b>17,061</b>	<b>11,178.0</b>	<b>210,563.7</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.54	3.54	2.63	7,925.1	7,925.1	12,548.4	2,236.3	2,537.2	6,405.7	88,888.5	411.5	461.1	320	-	-
C2 - Small Business Energy Solutions	3.12	3.11	2.78	6,097.7	6,095.7	10,093.6	1,957.3	1,675.5	5,811.5	78,161.4	401.3	148.4	439	15.3	153.2
C3 - Municipal Energy Solutions	2.67	2.44	1.78	444.7	406.0	669.8	166.6	209.5	380.7	5,031.1	44.7	30.1	93	55.6	1,103.7
C5 - C&I Active Demand Response	-	-	-	-	-	-	211.1	-	-	-	-	-	10	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	52.9	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	58.2	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.09</b>	<b>3.08</b>	<b>2.56</b>	<b>14,467.4</b>	<b>14,426.8</b>	<b>23,311.8</b>	<b>4,682.3</b>	<b>4,422.2</b>	<b>12,597.9</b>	<b>172,081.1</b>	<b>857.5</b>	<b>639.6</b>	<b>862</b>	<b>70.9</b>	<b>1,256.9</b>
<b>Total</b>	<b>2.85</b>	<b>2.02</b>	<b>2.62</b>	<b>24,098.7</b>	<b>17,046.4</b>	<b>34,619.2</b>	<b>8,445.0</b>	<b>4,771.0</b>	<b>15,039.9</b>	<b>197,772.1</b>	<b>1,304.4</b>	<b>941.5</b>	<b>17,923</b>	<b>11,248.9</b>	<b>211,820.7</b>

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

	<b>Annual kWh Savings</b>	15,039,853	82.0%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	197,772,117	76.1%	<b>kWh &gt; 55%</b>
	<b>Annual MMBTU Savings (in kWh)</b>	3,296,739	18.0%		<b>Lifetime MMBTU Savings (in kWh)</b>	62,078,508	23.9%	
		<b>18,336,593</b>	100.0%			<b>259,850,624</b>	100.0%	
<b>Annual Savings as a % of 2019 Sales</b>	1.67%			<b>Spending per Customer</b>	Low-Income	\$ 1,374.28		
					Residential	\$ 53.95		
					C&I	\$ 561.57		

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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 3,429	\$ 606	\$ 3,705	\$ 36	\$ -	\$ 37	\$ 32	\$ -	\$ 186	\$ 204	\$ 46	\$ 41	\$ 24	\$ 606	\$ 2,111	\$ 17	\$ 2,734	\$ 151	\$ 543	\$ 694	\$ 276
A1 - Energy Star Homes	\$ 2,176	\$ 255	\$ 2,496	\$ 12	\$ -	\$ 14	\$ 12	\$ -	\$ 90	\$ 93	\$ 13	\$ 9	\$ 11	\$ 255	\$ 1,789	\$ 23	\$ 2,067	\$ 109	\$ 204	\$ 313	\$ 116
A2 - Home Performance with Energy Star	\$ 2,440	\$ 325	\$ 2,811	\$ 26	\$ -	\$ 26	\$ 23	\$ -	\$ 57	\$ 56	\$ 72	\$ 54	\$ 12	\$ 325	\$ 1,980	\$ 1	\$ 2,306	\$ 135	\$ 230	\$ 365	\$ 140
A3 - Energy Star Products	\$ 1,358	\$ 1,206	\$ 1,949	\$ 142	\$ -	\$ 148	\$ 128	\$ -	\$ 264	\$ 258	\$ 114	\$ 96	\$ 56	\$ 1,206	\$ 32	\$ 117	\$ 1,356	\$ 3	\$ 124	\$ 126	\$ 467
A4 - Home Energy Reports	\$ 228	\$ 228	\$ 346	\$ 21	\$ -	\$ 27	\$ 24	\$ -	\$ 55	\$ 45	\$ 23	\$ 16	\$ 17	\$ 228	\$ -	\$ -	\$ 228	\$ -	\$ 23	\$ 23	\$ 95
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6d - Res Energy Optimization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 9,631	\$ 2,620	\$ 11,307	\$ 237	\$ -	\$ 252	\$ 219	\$ -	\$ 652	\$ 655	\$ 267	\$ 216	\$ 121	\$ 2,620	\$ 5,913	\$ 159	\$ 8,691	\$ 397	\$ 1,125	\$ 1,522	\$ 1,094
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 7,925	\$ 7,925	\$ 12,548	\$ 543	\$ -	\$ 563	\$ 487	\$ -	\$ 1,979	\$ 1,214	\$ 1,785	\$ 967	\$ 387	\$ 7,925	\$ -	\$ -	\$ 7,925	\$ -	\$ 793	\$ 793	\$ 3,831
C2 - Small Business Energy Solutions	\$ 6,098	\$ 6,096	\$ 10,094	\$ 193	\$ -	\$ 197	\$ 171	\$ -	\$ 1,584	\$ 1,227	\$ 1,415	\$ 964	\$ 345	\$ 6,096	\$ 0	\$ 2	\$ 6,098	\$ 0	\$ 610	\$ 610	\$ 3,386
C3 - Municipal Energy Solutions	\$ 445	\$ 406	\$ 670	\$ 37	\$ -	\$ 38	\$ 33	\$ -	\$ 85	\$ 67	\$ 76	\$ 51	\$ 19	\$ 406	\$ 37	\$ -	\$ 443	\$ 2	\$ 44	\$ 46	\$ 181
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 14,467	\$ 14,427	\$ 23,312	\$ 772	\$ -	\$ 798	\$ 691	\$ -	\$ 3,648	\$ 2,508	\$ 3,276	\$ 1,983	\$ 751	\$ 14,427	\$ 37	\$ 2	\$ 14,465	\$ 2	\$ 1,446	\$ 1,448	\$ 7,398
Total	\$ 24,099	\$ 17,046	\$ 34,619	\$ 1,010	\$ -	\$ 1,050	\$ 910	\$ -	\$ 4,299	\$ 3,163	\$ 3,543	\$ 2,199	\$ 872	\$ 17,046	\$ 5,950	\$ 160	\$ 23,156	\$ 399	\$ 2,571	\$ 2,970	\$ 8,493

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	197,772,117	148,329,087		-	1.925%	-	\$ 162,566	\$ 203,207	\$ -	Planned and Actual from Cost Eff Tab	
2 Annual kWh Savings	15,039,853	11,279,890		-	0.550%	-	\$ 46,447	\$ 58,059	\$ -	Planned and Actual from Cost Eff Tab	
3 Summer Peak Demand kW	941	612		-	0.660%	-	\$ 55,737	\$ 69,671	\$ -	Planned and Actual from Cost Eff Tab	
4 Winter Peak Demand kW	1,304	848		-	0.440%	-	\$ 37,158	\$ 46,447	\$ -	Planned and Actual from Cost Eff Tab	
5 Total Resource Benefits	\$ 23,156,372			-						Planned and Actual from Benefits Tab	
6 Total Utility Costs <sup>1</sup>	\$ 8,444,966			-						Planned and Actual from Cost Eff Tab	
7 Net Benefits	\$ 14,711,406	\$ 11,033,554	\$ -	-	1.925%	-	\$ 162,566	\$ 203,207	\$ -	Line 5 minus line 6	
8 Total					5.500%	-	\$ 464,473	\$ 580,591	\$ -		

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 24,098,723		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 464,473	\$ -	from row 8 above
11 Total Utility Costs	\$ 8,444,966	\$ -	from row 6 above
12 Portfolio GST BCR	2.70	-	row 9 divided by rows 10+11

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.

Program Cost-Effectiveness - 2021-2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.93	0.35	2.09	8,341.3	1,500.0	9,036.3	4,321.3	0.1	1,037.1	17,387.9	122.3	82.4	1,366	10,276.4	193,420.7
A1 - Energy Star Homes	4.03	0.49	3.87	4,781.8	584.6	5,502.5	1,186.7	237.0	691.0	6,627.0	160.4	73.7	206	4,916.4	122,311.5
A2 - Home Performance with Energy Star	2.95	0.39	2.85	5,352.9	704.5	6,168.9	1,812.8	348.0	516.8	7,687.1	55.9	51.6	768	10,832.3	173,317.6
A3 - Energy Star Products	2.00	1.79	2.79	4,197.5	3,750.0	6,076.8	2,096.7	79.8	3,954.9	33,776.2	784.3	564.3	53,386	357.3	5,001.8
A4 - Home Energy Reports	1.41	1.41	2.15	635.4	635.4	966.0	449.9	-	1,517.0	5,551.0	327.5	211.2	30,768	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	116.5	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	139.7	-	-	-	-	-	-	-	-
A6d - Res Energy Optimization	-	-	-	-	-	-	130.8	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.27</b>	<b>0.70</b>	<b>2.54</b>	<b>23,308.8</b>	<b>7,174.5</b>	<b>27,750.5</b>	<b>10,254.3</b>	<b>664.9</b>	<b>7,716.8</b>	<b>71,029.2</b>	<b>1,450.4</b>	<b>983.2</b>	<b>86,494</b>	<b>26,382.4</b>	<b>494,051.6</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.21	3.21	2.54	17,468.8	17,468.8	27,945.7	5,442.7	5,551.0	14,620.1	204,271.3	903.5	955.5	727	-	-
C2 - Small Business Energy Solutions	2.95	2.95	2.70	13,655.5	13,651.2	22,676.4	4,628.2	3,781.7	13,217.9	177,982.1	955.7	357.5	1,032	34.8	348.2
C3 - Municipal Energy Solutions	2.53	2.32	1.69	1,307.2	1,195.0	1,979.1	516.2	653.3	1,149.1	15,188.6	134.9	91.3	279	166.8	3,311.1
C5 - C&I Active Demand Response	-	-	-	-	-	-	474.9	-	-	-	-	-	21	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	154.4	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	135.9	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.86</b>	<b>2.85</b>	<b>2.47</b>	<b>32,431.6</b>	<b>32,315.1</b>	<b>52,601.2</b>	<b>11,352.3</b>	<b>9,986.0</b>	<b>28,987.1</b>	<b>397,442.0</b>	<b>1,994.0</b>	<b>1,404.4</b>	<b>2,060</b>	<b>201.6</b>	<b>3,659.3</b>
<b>Total</b>	<b>2.58</b>	<b>1.83</b>	<b>2.49</b>	<b>55,740.4</b>	<b>39,489.6</b>	<b>80,351.7</b>	<b>21,606.6</b>	<b>10,651.0</b>	<b>36,704.0</b>	<b>468,471.2</b>	<b>3,444.4</b>	<b>2,387.6</b>	<b>88,553</b>	<b>26,584.0</b>	<b>497,710.9</b>

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

	<b>Annual kWh Savings</b>	36,703,972	82.5%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	468,471,215	76.3%	<b>kWh &gt; 55%</b>
	<b>Annual MMBTU Savings (in kWh)</b>	7,791,010	17.5%		<b>Lifetime MMBTU Savings (in kWh)</b>	145,864,672	23.7%	
		<b>44,494,982</b>	100.0%			<b>614,335,887</b>	100.0%	
<b>Cumulative Savings as a % of 2019 Sales</b>	4.08%							
<b>Spending per Customer</b>	Low-Income	\$	3,516.13		Residential	\$	154.35	
	C&I	\$	1,361.51					

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
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 8,341	\$ 1,500	\$ 9,036	\$ 87	\$ -	\$ 93	\$ 80	\$ -	\$ 459	\$ 506	\$ 114	\$ 101	\$ 60	\$ 1,500	\$ 5,122	\$ 43	\$ 6,665	\$ 352	\$ 1,324	\$ 1,676	\$ 695
A1 - Energy Star Homes	\$ 4,782	\$ 585	\$ 5,502	\$ 29	\$ -	\$ 34	\$ 29	\$ -	\$ 203	\$ 210	\$ 31	\$ 22	\$ 26	\$ 585	\$ 3,917	\$ 51	\$ 4,553	\$ 229	\$ 450	\$ 679	\$ 271
A2 - Home Performance with Energy Star	\$ 5,353	\$ 705	\$ 6,169	\$ 56	\$ -	\$ 58	\$ 50	\$ -	\$ 124	\$ 121	\$ 153	\$ 115	\$ 27	\$ 705	\$ 4,362	\$ 2	\$ 5,068	\$ 284	\$ 507	\$ 791	\$ 309
A3 - Energy Star Products	\$ 4,197	\$ 3,750	\$ 6,077	\$ 412	\$ -	\$ 461	\$ 399	\$ -	\$ 836	\$ 793	\$ 363	\$ 297	\$ 188	\$ 3,750	\$ 94	\$ 346	\$ 4,190	\$ 7	\$ 384	\$ 392	\$ 1,495
A4 - Home Energy Reports	\$ 635	\$ 635	\$ 966	\$ 54	\$ -	\$ 76	\$ 66	\$ -	\$ 154	\$ 125	\$ 66	\$ 45	\$ 49	\$ 635	\$ -	\$ -	\$ 635	\$ -	\$ 64	\$ 64	\$ 267
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6d - Res Energy Optimization	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 23,309</b>	<b>\$ 7,174</b>	<b>\$ 27,751</b>	<b>\$ 638</b>	<b>\$ -</b>	<b>\$ 721</b>	<b>\$ 625</b>	<b>\$ -</b>	<b>\$ 1,776</b>	<b>\$ 1,755</b>	<b>\$ 727</b>	<b>\$ 581</b>	<b>\$ 351</b>	<b>\$ 7,174</b>	<b>\$ 13,495</b>	<b>\$ 442</b>	<b>\$ 21,112</b>	<b>\$ 872</b>	<b>\$ 2,729</b>	<b>\$ 3,602</b>	<b>\$ 3,037</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 17,469	\$ 17,469	\$ 27,946	\$ 1,082	\$ -	\$ 1,151	\$ 997	\$ -	\$ 4,448	\$ 2,753	\$ 3,991	\$ 2,176	\$ 871	\$ 17,469	\$ -	\$ -	\$ 17,469	\$ -	\$ 1,747	\$ 1,747	\$ 8,730
C2 - Small Business Energy Solutions	\$ 13,656	\$ 13,651	\$ 22,676	\$ 442	\$ -	\$ 465	\$ 403	\$ -	\$ 3,511	\$ 2,762	\$ 3,133	\$ 2,161	\$ 773	\$ 13,651	\$ 0	\$ 4	\$ 13,655	\$ 0	\$ 1,365	\$ 1,365	\$ 7,656
C3 - Municipal Energy Solutions	\$ 1,307	\$ 1,195	\$ 1,979	\$ 106	\$ -	\$ 113	\$ 98	\$ -	\$ 250	\$ 199	\$ 222	\$ 150	\$ 57	\$ 1,195	\$ 107	\$ -	\$ 1,302	\$ 5	\$ 130	\$ 136	\$ 542
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 32,432</b>	<b>\$ 32,315</b>	<b>\$ 52,601</b>	<b>\$ 1,630</b>	<b>\$ -</b>	<b>\$ 1,729</b>	<b>\$ 1,498</b>	<b>\$ -</b>	<b>\$ 8,208</b>	<b>\$ 5,714</b>	<b>\$ 7,347</b>	<b>\$ 4,488</b>	<b>\$ 1,701</b>	<b>\$ 32,315</b>	<b>\$ 107</b>	<b>\$ 4</b>	<b>\$ 32,426</b>	<b>\$ 6</b>	<b>\$ 3,242</b>	<b>\$ 3,248</b>	<b>\$ 16,927</b>
<b>Total</b>	<b>\$ 55,740</b>	<b>\$ 39,490</b>	<b>\$ 80,352</b>	<b>\$ 2,268</b>	<b>\$ -</b>	<b>\$ 2,451</b>	<b>\$ 2,123</b>	<b>\$ -</b>	<b>\$ 9,985</b>	<b>\$ 7,469</b>	<b>\$ 8,073</b>	<b>\$ 5,068</b>	<b>\$ 2,052</b>	<b>\$ 39,490</b>	<b>\$ 13,602</b>	<b>\$ 446</b>	<b>\$ 53,538</b>	<b>\$ 878</b>	<b>\$ 5,971</b>	<b>\$ 6,850</b>	<b>\$ 19,964</b>

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	468,471,215	351,353,411		-	1.925%	-	\$ 415,927	\$ 519,909	\$ -	Planned and Actual from Cost Eff Tab	
2 Annual kWh Savings	36,703,972	27,527,979		-	0.550%	-	\$ 118,836	\$ 148,545	\$ -	Planned and Actual from Cost Eff Tab	
3 Summer Peak Demand kW	2,388	1,552		-	0.660%	-	\$ 142,604	\$ 178,255	\$ -	Planned and Actual from Cost Eff Tab	
4 Winter Peak Demand kW	3,444	2,239		-	0.440%	-	\$ 95,069	\$ 118,836	\$ -	Planned and Actual from Cost Eff Tab	
5 Total Resource Benefits	\$ 53,537,770			-						Planned and Actual from Benefits Tab	
6 Total Utility Costs <sup>1,2</sup>	\$ 21,606,617			-						Planned and Actual from Cost Eff Tab	
7 Net Benefits	\$ 31,931,153	\$ 23,948,364	\$ -	-	1.925%	-	\$ 415,927	\$ 519,909	\$ -	Line 5 minus line 6	
8 Total					5.500%	-	\$ 1,188,364	\$ 1,485,455	\$ -		

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 55,740,441		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 1,188,364	\$ -	from row 8 above
11 Total Utility Costs	\$ 21,606,617	\$ -	from row 6 above
12 Portfolio GST BCR	2.45	-	row 9 divided by rows 10+11

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.



Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.10	0.10	1.15	1,019.1	91.6	1,063.0	924.7	-	100.5	1,262.2	23.2	9.0	90	1,912.3	41,083.8
A1 - Energy Star Homes	2.94	0.58	2.79	1,369.4	268.5	1,642.6	465.8	122.2	218.7	5,349.4	58.2	2.2	69	1,749.1	42,499.2
A2 - Home Performance with Energy Star	3.24	0.26	2.34	2,444.9	199.7	2,787.5	754.1	439.5	196.1	3,317.9	60.6	2.3	166	5,205.6	103,005.0
A3 - Energy Star Products	1.84	1.39	2.38	1,848.9	1,392.0	2,547.9	1,003.1	68.8	2,331.0	13,081.6	416.0	361.8	49,532	424.2	5,939.4
A4 - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	6.0	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	47.4	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.09</b>	<b>0.61</b>	<b>2.10</b>	<b>6,682.3</b>	<b>1,951.8</b>	<b>8,041.0</b>	<b>3,201.1</b>	<b>630.6</b>	<b>2,846.3</b>	<b>23,011.1</b>	<b>557.9</b>	<b>375.4</b>	<b>49,857</b>	<b>9,291.3</b>	<b>192,527.4</b>
<b>Commercial, Industrial &amp; Municipal</b>															
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	47	-	-
C2 - Small Business Energy Solutions	1.73	1.73	1.82	1,263.3	1,263.3	1,959.1	732.1	342.0	1,130.3	15,100.1	154.0	122.2	153	-	-
C3 - Municipal Energy Solutions	1.70	1.20	1.24	278.2	196.7	387.3	163.9	149.7	161.8	2,172.0	20.4	22.4	15	126.8	3,170.4
C4 - Energy Rewards RFP Program	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	14.0	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	47.4	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.57</b>	<b>2.52</b>	<b>2.29</b>	<b>4,515.1</b>	<b>4,433.6</b>	<b>7,065.0</b>	<b>1,759.4</b>	<b>1,324.3</b>	<b>4,200.3</b>	<b>55,180.7</b>	<b>363.8</b>	<b>359.1</b>	<b>215</b>	<b>126.8</b>	<b>3,170.4</b>
C6e - Smart Start	-	-	-	-	-	-	5.0	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.26</b>	<b>1.29</b>	<b>2.18</b>	<b>11,197.4</b>	<b>6,385.4</b>	<b>15,106.0</b>	<b>4,965.4</b>	<b>1,954.9</b>	<b>7,046.5</b>	<b>78,191.9</b>	<b>921.7</b>	<b>734.6</b>	<b>50,072</b>	<b>9,418.1</b>	<b>195,697.9</b>

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.

<b>Annual kWh Savings</b>	7,046,538	71.9%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	78,191,856	57.7%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>2,760,182</u>	<u>28.1%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>57,353,382</u>	<u>42.3%</u>	
	<b>9,806,719</b>	100.0%			<b>135,545,238</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	0.92%	<b>Spending per Customer</b>	Low-Income	\$	381.47
			Residential	\$	32.95
			C&I	\$	43.55

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	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 DRPE	Total Electric Benefit	Other Fuels						Water Benefit
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 1,019	\$ 92	\$ 1,063	\$ 5	\$ -	\$ 6	\$ 5	\$ 0	\$ 30	\$ 33	\$ 5	\$ 4	\$ 5	\$ 92	\$ 712	\$ 8	\$ 811	\$ 47	\$ 161	\$ 208	\$ 44
A1 - Energy Star Homes	\$ 1,369	\$ 268	\$ 1,643	\$ 3	\$ -	\$ 3	\$ 2	\$ 0	\$ 113	\$ 133	\$ 2	\$ 2	\$ 11	\$ 268	\$ 1,043	\$ 4	\$ 1,316	\$ 54	\$ 131	\$ 185	\$ 142
A2 - Home Performance with Energy Star	\$ 2,445	\$ 200	\$ 2,788	\$ 0	\$ -	\$ 0	\$ 0	\$ 0	\$ 86	\$ 102	\$ 0	\$ 0	\$ 10	\$ 200	\$ 2,120	\$ -	\$ 2,319	\$ 126	\$ 232	\$ 358	\$ 111
A3 - Energy Star Products	\$ 1,849	\$ 1,392	\$ 2,548	\$ 149	\$ -	\$ 189	\$ 164	\$ 4	\$ 287	\$ 242	\$ 156	\$ 120	\$ 81	\$ 1,392	\$ 94	\$ 356	\$ 1,842	\$ 7	\$ 149	\$ 155	\$ 550
A4 - Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 6,682</b>	<b>\$ 1,952</b>	<b>\$ 8,041</b>	<b>\$ 157</b>	<b>\$ -</b>	<b>\$ 198</b>	<b>\$ 172</b>	<b>\$ 4</b>	<b>\$ 516</b>	<b>\$ 510</b>	<b>\$ 163</b>	<b>\$ 126</b>	<b>\$ 107</b>	<b>\$ 1,952</b>	<b>\$ 3,968</b>	<b>\$ 368</b>	<b>\$ 6,288</b>	<b>\$ 234</b>	<b>\$ 672</b>	<b>\$ 906</b>	<b>\$ 847</b>
<b>Commercial/Industrial Programs</b>																					
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	\$ 1,263	\$ 1,263	\$ 1,959	\$ 116	\$ -	\$ 130	\$ 113	\$ 2	\$ 261	\$ 198	\$ 234	\$ 149	\$ 61	\$ 1,263	\$ -	\$ -	\$ 1,263	\$ -	\$ 126	\$ 126	\$ 569
C3 - Municipal Energy Solutions	\$ 278	\$ 197	\$ 387	\$ 21	\$ -	\$ 24	\$ 21	\$ 0	\$ 40	\$ 26	\$ 36	\$ 20	\$ 9	\$ 197	\$ 77	\$ -	\$ 274	\$ 4	\$ 27	\$ 31	\$ 82
C4 - Energy Rewards RFP Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 4,515</b>	<b>\$ 4,434</b>	<b>\$ 7,065</b>	<b>\$ 335</b>	<b>\$ -</b>	<b>\$ 378</b>	<b>\$ 328</b>	<b>\$ 6</b>	<b>\$ 1,058</b>	<b>\$ 974</b>	<b>\$ 698</b>	<b>\$ 427</b>	<b>\$ 229</b>	<b>\$ 4,434</b>	<b>\$ 77</b>	<b>\$ -</b>	<b>\$ 4,511</b>	<b>\$ 4</b>	<b>\$ 451</b>	<b>\$ 455</b>	<b>\$ 2,099</b>
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 11,197</b>	<b>\$ 6,385</b>	<b>\$ 15,106</b>	<b>\$ 492</b>	<b>\$ -</b>	<b>\$ 577</b>	<b>\$ 500</b>	<b>\$ 10</b>	<b>\$ 1,574</b>	<b>\$ 1,484</b>	<b>\$ 860</b>	<b>\$ 552</b>	<b>\$ 337</b>	<b>\$ 6,385</b>	<b>\$ 4,045</b>	<b>\$ 368</b>	<b>\$ 10,799</b>	<b>\$ 238</b>	<b>\$ 1,123</b>	<b>\$ 1,361</b>	<b>\$ 2,946</b>

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	78,191,856	58,643,892		-	1.925%	-	\$ 95,489	\$ 119,361	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	7,046,538	5,284,903		-	0.550%	-	\$ 27,282	\$ 34,103	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	735	477		-	0.660%	-	\$ 32,739	\$ 40,924	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	922	599		-	0.440%	-	\$ 21,826	\$ 27,282	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 10,799,044			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1,2</sup>	\$ 4,960,446			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 5,838,598	\$ 4,378,948	\$ -	-	1.925%	-	\$ 95,489	\$ 119,361	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 272,825	\$ 341,031	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 11,197,380		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 272,825	\$ -	from row 8 above
11 Total Utility Costs	\$ 4,960,446	\$ -	from row 6 above
12 Portfolio TRC BCR	2.14	-	row 9 divided by rows 10+11

Utility Costs expressed in 2021 dollars.

<sup>1</sup> 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.

<sup>2</sup> Net of Smart Start

Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.26	0.12	1.32	1,275.8	117.7	1,331.6	1,010.1	-	127.5	1,589.7	29.4	11.4	102	2,293.0	49,668.2
A1 - Energy Star Homes	3.22	0.63	3.05	1,489.3	289.6	1,782.3	462.9	121.7	229.6	5,616.9	61.1	2.4	72	1,836.6	44,624.1
A2 - Home Performance with Energy Star	3.55	0.29	2.55	2,650.8	214.3	3,018.7	746.5	437.4	204.4	3,476.2	63.1	2.4	174	5,418.2	107,499.8
A3 - Energy Star Products	2.74	2.27	3.30	2,703.9	2,235.8	3,896.9	987.0	194.2	2,226.0	25,224.2	431.9	277.2	27,727	424.2	5,939.4
A4 - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	5.7	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	51.0	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.49</b>	<b>0.88</b>	<b>2.50</b>	<b>8,119.8</b>	<b>2,857.4</b>	<b>10,029.6</b>	<b>3,263.2</b>	<b>753.3</b>	<b>2,787.5</b>	<b>35,907.1</b>	<b>585.6</b>	<b>293.3</b>	<b>28,075</b>	<b>9,972.0</b>	<b>207,731.6</b>
<b>Commercial, Industrial &amp; Municipal</b>															
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	31	-	-
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	150	-	-
C3 - Municipal Energy Solutions	1.65	1.10	1.21	256.1	171.5	354.4	155.3	137.2	143.1	1,923.3	16.2	17.8	15	126.8	3,170.4
C4 - Energy Rewards RFP Program	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	13.3	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	51.0	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.24</b>	<b>2.20</b>	<b>1.93</b>	<b>4,335.2</b>	<b>4,250.6</b>	<b>6,652.6</b>	<b>1,935.0</b>	<b>1,508.8</b>	<b>5,056.1</b>	<b>66,680.8</b>	<b>422.2</b>	<b>403.9</b>	<b>196</b>	<b>126.8</b>	<b>3,170.4</b>
C6e - Smart Start	-	-	-	-	-	-	4.7	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.39</b>	<b>1.37</b>	<b>2.23</b>	<b>12,454.9</b>	<b>7,108.0</b>	<b>16,682.2</b>	<b>5,202.9</b>	<b>2,262.1</b>	<b>7,843.6</b>	<b>102,587.8</b>	<b>1,007.8</b>	<b>697.2</b>	<b>28,271</b>	<b>10,098.9</b>	<b>210,902.0</b>

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.

	<b>Annual kWh Savings</b>	7,843,595	72.6%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	102,587,823	62.4%	<b>kWh &gt; 55%</b>
	<b>Annual MMBTU Savings (in kWh)</b>	<u>2,959,683</u>	<u>27.4%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>61,809,280</u>	<u>37.6%</u>	
		<b>10,803,278</b>	100.0%			<b>164,397,103</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	1.03%
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<b>Spending per Customer</b>	Low-Income	\$ 416.73
	Residential	\$ 32.61
	C&I	\$ 47.89

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	
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 1,276	\$ 118	\$ 1,332	\$ 6	\$ -	\$ 7	\$ 6	\$ 0	\$ 39	\$ 43	\$ 6	\$ 5	\$ 6	\$ 118	\$ 886	\$ 10	\$ 1,014	\$ 61	\$ 201	\$ 262	\$ 56
A1 - Energy Star Homes	\$ 1,489	\$ 290	\$ 1,782	\$ 3	\$ -	\$ 3	\$ 3	\$ 0	\$ 122	\$ 143	\$ 2	\$ 2	\$ 12	\$ 290	\$ 1,134	\$ 5	\$ 1,428	\$ 61	\$ 142	\$ 204	\$ 151
A2 - Home Performance with Energy Star	\$ 2,651	\$ 214	\$ 3,019	\$ 0	\$ -	\$ 0	\$ 0	\$ 0	\$ 92	\$ 109	\$ 0	\$ 0	\$ 11	\$ 214	\$ 2,294	\$ -	\$ 2,508	\$ 142	\$ 251	\$ 393	\$ 117
A3 - Energy Star Products	\$ 2,704	\$ 2,236	\$ 3,897	\$ 197	\$ -	\$ 222	\$ 193	\$ 4	\$ 595	\$ 607	\$ 173	\$ 137	\$ 110	\$ 2,236	\$ 98	\$ 363	\$ 2,697	\$ 7	\$ 233	\$ 241	\$ 960
A4 - Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	\$ 8,120	\$ 2,857	\$ 10,030	\$ 206	\$ -	\$ 232	\$ 202	\$ 4	\$ 849	\$ 901	\$ 181	\$ 143	\$ 139	\$ 2,857	\$ 4,411	\$ 378	\$ 7,647	\$ 272	\$ 827	\$ 1,100	\$ 1,283
<b>Commercial/Industrial Programs</b>																					
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	\$ 256	\$ 172	\$ 354	\$ 18	\$ -	\$ 19	\$ 17	\$ 0	\$ 36	\$ 23	\$ 32	\$ 18	\$ 8	\$ 172	\$ 80	\$ -	\$ 252	\$ 4	\$ 25	\$ 30	\$ 73
C4 - Energy Rewards RFP Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	\$ 4,335	\$ 4,251	\$ 6,653	\$ 397	\$ -	\$ 433	\$ 376	\$ 6	\$ 895	\$ 636	\$ 799	\$ 483	\$ 225	\$ 4,251	\$ 80	\$ -	\$ 4,331	\$ 4	\$ 433	\$ 437	\$ 1,884
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	\$ 12,455	\$ 7,108	\$ 16,682	\$ 604	\$ -	\$ 666	\$ 577	\$ 10	\$ 1,744	\$ 1,537	\$ 980	\$ 626	\$ 364	\$ 7,108	\$ 4,492	\$ 378	\$ 11,977	\$ 277	\$ 1,260	\$ 1,537	\$ 3,168

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	102,587,823	76,940,867		-	1.925%	-	\$ 105,569	\$ 131,961	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	7,843,595	5,882,697		-	0.550%	-	\$ 30,163	\$ 37,703	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	697	453		-	0.660%	-	\$ 36,195	\$ 45,244	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	1,008	655		-	0.440%	-	\$ 24,130	\$ 30,163	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 11,977,395			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1,2</sup>	\$ 5,484,097			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 6,493,298	\$ 4,869,974	\$ -	-	1.925%	-	\$ 105,569	\$ 131,961	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 301,625	\$ 377,032	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 12,454,926		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 301,625	\$ -	from row 8 above
11 Total Utility Costs	\$ 5,484,097	\$ -	from row 6 above
12 Portfolio TRC BCR	2.15	-	row 9 divided by rows 10+11

Utility Costs expressed in 2022 dollars.

<sup>1</sup> 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.

<sup>2</sup> Net of Smart Start

**Program Cost-Effectiveness - 2023 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.38	0.13	1.44	1,387.6	127.4	1,446.9	1,002.4	-	133.9	1,669.2	30.9	11.9	107	2,407.6	52,151.6
A1 - Energy Star Homes	3.51	0.68	3.32	1,615.7	313.0	1,929.4	460.0	121.1	241.1	5,893.7	64.2	2.5	76	1,928.4	46,855.3
A2 - Home Performance with Energy Star	3.88	0.31	2.78	2,865.9	231.2	3,260.1	739.1	435.4	213.1	3,642.4	65.8	2.5	183	5,641.5	112,219.4
A3 - Energy Star Products	3.29	2.68	3.41	2,596.8	2,117.6	3,711.3	788.7	299.6	1,688.6	23,612.0	315.9	202.3	5,173	424.2	5,939.4
A4 - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	5.4	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	45.7	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.78</b>	<b>0.92</b>	<b>2.65</b>	<b>8,466.1</b>	<b>2,789.2</b>	<b>10,347.7</b>	<b>3,041.4</b>	<b>856.1</b>	<b>2,276.7</b>	<b>34,817.4</b>	<b>476.8</b>	<b>219.3</b>	<b>5,539</b>	<b>10,401.8</b>	<b>217,165.8</b>
<b>Commercial, Industrial &amp; Municipal</b>															
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	32	-	-
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	158	-	-
C3 - Municipal Energy Solutions	1.65	1.06	1.22	243.0	155.5	332.1	147.2	125.4	126.3	1,700.2	14.2	15.5	14	126.8	3,170.4
C4 - Energy Rewards RFP Program	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	12.6	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	49.6	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.43</b>	<b>2.39</b>	<b>2.08</b>	<b>4,638.8</b>	<b>4,551.3</b>	<b>7,081.8</b>	<b>1,906.7</b>	<b>1,490.4</b>	<b>5,272.1</b>	<b>69,506.3</b>	<b>439.0</b>	<b>418.8</b>	<b>204</b>	<b>126.8</b>	<b>3,170.4</b>
C6e - Smart Start	-	-	-	-	-	-	4.5	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.65</b>	<b>1.48</b>	<b>2.39</b>	<b>13,104.8</b>	<b>7,340.5</b>	<b>17,429.4</b>	<b>4,952.7</b>	<b>2,346.5</b>	<b>7,548.8</b>	<b>104,323.7</b>	<b>915.8</b>	<b>638.1</b>	<b>5,743</b>	<b>10,528.6</b>	<b>220,336.2</b>

**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.

<b>Annual kWh Savings</b>	7,548,761	71.0%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	104,323,662	61.8%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>3,085,622</u>	29.0%		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>64,574,170</u>	38.2%	
	<b>10,634,384</b>	100.0%			<b>168,897,832</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	0.99%
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<b>Spending per Customer</b>	Low-Income	\$	413.54
	Residential	\$	29.52
	C&I	\$	47.19

**Present Value Benefits - 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	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
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 1,388	\$ 127	\$ 1,447	\$ 7	\$ -	\$ 8	\$ 7	0	\$ 43	\$ 46	\$ 6	\$ 5	\$ 6	\$ 127	\$ 962	\$ 11	\$ 1,100	\$ 70	\$ 218	\$ 288	\$ 59
A1 - Energy Star Homes	\$ 1,616	\$ 313	\$ 1,929	\$ 3	\$ -	\$ 3	\$ 3	0	\$ 133	\$ 154	\$ 2	\$ 2	\$ 13	\$ 313	\$ 1,228	\$ 5	\$ 1,546	\$ 70	\$ 154	\$ 224	\$ 160
A2 - Home Performance with Energy Star	\$ 2,866	\$ 231	\$ 3,260	\$ 0	\$ -	\$ 1	\$ 0	0	\$ 100	\$ 118	\$ 0	\$ 0	\$ 12	\$ 231	\$ 2,473	\$ -	\$ 2,705	\$ 161	\$ 270	\$ 432	\$ 124
A3 - Energy Star Products	\$ 2,597	\$ 2,118	\$ 3,711	\$ 194	\$ -	\$ 204	\$ 177	3	\$ 567	\$ 587	\$ 158	\$ 128	\$ 98	\$ 2,118	\$ 101	\$ 370	\$ 2,589	\$ 8	\$ 222	\$ 230	\$ 893
A4 - Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 8,466</b>	<b>\$ 2,789</b>	<b>\$ 10,348</b>	<b>\$ 205</b>	<b>\$ -</b>	<b>\$ 215</b>	<b>\$ 187</b>	<b>3</b>	<b>\$ 842</b>	<b>\$ 905</b>	<b>\$ 167</b>	<b>\$ 135</b>	<b>\$ 129</b>	<b>\$ 2,789</b>	<b>\$ 4,764</b>	<b>\$ 386</b>	<b>\$ 7,939</b>	<b>\$ 309</b>	<b>\$ 864</b>	<b>\$ 1,173</b>	<b>\$ 1,235</b>
<b>Commercial/Industrial Programs</b>																					
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	\$ 243	\$ 156	\$ 332	\$ 16	\$ -	\$ 17	\$ 15	0	\$ 33	\$ 21	\$ 29	\$ 16	\$ 7	\$ 156	\$ 83	\$ -	\$ 238	\$ 5	\$ 24	\$ 29	\$ 65
C4 - Energy Rewards RFP Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 4,639</b>	<b>\$ 4,551</b>	<b>\$ 7,082</b>	<b>\$ 438</b>	<b>\$ -</b>	<b>\$ 458</b>	<b>\$ 397</b>	<b>7</b>	<b>\$ 956</b>	<b>\$ 680</b>	<b>\$ 857</b>	<b>\$ 521</b>	<b>\$ 239</b>	<b>\$ 4,551</b>	<b>\$ 83</b>	<b>\$ -</b>	<b>\$ 4,634</b>	<b>\$ 5</b>	<b>\$ 463</b>	<b>\$ 468</b>	<b>\$ 1,980</b>
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 13,105</b>	<b>\$ 7,340</b>	<b>\$ 17,429</b>	<b>\$ 642</b>	<b>\$ -</b>	<b>\$ 673</b>	<b>\$ 584</b>	<b>10</b>	<b>\$ 1,799</b>	<b>\$ 1,585</b>	<b>\$ 1,024</b>	<b>\$ 656</b>	<b>\$ 368</b>	<b>\$ 7,340</b>	<b>\$ 4,847</b>	<b>\$ 386</b>	<b>\$ 12,573</b>	<b>\$ 314</b>	<b>\$ 1,328</b>	<b>\$ 1,641</b>	<b>\$ 3,215</b>



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	104,323,662	78,242,747		-	1.925%	-	\$ 106,018	\$ 132,523	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	7,548,761	5,661,571		-	0.550%	-	\$ 30,291	\$ 37,864	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	638	415		-	0.660%	-	\$ 36,349	\$ 45,436	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	916	595		-	0.440%	-	\$ 24,233	\$ 30,291	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 12,573,254			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1,2</sup>	\$ 5,507,451			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 7,065,804	\$ 5,299,353	\$ -	-	1.925%	-	\$ 106,018	\$ 132,523	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 302,910	\$ 378,637	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 13,104,821		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 302,910	\$ -	from row 8 above
11 Total Utility Costs	\$ 5,507,451	\$ -	from row 6 above
12 Portfolio TRC BCR	2.26	-	row 9 divided by rows 10+11

Utility Costs expressed in 2023 dollars.

<sup>1</sup> 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.

<sup>2</sup> Net of Smart Start

**Program Cost-Effectiveness - 2021-2023 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000) <sup>2</sup>	Customer Costs (\$000) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.25	0.11	1.31	3,682.5	336.8	3,841.5	2,937.3	-	361.9	4,521.0	83.5	32.3	299	6,612.9	142,903.6
A1 - Energy Star Homes	3.22	0.63	3.05	4,474.5	871.1	5,354.3	1,388.7	365.0	689.5	16,860.1	183.5	7.1	217	5,514.1	133,978.6
A2 - Home Performance with Energy Star	3.55	0.29	2.55	7,961.6	645.2	9,066.4	2,239.7	1,312.3	613.5	10,436.6	189.5	7.3	523	16,265.4	322,724.3
A3 - Energy Star Products	2.57	2.07	3.04	7,149.6	5,745.4	10,156.1	2,778.9	562.7	6,245.5	61,917.8	1,163.8	841.4	82,432	1,272.7	17,818.2
A4 - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A6a - Res Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	17.1	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	144.1	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.45</b>	<b>0.80</b>	<b>2.42</b>	<b>23,268.1</b>	<b>7,598.5</b>	<b>28,418.3</b>	<b>9,505.8</b>	<b>2,240.0</b>	<b>7,910.5</b>	<b>93,735.5</b>	<b>1,620.3</b>	<b>888.0</b>	<b>83,471</b>	<b>29,665.1</b>	<b>617,424.7</b>
<b>Commercial, Industrial &amp; Municipal</b>															
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	110	-	-
C2 - Small Business Energy Solutions	2.26	2.26	2.23	5,800.9	5,800.9	8,986.3	2,567.6	1,461.0	5,109.0	68,215.3	680.4	528.5	461	-	-
C3 - Municipal Energy Solutions	1.67	1.12	1.22	777.3	523.8	1,073.9	466.4	412.2	431.1	5,795.6	50.8	55.7	44	380.5	9,511.3
C4 - Energy Rewards RFP Program	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	39.8	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	148.0	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.41</b>	<b>2.36</b>	<b>2.10</b>	<b>13,489.0</b>	<b>13,235.5</b>	<b>20,799.4</b>	<b>5,601.1</b>	<b>4,323.5</b>	<b>14,528.4</b>	<b>191,367.8</b>	<b>1,225.0</b>	<b>1,181.9</b>	<b>615</b>	<b>380.5</b>	<b>9,511.3</b>
C6e - Smart Start	-	-	-	-	-	-	14.2	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.43</b>	<b>1.38</b>	<b>2.27</b>	<b>36,757.1</b>	<b>20,833.9</b>	<b>49,217.6</b>	<b>15,121.1</b>	<b>6,563.4</b>	<b>22,438.9</b>	<b>285,103.3</b>	<b>2,845.2</b>	<b>2,069.9</b>	<b>84,086</b>	<b>30,045.6</b>	<b>626,936.1</b>

**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.

	<b>Annual kWh Savings</b>	22,438,894	71.8%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	285,103,341	60.8%	<b>kWh &gt; 55%</b>
	<b>Annual MMBTU Savings (in kWh)</b>	8,805,486	28.2%		<b>Lifetime MMBTU Savings (in kWh)</b>	183,736,832	39.2%	
		<b>31,244,381</b>	100.0%			<b>468,840,172</b>	100.0%	
<b>Cumulative Savings as a % of 2019 Sales</b>	2.93%			<b>Spending per Customer</b>	Low-Income	\$ 1,211.74		
					Residential	\$ 95.08		
					C&I	\$ 138.63		

Present Value Benefits - 2021-2023 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
				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						
Granite State Test	Utility Cost Test	Secondary Granite State Test																				
<b>Residential Programs</b>																						
B1 - Home Energy Assistance	\$ 3,683	\$ 337	\$ 3,842	\$ 18	\$ -	\$ 20	\$ 17	\$ 0	\$ 112	\$ 122	\$ 17	\$ 14	\$ 17	\$ 337	\$ 2,559	\$ 29	\$ 2,925	\$ 179	\$ 579	\$ 758	\$ 159	
A1 - Energy Star Homes	\$ 4,474	\$ 871	\$ 5,354	\$ 9	\$ -	\$ 9	\$ 8	\$ 0	\$ 368	\$ 430	\$ 6	\$ 5	\$ 37	\$ 871	\$ 3,404	\$ 14	\$ 4,289	\$ 185	\$ 428	\$ 612	\$ 452	
A2 - Home Performance with Energy Star	\$ 7,962	\$ 645	\$ 9,066	\$ 1	\$ -	\$ 1	\$ 1	\$ 0	\$ 278	\$ 328	\$ 1	\$ 1	\$ 33	\$ 645	\$ 6,887	\$ -	\$ 7,532	\$ 429	\$ 753	\$ 1,182	\$ 352	
A3 - Energy Star Products	\$ 7,150	\$ 5,745	\$ 10,156	\$ 540	\$ -	\$ 615	\$ 534	\$ 11	\$ 1,449	\$ 1,435	\$ 487	\$ 385	\$ 289	\$ 5,745	\$ 293	\$ 1,089	\$ 7,127	\$ 22	\$ 604	\$ 626	\$ 2,403	
A4 - Residential Behavior	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A6a - Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sub-Total Residential</b>	<b>\$ 23,268</b>	<b>\$ 7,598</b>	<b>\$ 28,418</b>	<b>\$ 568</b>	<b>\$ -</b>	<b>\$ 646</b>	<b>\$ 560</b>	<b>\$ 11</b>	<b>\$ 2,207</b>	<b>\$ 2,315</b>	<b>\$ 511</b>	<b>\$ 404</b>	<b>\$ 376</b>	<b>\$ 7,598</b>	<b>\$ 13,143</b>	<b>\$ 1,132</b>	<b>\$ 21,874</b>	<b>\$ 815</b>	<b>\$ 2,364</b>	<b>\$ 3,179</b>	<b>\$ 3,366</b>	
<b>Commercial/Industrial Programs</b>																						
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	\$ 5,801	\$ 5,801	\$ 8,986	\$ 531	\$ -	\$ 573	\$ 497	\$ 8	\$ 1,213	\$ 917	\$ 1,085	\$ 696	\$ 280	\$ 5,801	\$ -	\$ -	\$ 5,801	\$ -	\$ 580	\$ 580	\$ 2,605	
C3 - Municipal Energy Solutions	\$ 777	\$ 524	\$ 1,074	\$ 55	\$ -	\$ 60	\$ 52	\$ 1	\$ 109	\$ 70	\$ 98	\$ 54	\$ 24	\$ 524	\$ 240	\$ -	\$ 764	\$ 13	\$ 76	\$ 90	\$ 220	
C4 - Energy Rewards RFP Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 13,489</b>	<b>\$ 13,235</b>	<b>\$ 20,799</b>	<b>\$ 1,170</b>	<b>\$ -</b>	<b>\$ 1,269</b>	<b>\$ 1,101</b>	<b>\$ 19</b>	<b>\$ 2,909</b>	<b>\$ 2,290</b>	<b>\$ 2,353</b>	<b>\$ 1,431</b>	<b>\$ 692</b>	<b>\$ 13,235</b>	<b>\$ 240</b>	<b>\$ -</b>	<b>\$ 13,476</b>	<b>\$ 13</b>	<b>\$ 1,348</b>	<b>\$ 1,361</b>	<b>\$ 5,963</b>	
C6e - Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total</b>	<b>\$ 36,757</b>	<b>\$ 20,834</b>	<b>\$ 49,218</b>	<b>\$ 1,738</b>	<b>\$ -</b>	<b>\$ 1,915</b>	<b>\$ 1,661</b>	<b>\$ 30</b>	<b>\$ 5,116</b>	<b>\$ 4,606</b>	<b>\$ 2,864</b>	<b>\$ 1,835</b>	<b>\$ 1,068</b>	<b>\$ 20,834</b>	<b>\$ 13,384</b>	<b>\$ 1,132</b>	<b>\$ 35,350</b>	<b>\$ 828</b>	<b>\$ 3,711</b>	<b>\$ 4,540</b>	<b>\$ 9,328</b>	

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	285,103,341	213,827,506		-	1.925%	-	\$ 307,076	\$ 383,845	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	22,438,894	16,829,171		-	0.550%	-	\$ 87,736	\$ 109,670	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	2,070	1,345		-	0.660%	-	\$ 105,283	\$ 131,604	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	2,845	1,849		-	0.440%	-	\$ 70,189	\$ 87,736	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 35,349,694			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1,2</sup>	\$ 15,951,994			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 19,397,700	\$ 14,548,275	\$ -	-	1.925%	-	\$ 307,076	\$ 383,845	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 877,360	\$ 1,096,700	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 36,757,127		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 877,360	\$ -	from row 8 above
11 Total Utility Costs	\$ 15,951,994	\$ -	from row 6 above
12 Portfolio TRC BCR	2.18	-	row 9 divided by rows 10+11

<sup>1</sup> 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.

<sup>2</sup> Net of Smart Start

Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	2.61	0.17	2.67	3,603.995	236.088	3,681.393	1,379.256	-	196.5	2,032.2	52.6	42.4	134	4,912.1	101,333.5
A1 - Energy Star Homes	1.84	0.19	1.62	513.532	53.249	586.964	279.400	83.750	31.8	614.4	8.4	3.1	25	639.0	14,085.0
A2 - Home Performance with Energy Star	1.68	0.30	1.69	970.325	172.883	1,123.602	577.575	87.120	79.1	1,582.4	22.5	15.4	54	1,397.6	28,771.4
A3 - Energy Star Products	2.47	1.52	3.00	3,551.324	2,189.387	4,709.062	1,437.483	134.573	3,221.5	18,936.1	651.8	506.1	61,263	3,031.6	45,082.4
A4 - Residential Behavior	1.07	1.07	1.64	192.097	192.097	294.595	179.151	-	633.0	1,735.0	136.6	88.1	22,700	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	63.000	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	23.000	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	28.000	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.19</b>	<b>0.71</b>	<b>2.40</b>	<b>8,831.273</b>	<b>2,843.704</b>	<b>10,395.616</b>	<b>4,031.165</b>	<b>305.443</b>	<b>4,161.9</b>	<b>24,900.1</b>	<b>871.9</b>	<b>655.2</b>	<b>84,176</b>	<b>9,980.3</b>	<b>189,272.3</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.41	3.40	2.71	6,112.907	6,103.278	9,330.700	1,795.263	1,649.380	5,420.7	68,818.7	640.3	639.3	286	-	-
C2 - Small Business Energy Solutions	2.33	2.32	2.32	3,777.335	3,770.640	6,013.277	1,623.825	963.601	3,740.6	42,989.6	306.5	262.7	328	25.2	378.0
C3 - Municipal Energy Solutions	4.81	4.56	5.58	1,022.114	970.005	1,398.877	212.700	38.000	441.2	6,736.0	30.5	145.8	11	100.0	2,500.0
C4 - Energy Rewards RFP Program	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C5 - C&I Active Demand Response	-	-	-	-	-	-	175.605	-	-	-	-	-	-	-	-
C6a - C&I Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	25.000	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	45.000	-	-	-	-	-	-	-	-
C6d - C&I Customer Partnerships	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.81</b>	<b>2.80</b>	<b>2.56</b>	<b>10,912.356</b>	<b>10,843.923</b>	<b>16,742.853</b>	<b>3,877.393</b>	<b>2,650.981</b>	<b>9,602.5</b>	<b>118,544.2</b>	<b>977.4</b>	<b>1,047.9</b>	<b>625</b>	<b>125.2</b>	<b>2,878.0</b>
C6e - Smart Start	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.50</b>	<b>1.73</b>	<b>2.50</b>	<b>19,743.630</b>	<b>13,687.627</b>	<b>27,138.469</b>	<b>7,908.558</b>	<b>2,956.424</b>	<b>13,764.5</b>	<b>143,444.3</b>	<b>1,849.3</b>	<b>1,703.1</b>	<b>84,801</b>	<b>10,105.5</b>	<b>192,150.3</b>

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

<b>Annual kWh Savings</b>	13,764,450	82.3%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	143,444,328	71.8%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>2,961,638</u>	<u>17.7%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>56,313,684</u>	<u>28.2%</u>	
	<b>16,726,088</b>	100.0%			<b>199,758,013</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	1.18%
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<b>Spending per Customer</b>	Low-Income	\$	207.72
	Residential	\$	44.38
	C&I	\$	354.98

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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 3,604	\$ 236	\$ 3,681	\$ 35	\$ -	\$ 37	\$ 32	\$ -	\$ 39	\$ 39	\$ 25	\$ 20	\$ 8	\$ 236	\$ 2,619	\$ 2	\$ 2,857	\$ 176	\$ 571	\$ 747	\$ 77
A1 - Energy Star Homes	\$ 514	\$ 53	\$ 587	\$ 3	\$ -	\$ 4	\$ 3	\$ -	\$ 18	\$ 18	\$ 3	\$ 2	\$ 2	\$ 53	\$ 437	\$ -	\$ 491	\$ 23	\$ 49	\$ 72	\$ 24
A2 - Home Performance with Energy Star	\$ 970	\$ 173	\$ 1,124	\$ 22	\$ -	\$ 22	\$ 19	\$ -	\$ 38	\$ 43	\$ 14	\$ 11	\$ 4	\$ 173	\$ 747	\$ -	\$ 920	\$ 50	\$ 92	\$ 142	\$ 61
A3 - Energy Star Products	\$ 3,551	\$ 2,189	\$ 4,709	\$ 241	\$ -	\$ 305	\$ 264	\$ -	\$ 455	\$ 408	\$ 226	\$ 171	\$ 118	\$ 2,189	\$ 929	\$ 371	\$ 3,489	\$ 62	\$ 312	\$ 374	\$ 846
A4 - Residential Behavior	\$ 192	\$ 192	\$ 295	\$ 13	\$ -	\$ 24	\$ 20	\$ -	\$ 47	\$ 38	\$ 21	\$ 14	\$ 15	\$ 192	\$ -	\$ -	\$ 192	\$ -	\$ 19	\$ 19	\$ 83
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 8,831</b>	<b>\$ 2,844</b>	<b>\$ 10,396</b>	<b>\$ 315</b>	<b>\$ -</b>	<b>\$ 391</b>	<b>\$ 339</b>	<b>\$ -</b>	<b>\$ 597</b>	<b>\$ 545</b>	<b>\$ 290</b>	<b>\$ 219</b>	<b>\$ 148</b>	<b>\$ 2,844</b>	<b>\$ 4,733</b>	<b>\$ 373</b>	<b>\$ 7,950</b>	<b>\$ 310</b>	<b>\$ 1,043</b>	<b>\$ 1,354</b>	<b>\$ 1,092</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 6,113	\$ 6,103	\$ 9,331	\$ 628	\$ -	\$ 712	\$ 617	\$ -	\$ 1,138	\$ 835	\$ 1,140	\$ 740	\$ 292	\$ 6,103	\$ -	\$ 10	\$ 6,113	\$ -	\$ 610	\$ 610	\$ 2,607
C2 - Small Business Energy Solutions	\$ 3,777	\$ 3,771	\$ 6,013	\$ 247	\$ -	\$ 283	\$ 245	\$ -	\$ 914	\$ 629	\$ 782	\$ 452	\$ 219	\$ 3,771	\$ 0	\$ 6	\$ 3,777	\$ 0	\$ 377	\$ 377	\$ 1,859
C3 - Municipal Energy Solutions	\$ 1,022	\$ 970	\$ 1,399	\$ 175	\$ -	\$ 189	\$ 164	\$ -	\$ 81	\$ 42	\$ 185	\$ 109	\$ 26	\$ 970	\$ 47	\$ -	\$ 1,017	\$ 5	\$ 102	\$ 107	\$ 275
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 10,912</b>	<b>\$ 10,844</b>	<b>\$ 16,743</b>	<b>\$ 1,049</b>	<b>\$ -</b>	<b>\$ 1,184</b>	<b>\$ 1,026</b>	<b>\$ -</b>	<b>\$ 2,133</b>	<b>\$ 1,506</b>	<b>\$ 2,106</b>	<b>\$ 1,302</b>	<b>\$ 537</b>	<b>\$ 10,844</b>	<b>\$ 47</b>	<b>\$ 16</b>	<b>\$ 10,907</b>	<b>\$ 5</b>	<b>\$ 1,089</b>	<b>\$ 1,095</b>	<b>\$ 4,741</b>
<b>Total</b>	<b>\$ 19,744</b>	<b>\$ 13,688</b>	<b>\$ 27,138</b>	<b>\$ 1,364</b>	<b>\$ -</b>	<b>\$ 1,576</b>	<b>\$ 1,365</b>	<b>\$ -</b>	<b>\$ 2,729</b>	<b>\$ 2,052</b>	<b>\$ 2,396</b>	<b>\$ 1,520</b>	<b>\$ 686</b>	<b>\$ 13,688</b>	<b>\$ 4,780</b>	<b>\$ 389</b>	<b>\$ 18,857</b>	<b>\$ 316</b>	<b>\$ 2,132</b>	<b>\$ 2,448</b>	<b>\$ 5,834</b>

Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	125% of		Actual PI	Source
							Planned PI	Planned PI		
1 Lifetime kWh Savings	143,444,328	107,583,246		-	1.925%	-	\$ 152,240	\$ 190,300	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	13,764,450	10,323,338		-	0.550%	-	\$ 43,497	\$ 54,371	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	1,703	1,107		-	0.660%	-	\$ 52,196	\$ 65,246	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	1,849	1,202		-	0.440%	-	\$ 34,798	\$ 43,497	\$ -	Planned and Actual from Cost Eff Tab
5 Total Resource Benefits	\$ 18,856,688			-						Planned and Actual from Benefits Tab
6 Total Utility Costs <sup>1</sup>	\$ 7,908,558			-						Planned and Actual from Cost Eff Tab
7 Net Benefits	\$ 10,948,130	\$ 8,211,097	\$ -	-	1.925%	-	\$ 152,240	\$ 190,300	\$ -	Line 5 minus line 6
8 Total					5.500%	-	\$ 434,971	\$ 543,713	\$ -	

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 19,743,630		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 434,971	\$ -	from row 8 above
11 Total Utility Costs	\$ 7,908,558	\$ -	from row 6 above
12 Portfolio GST BCR	-	-	row 9 divided by rows 10+11

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.

**Program Cost-Effectiveness - 2022 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	3.19	0.14	3.23	5,928.9	256.5	6,001.6	1,859.7	-	178.1	2,090.9	39.6	39.0	233	7,512.1	159,673.0
A1 - Energy Star Homes	1.63	0.17	1.49	515.7	54.5	589.5	316.4	79.6	30.3	620.3	6.7	2.0	30	615.0	13,625.0
A2 - Home Performance with Energy Star	2.59	0.33	2.45	2,604.7	327.6	2,947.4	1,006.7	194.3	121.1	2,451.6	28.1	32.8	123	3,508.5	72,531.5
A3 - Energy Star Products	2.96	1.67	3.20	4,046.9	2,286.3	5,241.2	1,367.7	271.1	2,345.6	19,074.2	451.8	398.5	42,016	3,789.5	56,353.0
A4 - Residential Behavior	1.42	1.42	2.18	248.9	248.9	380.8	174.8	-	804.0	2,203.7	173.6	112.0	22,700	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	44.7	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	26.2	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	31.6	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.73</b>	<b>0.65</b>	<b>2.79</b>	<b>13,345.1</b>	<b>3,173.9</b>	<b>15,160.6</b>	<b>4,893.4</b>	<b>545.0</b>	<b>3,479.1</b>	<b>26,440.7</b>	<b>699.8</b>	<b>584.3</b>	<b>65,103</b>	<b>15,425.0</b>	<b>302,182.4</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	2.48	2.47	1.97	5,970.6	5,945.4	9,115.8	2,411.9	2,203.9	6,401.4	86,292.3	498.7	563.7	302	123.9	1,239.4
C2 - Small Business Energy Solutions	2.09	2.07	2.33	3,809.6	3,788.8	6,206.1	1,826.2	834.6	3,986.7	46,200.2	159.1	164.9	327	83.2	1,538.0
C3 - Municipal Energy Solutions	4.81	4.29	5.04	1,005.6	897.3	1,338.1	209.2	56.2	306.7	5,986.7	-	114.7	13	200.0	5,000.0
C5 - C&I Active Demand Response	-	-	-	-	-	-	178.8	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	25.4	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	20.3	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.31</b>	<b>2.28</b>	<b>2.15</b>	<b>10,785.8</b>	<b>10,631.6</b>	<b>16,660.1</b>	<b>4,671.9</b>	<b>3,094.6</b>	<b>10,694.8</b>	<b>138,479.3</b>	<b>657.8</b>	<b>843.3</b>	<b>643</b>	<b>407.1</b>	<b>7,777.4</b>
<b>Total</b>	<b>2.52</b>	<b>1.44</b>	<b>2.41</b>	<b>24,130.9</b>	<b>13,805.4</b>	<b>31,820.7</b>	<b>9,565.3</b>	<b>3,639.6</b>	<b>14,173.9</b>	<b>164,920.0</b>	<b>1,357.6</b>	<b>1,427.6</b>	<b>65,746</b>	<b>15,832.2</b>	<b>309,959.9</b>

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.

<b>Annual kWh Savings</b>	14,173,934	75.3%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	164,919,963	64.5%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	4,639,952	24.7%		<b>Lifetime MMBTU Savings (in kWh)</b>	90,840,276	35.5%	
	<b>18,813,886</b>	100.0%			<b>255,760,238</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	1.22%	<b>Spending per Customer</b>	Low-Income	\$	280.08
			Residential	\$	50.77
			C&I	\$	427.71



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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 5,929	\$ 257	\$ 6,002	\$ 45	\$ -	\$ 44	\$ 38	\$ -	\$ 33	\$ 33	\$ 32	\$ 24	\$ 7	\$ 257	\$ 4,433	\$ 3	\$ 4,692	\$ 299	\$ 938	\$ 1,237	\$ 73
A1 - Energy Star Homes	\$ 516	\$ 55	\$ 590	\$ 3	\$ -	\$ 3	\$ 3	\$ -	\$ 19	\$ 19	\$ 3	\$ 2	\$ 2	\$ 55	\$ 437	\$ -	\$ 492	\$ 24	\$ 49	\$ 73	\$ 25
A2 - Home Performance with Energy Star	\$ 2,605	\$ 328	\$ 2,947	\$ 55	\$ -	\$ 53	\$ 46	\$ -	\$ 50	\$ 54	\$ 36	\$ 27	\$ 7	\$ 328	\$ 2,147	\$ -	\$ 2,474	\$ 130	\$ 247	\$ 378	\$ 95
A3 - Energy Star Products	\$ 4,047	\$ 2,286	\$ 5,241	\$ 287	\$ -	\$ 325	\$ 282	\$ -	\$ 455	\$ 418	\$ 229	\$ 180	\$ 110	\$ 2,286	\$ 1,205	\$ 472	\$ 3,963	\$ 84	\$ 349	\$ 433	\$ 845
A4 - Residential Behavior	\$ 249	\$ 249	\$ 381	\$ 18	\$ -	\$ 30	\$ 26	\$ -	\$ 61	\$ 49	\$ 26	\$ 18	\$ 19	\$ 249	\$ -	\$ -	\$ 249	\$ -	\$ 25	\$ 25	\$ 107
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 13,345</b>	<b>\$ 3,174</b>	<b>\$ 15,161</b>	<b>\$ 410</b>	<b>\$ -</b>	<b>\$ 456</b>	<b>\$ 395</b>	<b>\$ -</b>	<b>\$ 618</b>	<b>\$ 573</b>	<b>\$ 326</b>	<b>\$ 251</b>	<b>\$ 146</b>	<b>\$ 3,174</b>	<b>\$ 8,222</b>	<b>\$ 474</b>	<b>\$ 11,870</b>	<b>\$ 537</b>	<b>\$ 1,609</b>	<b>\$ 2,146</b>	<b>\$ 1,145</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 5,971	\$ 5,945	\$ 9,116	\$ 585	\$ -	\$ 633	\$ 549	\$ -	\$ 1,027	\$ 730	\$ 1,267	\$ 859	\$ 295	\$ 5,945	\$ 11	\$ 13	\$ 5,969	\$ 1	\$ 596	\$ 597	\$ 2,550
C2 - Small Business Energy Solutions	\$ 3,810	\$ 3,789	\$ 6,206	\$ 167	\$ -	\$ 182	\$ 158	\$ -	\$ 1,022	\$ 707	\$ 834	\$ 482	\$ 237	\$ 3,789	\$ 0	\$ 19	\$ 3,808	\$ 2	\$ 379	\$ 381	\$ 2,018
C3 - Municipal Energy Solutions	\$ 1,006	\$ 897	\$ 1,338	\$ 173	\$ -	\$ 173	\$ 149	\$ -	\$ 36	\$ 18	\$ 207	\$ 124	\$ 17	\$ 897	\$ 97	\$ -	\$ 995	\$ 11	\$ 99	\$ 110	\$ 233
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 10,786</b>	<b>\$ 10,632</b>	<b>\$ 16,660</b>	<b>\$ 925</b>	<b>\$ -</b>	<b>\$ 988</b>	<b>\$ 856</b>	<b>\$ -</b>	<b>\$ 2,085</b>	<b>\$ 1,455</b>	<b>\$ 2,309</b>	<b>\$ 1,465</b>	<b>\$ 550</b>	<b>\$ 10,632</b>	<b>\$ 108</b>	<b>\$ 32</b>	<b>\$ 10,772</b>	<b>\$ 14</b>	<b>\$ 1,074</b>	<b>\$ 1,088</b>	<b>\$ 4,800</b>
<b>Total</b>	<b>\$ 24,131</b>	<b>\$ 13,805</b>	<b>\$ 31,821</b>	<b>\$ 1,335</b>	<b>\$ -</b>	<b>\$ 1,444</b>	<b>\$ 1,251</b>	<b>\$ -</b>	<b>\$ 2,702</b>	<b>\$ 2,028</b>	<b>\$ 2,634</b>	<b>\$ 1,716</b>	<b>\$ 696</b>	<b>\$ 13,805</b>	<b>\$ 8,330</b>	<b>\$ 506</b>	<b>\$ 22,642</b>	<b>\$ 551</b>	<b>\$ 2,682</b>	<b>\$ 3,234</b>	<b>\$ 5,945</b>

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	164,919,963	123,689,972		-	1.925%	-	\$ 184,132	\$ 230,165	\$ -	Planned and Actual from Cost Eff Tab	
2 Annual kWh Savings	14,173,934	10,630,450		-	0.550%	-	\$ 52,609	\$ 65,762	\$ -	Planned and Actual from Cost Eff Tab	
3 Summer Peak Demand kW	1,428	928		-	0.660%	-	\$ 63,131	\$ 78,914	\$ -	Planned and Actual from Cost Eff Tab	
4 Winter Peak Demand kW	1,358	882		-	0.440%	-	\$ 42,087	\$ 52,609	\$ -	Planned and Actual from Cost Eff Tab	
5 Total Resource Benefits	\$ 22,641,591			-						Planned and Actual from Benefits Tab	
6 Total Utility Costs <sup>1</sup>	\$ 9,565,311			-						Planned and Actual from Cost Eff Tab	
7 Net Benefits	\$ 13,076,279	\$ 9,807,209	\$ -	-	1.925%	-	\$ 184,132	\$ 230,165	\$ -	Line 5 minus line 6	
8 Total					5.500%	-	\$ 526,092	\$ 657,615	\$ -		

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 24,130,946		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 526,092	\$ -	from row 8 above
11 Total Utility Costs	\$ 9,565,311	\$ -	from row 6 above
12 Portfolio GST BCR	2.39	-	row 9 divided by rows 10+11

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.

Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	3.17	0.12	3.20	6,804.7	261.5	6,873.6	2,149.9	-	156.9	2,026.0	32.5	33.5	248	8,412.8	178,566.1
A1 - Energy Star Homes	1.73	0.16	1.60	618.6	56.6	701.0	357.2	80.8	28.4	591.3	8.6	2.5	36	712.2	16,083.0
A2 - Home Performance with Energy Star	2.80	0.35	2.64	3,093.0	388.6	3,497.6	1,105.4	217.1	127.6	2,855.8	22.7	30.9	142	4,047.0	83,639.2
A3 - Energy Star Products	3.80	2.03	3.50	4,672.2	2,493.0	5,953.6	1,230.6	471.4	1,916.4	20,008.9	348.2	353.1	19,107	4,547.4	67,623.5
A4 - Residential Behavior	2.27	2.27	3.65	385.1	385.1	620.4	169.8	-	1,462.0	4,007.2	136.6	88.1	22,700	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	45.9	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	26.6	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	19.3	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>3.01</b>	<b>0.69</b>	<b>2.97</b>	<b>15,573.6</b>	<b>3,584.8</b>	<b>17,646.3</b>	<b>5,176.2</b>	<b>769.3</b>	<b>3,691.4</b>	<b>29,489.2</b>	<b>548.7</b>	<b>508.2</b>	<b>42,232</b>	<b>17,719.3</b>	<b>345,911.8</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	1.83	1.82	1.48	5,869.3	5,836.0	8,940.4	3,214.8	2,827.1	7,715.5	101,663.8	403.7	514.8	302	165.3	1,652.6
C2 - Small Business Energy Solutions	2.07	2.05	2.79	4,750.1	4,718.8	7,768.2	2,298.1	483.2	4,705.6	58,811.5	131.3	136.6	327	133.6	2,294.0
C3 - Municipal Energy Solutions	5.24	4.69	5.90	1,061.8	949.6	1,390.6	202.6	33.2	286.7	5,726.7	-	124.6	13	200.0	5,000.0
C5 - C&I Active Demand Response	-	-	-	-	-	-	204.4	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	27.6	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	13.7	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>1.96</b>	<b>1.93</b>	<b>1.95</b>	<b>11,681.2</b>	<b>11,504.4</b>	<b>18,099.2</b>	<b>5,961.2</b>	<b>3,343.5</b>	<b>12,707.8</b>	<b>166,201.9</b>	<b>535.0</b>	<b>776.0</b>	<b>643</b>	<b>498.9</b>	<b>8,946.6</b>
<b>Total</b>	<b>2.45</b>	<b>1.35</b>	<b>2.34</b>	<b>27,254.8</b>	<b>15,089.2</b>	<b>35,745.5</b>	<b>11,137.4</b>	<b>4,112.8</b>	<b>16,399.1</b>	<b>195,691.2</b>	<b>1,083.7</b>	<b>1,284.2</b>	<b>42,875</b>	<b>18,218.2</b>	<b>354,858.4</b>

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.

<b>Annual kWh Savings</b>	16,399,149	75.4%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	195,691,181	65.3%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>5,339,218</u>	<u>24.6%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>103,998,728</u>	<u>34.7%</u>	
	<b>21,738,367</b>	<b>100.0%</b>			<b>299,689,909</b>	<b>100.0%</b>	

<b>Annual Savings as a % of 2019 Sales</b>	1.41%	<b>Spending per Customer</b>	Low-Income	\$	323.78
			Residential	\$	50.64
			C&I	\$	545.75

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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 6,805	\$ 262	\$ 6,874	\$ 49	\$ -	\$ 46	\$ 40	\$ -	\$ 32	\$ 32	\$ 32	\$ 24	\$ 6	\$ 262	\$ 5,105	\$ 4	\$ 5,370	\$ 361	\$ 1,073	\$ 1,435	\$ 69
A1 - Energy Star Homes	\$ 619	\$ 57	\$ 701	\$ 5	\$ -	\$ 4	\$ 4	\$ -	\$ 19	\$ 19	\$ 2	\$ 2	\$ 2	\$ 57	\$ 531	\$ -	\$ 588	\$ 31	\$ 59	\$ 90	\$ 24
A2 - Home Performance with Energy Star	\$ 3,093	\$ 389	\$ 3,498	\$ 66	\$ -	\$ 61	\$ 53	\$ -	\$ 60	\$ 66	\$ 43	\$ 32	\$ 8	\$ 389	\$ 2,541	\$ -	\$ 2,930	\$ 163	\$ 293	\$ 456	\$ 112
A3 - Energy Star Products	\$ 4,672	\$ 2,493	\$ 5,954	\$ 346	\$ -	\$ 357	\$ 309	\$ -	\$ 479	\$ 448	\$ 247	\$ 198	\$ 110	\$ 2,493	\$ 1,493	\$ 576	\$ 4,563	\$ 110	\$ 399	\$ 508	\$ 883
A4 - Residential Behavior	\$ 385	\$ 385	\$ 620	\$ 17	\$ -	\$ 24	\$ 21	\$ -	\$ 115	\$ 93	\$ 48	\$ 33	\$ 34	\$ 385	\$ -	\$ -	\$ 385	\$ -	\$ 39	\$ 39	\$ 197
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 15,574</b>	<b>\$ 3,585</b>	<b>\$ 17,646</b>	<b>\$ 482</b>	<b>\$ -</b>	<b>\$ 492</b>	<b>\$ 426</b>	<b>\$ -</b>	<b>\$ 705</b>	<b>\$ 659</b>	<b>\$ 372</b>	<b>\$ 290</b>	<b>\$ 160</b>	<b>\$ 3,585</b>	<b>\$ 9,671</b>	<b>\$ 580</b>	<b>\$ 13,835</b>	<b>\$ 665</b>	<b>\$ 1,862</b>	<b>\$ 2,527</b>	<b>\$ 1,284</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 5,869	\$ 5,836	\$ 8,940	\$ 565	\$ -	\$ 579	\$ 501	\$ -	\$ 916	\$ 711	\$ 1,294	\$ 957	\$ 314	\$ 5,836	\$ 15	\$ 17	\$ 5,867	\$ 2	\$ 585	\$ 587	\$ 2,486
C2 - Small Business Energy Solutions	\$ 4,750	\$ 4,719	\$ 7,768	\$ 151	\$ -	\$ 155	\$ 134	\$ -	\$ 1,302	\$ 887	\$ 1,143	\$ 662	\$ 284	\$ 4,719	\$ 0	\$ 28	\$ 4,747	\$ 3	\$ 472	\$ 475	\$ 2,546
C3 - Municipal Energy Solutions	\$ 1,062	\$ 950	\$ 1,391	\$ 195	\$ -	\$ 188	\$ 163	\$ -	\$ 36	\$ 17	\$ 210	\$ 124	\$ 17	\$ 950	\$ 100	\$ -	\$ 1,050	\$ 12	\$ 105	\$ 117	\$ 224
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 11,681</b>	<b>\$ 11,504</b>	<b>\$ 18,099</b>	<b>\$ 911</b>	<b>\$ -</b>	<b>\$ 922</b>	<b>\$ 798</b>	<b>\$ -</b>	<b>\$ 2,254</b>	<b>\$ 1,615</b>	<b>\$ 2,647</b>	<b>\$ 1,743</b>	<b>\$ 615</b>	<b>\$ 11,504</b>	<b>\$ 115</b>	<b>\$ 45</b>	<b>\$ 11,664</b>	<b>\$ 17</b>	<b>\$ 1,162</b>	<b>\$ 1,179</b>	<b>\$ 5,256</b>
<b>Total</b>	<b>\$ 27,255</b>	<b>\$ 15,089</b>	<b>\$ 35,745</b>	<b>\$ 1,393</b>	<b>\$ -</b>	<b>\$ 1,413</b>	<b>\$ 1,224</b>	<b>\$ -</b>	<b>\$ 2,958</b>	<b>\$ 2,273</b>	<b>\$ 3,019</b>	<b>\$ 2,033</b>	<b>\$ 775</b>	<b>\$ 15,089</b>	<b>\$ 9,786</b>	<b>\$ 625</b>	<b>\$ 25,500</b>	<b>\$ 682</b>	<b>\$ 3,024</b>	<b>\$ 3,706</b>	<b>\$ 6,540</b>

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	195,691,181	146,768,386		-	1.925%	-	\$ 214,394	\$ 267,993	\$ -	Planned and Actual from Cost Eff Tab	
2 Annual kWh Savings	16,399,149	12,299,362		-	0.550%	-	\$ 61,256	\$ 76,569	\$ -	Planned and Actual from Cost Eff Tab	
3 Summer Peak Demand kW	1,284	835		-	0.660%	-	\$ 73,507	\$ 91,883	\$ -	Planned and Actual from Cost Eff Tab	
4 Winter Peak Demand kW	1,084	704		-	0.440%	-	\$ 49,004	\$ 61,256	\$ -	Planned and Actual from Cost Eff Tab	
5 Total Resource Benefits	\$ 25,499,731			-						Planned and Actual from Benefits Tab	
6 Total Utility Costs <sup>1</sup>	\$ 11,137,374			-						Planned and Actual from Cost Eff Tab	
7 Net Benefits	\$ 14,362,358	\$ 10,771,768	\$ -	-	1.925%	-	\$ 214,394	\$ 267,993	\$ -	Line 5 minus line 6	
8 Total					5.500%	-	\$ 612,556	\$ 765,694	\$ -		

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 27,254,773		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 612,556	\$ -	from row 8 above
11 Total Utility Costs	\$ 11,137,374	\$ -	from row 6 above
12 Portfolio GST BCR	2.32	-	row 9 divided by rows 10+11

Utility Costs expressed in 2021 dollars.

<sup>1</sup> 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.

**Program Cost-Effectiveness - 2021-2023 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	3.03	0.14	3.07	16,337.5	754.1	16,556.6	5,388.9	-	531.6	6,149.1	124.7	114.9	615	20,836.9	439,572.7
A1 - Energy Star Homes	1.73	0.17	1.57	1,647.8	164.4	1,877.5	953.0	244.2	90.6	1,826.1	23.8	7.6	91	1,966.2	43,793.0
A2 - Home Performance with Energy Star	2.48	0.33	2.37	6,668.1	889.1	7,568.6	2,689.7	498.5	327.8	6,889.8	73.3	79.2	319	8,953.0	184,942.0
A3 - Energy Star Products	3.04	1.73	3.24	12,270.4	6,968.6	15,903.8	4,035.8	877.1	7,483.5	58,019.2	1,451.8	1,257.8	122,386	11,368.5	169,058.9
A4 - Residential Behavior	1.58	1.58	2.47	826.1	826.1	1,295.9	523.7	-	2,899.0	7,945.9	446.9	288.2	68,100	-	-
A5 - Residential Active Demand Response	-	-	-	-	-	-	153.6	-	-	-	-	-	-	-	-
A6b - Res ISO Forward Capacity Market Expenses	-	-	-	-	-	-	75.7	-	-	-	-	-	-	-	-
A6c - Res Education	-	-	-	-	-	-	78.9	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.68</b>	<b>0.68</b>	<b>2.75</b>	<b>37,750.0</b>	<b>9,602.4</b>	<b>43,202.5</b>	<b>14,100.7</b>	<b>1,619.7</b>	<b>11,332.4</b>	<b>80,830.1</b>	<b>2,120.4</b>	<b>1,747.6</b>	<b>191,511</b>	<b>43,124.7</b>	<b>837,366.5</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	2.42	2.41	1.94	17,952.8	17,884.7	27,386.9	7,422.0	6,680.4	19,537.7	256,774.8	1,542.8	1,717.9	890	289.2	2,892.0
C2 - Small Business Energy Solutions	2.15	2.14	2.49	12,337.1	12,278.2	19,987.6	5,748.1	2,281.4	12,432.9	148,001.3	596.9	564.3	983	242.0	4,210.0
C3 - Municipal Energy Solutions	4.95	4.51	5.49	3,089.5	2,816.9	4,127.7	624.5	127.4	1,034.6	18,449.3	30.5	385.1	37	500.0	12,500.0
C5 - C&I Active Demand Response	-	-	-	-	-	-	558.8	-	-	-	-	-	-	-	-
C6b - C&I ISO Forward Capacity Market Expenses	-	-	-	-	-	-	78.1	-	-	-	-	-	-	-	-
C6c - C&I Education	-	-	-	-	-	-	79.1	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.30</b>	<b>2.27</b>	<b>2.18</b>	<b>33,379.3</b>	<b>32,979.8</b>	<b>51,502.2</b>	<b>14,510.5</b>	<b>9,089.1</b>	<b>33,005.1</b>	<b>423,225.4</b>	<b>2,170.2</b>	<b>2,667.2</b>	<b>1,910</b>	<b>1,031.2</b>	<b>19,602.0</b>
<b>Total</b>	<b>2.49</b>	<b>1.49</b>	<b>2.41</b>	<b>71,129.3</b>	<b>42,582.2</b>	<b>94,704.7</b>	<b>28,611.2</b>	<b>10,708.8</b>	<b>44,337.5</b>	<b>504,055.5</b>	<b>4,290.6</b>	<b>4,414.8</b>	<b>193,422</b>	<b>44,155.9</b>	<b>856,968.5</b>

**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.

<b>Annual kWh Savings</b>	44,337,533	77.4%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	504,055,472	66.7%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	12,940,807	22.6%		<b>Lifetime MMBTU Savings (in kWh)</b>	251,152,688	33.3%	
	<b>57,278,340</b>	100.0%			<b>755,208,160</b>	100.0%	

<b>Cumulative Savings as a % of 2019 Sales</b>	3.81%	<b>Spending per Customer</b>	Low-Income	\$	811.58
			Residential	\$	145.79
			C&I	\$	1,328.44

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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 16,338	\$ 754	\$ 16,557	\$ 129	\$ -	\$ 128	\$ 111	\$ -	\$ 104	\$ 104	\$ 89	\$ 69	\$ 22	\$ 754	\$ 12,157	\$ 9	\$ 12,920	\$ 836	\$ 2,582	\$ 3,418	\$ 219
A1 - Energy Star Homes	\$ 1,648	\$ 164	\$ 1,878	\$ 11	\$ -	\$ 11	\$ 10	\$ -	\$ 55	\$ 56	\$ 9	\$ 6	\$ 6	\$ 164	\$ 1,406	\$ -	\$ 1,570	\$ 78	\$ 157	\$ 235	\$ 73
A2 - Home Performance with Energy Star	\$ 6,668	\$ 889	\$ 7,569	\$ 143	\$ -	\$ 135	\$ 117	\$ -	\$ 148	\$ 163	\$ 93	\$ 70	\$ 19	\$ 889	\$ 5,436	\$ -	\$ 6,325	\$ 343	\$ 632	\$ 976	\$ 268
A3 - Energy Star Products	\$ 12,270	\$ 6,969	\$ 15,904	\$ 875	\$ -	\$ 987	\$ 855	\$ -	\$ 1,389	\$ 1,274	\$ 701	\$ 549	\$ 339	\$ 6,969	\$ 3,628	\$ 1,418	\$ 12,015	\$ 256	\$ 1,060	\$ 1,315	\$ 2,574
A4 - Residential Behavior	\$ 826	\$ 826	\$ 1,296	\$ 48	\$ -	\$ 78	\$ 68	\$ -	\$ 223	\$ 180	\$ 95	\$ 65	\$ 69	\$ 826	\$ -	\$ -	\$ 826	\$ -	\$ 83	\$ 83	\$ 387
A5 - Residential Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 37,750</b>	<b>\$ 9,602</b>	<b>\$ 43,202</b>	<b>\$ 1,207</b>	<b>\$ -</b>	<b>\$ 1,339</b>	<b>\$ 1,160</b>	<b>\$ -</b>	<b>\$ 1,919</b>	<b>\$ 1,777</b>	<b>\$ 987</b>	<b>\$ 759</b>	<b>\$ 454</b>	<b>\$ 9,602</b>	<b>\$ 22,625</b>	<b>\$ 1,427</b>	<b>\$ 33,655</b>	<b>\$ 1,513</b>	<b>\$ 4,514</b>	<b>\$ 6,027</b>	<b>\$ 3,521</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 17,953	\$ 17,885	\$ 27,387	\$ 1,778	\$ -	\$ 1,925	\$ 1,667	\$ -	\$ 3,081	\$ 2,276	\$ 3,701	\$ 2,556	\$ 901	\$ 17,885	\$ 26	\$ 39	\$ 17,950	\$ 3	\$ 1,791	\$ 1,794	\$ 7,643
C2 - Small Business Energy Solutions	\$ 12,337	\$ 12,278	\$ 19,988	\$ 565	\$ -	\$ 620	\$ 537	\$ -	\$ 3,237	\$ 2,223	\$ 2,759	\$ 1,597	\$ 741	\$ 12,278	\$ 0	\$ 53	\$ 12,331	\$ 6	\$ 1,228	\$ 1,233	\$ 6,423
C3 - Municipal Energy Solutions	\$ 3,089	\$ 2,817	\$ 4,128	\$ 542	\$ -	\$ 549	\$ 476	\$ -	\$ 153	\$ 77	\$ 602	\$ 358	\$ 60	\$ 2,817	\$ 245	\$ -	\$ 3,062	\$ 28	\$ 306	\$ 334	\$ 732
C5 - C&I Active Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 33,379</b>	<b>\$ 32,980</b>	<b>\$ 51,502</b>	<b>\$ 2,885</b>	<b>\$ -</b>	<b>\$ 3,094</b>	<b>\$ 2,680</b>	<b>\$ -</b>	<b>\$ 6,471</b>	<b>\$ 4,576</b>	<b>\$ 7,062</b>	<b>\$ 4,510</b>	<b>\$ 1,702</b>	<b>\$ 32,980</b>	<b>\$ 271</b>	<b>\$ 92</b>	<b>\$ 33,343</b>	<b>\$ 36</b>	<b>\$ 3,325</b>	<b>\$ 3,361</b>	<b>\$ 14,798</b>
<b>Total</b>	<b>\$ 71,129</b>	<b>\$ 42,582</b>	<b>\$ 94,705</b>	<b>\$ 4,092</b>	<b>\$ -</b>	<b>\$ 4,433</b>	<b>\$ 3,840</b>	<b>\$ -</b>	<b>\$ 8,390</b>	<b>\$ 6,353</b>	<b>\$ 8,049</b>	<b>\$ 5,269</b>	<b>\$ 2,156</b>	<b>\$ 42,582</b>	<b>\$ 22,896</b>	<b>\$ 1,520</b>	<b>\$ 66,998</b>	<b>\$ 1,549</b>	<b>\$ 7,839</b>	<b>\$ 9,388</b>	<b>\$ 18,319</b>

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	504,055,472	378,041,604		-	1.925%	-	\$ 550,766	\$ 688,458	\$ -	Planned and Actual from Cost Eff Tab	
2 Annual kWh Savings	44,337,533	33,253,150		-	0.550%	-	\$ 157,362	\$ 196,702	\$ -	Planned and Actual from Cost Eff Tab	
3 Summer Peak Demand kW	4,415	2,870		-	0.660%	-	\$ 188,834	\$ 236,043	\$ -	Planned and Actual from Cost Eff Tab	
4 Winter Peak Demand kW	4,291	2,789		-	0.440%	-	\$ 125,889	\$ 157,362	\$ -	Planned and Actual from Cost Eff Tab	
5 Total Resource Benefits	\$ 66,998,010			-						Planned and Actual from Benefits Tab	
6 Total Utility Costs <sup>1</sup>	\$ 28,611,243			-						Planned and Actual from Cost Eff Tab	
7 Net Benefits	\$ 38,386,767	\$ 28,790,075	\$ -	-	1.925%	-	\$ 550,766	\$ 688,458	\$ -	Line 5 minus line 6	
8 Total					5.500%	-	\$ 1,573,618	\$ 1,967,023	\$ -		

	Granite State Test		Source
	Planned	Actual	
9 Total Benefits	\$ 71,129,348		Planned and Actual from Cost Eff Tab
10 Performance Incentive	\$ 1,573,618	\$ -	from row 8 above
11 Total Utility Costs	\$ 28,611,243	\$ -	from row 6 above
12 Portfolio GST BCR	2.36	-	row 9 divided by rows 10+11

<sup>1</sup> 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.



Program Cost-Effectiveness - 2021 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.25	0.91	1.26	1,977.6	1,439.0	1,986.5	1,580.0	-	12.5	217.4	2.9	1.4	393	8,412.1	166,838.3
A1 - Energy Star Homes	1.67	1.03	1.24	1,726.0	1,063.8	2,092.5	1,031.4	658.7	477.5	4,970.2	96.3	54.3	108	5,029.7	125,742.1
A2 - Home Performance with Energy Star	1.91	1.59	1.89	2,498.4	2,077.2	2,787.5	1,305.8	170.9	239.2	1,503.6	15.3	10.8	801	14,180.6	232,614.0
A3 - Energy Star Products	2.16	1.90	1.21	2,328.5	2,048.5	2,533.4	1,075.8	1,013.4	-	-	-	-	2,497	13,977.5	238,350.2
A4 - Home Energy Reports	1.15	1.07	1.26	319.9	296.1	349.5	278.0	-	-	-	-	-	27,594	8,459.5	29,910.5
A6c - Res Education	-	-	-	-	-	-	60.2	-	-	-	-	-	-	-	-
A7 - AIM Initiative	0.25	0.23	0.27	113.5	105.3	124.1	460.3	-	-	-	-	-	25,000	4,250.0	10,625.0
<b>Sub-Total Residential</b>	<b>1.55</b>	<b>1.21</b>	<b>1.29</b>	<b>8,964.0</b>	<b>7,029.8</b>	<b>9,873.4</b>	<b>5,791.4</b>	<b>1,843.0</b>	<b>729.2</b>	<b>6,691.1</b>	<b>114.5</b>	<b>66.5</b>	<b>81,412</b>	<b>54,309.3</b>	<b>804,080.2</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	4.49	3.88	2.26	8,148.4	7,030.5	8,952.9	1,813.3	2,153.7	146.4	2,081.7	-	-	207	72,173.3	883,773.7
C2 - Small Business Energy Solutions	2.73	2.06	1.75	4,441.5	3,348.9	4,831.8	1,628.6	1,138.8	63.1	1,184.4	0.9	-	1,185	28,351.4	448,441.7
C6c - C&I Education	-	-	-	-	-	-	60.6	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.59</b>	<b>2.96</b>	<b>2.03</b>	<b>12,589.9</b>	<b>10,379.4</b>	<b>13,784.8</b>	<b>3,502.5</b>	<b>3,292.5</b>	<b>209.6</b>	<b>3,266.1</b>	<b>0.9</b>	<b>-</b>	<b>1,392</b>	<b>100,524.7</b>	<b>1,332,215.5</b>
<b>Total</b>	<b>2.32</b>	<b>1.87</b>	<b>1.64</b>	<b>21,553.8</b>	<b>17,409.3</b>	<b>23,658.2</b>	<b>9,293.9</b>	<b>5,135.6</b>	<b>938.7</b>	<b>9,957.2</b>	<b>115.4</b>	<b>66.5</b>	<b>82,804</b>	<b>154,834.0</b>	<b>2,136,295.7</b>

Notes:

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

(2) Utility and Customer Costs Expressed in 2021 Dollars

	<b>Annual kWh Savings</b>	938,749	2.0%	<b>kWh &lt; 55%</b>	<b>Lifetime kWh Savings</b>	9,957,248	1.6%	<b>kWh &lt; 55%</b>
	<b>Annual MMBTU Savings (in kWh)</b>	45,377,370	98.0%		<b>Lifetime MMBTU Savings (in kWh)</b>	626,086,495	98.4%	
		<b>46,316,119</b>	100.0%			<b>636,043,743</b>	100.0%	
<b>Annual Savings as a % of 2019 Sales</b>	0.88%							
		<b>Spending per Customer</b>		Low-Income	\$	293.89		
				Residential	\$	47.32		
				C&I	\$	239.60		

Present Value Benefits - 2021 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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 1,978	\$ 1,439	\$ 1,986	\$ 2	\$ -	\$ 2	\$ 2	\$ -	\$ 6	\$ 6	\$ 2	\$ 1	\$ 1	\$ 21	\$ 1,439	\$ 12	\$ 1,471	\$ 214	\$ 292	\$ 506	\$ 9
A1 - Energy Star Homes	\$ 1,726	\$ 1,064	\$ 2,092	\$ 37	\$ -	\$ 44	\$ 38	\$ -	\$ 143	\$ 105	\$ 50	\$ 35	\$ 24	\$ 476	\$ 1,064	\$ 4	\$ 1,544	\$ 182	\$ 154	\$ 336	\$ 213
A2 - Home Performance with Energy Star	\$ 2,498	\$ 2,077	\$ 2,788	\$ 8	\$ -	\$ 10	\$ 8	\$ -	\$ 39	\$ 32	\$ 18	\$ 13	\$ 10	\$ 139	\$ 2,077	\$ 0	\$ 2,216	\$ 282	\$ 222	\$ 504	\$ 68
A3 - Energy Star Products	\$ 2,329	\$ 2,048	\$ 2,533	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,048	\$ -	\$ 2,048	\$ 280	\$ 205	\$ 485	\$ -
A4 - Home Energy Reports	\$ 320	\$ 296	\$ 350	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 296	\$ -	\$ 296	\$ 24	\$ 30	\$ 53	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A7 - AIM Initiative	\$ 114	\$ 105	\$ 124	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 105	\$ -	\$ 105	\$ 8	\$ 11	\$ 19	\$ -
Sub-Total Residential	\$ 8,964	\$ 7,030	\$ 9,873	\$ 47	\$ -	\$ 56	\$ 48	\$ -	\$ 188	\$ 143	\$ 69	\$ 48	\$ 36	\$ 635	\$ 7,030	\$ 16	\$ 7,681	\$ 991	\$ 912	\$ 1,903	\$ 289
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 8,148	\$ 7,031	\$ 8,953	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45	\$ 26	\$ 41	\$ 21	\$ 9	\$ 142	\$ 7,031	\$ -	\$ 7,172	\$ 976	\$ 717	\$ 1,693	\$ 87
C2 - Small Business Energy Solutions	\$ 4,441	\$ 3,349	\$ 4,832	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26	\$ 16	\$ 23	\$ 12	\$ 4	\$ 80	\$ 3,349	\$ 475	\$ 3,904	\$ 538	\$ 343	\$ 881	\$ 48
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 12,590	\$ 10,379	\$ 13,785	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 72	\$ 42	\$ 63	\$ 33	\$ 12	\$ 222	\$ 10,379	\$ 475	\$ 11,076	\$ 1,514	\$ 1,060	\$ 2,574	\$ 135
<b>Total</b>	\$ 21,554	\$ 17,409	\$ 23,658	\$ 47	\$ -	\$ 56	\$ 48	\$ -	\$ 259	\$ 185	\$ 132	\$ 81	\$ 48	\$ 857	\$ 17,409	\$ 491	\$ 18,757	\$ 2,505	\$ 1,973	\$ 4,478	\$ 424

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	2,136,296	1,602,222		-	2.475%	-	\$ 230,023	\$ 287,529	\$ -	Program Cost Effectiveness (Page 1 of 3)
2 Annual MMBtu Savings	154,834	116,126		-	1.100%	-	\$ 102,232	\$ 127,791	\$ -	Program Cost Effectiveness (Page 1 of 3)
3 Total Resource Benefits	\$ 18,756,933			-						Present Value Benefits (Page 2 of 3)
4 Total Utility Costs <sup>1</sup>	\$ 9,293,863			-						Program Cost Effectiveness (Page 1 of 3)
5 Net Benefits	\$ 9,463,071	\$ 7,097,303	\$ -	-	1.925%	-	\$ 178,907	\$ 223,634	\$ -	Line 5 minus line 6
6 Total					5.500%	-	\$ 511,162	\$ 638,953	\$ -	Sum of Rows 1, 2 & 5

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits	\$ 21,553,809		Present Value Benefits (Page 2 of 3)
8 Performance Incentive	\$ 511,162	\$ -	Row 6
9 Total Utility Costs	\$ 9,293,863	\$ -	Row 4
10 Portfolio GST BCR	2.20	-	Row 7 Divided by Rows 8+9

All values expressed in 2021 dollars.

<sup>1</sup> 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.

Program Cost-Effectiveness - 2022 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.26	0.92	1.27	2,132.4	1,551.0	2,142.1	1,689.3	-	13.7	238.6	3.2	1.5	414	9,037.8	179,803.4
A1 - Energy Star Homes	1.60	0.98	1.21	1,768.6	1,086.3	2,146.2	1,103.8	665.3	496.7	5,134.3	100.2	56.7	111	5,135.5	128,388.5
A2 - Home Performance with Energy Star	1.88	1.56	1.84	2,640.3	2,196.2	2,943.3	1,406.5	190.1	241.4	1,543.9	15.7	11.1	815	14,813.5	246,310.6
A3 - Energy Star Products	2.21	1.95	1.24	2,362.4	2,078.3	2,570.3	1,067.5	1,001.1	-	-	-	-	2,521	14,169.9	241,801.1
A4 - Home Energy Reports	1.10	1.02	1.20	303.3	280.6	331.4	276.0	-	-	-	-	-	27,594	7,782.6	28,353.3
A6c - Res Education	-	-	-	-	-	-	65.1	-	-	-	-	-	-	-	-
A7 - AIM Initiative	1.02	0.94	1.11	454.2	421.2	496.3	445.8	-	-	-	-	-	25,000	17,000.0	42,500.0
<b>Sub-Total Residential</b>	<b>1.60</b>	<b>1.26</b>	<b>1.34</b>	<b>9,661.2</b>	<b>7,613.6</b>	<b>10,629.6</b>	<b>6,053.9</b>	<b>1,856.5</b>	<b>751.7</b>	<b>6,916.8</b>	<b>119.1</b>	<b>69.3</b>	<b>56,455</b>	<b>67,939.3</b>	<b>867,157.0</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	4.72	4.07	2.37	9,434.9	8,136.0	10,364.8	1,998.5	2,370.8	166.3	2,390.5	-	-	222	82,274.0	1,022,572.4
C2 - Small Business Energy Solutions	2.78	2.12	1.79	5,065.8	3,859.9	5,520.2	1,819.3	1,257.0	77.3	1,464.4	1.0	-	1,238	32,279.0	518,210.6
C6c - C&I Education	-	-	-	-	-	-	65.2	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.73</b>	<b>3.09</b>	<b>2.11</b>	<b>14,500.7</b>	<b>11,995.9</b>	<b>15,885.1</b>	<b>3,882.9</b>	<b>3,627.8</b>	<b>243.6</b>	<b>3,854.9</b>	<b>1.0</b>	<b>-</b>	<b>1,460</b>	<b>114,553.0</b>	<b>1,540,783.0</b>
<b>Total</b>	<b>2.43</b>	<b>1.97</b>	<b>1.72</b>	<b>24,161.9</b>	<b>19,609.4</b>	<b>26,514.7</b>	<b>9,936.8</b>	<b>5,484.3</b>	<b>995.3</b>	<b>10,771.7</b>	<b>120.0</b>	<b>69.3</b>	<b>57,915</b>	<b>182,492.3</b>	<b>2,407,940.0</b>

Notes:

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

(2) Utility and Customer Costs Expressed in 2021 Dollars

<b>Annual kWh Savings</b>	995,339	1.8%	<b>kWh &lt; 55%</b>	<b>Lifetime kWh Savings</b>	10,771,694	1.5%	<b>kWh &lt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>53,483,213</u>	<u>98.2%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>705,697,585</u>	<u>98.5%</u>	
	<b>54,478,553</b>	100.0%			<b>716,469,279</b>	100.0%	

<b>Annual Savings as a % of 2019 Sales</b>	1.04%
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<b>Spending per Customer</b>	Low-Income	\$	314.22
	Residential	\$	49.04
	C&I	\$	265.62

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					
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 2,132	\$ 1,551	\$ 2,142	\$ 2	\$ -	\$ 2	\$ 2	\$ -	\$ 7	\$ 6	\$ 2	\$ 1	\$ 1	\$ 23	\$ 1,551	\$ 13	\$ 1,586	\$ 231	\$ 315	\$ 546	\$ 10
A1 - Energy Star Homes	\$ 1,769	\$ 1,086	\$ 2,146	\$ 38	\$ -	\$ 46	\$ 39	\$ -	\$ 147	\$ 109	\$ 51	\$ 36	\$ 25	\$ 492	\$ 1,086	\$ 4	\$ 1,582	\$ 186	\$ 158	\$ 344	\$ 220
A2 - Home Performance with Energy Star	\$ 2,640	\$ 2,196	\$ 2,943	\$ 9	\$ -	\$ 10	\$ 9	\$ -	\$ 40	\$ 33	\$ 19	\$ 13	\$ 11	\$ 143	\$ 2,196	\$ 0	\$ 2,340	\$ 301	\$ 234	\$ 534	\$ 69
A3 - Energy Star Products	\$ 2,362	\$ 2,078	\$ 2,570	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,078	\$ -	\$ 2,078	\$ 284	\$ 208	\$ 492	\$ -
A4 - Home Energy Reports	\$ 303	\$ 281	\$ 331	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 281	\$ -	\$ 281	\$ 23	\$ 28	\$ 51	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A7 - AIM Initiative	\$ 454	\$ 421	\$ 496	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 421	\$ -	\$ 421	\$ 33	\$ 42	\$ 75	\$ -
<b>Sub-Total Residential</b>	<b>\$ 9,661</b>	<b>\$ 7,614</b>	<b>\$ 10,630</b>	<b>\$ 49</b>	<b>\$ -</b>	<b>\$ 58</b>	<b>\$ 50</b>	<b>\$ -</b>	<b>\$ 194</b>	<b>\$ 148</b>	<b>\$ 72</b>	<b>\$ 50</b>	<b>\$ 37</b>	<b>\$ 658</b>	<b>\$ 7,614</b>	<b>\$ 17</b>	<b>\$ 8,289</b>	<b>\$ 1,058</b>	<b>\$ 985</b>	<b>\$ 2,042</b>	<b>\$ 299</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 9,435	\$ 8,136	\$ 10,365	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 52	\$ 30	\$ 47	\$ 24	\$ 10	\$ 163	\$ 8,136	\$ -	\$ 8,299	\$ 1,136	\$ 830	\$ 1,966	\$ 100
C2 - Small Business Energy Solutions	\$ 5,066	\$ 3,860	\$ 5,520	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 32	\$ 19	\$ 28	\$ 14	\$ 5	\$ 99	\$ 3,860	\$ 484	\$ 4,442	\$ 623	\$ 396	\$ 1,019	\$ 59
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 14,501</b>	<b>\$ 11,996</b>	<b>\$ 15,885</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 85</b>	<b>\$ 49</b>	<b>\$ 75</b>	<b>\$ 39</b>	<b>\$ 14</b>	<b>\$ 262</b>	<b>\$ 11,996</b>	<b>\$ 484</b>	<b>\$ 12,741</b>	<b>\$ 1,759</b>	<b>\$ 1,226</b>	<b>\$ 2,985</b>	<b>\$ 159</b>
<b>Total</b>	<b>\$ 24,162</b>	<b>\$ 19,609</b>	<b>\$ 26,515</b>	<b>\$ 49</b>	<b>\$ -</b>	<b>\$ 58</b>	<b>\$ 50</b>	<b>\$ -</b>	<b>\$ 278</b>	<b>\$ 198</b>	<b>\$ 147</b>	<b>\$ 89</b>	<b>\$ 51</b>	<b>\$ 920</b>	<b>\$ 19,609</b>	<b>\$ 501</b>	<b>\$ 21,030</b>	<b>\$ 2,817</b>	<b>\$ 2,210</b>	<b>\$ 5,028</b>	<b>\$ 457</b>

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	2,407,940	1,805,955		-	2.475%	-	\$ 245,935	\$ 307,419	\$ -	Program Cost Effectiveness (Page 1 of 3)	
2 Annual MMBtu Savings	182,492	136,869		-	1.100%	-	\$ 109,305	\$ 136,631	\$ -	Program Cost Effectiveness (Page 1 of 3)	
3 Total Resource Benefits	\$ 21,029,839			-						Present Value Benefits (Page 2 of 3)	
4 Total Utility Costs <sup>1</sup>	\$ 9,936,786			-						Program Cost Effectiveness (Page 1 of 3)	
5 Net Benefits	\$ 11,093,054	\$ 8,319,790	\$ -	-	1.925%	-	\$ 191,283	\$ 239,104	\$ -	Line 5 minus line 6	
6 Total					5.500%	-	\$ 546,523	\$ 683,154	\$ -	Sum of Rows 1, 2 & 5	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits	\$ 24,161,923		Present Value Benefits (Page 2 of 3)
8 Performance Incentive	\$ 546,523	\$ -	Row 6
9 Total Utility Costs	\$ 9,936,786	\$ -	Row 4
10 Portfolio GST BCR	2.30	-	Row 7 Divided by Rows 8+9

All values expressed in 2021 dollars.

<sup>1</sup> 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.

Program Cost-Effectiveness - 2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.28	0.93	1.29	2,333.1	1,696.8	2,343.6	1,820.6	-	14.7	256.7	3.4	1.6	445	9,840.6	196,726.5
A1 - Energy Star Homes	1.56	0.96	1.16	1,857.2	1,139.5	2,254.3	1,191.1	754.5	523.7	5,403.6	105.7	59.8	116	5,387.2	134,680.6
A2 - Home Performance with Energy Star	1.85	1.54	1.80	2,817.3	2,344.7	3,137.7	1,525.3	213.6	244.2	1,594.2	16.2	11.6	833	15,603.3	263,397.0
A3 - Energy Star Products	2.26	1.98	1.27	2,408.0	2,118.0	2,619.8	1,067.5	995.4	-	-	-	-	2,550	14,433.4	246,626.1
A4 - Home Energy Reports	1.09	1.01	1.19	302.3	279.8	330.3	276.7	-	-	-	-	-	27,594	7,757.8	28,263.3
A6c - Res Education	-	-	-	-	-	-	71.0	-	-	-	-	-	-	-	-
A7 - AIM Initiative	1.05	0.98	1.15	454.2	421.2	496.3	431.7	-	-	-	-	-	25,000	17,000.0	42,500.0
<b>Sub-Total Residential</b>	<b>1.59</b>	<b>1.25</b>	<b>1.34</b>	<b>10,172.2</b>	<b>7,999.9</b>	<b>11,182.0</b>	<b>6,384.0</b>	<b>1,963.5</b>	<b>782.6</b>	<b>7,254.4</b>	<b>125.3</b>	<b>73.0</b>	<b>56,538</b>	<b>70,022.3</b>	<b>912,193.5</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	4.96	4.27	2.48	10,962.3	9,445.0	12,045.8	2,211.4	2,652.5	198.6	2,856.0	-	-	231	94,262.3	1,187,351.5
C2 - Small Business Energy Solutions	2.81	2.16	1.82	5,750.3	4,421.1	6,273.8	2,043.2	1,399.6	91.3	1,741.4	1.0	-	1,305	36,296.1	593,670.1
C6c - C&I Education	-	-	-	-	-	-	70.6	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.86</b>	<b>3.21</b>	<b>2.19</b>	<b>16,712.7</b>	<b>13,866.1</b>	<b>18,319.6</b>	<b>4,325.3</b>	<b>4,052.1</b>	<b>289.9</b>	<b>4,597.4</b>	<b>1.0</b>	<b>-</b>	<b>1,536</b>	<b>130,558.4</b>	<b>1,781,021.6</b>
<b>Total</b>	<b>2.51</b>	<b>2.04</b>	<b>1.76</b>	<b>26,884.8</b>	<b>21,866.0</b>	<b>29,501.6</b>	<b>10,709.2</b>	<b>6,015.6</b>	<b>1,072.5</b>	<b>11,851.8</b>	<b>126.3</b>	<b>73.0</b>	<b>58,075</b>	<b>200,580.7</b>	<b>2,693,215.1</b>

Notes:

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

(2) Utility and Customer Costs Expressed in 2021 Dollars

	<b>Annual kWh Savings</b>	1,072,474	1.8%	<b>kWh &lt; 55%</b>	<b>Lifetime kWh Savings</b>	11,851,843	1.5%	<b>kWh &lt; 55%</b>
	<b>Annual MMBTU Savings (in kWh)</b>	<u>58,784,410</u>	<u>98.2%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>789,303,456</u>	<u>98.5%</u>	
		<b>59,856,884</b>	100.0%			<b>801,155,299</b>	100.0%	
<b>Annual Savings as a % of 2019 Sales</b>	1.14%							
<b>Spending per Customer</b>	Low-Income	\$	338.65					
	Residential	\$	51.28					
	C&I	\$	295.89					

Present Value Benefits - 2023 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						
<b>Residential Programs</b>																						
B1 - Home Energy Assistance	\$ 2,333	\$ 1,697	\$ 2,344	\$ -	\$ -	\$ -	\$ 2	\$ 2	\$ -	\$ 7	\$ 7	\$ 2	\$ 1	\$ 1	\$ 24	\$ 1,697	\$ 14	\$ 1,735	\$ 253	\$ 344	\$ 598	\$ 10
A1 - Energy Star Homes	\$ 1,857	\$ 1,140	\$ 2,254	\$ 40	\$ -	\$ 48	\$ 42	\$ -	\$ 155	\$ 115	\$ 54	\$ 38	\$ 27	\$ 518	\$ 1,140	\$ 4	\$ 1,662	\$ 195	\$ 166	\$ 361	\$ 231	
A2 - Home Performance with Energy Star	\$ 2,817	\$ 2,345	\$ 3,138	\$ 10	\$ -	\$ 11	\$ 9	\$ -	\$ 41	\$ 34	\$ 19	\$ 13	\$ 11	\$ 149	\$ 2,345	\$ 1	\$ 2,494	\$ 323	\$ 249	\$ 573	\$ 71	
A3 - Energy Star Products	\$ 2,408	\$ 2,118	\$ 2,620	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,118	\$ -	\$ 2,118	\$ 290	\$ 212	\$ 502	\$ -	
A4 - Home Energy Reports	\$ 302	\$ 280	\$ 330	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 280	\$ -	\$ 280	\$ 23	\$ 28	\$ 51	\$ -	
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A7 - AIM Initiative	\$ 454	\$ 421	\$ 496	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 421	\$ -	\$ 421	\$ 33	\$ 42	\$ 75	\$ -	
<b>Sub-Total Residential</b>	<b>\$ 10,172</b>	<b>\$ 8,000</b>	<b>\$ 11,182</b>	<b>\$ 52</b>	<b>\$ -</b>	<b>\$ 61</b>	<b>\$ 53</b>	<b>\$ -</b>	<b>\$ 203</b>	<b>\$ 155</b>	<b>\$ 75</b>	<b>\$ 53</b>	<b>\$ 38</b>	<b>\$ 691</b>	<b>\$ 8,000</b>	<b>\$ 19</b>	<b>\$ 8,710</b>	<b>\$ 1,118</b>	<b>\$ 1,041</b>	<b>\$ 2,159</b>	<b>\$ 313</b>	
<b>Commercial/Industrial Programs</b>																						
C1 - Large Business Energy Solutions	\$ 10,962	\$ 9,445	\$ 12,046	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 62	\$ 36	\$ 56	\$ 29	\$ 12	\$ 195	\$ 9,445	\$ -	\$ 9,640	\$ 1,323	\$ 964	\$ 2,287	\$ 119	
C2 - Small Business Energy Solutions	\$ 5,750	\$ 4,421	\$ 6,274	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38	\$ 23	\$ 34	\$ 17	\$ 5	\$ 118	\$ 4,421	\$ 493	\$ 5,031	\$ 719	\$ 454	\$ 1,173	\$ 70	
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 16,713</b>	<b>\$ 13,866</b>	<b>\$ 18,320</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 101</b>	<b>\$ 59</b>	<b>\$ 90</b>	<b>\$ 46</b>	<b>\$ 17</b>	<b>\$ 312</b>	<b>\$ 13,866</b>	<b>\$ 493</b>	<b>\$ 14,671</b>	<b>\$ 2,042</b>	<b>\$ 1,418</b>	<b>\$ 3,460</b>	<b>\$ 189</b>	
<b>Total</b>	<b>\$ 26,885</b>	<b>\$ 21,866</b>	<b>\$ 29,502</b>	<b>\$ 52</b>	<b>\$ -</b>	<b>\$ 61</b>	<b>\$ 53</b>	<b>\$ -</b>	<b>\$ 304</b>	<b>\$ 214</b>	<b>\$ 165</b>	<b>\$ 99</b>	<b>\$ 55</b>	<b>\$ 1,003</b>	<b>\$ 21,866</b>	<b>\$ 511</b>	<b>\$ 23,381</b>	<b>\$ 3,160</b>	<b>\$ 2,459</b>	<b>\$ 5,619</b>	<b>\$ 502</b>	



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	2,693,215	2,019,911		-	2.475%	-	\$ 265,054	\$ 331,317	\$ -	Program Cost Effectiveness (Page 1 of 3)	
2 Annual MMBtu Savings	200,581	150,436		-	1.100%	-	\$ 117,802	\$ 147,252	\$ -	Program Cost Effectiveness (Page 1 of 3)	
3 Total Resource Benefits	\$ 23,380,705			-						Present Value Benefits (Page 2 of 3)	
4 Total Utility Costs <sup>1</sup>	\$ 10,709,233			-						Program Cost Effectiveness (Page 1 of 3)	
5 Net Benefits	\$ 12,671,472	\$ 9,503,604	\$ -	-	1.925%	-	\$ 206,153	\$ 257,691	\$ -	Line 5 minus line 6	
6 Total					5.500%	-	\$ 589,008	\$ 736,260	\$ -	Sum of Rows 1, 2 & 5	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits	\$ 26,884,839		Present Value Benefits (Page 2 of 3)
8 Performance Incentive	\$ 589,008	\$ -	Row 6
9 Total Utility Costs	\$ 10,709,233	\$ -	Row 4
10 Portfolio GST BCR	2.38	-	Row 7 Divided by Rows 8+9

All values expressed in 2021 dollars.

<sup>1</sup> 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.

Program Cost-Effectiveness - 2021-2023 PLAN

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.27	0.92	1.27	6,443.1	4,686.9	6,472.2	5,089.8	-	40.8	712.7	9.5	4.5	1,252	27,290.5	543,368.2
A1 - Energy Star Homes	1.61	0.99	1.20	5,351.8	3,289.7	6,492.9	3,326.3	2,078.6	1,497.9	15,508.1	302.2	170.9	335	15,552.5	388,811.3
A2 - Home Performance with Energy Star	1.88	1.56	1.84	7,955.9	6,618.0	8,868.6	4,237.5	574.5	724.8	4,641.6	47.1	33.5	2,449	44,597.3	742,321.6
A3 - Energy Star Products	2.21	1.94	1.24	7,098.9	6,244.7	7,723.4	3,210.8	3,009.9	-	-	-	-	7,568	42,580.7	726,777.4
A4 - Home Energy Reports	1.11	1.03	1.22	925.6	856.5	1,011.2	830.7	-	-	-	-	-	82,782	23,999.9	86,527.1
A6c - Res Education	-	-	-	-	-	-	196.3	-	-	-	-	-	-	-	-
A7 - AIM Initiative	0.76	0.71	0.83	1,021.9	947.6	1,116.7	1,337.7	-	-	-	-	-	75,000	38,250.0	95,625.0
<b>Sub-Total Residential</b>	<b>1.58</b>	<b>1.24</b>	<b>1.33</b>	<b>28,797.3</b>	<b>22,643.3</b>	<b>31,685.1</b>	<b>18,229.3</b>	<b>5,663.0</b>	<b>2,263.5</b>	<b>20,862.4</b>	<b>358.8</b>	<b>208.8</b>	#VALUE!	<b>192,270.9</b>	<b>2,583,430.7</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	4.74	4.09	2.38	28,545.7	24,611.5	31,363.6	6,023.2	7,177.1	511.3	7,328.3	-	-	660	248,709.6	3,093,697.7
C2 - Small Business Energy Solutions	2.78	2.12	1.79	15,257.5	11,629.8	16,625.9	5,491.1	3,795.4	231.8	4,390.2	2.9	-	3,728	96,926.5	1,560,322.4
C6c - C&I Education	-	-	-	-	-	-	196.4	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.74</b>	<b>3.09</b>	<b>2.12</b>	<b>43,803.2</b>	<b>36,241.3</b>	<b>47,989.4</b>	<b>11,710.6</b>	<b>10,972.5</b>	<b>743.0</b>	<b>11,718.4</b>	<b>2.9</b>	<b>-</b>	<b>4,388</b>	<b>345,636.1</b>	<b>4,654,020.1</b>
<b>Total</b>	<b>2.42</b>	<b>1.97</b>	<b>1.71</b>	<b>72,600.6</b>	<b>58,884.7</b>	<b>79,674.6</b>	<b>29,939.9</b>	<b>16,635.5</b>	<b>3,006.6</b>	<b>32,580.8</b>	<b>361.7</b>	<b>208.8</b>	#VALUE!	<b>537,907.0</b>	<b>7,237,450.8</b>

Notes:

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

(2) Utility and Customer Costs Expressed in 2021 Dollars

	<b>Annual kWh Savings</b>	3,006,563	1.9%	<b>kWh &lt; 55%</b>	<b>Lifetime kWh Savings</b>	32,580,786	1.5%	<b>kWh &lt; 55%</b>
	<b>Annual MMBTU Savings (in kWh)</b>	<u>157,644,993</u>	<u>98.1%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>2,121,087,536</u>	<u>98.5%</u>	
		<b>160,651,556</b>	100.0%			<b>2,153,668,321</b>	100.0%	
<b>Cumulative Savings as a % of 2019 Sales</b>	3.06%			<b>Spending per Customer</b>	Low-Income	\$ 946.76		
					Residential	\$ 147.64		
					C&I	\$ 801.11		

Present Value Benefits - 2021-2023 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
<b>Residential Programs</b>																					
B1 - Home Energy Assistance	\$ 6,443	\$ 4,687	\$ 6,472	\$ 6	\$ -	\$ 6	\$ 5	\$ -	\$ 20	\$ 19	\$ 5	\$ 4	\$ 2	\$ 68	\$ 4,687	\$ 39	\$ 4,793	\$ 699	\$ 951	\$ 1,650	\$ 29
A1 - Energy Star Homes	\$ 5,352	\$ 3,290	\$ 6,493	\$ 116	\$ -	\$ 138	\$ 119	\$ -	\$ 445	\$ 329	\$ 155	\$ 109	\$ 76	\$ 1,486	\$ 3,290	\$ 12	\$ 4,788	\$ 564	\$ 478	\$ 1,042	\$ 664
A2 - Home Performance with Energy Star	\$ 7,956	\$ 6,618	\$ 8,869	\$ 27	\$ -	\$ 31	\$ 27	\$ -	\$ 120	\$ 99	\$ 56	\$ 39	\$ 32	\$ 430	\$ 6,618	\$ 1	\$ 7,050	\$ 906	\$ 705	\$ 1,611	\$ 208
A3 - Energy Star Products	\$ 7,099	\$ 6,245	\$ 7,723	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,245	\$ -	\$ 6,245	\$ 854	\$ 624	\$ 1,479	\$ -
A4 - Home Energy Reports	\$ 926	\$ 856	\$ 1,011	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 856	\$ -	\$ 856	\$ 69	\$ 86	\$ 155	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A7 - AIM Initiative	\$ 1,022	\$ 948	\$ 1,117	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 948	\$ -	\$ 948	\$ 74	\$ 95	\$ 169	\$ -
<b>Sub-Total Residential</b>	<b>\$ 28,797</b>	<b>\$ 22,643</b>	<b>\$ 31,685</b>	<b>\$ 149</b>	<b>\$ -</b>	<b>\$ 175</b>	<b>\$ 151</b>	<b>\$ -</b>	<b>\$ 584</b>	<b>\$ 447</b>	<b>\$ 216</b>	<b>\$ 151</b>	<b>\$ 111</b>	<b>\$ 1,984</b>	<b>\$ 22,643</b>	<b>\$ 52</b>	<b>\$ 24,680</b>	<b>\$ 3,167</b>	<b>\$ 2,938</b>	<b>\$ 6,105</b>	<b>\$ 900</b>
<b>Commercial/Industrial Programs</b>																					
C1 - Large Business Energy Solutions	\$ 28,546	\$ 24,611	\$ 31,364	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 160	\$ 92	\$ 143	\$ 74	\$ 30	\$ 499	\$ 24,611	\$ -	\$ 25,111	\$ 3,435	\$ 2,511	\$ 5,946	\$ 307
C2 - Small Business Energy Solutions	\$ 15,258	\$ 11,630	\$ 16,626	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 97	\$ 58	\$ 84	\$ 43	\$ 14	\$ 297	\$ 11,630	\$ 1,451	\$ 13,377	\$ 1,880	\$ 1,193	\$ 3,073	\$ 176
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 43,803</b>	<b>\$ 36,241</b>	<b>\$ 47,989</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 257</b>	<b>\$ 150</b>	<b>\$ 228</b>	<b>\$ 117</b>	<b>\$ 43</b>	<b>\$ 796</b>	<b>\$ 36,241</b>	<b>\$ 1,451</b>	<b>\$ 38,488</b>	<b>\$ 5,315</b>	<b>\$ 3,704</b>	<b>\$ 9,019</b>	<b>\$ 483</b>
<b>Total</b>	<b>\$ 72,601</b>	<b>\$ 58,885</b>	<b>\$ 79,675</b>	<b>\$ 149</b>	<b>\$ -</b>	<b>\$ 175</b>	<b>\$ 151</b>	<b>\$ -</b>	<b>\$ 841</b>	<b>\$ 597</b>	<b>\$ 444</b>	<b>\$ 269</b>	<b>\$ 154</b>	<b>\$ 2,780</b>	<b>\$ 58,885</b>	<b>\$ 1,503</b>	<b>\$ 63,167</b>	<b>\$ 8,482</b>	<b>\$ 6,642</b>	<b>\$ 15,124</b>	<b>\$ 1,383</b>

Portfolio Planned Versus Actual Performance - 2021-2023											
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	125% of		Actual PI	Source	
							Planned PI	Planned PI			
1 Lifetime MMBtu Savings	7,237,451	5,428,088		-	2.475%	-	\$ 741,012	\$ 926,265	\$ -	Program Cost Effectiveness (Page 1 of 3)	
2 Annual MMBtu Savings	537,907	403,430		-	1.100%	-	\$ 329,339	\$ 411,673	\$ -	Program Cost Effectiveness (Page 1 of 3)	
3 Total Resource Benefits	\$ 63,167,478			-						Present Value Benefits (Page 2 of 3)	
4 Total Utility Costs <sup>1</sup>	\$ 29,939,881			-						Program Cost Effectiveness (Page 1 of 3)	
5 Net Benefits	\$ 33,227,596	\$ 24,920,697	\$ -	-	1.925%	-	\$ 576,343	\$ 720,428	\$ -	Line 5 minus line 6	
6 Total					5.500%	-	\$ 1,646,693	\$ 2,058,367	\$ -	Sum of Rows 1, 2 & 5	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits	\$ 72,600,571		Present Value Benefits (Page 2 of 3)
8 Performance Incentive	\$ 1,646,693	\$ -	Row 6
9 Total Utility Costs	\$ 29,939,881	\$ -	Row 4
10 Portfolio GST BCR	2.30	-	Row 7 Divided by Rows 8+9

All values expressed in 2021 dollars.

<sup>1</sup> 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.

**Program Cost-Effectiveness - 2021 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.43	1.04	1.43	707.0	516.5	708.6	494.6	-	12.9	32.8	9.1	5.8	78	2,822.6	59,883.6
A1 - Energy Star Homes	2.11	1.80	1.47	559.3	478.0	607.1	265.5	146.8	-	-	-	-	79	2,366.9	56,332.7
A2 - Home Performance with Energy Star	1.23	1.02	1.12	288.7	239.1	316.1	233.8	48.4	6.2	60.6	2.8	3.1	47	1,350.0	27,734.9
A3 - Energy Star Products	2.01	1.76	1.20	937.3	821.8	1,019.5	466.2	385.8	-	-	-	-	1,299	5,519.4	96,917.1
A4 - Residential Behavior	1.02	0.94	1.11	69.0	63.8	75.3	67.9	-	-	-	-	-	9,100	1,648.0	6,445.3
A6c - Res Education	-	-	-	-	-	-	13.8	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>1.64</b>	<b>1.36</b>	<b>1.27</b>	<b>2,561.3</b>	<b>2,119.2</b>	<b>2,726.6</b>	<b>1,562.8</b>	<b>581.1</b>	<b>19.1</b>	<b>93.3</b>	<b>11.9</b>	<b>8.9</b>	<b>10,603</b>	<b>13,706.9</b>	<b>247,313.6</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.41	2.96	2.42	2,696.2	2,342.8	2,930.5	790.4	421.1	-	-	-	-	199	21,980.0	289,045.5
C2 - Small Business Energy Solutions	2.31	2.01	1.79	1,051.9	914.7	1,143.4	454.6	183.5	-	-	-	-	154	7,746.9	118,017.7
C6c - C&I Education	-	-	-	-	-	-	19.5	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.96</b>	<b>2.58</b>	<b>2.18</b>	<b>3,748.1</b>	<b>3,257.6</b>	<b>4,073.8</b>	<b>1,264.5</b>	<b>604.6</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>353</b>	<b>29,727.0</b>	<b>407,063.2</b>
<b>Total</b>	<b>2.23</b>	<b>1.90</b>	<b>1.69</b>	<b>6,309.4</b>	<b>5,376.7</b>	<b>6,800.5</b>	<b>2,827.4</b>	<b>1,185.7</b>	<b>19.1</b>	<b>93.3</b>	<b>11.9</b>	<b>8.9</b>	<b>10,956</b>	<b>43,433.9</b>	<b>654,376.8</b>

**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

<b>Annual Savings as a % of 2018 Sales</b>	0.57%	<b>Spending per Customer</b>	Low-Income	\$	181.77
			Residential	\$	43.62
			C&I	\$	179.90

Present Value Benefits - 2021 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)				
	Granite State Test	Utility Cost Test	Secondary Granite State Test	Electric						Gas Benefit			Non-Electric		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits						
				CAPACITY			ENERGY			Gas Benefit	Gas DRIPE	Total Gas Benefit	Other Fuels	Water Benefit										
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak						Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit					
<b>Residential Programs</b>																								
B1 - Home Energy Assistance	\$ 707	\$ 516	\$ 709	\$ -	\$ -	\$ 1	\$ 1	\$ -	\$ 1	\$ 1	\$ 0	\$ 0	\$ 0	\$ 5	\$ 503	\$ 14	\$ 516	\$ 516	\$ -	\$ 521	\$ 82	\$ 104	\$ 186	\$ 2
A1 - Energy Star Homes	\$ 559	\$ 478	\$ 607	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 467	\$ 11	\$ 478	\$ 478	\$ 1	\$ 479	\$ 80	\$ 48	\$ 128	\$ -
A2 - Home Performance with Energy Star	\$ 289	\$ 239	\$ 316	\$ 3	\$ -	\$ 3	\$ 2	\$ -	\$ 0	\$ 0	\$ 2	\$ 1	\$ 0	\$ 12	\$ 233	\$ 6	\$ 239	\$ 239	\$ -	\$ 251	\$ 38	\$ 25	\$ 63	\$ 2
A3 - Energy Star Products	\$ 937	\$ 822	\$ 1,020	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 798	\$ 24	\$ 822	\$ 822	\$ -	\$ 822	\$ 115	\$ 82	\$ 198	\$ -
A4 - Residential Behavior	\$ 69	\$ 64	\$ 75	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 59	\$ 5	\$ 64	\$ 64	\$ -	\$ 64	\$ 5	\$ 6	\$ 12	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 2,561</b>	<b>\$ 2,119</b>	<b>\$ 2,727</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 1</b>	<b>\$ 1</b>	<b>\$ 2</b>	<b>\$ 2</b>	<b>\$ 0</b>	<b>\$ 17</b>	<b>\$ 2,059</b>	<b>\$ 60</b>	<b>\$ 2,119</b>	<b>\$ 2,119</b>	<b>\$ 1</b>	<b>\$ 2,137</b>	<b>\$ 320</b>	<b>\$ 266</b>	<b>\$ 586</b>	<b>\$ 4</b>
<b>Commercial/Industrial Programs</b>																								
C1 - Large Business Energy Solutions	\$ 2,696	\$ 2,343	\$ 2,930	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,240	\$ 103	\$ 2,343	\$ 2,343	\$ 46	\$ 2,389	\$ 307	\$ 234	\$ 542	\$ -
C2 - Small Business Energy Solutions	\$ 1,052	\$ 915	\$ 1,143	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 882	\$ 33	\$ 915	\$ 915	\$ 0	\$ 915	\$ 137	\$ 91	\$ 228	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 3,748</b>	<b>\$ 3,258</b>	<b>\$ 4,074</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 3,122</b>	<b>\$ 136</b>	<b>\$ 3,258</b>	<b>\$ 3,258</b>	<b>\$ 47</b>	<b>\$ 3,304</b>	<b>\$ 444</b>	<b>\$ 326</b>	<b>\$ 770</b>	<b>\$ -</b>
<b>Total</b>	<b>\$ 6,309</b>	<b>\$ 5,377</b>	<b>\$ 6,800</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 1</b>	<b>\$ 1</b>	<b>\$ 2</b>	<b>\$ 2</b>	<b>\$ 0</b>	<b>\$ 17</b>	<b>\$ 5,181</b>	<b>\$ 196</b>	<b>\$ 5,377</b>	<b>\$ 5,377</b>	<b>\$ 48</b>	<b>\$ 5,441</b>	<b>\$ 764</b>	<b>\$ 591</b>	<b>\$ 1,356</b>	<b>\$ 4</b>

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	654,377	490,783		-	2.475%	-	\$ 69,978	\$ 87,472	\$ -	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	43,434	32,575		-	1.100%	-	\$ 31,101	\$ 38,877	\$ -	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 5,440,842			-						Planned and Actual from Benefits Tab
4 Total Utility Costs <sup>1</sup>	\$ 2,827,390			-						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 2,613,453	\$ 1,960,089	\$ -	-	1.925%	-	\$ 54,427	\$ 68,034	\$ -	Line 5 minus line 6
<b>6 Total</b>					<b>5.500%</b>	-	<b>\$ 155,506</b>	<b>\$ 194,383</b>	<b>\$ -</b>	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 6,309,352		Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 155,506	\$ -	from row 6 above
9 Total Utility Costs	\$ 2,827,390	\$ -	from row 4 above
10 <b>Portfolio GST BCR</b>	<b>2.12</b>	<b>-</b>	Row 7 Divided by Rows 8+9

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.

**Program Cost-Effectiveness - 2022 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.48	1.08	1.48	882.7	646.5	884.0	596.2	-	9.9	29.2	6.9	4.3	82	3,541.7	75,068.0
A1 - Energy Star Homes	1.79	1.54	1.36	642.3	549.9	697.3	358.0	153.9	-	-	-	-	87	2,715.0	64,785.0
A2 - Home Performance with Energy Star	1.05	0.87	0.96	303.0	249.9	332.0	287.3	59.4	7.0	68.5	3.2	3.5	50	1,390.0	28,997.1
A3 - Energy Star Products	2.18	1.91	1.30	1,349.4	1,185.6	1,468.0	619.5	507.6	-	-	-	-	1,429	8,089.7	138,857.8
A4 - Residential Behavior	1.06	0.98	1.16	62.6	57.8	68.3	58.7	-	-	-	-	-	9,100	1,332.0	5,852.0
A6c - Res Education	-	-	-	-	-	-	13.4	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>1.66</b>	<b>1.38</b>	<b>1.29</b>	<b>3,240.0</b>	<b>2,689.7</b>	<b>3,449.6</b>	<b>1,946.9</b>	<b>720.9</b>	<b>16.9</b>	<b>97.7</b>	<b>10.1</b>	<b>7.8</b>	<b>10,748</b>	<b>17,068.4</b>	<b>313,559.9</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.84	3.35	2.84	3,460.7	3,017.0	3,762.4	900.4	424.7	-	-	-	-	219	28,240.2	370,757.9
C2 - Small Business Energy Solutions	2.50	2.18	2.02	1,482.5	1,292.9	1,611.8	592.2	206.5	-	-	-	-	169	10,920.2	165,148.4
C6c - C&I Education	-	-	-	-	-	-	22.8	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.26</b>	<b>2.84</b>	<b>2.50</b>	<b>4,943.2</b>	<b>4,309.9</b>	<b>5,374.2</b>	<b>1,515.3</b>	<b>631.1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>388</b>	<b>39,160.4</b>	<b>535,906.3</b>
<b>Total</b>	<b>2.36</b>	<b>2.02</b>	<b>1.83</b>	<b>8,183.1</b>	<b>6,999.5</b>	<b>8,823.8</b>	<b>3,462.3</b>	<b>1,352.0</b>	<b>16.9</b>	<b>97.7</b>	<b>10.1</b>	<b>7.8</b>	<b>11,136</b>	<b>56,228.8</b>	<b>849,466.1</b>

**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.

<b>Annual Savings as a % of 2018 Sales</b>	0.74%	<b>Spending per Customer</b>	Low-Income	\$	219.10
			Residential	\$	55.15
			C&I	\$	215.59



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						ENERGY				Gas Benefit			Non-Electric			Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits	
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Electric DRIFE	Total Electric Benefit	Gas Benefit	Gas DRIFE	Total Gas Benefit	Other Fuels	Water Benefit									
				Summer Generation	Winter Generation	Transmission	Distribution	Reliability	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIFE	Total Electric Benefit	Gas Benefit	Gas DRIFE	Total Gas Benefit	Other Fuels	Water Benefit	Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits	Total Non-Resource Benefits	Environmental Benefits (\$000)
<b>Residential Programs</b>																								
B1 - Home Energy Assistance	\$ 883	\$ 646	\$ 884	\$ -	\$ -	\$ 1	\$ 1	\$ -	\$ 1	\$ 1	\$ 0	\$ 0	\$ 0	\$ 4	\$ 629	\$ 17	\$ 646	\$ 646	\$ -	\$ 650	\$ 102	\$ 130	\$ 232	\$ 1
A1 - Energy Star Homes	\$ 642	\$ 550	\$ 697	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 537	\$ 13	\$ 550	\$ 550	\$ -	\$ 550	\$ 92	\$ 55	\$ 147	\$ -
A2 - Home Performance with Energy Star	\$ 303	\$ 250	\$ 332	\$ 3	\$ -	\$ 3	\$ 3	\$ -	\$ 1	\$ 0	\$ 2	\$ 1	\$ 0	\$ 14	\$ 243	\$ 7	\$ 250	\$ 250	\$ -	\$ 263	\$ 40	\$ 26	\$ 66	\$ 3
A3 - Energy Star Products	\$ 1,349	\$ 1,186	\$ 1,468	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,150	\$ 35	\$ 1,186	\$ 1,186	\$ -	\$ 1,186	\$ 164	\$ 119	\$ 282	\$ -
A4 - Residential Behavior	\$ 63	\$ 58	\$ 68	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 54	\$ 4	\$ 58	\$ 58	\$ -	\$ 58	\$ 5	\$ 6	\$ 11	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 3,240</b>	<b>\$ 2,690</b>	<b>\$ 3,450</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 1</b>	<b>\$ 1</b>	<b>\$ 2</b>	<b>\$ 2</b>	<b>\$ 0</b>	<b>\$ 17</b>	<b>\$ 2,613</b>	<b>\$ 77</b>	<b>\$ 2,690</b>	<b>\$ 2,690</b>	<b>\$ -</b>	<b>\$ 2,707</b>	<b>\$ 403</b>	<b>\$ 336</b>	<b>\$ 739</b>	<b>\$ 4</b>
<b>Commercial/Industrial Programs</b>																								
C1 - Large Business Energy Solutions	\$ 3,461	\$ 3,017	\$ 3,762	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,883	\$ 133	\$ 3,017	\$ 3,017	\$ 51	\$ 3,068	\$ 393	\$ 302	\$ 695	\$ -
C2 - Small Business Energy Solutions	\$ 1,482	\$ 1,293	\$ 1,612	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,245	\$ 48	\$ 1,293	\$ 1,293	\$ 0	\$ 1,293	\$ 189	\$ 129	\$ 318	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 4,943</b>	<b>\$ 4,310</b>	<b>\$ 5,374</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 4,129</b>	<b>\$ 181</b>	<b>\$ 4,310</b>	<b>\$ 4,310</b>	<b>\$ 51</b>	<b>\$ 4,361</b>	<b>\$ 582</b>	<b>\$ 431</b>	<b>\$ 1,013</b>	<b>\$ -</b>
<b>Total</b>	<b>\$ 8,183</b>	<b>\$ 7,000</b>	<b>\$ 8,824</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 1</b>	<b>\$ 1</b>	<b>\$ 2</b>	<b>\$ 2</b>	<b>\$ 0</b>	<b>\$ 17</b>	<b>\$ 6,741</b>	<b>\$ 258</b>	<b>\$ 7,000</b>	<b>\$ 7,000</b>	<b>\$ 51</b>	<b>\$ 7,068</b>	<b>\$ 985</b>	<b>\$ 767</b>	<b>\$ 1,752</b>	<b>\$ 4</b>

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	849,466	637,100		-	2.475%	-	\$ 85,691	\$ 107,114	\$ -	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	56,229	42,172		-	1.100%	-	\$ 38,085	\$ 47,606	\$ -	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 7,068,069			-						Planned and Actual from Benefits Tab
4 Total Utility Costs <sup>1</sup>	\$ 3,462,280			-						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 3,605,789	\$ 2,704,342	\$ -	-	1.925%	-	\$ 66,649	\$ 83,311	\$ -	Line 5 minus line 6
<b>6 Total</b>					<b>5.500%</b>	-	<b>\$ 190,425</b>	<b>\$ 238,032</b>	<b>\$ -</b>	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 8,183,126		Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 190,425	\$ -	from row 6 above
9 Total Utility Costs	\$ 3,462,280	\$ -	from row 4 above
10 <b>Portfolio GST BCR</b>	<b>2.24</b>	<b>-</b>	Row 7 Divided by Rows 8+9

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.

**Program Cost-Effectiveness - 2023 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.50	1.10	1.50	993.1	730.3	993.8	661.3	-	1.0	18.4	0.3	-	84	4,009.8	84,689.8
A1 - Energy Star Homes	2.10	1.80	1.57	760.3	649.4	825.5	361.5	162.9	0.4	6.0	0.1	0.1	96	3,215.5	76,531.3
A2 - Home Performance with Energy Star	1.07	0.89	0.74	354.6	295.4	387.8	330.6	192.7	2.7	63.8	-	1.5	52	1,678.1	34,239.2
A3 - Energy Star Products	2.20	1.93	1.33	1,484.3	1,304.2	1,614.7	675.2	539.7	-	-	-	-	1,572	8,898.7	152,743.6
A4 - Residential Behavior	1.13	1.04	1.23	62.6	57.9	68.4	55.6	-	-	-	-	-	9,100	1,612.0	5,850.2
A6c - Res Education	-	-	-	-	-	-	12.9	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>1.73</b>	<b>1.44</b>	<b>1.29</b>	<b>3,654.9</b>	<b>3,037.1</b>	<b>3,890.3</b>	<b>2,110.6</b>	<b>895.3</b>	<b>4.2</b>	<b>88.2</b>	<b>0.4</b>	<b>1.6</b>	<b>10,903</b>	<b>19,414.0</b>	<b>354,054.1</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.53	3.06	2.71	3,827.6	3,317.5	4,159.4	1,083.3	448.9	-	-	-	-	241	31,503.3	411,100.1
C2 - Small Business Energy Solutions	2.52	2.21	2.03	1,721.8	1,508.3	1,872.7	683.1	240.5	-	-	-	-	186	13,397.3	190,542.8
C6c - C&I Education	-	-	-	-	-	-	28.6	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.09</b>	<b>2.69</b>	<b>2.43</b>	<b>5,549.4</b>	<b>4,825.8</b>	<b>6,032.0</b>	<b>1,795.1</b>	<b>689.4</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>427</b>	<b>44,900.7</b>	<b>601,642.9</b>
<b>Total</b>	<b>2.36</b>	<b>2.01</b>	<b>1.81</b>	<b>9,204.3</b>	<b>7,862.8</b>	<b>9,922.3</b>	<b>3,905.7</b>	<b>1,584.7</b>	<b>4.2</b>	<b>88.2</b>	<b>0.4</b>	<b>1.6</b>	<b>11,331</b>	<b>64,314.7</b>	<b>955,697.0</b>

**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.

<b>Annual Savings as a % of 2018 Sales</b>	0.85%	<b>Spending per Customer</b>	Low-Income	\$	243.03
			Residential	\$	59.18
			C&I	\$	255.39

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				Gas Benefit			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	Gas Benefit	Gas DRIPE	Total Gas Benefit	Other Fuels	Water Benefit								
<b>Residential Programs</b>																											
B1 - Home Energy Assistance	\$ 993	\$ 730	\$ 994	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1	\$ 1	\$ -	\$ -	\$ 0	\$ 1	\$ 711	\$ 20	\$ 730	\$ 730	\$ -	\$ 732	\$ 115	\$ 146	\$ 261	\$ 1		
A1 - Energy Star Homes	\$ 760	\$ 649	\$ 826	\$ 0	\$ -	\$ 0	\$ 0	\$ -	\$ -	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 1	\$ 634	\$ 16	\$ 649	\$ 649	\$ 1	\$ 651	\$ 109	\$ 65	\$ 174	\$ 0		
A2 - Home Performance with Energy Star	\$ 355	\$ 295	\$ 388	\$ 3	\$ -	\$ 3	\$ 3	\$ -	\$ -	\$ 0	\$ 0	\$ 2	\$ 2	\$ 0	\$ 13	\$ 287	\$ 8	\$ 295	\$ 295	\$ -	\$ 308	\$ 46	\$ 31	\$ 77	\$ 2		
A3 - Energy Star Products	\$ 1,484	\$ 1,304	\$ 1,615	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,265	\$ 39	\$ 1,304	\$ 1,304	\$ -	\$ 1,304	\$ 180	\$ 130	\$ 311	\$ -		
A4 - Residential Behavior	\$ 63	\$ 58	\$ 68	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 54	\$ 4	\$ 58	\$ 58	\$ -	\$ 58	\$ 5	\$ 6	\$ 10	\$ -		
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
<b>Sub-Total Residential</b>	<b>\$ 3,655</b>	<b>\$ 3,037</b>	<b>\$ 3,890</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 3</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1</b>	<b>\$ 1</b>	<b>\$ 2</b>	<b>\$ 2</b>	<b>\$ 0</b>	<b>\$ 15</b>	<b>\$ 2,951</b>	<b>\$ 86</b>	<b>\$ 3,037</b>	<b>\$ 3,037</b>	<b>\$ 1</b>	<b>\$ 3,053</b>	<b>\$ 455</b>	<b>\$ 378</b>	<b>\$ 834</b>	<b>\$ 3</b>		
<b>Commercial/Industrial Programs</b>																											
C1 - Large Business Energy Solutions	\$ 3,828	\$ 3,317	\$ 4,159	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,173	\$ 145	\$ 3,317	\$ 3,317	\$ 75	\$ 3,392	\$ 435	\$ 332	\$ 767	\$ -		
C2 - Small Business Energy Solutions	\$ 1,722	\$ 1,508	\$ 1,873	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,448	\$ 60	\$ 1,508	\$ 1,508	\$ 1	\$ 1,509	\$ 213	\$ 151	\$ 364	\$ -		
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 5,549</b>	<b>\$ 4,826</b>	<b>\$ 6,032</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 4,621</b>	<b>\$ 205</b>	<b>\$ 4,826</b>	<b>\$ 4,826</b>	<b>\$ 75</b>	<b>\$ 4,901</b>	<b>\$ 648</b>	<b>\$ 483</b>	<b>\$ 1,131</b>	<b>\$ -</b>		
<b>Total</b>	<b>\$ 9,204</b>	<b>\$ 7,863</b>	<b>\$ 9,922</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ 3</b>	<b>\$ 3</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1</b>	<b>\$ 1</b>	<b>\$ 2</b>	<b>\$ 2</b>	<b>\$ 0</b>	<b>\$ 15</b>	<b>\$ 7,572</b>	<b>\$ 291</b>	<b>\$ 7,863</b>	<b>\$ 7,863</b>	<b>\$ 77</b>	<b>\$ 7,954</b>	<b>\$ 1,104</b>	<b>\$ 861</b>	<b>\$ 1,965</b>	<b>\$ 3</b>		

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	955,697	716,773		-	2.475%	-	\$ 96,666	\$ 120,833	\$ -	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	64,315	48,236		-	1.100%	-	\$ 42,963	\$ 53,703	\$ -	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 7,954,338			-						Planned and Actual from Benefits Tab
4 Total Utility Costs <sup>1</sup>	\$ 3,905,706			-						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 4,048,632	\$ 3,036,474	\$ -	-	1.925%	-	\$ 75,185	\$ 93,981	\$ -	Line 5 minus line 6
<b>6 Total</b>					<b>5.500%</b>	-	<b>\$ 214,814</b>	<b>\$ 268,517</b>	<b>\$ -</b>	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 9,204,304		Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 214,814	\$ -	from row 8 above
9 Total Utility Costs	\$ 3,905,706	\$ -	from row 6 above
<b>10 Portfolio GST BCR</b>	<b>2.23</b>	<b>-</b>	Row 7 Divided by Rows 8+9

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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.

**Program Cost-Effectiveness - 2021-2023 PLAN**

	Benefit/Cost Ratios			Benefits (\$000)			Utility Costs (\$000 - 2021\$) <sup>2</sup>	Customer Costs (\$000 - 2021\$) <sup>2</sup>	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 <sup>1</sup>									
<b>Residential Programs</b>															
B1 - Home Energy Assistance	1.47	1.08	1.48	2,582.8	1,893.3	2,586.4	1,752.1	-	23.8	80.4	16.3	10.1	244	10,374.1	219,641.4
A1 - Energy Star Homes	1.99	1.70	1.47	1,961.8	1,677.3	2,129.9	985.0	463.6	0.4	6.0	0.1	0.1	261	8,297.3	197,649.0
A2 - Home Performance with Energy Star	1.11	0.92	0.90	946.3	784.3	1,036.0	851.7	300.6	16.0	192.8	6.1	8.1	149	4,418.0	90,971.1
A3 - Energy Star Products	2.14	1.88	1.28	3,771.1	3,311.6	4,102.2	1,760.9	1,433.0	-	-	-	-	4,300	22,507.8	388,518.6
A4 - Residential Behavior	1.07	0.99	1.16	194.1	179.5	212.1	182.2	-	-	-	-	-	27,300	4,592.0	18,147.5
A6c - Res Education	-	-	-	-	-	-	40.1	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>1.68</b>	<b>1.40</b>	<b>1.29</b>	<b>9,456.1</b>	<b>7,845.9</b>	<b>10,066.5</b>	<b>5,620.4</b>	<b>2,197.2</b>	<b>40.2</b>	<b>279.2</b>	<b>22.4</b>	<b>18.3</b>	<b>32,254</b>	<b>50,189.3</b>	<b>914,927.5</b>
<b>Commercial, Industrial &amp; Municipal</b>															
C1 - Large Business Energy Solutions	3.60	3.13	2.67	9,984.5	8,677.2	10,852.2	2,774.2	1,294.6	-	-	-	-	659	81,723.6	1,070,903.4
C2 - Small Business Energy Solutions	2.46	2.15	1.96	4,256.2	3,716.0	4,627.8	1,729.9	630.5	-	-	-	-	510	32,064.5	473,708.9
C6c - C&I Education	-	-	-	-	-	-	70.9	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>3.11</b>	<b>2.71</b>	<b>2.38</b>	<b>14,240.7</b>	<b>12,393.2</b>	<b>15,480.0</b>	<b>4,575.0</b>	<b>1,925.1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,168</b>	<b>113,788.1</b>	<b>1,544,612.3</b>
<b>Total</b>	<b>2.32</b>	<b>1.99</b>	<b>1.78</b>	<b>23,696.8</b>	<b>20,239.1</b>	<b>25,546.6</b>	<b>10,195.4</b>	<b>4,122.3</b>	<b>40.2</b>	<b>279.2</b>	<b>22.4</b>	<b>18.3</b>	<b>33,423</b>	<b>163,977.4</b>	<b>2,459,539.9</b>

**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.

<b>Cumulative Savings as a % of 2019 Sales</b>	2.17%	<b>Spending per Customer</b>	Low-Income	\$	643.90
			Residential	\$	157.94
			C&I	\$	650.87

Present Value Benefits - 2021-2023 PLAN

	Total Benefits (\$000)			Resource Benefits (\$000)															Non-Resource Benefits (\$000)			Environmental Benefits (\$000)		
				CAPACITY						Electric ENERGY				Gas Benefit			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	Gas Benefit	Gas DRIPE	Total Gas Benefit	Other Fuels						Water Benefit
<b>Residential Programs</b>																								
B1 - Home Energy Assistance	\$ 2,583	\$ 1,893	\$ 2,586	\$ -	\$ -	\$ 2	\$ 2	\$ -	\$ 2	\$ 2	\$ 1	\$ 0	\$ 0	\$ 10	\$ 1,842	\$ 51	\$ 1,893	\$ 1,893	\$ -	\$ 1,903	\$ 299	\$ 381	\$ 680	\$ 4
A1 - Energy Star Homes	\$ 1,962	\$ 1,677	\$ 2,130	\$ 0	\$ -	\$ 0	\$ 0	\$ -	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 1	\$ 1,637	\$ 40	\$ 1,677	\$ 1,677	\$ 2	\$ 1,680	\$ 282	\$ 168	\$ 450	\$ 0
A2 - Home Performance with Energy Star	\$ 946	\$ 784	\$ 1,036	\$ 9	\$ -	\$ 9	\$ 8	\$ -	\$ 1	\$ 1	\$ 6	\$ 4	\$ 1	\$ 38	\$ 763	\$ 21	\$ 784	\$ 784	\$ -	\$ 823	\$ 124	\$ 82	\$ 206	\$ 7
A3 - Energy Star Products	\$ 3,771	\$ 3,312	\$ 4,102	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,214	\$ 98	\$ 3,312	\$ 3,312	\$ -	\$ 3,312	\$ 459	\$ 331	\$ 791	\$ -
A4 - Residential Behavior	\$ 194	\$ 179	\$ 212	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 166	\$ 13	\$ 179	\$ 179	\$ -	\$ 179	\$ 15	\$ 18	\$ 33	\$ -
A6c - Res Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Residential</b>	<b>\$ 9,456</b>	<b>\$ 7,846</b>	<b>\$ 10,067</b>	<b>\$ 9</b>	<b>\$ -</b>	<b>\$ 11</b>	<b>\$ 10</b>	<b>\$ -</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ 6</b>	<b>\$ 5</b>	<b>\$ 1</b>	<b>\$ 49</b>	<b>\$ 7,623</b>	<b>\$ 223</b>	<b>\$ 7,846</b>	<b>\$ 7,846</b>	<b>\$ 2</b>	<b>\$ 7,897</b>	<b>\$ 1,179</b>	<b>\$ 980</b>	<b>\$ 2,158</b>	<b>\$ 11</b>
<b>Commercial/Industrial Programs</b>																								
C1 - Large Business Energy Solutions	\$ 9,985	\$ 8,677	\$ 10,852	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,296	\$ 381	\$ 8,677	\$ 8,677	\$ 172	\$ 8,849	\$ 1,135	\$ 868	\$ 2,003	\$ -
C2 - Small Business Energy Solutions	\$ 4,256	\$ 3,716	\$ 4,628	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,575	\$ 141	\$ 3,716	\$ 3,716	\$ 1	\$ 3,717	\$ 539	\$ 372	\$ 910	\$ -
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 14,241</b>	<b>\$ 12,393</b>	<b>\$ 15,480</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 11,872</b>	<b>\$ 522</b>	<b>\$ 12,393</b>	<b>\$ 12,393</b>	<b>\$ 173</b>	<b>\$ 12,566</b>	<b>\$ 1,674</b>	<b>\$ 1,239</b>	<b>\$ 2,914</b>	<b>\$ -</b>
<b>Total</b>	<b>\$ 23,697</b>	<b>\$ 20,239</b>	<b>\$ 25,547</b>	<b>\$ 9</b>	<b>\$ -</b>	<b>\$ 11</b>	<b>\$ 10</b>	<b>\$ -</b>	<b>\$ 4</b>	<b>\$ 3</b>	<b>\$ 6</b>	<b>\$ 5</b>	<b>\$ 1</b>	<b>\$ 49</b>	<b>\$ 19,494</b>	<b>\$ 745</b>	<b>\$ 20,239</b>	<b>\$ 20,239</b>	<b>\$ 175</b>	<b>\$ 20,463</b>	<b>\$ 2,853</b>	<b>\$ 2,219</b>	<b>\$ 5,072</b>	<b>\$ 11</b>

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	2,459,540	1,844,655		-	2.475%	-	\$ 252,336	\$ 315,419	\$ -	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	163,977	122,983		-	1.100%	-	\$ 112,149	\$ 140,186	\$ -	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 20,463,249			-						Planned and Actual from Benefits Tab
4 Total Utility Costs <sup>1</sup>	\$ 10,195,376			-						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 10,267,873	\$ 7,700,905	\$ -	-	1.925%	-	\$ 196,261	\$ 245,326	\$ -	Line 5 minus line 6
6 <b>Total</b>					<b>5.500%</b>	-	<b>\$ 560,746</b>	<b>\$ 700,932</b>	<b>\$ -</b>	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 23,696,783		Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 560,746	\$ -	from row 8 above
9 Total Utility Costs	\$ 10,195,376	\$ -	from row 6 above
10 <b>Portfolio GST BCR</b>	<b>2.20</b>	<b>-</b>	Row 7 Divided by Rows 8+9

*Utility Costs expressed in 2021 dollars.*

<sup>1</sup> 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**

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 is still in the process of being finalized, and is meant to calculate 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 are expected to reduce the regulated electric utilities’ revenue requirements by -1.3% on average, or -\$419.9M in total, over the life of the measures installed during the 2021-2023 term and across all programs. The regulated gas utilities’ revenue requirements are expected to reduce by -3.2% on average, or -\$92.6M 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

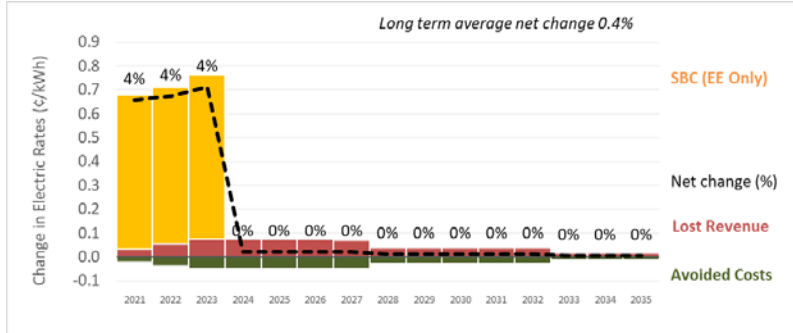
Utility	Percent Change	Dollar Change (millions)
Eversource	-1.4%	-\$372.0
Liberty Electric	-0.9%	-\$24.6
Unitil Electric	-0.7%	-\$23.3
<b>Electric Total</b>	<b>-1.3%</b>	<b>-\$419.9</b>
Liberty Gas	-3.8%	-\$68.5
Unitil Gas	-2.2%	-\$24.1
<b>Gas Total</b>	<b>-3.2%</b>	<b>-\$92.6</b>

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:

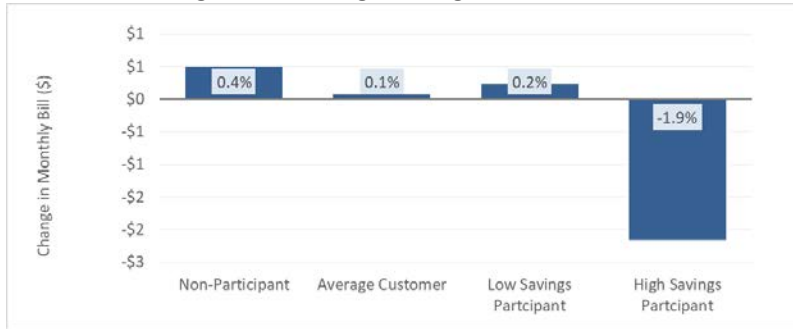
- non-participant—customers who do not participate in any year of the term
- low savings participant—For Electric – an illustrative residential participant (e.g. a customer swapping out their lighting for LEDs) who saves 1% of usage, or C&I participant (e.g. a customer performing a few off-the shelf offerings) who saves 5% of usage during year 1 of the plan; For Gas, an illustrative low savings residential participant would save 1% of their usage, and a low savings C&I participant would save 5% of their usage.
- high savings participant— For Electric – an illustrative residential participant (e.g. a customer performing a comprehensive HPwES project including weatherization and HVAC) who saves 10% of usage, or C&I participant (e.g. a customer performing a comprehensive custom project) who saves 20% of usage during year 1 of the plan; For Gas, an illustrative low savings residential participant would save 7% of their usage, and a low savings C&I participant would save 10% of their usage.
- 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**

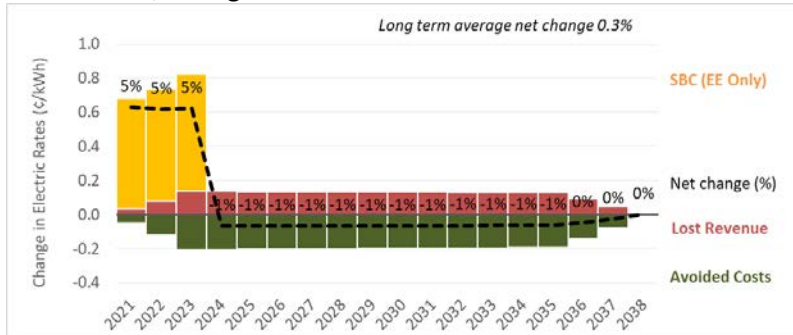
**Residential, Change in Rates Over the Life of the Measures**



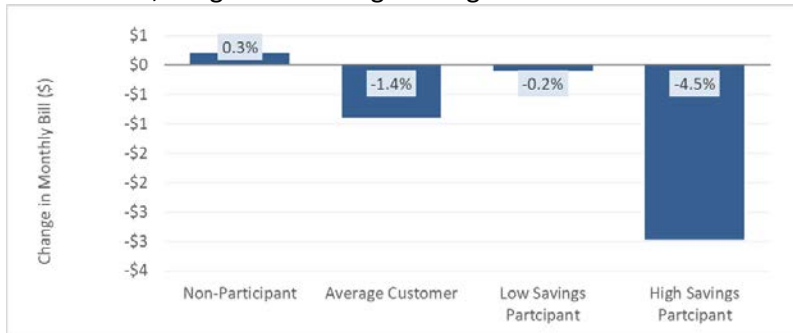
**Residential, Long-Term Average Change in Bills Over the Life of the Measures**



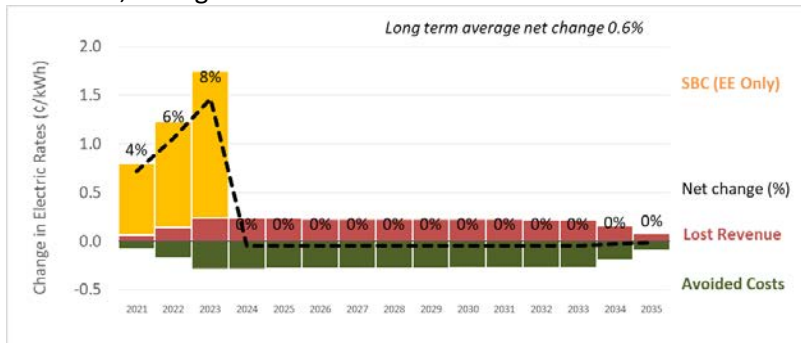
**Low-Income, Change in Rates Over the Life of the Measures**



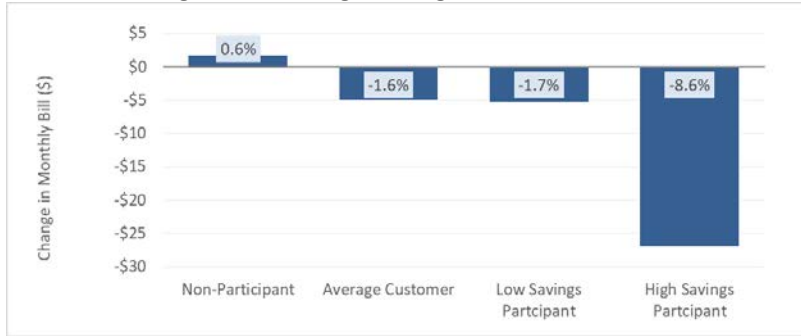
**Low-Income, Long-Term Average Change in Bills Over the Life of the Measures**



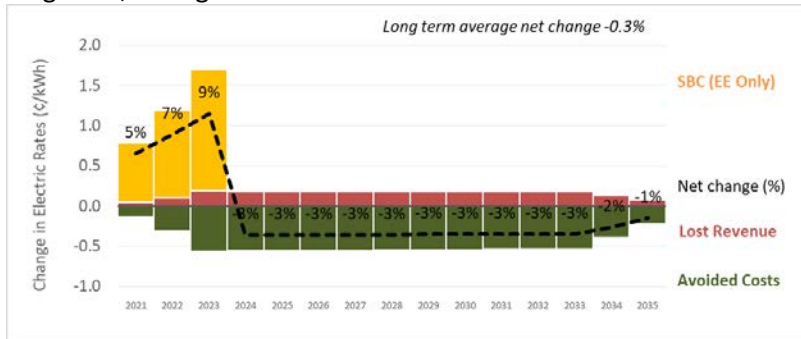
Small C&I, Change in Rates Over the Life of the Measures



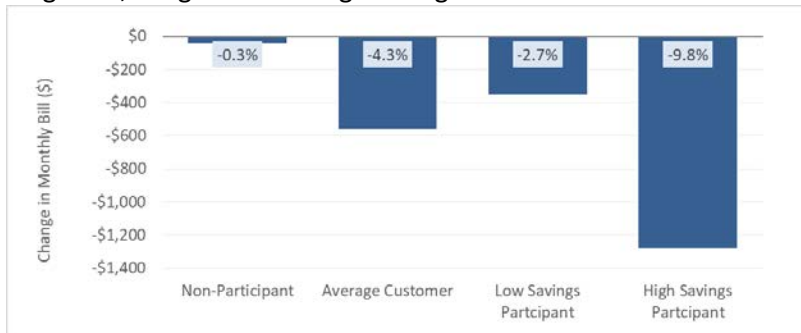
Small C&I, Long-Term Average Change in Bills Over the Life of the Measures



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

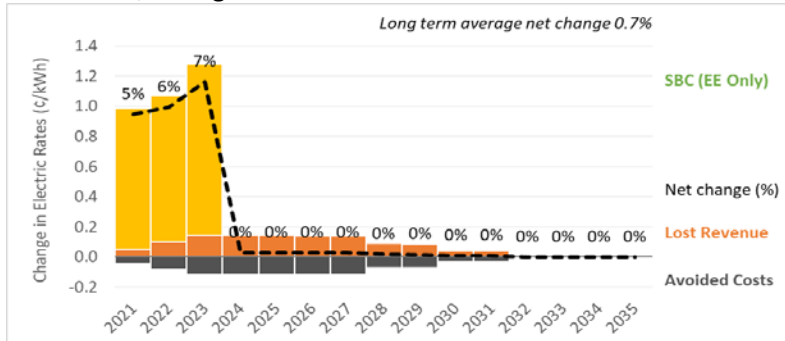


Large C&I, Long-Term Average Change in Bills Over the Life of the Measures

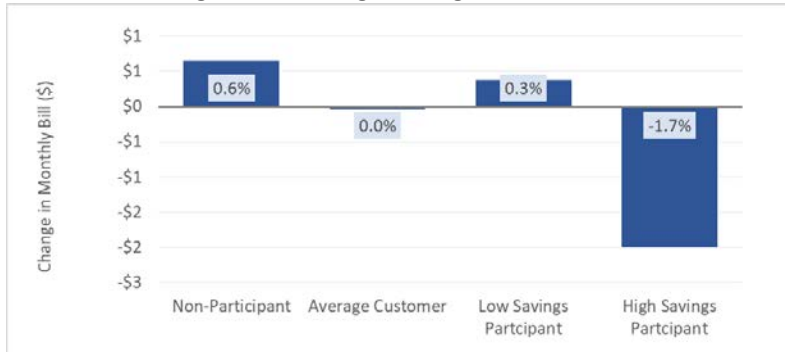


**Liberty Electric**

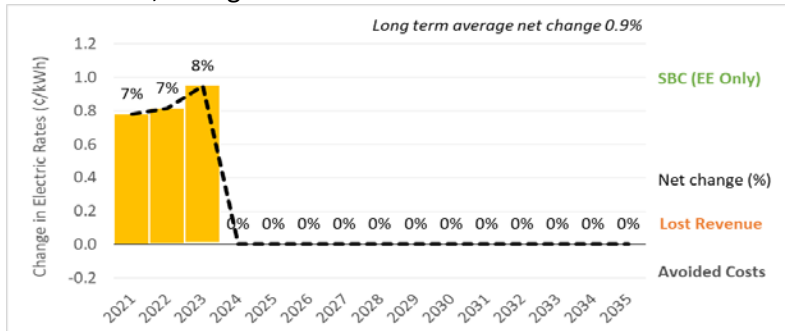
**Residential, Change in Rates Over the Life of the Measures**



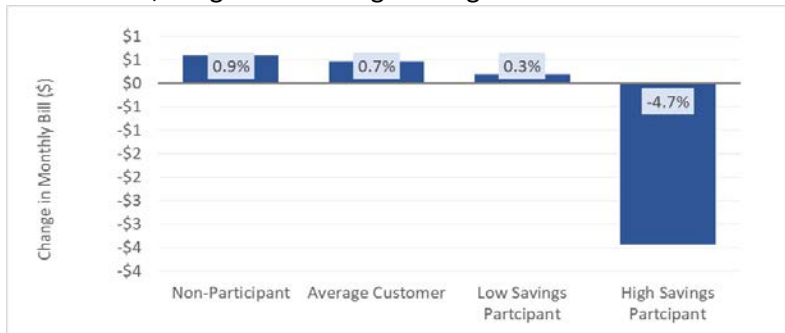
**Residential, Long-Term Average Change in Bills Over the Life of the Measures**



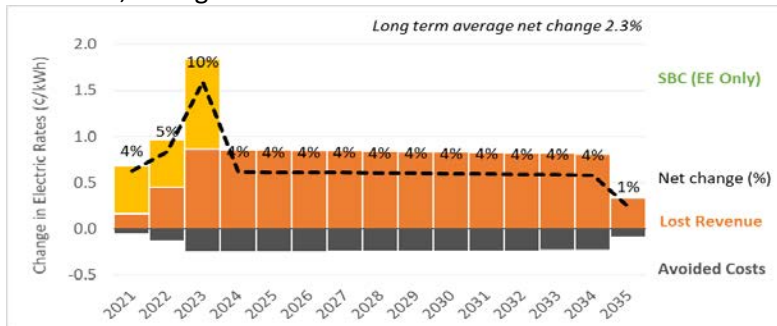
**Low-Income, Change in Rates Over the Life of the Measures**



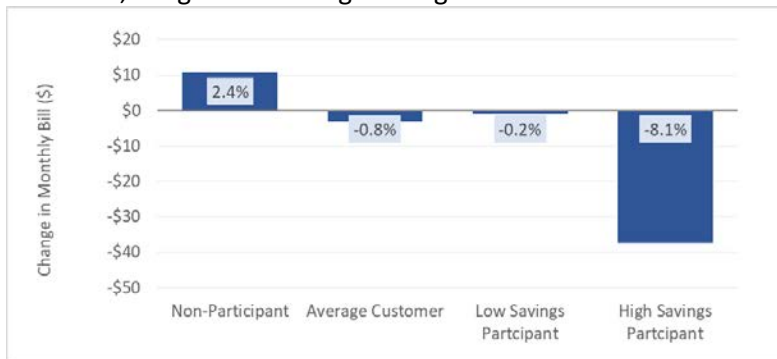
**Low-Income, Long-Term Average Change in Bills Over the Life of the Measures**



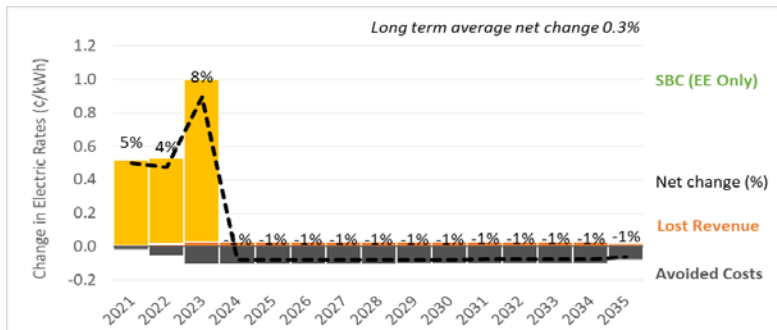
Small C&I, Change in Rates Over the Life of the Measures



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

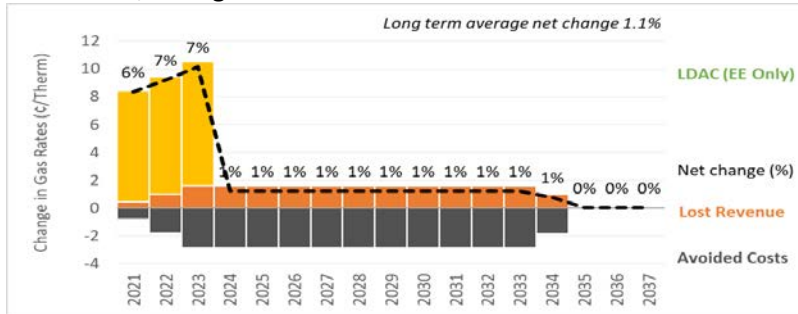


Large C&I, Long-Term Average Change in Bills Over the Life of the Measures



**Liberty Gas**

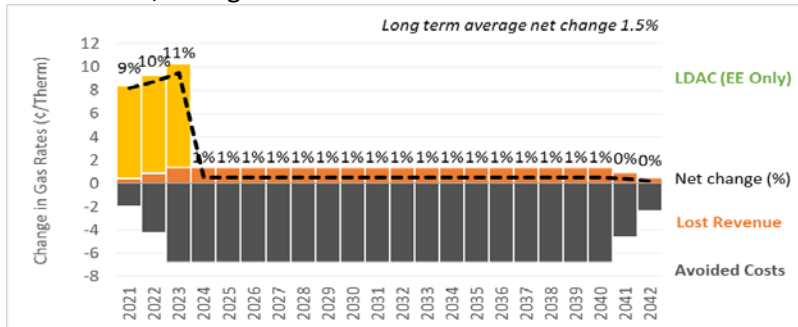
Residential, Change in Rates Over the Life of the Measures



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



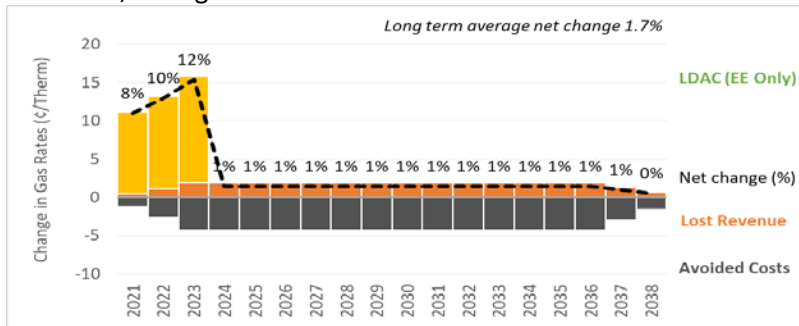
Low-Income, Change in Rates Over the Life of the Measures



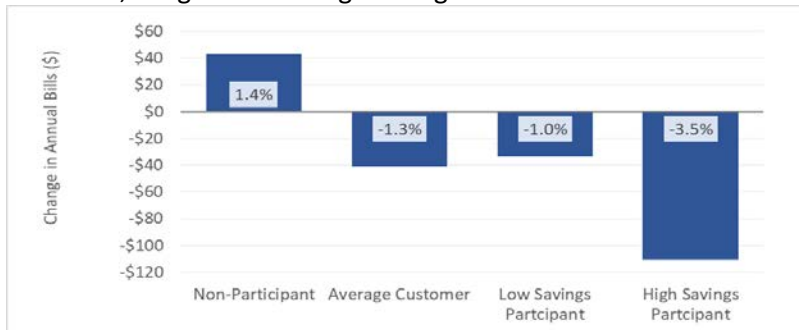
Low-Income, Long-Term Average Change in Bills Over the Life of the Measures



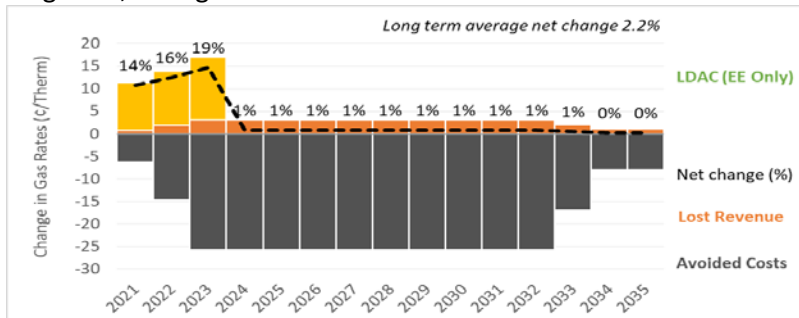
Small C&I, Change in Rates Over the Life of the Measures



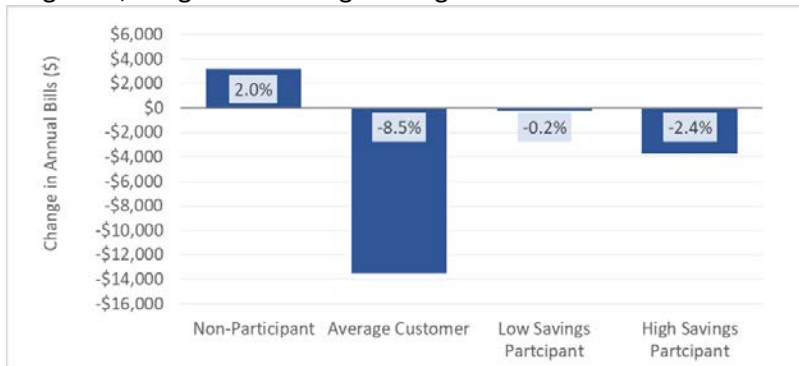
Small C&I, Long-Term Average Change in Bills Over the Life of the Measures



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

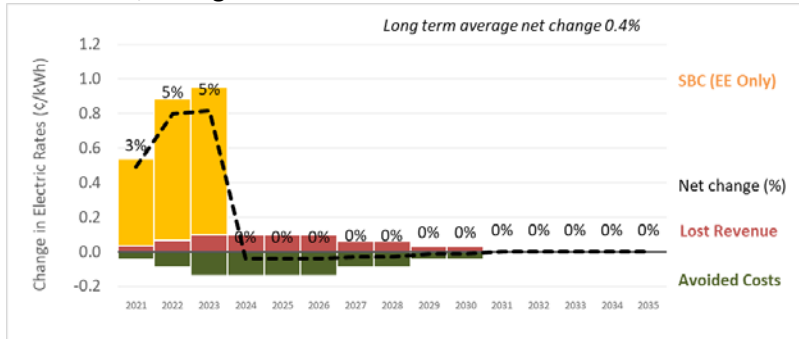


Large C&I, Long-Term Average Change in Bills Over the Life of the Measures

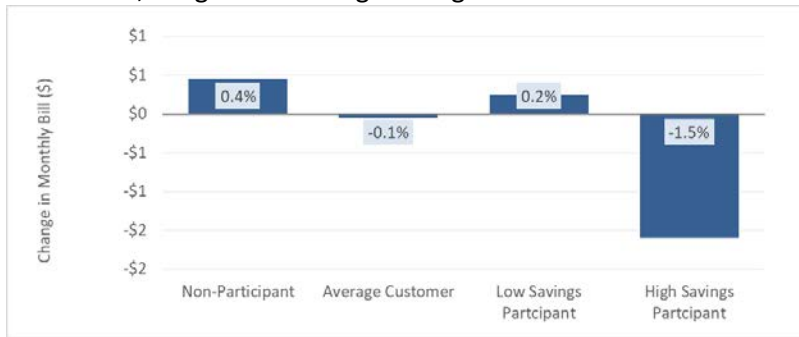


**Unitil Energy Systems, Inc.**

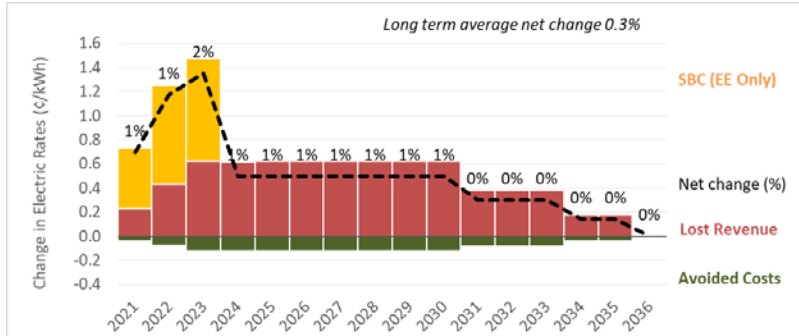
**Residential, Change in Rates Over the Life of the Measures**



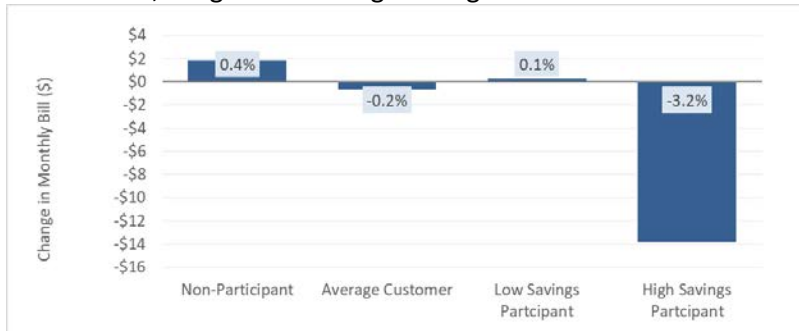
**Residential, Long-Term Average Change in Bills Over the Life of the Measures**



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

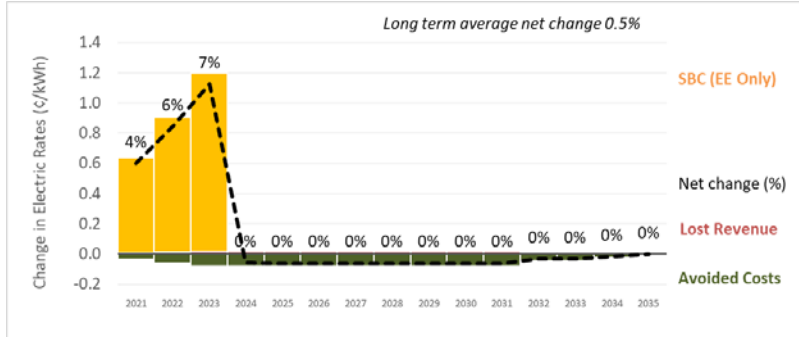


**Low-Income, Long-Term Average Change in Bills Over the Life of the Measures**

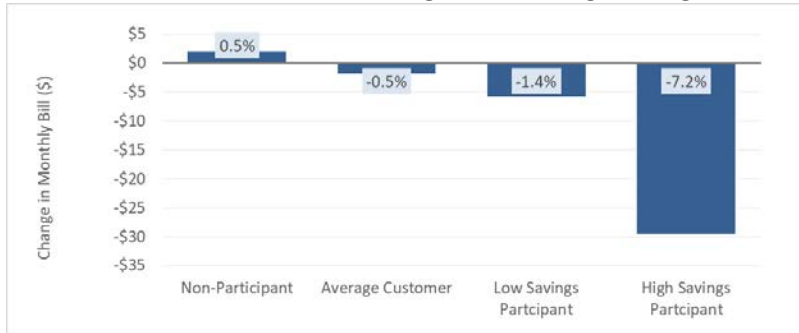




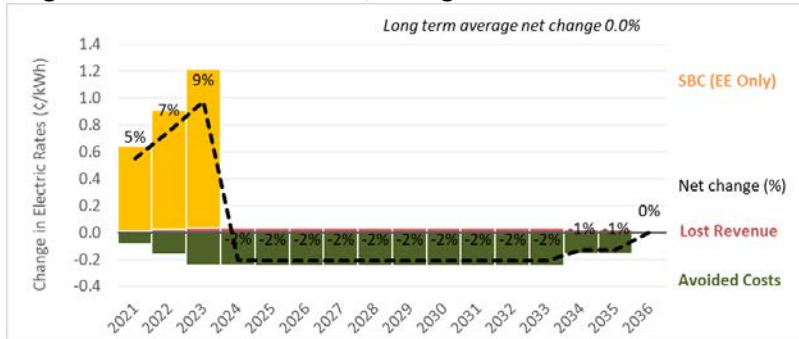
Small Commercial & Industrial, Change in Rates Over the Life of the Measures



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

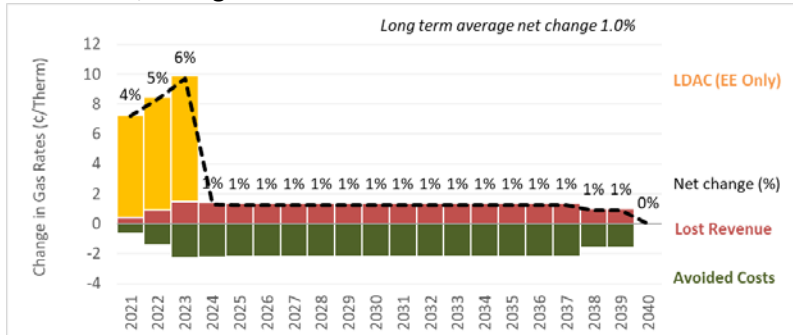


Large Commercial & Industrial, Long-Term Average Change in Bills Over the Life of the Measures

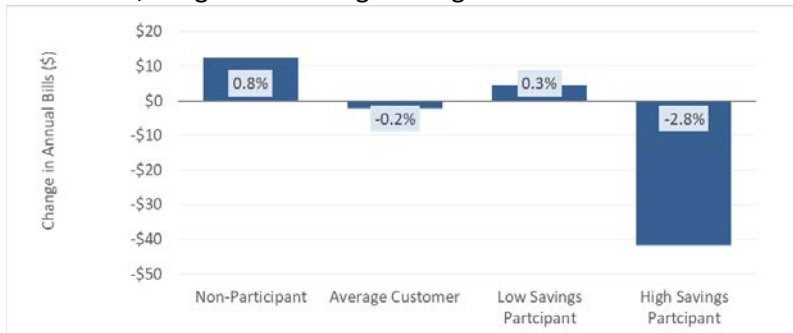


**Northern Utilities, Inc.**

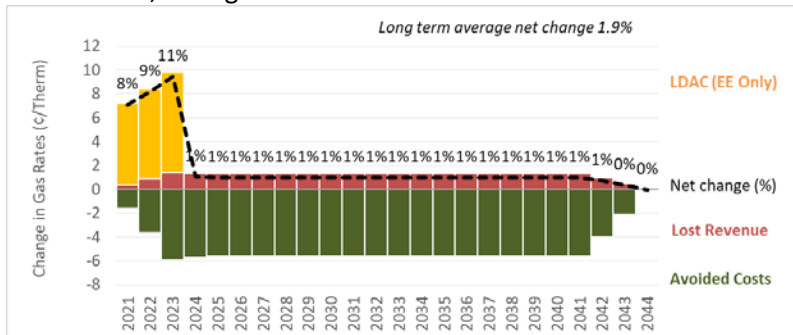
**Residential, Change in Rates Over the Life of the Measures**



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



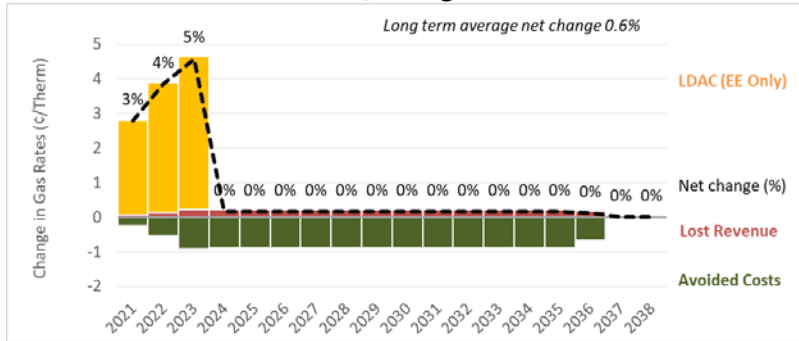
**Low Income, Change in Rates Over the Life of the Measures**



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



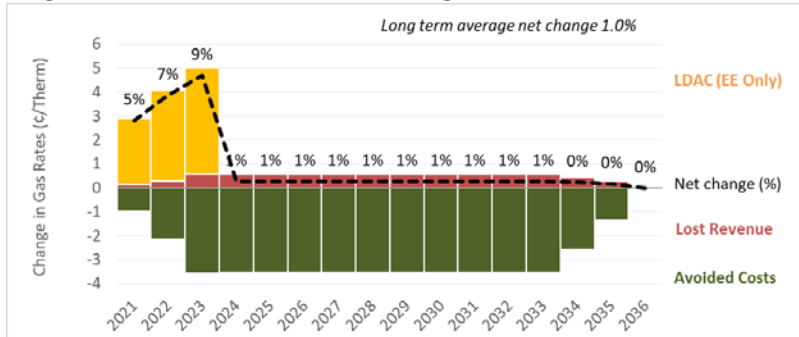
Small Commercial & Industrial, Change in Rates Over the Life of the Measures



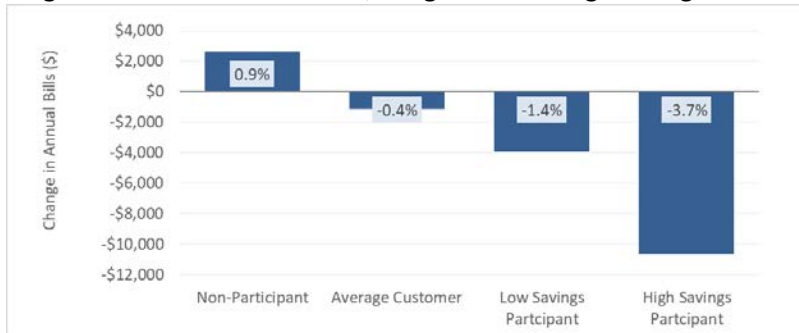
Small Commercial & Industrial, Long-Term Average Change in Bills Over the Life of the Measures



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



**Bill Impacts of Changes in System Benefits Charge - PSNH d/b/a Eversource Energy**

	<u>Current Rates*</u>	<u>2021</u>
EE Portion of System Benefits Charge (\$/kWh)	\$ 0.00528	N/A
Proposed Residential EE Portion of System Benefits Charge (\$/kWh)	N/A	\$ 0.00646
Proposed C&I EE Portion of System Benefits Charge (\$/kWh)	N/A	\$ 0.00735
 <u>Bill per month, including PSNH default energy service</u>		
Residential Rate R (625 kWh/month)	\$ 119.01	\$ 119.75
General Service Rate G, three-phase service (40 kW, 10,000 kWh/month)	\$ 1,744.30	\$ 1,765.00
 <u>Change from previous rate level - \$ per month</u>		
Residential Rate R (625 kWh/month)		\$ 0.74
General Service Rate G, three-phase service (40 kW, 10,000 kWh/month)		\$ 20.70
 <u>Change from previous rate level - %</u>		
Residential Rate R (625 kWh/month)		0.6%
General Service Rate G, three-phase service (40 kW, 10,000 kWh/month)		1.2%

\* Stated at Eversource's rate levels effective February 1, 2020 - July 31, 2020

**Bill Impacts of Changes in System Benefits Charge - Liberty Utilities (Granite State Electric) d/b/a Liberty Utilities**

	<u>Current Rates*</u>	<u>2021 Res</u>	<u>2021 C&amp;I</u>
System Benefits Charge (\$/kWh)	\$ 0.00535	\$ 0.00936	0.006716
 <u>Bill per month, including GSE default energy service</u>			
Residential Rate D (650 kWh/month)	\$ 112.82	\$ 115.43	
Rate G-2, 25 kW, 9,000 kWh per month	\$ 874.40		\$ 888.06
 <u>Change from previous rate level - \$ per month</u>			
Residential Rate D (650 kWh/month)		\$ 2.61	
Rate G-2, 25 kW, 9,000 kWh per month			\$ 13.66
 <u>Change from previous rate level - %</u>			
Residential Rate D (650 kWh/month)		2.31%	
Rate G-2, 25 kW, 9,000 kWh per month			1.56%

\* Stated at Liberty's most recent rate levels (effective August 1, 2019). Rate G-2 energy service rate is based on September 1, 2019 rate.

**Bill Impacts due to Changes in System Benefits Charge - Unitil Energy Systems, Inc.**  
 Rates Effective July 1, 2020

		<b>Approved 2020</b>	<b>Preliminary 2021</b>
System Benefits Charge (\$/kWh)	All Sectors / Residential	\$ 0.00528	\$ 0.00503
	Commercial & Industrial	\$ 0.00528	\$ 0.00630
<u>Bill per month, including UES Default Service Charge</u>			
Residential Rate R (625 kWh/month)		\$ 102.91	\$ 102.76
General Service Rate G, three-phase service (40 kW, 10,000 kWh/month)		\$ 1,369.79	\$ 1,380.00
<u>Change from previous rate level - \$ per month</u>			
Residential Rate R (625 kWh/month)			\$ (0.16)
General Service Rate G, three-phase service (40 kW, 10,000 kWh/month)			\$ 10.21
<u>Change from previous rate level - %</u>			
Residential Rate R (625 kWh/month)			-0.2%
General Service Rate G, three-phase service (40 kW, 10,000 kWh/month)			0.7%

**Bill Impacts of Changes in System Benefits Charge - New Hampshire Electric Cooperative, Inc.**

	<u>Current Rates*</u>	<u>2021</u>
EE Portion of System Benefits Charge (\$/kWh)	\$ 0.00528	N/A
Proposed Residential EE Portion of System Benefits Charge (\$/kWh)	N/A	\$ 0.00615
Proposed Commercial EE Portion of System Benefits Charge (\$/kWh)	N/A	\$ 0.00683
 <u>Bill per month, including NHEC default energy service</u>		
Residential Rate Basic (625 kWh/month)	\$ 117.01	\$ 117.55
Commercial B3, three phase service (<50 kW, 10,000 kWh/month)	\$ 1,649.14	\$ 1,664.69
 <u>Change from previous rate level - \$ per month</u>		
Residential Rate Basic (625 kWh/month)		\$ 0.54
Commercial B3, three phase service (<50 kW, 10,000 kWh/month)		\$ 15.55
 <u>Change from previous rate level - %</u>		
Residential Rate Basic (625 kWh/month)		0.5%
Commercial B3, three phase service (<50 kW, 10,000 kWh/month)		0.9%

\* Stated at NHEC's rate levels approved March 31,2020

**Liberty Utilities (EnergyNorth Natural Gas) Corp. d/b/a Liberty Utilities**  
**EEC/LRR Typical Bill Analysis**  
**2020 Budget vs. 2021 Budget**

Energy Efficiency Charge/Lost Revenue Rate (\$/therm)	<u>2020</u>	<u>2021</u>
Residential	\$0.0644	\$0.0800
Commercial & Industrial	\$0.1208	\$0.1062

<u>Bill per period</u>	<u>Winter</u>	<u>Summer</u>	<u>Winter</u>	<u>Summer</u>
Residential Heating - R-3	\$615.41	\$220.16	\$625.10	\$222.55
G-41 Commercial & Industrial	\$1,755.02	\$564.25	\$1,726.40	\$559.76
G-42 Commercial & Industrial	\$13,453.22	\$3,581.10	\$13,191.11	\$3,529.93
G-51 Commercial & Industrial	\$1,426.81	\$1,061.43	\$1,399.89	\$1,044.06

Change from prior period - \$ per period

Residential Heating - R-3		\$9.70	\$2.39
G-41 Commercial & Industrial		-\$28.62	-\$4.49
G-42 Commercial & Industrial		-\$262.11	-\$51.17
G-51 Commercial & Industrial		-\$26.92	-\$17.37

Change from prior period - %

Residential Heating - R-3		1.58%	1.08%
G-41 Commercial & Industrial		-1.63%	-0.80%
G-42 Commercial & Industrial		-1.95%	-1.43%
G-51 Commercial & Industrial		-1.89%	-1.64%



**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION**  
**Summary of EEC Typical Bill Analysis**  
**2020-2021 Period vs. 2019-2020 Period**

Energy Efficiency Charge (\$/therm)	<u>2019-2020</u>	<u>2020-2021 <sup>(1)</sup></u>
Residential	\$0.0613	\$0.0683
Commercial & Industrial	\$0.0266	\$0.0276

<u>Bill per period</u>	<u>Winter</u>		<u>Summer</u>	
Residential Heat - R-5	\$ 965.88	\$ 248.26	\$ 970.27	\$ 249.18
Residential Non-Heat - R-6	\$ 293.77	\$ 187.93	\$ 294.65	\$ 188.36
G-40 Commercial & Industrial	\$ 1,883.32	\$ 585.49	\$ 1,885.09	\$ 585.78
G-41 Commercial & Industrial	\$ 15,873.32	\$ 3,094.87	\$ 15,890.12	\$ 3,098.74
G-51 Commercial & Industrial	\$ 8,115.57	\$ 3,697.78	\$ 8,125.62	\$ 3,705.33

Change from prior period - \$ per period

Residential Heat - R-5	\$ 4.39	\$ 0.92
Residential Non-Heat - R-6	\$ 0.88	\$ 0.42
G-40 Commercial & Industrial	\$ 1.77	\$ 0.30
G-41 Commercial & Industrial	\$ 16.80	\$ 3.87
G-51 Commercial & Industrial	\$ 10.05	\$ 7.55

Change from prior period - %

Residential Heat - R-5	0.45%	0.37%
Residential Non-Heat - R-6	0.30%	0.23%
G-40 Commercial & Industrial	0.09%	0.05%
G-41 Commercial & Industrial	0.11%	0.13%
G-51 Commercial & Industrial	0.12%	0.20%

**Notes:**

- 
1. 2020-2021 - Preliminary EEC \$/Therm