



October 11, 2023

BY ELECTRONIC MAIL

Matthew C. Young, Hearings Examiner/Staff Attorney
Department of Energy
21 South Fruit Street, Suite 10
Concord, NH 03301

Re: INV 2023-01 Investigative Proceeding Relative to Default Energy Procurement

Dear Attorney Young:

On behalf of Unitil Energy Systems, Inc. (the “Company”), enclosed are the Company’s responses to Department of Energy’s (the “Department”) second set of questions in the above-referenced investigation.

Please note that the following responses contain confidential and commercially sensitive information: DOE IQ 2-001(c); DOE IQ 2-004; DOE IQ 2-009 Attachment 1; and DOE IQ 2-010 Attachment 1 (the “Confidential Documents”). Specifically, the Confidential Documents include information on supplier exception requests, reasons provided by suppliers for not participating in solicitations, the number of bids received, bid prices, and the names of suppliers participating the Company’s solicitations.

RSA 91-A:5(IV) expressly exempts from public disclosure requirements any records pertaining to “confidential, commercial or financial information.” RSA 91-A:5, IV; *Union Leader Corp. v. New Hampshire Housing Finance Authority*, 142 N.H. 540 (1997). The information in the Confidential Documents is competitively sensitive commercial information because public disclosure of that information would provide bidders with detailed insight into the Company’s procurement process, including the number, identities, and prices offered by participating bidders, and bidders could tailor their bids based on this information to the detriment of the Company and its customers. Disclosure of the

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confidential bid information (and information that can be used to derive this information) would place suppliers at a competitive disadvantage by revealing the pricing terms they offer for Default Service. It also would adversely affect the Company and its customers because bidders would be discouraged from responding to the Company's solicitations if doing so would result in the release of commercially sensitive and confidential business information. This could have the effect of increasing costs to the Company, and ultimately to customers, if the Company cannot procure or negotiate for cost-effective products and services because it cannot assure confidential, protective treatment of confidential bid information. *See Granite State Electric Company*, DE 12-023 (Mar. 27, 2021) at 9 (finding that disclosing bidder price information would likely impede the utility company's ability to engage suppliers in competitive bidding in the future, which would, in turn, make it more difficult to obtain its supply needs at competitive prices and might thereby increase rates to customers); *North Atlantic Energy Corporation*, Order No. 23,986 (June 5, 2022) at 10 ("[P]ublic disclosure of bids, bid analyses, financial assessments, and data related to the auction would chill future auction transactions, thereby limiting the results that might otherwise have been achieved."). Simply put, the information in the Confidential Documents must remain confidential to preserve the Company's ability to cost-effectively procure products and services for the benefit of customers.

The un-redacted, confidential versions of the Confidential Documents are being provided to the Department and the Office of the Consumer Advocate under separate cover.

Please do not hesitate to contact me if you have any questions regarding the enclosed materials.

Thank you for your attention to this matter.

Sincerely,

A handwritten signature in black ink that reads "Matthew Campbell". The signature is written in a cursive, flowing style.

Matthew C. Campbell
Senior Counsel

Enclosures
CC: Service List

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-001

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Do suppliers inform your utility whether they do or do not intend to bid on a solicitation?

- a. If so, how far in advance of the solicitation do suppliers inform your utility of their intent?
- b. What, if any, reasoning is provided by suppliers to your utility regarding their decision to bid or not?
- c. As applicable, please provide specific reasoning by bid opportunity in the last five years.

Response:

The Company utilizes the ISO-NE Markets Committee distribution list to inform suppliers of the solicitation. The distribution list consists of over one hundred market participants, but only a small subset of supplier participants actively engages with the Company in regards to the solicitation. Typically, the most active suppliers will inform the Company of their bidding intentions.

- a. Typically, suppliers will inform the utility of their decision to participate within the week after release of the solicitation.
- b. Suppliers who plan to bid typically express their interest to the Company within the first week of the process. The reasoning for participating in the solicitation is usually conveyed by the supplier expressing interest in bidding and serving load in UES territory. The reasons for not participating have included short staffing on the supplier's end, market risks associated with certain costs to serve load (difficulty in hedging Mystic Cost of Service costs), winter price volatility, and lack of interest in supplying a fixed adder for the large customer group.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-001

Date of Response: 10/11/23
Contact: Jeff M. Pentz

c. Please see the table below.

| Solicitation | Supplier | Reason Not Bidding |
|----------------|------------|--------------------|
| March 2018 | [REDACTED] | [REDACTED] |
| March 2018 | [REDACTED] | [REDACTED] |
| March 2019 | [REDACTED] | [REDACTED] |
| March 2019 | [REDACTED] | [REDACTED] |
| March 2019 | [REDACTED] | [REDACTED] |
| March 2020 | [REDACTED] | [REDACTED] |
| March 2020 | [REDACTED] | [REDACTED] |
| September 2020 | [REDACTED] | [REDACTED] |
| March 2021 | [REDACTED] | [REDACTED] |
| March 2022 | [REDACTED] | [REDACTED] |
| September 2022 | [REDACTED] | [REDACTED] |
| September 2022 | [REDACTED] | [REDACTED] |
| September 2022 | [REDACTED] | [REDACTED] |
| May 2023 | [REDACTED] | [REDACTED] |

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-002

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Does your utility conduct any formal or informal interviews with suppliers for feedback regarding their participation or lack of participation in solicitations?

- a. If so, what feedback has been received in the last five years?
- b. As applicable, please provide specific feedback by solicitation in the last five years.

Response:

- a. Informal discussions are held for any suppliers who are interested in providing feedback either through email or by phone communication.
- b. Specific feedback from suppliers is provided in the Company's responses to DOE IQ 2-001 and DOE IQ 2-004.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-003

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Is there an informal opportunity for suppliers to provide feedback outside of typical solicitation processes?

- a. If so, how do suppliers identify exceptions, express concerns, or otherwise provide feedback on future or past solicitations?
- b. As applicable, please provide specific feedback provided by suppliers, by date, in the last five years.

Response:

- a. Please refer to the Company's responses to DOE IQ 2-001 and DOE IQ 2-004.
- b. Please refer to the Company's response DOE IQ 2-001 and DOE IQ 2-004.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-004

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Please provide a list of requested exceptions in the last five years by solicitation and indicate whether the exception was granted, rejected, or addressed in another manner. For each requested exception, please identify the name of the bidder/supplier making the request and whether they ultimately submitted a bid.

Response:

| Solicitation | Supplier | Exception Request | Granted | Final Bid |
|----------------|------------|-------------------|------------|------------|
| March 2019 | [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| September 2022 | [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| May 2023 | [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-005

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Please provide the complete timeline for default service solicitation from the time in which first notification of the RFP is posted up to contract execution by the New Hampshire Public Utilities Commission (Commission). (Please detail all intermediary steps, including notices requests for questions or comments, reply deadlines, timelines between bid receipt and review, etc.).

Response:

The Company has provided a sample timeline below from its Spring 2023 RFP document, which details all dates and steps related to the solicitation. Historical solicitations have all followed this timeline in general.

Indicative bids are due two weeks after the release of the RFP. Final bids are due two weeks after indicative bids are due, which overall provides a four-week timeline between when the RFP is issued and when final bids are due. Final bids are due at 10:00 A.M. EPT, with awards being communicated to suppliers 1:00 P.M. EPT the same day. Contracts are generally executed one to two business days after final bids are awarded.

| Process Step | Date |
|--|-----------------------------------|
| Issue Default Service RFP | Tuesday, May 9, 2023 |
| Non-Disclosure Agreement Due | Tuesday, May 23, 2023, 3:00 p.m. |
| Proposal Forms & Indicative Pricing Due (including proposed contract changes) | Tuesday, May 23, 2023 |
| Final Pricing Due | Tuesday, June 6, 2023, 10:00 a.m. |
| Winning Supplier Notified | Tuesday, June 6, 2023, 1:00 p.m. |
| Contracts Executed | Thursday, June 8, 2023 |
| File for Approval of Rates | Friday, June 9, 2023 |
| Anticipated Approval of Rates | Friday, June 16, 2023 |
| UES DS Commences | Thursday, August 1, 2023 |

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-006

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Has any element of the timeline for default service solicitation changed in the last five years? If so, please explain the nature and timing of the changes.

Response:

No element of the solicitation timeline has changed in last five years.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-007

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Has the Commission ever rejected a default service auction bid put forth by your utility (i.e., after the utility has selected the supplier and bid)?

Response:

The Commission has never rejected a Default Service winning bid put forth by UES.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-008

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

In your view, does the existing procurement period timeline make any of the ISO-NE charges difficult for suppliers to estimate for purposes of submitting a bid? Does the existing procurement period timeline make any of the ISO-NE charges difficult for your utility to construct the threshold/proxy price.

Response:

The solicitation timeline as explained in DOE IQ 2-005 likely would not have any material impact on suppliers estimating costs to serve load. The nature of how certain ISO-NE charges (such as Mystic Cost of Service and Inventoried Energy Program), are allocated would be a significant factor in the difficulty of suppliers hedging those costs.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-009

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Please provide all actual bids received, by bidder, customer group, and solicitation, during the last five years. For each bid, please identify the name of the bidder/supplier, the number of tranches proposed, the applicable customer group, the applicable solicitation, and any exceptions/conditions.

Response:

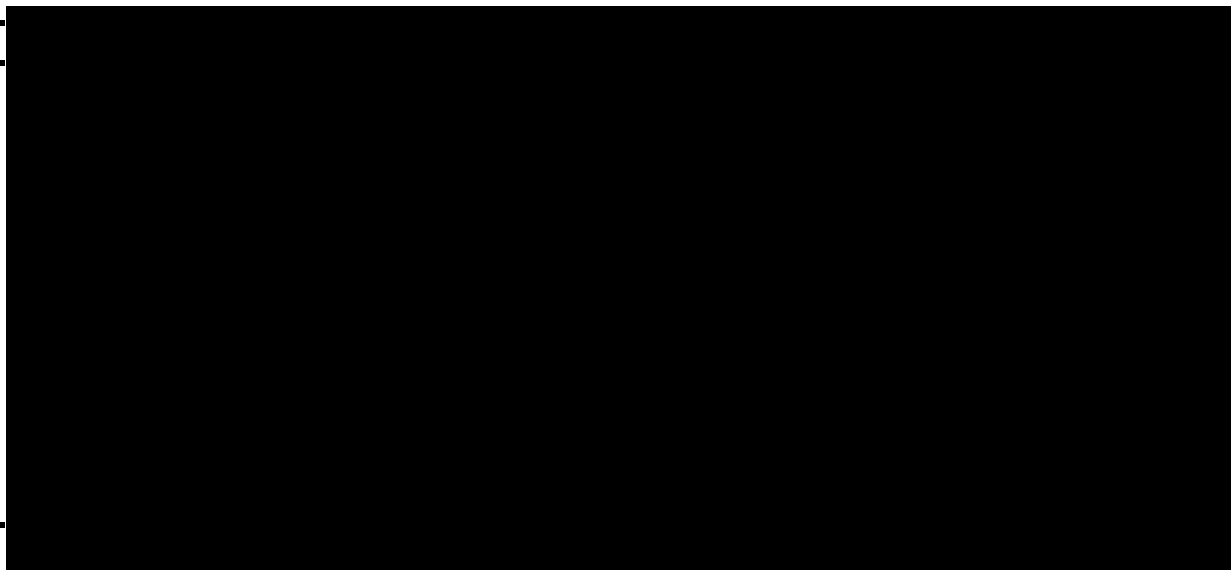
Bidding activity by entity, customer group, and solicitation periods are provided in the excel attachment accompanying this response (DOE IQ 2-009 Attachment 1). Unitil has historically and continues to procure power supply in one tranche per customer group. Unitil has not accepted proposed exceptions to the solicitation process proposed by any bidder.

| Supplier Name | Name Key |
|---------------|----------|
| [REDACTED] | |

| Service Period |
|----------------------------|
| December 2017 - May 2018 |
| June 2018 - November 2018 |
| December 2018 - May 2019 |
| June 2019 - November 2019 |
| December 2019 - May 2020 |
| June 2020 - November 2020 |
| December 2020 - May 2021 |
| June 2021 - November 2021 |
| December 2021 - May 2022 |
| June 2022 - November 2022 |
| December 2022 - July 2023 |
| August 2023 - January 2024 |



| Service Period |
|----------------------------|
| December 2017 - May 2018 |
| June 2018 - November 2018 |
| December 2018 - May 2019 |
| June 2019 - November 2019 |
| December 2019 - May 2020 |
| June 2020 - November 2020 |
| December 2020 - May 2021 |
| June 2021 - November 2021 |
| December 2021 - May 2022 |
| June 2022 - November 2022 |
| December 2022 - July 2023 |
| August 2023 - January 2024 |



| Service Period |
|----------------------------|
| December 2017 - May 2018 |
| June 2018 - November 2018 |
| December 2018 - May 2019 |
| June 2019 - November 2019 |
| December 2019 - May 2020 |
| June 2020 - November 2020 |
| December 2020 - May 2021 |
| June 2021 - November 2021 |
| December 2021 - May 2022 |
| June 2022 - November 2022 |
| December 2022 - July 2023 |
| August 2023 - January 2024 |



Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-010

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Please share your utility's threshold/proxy price for the last five years of solicitations for each customer class, including all associated workpapers used to calculate the price.

Response:

Unitil does not calculate a threshold proxy price going into a solicitation, however the Company does use historical Ratio Analysis to assess the reasonableness of bids. Ratio Analysis involves comparing the winning final bid prices to NYMEX over-the-counter futures contracts for ISO New England averaged on-and-off peak electric futures. Further detail describing ratio analysis can be found in response DOE IQ 1-009, and the calculation details are presented in DOE IQ 2-011.

The five-year history of ratios for Non-G1 customers is provided in the excel attachment (DOE IQ 2-010 Attachment 1).

| Month of Service | Eval Loads | Winning Bid Price (Non-G1 Customers) | Average Off and On Peak NYMEX ISO One Day Prior to Final Bids | Ratio of Final Bid to NYMEX ISO | % bid NYMEX | Non-Energy | Avg bid Bid Price | Average NYMEX | Weighted Average Six-Month Ratio |
|------------------|------------|--------------------------------------|---|---------------------------------|-------------|------------|-------------------|---------------|----------------------------------|
| 12/1/2017 | 53,279 | | | | | | | | |
| 1/1/2018 | 59,643 | | | | | | | | |
| 2/1/2018 | 55,889 | | | | | | | | |
| 3/1/2018 | 51,880 | | | | | | | | |
| 4/1/2018 | 48,851 | | | | | | | | |
| 5/1/2018 | 43,484 | | | | | | | | |
| 6/1/2018 | 47,003 | | | | | | | | |
| 7/1/2018 | 57,939 | | | | | | | | |
| 8/1/2018 | 58,676 | | | | | | | | |
| 9/1/2018 | 49,826 | | | | | | | | |
| 10/1/2018 | 45,207 | | | | | | | | |
| 11/1/2018 | 46,841 | | | | | | | | |
| 12/1/2018 | 56,898 | | | | | | | | |
| 1/1/2019 | 66,712 | | | | | | | | |
| 2/1/2019 | 59,779 | | | | | | | | |
| 3/1/2019 | 53,969 | | | | | | | | |
| 4/1/2019 | 50,767 | | | | | | | | |
| 5/1/2019 | 46,986 | | | | | | | | |
| 6/1/2019 | 46,681 | | | | | | | | |
| 7/1/2019 | 62,361 | | | | | | | | |
| 8/1/2019 | 67,002 | | | | | | | | |
| 9/1/2019 | 52,879 | | | | | | | | |
| 10/1/2019 | 54,993 | | | | | | | | |
| 11/1/2019 | 48,082 | | | | | | | | |
| 12/1/2019 | 55,151 | | | | | | | | |
| 1/1/2020 | 64,846 | | | | | | | | |
| 2/1/2020 | 61,007 | | | | | | | | |
| 3/1/2020 | 54,444 | | | | | | | | |
| 4/1/2020 | 50,230 | | | | | | | | |
| 5/1/2020 | 46,070 | | | | | | | | |
| 6/1/2020 | 52,981 | | | | | | | | |
| 7/1/2020 | 65,465 | | | | | | | | |
| 8/1/2020 | 61,604 | | | | | | | | |
| 9/1/2020 | 56,863 | | | | | | | | |
| 10/1/2020 | 48,292 | | | | | | | | |
| 11/1/2020 | 48,417 | | | | | | | | |
| 12/1/2020 | 62,281 | | | | | | | | |
| 1/1/2021 | 62,839 | | | | | | | | |
| 2/1/2021 | 62,244 | | | | | | | | |
| 3/1/2021 | 54,524 | | | | | | | | |
| 4/1/2021 | 51,458 | | | | | | | | |
| 5/1/2021 | 47,389 | | | | | | | | |
| 6/1/2021 | 50,816 | | | | | | | | |
| 7/1/2021 | 56,487 | | | | | | | | |
| 8/1/2021 | 67,064 | | | | | | | | |
| 9/1/2021 | 60,128 | | | | | | | | |
| 10/1/2021 | 45,181 | | | | | | | | |
| 11/1/2021 | 47,466 | | | | | | | | |
| 12/1/2021 | 59,483 | | | | | | | | |
| 1/1/2022 | 61,901 | | | | | | | | |
| 2/1/2022 | 59,300 | | | | | | | | |
| 3/1/2022 | 54,283 | | | | | | | | |
| 4/1/2022 | 51,132 | | | | | | | | |
| 5/1/2022 | 45,865 | | | | | | | | |
| 6/1/2022 | 50,014 | | | | | | | | |
| 7/1/2022 | 62,434 | | | | | | | | |
| 8/1/2022 | 70,399 | | | | | | | | |
| 9/1/2022 | 56,477 | | | | | | | | |
| 10/1/2022 | 47,477 | | | | | | | | |
| 11/1/2022 | 51,110 | | | | | | | | |
| 12/1/2022 | 57,434 | | | | | | | | |
| 1/1/2023 | 63,602 | | | | | | | | |
| 2/1/2023 | 63,237 | | | | | | | | |
| 3/1/2023 | 57,239 | | | | | | | | |
| 4/1/2023 | 51,116 | | | | | | | | |
| 5/1/2023 | 48,733 | | | | | | | | |
| 6/1/2023 | 49,611 | | | | | | | | |
| 7/1/2023 | 62,455 | | | | | | | | |
| 8/1/2023 | 69,228 | | | | | | | | |
| 9/1/2023 | 54,354 | | | | | | | | |
| 10/1/2023 | 47,839 | | | | | | | | |
| 11/1/2023 | 47,800 | | | | | | | | |
| 12/1/2023 | 57,022 | | | | | | | | |
| 1/1/2024 | 60,971 | | | | | | | | |

| Service Period | Season | Weighted Average Six-Month Ratio |
|----------------------|-----------------------|----------------------------------|
| Dec 2017 - May 2018 | WINTER | |
| June 2018 - Nov 2018 | SUMMER | |
| Dec 2018 - May 2019 | WINTER | |
| June 2019 - Nov 2019 | SUMMER | |
| Dec 2019 - May 2020 | WINTER | |
| June 2020 - Nov 2020 | SUMMER | |
| Dec 2020 - May 2021 | WINTER | |
| June 2021 - Nov 2021 | SUMMER | |
| Dec 2021 - May 2022 | WINTER | |
| June 2022 - Nov 2022 | SUMMER | |
| Dec 2022 - July 2023 | WINTER/PARTIAL SUMMER | |
| Aug 2023 - Jan 2024 | SPLIT | |

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-011

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Please explain how each component of the threshold/proxy price is calculated.

Response:

As explained in the Company's response to DOE IQ 2-010, the Company does not calculate a threshold/proxy price. However, the Company does use historical ratio analysis to assess the reasonability of bids.

First, the Company averages together the winning monthly bid prices for the Small Customer Group and the Medium Customer Group, known as "Non-G1" customers. A weighted average six month bid price is then calculated using forecasted "evaluation loads". Second, the Company calculates on-peak and off-peak monthly average futures prices based on NYMEX forwards. A weighted average six-month NYMEX futued price is then calculated. Finally, the weighted average six month bid price is divided by the weighted average six-month NYMEX forwards to calculate a ratio of the winning bid price to NYMEX forwards.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-012

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Please provide migration reports for the last five years that separate supply served under an aggregation from other third-party supply. Please maintain the existing migration breakdown by customer group, rate schedule, and period for both customer count and load.

Response:

Please reference the excel attachment (DOE IQ 2-012 Attachment 1) for historical migration reports.

Unitil Energy Systems, Inc.
Customer Migration Report

RETAIL SALES (kWh) by CUSTOMER CLASS
Competitive Generation Sales

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|------------|-----------------|---------------|------------------|------------|
| Aug-18 | 6,179,566 | 14,375,583 | 29,795,642 | 298,156 | 50,648,947 |
| Sep-18 | 5,185,395 | 12,858,445 | 27,580,167 | 299,052 | 45,923,059 |
| Oct-18 | 4,007,879 | 11,210,521 | 25,741,820 | 298,709 | 41,258,929 |
| Nov-18 | 4,147,344 | 10,182,900 | 22,801,718 | 301,567 | 37,433,529 |
| Dec-18 | 5,124,133 | 11,246,861 | 23,769,363 | 294,037 | 40,434,394 |
| Jan-19 | 5,427,643 | 11,237,955 | 23,718,679 | 295,214 | 40,679,491 |
| Feb-19 | 4,922,020 | 10,960,194 | 23,390,010 | 294,115 | 39,566,339 |
| Mar-19 | 4,578,703 | 10,736,432 | 22,608,850 | 289,809 | 38,213,794 |
| Apr-19 | 3,943,840 | 10,683,065 | 23,482,128 | 293,926 | 38,402,959 |
| May-19 | 3,571,623 | 10,433,590 | 23,341,009 | 290,780 | 37,637,002 |
| Jun-19 | 3,396,151 | 10,942,590 | 23,300,454 | 296,063 | 37,935,258 |
| Jul-19 | 4,938,674 | 13,893,143 | 26,248,180 | 286,303 | 45,366,300 |
| Aug-19 | 5,163,508 | 14,091,609 | 25,837,446 | 293,235 | 45,385,798 |
| Sep-19 | 3,572,695 | 11,258,787 | 22,070,691 | 298,014 | 37,200,187 |
| Oct-19 | 3,559,515 | 11,669,183 | 24,128,945 | 295,001 | 39,652,644 |
| Nov-19 | 3,425,923 | 10,212,865 | 21,103,905 | 293,237 | 35,035,930 |
| Dec-19 | 4,265,592 | 10,954,715 | 21,374,546 | 304,619 | 36,899,472 |
| Jan-20 | 4,700,736 | 11,556,744 | 22,722,698 | 295,537 | 39,275,715 |
| Feb-20 | 4,233,583 | 11,382,280 | 22,956,780 | 291,501 | 38,864,144 |
| Mar-20 | 4,036,246 | 11,321,289 | 23,087,184 | 290,032 | 38,734,751 |
| Apr-20 | 3,539,194 | 8,641,381 | 19,396,839 | 286,692 | 31,864,106 |
| May-20 | 3,308,273 | 8,554,861 | 19,276,377 | 290,675 | 31,430,186 |
| Jun-20 | 3,878,229 | 11,001,923 | 22,795,270 | 287,960 | 37,963,382 |
| Jul-20 | 4,703,510 | 12,537,785 | 24,066,683 | 288,762 | 41,596,740 |
| Aug-20 | 5,025,157 | 12,585,000 | 24,802,949 | 285,841 | 42,698,947 |
| Sep-20 | 3,830,566 | 11,844,205 | 24,763,811 | 277,727 | 40,716,309 |
| Oct-20 | 2,804,991 | 9,315,571 | 20,682,774 | 257,999 | 33,061,335 |
| Nov-20 | 3,120,292 | 9,377,219 | 20,508,686 | 260,739 | 33,266,936 |
| Dec-20 | 4,062,226 | 10,580,209 | 21,594,681 | 261,598 | 36,498,714 |
| Jan-21 | 4,278,597 | 10,629,570 | 21,446,857 | 265,177 | 36,620,201 |
| Feb-21 | 4,170,059 | 10,982,775 | 21,550,828 | 264,772 | 36,968,434 |
| Mar-21 | 4,147,182 | 11,693,985 | 23,288,857 | 266,555 | 39,396,579 |
| Apr-21 | 3,037,129 | 10,017,074 | 20,951,523 | 261,384 | 34,267,110 |
| May-21 | 2,933,500 | 10,423,956 | 21,710,128 | 261,483 | 35,329,067 |
| Jun-21 | 3,609,781 | 12,160,749 | 24,078,622 | 254,935 | 40,104,087 |
| Jul-21 | 4,142,614 | 12,963,006 | 24,870,237 | 257,551 | 42,233,408 |
| Aug-21 | 4,111,631 | 13,072,973 | 25,457,909 | 261,350 | 42,903,863 |
| Sep-21 | 3,932,542 | 12,748,683 | 25,789,135 | 261,177 | 42,731,537 |
| Oct-21 | 2,813,733 | 10,607,662 | 21,676,792 | 258,308 | 35,356,495 |
| Nov-21 | 2,881,974 | 9,826,586 | 20,296,267 | 255,736 | 33,260,563 |
| Dec-21 | 3,700,400 | 10,638,778 | 21,522,291 | 252,960 | 36,114,429 |
| Jan-22 | 4,331,914 | 11,373,471 | 21,817,414 | 251,656 | 37,774,455 |
| Feb-22 | 4,023,246 | 10,949,217 | 21,792,206 | 252,992 | 37,017,661 |
| Mar-22 | 3,870,882 | 10,899,316 | 21,985,561 | 240,751 | 36,996,510 |
| Apr-22 | 3,273,835 | 10,086,686 | 20,481,385 | 209,377 | 34,051,283 |
| May-22 | 3,218,206 | 10,509,899 | 21,683,653 | 202,899 | 35,614,657 |
| Jun-22 | 3,500,375 | 11,611,107 | 23,480,054 | 200,324 | 38,791,860 |
| Jul-22 | 4,273,979 | 13,112,470 | 24,496,634 | 201,440 | 42,084,523 |
| Aug-22 | 5,154,932 | 14,453,964 | 26,957,718 | 200,561 | 46,767,175 |
| Sep-22 | 3,794,741 | 12,860,402 | 24,670,643 | 199,127 | 41,524,913 |
| Oct-22 | 2,862,084 | 10,375,882 | 21,107,218 | 198,498 | 34,543,682 |
| Nov-22 | 2,933,584 | 10,238,312 | 21,191,065 | 199,947 | 34,562,908 |
| Dec-22 | 3,879,422 | 10,672,352 | 21,156,116 | 202,081 | 35,909,971 |
| Jan-23 | 4,730,373 | 12,110,418 | 22,112,508 | 212,870 | 39,166,169 |
| Feb-23 | 4,608,701 | 12,237,717 | 22,584,391 | 214,437 | 39,645,246 |
| Mar-23 | 4,709,408 | 12,160,978 | 21,865,056 | 208,448 | 38,943,890 |
| Apr-23 | 4,372,897 | 11,334,198 | 20,875,155 | 210,578 | 36,792,828 |
| May-23 | 4,420,865 | 11,889,120 | 21,618,603 | 214,038 | 38,142,626 |
| Jun-23 | 7,569,106 | 13,243,122 | 22,441,247 | 231,225 | 43,484,700 |
| Jul-23 | 11,429,085 | 16,578,612 | 25,193,179 | 226,284 | 53,427,160 |
| Aug-23 | 11,480,823 | 16,546,252 | 28,429,526 | 233,101 | 56,689,702 |

RETAIL SALES (kWh) by CUSTOMER CLASS
 Municipal Aggregation Sales

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|-----------|-----------------|---------------|------------------|-----------|
| Aug-18 | - | - | - | - | - |
| Sep-18 | - | - | - | - | - |
| Oct-18 | - | - | - | - | - |
| Nov-18 | - | - | - | - | - |
| Dec-18 | - | - | - | - | - |
| Jan-19 | - | - | - | - | - |
| Feb-19 | - | - | - | - | - |
| Mar-19 | - | - | - | - | - |
| Apr-19 | - | - | - | - | - |
| May-19 | - | - | - | - | - |
| Jun-19 | - | - | - | - | - |
| Jul-19 | - | - | - | - | - |
| Aug-19 | - | - | - | - | - |
| Sep-19 | - | - | - | - | - |
| Oct-19 | - | - | - | - | - |
| Nov-19 | - | - | - | - | - |
| Dec-19 | - | - | - | - | - |
| Jan-20 | - | - | - | - | - |
| Feb-20 | - | - | - | - | - |
| Mar-20 | - | - | - | - | - |
| Apr-20 | - | - | - | - | - |
| May-20 | - | - | - | - | - |
| Jun-20 | - | - | - | - | - |
| Jul-20 | - | - | - | - | - |
| Aug-20 | - | - | - | - | - |
| Sep-20 | - | - | - | - | - |
| Oct-20 | - | - | - | - | - |
| Nov-20 | - | - | - | - | - |
| Dec-20 | - | - | - | - | - |
| Jan-21 | - | - | - | - | - |
| Feb-21 | - | - | - | - | - |
| Mar-21 | - | - | - | - | - |
| Apr-21 | - | - | - | - | - |
| May-21 | - | - | - | - | - |
| Jun-21 | - | - | - | - | - |
| Jul-21 | - | - | - | - | - |
| Aug-21 | - | - | - | - | - |
| Sep-21 | - | - | - | - | - |
| Oct-21 | - | - | - | - | - |
| Nov-21 | - | - | - | - | - |
| Dec-21 | - | - | - | - | - |
| Jan-22 | - | - | - | - | - |
| Feb-22 | - | - | - | - | - |
| Mar-22 | - | - | - | - | - |
| Apr-22 | - | - | - | - | - |
| May-22 | - | - | - | - | - |
| Jun-22 | - | - | - | - | - |
| Jul-22 | - | - | - | - | - |
| Aug-22 | - | - | - | - | - |
| Sep-22 | - | - | - | - | - |
| Oct-22 | - | - | - | - | - |
| Nov-22 | - | - | - | - | - |
| Dec-22 | - | - | - | - | - |
| Jan-23 | - | - | - | - | - |
| Feb-23 | - | - | - | - | - |
| Mar-23 | - | - | - | - | - |
| Apr-23 | 102 | - | - | - | 102 |
| May-23 | 1,113,518 | 319,335 | 3,936 | 7,445 | 1,444,233 |
| Jun-23 | 3,656,299 | 966,407 | 6,619 | 18,209 | 4,647,535 |
| Jul-23 | 5,510,666 | 1,238,888 | 5,519 | 21,432 | 6,776,505 |
| Aug-23 | 4,259,118 | 1,147,252 | 7,268 | 23,857 | 5,437,495 |

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|------------|-----------------|---------------|------------------|-------------|
| Aug-18 | 54,105,097 | 31,979,431 | 33,854,190 | 669,416 | 120,608,134 |
| Sep-18 | 46,304,368 | 28,735,841 | 31,095,868 | 669,012 | 106,805,089 |
| Oct-18 | 35,087,850 | 24,661,277 | 29,080,302 | 668,554 | 89,497,983 |
| Nov-18 | 36,330,312 | 23,146,490 | 25,745,662 | 669,418 | 85,891,882 |
| Dec-18 | 45,293,401 | 27,173,913 | 26,844,281 | 665,045 | 99,976,640 |
| Jan-19 | 48,573,139 | 26,801,275 | 26,979,309 | 665,598 | 103,019,321 |
| Feb-19 | 44,559,537 | 26,574,498 | 26,620,046 | 666,154 | 98,420,235 |
| Mar-19 | 41,248,074 | 25,784,582 | 25,767,182 | 662,614 | 93,462,452 |
| Apr-19 | 36,267,907 | 24,526,931 | 26,251,027 | 661,680 | 87,707,545 |
| May-19 | 33,095,921 | 23,515,918 | 26,311,636 | 661,932 | 83,585,407 |
| Jun-19 | 32,054,300 | 23,341,529 | 26,101,159 | 667,459 | 82,164,447 |
| Jul-19 | 48,344,036 | 30,097,552 | 31,937,058 | 644,520 | 111,023,166 |
| Aug-19 | 51,989,358 | 31,128,364 | 31,487,105 | 661,782 | 115,266,609 |
| Sep-19 | 36,471,648 | 24,537,233 | 26,550,095 | 667,112 | 88,226,088 |
| Oct-19 | 35,394,202 | 24,889,698 | 28,768,997 | 664,935 | 89,717,832 |
| Nov-19 | 33,399,959 | 21,866,033 | 25,181,926 | 658,696 | 81,106,614 |
| Dec-19 | 42,531,020 | 24,586,895 | 25,883,060 | 659,730 | 93,660,705 |
| Jan-20 | 47,877,662 | 26,856,526 | 27,162,976 | 659,141 | 102,556,305 |
| Feb-20 | 43,447,320 | 26,398,419 | 27,360,368 | 649,722 | 97,855,829 |
| Mar-20 | 41,788,394 | 25,809,231 | 27,375,056 | 646,784 | 95,619,465 |
| Apr-20 | 36,919,734 | 19,238,284 | 23,199,379 | 642,890 | 80,000,287 |
| May-20 | 34,845,155 | 18,473,609 | 23,230,381 | 643,978 | 77,193,123 |
| Jun-20 | 43,074,211 | 23,359,730 | 27,500,834 | 645,353 | 94,580,128 |
| Jul-20 | 53,371,480 | 27,260,601 | 29,386,736 | 646,121 | 110,664,938 |
| Aug-20 | 57,715,834 | 28,262,781 | 29,935,971 | 644,251 | 116,558,837 |
| Sep-20 | 44,979,721 | 26,172,290 | 29,722,799 | 635,198 | 101,510,008 |
| Oct-20 | 32,009,393 | 20,170,721 | 24,642,676 | 609,062 | 77,431,852 |
| Nov-20 | 34,896,989 | 20,497,099 | 24,432,498 | 605,624 | 80,432,210 |
| Dec-20 | 45,042,699 | 23,449,935 | 25,817,785 | 597,605 | 94,908,024 |
| Jan-21 | 48,326,828 | 23,804,287 | 25,351,429 | 582,966 | 98,065,510 |
| Feb-21 | 47,028,445 | 24,511,887 | 25,812,410 | 580,023 | 97,932,765 |
| Mar-21 | 47,108,539 | 26,061,521 | 27,626,162 | 503,479 | 101,299,701 |
| Apr-21 | 34,853,776 | 21,236,355 | 24,806,383 | 579,895 | 81,476,409 |
| May-21 | 33,843,374 | 21,828,192 | 25,750,269 | 581,813 | 82,003,648 |
| Jun-21 | 43,474,063 | 26,241,575 | 28,940,957 | 568,583 | 99,225,178 |
| Jul-21 | 50,786,739 | 28,410,304 | 30,282,704 | 571,860 | 110,051,607 |
| Aug-21 | 50,902,470 | 29,195,229 | 30,963,896 | 578,180 | 111,639,775 |
| Sep-21 | 49,549,260 | 28,366,436 | 31,233,773 | 577,926 | 109,727,395 |
| Oct-21 | 34,598,039 | 23,022,256 | 26,570,782 | 574,956 | 84,766,033 |
| Nov-21 | 34,569,087 | 21,673,292 | 24,643,173 | 571,148 | 81,456,700 |
| Dec-21 | 44,465,313 | 24,823,960 | 26,229,003 | 567,396 | 96,085,672 |
| Jan-22 | 51,683,735 | 27,415,416 | 26,241,532 | 562,095 | 105,902,778 |
| Feb-22 | 47,617,490 | 26,810,354 | 25,990,364 | 558,907 | 100,977,115 |
| Mar-22 | 43,276,594 | 25,954,431 | 26,228,654 | 549,971 | 96,009,650 |
| Apr-22 | 35,040,709 | 22,695,126 | 24,425,385 | 516,075 | 82,677,295 |
| May-22 | 33,992,121 | 23,116,055 | 25,732,657 | 510,822 | 83,351,655 |
| Jun-22 | 38,566,936 | 24,905,070 | 28,252,964 | 509,134 | 92,234,104 |
| Jul-22 | 48,304,769 | 28,580,240 | 29,356,375 | 509,264 | 106,750,648 |
| Aug-22 | 59,831,947 | 32,264,080 | 32,469,634 | 508,645 | 125,074,306 |
| Sep-22 | 44,570,293 | 27,744,867 | 29,690,676 | 507,232 | 102,513,068 |
| Oct-22 | 32,232,739 | 21,931,980 | 25,213,654 | 506,510 | 79,884,883 |
| Nov-22 | 32,363,667 | 21,656,113 | 25,193,812 | 503,465 | 79,717,057 |
| Dec-22 | 40,627,657 | 23,545,721 | 24,876,662 | 504,010 | 89,554,050 |
| Jan-23 | 47,305,507 | 26,642,405 | 25,920,706 | 504,254 | 100,372,872 |
| Feb-23 | 44,402,356 | 26,447,721 | 26,286,240 | 503,151 | 97,639,468 |
| Mar-23 | 41,554,185 | 25,652,080 | 25,648,820 | 537,706 | 93,392,791 |
| Apr-23 | 34,145,447 | 22,569,830 | 24,404,748 | 440,458 | 81,560,483 |
| May-23 | 32,299,047 | 22,656,011 | 25,479,468 | 493,123 | 80,927,649 |
| Jun-23 | 33,572,599 | 23,155,377 | 26,519,028 | 491,776 | 83,738,780 |
| Jul-23 | 49,276,395 | 29,116,330 | 30,217,311 | 477,406 | 109,087,442 |
| Aug-23 | 49,201,669 | 28,265,919 | 29,874,700 | 489,786 | 107,832,074 |

RETAIL SALES (kWh) by CUSTOMER CLASS
Competitive Generation Sales as a Percentage of Total Sales

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|-------|
| Aug-18 | 11.4% | 45.0% | 88.0% | 44.5% | 42.0% |
| Sep-18 | 11.2% | 44.7% | 88.7% | 44.7% | 43.0% |
| Oct-18 | 11.4% | 45.5% | 88.5% | 44.7% | 46.1% |
| Nov-18 | 11.4% | 44.0% | 88.6% | 45.0% | 43.6% |
| Dec-18 | 11.3% | 41.4% | 88.5% | 44.2% | 40.4% |
| Jan-19 | 11.2% | 41.9% | 87.9% | 44.4% | 39.5% |
| Feb-19 | 11.0% | 41.2% | 87.9% | 44.2% | 40.2% |
| Mar-19 | 11.1% | 41.6% | 87.7% | 43.7% | 40.9% |
| Apr-19 | 10.9% | 43.6% | 89.5% | 44.4% | 43.8% |
| May-19 | 10.8% | 44.4% | 88.7% | 43.9% | 45.0% |
| Jun-19 | 10.6% | 46.9% | 89.3% | 44.4% | 46.2% |
| Jul-19 | 10.2% | 46.2% | 82.2% | 44.4% | 40.9% |
| Aug-19 | 9.9% | 45.3% | 82.1% | 44.3% | 39.4% |
| Sep-19 | 9.8% | 45.9% | 83.1% | 44.7% | 42.2% |
| Oct-19 | 10.1% | 46.9% | 83.9% | 44.4% | 44.2% |
| Nov-19 | 10.3% | 46.7% | 83.8% | 44.5% | 43.2% |
| Dec-19 | 10.0% | 44.6% | 82.6% | 46.2% | 39.4% |
| Jan-20 | 9.8% | 43.0% | 83.7% | 44.8% | 38.3% |
| Feb-20 | 9.7% | 43.1% | 83.9% | 44.9% | 39.7% |
| Mar-20 | 9.7% | 43.9% | 84.3% | 44.8% | 40.5% |
| Apr-20 | 9.6% | 44.9% | 83.6% | 44.6% | 39.8% |
| May-20 | 9.5% | 46.3% | 83.0% | 45.1% | 40.7% |
| Jun-20 | 9.0% | 47.1% | 82.9% | 44.6% | 40.1% |
| Jul-20 | 8.8% | 46.0% | 81.9% | 44.7% | 37.6% |
| Aug-20 | 8.7% | 44.5% | 82.9% | 44.4% | 36.6% |
| Sep-20 | 8.5% | 45.3% | 83.3% | 43.7% | 40.1% |
| Oct-20 | 8.8% | 46.2% | 83.9% | 42.4% | 42.7% |
| Nov-20 | 8.9% | 45.7% | 83.9% | 43.1% | 41.4% |
| Dec-20 | 9.0% | 45.1% | 83.6% | 43.8% | 38.5% |
| Jan-21 | 8.9% | 44.7% | 84.6% | 45.5% | 37.3% |
| Feb-21 | 8.9% | 44.8% | 83.5% | 45.6% | 37.7% |
| Mar-21 | 8.8% | 44.9% | 84.3% | 52.9% | 38.9% |
| Apr-21 | 8.7% | 47.2% | 84.5% | 45.1% | 42.1% |
| May-21 | 8.7% | 47.8% | 84.3% | 44.9% | 43.1% |
| Jun-21 | 8.3% | 46.3% | 83.2% | 44.8% | 40.4% |
| Jul-21 | 8.2% | 45.6% | 82.1% | 45.0% | 38.4% |
| Aug-21 | 8.1% | 44.8% | 82.2% | 45.2% | 38.4% |
| Sep-21 | 7.9% | 44.9% | 82.6% | 45.2% | 38.9% |
| Oct-21 | 8.1% | 46.1% | 81.6% | 44.9% | 41.7% |
| Nov-21 | 8.3% | 45.3% | 82.4% | 44.8% | 40.8% |
| Dec-21 | 8.3% | 42.9% | 82.1% | 44.6% | 37.6% |
| Jan-22 | 8.4% | 41.5% | 83.1% | 44.8% | 35.7% |
| Feb-22 | 8.4% | 40.8% | 83.8% | 45.3% | 36.7% |
| Mar-22 | 8.9% | 42.0% | 83.8% | 43.8% | 38.5% |
| Apr-22 | 9.3% | 44.4% | 83.9% | 40.6% | 41.2% |
| May-22 | 9.5% | 45.5% | 84.3% | 39.7% | 42.7% |
| Jun-22 | 9.1% | 46.6% | 83.1% | 39.3% | 42.1% |
| Jul-22 | 8.8% | 45.9% | 83.4% | 39.6% | 39.4% |
| Aug-22 | 8.6% | 44.8% | 83.0% | 39.4% | 37.4% |
| Sep-22 | 8.5% | 46.4% | 83.1% | 39.3% | 40.5% |
| Oct-22 | 8.9% | 47.3% | 83.7% | 39.2% | 43.2% |
| Nov-22 | 9.1% | 47.3% | 84.1% | 39.7% | 43.4% |
| Dec-22 | 9.5% | 45.3% | 85.0% | 40.1% | 40.1% |
| Jan-23 | 10.0% | 45.5% | 85.3% | 42.2% | 39.0% |
| Feb-23 | 10.4% | 46.3% | 85.9% | 42.6% | 40.6% |
| Mar-23 | 11.3% | 47.4% | 85.2% | 38.8% | 41.7% |
| Apr-23 | 12.8% | 50.2% | 85.5% | 47.8% | 45.1% |
| May-23 | 13.7% | 52.5% | 84.8% | 43.4% | 47.1% |
| Jun-23 | 22.5% | 57.2% | 84.6% | 47.0% | 51.9% |
| Jul-23 | 23.2% | 56.9% | 83.4% | 47.4% | 49.0% |
| Aug-23 | 23.3% | 58.5% | 95.2% | 47.6% | 52.6% |

Unitil Energy Systems, Inc.
Customer Migration Report

CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|--------|
| Aug-18 | 7,088 | 2,755 | 122 | 285 | 10,250 |
| Sep-18 | 7,010 | 2,728 | 123 | 280 | 10,141 |
| Oct-18 | 6,851 | 2,706 | 123 | 280 | 9,960 |
| Nov-18 | 6,779 | 2,679 | 125 | 276 | 9,859 |
| Dec-18 | 6,694 | 2,687 | 121 | 271 | 9,773 |
| Jan-19 | 6,644 | 2,691 | 120 | 273 | 9,728 |
| Feb-19 | 6,685 | 2,698 | 120 | 272 | 9,775 |
| Mar-19 | 6,585 | 2,709 | 120 | 281 | 9,695 |
| Apr-19 | 6,559 | 2,726 | 121 | 278 | 9,684 |
| May-19 | 6,575 | 2,729 | 123 | 277 | 9,704 |
| Jun-19 | 6,500 | 2,743 | 118 | 282 | 9,643 |
| Jul-19 | 6,417 | 2,765 | 120 | 284 | 9,586 |
| Aug-19 | 6,328 | 2,771 | 120 | 282 | 9,501 |
| Sep-19 | 6,263 | 2,768 | 120 | 282 | 9,433 |
| Oct-19 | 6,227 | 2,762 | 120 | 282 | 9,391 |
| Nov-19 | 6,026 | 2,778 | 119 | 279 | 9,202 |
| Dec-19 | 5,937 | 2,668 | 121 | 261 | 8,987 |
| Jan-20 | 5,882 | 2,706 | 122 | 268 | 8,978 |
| Feb-20 | 5,857 | 2,711 | 123 | 271 | 8,962 |
| Mar-20 | 5,846 | 2,705 | 123 | 271 | 8,945 |
| Apr-20 | 5,806 | 2,703 | 124 | 271 | 8,904 |
| May-20 | 5,763 | 2,705 | 125 | 271 | 8,864 |
| Jun-20 | 5,730 | 2,701 | 126 | 272 | 8,829 |
| Jul-20 | 5,694 | 2,694 | 126 | 270 | 8,784 |
| Aug-20 | 5,640 | 2,686 | 126 | 270 | 8,722 |
| Sep-20 | 5,592 | 2,687 | 126 | 273 | 8,678 |
| Oct-20 | 5,530 | 2,692 | 126 | 277 | 8,625 |
| Nov-20 | 5,611 | 2,723 | 125 | 280 | 8,739 |
| Dec-20 | 5,584 | 2,769 | 125 | 296 | 8,774 |
| Jan-21 | 5,581 | 2,773 | 125 | 298 | 8,777 |
| Feb-21 | 5,576 | 2,781 | 125 | 297 | 8,779 |
| Mar-21 | 5,550 | 2,779 | 125 | 297 | 8,751 |
| Apr-21 | 5,537 | 2,784 | 125 | 296 | 8,742 |
| May-21 | 5,520 | 2,781 | 126 | 296 | 8,723 |
| Jun-21 | 5,511 | 2,811 | 130 | 339 | 8,791 |
| Jul-21 | 5,481 | 2,798 | 129 | 334 | 8,742 |
| Aug-21 | 5,442 | 2,796 | 129 | 333 | 8,700 |
| Sep-21 | 5,395 | 2,789 | 127 | 333 | 8,644 |
| Oct-21 | 5,335 | 2,787 | 127 | 333 | 8,582 |
| Nov-21 | 5,201 | 2,735 | 127 | 323 | 8,386 |
| Dec-21 | 5,222 | 2,719 | 129 | 322 | 8,392 |
| Jan-22 | 5,232 | 2,704 | 130 | 323 | 8,389 |
| Feb-22 | 5,369 | 2,722 | 131 | 324 | 8,546 |
| Mar-22 | 5,626 | 2,778 | 130 | 330 | 8,864 |
| Apr-22 | 5,825 | 2,814 | 131 | 338 | 9,108 |
| May-22 | 5,821 | 2,824 | 131 | 339 | 9,115 |
| Jun-22 | 5,807 | 2,781 | 130 | 341 | 9,059 |
| Jul-22 | 5,774 | 2,780 | 132 | 340 | 9,026 |
| Aug-22 | 5,696 | 2,791 | 132 | 342 | 8,961 |
| Sep-22 | 5,621 | 2,789 | 131 | 342 | 8,883 |
| Oct-22 | 5,598 | 2,809 | 132 | 346 | 8,885 |
| Nov-22 | 5,778 | 2,816 | 132 | 355 | 9,081 |
| Dec-22 | 6,063 | 2,953 | 134 | 380 | 9,530 |
| Jan-23 | 6,219 | 3,017 | 134 | 387 | 9,757 |
| Feb-23 | 6,538 | 3,073 | 134 | 394 | 10,139 |
| Mar-23 | 7,307 | 3,149 | 134 | 403 | 10,993 |
| Apr-23 | 7,780 | 3,222 | 135 | 412 | 11,549 |
| May-23 | 14,065 | 4,015 | 134 | 521 | 18,735 |
| Jun-23 | 14,765 | 4,015 | 134 | 532 | 19,446 |
| Jul-23 | 14,882 | 4,103 | 145 | 542 | 19,672 |
| Aug-23 | 14,901 | 4,133 | 145 | 542 | 19,721 |

Customer Count by CUSTOMER CLASS
 Customers Served by Municipal Aggregation

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|-------|
| Aug-18 | - | - | - | - | - |
| Sep-18 | - | - | - | - | - |
| Oct-18 | - | - | - | - | - |
| Nov-18 | - | - | - | - | - |
| Dec-18 | - | - | - | - | - |
| Jan-19 | - | - | - | - | - |
| Feb-19 | - | - | - | - | - |
| Mar-19 | - | - | - | - | - |
| Apr-19 | - | - | - | - | - |
| May-19 | - | - | - | - | - |
| Jun-19 | - | - | - | - | - |
| Jul-19 | - | - | - | - | - |
| Aug-19 | - | - | - | - | - |
| Sep-19 | - | - | - | - | - |
| Oct-19 | - | - | - | - | - |
| Nov-19 | - | - | - | - | - |
| Dec-19 | - | - | - | - | - |
| Jan-20 | - | - | - | - | - |
| Feb-20 | - | - | - | - | - |
| Mar-20 | - | - | - | - | - |
| Apr-20 | - | - | - | - | - |
| May-20 | - | - | - | - | - |
| Jun-20 | - | - | - | - | - |
| Jul-20 | - | - | - | - | - |
| Aug-20 | - | - | - | - | - |
| Sep-20 | - | - | - | - | - |
| Oct-20 | - | - | - | - | - |
| Nov-20 | - | - | - | - | - |
| Dec-20 | - | - | - | - | - |
| Jan-21 | - | - | - | - | - |
| Feb-21 | - | - | - | - | - |
| Mar-21 | - | - | - | - | - |
| Apr-21 | - | - | - | - | - |
| May-21 | - | - | - | - | - |
| Jun-21 | - | - | - | - | - |
| Jul-21 | - | - | - | - | - |
| Aug-21 | - | - | - | - | - |
| Sep-21 | - | - | - | - | - |
| Oct-21 | - | - | - | - | - |
| Nov-21 | - | - | - | - | - |
| Dec-21 | - | - | - | - | - |
| Jan-22 | - | - | - | - | - |
| Feb-22 | - | - | - | - | - |
| Mar-22 | - | - | - | - | - |
| Apr-22 | - | - | - | - | - |
| May-22 | - | - | - | - | - |
| Jun-22 | - | - | - | - | - |
| Jul-22 | - | - | - | - | - |
| Aug-22 | - | - | - | - | - |
| Sep-22 | - | - | - | - | - |
| Oct-22 | - | - | - | - | - |
| Nov-22 | - | - | - | - | - |
| Dec-22 | - | - | - | - | - |
| Jan-23 | - | - | - | - | - |
| Feb-23 | - | - | - | - | - |
| Mar-23 | - | - | - | - | - |
| Apr-23 | 1 | - | - | - | 1 |
| May-23 | 5,834 | 735 | 1 | 250 | 6,820 |
| Jun-23 | 6,351 | 776 | 1 | 280 | 7,408 |
| Jul-23 | 6,361 | 764 | 1 | 281 | 7,407 |
| Aug-23 | 6,361 | 764 | 1 | 279 | 7,405 |

CUSTOMER COUNT by CLASS
Total Customers

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|--------|
| Aug-18 | 65,532 | 10,650 | 155 | 1,589 | 77,926 |
| Sep-18 | 65,532 | 10,658 | 157 | 1,585 | 77,932 |
| Oct-18 | 65,686 | 10,679 | 157 | 1,587 | 78,109 |
| Nov-18 | 66,493 | 10,669 | 157 | 1,587 | 78,906 |
| Dec-18 | 66,493 | 10,669 | 157 | 1,587 | 78,906 |
| Jan-19 | 66,828 | 10,724 | 157 | 1,587 | 79,296 |
| Feb-19 | 66,871 | 10,722 | 157 | 1,586 | 79,336 |
| Mar-19 | 66,765 | 10,725 | 157 | 1,582 | 79,229 |
| Apr-19 | 65,947 | 10,591 | 156 | 1,579 | 78,273 |
| May-19 | 65,806 | 10,578 | 157 | 1,576 | 78,117 |
| Jun-19 | 65,852 | 10,573 | 158 | 1,573 | 78,156 |
| Jul-19 | 65,873 | 10,570 | 158 | 1,570 | 78,171 |
| Aug-19 | 65,878 | 10,570 | 158 | 1,570 | 78,176 |
| Sep-19 | 65,904 | 10,573 | 160 | 1,571 | 78,208 |
| Oct-19 | 66,071 | 10,606 | 160 | 1,567 | 78,404 |
| Nov-19 | 67,085 | 10,715 | 159 | 1,564 | 79,523 |
| Dec-19 | 67,183 | 10,730 | 160 | 1,565 | 79,638 |
| Jan-20 | 67,359 | 10,745 | 161 | 1,565 | 79,830 |
| Feb-20 | 67,420 | 10,751 | 161 | 1,565 | 79,897 |
| Mar-20 | 67,084 | 10,750 | 161 | 1,565 | 79,560 |
| Apr-20 | 66,412 | 10,624 | 161 | 1,559 | 78,756 |
| May-20 | 66,361 | 10,676 | 161 | 1,557 | 78,755 |
| Jun-20 | 66,395 | 10,659 | 162 | 1,555 | 78,771 |
| Jul-20 | 66,435 | 10,693 | 162 | 1,553 | 78,843 |
| Aug-20 | 66,474 | 10,699 | 163 | 1,557 | 78,893 |
| Sep-20 | 66,526 | 10,697 | 163 | 1,555 | 78,941 |
| Oct-20 | 66,634 | 10,712 | 163 | 1,552 | 79,061 |
| Nov-20 | 67,703 | 10,830 | 164 | 1,551 | 80,248 |
| Dec-20 | 67,810 | 10,839 | 164 | 1,550 | 80,363 |
| Jan-21 | 67,853 | 10,844 | 164 | 1,549 | 80,410 |
| Feb-21 | 67,919 | 10,874 | 164 | 1,548 | 80,505 |
| Mar-21 | 67,770 | 10,862 | 164 | 1,546 | 80,342 |
| Apr-21 | 67,025 | 10,740 | 164 | 1,546 | 79,475 |
| May-21 | 66,955 | 10,722 | 163 | 1,543 | 79,383 |
| Jun-21 | 66,977 | 10,783 | 163 | 1,542 | 79,465 |
| Jul-21 | 66,995 | 10,791 | 163 | 1,540 | 79,489 |
| Aug-21 | 67,019 | 10,792 | 163 | 1,539 | 79,513 |
| Sep-21 | 67,085 | 10,786 | 163 | 1,538 | 79,572 |
| Oct-21 | 67,242 | 10,813 | 163 | 1,536 | 79,754 |
| Nov-21 | 68,223 | 10,946 | 164 | 1,537 | 80,870 |
| Dec-21 | 68,271 | 11,252 | 168 | 1,646 | 81,337 |
| Jan-22 | 68,312 | 11,258 | 168 | 1,645 | 81,383 |
| Feb-22 | 68,334 | 11,265 | 168 | 1,639 | 81,406 |
| Mar-22 | 68,165 | 11,267 | 168 | 1,639 | 81,239 |
| Apr-22 | 67,356 | 11,162 | 168 | 1,638 | 80,324 |
| May-22 | 67,375 | 11,156 | 168 | 1,637 | 80,336 |
| Jun-22 | 67,338 | 11,154 | 167 | 1,635 | 80,294 |
| Jul-22 | 67,350 | 11,159 | 168 | 1,633 | 80,310 |
| Aug-22 | 67,410 | 11,167 | 169 | 1,632 | 80,378 |
| Sep-22 | 67,461 | 11,172 | 170 | 1,630 | 80,433 |
| Oct-22 | 67,630 | 11,200 | 170 | 1,626 | 80,626 |
| Nov-22 | 68,598 | 11,296 | 172 | 1,626 | 81,692 |
| Dec-22 | 68,629 | 11,251 | 171 | 1,627 | 81,678 |
| Jan-23 | 68,658 | 11,254 | 171 | 1,626 | 81,709 |
| Feb-23 | 68,659 | 11,263 | 171 | 1,623 | 81,716 |
| Mar-23 | 68,639 | 11,258 | 168 | 1,623 | 81,688 |
| Apr-23 | 67,867 | 11,202 | 169 | 1,627 | 80,865 |
| May-23 | 67,484 | 11,140 | 167 | 1,623 | 80,414 |
| Jun-23 | 67,462 | 11,142 | 167 | 1,622 | 80,393 |
| Jul-23 | 67,442 | 11,144 | 167 | 1,621 | 80,374 |
| Aug-23 | 67,465 | 11,144 | 167 | 1,618 | 80,394 |

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

| Month | DOMESTIC | REGULAR GENERAL | LARGE GENERAL | OUTDOOR LIGHTING | TOTAL |
|--------|----------|-----------------|---------------|------------------|-------|
| Aug-18 | 10.8% | 25.9% | 78.7% | 17.9% | 13.2% |
| Sep-18 | 10.7% | 25.6% | 78.3% | 17.7% | 13.0% |
| Oct-18 | 10.4% | 25.3% | 78.3% | 17.6% | 12.8% |
| Nov-18 | 10.2% | 25.1% | 79.6% | 17.4% | 12.5% |
| Dec-18 | 10.1% | 25.2% | 77.1% | 17.1% | 12.4% |
| Jan-19 | 9.9% | 25.1% | 76.4% | 17.2% | 12.3% |
| Feb-19 | 10.0% | 25.2% | 76.4% | 17.2% | 12.3% |
| Mar-19 | 9.9% | 25.3% | 76.4% | 17.8% | 12.2% |
| Apr-19 | 9.9% | 25.7% | 77.6% | 17.6% | 12.4% |
| May-19 | 10.0% | 25.8% | 78.3% | 17.6% | 12.4% |
| Jun-19 | 9.9% | 25.9% | 74.7% | 17.9% | 12.3% |
| Jul-19 | 9.7% | 26.2% | 75.9% | 18.1% | 12.3% |
| Aug-19 | 9.6% | 26.2% | 75.9% | 18.0% | 12.2% |
| Sep-19 | 9.5% | 26.2% | 75.0% | 18.0% | 12.1% |
| Oct-19 | 9.4% | 26.0% | 75.0% | 18.0% | 12.0% |
| Nov-19 | 9.0% | 25.9% | 74.8% | 17.8% | 11.6% |
| Dec-19 | 8.8% | 24.9% | 75.6% | 16.7% | 11.3% |
| Jan-20 | 8.7% | 25.2% | 75.8% | 17.1% | 11.2% |
| Feb-20 | 8.7% | 25.2% | 76.4% | 17.3% | 11.2% |
| Mar-20 | 8.7% | 25.2% | 76.4% | 17.3% | 11.2% |
| Apr-20 | 8.7% | 25.4% | 77.0% | 17.4% | 11.3% |
| May-20 | 8.7% | 25.3% | 77.6% | 17.4% | 11.3% |
| Jun-20 | 8.6% | 25.3% | 77.8% | 17.5% | 11.2% |
| Jul-20 | 8.6% | 25.2% | 77.8% | 17.4% | 11.1% |
| Aug-20 | 8.5% | 25.1% | 77.3% | 17.3% | 11.1% |
| Sep-20 | 8.4% | 25.1% | 77.3% | 17.6% | 11.0% |
| Oct-20 | 8.3% | 25.1% | 77.3% | 17.8% | 10.9% |
| Nov-20 | 8.3% | 25.1% | 76.2% | 18.1% | 10.9% |
| Dec-20 | 8.2% | 25.5% | 76.2% | 19.1% | 10.9% |
| Jan-21 | 8.2% | 25.6% | 76.2% | 19.2% | 10.9% |
| Feb-21 | 8.2% | 25.6% | 76.2% | 19.2% | 10.9% |
| Mar-21 | 8.2% | 25.6% | 76.2% | 19.2% | 10.9% |
| Apr-21 | 8.3% | 25.9% | 76.2% | 19.1% | 11.0% |
| May-21 | 8.2% | 25.9% | 77.3% | 19.2% | 11.0% |
| Jun-21 | 8.2% | 26.1% | 79.8% | 22.0% | 11.1% |
| Jul-21 | 8.2% | 25.9% | 79.1% | 21.7% | 11.0% |
| Aug-21 | 8.1% | 25.9% | 79.1% | 21.6% | 10.9% |
| Sep-21 | 8.0% | 25.9% | 77.9% | 21.7% | 10.9% |
| Oct-21 | 7.9% | 25.8% | 77.9% | 21.7% | 10.8% |
| Nov-21 | 7.6% | 25.0% | 77.4% | 21.0% | 10.4% |
| Dec-21 | 7.6% | 24.2% | 76.8% | 19.6% | 10.3% |
| Jan-22 | 7.7% | 24.0% | 77.4% | 19.6% | 10.3% |
| Feb-22 | 7.9% | 24.2% | 78.0% | 19.8% | 10.5% |
| Mar-22 | 8.3% | 24.7% | 77.4% | 20.1% | 10.9% |
| Apr-22 | 8.6% | 25.2% | 78.0% | 20.6% | 11.3% |
| May-22 | 8.6% | 25.3% | 78.0% | 20.7% | 11.3% |
| Jun-22 | 8.6% | 24.9% | 77.8% | 20.9% | 11.3% |
| Jul-22 | 8.6% | 24.9% | 78.6% | 20.8% | 11.2% |
| Aug-22 | 8.4% | 25.0% | 78.1% | 21.0% | 11.1% |
| Sep-22 | 8.3% | 25.0% | 77.1% | 21.0% | 11.0% |
| Oct-22 | 8.3% | 25.1% | 77.6% | 21.3% | 11.0% |
| Nov-22 | 8.4% | 24.9% | 76.7% | 21.8% | 11.1% |
| Dec-22 | 8.8% | 26.2% | 78.4% | 23.4% | 11.7% |
| Jan-23 | 9.1% | 26.8% | 78.4% | 23.8% | 11.9% |
| Feb-23 | 9.5% | 27.3% | 78.4% | 24.3% | 12.4% |
| Mar-23 | 10.6% | 28.0% | 79.8% | 24.8% | 13.5% |
| Apr-23 | 11.5% | 28.8% | 79.9% | 25.3% | 14.3% |
| May-23 | 20.8% | 36.0% | 80.2% | 32.1% | 23.3% |
| Jun-23 | 21.9% | 36.0% | 80.2% | 32.8% | 24.2% |
| Jul-23 | 22.1% | 36.8% | 86.8% | 33.4% | 24.5% |
| Aug-23 | 22.1% | 37.1% | 86.8% | 33.5% | 24.5% |

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-013

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Please provide the following information, by customer group and rate schedule, for each existing aggregation within your utility's service territory:

- a) Number of customers
- b) Load (kW, kWh, or both)
- c) Term of aggregation (including start date and end date)

Response:

Please reference the excel attachment (DOE IQ 2-013 Attachment 1) for active aggregation load and customer count data.

| Customer Counts - 9/28/2023 | | | |
|-----------------------------|------------------|--------|------------|
| Rate Class | Customer Group | EXETER | CANTERBURY |
| DOMESTIC | SMALL CUSTOMERS | 5,923 | 438 |
| GEN1 | LARGE CUSTOMERS | 1 | - |
| GEN2 | MEDIUM CUSTOMERS | 725 | 39 |
| OUTDOOR LIGHTING | MEDIUM CUSTOMERS | 249 | 30 |

| Month-Year | Rate Group | Exeter | Canterbury |
|------------|------------------|-----------|------------|
| Apr-23 | DOMESTIC | 96 | - |
| | GEN1 | | |
| | GEN2 | | |
| | OUTDOOR LIGHTING | | |
| May-23 | DOMESTIC | 1,045,763 | 108 |
| | GEN1 | 3,763 | |
| | GEN2 | 300,100 | 49 |
| | OUTDOOR LIGHTING | 7,112 | |
| Jun-23 | DOMESTIC | 3,269,285 | 164,892 |
| | GEN1 | 6,329 | |
| | GEN2 | 852,598 | 55,747 |
| | OUTDOOR LIGHTING | 16,515 | 880 |
| Jul-23 | DOMESTIC | 4,835,883 | 340,006 |
| | GEN1 | 5,277 | |
| | GEN2 | 1,054,064 | 110,392 |
| | OUTDOOR LIGHTING | 18,249 | 2,225 |
| Aug-23 | DOMESTIC | 3,726,456 | 273,918 |
| | GEN1 | 6,949 | |
| | GEN2 | 964,552 | 113,774 |
| | OUTDOOR LIGHTING | 20,363 | 2,427 |

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-014

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

What municipalities/towns within your utility's service territory have pending aggregation applications? For each pending aggregation application, please provide, by customer group and rate schedule, the number of prospective customers and amount of load that could be served by the aggregation.

Response:

Please reference the excel attachment (DOE IQ 2-014 Attachment 1) for pending town status and associated load and customer count data.

| Town | PUC Application Status |
|-----------|-----------------------------|
| Allentown | Approved |
| Pembroke | Approved |
| Hampton | Conditionally Approved |
| Webster | Approved |
| Stratham | Pending Commission Approval |

| Customer Counts - 9/28/2023 | | | | | | | |
|-----------------------------|------------------|------------|---------|----------|----------|---------|-------------|
| Rate Class | Customer Group | ALLENSTOWN | HAMPTON | PEMBROKE | STRATHAM | WEBSTER | Grand Total |
| DOMESTIC | SMALL CUSTOMERS | 10 | 10,473 | 21 | 3,262 | 397 | 14,163 |
| GEN1 | LARGE CUSTOMERS | - | 14 | 2 | 3 | - | 19 |
| GEN2 | MEDIUM CUSTOMERS | - | 1,434 | 16 | 582 | 32 | 2,064 |
| OUTDOOR LIGHTING | MEDIUM CUSTOMERS | - | 1,140 | 12 | 83 | 3 | 1,238 |

| Month-Year | Rate Group | ALLENSTOWN | HAMPTON | PEMBROKE | STRATHAM | WEBSTER |
|------------|------------------|------------|-----------|----------|-----------|---------|
| Sept-2022 | DOMESTIC | 6,326 | 6,040,716 | 7,222 | 2,872,983 | 256,491 |
| | GEN1 | | 1,521,664 | 103,400 | 522,592 | |
| | GEN2 | | 3,588,849 | 26,044 | 1,223,554 | 26,761 |
| | OUTDOOR LIGHTING | | 101,434 | 819 | 10,171 | 607 |
| Oct-2022 | DOMESTIC | 5,173 | 3,982,725 | 5,818 | 1,949,000 | 196,378 |
| | GEN1 | | 1,320,164 | 128,400 | 412,512 | |
| | GEN2 | | 2,522,256 | 23,259 | 906,030 | 24,423 |
| | OUTDOOR LIGHTING | | 101,009 | 818 | 10,149 | 644 |
| Nov-2022 | DOMESTIC | 7,172 | 3,649,141 | 6,829 | 1,963,026 | 184,983 |
| | GEN1 | | 1,313,082 | 133,200 | 411,648 | |
| | GEN2 | | 2,157,882 | 26,407 | 887,166 | 23,536 |
| | OUTDOOR LIGHTING | | 99,696 | 812 | 10,130 | 638 |
| Dec-2022 | DOMESTIC | 8,098 | 4,820,010 | 7,223 | 2,420,279 | 232,801 |
| | GEN1 | | 1,472,002 | 69,300 | 389,504 | |
| | GEN2 | | 2,506,479 | 34,779 | 912,805 | 29,071 |
| | OUTDOOR LIGHTING | | 98,511 | 820 | 10,190 | 644 |
| Jan-2023 | DOMESTIC | 7,822 | 6,077,606 | 8,272 | 2,998,558 | 263,485 |
| | GEN1 | | 1,817,553 | 53,400 | 442,672 | |
| | GEN2 | | 2,970,737 | 39,847 | 1,076,743 | 30,714 |
| | OUTDOOR LIGHTING | | 99,062 | 819 | 10,190 | 642 |
| Feb-2023 | DOMESTIC | 8,773 | 5,856,912 | 8,237 | 2,550,360 | 269,105 |
| | GEN1 | | 1,560,167 | 7,800 | 400,880 | |
| | GEN2 | | 2,983,385 | 35,630 | 995,928 | 34,638 |
| | OUTDOOR LIGHTING | | 97,324 | 819 | 10,177 | 640 |
| Mar-2023 | DOMESTIC | 7,673 | 5,373,681 | 8,448 | 2,564,332 | 240,212 |
| | GEN1 | | 1,525,732 | 9,300 | 418,848 | |
| | GEN2 | | 2,906,921 | 32,979 | 1,025,128 | 31,608 |
| | OUTDOOR LIGHTING | | 97,666 | 822 | 9,966 | 643 |
| Apr-2023 | DOMESTIC | 6,402 | 4,451,621 | 6,281 | 1,979,330 | 207,984 |
| | GEN1 | | 1,333,866 | 123,200 | 396,160 | |
| | GEN2 | | 2,562,336 | 25,252 | 871,039 | 28,195 |
| | OUTDOOR LIGHTING | | 97,381 | 812 | 9,376 | 647 |
| May-2023 | DOMESTIC | 6,349 | 3,995,067 | 5,596 | 1,916,654 | 206,402 |
| | GEN1 | | 1,287,768 | 146,400 | 420,576 | |
| | GEN2 | | 2,555,649 | 24,861 | 880,707 | 27,188 |
| | OUTDOOR LIGHTING | | 99,791 | 819 | 9,390 | 646 |
| Jun-2023 | DOMESTIC | 5,859 | 3,860,374 | 8,617 | 2,070,725 | 189,752 |
| | GEN1 | | 2,145,068 | 149,000 | 445,808 | |
| | GEN2 | | 2,670,045 | 25,073 | 899,492 | 24,169 |
| | OUTDOOR LIGHTING | | 100,953 | 819 | 9,291 | 643 |
| Jul-2023 | DOMESTIC | 8,585 | 5,427,751 | 9,029 | 3,289,030 | 233,749 |
| | GEN1 | | 1,417,272 | 110,400 | 525,152 | |
| | GEN2 | | 3,508,904 | 29,232 | 1,215,351 | 24,685 |
| | OUTDOOR LIGHTING | | 98,168 | 795 | 9,064 | 619 |
| Aug-2023 | DOMESTIC | 8,883 | 6,819,671 | 7,112 | 2,961,893 | 294,898 |
| | GEN1 | | 1,491,933 | 112,100 | 471,840 | |
| | GEN2 | | 3,913,527 | 28,654 | 1,146,503 | 26,479 |
| | OUTDOOR LIGHTING | | 101,041 | 818 | 9,309 | 618 |

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-015

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Does your utility account for aggregation-related load risk in the threshold/proxy price? If so, please describe how this element is estimated.

Response:

Aggregation-related load risk could be one of the several non-energy costs embedded in the final bid price that could be a factor in the higher ratio of bid prices to NYMEX forward prices. However, the individual components of a fixed full requirements bid are not discoverable by the Company since bidders only present one price for full requirements service.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-016

Date of Response: 10/11/23
Contact: Dan Nawazelski

Request:

How does your utility handle net metering as it relates to default service? Is the treatment of net metering different for customers that receive third-party, community power aggregation, and default retail supply?

Response:

Unitil allows both standard (customers receiving a utility net metering capacity allocation prior to September 1, 2017) and alternative (customers receiving a utility net metering capacity allocation after September 1, 2017) net metering customers the option to either remain on default service or to switch to a competitive supplier, at the customer's discretion and with proper notice. Standard net metering customers are allowed to bank their kilowatt-hours, regardless of supply source; however, those on an external supply may not do an annual cash out of 600 kilowatt-hours banked unlike those customers on a default supply. Alternative net metering customers, and all small group net metering customers, only differ in the cost of their supply charge, depending on if they are on default or third-party supply. Large group net metering customers (greater than 100 kW AC facilities) will receive a net monetary credit if they are on default retail supply; on the other hand, they will be credited on all their received kilowatt-hours if the customer has elected for an external supply.

A summary table has been included as DOE IQ 2-016 Attachment 1 that provides information on these differences between default and external supply for standard and alternative net metering customers.

| STANDARD NET METERING | DEFAULT SUPPLY | EXTERNAL SUPPLY |
|---------------------------|----------------|-----------------|
| kWh bank | Yes | Yes |
| *600 kWh+ annual cash out | Yes | No |

*excess of 600 kWh banked at end of March billing period, customers (default only) can receive a payment equal to the economic value of the surplus which can be in the form of a check or credit applied to the account

| ALTERNATIVE NET METERING | DEFAULT SUPPLY | EXTERNAL SUPPLY |
|--------------------------------|----------------|-----------------|
| Receives Monetary credit (NET) | Yes | Yes |
| Distribution | 25% | 25% |
| Transmission | 100% | 100% |
| Supply | 100% | 0% |
| *Annual Cash out \$100+ | Yes | Yes |

*a credit balance that exceeds \$100 at end of March billing period, customer can receive a payment in the form of a check

| SMALL GROUP HOST / STANDARD | DEFAULT SUPPLY | EXTERNAL SUPPLY |
|--------------------------------|----------------|-----------------|
| Receives Monetary credit (NET) | Yes | Yes |
| Delivery | 100% | 100% |
| Supply | 100% | 0% |

| SMALL GROUP HOST / ALT | DEFAULT SUPPLY | EXTERNAL SUPPLY |
|--------------------------------|----------------|-----------------|
| Receives Monetary credit (NET) | Yes | Yes |
| Distribution | 25% | 25% |
| Transmission | 100% | 100% |
| Supply | 100% | 0% |

| LARGE GROUP HOST / BOTH | DEFAULT SUPPLY | EXTERNAL SUPPLY |
|--------------------------------|----------------|-----------------|
| Receives Monetary credit (NET) | Yes | No |
| Supply | 100% | 0% |

| LARGE GENERATORS / BOTH | DEFAULT SUPPLY | EXTERNAL SUPPLY |
|--------------------------------|----------------|-----------------|
| Receives monetary credit (RCV) | Yes | No |
| Supply | 100% | 0% |

*Large generators bill on their delivered and are credited on all their received, NET is not used

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-017

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Does your utility coordinate with affiliates in other ISO-NE states as it relates to default electric service (e.g., timeline coordination)? If so, in what ways does your utility coordinate?

Response:

Unitil Energy Systems and its affiliate in Massachusetts, Fitchburg Gas and Electric Light Company, issue RFPs for Default Service under the same timeline and schedule. This coordination is done primarily for administrative and process efficiencies. Additionally, both RFPs are issued simultaneously in an effort to gather as much supplier participation as possible.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-018

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Does your utility share resources with affiliates in other ISO-NE states as it relates to default electric service (e.g., shared expert staff)? If so, in what ways does your utility share resources?

Response:

Yes, the Company shares expert staff who administer the RFPs, manage supplier communications, and prepare regulatory filings on behalf of both Unitil Energy Service Inc. and Fitchburg Gas and Electric Light Company.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-019

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

What factors does your utility use to calculate self-supply price? Please list each individual element with a brief description of how it is estimated. If applicable, please provide self-supply price calculations with all associated workpapers for all instances of self-supply within the last five years.

Response:

Unitil Energy Systems, Inc. has not experienced a failed solicitation and thus has not performed a calculation in relation to a self-supply price.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-020

Date of Response: 10/11/23
Contact: Jeff M. Pentz

Request:

Under what conditions would the self-supply price be adjusted? Please identify any applicable thresholds.

Response:

Please see response to question DOE IQ 2-019.

Unitil Energy Systems, Inc.
INV 2023-001
DOE SET 2 QUESTIONS

Date Request Received: 9/20/23
Request No. DOE IQ 2-021

Date of Response: 10/4/23
Contact: Nicholas DeMarchi

Request:

Please provide publicly available distribution load forecasts, including separate forecasts by customer group and rate class as available, prepared in the last five years. Please explain factors expected to affect your utility's distribution load (level and profile) over the term each recent forecast. If these factors have changed in the last five years, please identify which factors are expected to affect which forecasts.

Response:

The Company previously has provided kWh forecast data publicly in the context of its Annual Stranded Cost Recovery and External Delivery Charge Reconciliation and Rate Filings (DE 19-111; DE 20-098; DE 21-121; DE 22-038; and DE 23-057) with the Commission. The Company has attached the relevant pages from these filings as DOE IQ 2-021 Attachment 1.

For forecasts prepared prior to July 2023, the Company's forecasts utilized an autoregressive linear regression for meter growth and usage per customer by rate class respectively. Regressions can rely on various variables, most frequently a time trend variable. The Company's forecasts during the pandemic years sought to return to "normal" usage as residential usage increased and commercial and industrial usage decreased during the peak of the COVID-19 pandemic. This usage per customer assumed normal weather based on an average of 20 years of historical weather data. Additionally, Business Development personnel were consulted for comments on significant usage changes. These forecasts sought to limit subjectivity and would typically rely on historical trends.

Going forward, the Company's forecasts will still analyze meter growth and use per customer by rate class, but will also use an econometric multiple linear regression to account for multiple independent variables such as weather, population, unemployment rate, gross metropolitan product, and other economic/demographic variables.

As filed in DE 19-111
June 14, 2019

Unitil Energy Systems, Inc.
Stranded Cost Charge Revenues

Schedule LSM-1
Page 3 of 4

| | (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) | (i) | (j) | (k) | (l) | (m) | (n) | (o) | (p) | (q) | (r) |
|------------------------|--|----------------------|--------------|------------------------------|-----------------|------------------------------|--------------|------------------------------|-----------------|----------------------|-----------------------|------------------------------|-----------------|----------------------|--------------|---|--------------------------|-----------------------------------|
| | Total Billed kWh - all classes except G2 demand and G1 | | | | | Total Billed kWh - G2 demand | | | | | Total Billed kWh - G1 | | | | | Reversal of prior month unbilled (prior month, e + j + o) | Total Billed SCC Revenue | Total Revenue (e + j + o + p + q) |
| | Unbilled Factor | Unbilled kWh (a * b) | Proposed SCC | Unbilled SCC Revenue (c * d) | Unbilled Factor | Unbilled kWh (f * g) | Proposed SCC | Unbilled SCC Revenue (h * i) | Unbilled Factor | Unbilled kWh (k * l) | Proposed SCC | Unbilled SCC Revenue (m * n) | Unbilled Factor | Unbilled kWh (k * l) | Proposed SCC | Unbilled SCC Revenue (n * o) | Total Billed SCC Revenue | Total Revenue (e + j + o + p + q) |
| Aug-17 Actual | 40.1% | 18,901,769 | (\$0.00057) | (\$10,774) | 45.0% | 14,747,442 | (\$0.00011) | (\$1,622) | 49.2% | 15,991,170 | (\$0.00014) | (\$2,239) | \$5,957 | (\$40,795) | | | | (\$49,474) |
| Sep-17 Actual | 64.8% | 26,413,430 | (\$0.00057) | (\$15,056) | 58.8% | 17,480,331 | (\$0.00011) | (\$1,923) | 51.4% | 15,879,329 | (\$0.00014) | (\$2,223) | \$14,635 | (\$56,730) | | | | (\$61,297) |
| Oct-17 Actual | 53.6% | 20,358,893 | (\$0.00057) | (\$11,605) | 53.6% | 15,566,122 | (\$0.00011) | (\$1,712) | 53.6% | 16,653,491 | (\$0.00014) | (\$2,331) | \$19,202 | (\$55,179) | | | | (\$51,626) |
| Nov-17 Actual | 61.6% | 20,962,194 | (\$0.00057) | (\$11,948) | 55.9% | 13,976,918 | (\$0.00011) | (\$1,537) | 53.5% | 14,468,830 | (\$0.00014) | (\$2,026) | \$15,648 | (\$49,937) | | | | (\$49,801) |
| Dec-17 Actual | 61.3% | 27,302,679 | (\$0.00057) | (\$15,563) | 54.7% | 15,015,731 | (\$0.00011) | (\$1,652) | 51.2% | 14,825,649 | (\$0.00014) | (\$2,076) | \$15,512 | (\$55,324) | | | | (\$59,102) |
| Jan-18 Actual | 44.4% | 25,431,069 | (\$0.00057) | (\$14,496) | 46.7% | 14,900,861 | (\$0.00011) | (\$1,639) | 48.1% | 13,968,492 | (\$0.00014) | (\$1,956) | \$19,290 | (\$63,951) | | | | (\$62,752) |
| Feb-18 Actual | 42.9% | 19,460,605 | (\$0.00057) | (\$11,093) | 47.1% | 13,324,673 | (\$0.00011) | (\$1,466) | 49.0% | 13,640,259 | (\$0.00014) | (\$1,910) | \$18,090 | (\$56,064) | | | | (\$52,442) |
| Mar-18 Actual | 49.4% | 20,317,620 | (\$0.00057) | (\$11,581) | 48.4% | 13,407,978 | (\$0.00011) | (\$1,475) | 48.0% | 13,269,232 | (\$0.00014) | (\$1,858) | \$14,468 | (\$53,782) | | | | (\$54,227) |
| Apr-18 Actual | 45.3% | 17,266,581 | (\$0.00057) | (\$9,842) | 49.9% | 13,020,220 | (\$0.00011) | (\$1,432) | 51.8% | 13,858,352 | (\$0.00014) | (\$1,940) | \$14,914 | (\$51,484) | | | | (\$49,785) |
| May-18 Actual | 50.3% | 17,262,636 | (\$0.00057) | (\$9,840) | 50.3% | 13,325,088 | (\$0.00011) | (\$1,466) | 50.3% | 14,533,805 | (\$0.00014) | (\$2,035) | \$13,214 | (\$51,285) | | | | (\$51,411) |
| Jun-18 Actual | 49.1% | 18,840,707 | (\$0.00057) | (\$10,739.20) | 45.5% | 13,465,408 | (\$0.00011) | (\$1,481) | 41.7% | 13,085,588 | (\$0.00014) | (\$1,832) | \$13,340 | (\$55,262) | | | | (\$55,974) |
| Jul-18 Actual | 58.3% | 27,682,687 | (\$0.00057) | (\$15,779) | 55.3% | 17,360,180 | (\$0.00011) | (\$1,910) | 51.0% | 15,952,047 | (\$0.00014) | (\$2,233) | \$14,052 | (\$62,059) | | | | (\$67,929) |
| Total Aug-17 to Jul-18 | | 260,200,869 | | (\$148,314) | | 175,590,952 | | (\$19,315) | | 176,126,245 | | (\$24,658) | \$178,322 | (\$651,854) | | | | (\$665,819) |

| | (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) | (i) | (j) | (k) | (l) | (m) | (n) | (o) | (p) | (q) | (r) |
|------------------------|--|----------------------|--------------|------------------------------|-----------------|------------------------------|--------------|------------------------------|-----------------|----------------------|-----------------------|------------------------------|-----------------|----------------------|--------------|---|--------------------------|-----------------------------------|
| | Total Billed kWh - all classes except G2 demand and G1 | | | | | Total Billed kWh - G2 demand | | | | | Total Billed kWh - G1 | | | | | Reversal of prior month unbilled (prior month, e + j + o) | Total Billed SCC Revenue | Total Revenue (e + j + o + p + q) |
| | Unbilled Factor | Unbilled kWh (a * b) | Proposed SCC | Unbilled SCC Revenue (c * d) | Unbilled Factor | Unbilled kWh (f * g) | Proposed SCC | Unbilled SCC Revenue (h * i) | Unbilled Factor | Unbilled kWh (k * l) | Proposed SCC | Unbilled SCC Revenue (m * n) | Unbilled Factor | Unbilled kWh (k * l) | Proposed SCC | Unbilled SCC Revenue (n * o) | Total Billed SCC Revenue | Total Revenue (e + j + o + p + q) |
| Aug-18 Actual | 42.5% | 23,437,437 | (\$0.00101) | (\$23,672) | 44.9% | 15,644,610 | (\$0.00021) | (\$3,285) | 48.9% | 16,533,152 | (\$0.00025) | (\$4,133) | \$19,922 | (\$97,383) | | | | (\$108,552) |
| Sep-18 Actual | 40.3% | 19,075,860 | (\$0.00101) | (\$19,267) | 45.8% | 14,393,092 | (\$0.00021) | (\$3,023) | 53.7% | 16,689,264 | (\$0.00025) | (\$4,172) | \$31,090 | (\$112,855) | | | | (\$108,226) |
| Oct-18 Actual | 51.3% | 18,490,289 | (\$0.00101) | (\$18,675) | 51.3% | 14,035,610 | (\$0.00021) | (\$2,947) | 51.3% | 14,928,773 | (\$0.00025) | (\$3,732) | \$26,461 | (\$96,109) | | | | (\$95,002) |
| Nov-18 Actual | 58.5% | 21,862,926 | (\$0.00101) | (\$22,082) | 54.0% | 13,810,022 | (\$0.00021) | (\$2,900) | 52.0% | 13,400,046 | (\$0.00025) | (\$3,350) | \$25,355 | (\$92,723) | | | | (\$95,700) |
| Dec-18 Actual | 48.9% | 22,841,095 | (\$0.00101) | (\$23,070) | 49.1% | 14,492,439 | (\$0.00021) | (\$3,043) | 49.2% | 13,215,844 | (\$0.00025) | (\$3,304) | \$28,332 | (\$103,074) | | | | (\$104,160) |
| Jan-19 Actual | 52.1% | 26,000,645 | (\$0.00101) | (\$26,281) | 49.2% | 14,359,218 | (\$0.00021) | (\$3,015) | 47.7% | 12,865,368 | (\$0.00025) | (\$3,216) | \$29,417 | (\$106,252) | | | | (\$109,327) |
| Feb-19 Actual | 45.7% | 21,051,168 | (\$0.00101) | (\$21,262) | 46.8% | 13,470,664 | (\$0.00021) | (\$2,829) | 47.3% | 12,593,260 | (\$0.00025) | (\$3,148) | \$32,492 | (\$102,540) | | | | (\$97,286) |
| Mar-19 Actual | 47.2% | 20,112,432 | (\$0.00101) | (\$20,314) | 51.1% | 14,288,512 | (\$0.00021) | (\$3,001) | 52.8% | 13,607,881 | (\$0.00025) | (\$3,402) | \$27,239 | (\$98,273) | | | | (\$97,750) |
| Apr-19 Actual | 41.9% | 15,678,549 | (\$0.00101) | (\$15,835) | 46.3% | 12,476,440 | (\$0.00021) | (\$2,620) | 48.1% | 12,616,574 | (\$0.00025) | (\$3,154) | \$26,716 | (\$92,575) | | | | (\$87,468) |
| May-19 Estimate | 48.8% | 16,911,302 | (\$0.00101) | (\$17,080) | 50.4% | 13,331,008 | (\$0.00021) | (\$2,800) | 50.0% | 14,274,563 | (\$0.00025) | (\$3,569) | \$29,610 | (\$93,803) | | | | (\$95,642) |
| Jun-19 Estimate | 66.7% | 23,238,771 | (\$0.00101) | (\$23,471) | 61.7% | 16,385,976 | (\$0.00021) | (\$3,441) | 55.6% | 15,644,647 | (\$0.00025) | (\$3,911) | \$23,449 | (\$91,429) | | | | (\$98,803) |
| Jul-19 Estimate | 53.7% | 26,221,046 | (\$0.00101) | (\$26,483) | 51.3% | 16,807,312 | (\$0.00021) | (\$3,530) | 48.1% | 16,223,887 | (\$0.00025) | (\$4,050) | \$30,823 | (\$119,854) | | | | (\$123,100) |
| Total Aug-18 to Jul-19 | | 254,921,520 | | (\$257,471) | | 173,494,903 | | (\$36,434) | | 172,593,259 | | (\$43,148) | \$322,906 | (\$1,206,870) | | | | (\$1,221,016) |

| | (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) | (i) | (j) | (k) | (l) | (m) | (n) | (o) | (p) | (q) | (r) |
|------------------------|--|----------------------|--------------|------------------------------|-----------------|------------------------------|--------------|------------------------------|-----------------|----------------------|-----------------------|------------------------------|-----------------|----------------------|--------------|---|--------------------------|-----------------------------------|
| | Total Billed kWh - all classes except G2 demand and G1 | | | | | Total Billed kWh - G2 demand | | | | | Total Billed kWh - G1 | | | | | Reversal of prior month unbilled (prior month, e + j + o) | Total Billed SCC Revenue | Total Revenue (e + j + o + p + q) |
| | Unbilled Factor | Unbilled kWh (a * b) | Proposed SCC | Unbilled SCC Revenue (c * d) | Unbilled Factor | Unbilled kWh (f * g) | Proposed SCC | Unbilled SCC Revenue (h * i) | Unbilled Factor | Unbilled kWh (k * l) | Proposed SCC | Unbilled SCC Revenue (m * n) | Unbilled Factor | Unbilled kWh (k * l) | Proposed SCC | Unbilled SCC Revenue (n * o) | Total Billed SCC Revenue | Total Revenue (e + j + o + p + q) |
| Aug-19 Estimate | 44.5% | 21,495,027 | (\$0.00012) | (\$2,579) | 47.3% | 15,034,187 | (\$0.00002) | (\$301) | 51.2% | 16,948,972 | (\$0.00003) | (\$508) | \$34,069 | (\$42,886) | | | | (\$12,206) |
| Sep-19 Estimate | 53.6% | 20,440,038 | (\$0.00012) | (\$2,453) | 57.0% | 15,372,590 | (\$0.00002) | (\$307) | 62.5% | 18,212,089 | (\$0.00003) | (\$546) | \$3,389 | (\$11,181) | | | | (\$11,099) |
| Oct-19 Estimate | 51.0% | 19,444,612 | (\$0.00012) | (\$2,333) | 48.5% | 13,779,333 | (\$0.00002) | (\$276) | 48.1% | 14,430,638 | (\$0.00003) | (\$433) | \$3,307 | (\$11,320) | | | | (\$11,055) |
| Nov-19 Estimate | 63.1% | 22,661,953 | (\$0.00012) | (\$2,719) | 59.1% | 14,698,765 | (\$0.00002) | (\$294) | 57.2% | 14,302,615 | (\$0.00003) | (\$429) | \$3,042 | (\$10,156) | | | | (\$10,557) |
| Dec-19 Estimate | 42,869,318 | 24,259,836 | (\$0.00012) | (\$2,911) | 54.3% | 15,202,318 | (\$0.00002) | (\$304) | 53.0% | 13,457,425 | (\$0.00003) | (\$404) | \$3,442 | (\$10,912) | | | | (\$11,089) |
| Jan-20 Estimate | 45,383,885 | 25,077,032 | (\$0.00012) | (\$3,009) | 47.0% | 14,388,581 | (\$0.00002) | (\$288) | 46.4% | 12,846,563 | (\$0.00003) | (\$385) | \$3,619 | (\$12,564) | | | | (\$12,627) |
| Feb-20 Estimate | 45,082,708 | 25,212,244 | (\$0.00012) | (\$3,025) | 57.9% | 16,186,623 | (\$0.00002) | (\$324) | 58.9% | 14,708,067 | (\$0.00003) | (\$441) | \$3,682 | (\$11,173) | | | | (\$11,281) |
| Mar-20 Estimate | 42,065,020 | 19,555,137 | (\$0.00012) | (\$2,347) | 48.8% | 14,209,403 | (\$0.00002) | (\$284) | 49.8% | 13,367,695 | (\$0.00003) | (\$401) | \$3,790 | (\$11,340) | | | | (\$10,581) |
| Apr-20 Estimate | 38,271,780 | 16,684,734 | (\$0.00012) | (\$2,002) | 47.1% | 12,826,930 | (\$0.00002) | (\$257) | 48.6% | 12,606,611 | (\$0.00003) | (\$378) | \$3,032 | (\$10,529) | | | | (\$10,134) |
| May-20 Estimate | 31,502,837 | 19,531,994 | (\$0.00012) | (\$2,344) | 64.0% | 15,375,307 | (\$0.00002) | (\$308) | 63.6% | 16,173,540 | (\$0.00003) | (\$485) | \$2,637 | (\$9,524) | | | | (\$10,024) |
| Jun-20 Estimate | 38,023,705 | 21,432,959 | (\$0.00012) | (\$2,572) | 52.1% | 15,131,798 | (\$0.00002) | (\$303) | 46.9% | 14,188,340 | (\$0.00003) | (\$426) | \$3,137 | (\$11,183) | | | | (\$11,347) |
| Jul-20 Estimate | 48,839,343 | 26,264,566 | (\$0.00012) | (\$3,152) | 51.3% | 16,817,292 | (\$0.00002) | (\$336) | 48.1% | 15,939,798 | (\$0.00003) | (\$478) | \$3,300 | (\$13,445) | | | | (\$14,111) |
| Total Aug-19 to Jul-20 | | 262,060,132 | | (\$31,447) | | 179,023,127 | | (\$3,580) | | 177,182,353 | | (\$5,315) | \$70,446 | (\$166,214) | | | | (\$136,111) |

(1) Actual Per billing system.

(2) Detail of Unbilled Factors shown on page 4.

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