

2009 Quarterly Report

CORE NH Program Highlights
(January 1 - December 31, 2009)

NH CORE ENERGY EFFICIENCY PROGRAMS	EXPENSES (\$)		SAVINGS (Lifetime kWh)		NUMBER OF CUSTOMERS	
	Actual + In Process + Prospective	Percent of Budget	Actual + In Process + Prospective	Percent of Budget	Actual + In Process + Prospective	Percent of Budget
RESIDENTIAL (nhsaves@home)						
ENERGY STAR Homes	\$1,177,189	86%	25,487,973	515%	480	94%
Home Energy Solutions	\$2,187,732	108%	51,119,394	328%	1,799	116%
Home Energy Assistance	\$2,477,615	94%	23,244,949	118%	692	100%
ENERGY STAR Lighting	\$1,063,762	79%	90,219,630	99%	329,212	110%
ENERGY STAR Appliances	\$996,795	112%	33,522,421	172%	13,265	104%
TOTAL RESIDENTIAL	\$7,903,093	96%	223,594,367	148%	345,448	109%
COMMERCIAL & INDUSTRIAL (nhsaves@work)						
Small Business Energy Solutions	\$2,870,938	98%	124,489,022	121%	682	129%
Large Business Energy Solutions	\$3,004,424	99%	272,757,720	165%	248	148%
New Construction	\$2,428,513	94%	119,103,742	122%	203	134%
TOTAL COMMERCIAL & INDUSTRIAL	\$8,303,874	97%	516,350,485	141%	1,133	134%
TOTAL	\$16,206,967	96%	739,944,852	143%	346,581	109%

nhsaves@home Energy Star Homes	Budget Goal (2009)	Thru 12/31/2009				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$275,717	\$166,232	\$0	\$0	\$166,232	60.3%
NHEC	\$113,052	\$94,376	\$0	\$0	\$94,376	83.5%
PSNH	\$823,577	\$830,649	\$0	\$0	\$830,649	100.9%
Unitil	\$150,000	\$85,933	\$0	\$0	\$85,933	57.3%
Total	\$1,362,346	\$1,177,189	\$0	\$0	\$1,177,189	86.4%
Program Participation						
National Grid	101	48	0	0	48	47.5%
NHEC	23	27	0	0	27	117.4%
PSNH	347	382	0	0	382	110.1%
Unitil	<u>41</u>	<u>23</u>	<u>0</u>	<u>0</u>	<u>23</u>	<u>56.1%</u>
Total	512	480	0	0	480	93.8%
Program Savings (Lifetime kWh)						
National Grid	438,600	4,292,525	0	0	4,292,525	978.7%
NHEC	124,000	614,582	0	0	614,582	495.6%
PSNH	3,987,604	18,363,013	0	0	18,363,013	460.5%
Unitil	<u>394,756</u>	<u>2,217,853</u>	<u>0</u>	<u>0</u>	<u>2,217,853</u>	<u>561.8%</u>
Total	4,944,960	25,487,973	0	0	25,487,973	515.4%
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
		Actual	In Process	Prospective	Total	
National Grid		33,739	0	0	33,739	
NHEC		6,331	0	0	6,331	
PSNH		233,524	0	0	233,524	
Unitil		<u>28,415</u>	<u>0</u>	<u>0</u>	<u>28,415</u>	
Total		302,009	0	0	302,009	

Actual = Homes that have been completed, incentives paid and are recorded (booked) in utility accounting system
In Process = Customer has signed a Builder Participation Agreement and are in process of building the home.
Prospective = Customer/Builder has the Builder Participation Agreement but has not yet signed, but expects to.

Notes:

nhsaves@home home energy solutions	Budget Goal (2009)	Thru 12/31/2009				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$85,548	\$102,615	\$0	\$0	\$102,615	120.0%
NHEC	\$139,109	\$130,962	\$0	\$0	\$130,962	94.1%
PSNH	\$1,560,462	\$1,776,939	\$0	\$0	\$1,776,939	113.9%
Unitil	<u>\$234,270</u>	<u>\$177,216</u>	<u>\$0</u>	<u>\$0</u>	<u>\$177,216</u>	<u>75.6%</u>
Total	\$2,019,389	\$2,187,732	\$0	\$0	\$2,187,732	108.3%
Program Participation						
National Grid	98	96	0	0	96	98.0%
NHEC	35	26	0	0	26	74.3%
PSNH	1,315	1,642	0	0	1642	124.9%
Unitil	<u>97</u>	<u>35</u>	<u>0</u>	<u>0</u>	<u>35</u>	<u>36.1%</u>
Total	1,545	1,799	0	0	1,799	116.4%
Program Savings (Lifetime kWh)						
National Grid	907,654	1,623,631	0	0	1,623,631	178.9%
NHEC	1,416,000	3,059,302	0	0	3,059,302	216.1%
PSNH	12,430,541	44,407,287	0	0	44,407,287	357.2%
Unitil	<u>812,283</u>	<u>2,029,174</u>	<u>0</u>	<u>0</u>	<u>2,029,174</u>	<u>249.8%</u>
Total	15,566,478	51,119,394	0	0	51,119,394	328.4%
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
National Grid		0	0	0	0	
NHEC		2,160	0	2,160	4,320	
PSNH		73,765	0	0	73,765	
Unitil		<u>24,137</u>	<u>0</u>	<u>0</u>	<u>24,137</u>	
Total		100,062	0	2,160	102,222	

Actual = Home Weatherization complete, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have signed off on the audit and the job is being scheduled.

Prospective = Customer has told the utility they are interested, lead assigned to Contractor.

Notes:

Includes HES Fuel Neutral Pilot Projects for PSNH and Unitil.

nhsaves@home home energy assistance	Budget Goal (2009)	Thru 12/31/2009			Total	Percent of Budget/Goal
		Actual	In Process	Prospective		
Program Expenses (\$)						
National Grid	\$264,904	\$234,442	\$0	\$0	\$234,442	88.5%
NHEC	\$160,832	\$181,685	\$0	\$0	\$181,685	113.0%
PSNH	\$1,935,309	\$1,841,978	\$0	\$0	\$1,841,978	95.2%
Unitil	\$280,697	\$219,509	\$0	\$0	\$219,509	78.2%
Total	\$2,641,742	\$2,477,615	\$0	\$0	\$2,477,615	93.8%
Program Participation						
National Grid	55	56	0	0	56	101.8%
NHEC	46	51	0	0	51	110.9%
PSNH	514	518	0	0	518	100.8%
Unitil	76	67	0	0	67	88.2%
Total	691	692	0	0	692	100.1%
Program Savings (Lifetime kWh)						
National Grid	1,373,943	1,648,053	0	0	1,648,053	120.0%
NHEC	571,000	1,136,535	0	0	1,136,535	199.0%
PSNH	7,201,690	8,827,996	0	0	8,827,996	122.6%
Unitil	10,597,445	11,632,365	0	0	11,632,365	109.8%
Total	19,744,078	23,244,949	0	0	23,244,949	117.7%
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
National Grid		19,174	0	0	19,174	
NHEC		19,340	0	19,340	38,680	
PSNH		267,039	0	0	267,039	
* Unitil		33,760	0	0	33,760	
		339,313	0	19,340	358,653	

Actual = Home Weatherization complete, incentives paid and are recorded (booked) in utility accounting system
In Process = Customer/Utility have signed off on the audit and the job is being scheduled.
Prospective = Customer has told the utility they are interested, lead assigned to Contractor.

Notes:

nhsaves@home ENERGY STAR Lighting	Budget Goal (2009)	Thru 12/31/2009				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$81,652	\$48,678	\$0	\$0	\$48,678	59.6%
NHEC	\$90,738	\$90,835	\$0	\$0	\$90,835	100.1%
PSNH	\$996,962	\$771,605	\$0	\$0	\$771,605	77.4%
Unitil	\$170,000	\$152,644	\$0	\$0	\$152,644	89.8%
Total	\$1,339,352	\$1,063,762	\$0	\$0	\$1,063,762	79.4%
Program Participation						
National Grid	11,710	13,154	0	0	13,154	112.3%
NHEC	13,838	28,445	0	0	28,445	205.6%
PSNH	224,009	233,053	0	0	233,053	104.0%
Unitil	50,644	54,560	0	0	54,560	107.7%
Total	300,201	329,212	0	0	329,212	109.7%
Program Savings (Lifetime kWh)						
National Grid	3,442,104	3,600,263	0	0	3,600,263	104.6%
NHEC	4,519,000	8,219,859	0	0	8,219,859	181.9%
PSNH	67,325,855	61,775,195	0	0	61,775,195	91.8%
Unitil	15,673,876	16,624,313	0	0	16,624,313	106.1%
Total	90,960,835	90,219,630	0	0	90,219,630	99.2%

Actual = Lighting products purchased, incentives paid and are recorded (booked) in utility accounting system
In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books.
Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.
(Participant is expressed as number of items rebated.)

Notes:

nhsaves@home ENERGY STAR Appliances	Budget Goal (2009)	Thru 12/31/2009			Total	Percent of Budget/Goal
		Actual	In Process	Prospective		
Program Expenses (\$)						
National Grid	\$88,614	\$69,427	\$0	\$0	\$69,427	78.3%
NHEC	\$93,738	\$121,420	\$0	\$0	\$121,420	129.5%
PSNH	\$606,846	\$686,352	\$0	\$0	\$686,352	113.1%
Unitil	<u>\$100,000</u>	<u>\$119,597</u>	<u>\$0</u>	<u>\$0</u>	<u>\$119,597</u>	<u>119.6%</u>
Total	\$889,198	\$996,795	\$0	\$0	\$996,795	112.1%
Program Participation						
National Grid	710	707	0	0	707	99.6%
NHEC	956	1,252	0	0	1,252	131.0%
PSNH	9,965	10,344	0	0	10,344	103.8%
Unitil	<u>1,089</u>	<u>962</u>	<u>0</u>	<u>0</u>	<u>962</u>	<u>88.3%</u>
Total	12,720	13,265	0	0	13,265	104.3%
Program Savings (Lifetime kWh)						
National Grid	1,035,370	1,840,519	0	0	1,840,519	177.8%
NHEC	1,384,000	2,462,642	0	0	2,462,642	177.9%
PSNH	15,243,734	27,387,914	0	0	27,387,914	179.7%
Unitil	<u>1,882,681</u>	<u>1,831,346</u>	<u>0</u>	<u>0</u>	<u>1,831,346</u>	<u>97.3%</u>
Total	19,545,785	33,522,421	0	0	33,522,421	171.5%

Actual = Customer purchased appliance, incentives paid and are recorded (booked) in utility accounting system
In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books.
Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.

Notes:

nhsaves@work Small Business Energy Sol	Budget Goal (2009)	Thru 12/31/2009				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$323,443	\$391,384	\$0	\$0	\$391,384	121.0%
NHEC	\$92,656	\$112,332	\$0	\$0	\$112,332	121.2%
PSNH	\$2,174,746	\$2,056,802	\$0	\$0	\$2,056,802	94.6%
Unitil	\$347,769	\$310,419	\$0	\$0	\$310,419	89.3%
Total	\$2,938,614	\$2,870,938	\$0	\$0	\$2,870,938	97.7%
Program Participation						
National Grid	59	72	0	0	72	122.0%
NHEC	15	28	0	0	28	186.7%
PSNH	404	545	0	0	545	134.9%
Unitil	50	37	0	0	37	74.0%
Total	528	682	0	0	682	129.2%
Program Savings (Lifetime kWh)						
National Grid	8,796,866	8,331,840	0	0	8,331,840	94.7%
NHEC	2,335,000	2,268,862	0	0	2,268,862	97.2%
PSNH	75,020,685	101,219,283	0	0	101,219,283	134.9%
Unitil	16,550,739	12,669,037	0	0	12,669,037	76.5%
Total	102,703,290	124,489,022	0	0	124,489,022	121.2%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have a signed off on the audit and the job is being scheduled.

Prospective = An audit has been done, awaiting customer decision/signature.

Notes:

nhsaves@work	Budget Goal (2009)	Thru 12/31/2009				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Large Business Retrofit						
Program Expenses (\$)						
National Grid	\$339,674	\$385,889	\$0	\$0	\$385,889	113.6%
NHEC	\$131,253	\$135,066	\$0	\$0	\$135,066	102.9%
PSNH	\$2,242,707	\$2,168,481	\$0	\$0	\$2,168,481	96.7%
Unitil	<u>\$325,000</u>	<u>\$314,988</u>	<u>\$0</u>	<u>\$0</u>	<u>\$314,988</u>	<u>96.9%</u>
Total	\$3,038,634	\$3,004,424	\$0	\$0	\$3,004,424	98.9%
Program Participation						
National Grid	13	20	0	0	20	153.8%
NHEC	18	15	0	0	15	83.3%
PSNH	120	199	0	0	199	165.8%
Unitil	<u>17</u>	<u>14</u>	<u>0</u>	<u>0</u>	<u>14</u>	<u>82.4%</u>
Total	168	248	0	0	248	147.6%
Program Savings (Lifetime kWh)						
National Grid	16,442,574	28,950,630	0	0	28,950,630	176.1%
NHEC	15,109,000	11,966,939	0	0	11,966,939	79.2%
PSNH	114,598,762	190,222,841	0	0	190,222,841	166.0%
Unitil	<u>19,058,974</u>	<u>41,617,310</u>	<u>0</u>	<u>0</u>	<u>41,617,310</u>	<u>218.4%</u>
Total	165,209,310	272,757,720	0	0	272,757,720	165.1%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have a signed rebate form.

Prospective = A Rebate Form has been filled out, awaiting customer decision/signature.

Notes:

NGRID - Budgets for the Municipal Program are included in the Large C&I Retrofit and New Equipment & Construction Program budgets.

nhsaves@work New Construction	Budget Goal (2009)	Thru 12/31/2009				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$400,760	\$359,091	\$0	\$0	\$359,091	89.6%
NHEC	\$133,665	\$80,919	\$0	\$0	\$80,919	60.5%
PSNH	\$1,902,903	\$1,848,255	\$0	\$0	\$1,848,255	97.1%
Unitil	<u>\$150,000</u>	<u>\$140,248</u>	<u>\$0</u>	<u>\$0</u>	<u>\$140,248</u>	<u>93.5%</u>
Total	\$2,587,328	\$2,428,513	\$0	\$0	\$2,428,513	93.9%
Program Participation						
National Grid	24	14	0	0	14	58.3%
NHEC	14	7	0	0	7	50.0%
PSNH	106	179	0	0	179	168.9%
Unitil	<u>7</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>3</u>	<u>42.9%</u>
Total	151	203	0	0	203	134.4%
Program Savings (Lifetime kWh)						
National Grid	19,342,474	16,452,819	0	0	16,452,819	85.1%
NHEC	5,414,000	7,913,438	0	0	7,913,438	146.2%
PSNH	67,241,635	91,377,836	0	0	91,377,836	135.9%
Unitil	<u>5,635,348</u>	<u>3,359,649</u>	<u>0</u>	<u>0</u>	<u>3,359,649</u>	<u>59.6%</u>
Total	97,633,457	119,103,742	0	0	119,103,742	122.0%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have a signed rebate form.

Prospective = A Rebate Form has been filled out, awaiting customer decision/signature.

Notes:

NGRID - Budgets for the Municipal Program are included in the Large C&I Retrofit and New Equipment & Construction Program budgets.

Utility Specific Programs		Budget Goal (2009)	Thru 12/31/2009			Total	Percent of Budget/Goal
			Actual	In Process	Prospective		
Program Expenses (\$)							
NGRID	Educational Programs	\$0	\$0	\$0	\$0	\$0	0.0%
NHEC	Educational Programs	\$29,063	\$19,451	\$0	\$0	\$19,451	66.9%
PSNH	Educational Programs	\$127,720	\$115,061	\$0	\$0	\$115,061	90.1%
Unitil	Educational Programs	\$15,000	\$9,750	\$0	\$0	\$9,750	65.0%
	Total	\$171,783	\$144,262	\$0	\$0	\$144,262	84.0%
NHEC	Load Management	\$104,720	\$117,268	\$0	\$0	\$117,268	112.0%
NHEC	Smart Start Program	\$15,263	\$183	\$0	\$0	\$183	1.2%
NHEC	High Efficiency Heat Pump Pgm	\$87,257	\$96,833	\$0	\$0	\$96,833	111.0%
PSNH	Smart Start Program	\$50,000	\$16,401	\$0	\$0	\$16,401	32.8%
PSNH	ES Homes - Geothermal	\$346,769	\$363,241	\$0	\$0	\$363,241	104.8%
PSNH	HEA - HEATSMART	\$0	\$0	\$0	\$0	\$0	0.0%
PSNH	C&I Customer Partnerships	\$30,000	\$35,552	\$0	\$0	\$35,552	118.5%
PSNH	C&I RFP Pilot Program	\$475,726	\$280,795	\$0	\$0	\$280,795	59.0%
Unitil	EE Website & Home Energy Au	\$35,500	\$37,800	\$0	\$0	\$37,800	106.5%
Unitil	ISO-Related Expenses	\$29,494	(\$3,399)	\$0	\$0	(\$3,399)	-11.5%
	Total	\$1,174,729	\$944,674	\$0	\$0	\$944,674	80.4%
						\$1,088,936	
Program Participation							
NGRID	Educational Programs	0	0	0	0	0	0.0%
NHEC	Educational Programs	0	0	0	0	0	0.0%
PSNH	Educational Programs	0	0	0	0	0	0.0%
Unitil	Educational Programs	0	0	0	0	0	0.0%
	Total	0	0	0	0	0	0.0%
NHEC	Load Management	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	10	0	0	10	0.0%
NHEC	High Efficiency Heat Pump Pgm	15	13	0	0	13	86.7%
PSNH	Smart Start Program	0	59	0	0	59	0.0%
PSNH	ES Homes - Geothermal	40	50	0	0	50	125.0%
PSNH	HEA - HEATSMART	0	0	0	0	0	0.0%
PSNH	C&I Customer Partnerships	0	3	0	0	3	0.0%
PSNH	C&I RFP Pilot Program	3	2	0	0	2	66.7%
Unitil	EE Website & Home Energy Au	0	0	0	0	0	0.0%
	Total	58	137	0	0	137	236.2%
Program Savings (Lifetime kWh)							
NHEC	Load Management	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	5,158,166	0	0	5,158,166	0.0%
NHEC	High Efficiency Heat Pump Pgm	5,077,000	11,105,300	0	0	11,105,300	218.7%
PSNH	Smart Start Program	0	0	0	0	0	0.0%
PSNH	ES Homes - Geothermal	16,723,166	37,429,923	0	0	37,429,923	223.8%
PSNH	HEA - HEATSMART	0	0	0	0	0	0.0%
PSNH	C&I Customer Partnerships	0	0	0	0	0	0.0%
PSNH	C&I RFP Pilot Program	13,287,932	12,722,113	0	0	12,722,113	95.7%
Unitil	EE Website & Home Energy Au	0	0	0	0	0	0.0%
	Total	35,088,098	66,415,502	0	0	66,415,502	189.3%

Notes