

2012 Q1 Quarterly Report

## CORE NH Program Highlights

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
<b>RESIDENTIAL (nhsaves@home)</b>						
ENERGY STAR Homes	\$1,284,223	86%	10,703,657	80%	516	102%
NH Home Performance w/Energy Star	\$804,990	36%	6,965,756	54%	436	33%
Home Energy Assistance	\$604,548	20%	2,732,412	20%	226	24%
ENERGY STAR Lighting	\$457,678	41%	16,279,693	29%	85,862	26%
ENERGY STAR Appliances	\$328,524	29%	11,020,184	38%	6,020	33%
<b>TOTAL RESIDENTIAL</b>	<b>\$3,479,964</b>	<b>39%</b>	<b>47,701,702</b>	<b>38%</b>	<b>93,060</b>	<b>26%</b>
<b>COMMERCIAL &amp; INDUSTRIAL (nhsaves@work)</b>						
Small Business Energy Solutions	\$1,966,177	55%	38,584,745	32%	317	27%
Large Business Energy Solutions	\$2,547,811	77%	126,545,063	72%	218	124%
New Construction	\$1,538,435	65%	92,802,292	85%	104	77%
<b>TOTAL COMMERCIAL &amp; INDUSTRIAL</b>	<b>\$6,052,424</b>	<b>64%</b>	<b>257,932,099</b>	<b>63%</b>	<b>639</b>	<b>43%</b>
<b>TOTAL</b>	<b>\$9,532,387</b>	<b>52%</b>	<b>305,633,801</b>	<b>57%</b>	<b>93,699</b>	<b>27%</b>

nhsaves@home Energy Star Homes	Budget Goal (2012)	Thru 3/31/2012				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
National Grid	\$104,606	\$13,069			\$13,069	12.5%
NHEC	\$160,909	\$25,709	\$35,100	\$13,500	\$74,309	46.2%
PSNH	\$1,033,392	\$112,603	\$858,035	\$103,595	\$1,074,233	104.0%
Unitil	\$200,000	\$25,340	\$13,650	\$83,622	\$122,612	61.3%
<b>Total</b>	<b>\$1,498,907</b>	<b>\$176,721</b>	<b>\$906,785</b>	<b>\$200,717</b>	<b>\$1,284,223</b>	<b>85.7%</b>
<b>Program Participation</b>						
National Grid	25	2	0	0	2	8.0%
NHEC	57	4	13	5	22	38.6%
PSNH	384	55	381	46	482	125.5%
Unitil	39	1	6	3	10	25.6%
<b>Total</b>	<b>505</b>	<b>62</b>	<b>400</b>	<b>54</b>	<b>516</b>	<b>102.2%</b>
<b>Program Savings (Lifetime kWh)</b>						
National Grid	340,042	95,841			95,841	28.2%
NHEC	915,068	617,205	0	0	617,205	67.4%
PSNH	9,627,607	1,132,789	7,847,138	947,424	9,927,351	103.1%
Unitil	2,481,582	6,326	37,956	18,978	63,260	2.5%
<b>Total</b>	<b>13,364,299</b>	<b>1,852,161</b>	<b>7,885,094</b>	<b>966,402</b>	<b>10,703,657</b>	<b>80.1%</b>
<b>Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)</b>						
		<b>Actual</b>	<b>In Process</b>	<b>Prospective</b>	<b>Total</b>	
National Grid		4,201	0	0	4,201	
NHEC		29	95	37	161	
PSNH		13,432	93,044	11,234	117,709	
Unitil		1,893	11,358	5,679	18,930	
<b>Total</b>		<b>19,555</b>	<b>104,497</b>	<b>16,949</b>	<b>141,000</b>	

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:**

With EPA's implementation of "ENERGY STAR Homes version 3.0" in July 2012, some "In Process" and "Prospective" homes may not meet the new criteria and could reduce these participation levels.

nhsaves@home NH Home Performance w/E	Budget Goal (2012)	Thru 3/31/2012				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
National Grid	\$141,234	\$13,055			\$13,055	9.2%
NHEC	\$180,773	\$20,894	\$13,450	\$0	\$34,344	19.0%
PSNH	\$1,660,101	\$228,325	\$122,944	\$277,503	\$628,772	37.9%
Unitil	\$250,000	\$42,311	\$41,508	\$45,000	\$128,819	51.5%
<b>Total</b>	<b>\$2,232,108</b>	<b>\$304,585</b>	<b>\$177,902</b>	<b>\$322,503</b>	<b>\$804,990</b>	<b>36.1%</b>
<b>Program Participation</b>						
National Grid	145	15	0	0	15	10.3%
NHEC	59	6	8	0	14	23.7%
PSNH	1,036	143	70	158	371	35.8%
Unitil	68	7	15	14	36	52.9%
<b>Total</b>	<b>1,308</b>	<b>171</b>	<b>93</b>	<b>172</b>	<b>436</b>	<b>33.3%</b>
<b>Program Savings (Lifetime kWh)</b>						
National Grid	4,621,783	64,147			64,147	1.4%
NHEC	5,474,363	249,122	332,163	0	581,285	10.6%
PSNH	1,482,626	784,553	398,064	901,844	2,084,461	140.6%
Unitil	1,205,185	17,640	491,273	3,726,950	4,235,863	351.5%
<b>Total</b>	<b>12,783,957</b>	<b>1,115,462</b>	<b>1,221,500</b>	<b>4,628,794</b>	<b>6,965,756</b>	<b>54.5%</b>
<b>Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)</b>						
National Grid		0			0	
NHEC		0			0	
PSNH		50,597	25,672	58,161	134,430	
Unitil		7,944	17,023	15,888	40,855	
<b>Total</b>		<b>58,541</b>	<b>42,695</b>	<b>74,049</b>	<b>175,285</b>	

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 (2012)	Thru 3/31/2012				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$222,043	\$11,424			\$11,424	5.1%
NHEC	\$215,596	\$34,130	\$15,900	\$7,950	\$57,980	26.9%
PSNH	\$2,182,267	\$89,991	\$66,818	\$240,051	\$396,860	18.2%
Unitil	<u>\$359,456</u>	<u>\$65,585</u>	<u>\$72,700</u>		<u>\$138,285</u>	<u>38.5%</u>
<b>Total</b>	<b>\$2,979,362</b>	<b>\$201,129</b>	<b>\$155,418</b>	<b>\$248,001</b>	<b>\$604,548</b>	<b>20.3%</b>
Program Participation						
National Grid	54	0	0	0	0	0.0%
NHEC	61	11	8	4	23	37.7%
PSNH	760	40	27	97	164	21.6%
Unitil	<u>73</u>	<u>15</u>	<u>24</u>	<u>0</u>	<u>39</u>	<u>53.4%</u>
<b>Total</b>	<b>948</b>	<b>66</b>	<b>59</b>	<b>101</b>	<b>226</b>	<b>23.8%</b>
Program Savings (Lifetime kWh)						
National Grid	1,324,252	0			0	0.0%
NHEC	883,391	165,104	163,687	0	328,791	37.2%
PSNH	10,469,536	444,445	342,547	1,232,330	2,019,322	19.3%
Unitil	<u>1,261,874</u>	<u>124,235</u>	<u>260,064</u>		<u>384,299</u>	<u>30.5%</u>
<b>Total</b>	<b>13,939,053</b>	<b>733,784</b>	<b>766,298</b>	<b>1,232,330</b>	<b>2,732,412</b>	<b>19.6%</b>
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
National Grid		0			0	
NHEC		1,291	939	470	2,700	
PSNH		4,681	3,608	12,978	21,266	
* Unitil		<u>11,702</u>	<u>18,723</u>	<u>0</u>	<u>30,425</u>	
		<b>17,674</b>	<b>23,270</b>	<b>13,448</b>	<b>54,392</b>	

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:**

NGRID-NH and PSNH (In reference to HEA Quarterly Production Goals)

HEA completions for Q1 2012 are below by more than 20% for NGRID-NH (64% of goal) and PSNH (67%).

By adding in the April completions, both companies have reached their Q1 production goals and are on schedule to meet their Q2 2012 goals. NGRID-NH and PSNH recommend not revising production goals.

nhsaves@home ENERGY STAR Lighting	Budget Goal (2012)	Thru 3/31/2012				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$80,893	\$26,341			\$26,341	32.6%
NHEC	\$108,145	\$24,933	\$490	\$0	\$25,423	23.5%
PSNH	\$762,454	\$149,529	\$149,847	\$50,389	\$349,766	45.9%
Unitil	<u>\$165,431</u>	<u>\$44,440</u>	<u>\$11,708</u>		<u>\$56,148</u>	<u>33.9%</u>
<b>Total</b>	<b>\$1,116,923</b>	<b>\$245,244</b>	<b>\$162,045</b>	<b>\$50,389</b>	<b>\$457,678</b>	<b>41.0%</b>
Program Participation						
National Grid	14,507	661	0	0	661	4.6%
NHEC	39,467	7,240	49	0	7,289	18.5%
PSNH	222,353	29,760	27,112	9,117	65,989	29.7%
Unitil	<u>54,375</u>	<u>7,294</u>	<u>4,629</u>	<u>0</u>	<u>11,923</u>	<u>21.9%</u>
<b>Total</b>	<b>330,702</b>	<b>44,955</b>	<b>31,790</b>	<b>9,117</b>	<b>85,862</b>	<b>26.0%</b>
Program Savings (Lifetime kWh)						
National Grid	2,519,006	22,016			22,016	0.9%
NHEC	6,791,203	1,375,500	43,659	0	1,419,159	20.9%
PSNH	38,397,028	4,906,345	5,158,954	2,149,357	12,214,656	31.8%
Unitil	<u>8,742,738</u>	<u>1,549,173</u>	<u>1,074,689</u>		<u>2,623,862</u>	<u>30.0%</u>
<b>Total</b>	<b>56,449,975</b>	<b>7,853,034</b>	<b>6,277,302</b>	<b>2,149,357</b>	<b>16,279,693</b>	<b>28.8%</b>

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 (2012)	Thru 3/31/2012			Total	Percent of Budget/Goal
		Actual	In Process	Prospective		
Program Expenses (\$)						
National Grid	\$80,477	\$15,976			\$15,976	19.9%
NHEC	\$142,099	\$25,045	\$1,710	\$0	\$26,755	18.8%
PSNH	\$779,277	\$139,648	\$51,702	\$53,595	\$244,945	31.4%
Unitil	<u>\$124,042</u>	<u>\$33,996</u>	<u>\$6,852</u>		<u>\$40,848</u>	<u>32.9%</u>
<b>Total</b>	<b>\$1,125,895</b>	<b>\$214,665</b>	<b>\$60,264</b>	<b>\$53,595</b>	<b>\$328,524</b>	<b>29.2%</b>
Program Participation						
National Grid	875	239	0	0	239	27.3%
NHEC	1,914	441	61	0	502	26.2%
PSNH	13,783	2,677	901	934	4,512	32.7%
Unitil	<u>1,617</u>	<u>508</u>	<u>259</u>	<u>0</u>	<u>767</u>	<u>47.4%</u>
<b>Total</b>	<b>18,189</b>	<b>3,865</b>	<b>1,221</b>	<b>934</b>	<b>6,020</b>	<b>33.1%</b>
Program Savings (Lifetime kWh)						
National Grid	1,259,794	301,930			301,930	24.0%
NHEC	3,674,464	820,421	110,278	0	930,699	25.3%
PSNH	20,632,001	5,060,474	1,594,002	1,683,240	8,337,716	40.4%
Unitil	<u>3,401,933</u>	<u>981,548</u>	<u>468,291</u>		<u>1,449,839</u>	<u>42.6%</u>
<b>Total</b>	<b>28,968,192</b>	<b>7,164,373</b>	<b>2,172,571</b>	<b>1,683,240</b>	<b>11,020,184</b>	<b>38.0%</b>

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:**

<a href="#">nhsaves@work</a> Small Business Energy Sol	Budget Goal (2012)	Thru 3/31/2012				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
<b>Program Expenses (\$)</b>						
National Grid	\$185,557	\$19,192			\$19,192	10.3%
NHEC	\$164,949	\$14,744	\$14,240	\$4,318	\$33,302	20.2%
PSNH	\$2,816,642	\$441,875	\$351,461	\$942,213	\$1,735,549	61.6%
Unitil	\$418,049	\$127,135	\$51,000		\$178,135	42.6%
<b>Total</b>	<b>\$3,585,197</b>	<b>\$602,945</b>	<b>\$416,701</b>	<b>\$946,531</b>	<b>\$1,966,177</b>	<b>54.8%</b>
<b>Program Participation</b>						
National Grid	33	17	0	0	17	51.5%
NHEC	31	2	7	14	23	74.2%
PSNH	1,047	65	47	126	238	22.7%
Unitil	58	32	7	0	39	67.2%
<b>Total</b>	<b>1,169</b>	<b>116</b>	<b>61</b>	<b>140</b>	<b>317</b>	<b>27.1%</b>
<b>Program Savings (Lifetime kWh)</b>						
National Grid	7,842,891	830,106			830,106	10.6%
NHEC	4,815,514	108,910	534,800	259,838	903,548	18.8%
PSNH	94,040,728	12,345,778	10,673,776	7,306,397	30,325,952	32.2%
Unitil	15,640,147	3,581,032	2,944,107	0	6,525,139	41.7%
<b>Total</b>	<b>122,339,280</b>	<b>16,865,826</b>	<b>14,152,683</b>	<b>7,566,235</b>	<b>38,584,745</b>	<b>31.5%</b>

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:**

<a href="#">nhsaves@work</a> Large Business Retrofit	Budget Goal (2012)	Thru 3/31/2012				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$390,184	\$58,763			\$58,763	15.1%
NHEC	\$147,991	\$107,728	\$0	\$5,734	\$113,462	76.7%
PSNH	\$2,260,058	\$283,931	\$1,003,449	\$954,191	\$2,241,571	99.2%
Unitil	<u>\$520,000</u>	<u>\$116,016</u>	<u>\$18,000</u>		<u>\$134,016</u>	<u>25.8%</u>
<b>Total</b>	<b>\$3,318,233</b>	<b>\$566,437</b>	<b>\$1,021,449</b>	<b>\$959,925</b>	<b>\$2,547,811</b>	<b>76.8%</b>
Program Participation						
National Grid	26	6	0	0	6	23.1%
NHEC	23	0	1	8	9	39.1%
PSNH	101	18	103	65	186	184.2%
Unitil	<u>26</u>	<u>15</u>	<u>2</u>	<u>0</u>	<u>17</u>	<u>65.4%</u>
<b>Total</b>	<b>176</b>	<b>39</b>	<b>106</b>	<b>73</b>	<b>218</b>	<b>123.9%</b>
Program Savings (Lifetime kWh)						
National Grid	39,536,529	4,302,304			4,302,304	10.9%
NHEC	6,004,825	0	1,524,891	453,875	1,978,766	33.0%
PSNH	101,484,572	17,147,847	53,968,085	37,153,669	108,269,601	106.7%
Unitil	<u>28,244,540</u>	<u>10,304,392</u>	<u>1,690,000</u>		<u>11,994,392</u>	<u>42.5%</u>
<b>Total</b>	<b>175,270,466</b>	<b>31,754,543</b>	<b>57,182,976</b>	<b>37,607,544</b>	<b>126,545,063</b>	<b>72.2%</b>

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:**



<a href="#">nhsaves@work</a> New Construction	Budget Goal (2012)	Thru 3/31/2012				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$295,961	\$134,201			\$134,201	45.3%
NHEC	\$129,381	\$8,186	\$15,000	\$0	\$23,186	17.9%
PSNH	\$1,704,429	\$298,254	\$668,603	\$362,626	\$1,329,483	78.0%
Unitil	<u>\$237,805</u>	<u>\$29,565</u>	<u>\$22,000</u>		<u>\$51,565</u>	<u>21.7%</u>
<b>Total</b>	<b>\$2,367,576</b>	<b>\$470,206</b>	<b>\$705,603</b>	<b>\$362,626</b>	<b>\$1,538,435</b>	<b>65.0%</b>
Program Participation						
National Grid	13	13	0	0	13	100.0%
NHEC	14	1	1	2	4	28.6%
PSNH	94	12	50	20	82	87.2%
Unitil	<u>14</u>	<u>3</u>	<u>2</u>	<u>0</u>	<u>5</u>	<u>35.7%</u>
<b>Total</b>	<b>135</b>	<b>29</b>	<b>53</b>	<b>22</b>	<b>104</b>	<b>77.0%</b>
Program Savings (Lifetime kWh)						
National Grid	9,104,728	8,782,905			8,782,905	96.5%
NHEC	5,803,325	123,024	2,678,505	0	2,801,529	48.3%
PSNH	85,348,090	11,876,963	49,487,346	14,846,204	76,210,513	89.3%
Unitil	<u>9,197,573</u>	<u>3,792,435</u>	<u>1,214,910</u>		<u>5,007,345</u>	<u>54.4%</u>
<b>Total</b>	<b>109,453,716</b>	<b>24,575,327</b>	<b>53,380,761</b>	<b>14,846,204</b>	<b>92,802,292</b>	<b>84.8%</b>

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:**

Utility Specific Programs		Budget Goal (2012)	Thru 3/31/2012			Percent of Budget/Goal	
			Actual	In Process	Prospective		Total
<b>Program Expenses (\$)</b>							
NGRID	Educational Programs	\$0	\$0			\$0	0.0%
NHEC	Educational Programs	\$35,609	\$785	\$0	\$0	\$785	2.2%
PSNH	Educational Programs	\$103,793	\$19,792	\$35,000	\$40,000	\$94,792	91.3%
Unitil	Educational Programs	<u>\$57,500</u>	<u>\$301</u>			<u>\$301</u>	<u>0.5%</u>
	<b>Total</b>	<b>\$196,902</b>	<b>\$20,878</b>	<b>\$35,000</b>	<b>\$40,000</b>	<b>\$95,878</b>	<b>48.7%</b>
NHEC	Load Management	\$0	\$0	\$0	\$0	\$0	0.0%
NHEC	Smart Start Program	\$13,424	\$1,280	\$0	\$0	\$1,280	9.5%
NHEC	High Efficiency Heat Pump Pgm	\$138,428	\$7,952	\$2,900	\$0	\$10,852	7.8%
PSNH	Smart Start Program	\$35,000	\$3,725	\$16,390	\$16,390	\$36,505	104.3%
PSNH	ES Homes - Geothermal	\$385,578	\$73,933	\$229,627	\$47,839	\$351,399	91.1%
PSNH	Customer Engagement Program	\$250,000	\$7,331	\$0	\$200,000	\$207,331	82.9%
PSNH	C&I Customer Partnerships	\$30,703	\$0	\$0	\$0	\$0	0.0%
PSNH	C&I RFP Pilot Program	\$544,752	\$7,824	\$503,500		\$511,324	93.9%
Unitil	EE Website & Home Energy Audi	\$0	\$29,220			\$29,220	0.0%
Unitil	ISO-Related Expenses	<u>\$12,500</u>	<u>\$3,734</u>			<u>\$3,734</u>	<u>29.9%</u>
	<b>Total</b>	<b>\$1,410,385</b>	<b>\$134,999</b>	<b>\$752,417</b>	<b>\$264,229</b>	<b>\$1,151,645</b>	<b>81.7%</b>
						<b>\$1,247,523</b>	
<b>Program Participation</b>							
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	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
NHEC	Load Management	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	0	1	0	1	0.0%
NHEC	High Efficiency Heat Pump Pgm	20	1	6	1	8	40.0%
PSNH	Smart Start Program	0	3	12	12	27	0.0%
PSNH	ES Homes - Geothermal	66	17	48	10	75	113.6%
PSNH	Customer Engagement Program	25,000	0	0	25,000	25,000	100.0%
PSNH	C&I Customer Partnerships	3	0	0	0	0	0.0%
PSNH	C&I RFP Pilot Program	6	0	13	0	13	216.7%
Unitil	EE Website & Home Energy Audi	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
	<b>Total</b>	<b>25,095</b>	<b>21</b>	<b>80</b>	<b>25,023</b>	<b>25,124</b>	<b>100.1%</b>
<b>Program Savings (Lifetime kWh)</b>							
NHEC	Load Management	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	0	0	0	0	0.0%
NHEC	High Efficiency Heat Pump Pgm	10,214,662	135,625	0	0	135,625	1.3%
PSNH	Smart Start Program	0	0	0	0	0	0.0%
PSNH	ES Homes - Geothermal	32,939,179	9,169,603	25,890,644	5,393,884	40,454,131	122.8%
PSNH	Customer Engagement Program	4,050,000	0	0	2,025,000	2,025,000	50.0%
PSNH	C&I Customer Partnerships	0	0			0	0.0%
PSNH	C&I RFP Pilot Program	30,184,842	0	33,801,247		33,801,247	112.0%
Unitil	EE Website & Home Energy Audi	0	0	0	0	<u>0</u>	<u>0.0%</u>
	<b>Total</b>	<b>77,388,683</b>	<b>9,305,228</b>	<b>59,691,891</b>	<b>7,418,884</b>	<b>76,416,003</b>	<b>98.7%</b>

Notes  
Utility Specific Programs