

**SCHEDULE LSM-1**

**STRANDED COST CHARGE**

**UNITIL ENERGY SYSTEMS, INC.**  
**CALCULATION OF THE STRANDED COST CHARGE**  
**Effective August 1, 2012**

Uniform per kWh Charge

|   |                      |             |
|---|----------------------|-------------|
| 1. (Over)/under Recovery - Beginning Balance August 1, 2012                 | (\$59,251)           | Page 3 of 6 |
| 2. Estimated Total Costs (August 2012 - July 2013)                          | \$210,075            | Page 3 of 6 |
| 3. Estimated Interest (August 2012 - July 2013)                             | <u>(\$760)</u>       | Page 3 of 6 |
| 4. Costs to be Recovered (L.1 + L.2 + L.3)                                  | \$150,064            |             |
| 5. Estimated Calendar Month Deliveries in kWh (August 2012 - July 2013) (1) | <u>1,222,406,844</u> |             |
| 6. Stranded Cost Charge (\$/kWh) (L.4 / L.5)                                | \$0.00012            |             |

Development of Class Stranded Cost Charge

Class D, D - Controlled Off Peak Water Heating, G2 - kWh meter,  
G2 - Quick Recovery Water Heating, G2 - Space Heating,  
G2 Controlled Off Peak Water Heating, OL

|  |                  |
|--|------------------|
| 7. Stranded Cost Charge (\$/kWh) (L.6) | <b>\$0.00012</b> |
|--|------------------|

Class G2 (2)

|  |                  |
|--|------------------|
| 8. Estimated G2 Demand Revenue (August 2012 - July 2013)   | \$32,826         |
| 9. Estimated G2 Deliveries in kW (August 2012 - July 2013) | <u>1,347,415</u> |
| 10. Stranded Cost Charge (\$/kW) (L. 8 / L. 9)             | <b>\$0.02</b>    |

|   |                    |
|---|--------------------|
| 11. G2 Energy Revenue (August 2012 - July 2013)                                 | \$8,362            |
| 12. Estimated G2 Calendar Month Deliveries in kWh (August 2012 - July 2013) (1) | <u>343,234,504</u> |
| 13. Stranded Cost Charge (\$/kWh) (L.11 / L.12)                                 | <b>\$0.00002</b>   |

Class G1 (2)

|  |                  |
|--|------------------|
| 14. Estimated G1 Demand Revenue (August 2012 - July 2013)    | \$31,680         |
| 15. Estimated G1 Deliveries in kVA (August 2012 - July 2013) | <u>1,008,743</u> |
| 16. Stranded Cost Charge (\$/kVA) (L. 14 / L. 15)            | <b>\$0.03</b>    |

|   |                    |
|---|--------------------|
| 17. G1 Energy Revenue (August 2012 - July 2013)                                 | \$11,230           |
| 18. Estimated G1 Calendar Month Deliveries in kWh (August 2012 - July 2013) (1) | <u>357,589,078</u> |
| 19. Stranded Cost Charge (\$/kWh) (L.17 / L.18)                                 | <b>\$0.00003</b>   |

|     |  |  |  |
|-----|--|--|--|
| (1) | Schedule LSM-2, page 5.                    | Schedule LSM-1, page 4.                    | Schedule LSM-1, page 4.                    |
|     | Total Company                              | <u>G2 Demand</u>                           | <u>G1 Demand</u>                           |
|     | Aug 2012-Jul 2013 Billed kWh 1,221,785,164 | Aug 2012-Jul 2013 Billed kWh 343,035,357   | Aug 2012-Jul 2013 Billed kWh 357,451,448   |
|     | - July 2012 Unbilled kWh (60,036,583)      | - July 2012 Unbilled kWh (16,901,858)      | - July 2012 Unbilled kWh (17,082,276)      |
|     | + July 2013 Unbilled kWh <u>60,658,262</u> | + July 2013 Unbilled kWh <u>17,101,006</u> | + July 2013 Unbilled kWh <u>17,219,906</u> |
|     | Calendar Month Deliveries 1,222,406,844    | Calendar Month Deliveries 343,234,504      | Calendar Month Deliveries 357,589,078      |

(2) Demand and energy calculated based on ratio of demand and energy revenue under current rates.

Calculation of Class G2 and G1 Demand and Energy Components

|        | Units<br>(Aug 12 - Jul 13) | Current<br>Rates | Revenue under current rates | % of Total | Revenue at Proposed Rates |
|--------|----------------------------|------------------|-----------------------------|------------|---------------------------|
| G2 kW  | 1,347,415                  | (\$0.01)         | (\$13,474)                  | 80%        | \$32,826                  |
| G2 kWh | 343,234,504                | (\$0.00001)      | <u>(\$3,432)</u>            | <u>20%</u> | <u>\$8,362</u>            |
| Total  |                            |                  | (\$16,906)                  | 100%       | \$41,188                  |
| G1 kVA | 1,008,743                  | (\$0.01)         | (\$10,087)                  | 74%        | \$31,680                  |
| G1 kWh | 357,589,078                | (\$0.00001)      | <u>(\$3,576)</u>            | <u>26%</u> | <u>\$11,230</u>           |
| Total  |                            |                  | (\$13,663)                  | 100%       | \$42,911                  |

Unitil Energy Systems, Inc.  
Reconciliation of Stranded Costs and Revenues

Schedule LSM-1  
Page 2 of 6

|                        |        | (a)               | (b)              | (c)              | (d)  | (e)                                    | (f)           | (g)                       | (h)                  | (i)  |
|------------------------|--------|-------------------|------------------|------------------|--|--|---------------|---------------------------|----------------------|--|
|                        |        | Beginning Balance | Total Costs      | Total Revenue    | Ending Balance<br>Before Interest<br>(a + b - c) | Average Monthly<br>Balance ((a+d) / 2) | Interest Rate | Number of<br>Days / Month | Computed<br>Interest | Ending Balance<br>with Interest<br>(d + h) |
| Aug-10                 | Actual | \$297,312         | \$451,923        | \$265,895        | \$483,340  | \$390,326                              | 3.25%         | 31                        | \$1,077              | \$484,417                                  |
| Sep-10                 | Actual | \$484,417         | \$400,255        | \$149,423        | \$735,249  | \$609,833                              | 3.25%         | 30                        | \$1,629              | \$736,878                                  |
| Oct-10                 | Actual | \$736,878         | \$394,736        | \$128,820        | \$1,002,795                                      | \$869,836                              | 3.25%         | 31                        | \$2,401              | \$1,005,196                                |
| Nov-10                 | Actual | \$1,005,196       | (\$7,231)        | \$129,174        | \$868,791  | \$936,993                              | 3.25%         | 30                        | \$2,503              | \$871,294                                  |
| Dec-10                 | Actual | \$871,294         | (\$43,896)       | \$155,645        | \$671,753  | \$771,523                              | 3.25%         | 31                        | \$2,130              | \$673,883                                  |
| Jan-11                 | Actual | \$673,883         | (\$43,206)       | \$142,692        | \$487,985  | \$580,934                              | 3.25%         | 31                        | \$1,604              | \$489,588                                  |
| Feb-11                 | Actual | \$489,588         | (\$28,840)       | \$135,255        | \$325,493  | \$407,541                              | 3.25%         | 28                        | \$1,016              | \$326,509                                  |
| Mar-11                 | Actual | \$326,509         | \$42,457         | \$155,116        | \$213,850  | \$270,180                              | 3.25%         | 31                        | \$746                | \$214,596                                  |
| Apr-11                 | Actual | \$214,596         | \$32,697         | \$124,237        | \$123,056  | \$168,826                              | 3.25%         | 30                        | \$451                | \$123,506                                  |
| May-11                 | Actual | \$123,506         | \$51,627         | \$129,765        | \$45,369   | \$84,438                               | 3.25%         | 31                        | \$233                | \$45,602                                   |
| Jun-11                 | Actual | \$45,602          | (\$27,887)       | \$124,202        | (\$106,486)                                      | (\$30,442)                             | 3.25%         | 30                        | (\$81)               | (\$106,567)                                |
| Jul-11                 | Actual | (\$106,567)       | <u>(\$7,711)</u> | <u>\$170,722</u> | (\$285,001)                                      | (\$195,784)                            | 3.25%         | 31                        | <u>(\$540)</u>       | (\$285,541)                                |
| Total Aug-10 to Jul-11 |        |                   | \$1,214,924      | \$1,810,944      |  |  |               |                           | \$13,168             |  |

|                        |          | (a)               | (b)             | (c)              | (d)  | (e)                                    | (f)           | (g)                       | (h)                  | (i)  |
|------------------------|----------|-------------------|-----------------|------------------|--|--|---------------|---------------------------|----------------------|--|
|                        |          | Beginning Balance | Total Costs     | Total Revenue    | Ending Balance<br>Before Interest<br>(a + b - c) | Average Monthly<br>Balance ((a+d) / 2) | Interest Rate | Number of<br>Days / Month | Computed<br>Interest | Ending Balance<br>with Interest<br>(d + h) |
| Aug-11                 | Actual   | (\$285,541)       | \$14,119        | \$27,459         | (\$298,881)                                      | (\$292,211)                            | 3.25%         | 31                        | (\$807)              | (\$299,688)                                |
| Sep-11                 | Actual   | (\$299,688)       | \$15,922        | (\$3,098)        | (\$280,667)                                      | (\$290,177)                            | 3.25%         | 30                        | (\$775)              | (\$281,442)                                |
| Oct-11                 | Actual   | (\$281,442)       | \$23,511        | (\$3,221)        | (\$254,711)                                      | (\$268,077)                            | 3.25%         | 31                        | (\$740)              | (\$255,451)                                |
| Nov-11                 | Actual   | (\$255,451)       | \$13,487        | (\$2,935)        | (\$239,028)                                      | (\$247,239)                            | 3.25%         | 30                        | (\$660)              | (\$239,688)                                |
| Dec-11                 | Actual   | (\$239,688)       | \$14,291        | (\$3,581)        | (\$221,816)                                      | (\$230,752)                            | 3.25%         | 31                        | (\$637)              | (\$222,453)                                |
| Jan-12                 | Actual   | (\$222,453)       | \$31,614        | (\$3,705)        | (\$187,135)                                      | (\$204,794)                            | 3.25%         | 31                        | (\$564)              | (\$187,699)                                |
| Feb-12                 | Actual   | (\$187,699)       | \$31,049        | (\$4,023)        | (\$152,627)                                      | (\$170,163)                            | 3.25%         | 29                        | (\$438)              | (\$153,065)                                |
| Mar-12                 | Actual   | (\$153,065)       | \$15,239        | (\$3,988)        | (\$133,838)                                      | (\$143,452)                            | 3.25%         | 31                        | (\$395)              | (\$134,233)                                |
| Apr-12                 | Actual   | (\$134,233)       | \$15,719        | (\$3,866)        | (\$114,648)                                      | (\$124,441)                            | 3.25%         | 30                        | (\$332)              | (\$114,980)                                |
| May-12                 | Estimate | (\$114,980)       | \$14,471        | (\$3,876)        | (\$96,633)                                       | (\$105,806)                            | 3.25%         | 31                        | (\$291)              | (\$96,924)                                 |
| Jun-12                 | Estimate | (\$96,924)        | \$14,471        | (\$4,250)        | (\$78,203)                                       | (\$87,564)                             | 3.25%         | 30                        | (\$233)              | (\$78,436)                                 |
| Jul-12                 | Estimate | (\$78,436)        | <u>\$14,471</u> | <u>(\$4,904)</u> | (\$59,062)                                       | (\$68,749)                             | 3.25%         | 31                        | <u>(\$189)</u>       | (\$59,251)                                 |
| Total Aug-11 to Jul-12 |          |                   | \$218,364       | (\$13,987)       |  |  |               |                           | (\$6,061)            |  |

Unitil Energy Systems, Inc.  
Reconciliation of Stranded Costs and Revenues

Schedule LSM-1  
Page 3 of 6

|                        |          | (a)               | (b)             | (c)             | (d)  | (e)                                    | (f)           | (g)                       | (h)                  | (i)  |
|------------------------|----------|-------------------|-----------------|-----------------|--|--|---------------|---------------------------|----------------------|--|
|                        |          | Beginning Balance | Total Costs     | Total Revenue   | Ending Balance<br>Before Interest<br>(a + b - c) | Average Monthly<br>Balance ((a+d) / 2) | Interest Rate | Number of<br>Days / Month | Computed<br>Interest | Ending Balance<br>with Interest<br>(d + h) |
| Aug-12                 | Estimate | (\$59,251)        | \$17,506        | \$12,398        | (\$54,143)                                       | (\$56,697)                             | 3.25%         | 31                        | (\$156)              | (\$54,299)                                 |
| Sep-12                 | Estimate | (\$54,299)        | \$17,506        | \$11,223        | (\$48,015)                                       | (\$51,157)                             | 3.25%         | 30                        | (\$136)              | (\$48,152)                                 |
| Oct-12                 | Estimate | (\$48,152)        | \$17,506        | \$11,367        | (\$42,013)                                       | (\$45,082)                             | 3.25%         | 31                        | (\$124)              | (\$42,137)                                 |
| Nov-12                 | Estimate | (\$42,137)        | \$17,506        | \$10,510        | (\$35,141)                                       | (\$38,639)                             | 3.25%         | 30                        | (\$103)              | (\$35,244)                                 |
| Dec-12                 | Estimate | (\$35,244)        | \$17,506        | \$11,806        | (\$29,544)                                       | (\$32,394)                             | 3.25%         | 31                        | (\$89)               | (\$29,633)                                 |
| Jan-13                 | Estimate | (\$29,633)        | \$17,506        | \$12,293        | (\$24,419)                                       | (\$27,026)                             | 3.25%         | 31                        | (\$75)               | (\$24,494)                                 |
| Feb-13                 | Estimate | (\$24,494)        | \$17,506        | \$11,133        | (\$18,121)                                       | (\$21,307)                             | 3.25%         | 28                        | (\$53)               | (\$18,174)                                 |
| Mar-13                 | Estimate | (\$18,174)        | \$17,506        | \$11,100        | (\$11,768)                                       | (\$14,971)                             | 3.25%         | 31                        | (\$41)               | (\$11,809)                                 |
| Apr-13                 | Estimate | (\$11,809)        | \$17,506        | \$10,493        | (\$4,796)  | (\$8,302)                              | 3.25%         | 30                        | (\$22)               | (\$4,818)                                  |
| May-13                 | Estimate | (\$4,818)         | \$17,506        | \$10,429        | \$2,259  | (\$1,279)                              | 3.25%         | 31                        | (\$4)                | \$2,256                                    |
| Jun-13                 | Estimate | \$2,256           | \$17,506        | \$11,372        | \$8,390  | \$5,323                                | 3.25%         | 30                        | \$14                 | \$8,404                                    |
| Jul-13                 | Estimate | \$8,404           | <u>\$17,506</u> | <u>\$13,268</u> | \$12,642   | \$10,523                               | 3.25%         | 31                        | <u>\$29</u>          | \$12,671                                   |
| Total Aug-12 to Jul-13 |          |                   | \$210,075       | \$137,393       |  |  |               |                           | (\$760)              |  |

|                        |        | (a)   | (b)                    | (c)                     | (d)          | (e)                         | (f)                                    | (g)                    | (h)                     | (i)          | (j)                             | (k)                          | (l)                    | (m)                     | (n)             | (o)                             | (p)   | (q)                         | (r)                                     |
|------------------------|--------|---|------------------------|-------------------------|--------------|-----------------------------|--|------------------------|-------------------------|--------------|---------------------------------|------------------------------|------------------------|-------------------------|-----------------|---------------------------------|---|-----------------------------|---|
|                        |        | Total Billed kWh -<br>all classes except<br>G2 demand and<br>G1 (1) | Unbilled<br>Factor (2) | Unbilled kWh<br>(a * b) | Proposed SCC | Unbilled SCC<br>Revenue * d | Total Billed<br>kWh - G2<br>demand (1) | Unbilled<br>Factor (2) | Unbilled kWh<br>(f * g) | Proposed SCC | Unbilled SCC<br>Revenue (h * i) | Total Billed<br>kWh - G1 (1) | Unbilled<br>Factor (2) | Unbilled kWh<br>(k * l) | Proposed<br>SCC | Unbilled SCC<br>Revenue (m * n) | Reversal of<br>prior month<br>unbilled (prior<br>month, e + j +<br>o) | Total Billed SCC<br>Revenue | Total Revenue<br>(e + j + o + p +<br>q) |
| Aug-10                 | Actual | 51,561,676  | 48.81%                 | 25,166,823              | \$0.00138    | \$34,730                    | 33,232,354                             | 50.96%                 | 16,935,720              | \$0.00046    | \$7,790                         | 33,538,536                   | 56.57%                 | 18,971,293              | \$0.00041       | \$7,778                         | (\$176,439)   | \$392,035                   | \$265,895                               |
| Sep-10                 | Actual | 47,102,474  | 46.35%                 | 21,831,619              | \$0.00138    | \$30,128                    | 32,714,257                             | 48.06%                 | 15,723,926              | \$0.00046    | \$7,233                         | 33,898,250                   | 52.58%                 | 17,824,432              | \$0.00041       | \$7,308                         | (\$50,299)  | \$155,053                   | \$149,423                               |
| Oct-10                 | Actual | 36,187,527  | 56.77%                 | 20,544,090              | \$0.00138    | \$28,351                    | 26,869,092                             | 54.13%                 | 14,543,075              | \$0.00046    | \$6,690                         | 29,555,750                   | 54.67%                 | 16,159,263              | \$0.00041       | \$6,625                         | (\$44,669)  | \$131,823                   | \$128,820                               |
| Nov-10                 | Actual | 38,287,749  | 52.55%                 | 20,120,389              | \$0.00138    | \$27,766                    | 25,990,114                             | 50.12%                 | 13,025,940              | \$0.00046    | \$5,992                         | 29,344,940                   | 49.07%                 | 14,398,891              | \$0.00041       | \$5,904                         | (\$41,666)  | \$131,178                   | \$129,174                               |
| Dec-10                 | Actual | 44,533,521  | 66.64%                 | 29,677,175              | \$0.00138    | \$40,955                    | 27,325,111                             | 64.28%                 | 17,564,336              | \$0.00046    | \$8,080                         | 28,878,544                   | 63.12%                 | 18,228,301              | \$0.00041       | \$7,474                         | (\$39,662)  | \$138,798                   | \$155,645                               |
| Jan-11                 | Actual | 51,883,638  | 52.46%                 | 27,216,340              | \$0.00138    | \$37,559                    | 28,859,035                             | 50.52%                 | 14,578,551              | \$0.00046    | \$6,706                         | 28,565,271                   | 49.28%                 | 14,078,274              | \$0.00041       | \$5,772                         | (\$56,508)  | \$149,163                   | \$142,692                               |
| Feb-11                 | Actual | 48,482,901  | 44.47%                 | 21,561,851              | \$0.00138    | \$29,755                    | 28,520,374                             | 46.43%                 | 13,243,152              | \$0.00046    | \$6,092                         | 28,178,986                   | 47.56%                 | 13,401,268              | \$0.00041       | \$5,495                         | (\$50,037)  | \$143,950                   | \$135,255                               |
| Mar-11                 | Actual | 43,761,024  | 68.44%                 | 29,951,143              | \$0.00138    | \$41,333                    | 27,247,015                             | 70.40%                 | 19,180,730              | \$0.00046    | \$8,823                         | 27,940,275                   | 71.43%                 | 19,957,339              | \$0.00041       | \$8,183                         | (\$41,342)  | \$138,120                   | \$155,116                               |
| Apr-11                 | Actual | 40,993,312  | 58.59%                 | 24,016,326              | \$0.00138    | \$33,143                    | 27,394,597                             | 61.89%                 | 16,955,046              | \$0.00046    | \$7,799                         | 28,887,771                   | 63.08%                 | 18,223,110              | \$0.00041       | \$7,471                         | (\$58,338)  | \$134,162                   | \$124,237                               |
| May-11                 | Actual | 34,850,772  | 76.06%                 | 26,508,138              | \$0.00138    | \$36,581                    | 25,302,294                             | 75.82%                 | 19,184,649              | \$0.00046    | \$8,825                         | 27,700,287                   | 70.62%                 | 19,562,814              | \$0.00041       | \$8,021                         | (\$48,413)  | \$124,751                   | \$129,765                               |
| Jun-11                 | Actual | 38,435,170  | 51.26%                 | 19,703,305              | \$0.00138    | \$27,191                    | 28,056,221                             | 51.85%                 | 14,547,099              | \$0.00046    | \$6,692                         | 30,180,463                   | 51.21%                 | 15,456,329              | \$0.00041       | \$6,337                         | (\$53,427)  | \$137,409                   | \$124,202                               |
| Jul-11                 | Actual | 48,236,332  | 59.91%                 | 28,897,912              | \$0.00138    | \$39,879                    | 32,763,832                             | 56.52%                 | 18,517,764              | \$0.00046    | \$8,518                         | 33,519,204                   | 48.30%                 | 16,190,329              | \$0.00041       | \$6,638                         | (\$40,219)  | \$155,906                   | \$170,722                               |
| Total Aug-10 to Jul-11 |        | 524,316,098   |                        | 295,195,110             |              | \$407,369                   | 344,274,295                            |                        | 193,999,988             |              | \$89,240                        | 360,188,278                  |                        | 202,451,644             |                 | \$83,005                        | (\$701,018)   | \$1,932,348                 | \$1,810,944                             |

|                        |          | (a)   | (b)                    | (c)                     | (d)          | (e)                         | (f)                                    | (g)                    | (h)                     | (i)          | (j)                             | (k)                          | (l)                    | (m)                     | (n)             | (o)                             | (p)   | (q)                         | (r)                                     |
|------------------------|----------|---|------------------------|-------------------------|--------------|-----------------------------|--|------------------------|-------------------------|--------------|---------------------------------|------------------------------|------------------------|-------------------------|-----------------|---------------------------------|---|-----------------------------|---|
|                        |          | Total Billed kWh -<br>all classes except<br>G2 demand and<br>G1 (1) | Unbilled<br>Factor (2) | Unbilled kWh<br>(a * b) | Proposed SCC | Unbilled SCC<br>Revenue * d | Total Billed<br>kWh - G2<br>demand (1) | Unbilled<br>Factor (2) | Unbilled kWh<br>(f * g) | Proposed SCC | Unbilled SCC<br>Revenue (h * i) | Total Billed<br>kWh - G1 (1) | Unbilled<br>Factor (2) | Unbilled kWh<br>(k * l) | Proposed<br>SCC | Unbilled SCC<br>Revenue (m * n) | Reversal of<br>prior month<br>unbilled (prior<br>month, e + j +<br>o) | Total Billed SCC<br>Revenue | Total Revenue<br>(e + j + o + p +<br>q) |
| Aug-11                 | Actual   | 50,292,551  | 48.88%                 | 24,584,198              | (\$0.00004)  | (\$983)                     | 32,744,314                             | 51.15%                 | 16,750,346              | (\$0.00001)  | (\$168)                         | 32,551,263                   | 57.04%                 | 18,567,742              | (\$0.00001)     | (\$186)                         | (\$55,035)  | \$83,831                    | \$27,459                                |
| Sep-11                 | Actual   | 45,759,483  | 42.67%                 | 19,526,105              | (\$0.00004)  | (\$781)                     | 32,052,808                             | 43.57%                 | 13,966,671              | (\$0.00001)  | (\$140)                         | 32,862,183                   | 46.96%                 | 15,433,085              | (\$0.00001)     | (\$154)                         | \$1,337   | (\$3,360)                   | (\$3,098)                               |
| Oct-11                 | Actual   | 36,519,422  | 58.88%                 | 21,504,304              | (\$0.00004)  | (\$860)                     | 27,117,388                             | 55.20%                 | 14,967,823              | (\$0.00001)  | (\$150)                         | 30,091,217                   | 55.25%                 | 16,624,814              | (\$0.00001)     | (\$166)                         | \$1,075   | (\$3,120)                   | (\$3,221)                               |
| Nov-11                 | Actual   | 37,971,338  | 50.39%                 | 19,135,288              | (\$0.00004)  | (\$765)                     | 26,171,089                             | 49.41%                 | 12,930,147              | (\$0.00001)  | (\$129)                         | 28,592,027                   | 48.94%                 | 13,992,836              | (\$0.00001)     | (\$140)                         | \$1,176   | (\$3,077)                   | (\$2,935)                               |
| Dec-11                 | Actual   | 41,399,573  | 60.36%                 | 24,986,777              | (\$0.00004)  | (\$999)                     | 25,809,661                             | 56.95%                 | 14,697,866              | (\$0.00001)  | (\$147)                         | 27,618,147                   | 55.09%                 | 15,215,122              | (\$0.00001)     | (\$152)                         | \$1,035   | (\$3,317)                   | (\$3,581)                               |
| Jan-12                 | Actual   | 49,919,846  | 50.05%                 | 24,984,889              | (\$0.00004)  | (\$999)                     | 28,512,429                             | 49.85%                 | 14,213,871              | (\$0.00001)  | (\$142)                         | 27,601,531                   | 49.76%                 | 13,734,309              | (\$0.00001)     | (\$137)                         | \$1,299   | (\$3,724)                   | (\$3,705)                               |
| Feb-12                 | Actual   | 45,712,692  | 44.80%                 | 20,480,993              | (\$0.00004)  | (\$819)                     | 28,100,736                             | 47.13%                 | 13,243,094              | (\$0.00001)  | (\$132)                         | 28,727,521                   | 48.09%                 | 13,815,889              | (\$0.00001)     | (\$138)                         | \$1,279   | (\$4,212)                   | (\$4,023)                               |
| Mar-12                 | Actual   | 40,957,813  | 49.41%                 | 20,236,636              | (\$0.00004)  | (\$809)                     | 26,289,681                             | 53.33%                 | 14,019,599              | (\$0.00001)  | (\$140)                         | 27,067,592                   | 54.76%                 | 14,822,729              | (\$0.00001)     | (\$148)                         | \$1,090   | (\$3,980)                   | (\$3,988)                               |
| Apr-12                 | Actual   | 37,458,070  | 48.61%                 | 18,208,578              | (\$0.00004)  | (\$728)                     | 26,578,773                             | 49.42%                 | 13,135,937              | (\$0.00001)  | (\$131)                         | 28,315,972                   | 48.58%                 | 13,754,520              | (\$0.00001)     | (\$138)                         | \$1,098   | (\$3,967)                   | (\$3,866)                               |
| May-12                 | Estimate | 36,391,364  | 49.60%                 | 18,049,815              | (\$0.00004)  | (\$722)                     | 26,014,334                             | 51.28%                 | 13,339,084              | (\$0.00001)  | (\$133)                         | 27,924,429                   | 50.82%                 | 14,191,103              | (\$0.00001)     | (\$142)                         | \$997   | (\$3,876)                   | (\$3,876)                               |
| Jun-12                 | Estimate | 36,779,933  | 55.95%                 | 20,578,931              | (\$0.00004)  | (\$823)                     | 27,353,465                             | 53.67%                 | 14,680,184              | (\$0.00001)  | (\$147)                         | 30,156,503                   | 49.18%                 | 14,831,067              | (\$0.00001)     | (\$148)                         | \$997   | (\$4,129)                   | (\$4,250)                               |
| Jul-12                 | Estimate | 46,349,397  | 56.24%                 | 26,064,897              | (\$0.00004)  | (\$1,043)                   | 31,140,082                             | 54.28%                 | 16,901,858              | (\$0.00001)  | (\$169)                         | 33,613,512                   | 50.82%                 | 17,082,276              | (\$0.00001)     | (\$171)                         | \$1,118   | (\$4,640)                   | (\$4,904)                               |
| Total Aug-11 to Jul-12 |          | 505,511,481   |                        | 258,341,411             |              | (\$10,334)                  | 337,884,760                            |                        | 172,846,480             |              | (\$1,728)                       | 355,121,896                  |                        | 182,065,492             |                 | (\$1,821)                       | (\$42,535)  | \$42,430                    | (\$13,987)                              |

|                        |          | (a)   | (b)                | (c)                     | (d)          | (e)                         | (f)                                | (g)                | (h)                     | (i)          | (j)                             | (k)                      | (l)                | (m)                     | (n)             | (o)                             | (p)   | (q)                         | (r)                                     |
|------------------------|----------|---|--------------------|-------------------------|--------------|-----------------------------|------------------------------------|--------------------|-------------------------|--------------|---------------------------------|--------------------------|--------------------|-------------------------|-----------------|---------------------------------|---|-----------------------------|---|
|                        |          | Total Billed kWh -<br>all classes except<br>G2 demand and<br>G1 | Unbilled<br>Factor | Unbilled kWh<br>(a * b) | Proposed SCC | Unbilled SCC<br>Revenue * d | Total Billed<br>kWh - G2<br>demand | Unbilled<br>Factor | Unbilled kWh<br>(f * g) | Proposed SCC | Unbilled SCC<br>Revenue (h * i) | Total Billed<br>kWh - G1 | Unbilled<br>Factor | Unbilled kWh<br>(k * l) | Proposed<br>SCC | Unbilled SCC<br>Revenue (m * n) | Reversal of<br>prior month<br>unbilled (prior<br>month, e + j +<br>o) | Total Billed SCC<br>Revenue | Total Revenue<br>(e + j + o + p +<br>q) |
| Aug-12                 | Estimate | 50,692,168  | 43.85%             | 22,226,858              | \$0.00012    | \$2,667                     | 33,336,344                         | 45.97%             | 15,324,115              | \$0.00002    | \$306                           | 32,521,150               | 50.00%             | 16,260,575              | \$0.00003       | \$488                           | \$1,382   | \$7,554                     | \$12,398                                |
| Sep-12                 | Estimate | 42,352,479  | 44.13%             | 18,691,363              | \$0.00012    | \$2,243                     | 29,857,927                         | 45.47%             | 13,576,802              | \$0.00002    | \$272                           | 33,031,845               | 49.18%             | 16,245,170              | \$0.00003       | \$487                           | (\$1,462)   | \$11,682                    | \$11,223                                |
| Oct-12                 | Estimate | 39,666,368  | 53.64%             | 21,277,509              | \$0.00012    | \$2,553                     | 28,288,936                         | 51.16%             | 14,473,134              | \$0.00002    | \$289                           | 29,990,051               | 50.82%             | 15,240,846              | \$0.00003       | \$457                           | (\$3,002)   | \$11,069                    | \$11,367                                |
| Nov-12                 | Estimate | 38,787,720  | 52.95%             | 20,538,847              | \$0.00012    | \$2,465                     | 26,411,541                         | 50.26%             | 13,275,000              | \$0.00002    | \$266                           | 28,821,398               | 49.18%             | 14,174,458              | \$0.00003       | \$425                           | (\$3,300)   | \$10,655                    | \$10,510                                |
| Dec-12                 | Estimate | 45,541,827  | 53.90%             | 24,546,315              | \$0.00012    | \$2,946                     | 27,401,690                         | 51.82%             | 14,200,297              | \$0.00002    | \$284                           | 27,837,868               | 50.82%             | 14,147,113              | \$0.00003       | \$424                           | (\$3,155)   | \$11,307                    | \$11,806                                |
| Jan-13                 | Estimate | 51,178,154  | 51.62%             | 26,416,220              | \$0.00012    | \$3,170                     | 29,192,488                         | 50.56%             | 14,758,332              | \$0.00002    | \$295                           | 27,823,515               | 50.00%             | 13,911,758              | \$0.00003       | \$417                           | (\$3,654)   | \$12,064                    | \$12,293                                |
| Feb-13                 | Estimate | 47,875,478  | 46.39%             | 22,208,910              | \$0.00012    | \$2,665                     | 28,610,760                         | 47.11%             | 13,478,105              | \$0.00002    | \$270                           | 28,955,979               | 47.46%             | 13,741,820              | \$0.00003       | \$412                           | (\$3,882)   | \$11,668                    | \$11,133                                |
| Mar-13                 | Estimate | 44,147,703  | 49.06%             | 21,660,205              | \$0.00012    | \$2,599                     | 27,364,360                         | 51.46%             | 14,081,177              | \$0.00002    | \$282                           | 27,281,273               | 52.54%             | 14,334,228              | \$0.00003       | \$430                           | (\$3,347)   | \$11,136                    | \$11,100                                |
| Apr-13                 | Estimate | 40,230,318  | 45.22%             | 18,190,233              | \$0.00012    | \$2,183                     | 27,013,463                         | 48.11%             | 12,996,297              | \$0.00002    | \$260                           | 28,541,720               | 49.18%             | 14,036,912              | \$0.00003       | \$421                           | (\$3,311)   | \$10,940                    | \$10,493                                |
| May-13                 | Estimate | 36,789,934  | 49.60%             | 18,247,402              | \$0.00012    | \$2,190                     | 26,346,636                         | 51.27%             | 13,508,938              | \$0.00002    | \$270                           | 28,247,314               | 50.82%             | 14,355,193              | \$0.00003       | \$431                           | (\$2,864)   | \$10,402                    | \$10,429                                |
| Jun-13                 | Estimate | 37,180,601  | 55.95%             | 20,803,651              | \$0.00012    | \$2,496                     | 27,696,716                         | 53.65%             | 14,859,116              | \$0.00002    | \$297                           | 30,515,001               | 49.18%             | 15,007,378              | \$0.00003       | \$450                           | (\$2,891)   | \$11,019                    | \$11,372                                |
| Jul-13                 | Estimate | 46,855,611  | 56.24%             | 26,350,038              | \$0.00012    | \$3,162                     | 31,514,496                         | 54.26%             | 17,101,006              | \$0.00002    | \$342                           | 33,884,331               | 50.82%             | 17,219,906              | \$0.00003       | \$517                           | (\$3,244)   | \$12,492                    | \$13,268                                |
| Total Aug-12 to Jul-13 |          | 521,298,360   |                    | 261,157,554             |              | \$31,339                    | 343,035,357                        |                    | 171,632,319             |              | \$3,433                         | 357,451,448              |                    | 178,675,356             |                 | \$5,360                         | (\$34,729)  | \$131,990                   | \$137,393                               |

(1) Actual Per billing system.  
(2) Detail of Unbilled Factors shown on page 5.

Unitil Energy Systems, Inc.  
Detail of Class Unbilled Factors

Schedule LSM-1  
Page 5 of 6

Detail of Unbilled Factors for Residential and Outdoor Lighting Classes for use in all classes except G2 demand and G1 (column b, Page 4)

|        | <u>Billed<br/>kWh</u> | <u>Direct<br/>Estimate of<br/>Unbilled kWh</u> | <u>Unbilled<br/>kWh /<br/>Billed kWh</u> |
|--------|-----------------------|--|--|
| Aug-10 | 51,064,070            | 24,923,945                                     | 48.81%                                   |
| Sep-10 | 46,650,494            | 21,622,130                                     | 46.35%                                   |
| Oct-10 | 35,875,793            | 20,367,115                                     | 56.77%                                   |
| Nov-10 | 37,840,281            | 19,885,242                                     | 52.55%                                   |
| Dec-10 | 43,805,768            | 29,192,199                                     | 66.64%                                   |
| Jan-11 | 50,858,128            | 26,678,394                                     | 52.46%                                   |
| Feb-11 | 47,388,007            | 21,074,918                                     | 44.47%                                   |
| Mar-11 | 42,870,016            | 29,341,315                                     | 68.44%                                   |
| Apr-11 | 40,340,110            | 23,633,641                                     | 58.59%                                   |
| May-11 | 34,487,853            | 26,232,095                                     | 76.06%                                   |
| Jun-11 | 38,097,150            | 19,530,023                                     | 51.26%                                   |
| Jul-11 | 47,835,334            | 28,657,678                                     | 59.91%                                   |
| Aug-11 | 49,827,956            | 24,357,092                                     | 48.88%                                   |
| Sep-11 | 45,362,643            | 19,356,769                                     | 42.67%                                   |
| Oct-11 | 36,211,307            | 21,322,871                                     | 58.88%                                   |
| Nov-11 | 37,504,120            | 18,899,838                                     | 50.39%                                   |
| Dec-11 | 40,848,903            | 24,654,419                                     | 60.36%                                   |
| Jan-12 | 49,095,976            | 24,572,542                                     | 50.05%                                   |
| Feb-12 | 44,908,182            | 20,120,543                                     | 44.80%                                   |
| Mar-12 | 40,303,660            | 19,913,429                                     | 49.41%                                   |
| Apr-12 | 37,025,958            | 17,998,526                                     | 48.61%                                   |

Detail of Unbilled Factors for Regular General Class for use in G2 demand class (column g, Page 4)

|        | <u>Billed<br/>kWh</u> | <u>Direct<br/>Estimate of<br/>Unbilled kWh</u> | <u>Unbilled<br/>kWh /<br/>Billed kWh</u> |
|--------|-----------------------|--|--|
| Aug-10 | 33,729,960            | 17,189,307                                     | 50.96%                                   |
| Sep-10 | 33,166,237            | 15,941,168                                     | 48.06%                                   |
| Oct-10 | 27,180,826            | 14,711,804                                     | 54.13%                                   |
| Nov-10 | 26,437,582            | 13,250,206                                     | 50.12%                                   |
| Dec-10 | 28,052,864            | 18,032,129                                     | 64.28%                                   |
| Jan-11 | 29,884,545            | 15,096,602                                     | 50.52%                                   |
| Feb-11 | 29,615,268            | 13,751,555                                     | 46.43%                                   |
| Mar-11 | 28,138,023            | 19,807,961                                     | 70.40%                                   |
| Apr-11 | 28,047,799            | 17,359,326                                     | 61.89%                                   |
| May-11 | 25,665,213            | 19,459,821                                     | 75.82%                                   |
| Jun-11 | 28,394,241            | 14,722,362                                     | 51.85%                                   |
| Jul-11 | 33,164,830            | 18,744,404                                     | 56.52%                                   |
| Aug-11 | 33,208,909            | 16,988,010                                     | 51.15%                                   |
| Sep-11 | 32,449,648            | 14,139,590                                     | 43.57%                                   |
| Oct-11 | 27,425,503            | 15,137,891                                     | 55.20%                                   |
| Nov-11 | 26,638,307            | 13,160,982                                     | 49.41%                                   |
| Dec-11 | 26,360,331            | 15,011,457                                     | 56.95%                                   |
| Jan-12 | 29,336,299            | 14,624,583                                     | 49.85%                                   |
| Feb-12 | 28,905,246            | 13,622,237                                     | 47.13%                                   |
| Mar-12 | 26,943,834            | 14,368,442                                     | 53.33%                                   |
| Apr-12 | 27,010,885            | 13,349,498                                     | 49.42%                                   |

Detail of Unbilled Factors for Large General Class for use in G1 class (column i, Page 4)

|        | <u>Billed<br/>kWh</u> | <u>Direct<br/>Estimate of<br/>Unbilled kWh</u> | <u>Unbilled<br/>kWh /<br/>Billed kWh</u> |
|--------|-----------------------|--|--|
| Aug-10 | 33,538,536            | 18,971,293                                     | 56.57%                                   |
| Sep-10 | 33,898,250            | 17,824,432                                     | 52.58%                                   |
| Oct-10 | 29,555,750            | 16,159,263                                     | 54.67%                                   |
| Nov-10 | 29,344,940            | 14,398,891                                     | 49.07%                                   |
| Dec-10 | 28,878,544            | 18,228,301                                     | 63.12%                                   |
| Jan-11 | 28,565,271            | 14,078,274                                     | 49.28%                                   |
| Feb-11 | 28,178,986            | 13,401,268                                     | 47.56%                                   |
| Mar-11 | 27,940,275            | 19,957,339                                     | 71.43%                                   |
| Apr-11 | 28,887,771            | 18,223,110                                     | 63.08%                                   |
| May-11 | 27,700,287            | 19,562,814                                     | 70.62%                                   |
| Jun-11 | 30,180,463            | 15,456,329                                     | 51.21%                                   |
| Jul-11 | 33,519,204            | 16,190,329                                     | 48.30%                                   |
| Aug-11 | 32,551,263            | 18,567,742                                     | 57.04%                                   |
| Sep-11 | 32,862,183            | 15,433,085                                     | 46.96%                                   |
| Oct-11 | 30,091,217            | 16,624,814                                     | 55.25%                                   |
| Nov-11 | 28,592,027            | 13,992,836                                     | 48.94%                                   |
| Dec-11 | 27,618,147            | 15,215,122                                     | 55.09%                                   |
| Jan-12 | 27,601,531            | 13,734,309                                     | 49.76%                                   |
| Feb-12 | 28,727,521            | 13,815,889                                     | 48.09%                                   |
| Mar-12 | 27,067,592            | 14,822,729                                     | 54.76%                                   |
| Apr-12 | 28,315,972            | 13,754,520                                     | 48.58%                                   |

Unitil Energy Systems, Inc.  
Reconciliation of Customer Billing Adjustment related to Stranded Costs

Schedule LSM-1  
Page 6 of 6

|                        |          | (a)  | (b)            | (c)  | (d)  | (e)              | (f)                          | (g)                  | (h)   |
|------------------------|----------|--|----------------|--|--|------------------|------------------------------|----------------------|---|
|                        |          | Beginning<br>Balance - SCC<br>Customer Billing<br>Adjustment | Total Recovery | Ending<br>Balance<br>Before<br>Interest<br>(a - b) | Average<br>Monthly<br>Balance<br>((a+c) / 2) | Interest<br>Rate | Number of<br>Days /<br>Month | Computed<br>Interest | Ending<br>Balance with<br>Interest<br>(c + g) |
| Jun-12                 | Estimate | \$103,558  |                | \$103,558  | \$103,558                                    | 3.25%            | 30                           | \$276                | \$103,833                                     |
| Jul-12                 | Estimate | \$103,833  |                | \$103,833  | \$103,833                                    | 3.25%            | 31                           | \$286                | \$104,119                                     |
| Aug-12                 | Estimate | \$104,119  | \$3,035        | \$101,084  | \$102,602                                    | 3.25%            | 31                           | \$282                | \$101,366                                     |
| Sep-12                 | Estimate | \$101,366  | \$3,035        | \$98,331   | \$99,849                                     | 3.25%            | 30                           | \$266                | \$98,597                                      |
| Oct-12                 | Estimate | \$98,597   | \$3,035        | \$95,562   | \$97,080                                     | 3.25%            | 31                           | \$267                | \$95,829                                      |
| Nov-12                 | Estimate | \$95,829   | \$3,035        | \$92,794   | \$94,312                                     | 3.25%            | 30                           | \$251                | \$93,045                                      |
| Dec-12                 | Estimate | \$93,045   | \$3,035        | \$90,010   | \$91,528                                     | 3.25%            | 31                           | \$252                | \$90,262                                      |
| Jan-13                 | Estimate | \$90,262   | \$3,035        | \$87,227   | \$88,744                                     | 3.25%            | 31                           | \$245                | \$87,472                                      |
| Feb-13                 | Estimate | \$87,472   | \$3,035        | \$84,437   | \$85,954                                     | 3.25%            | 28                           | \$214                | \$84,651                                      |
| Mar-13                 | Estimate | \$84,651   | \$3,035        | \$81,616   | \$83,133                                     | 3.25%            | 31                           | \$229                | \$81,845                                      |
| Apr-13                 | Estimate | \$81,845   | \$3,035        | \$78,810   | \$80,327                                     | 3.25%            | 30                           | \$215                | \$79,024                                      |
| May-13                 | Estimate | \$79,024   | \$3,035        | \$75,989   | \$77,507                                     | 3.25%            | 31                           | \$214                | \$76,203                                      |
| Jun-13                 | Estimate | \$76,203   | \$3,035        | \$73,168   | \$74,686                                     | 3.25%            | 30                           | \$200                | \$73,367                                      |
| Jul-13                 | Estimate | \$73,367   | <u>\$3,035</u> | \$70,332   | \$71,850                                     | 3.25%            | 31                           | \$198                | \$70,531                                      |
| Total Aug-12 to Jul-13 |          |  | \$36,423       |  |  |                  |                              | \$2,834              |   |
| Aug-13                 | Estimate | \$70,531   | \$3,035        | \$67,495   | \$69,013                                     | 3.25%            | 31                           | \$190                | \$67,686                                      |
| Sep-13                 | Estimate | \$67,686   | \$3,035        | \$64,651   | \$66,168                                     | 3.25%            | 30                           | \$177                | \$64,827                                      |
| Oct-13                 | Estimate | \$64,827   | \$3,035        | \$61,792   | \$63,310                                     | 3.25%            | 31                           | \$175                | \$61,967                                      |
| Nov-13                 | Estimate | \$61,967   | \$3,035        | \$58,932   | \$60,449                                     | 3.25%            | 30                           | \$161                | \$59,093                                      |
| Dec-13                 | Estimate | \$59,093   | \$3,035        | \$56,058   | \$57,576                                     | 3.25%            | 31                           | \$159                | \$56,217                                      |
| Jan-14                 | Estimate | \$56,217   | \$3,035        | \$53,182   | \$54,699                                     | 3.25%            | 31                           | \$151                | \$53,333                                      |
| Feb-14                 | Estimate | \$53,333   | \$3,035        | \$50,297   | \$51,815                                     | 3.25%            | 28                           | \$129                | \$50,427                                      |
| Mar-14                 | Estimate | \$50,427   | \$3,035        | \$47,391   | \$48,909                                     | 3.25%            | 31                           | \$135                | \$47,526                                      |
| Apr-14                 | Estimate | \$47,526   | \$3,035        | \$44,491   | \$46,009                                     | 3.25%            | 30                           | \$123                | \$44,614                                      |
| May-14                 | Estimate | \$44,614   | \$3,035        | \$41,579   | \$43,096                                     | 3.25%            | 31                           | \$119                | \$41,698                                      |
| Jun-14                 | Estimate | \$41,698   | \$3,035        | \$38,663   | \$40,180                                     | 3.25%            | 30                           | \$107                | \$38,770                                      |
| Jul-14                 | Estimate | \$38,770   | <u>\$3,035</u> | \$35,735   | \$37,252                                     | 3.25%            | 31                           | <u>\$103</u>         | \$35,837                                      |
| Total Aug-13 to Jul-14 |          |  | \$36,423       |  |  |                  |                              | \$1,730              |   |
| Aug-14                 | Estimate | \$35,837   | \$3,035        | \$32,802   | \$34,320                                     | 3.25%            | 31                           | \$95                 | \$32,897                                      |
| Sep-14                 | Estimate | \$32,897   | \$3,035        | \$29,862   | \$31,379                                     | 3.25%            | 30                           | \$84                 | \$29,946                                      |
| Oct-14                 | Estimate | \$29,946   | \$3,035        | \$26,910   | \$28,428                                     | 3.25%            | 31                           | \$78                 | \$26,989                                      |
| Nov-14                 | Estimate | \$26,989   | \$3,035        | \$23,954   | \$25,471                                     | 3.25%            | 30                           | \$68                 | \$24,022                                      |
| Dec-14                 | Estimate | \$24,022   | \$3,035        | \$20,986   | \$22,504                                     | 3.25%            | 31                           | \$62                 | \$21,049                                      |
| Jan-15                 | Estimate | \$21,049   | \$3,035        | \$18,013   | \$19,531                                     | 3.25%            | 31                           | \$54                 | \$18,067                                      |
| Feb-15                 | Estimate | \$18,067   | \$3,035        | \$15,032   | \$16,550                                     | 3.25%            | 28                           | \$41                 | \$15,073                                      |
| Mar-15                 | Estimate | \$15,073   | \$3,035        | \$12,038   | \$13,556                                     | 3.25%            | 31                           | \$37                 | \$12,075                                      |
| Apr-15                 | Estimate | \$12,075   | \$3,035        | \$9,040  | \$10,558                                     | 3.25%            | 30                           | \$28                 | \$9,068                                       |
| May-15                 | Estimate | \$9,068  | \$3,035        | \$6,033  | \$7,551                                      | 3.25%            | 31                           | \$21                 | \$6,054                                       |
| Jun-15                 | Estimate | \$6,054  | \$3,035        | \$3,019  | \$4,536                                      | 3.25%            | 30                           | \$12                 | \$3,031                                       |
| Jul-15                 | Estimate | \$3,031  | <u>\$3,035</u> | (\$4)  | \$1,513                                      | 3.25%            | 31                           | <u>\$4</u>           | (\$0)   |
| Total Aug-14 to Jul-15 |          |  | \$36,423       |  |  |                  |                              | \$585                |   |
| Total Jun-12 to Jul-15 |          |  | \$109,268      |  |  |                  |                              | \$5,710              |   |

**SCHEDULE LSM-2**

**EXTERNAL DELIVERY CHARGE**



**UNITIL ENERGY SYSTEMS. INC.**  
**CALCULATION OF THE EXTERNAL DELIVERY CHARGE**  
**Effective August 1, 2012**

|   |                      |                 |
|---|----------------------|-----------------|
| 1. (Over)/under Recovery - Beginning Balance August 1, 2012                 | (\$520,071)          | Page 3 of 7     |
| 2. Estimated Total Costs (August 2012 - July 2013)                          | \$22,007,166         | Page 3 of 7     |
| 3. Estimated Interest (August 2012 - July 2013)                             | <u>(\$9,995)</u>     | Page 3 of 7     |
| 4. Costs to be Recovered (L.1 + L.2 + L.3)                                  | \$21,477,100         | L.1 + L.2 + L.3 |
| 5. Estimated Calendar Month Deliveries in kWh (August 2012 - July 2013) (1) | <u>1,222,406,844</u> |                 |
| 6. External Delivery Charge (\$/kWh)  | \$0.01757            | L.4 / L.5       |

(1) Schedule LSM-2, page 5.

|                                    |                   |
|------------------------------------|-------------------|
| August 2012 - July 2013 Billed kWh | 1,221,785,164     |
| - July 2012 Unbilled kWh           | (60,036,583)      |
| + July 2013 Unbilled kWh           | <u>60,658,262</u> |
| Calendar Month Deliveries          | 1,222,406,844     |

Unitil Energy Systems, Inc.  
Reconciliation of External Delivery Costs and Revenues

Schedule LSM-2  
Page 2 of 7

|                        |        | (a)                  | (b)                | (c)                | (d)  | (e)  | (f)              | (g)                          | (h)                  | (i)  |
|------------------------|--------|----------------------|--------------------|--------------------|--|--|------------------|------------------------------|----------------------|--|
|                        |        | Beginning<br>Balance | Total Costs        | Total Revenue      | Ending<br>Balance<br>Before<br>Interest<br>(a + b - c) | Average<br>Monthly<br>Balance<br>((a+d) / 2) | Interest<br>Rate | Number of<br>Days /<br>Month | Computed<br>Interest | Ending Balance<br>with Interest<br>(d + h) |
| Aug-10                 | Actual | \$1,465,238          | \$1,979,051        | \$2,026,132        | \$1,418,157  | \$1,441,697                                  | 3.25%            | 31                           | \$3,979              | \$1,422,136                                |
| Sep-10                 | Actual | \$1,422,136          | \$2,085,160        | \$1,823,191        | \$1,684,105  | \$1,553,120                                  | 3.25%            | 30                           | \$4,149              | \$1,688,253                                |
| Oct-10                 | Actual | \$1,688,253          | \$1,491,633        | \$1,493,259        | \$1,686,628  | \$1,687,440                                  | 3.25%            | 31                           | \$4,658              | \$1,691,285                                |
| Nov-10                 | Actual | \$1,691,285          | \$1,438,951        | \$1,517,820        | \$1,612,416  | \$1,651,851                                  | 3.25%            | 30                           | \$4,412              | \$1,616,829                                |
| Dec-10                 | Actual | \$1,616,829          | \$1,484,345        | \$2,002,904        | \$1,098,270  | \$1,357,550                                  | 3.25%            | 31                           | \$3,747              | \$1,102,017                                |
| Jan-11                 | Actual | \$1,102,017          | \$1,570,200        | \$1,683,116        | \$989,102  | \$1,045,560                                  | 3.25%            | 31                           | \$2,886              | \$991,988                                  |
| Feb-11                 | Actual | \$991,988            | \$1,566,816        | \$1,646,633        | \$912,170  | \$952,079                                    | 3.25%            | 28                           | \$2,374              | \$914,544                                  |
| Mar-11                 | Actual | \$914,544            | \$1,470,794        | \$2,022,554        | \$362,784  | \$638,664                                    | 3.25%            | 31                           | \$1,763              | \$364,547                                  |
| Apr-11                 | Actual | \$364,547            | \$1,333,211        | \$1,475,097        | \$222,661  | \$293,604                                    | 3.25%            | 30                           | \$784                | \$223,445                                  |
| May-11                 | Actual | \$223,445            | \$1,527,504        | \$1,584,904        | \$166,045  | \$194,745                                    | 3.25%            | 31                           | \$538                | \$166,582                                  |
| Jun-11                 | Actual | \$166,582            | \$465,363          | \$1,369,406        | (\$737,461)  | (\$285,439)                                  | 3.25%            | 30                           | (\$762)              | (\$738,223)                                |
| Jul-11                 | Actual | (\$738,223)          | <u>\$2,153,259</u> | <u>\$2,167,508</u> | (\$752,473)  | (\$745,348)                                  | 3.25%            | 31                           | <u>(\$2,057)</u>     | (\$754,530)                                |
| Total Aug-10 to Jul-11 |        |                      | \$18,566,286       | \$20,812,525       |  |  |                  |                              | \$26,470             |  |

|                        |          | (a)                  | (b)                | (c)                | (d)  | (e)  | (f)              | (g)                          | (h)                  | (i)  |
|------------------------|----------|----------------------|--------------------|--------------------|--|--|------------------|------------------------------|----------------------|--|
|                        |          | Beginning<br>Balance | Total Costs        | Total Revenue      | Ending<br>Balance<br>Before<br>Interest<br>(a + b - c) | Average<br>Monthly<br>Balance<br>((a+d) / 2) | Interest<br>Rate | Number of<br>Days /<br>Month | Computed<br>Interest | Ending Balance<br>with Interest<br>(d + h) |
| Aug-11                 | Actual   | (\$754,530)          | \$1,655,254        | \$1,653,252        | (\$752,529)  | (\$753,529)                                  | 3.25%            | 31                           | (\$2,080)            | (\$754,608)                                |
| Sep-11                 | Actual   | (\$754,608)          | \$1,561,169        | \$1,474,800        | (\$668,240)  | (\$711,424)                                  | 3.25%            | 30                           | (\$1,900)            | (\$670,140)                                |
| Oct-11                 | Actual   | (\$670,140)          | \$1,375,196        | \$1,447,905        | (\$742,849)  | (\$706,495)                                  | 3.25%            | 31                           | (\$1,950)            | (\$744,800)                                |
| Nov-11                 | Actual   | (\$744,800)          | \$1,348,315        | \$1,267,640        | (\$664,125)  | (\$704,462)                                  | 3.25%            | 30                           | (\$1,882)            | (\$666,007)                                |
| Dec-11                 | Actual   | (\$666,007)          | \$1,399,024        | \$1,533,143        | (\$800,127)  | (\$733,067)                                  | 3.25%            | 31                           | (\$2,023)            | (\$802,150)                                |
| Jan-12                 | Actual   | (\$802,150)          | \$1,549,777        | \$1,539,606        | (\$791,979)  | (\$797,065)                                  | 3.25%            | 31                           | (\$2,194)            | (\$794,173)                                |
| Feb-12                 | Actual   | (\$794,173)          | \$1,497,051        | \$1,437,085        | (\$734,207)  | (\$764,190)                                  | 3.25%            | 29                           | (\$1,968)            | (\$736,175)                                |
| Mar-12                 | Actual   | (\$736,175)          | \$1,466,978        | \$1,418,154        | (\$687,351)  | (\$711,763)                                  | 3.25%            | 31                           | (\$1,959)            | (\$689,310)                                |
| Apr-12                 | Actual   | (\$689,310)          | \$1,370,791        | \$1,306,840        | (\$625,359)  | (\$657,335)                                  | 3.25%            | 30                           | (\$1,751)            | (\$627,110)                                |
| May-12                 | Estimate | (\$627,110)          | \$1,530,787        | \$1,343,176        | (\$439,499)  | (\$533,305)                                  | 3.25%            | 31                           | (\$1,468)            | (\$440,967)                                |
| Jun-12                 | Estimate | (\$440,967)          | \$980,005          | \$1,460,933        | (\$921,895)  | (\$681,431)                                  | 3.25%            | 30                           | (\$1,815)            | (\$923,711)                                |
| Jul-12                 | Estimate | (\$923,711)          | <u>\$2,196,133</u> | <u>\$1,790,509</u> | (\$518,087)  | (\$720,899)                                  | 3.25%            | 31                           | <u>(\$1,984)</u>     | (\$520,071)                                |
| Total Aug-11 to Jul-12 |          |                      | \$17,930,479       | \$17,673,044       |  |  |                  |                              | (\$22,976)           |  |

Unitil Energy Systems, Inc.  
Reconciliation of External Delivery Costs and Revenues

Schedule LSM-2  
Page 3 of 7

|                        |          | (a)                  | (b)                | (c)                | (d)  | (e)  | (f)              | (g)                          | (h)                  | (i)  |
|------------------------|----------|----------------------|--------------------|--------------------|--|--|------------------|------------------------------|----------------------|--|
|                        |          | Beginning<br>Balance | Total Costs        | Total Revenue      | Ending<br>Balance<br>Before<br>Interest<br>(a + b - c) | Average<br>Monthly<br>Balance<br>((a+d) / 2) | Interest<br>Rate | Number of<br>Days /<br>Month | Computed<br>Interest | Ending Balance<br>with Interest<br>(d + h) |
| Aug-12                 | Estimate | (\$520,071)          | \$2,210,090        | \$1,938,657        | (\$248,639)  | (\$384,355)                                  | 3.25%            | 31                           | (\$1,058)            | (\$249,697)                                |
| Sep-12                 | Estimate | (\$249,697)          | \$1,780,453        | \$1,755,906        | (\$225,150)  | (\$237,424)                                  | 3.25%            | 30                           | (\$632)              | (\$225,783)                                |
| Oct-12                 | Estimate | (\$225,783)          | \$1,636,110        | \$1,764,046        | (\$353,719)  | (\$289,751)                                  | 3.25%            | 31                           | (\$798)              | (\$354,517)                                |
| Nov-12                 | Estimate | (\$354,517)          | \$1,674,901        | \$1,599,174        | (\$278,789)  | (\$316,653)                                  | 3.25%            | 30                           | (\$844)              | (\$279,633)                                |
| Dec-12                 | Estimate | (\$279,633)          | \$1,882,475        | \$1,856,968        | (\$254,126)  | (\$266,879)                                  | 3.25%            | 31                           | (\$735)              | (\$254,861)                                |
| Jan-13                 | Estimate | (\$254,861)          | \$1,806,337        | \$1,939,588        | (\$388,112)  | (\$321,486)                                  | 3.25%            | 31                           | (\$887)              | (\$388,999)                                |
| Feb-13                 | Estimate | (\$388,999)          | \$1,780,408        | \$1,753,403        | (\$361,994)  | (\$375,497)                                  | 3.25%            | 28                           | (\$936)              | (\$362,930)                                |
| Mar-13                 | Estimate | (\$362,930)          | \$1,700,863        | \$1,747,324        | (\$409,391)  | (\$386,161)                                  | 3.25%            | 31                           | (\$1,066)            | (\$410,457)                                |
| Apr-13                 | Estimate | (\$410,457)          | \$1,522,036        | \$1,597,744        | (\$486,164)  | (\$448,311)                                  | 3.25%            | 30                           | (\$1,198)            | (\$487,362)                                |
| May-13                 | Estimate | (\$487,362)          | \$1,751,599        | \$1,621,096        | (\$356,860)  | (\$422,111)                                  | 3.25%            | 31                           | (\$1,165)            | (\$358,025)                                |
| Jun-13                 | Estimate | (\$358,025)          | \$2,041,216        | \$1,755,751        | (\$72,560)   | (\$215,292)                                  | 3.25%            | 30                           | (\$575)              | (\$73,135)                                 |
| Jul-13                 | Estimate | (\$73,135)           | <u>\$2,220,678</u> | <u>\$2,148,030</u> | (\$487)  | (\$36,811)                                   | 3.25%            | 31                           | <u>(\$102)</u>       | (\$588)                                    |
| Total Aug-12 to Jul-13 |          |                      | \$22,007,166       | \$21,477,688       |  |  |                  |                              | (\$9,995)            |  |

|                        |        | (a)                | (b)             | (c)                     | (d)          | (e)                                | (f)                                 | (g)                             | (h)                          |
|------------------------|--------|--------------------|-----------------|-------------------------|--------------|------------------------------------|-------------------------------------|---------------------------------|------------------------------|
|                        |        | Total Billed kWh   | Unbilled Factor | Unbilled kWh<br>(a * b) | Proposed EDC | Unbilled EDC<br>Revenue<br>(c * d) | Reversal of prior<br>month unbilled | Total Billed EDC<br>Revenue (1) | Total Revenue (e<br>+ f + g) |
| Aug-10                 | Actual | 118,332,566        | 51.62%          | 61,084,546              | \$0.01688    | \$1,031,107                        | (\$829,026)                         | \$1,824,050                     | \$2,026,132                  |
| Sep-10                 | Actual | 113,714,982        | 48.71%          | 55,387,730              | \$0.01688    | \$934,945                          | (\$1,031,107)                       | \$1,919,354                     | \$1,823,191                  |
| Oct-10                 | Actual | 92,612,369         | 55.33%          | 51,238,182              | \$0.01688    | \$864,901                          | (\$934,945)                         | \$1,563,303                     | \$1,493,259                  |
| Nov-10                 | Actual | 93,622,804         | 50.77%          | 47,534,339              | \$0.01688    | \$802,380                          | (\$864,901)                         | \$1,580,341                     | \$1,517,820                  |
| Dec-10                 | Actual | 100,737,176        | 64.97%          | 65,452,629              | \$0.01688    | \$1,104,840                        | (\$802,380)                         | \$1,700,443                     | \$2,002,904                  |
| Jan-11                 | Actual | 109,307,944        | 51.10%          | 55,853,270              | \$0.01688    | \$942,803                          | (\$1,104,840)                       | \$1,845,153                     | \$1,683,116                  |
| Feb-11                 | Actual | 105,182,261        | 45.85%          | 48,227,741              | \$0.01688    | \$814,084                          | (\$942,803)                         | \$1,775,352                     | \$1,646,633                  |
| Mar-11                 | Actual | 98,948,313         | 69.84%          | 69,106,615              | \$0.01688    | \$1,166,520                        | (\$814,084)                         | \$1,670,119                     | \$2,022,554                  |
| Apr-11                 | Actual | 97,275,679         | 60.87%          | 59,216,076              | \$0.01688    | \$999,567                          | (\$1,166,520)                       | \$1,642,049                     | \$1,475,097                  |
| May-11                 | Actual | 87,853,353         | 74.28%          | 65,254,730              | \$0.01688    | \$1,101,500                        | (\$999,567)                         | \$1,482,972                     | \$1,584,904                  |
| Jun-11                 | Actual | 96,671,855         | 51.42%          | 49,708,715              | \$0.01688    | \$839,083                          | (\$1,101,500)                       | \$1,631,823                     | \$1,369,406                  |
| Jul-11                 | Actual | <u>114,519,368</u> | 55.53%          | <u>63,592,411</u>       | \$0.01688    | <u>\$1,073,440</u>                 | <u>(\$839,083)</u>                  | <u>\$1,933,151</u>              | <u>\$2,167,508</u>           |
| Total Aug-10 to Jul-11 |        | 1,228,778,671      |                 | 691,656,982             |              | \$11,675,170                       | (\$11,430,755)                      | \$20,568,110                    | \$20,812,525                 |

|                        |          | (a)                | (b)             | (c)                     | (d)          | (e)                                | (f)                                 | (g)                             | (h)                          |
|------------------------|----------|--------------------|-----------------|-------------------------|--------------|------------------------------------|-------------------------------------|---------------------------------|------------------------------|
|                        |          | Total Billed kWh   | Unbilled Factor | Unbilled kWh<br>(a * b) | Proposed EDC | Unbilled EDC<br>Revenue<br>(c * d) | Reversal of prior<br>month unbilled | Total Billed EDC<br>Revenue (1) | Total Revenue (e<br>+ f + g) |
| Aug-11                 | Actual   | 115,588,128        | 51.83%          | 59,912,844              | \$0.01479    | \$886,111                          | (\$1,073,440)                       | \$1,840,581                     | \$1,653,252                  |
| Sep-11                 | Actual   | 110,674,474        | 44.21%          | 48,929,444              | \$0.01479    | \$723,666                          | (\$886,111)                         | \$1,637,245                     | \$1,474,800                  |
| Oct-11                 | Actual   | 93,728,028         | 56.64%          | 53,085,576              | \$0.01479    | \$785,136                          | (\$723,666)                         | \$1,386,436                     | \$1,447,905                  |
| Nov-11                 | Actual   | 92,734,454         | 49.66%          | 46,053,656              | \$0.01479    | \$681,134                          | (\$785,136)                         | \$1,371,642                     | \$1,267,640                  |
| Dec-11                 | Actual   | 94,827,381         | 57.87%          | 54,880,998              | \$0.01479    | \$811,690                          | (\$681,134)                         | \$1,402,587                     | \$1,533,143                  |
| Jan-12                 | Actual   | 106,033,806        | 49.92%          | 52,931,434              | \$0.01479    | \$782,856                          | (\$811,690)                         | \$1,568,441                     | \$1,539,606                  |
| Feb-12                 | Actual   | 102,540,949        | 46.38%          | 47,558,669              | \$0.01479    | \$703,393                          | (\$782,856)                         | \$1,516,548                     | \$1,437,085                  |
| Mar-12                 | Actual   | 94,315,086         | 52.06%          | 49,104,600              | \$0.01479    | \$726,257                          | (\$703,393)                         | \$1,395,290                     | \$1,418,154                  |
| Apr-12                 | Actual   | 92,352,815         | 48.84%          | 45,102,544              | \$0.01479    | \$667,067                          | (\$726,257)                         | \$1,366,030                     | \$1,306,840                  |
| May-12                 | Estimate | 90,330,127         | 50.47%          | 45,588,904              | \$0.01479    | \$674,260                          | (\$667,067)                         | \$1,335,983                     | \$1,343,176                  |
| Jun-12                 | Estimate | 94,289,900         | 53.11%          | 50,077,437              | \$0.01479    | \$740,645                          | (\$674,260)                         | \$1,394,548                     | \$1,460,933                  |
| Jul-12                 | Estimate | <u>111,102,990</u> | 54.04%          | <u>60,036,583</u>       | \$0.01479    | <u>\$887,941</u>                   | <u>(\$740,645)</u>                  | <u>\$1,643,213</u>              | <u>\$1,790,509</u>           |
| Total Aug-11 to Jul-12 |          | 1,198,518,137      |                 | 613,262,688             |              | \$9,070,155                        | (\$9,255,654)                       | \$17,858,543                    | \$17,673,044                 |

(1) Actual per billing system

(2) Detail of Unbilled Factors for all classes shown on page 6.

|                        |          | (a)                | (b)             | (c)                     | (d)          | (e)                                | (f)                                 | (g)                         | (h)                          |
|------------------------|----------|--------------------|-----------------|-------------------------|--------------|------------------------------------|-------------------------------------|-----------------------------|------------------------------|
|                        |          | Total Billed kWh   | Unbilled Factor | Unbilled kWh<br>(a * b) | Proposed EDC | Unbilled EDC<br>Revenue<br>(c * d) | Reversal of prior<br>month unbilled | Total Billed EDC<br>Revenue | Total Revenue (e<br>+ f + g) |
| Aug-12                 | Estimate | 116,549,662        | 46.18%          | 53,825,981              | \$0.01757    | \$945,722                          | (\$887,941)                         | \$1,880,876                 | \$1,938,657                  |
| Sep-12                 | Estimate | 105,242,250        | 46.10%          | 48,521,490              | \$0.01757    | \$852,523                          | (\$945,722)                         | \$1,849,106                 | \$1,755,906                  |
| Oct-12                 | Estimate | 97,945,355         | 52.05%          | 50,977,175              | \$0.01757    | \$895,669                          | (\$852,523)                         | \$1,720,900                 | \$1,764,046                  |
| Nov-12                 | Estimate | 94,020,660         | 51.02%          | 47,973,807              | \$0.01757    | \$842,900                          | (\$895,669)                         | \$1,651,943                 | \$1,599,174                  |
| Dec-12                 | Estimate | 100,781,385        | 52.47%          | 52,882,118              | \$0.01757    | \$929,139                          | (\$842,900)                         | \$1,770,729                 | \$1,856,968                  |
| Jan-13                 | Estimate | 108,194,157        | 50.91%          | 55,079,989              | \$0.01757    | \$967,755                          | (\$929,139)                         | \$1,900,971                 | \$1,939,588                  |
| Feb-13                 | Estimate | 105,442,217        | 46.88%          | 49,433,037              | \$0.01757    | \$868,538                          | (\$967,755)                         | \$1,852,620                 | \$1,753,403                  |
| Mar-13                 | Estimate | 98,793,337         | 50.70%          | 50,088,986              | \$0.01757    | \$880,063                          | (\$868,538)                         | \$1,735,799                 | \$1,747,324                  |
| Apr-13                 | Estimate | 95,785,501         | 47.23%          | 45,239,403              | \$0.01757    | \$794,856                          | (\$880,063)                         | \$1,682,951                 | \$1,597,744                  |
| May-13                 | Estimate | 91,383,885         | 50.47%          | 46,120,538              | \$0.01757    | \$810,338                          | (\$794,856)                         | \$1,605,615                 | \$1,621,096                  |
| Jun-13                 | Estimate | 95,392,318         | 53.10%          | 50,657,127              | \$0.01757    | \$890,046                          | (\$810,338)                         | \$1,676,043                 | \$1,755,751                  |
| Jul-13                 | Estimate | <u>112,254,438</u> | 54.04%          | <u>60,658,262</u>       | \$0.01757    | <u>\$1,065,766</u>                 | <u>(\$890,046)</u>                  | <u>\$1,972,310</u>          | <u>\$2,148,030</u>           |
| Total Aug-12 to Jul-13 |          | 1,221,785,164      |                 | 611,457,914             |              | \$10,743,316                       | (\$10,565,491)                      | \$21,299,864                | \$21,477,688                 |

|        | Billed<br>kWh | Direct<br>Estimate of<br>Unbilled kWh | Unbilled kWh /<br>Billed kWh |
|--------|---------------|---------------------------------------|------------------------------|
| Aug-10 | 118,332,566   | 61,084,546                            | 51.62%                       |
| Sep-10 | 113,714,982   | 55,387,730                            | 48.71%                       |
| Oct-10 | 92,612,369    | 51,238,182                            | 55.33%                       |
| Nov-10 | 93,622,804    | 47,534,339                            | 50.77%                       |
| Dec-10 | 100,737,176   | 65,452,629                            | 64.97%                       |
| Jan-11 | 109,307,944   | 55,853,270                            | 51.10%                       |
| Feb-11 | 105,182,261   | 48,227,741                            | 45.85%                       |
| Mar-11 | 98,948,313    | 69,106,615                            | 69.84%                       |
| Apr-11 | 97,275,679    | 59,216,076                            | 60.87%                       |
| May-11 | 87,853,353    | 65,254,730                            | 74.28%                       |
| Jun-11 | 96,671,855    | 49,708,715                            | 51.42%                       |
| Jul-11 | 114,519,368   | 63,592,411                            | 55.53%                       |
| Aug-11 | 115,588,128   | 59,912,844                            | 51.83%                       |
| Sep-11 | 110,674,474   | 48,929,444                            | 44.21%                       |
| Oct-11 | 93,728,028    | 53,085,576                            | 56.64%                       |
| Nov-11 | 92,734,454    | 46,053,656                            | 49.66%                       |
| Dec-11 | 94,827,381    | 54,880,998                            | 57.87%                       |
| Jan-12 | 106,033,806   | 52,931,434                            | 49.92%                       |
| Feb-12 | 102,540,949   | 47,558,669                            | 46.38%                       |
| Mar-12 | 94,315,086    | 49,104,600                            | 52.06%                       |
| Apr-12 | 92,352,815    | 45,102,544                            | 48.84%                       |

Unitil Energy Systems, Inc.  
Reconciliation of Customer Billing Adjustment related to External Delivery Charge

Schedule LSM-2  
Page 7 of 7

|                        |          | (a)  | (b)            | (c)  | (d)  | (e)              | (f)                          | (g)                  | (h)   |
|------------------------|----------|--|----------------|--|--|------------------|------------------------------|----------------------|---|
|                        |          | Beginning<br>Balance-EDC<br>Customer Billing<br>Adjustment | Total Revenue  | Ending<br>Balance<br>Before<br>Interest<br>(a - b) | Average<br>Monthly<br>Balance<br>((a+c) / 2) | Interest<br>Rate | Number of<br>Days /<br>Month | Computed<br>Interest | Ending<br>Balance with<br>Interest<br>(c + g) |
| Jun-12                 | Estimate | \$137,970  |                | \$137,970  | \$137,970                                    | 3.25%            | 30                           | \$368                | \$138,337                                     |
| Jul-12                 | Estimate | \$138,337  |                | \$138,337  | \$138,337                                    | 3.25%            | 31                           | \$381                | \$138,718                                     |
| Aug-12                 | Estimate | \$138,718  | \$4,044        | \$134,674  | \$136,696                                    | 3.25%            | 31                           | \$376                | \$135,051                                     |
| Sep-12                 | Estimate | \$135,051  | \$4,044        | \$131,007  | \$133,029                                    | 3.25%            | 30                           | \$354                | \$131,361                                     |
| Oct-12                 | Estimate | \$131,361  | \$4,044        | \$127,317  | \$129,339                                    | 3.25%            | 31                           | \$356                | \$127,673                                     |
| Nov-12                 | Estimate | \$127,673  | \$4,044        | \$123,630  | \$125,652                                    | 3.25%            | 30                           | \$335                | \$123,964                                     |
| Dec-12                 | Estimate | \$123,964  | \$4,044        | \$119,921  | \$121,942                                    | 3.25%            | 31                           | \$336                | \$120,256                                     |
| Jan-13                 | Estimate | \$120,256  | \$4,044        | \$116,212  | \$118,234                                    | 3.25%            | 31                           | \$326                | \$116,539                                     |
| Feb-13                 | Estimate | \$116,539  | \$4,044        | \$112,495  | \$114,517                                    | 3.25%            | 28                           | \$286                | \$112,780                                     |
| Mar-13                 | Estimate | \$112,780  | \$4,044        | \$108,737  | \$110,759                                    | 3.25%            | 31                           | \$306                | \$109,042                                     |
| Apr-13                 | Estimate | \$109,042  | \$4,044        | \$104,998  | \$107,020                                    | 3.25%            | 30                           | \$286                | \$105,284                                     |
| May-13                 | Estimate | \$105,284  | \$4,044        | \$101,241  | \$103,262                                    | 3.25%            | 31                           | \$285                | \$101,526                                     |
| Jun-13                 | Estimate | \$101,526  | \$4,044        | \$97,482   | \$99,504                                     | 3.25%            | 30                           | \$266                | \$97,748                                      |
| Jul-13                 | Estimate | \$97,748   | <u>\$4,044</u> | \$93,704   | \$95,726                                     | 3.25%            | 31                           | \$264                | \$93,968                                      |
| Total Aug-12 to Jul-13 |          |  | \$48,526       |  |  |                  |                              | \$3,776              |   |
| Aug-13                 | Estimate | \$93,968   | \$4,044        | \$89,924   | \$91,946                                     | 3.25%            | 31                           | \$254                | \$90,178                                      |
| Sep-13                 | Estimate | \$90,178   | \$4,044        | \$86,134   | \$88,156                                     | 3.25%            | 30                           | \$235                | \$86,370                                      |
| Oct-13                 | Estimate | \$86,370   | \$4,044        | \$82,326   | \$84,348                                     | 3.25%            | 31                           | \$233                | \$82,559                                      |
| Nov-13                 | Estimate | \$82,559   | \$4,044        | \$78,515   | \$80,537                                     | 3.25%            | 30                           | \$215                | \$78,730                                      |
| Dec-13                 | Estimate | \$78,730   | \$4,044        | \$74,686   | \$76,708                                     | 3.25%            | 31                           | \$212                | \$74,898                                      |
| Jan-14                 | Estimate | \$74,898   | \$4,044        | \$70,854   | \$72,876                                     | 3.25%            | 31                           | \$201                | \$71,055                                      |
| Feb-14                 | Estimate | \$71,055   | \$4,044        | \$67,011   | \$69,033                                     | 3.25%            | 28                           | \$172                | \$67,183                                      |
| Mar-14                 | Estimate | \$67,183   | \$4,044        | \$63,140   | \$65,161                                     | 3.25%            | 31                           | \$180                | \$63,319                                      |
| Apr-14                 | Estimate | \$63,319   | \$4,044        | \$59,276   | \$61,297                                     | 3.25%            | 30                           | \$164                | \$59,439                                      |
| May-14                 | Estimate | \$59,439   | \$4,044        | \$55,395   | \$57,417                                     | 3.25%            | 31                           | \$158                | \$55,554                                      |
| Jun-14                 | Estimate | \$55,554   | \$4,044        | \$51,510   | \$53,532                                     | 3.25%            | 30                           | \$143                | \$51,653                                      |
| Jul-14                 | Estimate | \$51,653   | <u>\$4,044</u> | \$47,609   | \$49,631                                     | 3.25%            | 31                           | <u>\$137</u>         | \$47,746                                      |
| Total Aug-13 to Jul-14 |          |  | \$48,526       |  |  |                  |                              | \$2,304              |   |
| Aug-14                 | Estimate | \$47,746   | \$4,044        | \$43,702   | \$45,724                                     | 3.25%            | 31                           | \$126                | \$43,829                                      |
| Sep-14                 | Estimate | \$43,829   | \$4,044        | \$39,785   | \$41,807                                     | 3.25%            | 30                           | \$112                | \$39,897                                      |
| Oct-14                 | Estimate | \$39,897   | \$4,044        | \$35,853   | \$37,875                                     | 3.25%            | 31                           | \$105                | \$35,957                                      |
| Nov-14                 | Estimate | \$35,957   | \$4,044        | \$31,913   | \$33,935                                     | 3.25%            | 30                           | \$91                 | \$32,004                                      |
| Dec-14                 | Estimate | \$32,004   | \$4,044        | \$27,960   | \$29,982                                     | 3.25%            | 31                           | \$83                 | \$28,043                                      |
| Jan-15                 | Estimate | \$28,043   | \$4,044        | \$23,999   | \$26,021                                     | 3.25%            | 31                           | \$72                 | \$24,071                                      |
| Feb-15                 | Estimate | \$24,071   | \$4,044        | \$20,027   | \$22,049                                     | 3.25%            | 28                           | \$55                 | \$20,082                                      |
| Mar-15                 | Estimate | \$20,082   | \$4,044        | \$16,038   | \$18,060                                     | 3.25%            | 31                           | \$50                 | \$16,088                                      |
| Apr-15                 | Estimate | \$16,088   | \$4,044        | \$12,044   | \$14,066                                     | 3.25%            | 30                           | \$38                 | \$12,082                                      |
| May-15                 | Estimate | \$12,082   | \$4,044        | \$8,038  | \$10,060                                     | 3.25%            | 31                           | \$28                 | \$8,066                                       |
| Jun-15                 | Estimate | \$8,066  | \$4,044        | \$4,022  | \$6,044                                      | 3.25%            | 30                           | \$16                 | \$4,038                                       |
| Jul-15                 | Estimate | \$4,038  | <u>\$4,044</u> | (\$6)  | \$2,016                                      | 3.25%            | 31                           | <u>\$6</u>           | (\$0)   |
| Total Aug-14 to Jul-15 |          |  | \$48,526       |  |  |                  |                              | \$780                |   |
| Total Jun-12 to Jul-15 |          |  | \$145,578      |  |  |                  |                              | \$7,608              |   |

**SCHEDULE LSM-3**  
**REDLINE TARIFFS**



NHPUC No. 3 - Electricity Delivery  
Unitil Energy Systems, Inc.

Seventh ~~Sixth~~ Revised Page 65  
Superseding ~~Issued in lieu of Fifth~~ Sixth Revised Page 65

# CALCULATION OF THE STRANDED COST CHARGE

(I)

## Uniform per kWh Charge

|  |                          |   |                      |
|--|--------------------------|---|----------------------|
| 1. <del>(Over)/under Recovery - Beginning Balance August 1, 2011</del>   | <del>(\$259,508)</del>   | (Over)/under Recovery - Beginning Balance August 1, 2012  | (\$59,251)           |
| 2. <del>Estimated Total Costs (August 2011 - July 2012)</del>  | <del>\$207,967</del>     | Estimated Total Costs (August 2012 - July 2013)   | \$210,075            |
| 3. <del>Estimated Interest (August 2011 - July 2012)</del>   | <del>(\$4,393)</del>     | Estimated Interest (August 2012 - July 2013)  | <u>(\$760)</u>       |
| 4. <del>Costs to be Recovered (L.1 + L.2 + L.3)</del>  | <del>(\$55,934)</del>    | Costs to be Recovered (L.1 + L.2 + L.3)   | \$150,064            |
| 5. <del>Estimated Calendar Month Deliveries in kWh (August 2011 - July 2012)</del>   | <del>1,253,284,906</del> | Estimated Calendar Month Deliveries in kWh (August 2012 - July 2013)  | <u>1,222,406,844</u> |
| 6. <del>Stranded Cost Charge (\$/kWh) (L.4 / L.5)</del>  | <del>(\$0.00004)</del>   | Stranded Cost Charge (\$/kWh) (L.4 / L.5)   | \$0.00012            |
| <del>Class D, D - Controlled Off Peak Water Heating, G2 - kWh meter, G2 - Quick Recovery Water Heating, G2 - Space Heating, G2 - Controlled Off Peak Water Heating, OL</del> |                          | Class D, D - Controlled Off Peak Water Heating, G2 - kWh meter, G2 - Quick Recovery Water Heating, G2 - Space Heating, G2 - Controlled Off Peak Water Heating, OL |                      |
| 7. <del>Stranded Cost Charge (\$/kWh) (L.6)</del>  | <del>(\$0.00004)</del>   | Stranded Cost Charge (\$/kWh) (L.6)   | <b>\$0.00012</b>     |
| <del>Class G2 (1)</del>  |                          | Class G2 (1)  |                      |
| 8. <del>Estimated G2 Demand Revenue (August 2011 - July 2012)</del>  | <del>(\$9,433)</del>     | Estimated G2 Demand Revenue (August 2012 - July 2013)   | \$32,826             |
| 9. <del>Estimated G2 Deliveries in kW (August 2011 - July 2012)</del>  | <del>1,385,727</del>     | Estimated G2 Deliveries in kW (August 2012 - July 2013)   | <u>1,347,415</u>     |
| 10. <del>Stranded Cost Charge (\$/kW) (L. 8 / L. 9)</del>  | <del>(\$0.01)</del>      | Stranded Cost Charge (\$/kW) (L. 8 / L. 9)  | <b>\$0.02</b>        |
| 11. <del>G2 Energy Revenue (August 2011 - July 2012)</del>   | <del>(\$4,567)</del>     | G2 Energy Revenue (August 2012 - July 2013)   | \$8,362              |
| 12. <del>Estimated G2 Calendar Month Deliveries in kWh (August 2011 - July 2012)</del>   | <del>349,998,601</del>   | Estimated G2 Calendar Month Deliveries in kWh (August 2012 - July 2013)   | <u>343,234,504</u>   |
| 13. <del>Stranded Cost Charge (\$/kWh) (L.11 / L.12)</del>   | <del>(\$0.00001)</del>   | Stranded Cost Charge (\$/kWh) (L.11 / L.12)   | <b>\$0.00002</b>     |
| <del>Class G1 (1)</del>  |                          | Class G1 (1)  |                      |
| 14. <del>Estimated G1 Demand Revenue (August 2011 - July 2012)</del>   | <del>(\$10,386)</del>    | Estimated G1 Demand Revenue (August 2012 - July 2013)   | \$31,680             |
| 15. <del>Estimated G1 Deliveries in kVA (August 2011 - July 2012)</del>  | <del>1,039,814</del>     | Estimated G1 Deliveries in kVA (August 2012 - July 2013)  | <u>1,008,743</u>     |
| 16. <del>Stranded Cost Charge (\$/kVA) (L. 14 / L. 15)</del>   | <del>(\$0.01)</del>      | Stranded Cost Charge (\$/kVA) (L. 14 / L. 15)   | <b>\$0.03</b>        |
| 17. <del>G1 Energy Revenue (August 2011 - July 2012)</del>   | <del>(\$4,475)</del>     | G1 Energy Revenue (August 2012 - July 2013)   | \$11,230             |
| 18. <del>Estimated G1 Calendar Month Deliveries in kWh (August 2011 - July 2012)</del>   | <del>371,512,494</del>   | Estimated G1 Calendar Month Deliveries in kWh (August 2012 - July 2013)   | <u>357,589,078</u>   |
| 19. <del>Stranded Cost Charge (\$/kWh) (L.17 / L.18)</del>   | <del>(\$0.00001)</del>   | Stranded Cost Charge (\$/kWh) (L.17 / L.18)   | <b>\$0.00003</b>     |

(1) Demand and energy calculated based on ratio of demand and energy revenue under current rates.

*Authorized by NHPUC Order No. 25,257 in Case No. DE 11-141, dated July 29, 2011*

Issued: ~~July 29, 2011~~ June 15, 2012  
Effective: ~~August 1, 2012~~

Issued By: Mark H. Collin  
Treasurer

EighthSeventh Revised Page 67  
Superseding SeventhIssued in lieu of Sixth Revised Page 67

# **CALCULATION OF THE EXTERNAL DELIVERY CHARGE**

(I)

|  |                          |                      |
|--|--------------------------|----------------------|
| 1. (Over)/under Recovery - Beginning Balance August 1, 2012 <del>4</del>                           | <del>(\$966,699)</del>   | (\$520,071)          |
| 2. Estimated Total Costs (August 2012 <del>4</del> - July 2013 <del>2</del> )                      | <del>\$19,521,233</del>  | \$22,007,166         |
| 3. Estimated Interest (August 2012 <del>4</del> - July 2013 <del>2</del> )                         | <del>(\$18,895)</del>    | <u>(\$9,995)</u>     |
| 4. Costs to be Recovered (L.1 + L.2 + L.3)   | \$18,535,640             | \$21,477,100         |
| 5. Estimated Calendar Month Deliveries in kWh (August 2012 <del>4</del> - July 2013 <del>2</del> ) | <del>1,253,284,906</del> | <u>1,222,406,844</u> |
| 6. External Delivery Charge (\$/kWh) (L.5/L.6)   | \$0.01479                | \$0.01757            |

*Authorized by NHPUC Order No. ~~25,257~~ in Case No. DE ~~11-141~~, dated ~~July 29, 2011~~*

Issued: June 15, 2012~~July 29, 2011~~  
Effective: August 1, 2012~~4~~

Issued By: Mark H. Collin  
Treasurer

**SUMMARY OF DELIVERY SERVICE RATES (Includes Electricity Consumption Tax)**

(I)

The effective rates listed below include an Electricity Consumption Tax, assessed in accordance with NH Statute RSA Chapter 83-E.  
This tax, collected on behalf of the State of NH by each electric utility, is based on kWh consumed.  
Each bill rendered for electric delivery service shall be calculated through the application of the effective rates as listed below.

| Class   |   | Distribution Charge* | External Delivery Charge** | External Delivery Charge** | Stranded Cost-Charge** | Stranded Cost Charge** | Storm Recovery Adjustment Factor*** | System Benefits Charge**** | Total Delivery Charges | Total Delivery Charges | Electricity Consumption Tax | Effective Delivery Rates (Incl. Electricity Consumption Tax) | Effective Delivery Rates (Incl. Electricity Consumption Tax) |
|---|---|----------------------|----------------------------|----------------------------|------------------------|------------------------|-------------------------------------|----------------------------|------------------------|------------------------|-----------------------------|--|--|
| <b>D</b>  | Customer Charge   | \$10.27              |                            |                            |                        |                        |                                     | (1)                        | <del>\$10.27</del>     | \$10.27                |                             | <del>\$10.27</del>   | \$10.27  |
|   | First 250 kWh   | \$0.02894            | <del>\$0.01479</del>       | \$0.01757                  | <del>(\$0.00004)</del> | \$0.00012              | \$0.00178                           | \$0.00330                  | <del>\$0.04877</del>   | \$0.05171              | \$0.00055                   | <del>\$0.04932</del>   | \$0.05226  |
|   | Excess 250 kWh  | \$0.03394            | <del>\$0.01479</del>       | \$0.01757                  | <del>(\$0.00004)</del> | \$0.00012              | \$0.00178                           | \$0.00330                  | <del>\$0.05377</del>   | \$0.05671              | \$0.00055                   | <del>\$0.05432</del>   | \$0.05726  |
| <b>G2</b>   | Customer Charge   | \$16.96              |                            |                            |                        |                        |                                     |                            | <del>\$16.96</del>     | \$16.96                |                             | <del>\$16.96</del>   | \$16.96  |
|   | All kW  | \$9.50               |                            |                            | <del>(\$0.01)</del>    | \$0.02                 |                                     |                            | <del>\$9.49</del>      | \$9.52                 |                             | <del>\$9.49</del>  | \$9.52   |
|   | All kWh   | \$0.00000            | <del>\$0.01479</del>       | \$0.01757                  | <del>(\$0.00001)</del> | \$0.00002              | \$0.00178                           | \$0.00330                  | <del>\$0.01986</del>   | \$0.02267              | \$0.00055                   | <del>\$0.02041</del>   | \$0.02322  |
| <b>G2 - kWh meter</b>                                   | Customer Charge   | \$12.85              |                            |                            |                        |                        |                                     |                            | <del>\$12.85</del>     | \$12.85                |                             | <del>\$12.85</del>   | \$12.85  |
|   | All kWh   | \$0.02957            | <del>\$0.01479</del>       | \$0.01757                  | <del>(\$0.00004)</del> | \$0.00012              | \$0.00178                           | \$0.00330                  | <del>\$0.04940</del>   | \$0.05234              | \$0.00055                   | <del>\$0.04995</del>   | \$0.05289  |
| <b>G2 - Quick Recovery Water Heat and/or Space Heat</b> | Customer Charge   | \$5.76               |                            |                            |                        |                        |                                     |                            | <del>\$5.76</del>      | \$5.76                 |                             | <del>\$5.76</del>  | \$5.76   |
|   | All kWh   | \$0.02832            | <del>\$0.01479</del>       | \$0.01757                  | <del>(\$0.00004)</del> | \$0.00012              | \$0.00178                           | \$0.00330                  | <del>\$0.04815</del>   | \$0.05109              | \$0.00055                   | <del>\$0.04870</del>   | \$0.05164  |
| <b>G1</b>   | Customer Charge   | \$89.53              | Secondary Voltage          |                            |                        |                        |                                     |                            | <del>\$89.53</del>     | \$89.53                |                             | <del>\$89.53</del>   | \$89.53  |
|   | Customer Charge   | \$53.06              | Primary Voltage            |                            |                        |                        |                                     |                            | <del>\$53.06</del>     | \$53.06                |                             | <del>\$53.06</del>   | \$53.06  |
|   | All kVA   | \$6.42               |                            |                            | <del>(\$0.01)</del>    | \$0.03                 |                                     |                            | <del>\$6.41</del>      | \$6.45                 |                             | <del>\$6.41</del>  | \$6.45   |
|   | All kWh   | \$0.00000            | <del>\$0.01479</del>       | \$0.01757                  | <del>(\$0.00001)</del> | \$0.00003              | \$0.00178                           | \$0.00330                  | <del>\$0.01986</del>   | \$0.02268              | \$0.00055                   | <del>\$0.02041</del>   | \$0.02323  |
| <b>ALL GENERAL</b>                                      | Transformer Ownership Credit (kW/kVA)                         |                      |                            |                            |                        |                        |                                     |                            |                        |                        |                             | (\$0.39)   |  |
|   | Voltage Discount at 4,160 Volts or Over (all kW/kVA and kWh)  |                      |                            |                            |                        |                        |                                     |                            |                        |                        |                             | 2.00%  |  |
|   | Voltage Discount at 34,500 Volts or Over (all kW/kVA and kWh) |                      |                            |                            |                        |                        |                                     |                            |                        |                        |                             | 3.50%  |  |

(1) Includes low-income portion of \$0.00150 per kWh and energy efficiency portion of \$0.00180 per kWh.

\* Authorized by NHPUC Order No. 25,355 in Case No. DE 12-055, dated April 30, 2012  
 \*\* Authorized by NHPUC Order No. 25,257 in Case No. DE 11-141, dated July 29, 2011  
 \*\*\* Authorized by NHPUC Order No. 25,351 in Case No. DE 11-277, dated April 24, 2012  
 \*\*\*\* Authorized by NHPUC Order No. 24,903 in Case No. DE 08-097, dated September 30, 2008

**SUMMARY OF DELIVERY SERVICE RATES (Includes Electricity Consumption Tax) (continued)**

(I)

| Class     | Distribution Charge* | External Delivery Charge** | Stranded Cost Charge** | Storm Recovery Adjustment Factor*** | System Benefits Charge**** | Total Delivery Charges | Electricity Consumption Tax | Effective Delivery Rates (Incl. Electricity Consumption Tax) |
|-----------|----------------------|----------------------------|------------------------|-------------------------------------|----------------------------|------------------------|-----------------------------|--|
| (1)       |                      |                            |                        |                                     |                            |                        |                             |  |
| <b>OL</b> |                      |                            |                        |                                     |                            |                        |                             |  |
| All kWh   | \$0.00000            | \$0.01479                  | (\$0.00004)            | \$0.00178                           | \$0.00330                  | \$0.01983              | \$0.00055                   | \$0.02038  |
|           |                      | \$0.01757                  | \$0.00012              |                                     |                            | \$0.02277              |                             | \$0.02332  |

*Luminaire Charges*

| Nominal Watts | Lamp Size Lumens (Approx.) | All-Night Service Monthly kWh | Midnight Service Monthly kWh | Description                 | Price Per Luminaire |          |
|---------------|----------------------------|-------------------------------|------------------------------|-----------------------------|---------------------|----------|
|               |                            |                               |                              |                             | Per Mo.             | Per Year |
| 100           | 3,500                      | 40                            | 19                           | Mercury Vapor Street        | \$10.39             | \$124.68 |
| 175           | 7,000                      | 67                            | 31                           | Mercury Vapor Street        | \$12.58             | \$150.96 |
| 250           | 11,000                     | 95                            | 44                           | Mercury Vapor Street        | \$14.44             | \$173.28 |
| 400           | 20,000                     | 154                           | 71                           | Mercury Vapor Street        | \$17.46             | \$209.52 |
| 1,000         | 60,000                     | 388                           | 180                          | Mercury Vapor Street        | \$35.99             | \$431.88 |
| 250           | 11,000                     | 95                            | 44                           | Mercury Vapor Flood         | \$15.47             | \$185.64 |
| 400           | 20,000                     | 154                           | 71                           | Mercury Vapor Flood         | \$18.78             | \$225.36 |
| 1,000         | 60,000                     | 388                           | 180                          | Mercury Vapor Flood         | \$32.01             | \$384.12 |
| 100           | 3,500                      | 40                            | 19                           | Mercury Vapor Power Bracket | \$10.51             | \$126.12 |
| 175           | 7,000                      | 67                            | 31                           | Mercury Vapor Power Bracket | \$11.80             | \$141.60 |
| 50            | 4,000                      | 21                            | 10                           | Sodium Vapor Street         | \$10.61             | \$127.32 |
| 100           | 9,500                      | 43                            | 20                           | Sodium Vapor Street         | \$12.11             | \$145.32 |
| 150           | 16,000                     | 60                            | 28                           | Sodium Vapor Street         | \$12.16             | \$145.92 |
| 250           | 30,000                     | 101                           | 47                           | Sodium Vapor Street         | \$15.58             | \$186.96 |
| 400           | 50,000                     | 161                           | 75                           | Sodium Vapor Street         | \$19.99             | \$239.88 |
| 1,000         | 140,000                    | 398                           | 185                          | Sodium Vapor Street         | \$35.53             | \$426.36 |
| 150           | 16,000                     | 60                            | 28                           | Sodium Vapor Flood          | \$14.23             | \$170.76 |
| 250           | 30,000                     | 101                           | 47                           | Sodium Vapor Flood          | \$17.02             | \$204.24 |
| 400           | 50,000                     | 161                           | 75                           | Sodium Vapor Flood          | \$19.52             | \$234.24 |
| 1,000         | 140,000                    | 398                           | 185                          | Sodium Vapor Flood          | \$35.85             | \$430.20 |
| 50            | 4,000                      | 21                            | 10                           | Sodium Vapor Power Bracket  | \$9.71              | \$116.52 |
| 100           | 9,500                      | 43                            | 20                           | Sodium Vapor Power Bracket  | \$11.07             | \$132.84 |
| 175           | 8,800                      | 66                            | 31                           | Metal Halide Street         | \$16.26             | \$195.12 |
| 250           | 13,500                     | 92                            | 43                           | Metal Halide Street         | \$17.81             | \$213.72 |
| 400           | 23,500                     | 148                           | 69                           | Metal Halide Street         | \$18.51             | \$222.12 |
| 175           | 8,800                      | 66                            | 31                           | Metal Halide Flood          | \$19.00             | \$228.00 |
| 250           | 13,500                     | 92                            | 43                           | Metal Halide Flood          | \$20.62             | \$247.44 |
| 400           | 23,500                     | 148                           | 69                           | Metal Halide Flood          | \$20.66             | \$247.92 |
| 175           | 8,800                      | 66                            | 31                           | Metal Halide Power Bracket  | \$15.13             | \$181.56 |
| 250           | 13,500                     | 92                            | 43                           | Metal Halide Power Bracket  | \$16.17             | \$194.04 |
| 400           | 23,500                     | 148                           | 69                           | Metal Halide Power Bracket  | \$17.38             | \$208.56 |

(1) Includes low-income portion of \$0.00150 per kWh and energy efficiency portion of \$0.00180 per kWh.

\* Authorized by NHPUC Order No. 25,355 in Case No. DE 12-055, dated April 30, 2012

\*\* Authorized by NHPUC Order No. 25,257 in Case No. DE 11-144, dated July 29, 2011

\*\*\* Authorized by NHPUC Order No. 25,351 in Case No. DE 11-277, dated April 24, 2012

\*\*\*\* Authorized by NHPUC Order No. 24,903 in Case No. DE 08-097, dated September 30, 2008

***SUMMARY OF LOW-INCOME  
 ELECTRIC ASSISTANCE PROGRAM DISCOUNTS***

(R)

**Low-Income Electric Assistance Program (LI-EAP) Discounts for Eligible Customers**

| <b><u>Rate D</u></b> |   |                 |                 |                                |                                |
|----------------------|---|-----------------|-----------------|--------------------------------|--------------------------------|
| <u>Tier</u>          | <u>Percentage of<br/>Federal Poverty Guidelines</u> | <u>Discount</u> | <u>Blocks</u>   | <u>LI-EAP<br/>Discount (1)</u> | <u>LI-EAP<br/>Discount (1)</u> |
| 1 (2)                | 176 - 185   | 5%              | Customer Charge | <del>(\$0.51)</del>            | (\$0.51)                       |
|                      |   |                 | First 250 kWh   | <del>(\$0.00590)</del>         | (\$0.00604)                    |
|                      |   |                 | Next 450 kWh    | <del>(\$0.00615)</del>         | (\$0.00629)                    |
|                      |   |                 | Excess 700 kWh  | <del>\$0.00000</del>           | \$0.00000                      |
| 2                    | 151 - 175   | 7%              | Customer Charge | <del>(\$0.72)</del>            | (\$0.72)                       |
|                      |   |                 | First 250 kWh   | <del>(\$0.00825)</del>         | (\$0.00846)                    |
|                      |   |                 | Next 450 kWh    | <del>(\$0.00860)</del>         | (\$0.00881)                    |
|                      |   |                 | Excess 700 kWh  | <del>\$0.00000</del>           | \$0.00000                      |
| 3                    | 126 - 150   | 18%             | Customer Charge | <del>(\$1.85)</del>            | (\$1.85)                       |
|                      |   |                 | First 250 kWh   | <del>(\$0.02122)</del>         | (\$0.02175)                    |
|                      |   |                 | Next 450 kWh    | <del>(\$0.02212)</del>         | (\$0.02265)                    |
|                      |   |                 | Excess 700 kWh  | <del>\$0.00000</del>           | \$0.00000                      |
| 4                    | 101 - 125   | 33%             | Customer Charge | <del>(\$3.39)</del>            | (\$3.39)                       |
|                      |   |                 | First 250 kWh   | <del>(\$0.03891)</del>         | (\$0.03988)                    |
|                      |   |                 | Next 450 kWh    | <del>(\$0.04056)</del>         | (\$0.04153)                    |
|                      |   |                 | Excess 700 kWh  | <del>\$0.00000</del>           | \$0.00000                      |
| 5                    | 76 - 100  | 48%             | Customer Charge | <del>(\$4.93)</del>            | (\$4.93)                       |
|                      |   |                 | First 250 kWh   | <del>(\$0.05659)</del>         | (\$0.05800)                    |
|                      |   |                 | Next 450 kWh    | <del>(\$0.05899)</del>         | (\$0.06040)                    |
|                      |   |                 | Excess 700 kWh  | <del>\$0.00000</del>           | \$0.00000                      |
| 6                    | 0 - 75  | 70%             | Customer Charge | <del>(\$7.19)</del>            | (\$7.19)                       |
|                      |   |                 | First 250 kWh   | <del>(\$0.08253)</del>         | (\$0.08459)                    |
|                      |   |                 | Next 450 kWh    | <del>(\$0.08603)</del>         | (\$0.08809)                    |
|                      |   |                 | Excess 700 kWh  | <del>\$0.00000</del>           | \$0.00000                      |

(1) Total utility charges from Page 4 (excluding the Electricity Consumption Tax) plus  
 Non-G1 class Fixed Default Service Rate multiplied by the appropriate discount.

(2) Not available to new applicants.

Authorized by NHPUC Order No. ~~25,355~~ in Case No. ~~DE-12-055~~, dated ~~April 30, 2012~~

Issued: June 15~~May 1~~, 2012  
 Effective: August~~May~~ 1, 2012

Issued By: Mark H. Collin  
 Treasurer

## **SCHEDULE LSM-4**

### **BILL IMPACTS**

**Unitil Energy Systems, Inc.**  
**Typical Bill Impacts by Rate Component**

**Residential Rate D 500 kWh Bill**

|                          | 5/1/2012            | 8/1/2012          |                   |                      |                         |                   | %                               |
|--------------------------|---------------------|-------------------|-------------------|----------------------|-------------------------|-------------------|---------------------------------|
| <u>Rate Components</u>   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u> | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge          | \$10.27             | \$10.27           | \$0.00            | \$10.27              | \$10.27                 | \$0.00            | 0.0%                            |
|                          | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                   |                      |                         |                   |                                 |
| Distribution Charge      |                     |                   |                   |                      |                         |                   |                                 |
| First 250 kWh            | \$0.02894           | \$0.02894         | \$0.00000         | \$7.24               | \$7.24                  | \$0.00            | 0.0%                            |
| Excess 250 kWh           | \$0.03394           | \$0.03394         | \$0.00000         | \$8.49               | \$8.49                  | \$0.00            | 0.0%                            |
| External Delivery Charge | \$0.01479           | \$0.01757         | \$0.00278         | \$7.40               | \$8.79                  | \$1.39            | 2.0%                            |
| Stranded Cost Charge     | (\$0.00004)         | \$0.00012         | \$0.00016         | (\$0.02)             | \$0.06                  | \$0.08            | 0.1%                            |
| Storm Recovery Adj.      | \$0.00178           | \$0.00178         | \$0.00000         | \$0.89               | \$0.89                  | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330           | \$0.00330         | \$0.00000         | \$1.65               | \$1.65                  | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.06913</u>    | <u>\$0.06913</u>  | <u>\$0.00000</u>  | <u>\$34.57</u>       | <u>\$34.57</u>          | <u>\$0.00</u>     | <u>0.0%</u>                     |
| First 250 kWh            | \$0.11790           | \$0.12084         | \$0.00294         |                      |                         |                   |                                 |
| Excess 250 kWh           | \$0.12290           | \$0.12584         | \$0.00294         |                      |                         |                   |                                 |
| Total Bill               |                     |                   |                   | \$70.47              | \$71.94                 | \$1.47            | 2.1%                            |

\* Impacts do not include the Electricity Consumption Tax.

**Unitil Energy Systems, Inc.**  
**Typical Bill Impacts by Rate Component**

| <b><u>Regular General G2 Quick Recovery Water Heating and Space Heating 2,000 kWh Typical Bill</u></b> |                     |                   |                   |                      |                         |                   |                                 |
|--|---------------------|-------------------|-------------------|----------------------|-------------------------|-------------------|---------------------------------|
|  | 5/1/2012            | 8/1/2012          |                   |                      |                         |                   | %                               |
| <u>Rate Components</u>   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u> | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge  | \$5.76              | \$5.76            | \$0.00            | \$5.76               | \$5.76                  | \$0.00            | 0.0%                            |
|  | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                   |                      |                         |                   |                                 |
| Distribution Charge  | \$0.02832           | \$0.02832         | \$0.00000         | \$56.64              | \$56.64                 | \$0.00            | 0.0%                            |
| External Delivery Charge   | \$0.01479           | \$0.01757         | \$0.00278         | \$29.58              | \$35.14                 | \$5.56            | 2.3%                            |
| Stranded Cost Charge   | (\$0.00004)         | \$0.00012         | \$0.00016         | (\$0.08)             | \$0.24                  | \$0.32            | 0.1%                            |
| Storm Recovery Adj.  | \$0.00178           | \$0.00178         | \$0.00000         | \$3.56               | \$3.56                  | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330           | \$0.00330         | \$0.00000         | \$6.60               | \$6.60                  | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.06913</u>    | <u>\$0.06913</u>  | <u>\$0.00000</u>  | <u>\$138.26</u>      | <u>\$138.26</u>         | <u>\$0.00</u>     | <u>0.0%</u>                     |
| Total  | \$0.11728           | \$0.12022         | \$0.00294         | \$234.56             | \$240.44                | \$5.88            | 2.4%                            |
| Total Bill   |                     |                   |                   | \$240.32             | \$246.20                | \$5.88            | 2.4%                            |

| <b><u>Regular General G2 kWh Meter 125 kWh Typical Bill</u></b> |                     |                   |                   |                      |                         |                   |                                 |
|---|---------------------|-------------------|-------------------|----------------------|-------------------------|-------------------|---------------------------------|
|   | 5/1/2012            | 8/1/2012          |                   |                      |                         |                   | %                               |
| <u>Rate Components</u>  | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u> | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge   | \$12.85             | \$12.85           | \$0.00            | \$12.85              | \$12.85                 | \$0.00            | 0.0%                            |
|   | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                   |                      |                         |                   |                                 |
| Distribution Charge   | \$0.02957           | \$0.02957         | \$0.00000         | \$3.70               | \$3.70                  | \$0.00            | 0.0%                            |
| External Delivery Charge  | \$0.01479           | \$0.01757         | \$0.00278         | \$1.85               | \$2.20                  | \$0.35            | 1.3%                            |
| Stranded Cost Charge  | (\$0.00004)         | \$0.00012         | \$0.00016         | (\$0.01)             | \$0.02                  | \$0.02            | 0.1%                            |
| Storm Recovery Adj.   | \$0.00178           | \$0.00178         | \$0.00000         | \$0.22               | \$0.22                  | \$0.00            | 0.0%                            |
| System Benefits Charge  | \$0.00330           | \$0.00330         | \$0.00000         | \$0.41               | \$0.41                  | \$0.00            | 0.0%                            |
| Default Service Charge  | <u>\$0.06913</u>    | <u>\$0.06913</u>  | <u>\$0.00000</u>  | <u>\$8.64</u>        | <u>\$8.64</u>           | <u>\$0.00</u>     | <u>0.0%</u>                     |
| Total   | \$0.11853           | \$0.12147         | \$0.00294         | \$14.82              | \$15.18                 | \$0.37            | 1.3%                            |
| Total Bill  |                     |                   |                   | \$27.67              | \$28.03                 | \$0.37            | 1.3%                            |

\* Impacts do not include the Electricity Consumption Tax.



**Unitil Energy Systems, Inc.**  
**Typical Bill Impacts by Rate Component**

| <b><u>Regular General G2 Demand, 10 kW, 3,000 kWh Typical Bill</u></b> |                      |                      |                   |                      |                         |                   |                                 |
|--|----------------------|----------------------|-------------------|----------------------|-------------------------|-------------------|---------------------------------|
|  | 5/1/2012             | 8/1/2012             |                   |                      |                         |                   | %                               |
| <u>Rate Components</u>   | <u>Current Rate</u>  | <u>As Revised</u>    | <u>Difference</u> | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge  | \$16.96              | \$16.96              | \$0.00            | \$16.96              | \$16.96                 | \$0.00            | 0.0%                            |
|  | <b><u>All kW</u></b> | <b><u>All kW</u></b> |                   |                      |                         |                   |                                 |
| Distribution Charge  | \$9.50               | \$9.50               | \$0.00            | \$95.00              | \$95.00                 | \$0.00            | 0.0%                            |
| Stranded Cost Charge   | <u>(\$0.01)</u>      | <u>\$0.02</u>        | <u>\$0.03</u>     | <u>(\$0.10)</u>      | <u>\$0.20</u>           | <u>\$0.30</u>     | <u>0.1%</u>                     |
| Total  | \$9.49               | \$9.52               | \$0.03            | \$94.90              | \$95.20                 | \$0.30            | 0.1%                            |
|  | <b><u>\$/kWh</u></b> | <b><u>\$/kWh</u></b> |                   |                      |                         |                   |                                 |
| Distribution Charge  | \$0.00000            | \$0.00000            | \$0.00000         | \$0.00               | \$0.00                  | \$0.00            | 0.0%                            |
| External Delivery Charge   | \$0.01479            | \$0.01757            | \$0.00278         | \$44.37              | \$52.71                 | \$8.34            | 2.2%                            |
| Stranded Cost Charge   | <u>(\$0.00001)</u>   | <u>\$0.00002</u>     | <u>\$0.00003</u>  | <u>(\$0.03)</u>      | <u>\$0.06</u>           | <u>\$0.09</u>     | <u>0.0%</u>                     |
| Storm Recovery Adj.  | \$0.00178            | \$0.00178            | \$0.00000         | \$5.34               | \$5.34                  | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330            | \$0.00330            | \$0.00000         | \$9.90               | \$9.90                  | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.06913</u>     | <u>\$0.06913</u>     | <u>\$0.00000</u>  | <u>\$207.39</u>      | <u>\$207.39</u>         | <u>\$0.00</u>     | <u>0.0%</u>                     |
| Total  | \$0.08899            | \$0.09180            | \$0.00281         | \$266.97             | \$275.40                | \$8.43            | 2.2%                            |
| Total Bill   |                      |                      |                   | \$378.83             | \$387.56                | \$8.73            | 2.3%                            |

  

| <b><u>Large General - G1 550 kVa, 200,000 kWh Typical Bill</u></b> |                       |                       |                   |                      |                         |                   |                                 |
|--|-----------------------|-----------------------|-------------------|----------------------|-------------------------|-------------------|---------------------------------|
|  | 5/1/2012              | 8/1/2012              |                   |                      |                         |                   | %                               |
| <u>Rate Components</u>   | <u>Current Rate</u>   | <u>As Revised</u>     | <u>Difference</u> | <u>Current Bill*</u> | <u>As Revised Bill*</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge  | \$89.53               | \$89.53               | \$0.00            | \$89.53              | \$89.53                 | \$0.00            | 0.0%                            |
|  | <b><u>All kVa</u></b> | <b><u>All kVa</u></b> |                   |                      |                         |                   |                                 |
| Distribution Charge  | \$6.42                | \$6.42                | \$0.00            | \$3,531.00           | \$3,531.00              | \$0.00            | 0.0%                            |
| Stranded Cost Charge   | <u>(\$0.01)</u>       | <u>\$0.03</u>         | <u>\$0.04</u>     | <u>(\$5.50)</u>      | <u>\$16.50</u>          | <u>\$22.00</u>    | <u>0.1%</u>                     |
| Total  | \$6.41                | \$6.45                | \$0.04            | \$3,525.50           | \$3,547.50              | \$22.00           | 0.1%                            |
|  | <b><u>\$/kWh</u></b>  | <b><u>\$/kWh</u></b>  |                   |                      |                         |                   |                                 |
| Distribution Charge  | \$0.00000             | \$0.00000             | \$0.00000         | \$0.00               | \$0.00                  | \$0.00            | 0.0%                            |
| External Delivery Charge   | \$0.01479             | \$0.01757             | \$0.00278         | \$2,958.00           | \$3,514.00              | \$556.00          | 3.4%                            |
| Stranded Cost Charge   | <u>(\$0.00001)</u>    | <u>\$0.00003</u>      | <u>\$0.00004</u>  | <u>(\$2.00)</u>      | <u>\$6.00</u>           | <u>\$8.00</u>     | <u>0.0%</u>                     |
| Storm Recovery Adj.  | \$0.00178             | \$0.00178             | \$0.00000         | \$356.00             | \$356.00                | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330             | \$0.00330             | \$0.00000         | \$660.00             | \$660.00                | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.04308</u>      | <u>\$0.04521</u>      | <u>\$0.00213</u>  | <u>\$8,616.00</u>    | <u>\$9,042.00</u>       | <u>\$426.00</u>   | <u>2.6%</u>                     |
| Total  | \$0.06294             | \$0.06789             | \$0.00495         | \$12,588.00          | \$13,578.00             | \$990.00          | 6.1%                            |
| Total Bill   |                       |                       |                   | \$16,203.03          | \$17,215.03             | \$1,012.00        | 6.2%                            |

\* Impacts do not include the Electricity Consumption Tax.

**Unitil Energy Systems, Inc.**  
**Typical Bill Impacts for Residential Rate Class based on Mean and Median Usage**

**Residential Rate D 648 kWh Bill - Mean Use\***

|                          | 5/1/2012            | 8/1/2012          |                   |                       |                          |                   | %                               |
|--------------------------|---------------------|-------------------|-------------------|-----------------------|--------------------------|-------------------|---------------------------------|
| <u>Rate Components</u>   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u> | <u>Current Bill**</u> | <u>As Revised Bill**</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge          | \$10.27             | \$10.27           | \$0.00            | \$10.27               | \$10.27                  | \$0.00            | 0.0%                            |
|                          | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                   |                       |                          |                   |                                 |
| Distribution Charge      |                     |                   |                   |                       |                          |                   |                                 |
| First 250 kWh            | \$0.02894           | \$0.02894         | \$0.00000         | \$7.24                | \$7.24                   | \$0.00            | 0.0%                            |
| Excess 250 kWh           | \$0.03394           | \$0.03394         | \$0.00000         | \$13.51               | \$13.51                  | \$0.00            | 0.0%                            |
| External Delivery Charge | \$0.01479           | \$0.01757         | \$0.00278         | \$9.58                | \$11.39                  | \$1.80            | 2.0%                            |
| Stranded Cost Charge     | (\$0.00004)         | \$0.00012         | \$0.00016         | (\$0.03)              | \$0.08                   | \$0.10            | 0.1%                            |
| Storm Recovery Adj.      | \$0.00178           | \$0.00178         | \$0.00000         | \$1.15                | \$1.15                   | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330           | \$0.00330         | \$0.00000         | \$2.14                | \$2.14                   | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.06913</u>    | <u>\$0.06913</u>  | <u>\$0.00000</u>  | <u>\$44.80</u>        | <u>\$44.80</u>           | <u>\$0.00</u>     | <u>0.0%</u>                     |
| First 250 kWh            | \$0.11790           | \$0.12084         | \$0.00294         |                       |                          |                   |                                 |
| Excess 250 kWh           | \$0.12290           | \$0.12584         | \$0.00294         |                       |                          |                   |                                 |
| Total Bill               |                     |                   |                   | \$88.66               | \$90.56                  | \$1.91            | 2.1%                            |

**Residential Rate D 543 kWh Bill - Median Use\***

|                          | 5/1/2012            | 8/1/2012          |                   |                       |                          |                   | %                               |
|--------------------------|---------------------|-------------------|-------------------|-----------------------|--------------------------|-------------------|---------------------------------|
| <u>Rate Components</u>   | <u>Current Rate</u> | <u>As Revised</u> | <u>Difference</u> | <u>Current Bill**</u> | <u>As Revised Bill**</u> | <u>Difference</u> | <u>Difference to Total Bill</u> |
| Customer Charge          | \$10.27             | \$10.27           | \$0.00            | \$10.27               | \$10.27                  | \$0.00            | 0.0%                            |
|                          | <u>\$/kWh</u>       | <u>\$/kWh</u>     |                   |                       |                          |                   |                                 |
| Distribution Charge      |                     |                   |                   |                       |                          |                   |                                 |
| First 250 kWh            | \$0.02894           | \$0.02894         | \$0.00000         | \$7.24                | \$7.24                   | \$0.00            | 0.0%                            |
| Excess 250 kWh           | \$0.03394           | \$0.03394         | \$0.00000         | \$9.94                | \$9.94                   | \$0.00            | 0.0%                            |
| External Delivery Charge | \$0.01479           | \$0.01757         | \$0.00278         | \$8.03                | \$9.54                   | \$1.51            | 2.0%                            |
| Stranded Cost Charge     | (\$0.00004)         | \$0.00012         | \$0.00016         | (\$0.02)              | \$0.07                   | \$0.09            | 0.1%                            |
| Storm Recovery Adj.      | \$0.00178           | \$0.00178         | \$0.00000         | \$0.97                | \$0.97                   | \$0.00            | 0.0%                            |
| System Benefits Charge   | \$0.00330           | \$0.00330         | \$0.00000         | \$1.79                | \$1.79                   | \$0.00            | 0.0%                            |
| Default Service Charge   | <u>\$0.06913</u>    | <u>\$0.06913</u>  | <u>\$0.00000</u>  | <u>\$37.54</u>        | <u>\$37.54</u>           | <u>\$0.00</u>     | <u>0.0%</u>                     |
| First 250 kWh            | \$0.11790           | \$0.12084         | \$0.00294         |                       |                          |                   |                                 |
| Excess 250 kWh           | \$0.12290           | \$0.12584         | \$0.00294         |                       |                          |                   |                                 |
| Total Bill               |                     |                   |                   | \$75.75               | \$77.35                  | \$1.60            | 2.1%                            |

\* Based on billing period March 2011 through February 2012.

\*\* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.  
Average Class Bill Impacts  
Due to Proposed Rate Changes Effective August 1, 2012

| (A)<br><u>Class of Service</u> | (B)<br>Annual Number<br>of Customers (luminaires<br>for Outdoor Lighting) | (C)<br>Annual<br>kWh<br>Sales | (D)<br>Annual<br>kW / kVA<br>Sales | (E)<br>Proposed<br>DSC<br>Change \$ | (F)<br>Proposed<br>SCC<br>Change \$ | (G)<br>Proposed<br>EDC<br>Change \$ | (H)<br>Estimated Annual<br>Revenue \$ Under<br>Present Rates | (I)<br>Estimated Annual<br>Revenue \$ Under<br>Proposed Rates | (J)<br>Proposed<br>Net Change<br>Revenue \$ | (K)<br>% Change<br>DSC<br>Revenue | (L)<br>% Change<br>Net SCC &<br>EDC Revenue | (M)<br>% Change<br>Net<br>Revenue |
|--------------------------------|---|-------------------------------|------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|--|---|---|-----------------------------------|---|-----------------------------------|
| Residential                    | 763,694   | 480,638,599                   | n/a                                | \$0                                 | \$76,902                            | \$1,336,175                         | \$66,049,576   | \$67,462,654  | \$1,413,077                                 | 0.0%                              | 2.1%  | 2.1%                              |
| General Service                | 129,249   | 340,275,469                   | 1,301,458                          | \$0                                 | \$54,444                            | \$945,966                           | \$44,932,247   | \$45,932,657  | \$1,000,410                                 | 0.0%                              | 2.2%  | 2.2%                              |
| Large General Service          | 1,814   | 347,650,754                   | 989,158                            | \$740,496                           | \$55,624                            | \$966,469                           | \$28,207,328   | \$29,969,917  | \$1,762,589                                 | 2.6%                              | 3.6%  | 6.2%                              |
| Outdoor Lighting               | 115,819   | 8,988,739                     | n/a                                | \$0                                 | \$1,438                             | \$24,989                            | \$2,401,686  | \$2,428,113   | \$26,427                                    | 0.0%                              | 1.1%  | 1.1%                              |
| Total                          | 1,010,576   | 1,177,553,561                 |                                    | \$740,496                           | \$188,409                           | \$3,273,599                         | \$141,590,837  | \$145,793,341   | \$4,202,504                                 | 0.5%                              | 2.4%  | 3.0%                              |

(B), (C), (D) Test year billing determinants in DE 10-055

(E), (F), (G) Difference in proposed rate and current rate, times the billing determinants shown in Column (C). The DSC for the G1 class used in this analysis are based on the average of the DSC for each 3-month period, August-October 2012 versus May-July 2012.

(H) Based on current rates times billing determinants shown in Columns (B), (C) and (D).

(I) Sum of Columns (E) through (H)

(J) Column (I) minus Column (H)

(K) Column (E) divided by Column (H)

(L) Column (F) + Column (G) divided by Column (H)

(M) Column (J) divided by Column (H)

| <b>Unitil Energy Systems, Inc.</b><br><b>Typical Bill Impacts - May 1, 2012 versus August 1, 2012</b><br><b>Impacts do NOT include the Electricity Consumption Tax</b><br><b>Impact on D Rate Customers</b> |  |  |                             |                                   |
|---|--|--|-----------------------------|-----------------------------------|
| <b>Average<br/>kWh</b>  | <b>Total Bill<br/>Using Rates<br/>5/1/2012</b> | <b>Total Bill<br/>Using Rates<br/>8/1/2012</b> | <b>Total<br/>Difference</b> | <b>%<br/>Total<br/>Difference</b> |
| 125   | \$25.01  | \$25.38  | \$0.37                      | 1.5%                              |
| 250   | \$39.75  | \$40.48  | \$0.73                      | 1.8%                              |
| 500   | \$70.47  | \$71.94  | \$1.47                      | 2.1%                              |
| 600   | \$82.76  | \$84.52  | \$1.76                      | 2.1%                              |
| 750   | \$101.20                                       | \$103.40                                       | \$2.21                      | 2.2%                              |
| 1,000   | \$131.92                                       | \$134.86                                       | \$2.94                      | 2.2%                              |
| 1,250   | \$162.65                                       | \$166.32                                       | \$3.68                      | 2.3%                              |
| 1,500   | \$193.37                                       | \$197.78                                       | \$4.41                      | 2.3%                              |
| 2,000   | \$254.82                                       | \$260.70                                       | \$5.88                      | 2.3%                              |
| 3,500   | \$439.17                                       | \$449.46                                       | \$10.29                     | 2.3%                              |
| 5,000   | \$623.52                                       | \$638.22                                       | \$14.70                     | 2.4%                              |

  

|                                    | <b>Rates - Effective<br/>May 1, 2012</b> | <b>Rates - Proposed<br/>August 1, 2012</b> | <b>Difference</b> |
|------------------------------------|--|--|-------------------|
| Customer Charge                    | <b>\$10.27</b>                           | <b>\$10.27</b>                             | <b>\$0.00</b>     |
|                                    | <b>kWh</b>                               | <b>kWh</b>                                 | <b>kWh</b>        |
| Distribution Charge: First 250 kWh | \$0.02894                                | \$0.02894                                  | \$0.00000         |
| Excess 250 kWh                     | \$0.03394                                | \$0.03394                                  | \$0.00000         |
| External Delivery Charge           | \$0.01479                                | \$0.01757                                  | \$0.00278         |
| Stranded Cost Charge               | (\$0.00004)                              | \$0.00012                                  | \$0.00016         |
| Storm Recovery Adjustment Factor   | \$0.00178                                | \$0.00178                                  | \$0.00000         |
| System Benefits Charge             | \$0.00330                                | \$0.00330                                  | \$0.00000         |
| Default Service Charge             | \$0.06913                                | \$0.06913                                  | \$0.00000         |
| <b>TOTAL</b> First 250 kWh         | <b>\$0.11790</b>                         | <b>\$0.12084</b>                           | <b>\$0.00294</b>  |
| Excess 250 kWh                     | <b>\$0.12290</b>                         | <b>\$0.12584</b>                           | <b>\$0.00294</b>  |

| Unitil Energy Systems, Inc.                              |                                      |  |                                 |                                 |                  |                    |
|--|--------------------------------------|--|---------------------------------|---------------------------------|------------------|--------------------|
| Typical Bill Impacts - May 1, 2012 versus August 1, 2012 |                                      |  |                                 |                                 |                  |                    |
| Impacts do NOT include the Electricity Consumption Tax   |                                      |  |                                 |                                 |                  |                    |
| Impact on G2 Rate Customers                              |                                      |  |                                 |                                 |                  |                    |
| Load Factor  | Average Monthly kW                   | Average Monthly kWh                    | Total Bill Using Rates 5/1/2012 | Total Bill Using Rates 8/1/2012 | Total Difference | % Total Difference |
| 20%  | 5                                    | 730                                    | \$129.37                        | \$131.42                        | \$2.05           | 1.6%               |
| 20%  | 10                                   | 1,460                                  | \$241.79                        | \$245.89                        | \$4.10           | 1.7%               |
| 20%  | 15                                   | 2,190                                  | \$354.20                        | \$360.35                        | \$6.15           | 1.7%               |
| 20%  | 25                                   | 3,650                                  | \$579.02                        | \$589.28                        | \$10.26          | 1.8%               |
| 20%  | 50                                   | 7,300                                  | \$1,141.09                      | \$1,161.60                      | \$20.51          | 1.8%               |
| 20%  | 75                                   | 10,950                                 | \$1,703.15                      | \$1,733.92                      | \$30.77          | 1.8%               |
| 20%  | 100                                  | 14,600                                 | \$2,265.21                      | \$2,306.24                      | \$41.03          | 1.8%               |
| 20%  | 150                                  | 21,900                                 | \$3,389.34                      | \$3,450.88                      | \$61.54          | 1.8%               |
|  |                                      |  |                                 |                                 |                  |                    |
| 36%  | 5                                    | 1,314                                  | \$181.34                        | \$185.04                        | \$3.69           | 2.0%               |
| 36%  | 10                                   | 2,628                                  | \$345.73                        | \$353.11                        | \$7.38           | 2.1%               |
| 36%  | 15                                   | 3,942                                  | \$510.11                        | \$521.19                        | \$11.08          | 2.2%               |
| 36%  | 25                                   | 6,570                                  | \$838.87                        | \$857.34                        | \$18.46          | 2.2%               |
| 36%  | 50                                   | 13,140                                 | \$1,660.79                      | \$1,697.71                      | \$36.92          | 2.2%               |
| 36%  | 75                                   | 19,710                                 | \$2,482.70                      | \$2,538.09                      | \$55.39          | 2.2%               |
| 36%  | 100                                  | 26,280                                 | \$3,304.62                      | \$3,378.46                      | \$73.85          | 2.2%               |
| 36%  | 150                                  | 39,420                                 | \$4,948.45                      | \$5,059.22                      | \$110.77         | 2.2%               |
|  |                                      |  |                                 |                                 |                  |                    |
| 50%  | 5                                    | 1,825                                  | \$226.82                        | \$231.95                        | \$5.13           | 2.3%               |
| 50%  | 10                                   | 3,650                                  | \$436.67                        | \$446.93                        | \$10.26          | 2.3%               |
| 50%  | 15                                   | 5,475                                  | \$646.53                        | \$661.92                        | \$15.38          | 2.4%               |
| 50%  | 25                                   | 9,125                                  | \$1,066.24                      | \$1,091.89                      | \$25.64          | 2.4%               |
| 50%  | 50                                   | 18,250                                 | \$2,115.53                      | \$2,166.81                      | \$51.28          | 2.4%               |
| 50%  | 75                                   | 27,375                                 | \$3,164.81                      | \$3,241.74                      | \$76.92          | 2.4%               |
| 50%  | 100                                  | 36,500                                 | \$4,214.10                      | \$4,316.66                      | \$102.57         | 2.4%               |
| 50%  | 150                                  | 54,750                                 | \$6,312.66                      | \$6,466.51                      | \$153.85         | 2.4%               |
|  |                                      |  |                                 |                                 |                  |                    |
|  | <u>Rates - Effective May 1, 2012</u> | <u>Rates - Proposed August 1, 2012</u> | <u>Difference</u>               |                                 |                  |                    |
| Customer Charge  | \$16.96                              | \$16.96                                | \$0.00                          |                                 |                  |                    |
|  | <u>All kW</u>                        | <u>All kW</u>                          | <u>All kW</u>                   |                                 |                  |                    |
| Distribution Charge                                      | \$9.50                               | \$9.50                                 | \$0.00                          |                                 |                  |                    |
| Stranded Cost Charge                                     | (\$0.01)                             | (\$0.01)                               | \$0.00                          |                                 |                  |                    |
| TOTAL  | \$9.49                               | \$9.49                                 | \$0.00                          |                                 |                  |                    |
|  | <u>kWh</u>                           | <u>kWh</u>                             | <u>kWh</u>                      |                                 |                  |                    |
| Distribution Charge                                      | \$0.00000                            | \$0.00000                              | \$0.00000                       |                                 |                  |                    |
| External Delivery Charge                                 | \$0.01479                            | \$0.01757                              | \$0.00278                       |                                 |                  |                    |
| Stranded Cost Charge                                     | (\$0.00001)                          | \$0.00002                              | \$0.00003                       |                                 |                  |                    |
| Storm Recovery Adj. Factor                               | \$0.00178                            | \$0.00178                              | \$0.00000                       |                                 |                  |                    |
| System Benefits Charge                                   | \$0.00330                            | \$0.00330                              | \$0.00000                       |                                 |                  |                    |
| Default Service Charge                                   | \$0.06913                            | \$0.06913                              | \$0.00000                       |                                 |                  |                    |
| TOTAL  | \$0.08899                            | \$0.09180                              | \$0.00281                       |                                 |                  |                    |

| <b>Unitil Energy Systems, Inc.</b><br><b>Typical Bill Impacts - May 1, 2012 versus August 1, 2012</b><br><b>Impacts do NOT include the Electricity Consumption Tax</b><br><b>Impact on G2 kWh Meter Rate Customers</b> |  |  |                             |                                   |
|--|--|--|-----------------------------|-----------------------------------|
| <b>Average<br/>Monthly<br/>kWh</b>   | <b>Total Bill<br/>Using Rates<br/>5/1/2012</b> | <b>Total Bill<br/>Using Rates<br/>8/1/2012</b> | <b>Total<br/>Difference</b> | <b>%<br/>Total<br/>Difference</b> |
| 15   | \$14.63  | \$14.67  | \$0.04                      | 0.3%                              |
| 75   | \$21.74  | \$21.96  | \$0.22                      | 1.0%                              |
| 150  | \$30.63  | \$31.07  | \$0.44                      | 1.4%                              |
| 250  | \$42.48  | \$43.22  | \$0.73                      | 1.7%                              |
| 350  | \$54.34  | \$55.36  | \$1.03                      | 1.9%                              |
| 450  | \$66.19  | \$67.51  | \$1.32                      | 2.0%                              |
| 550  | \$78.04  | \$79.66  | \$1.62                      | 2.1%                              |
| 650  | \$89.89  | \$91.81  | \$1.91                      | 2.1%                              |
| 750  | \$101.75                                       | \$103.95                                       | \$2.21                      | 2.2%                              |
| 900  | \$119.53                                       | \$122.17                                       | \$2.65                      | 2.2%                              |
|  |  |  |                             |                                   |
|  | <b>Rates - Effective<br/>May 1, 2012</b>       | <b>Rates -<br/>Proposed</b>                    | <b>Difference</b>           |                                   |
| kWh Meter Customer Charge  | <b>\$12.85</b>                                 | <b>\$12.85</b>                                 | <b>\$0.00</b>               |                                   |
|  | <b><u>All kWh</u></b>                          | <b><u>All kWh</u></b>                          | <b><u>All kWh</u></b>       |                                   |
| Distribution Charge  | \$0.02957                                      | \$0.02957                                      | \$0.00000                   |                                   |
| External Delivery Charge   | \$0.01479                                      | \$0.01757                                      | \$0.00278                   |                                   |
| Stranded Cost Charge   | (\$0.00004)                                    | \$0.00012                                      | \$0.00016                   |                                   |
| Storm Recovery Adjustment Factor   | \$0.00178                                      | \$0.00178                                      | \$0.00000                   |                                   |
| System Benefits Charge   | \$0.00330                                      | \$0.00330                                      | \$0.00000                   |                                   |
| Default Service Charge   | \$0.06913                                      | \$0.06913                                      | \$0.00000                   |                                   |
| <b>TOTAL</b>   | <b>\$0.11853</b>                               | <b>\$0.12147</b>                               | <b>\$0.00294</b>            |                                   |

| <b>Unitil Energy Systems, Inc.</b><br><b>Typical Bill Impacts - May 1, 2012 versus August 1, 2012</b><br><b>Impacts do NOT include the Electricity Consumption Tax</b><br><b>Impact on G2 QRWH and SH Rate Customers</b> |  |  |                             |                                   |
|--|--|--|-----------------------------|-----------------------------------|
| <b>Average<br/>kWh</b>   | <b>Total Bill<br/>Using Rates<br/>5/1/2012</b> | <b>Total Bill<br/>Using Rates<br/>8/1/2012</b> | <b>Total<br/>Difference</b> | <b>%<br/>Total<br/>Difference</b> |
| 100  | \$17.49  | \$17.78  | \$0.29                      | 1.7%                              |
| 200  | \$29.22  | \$29.80  | \$0.59                      | 2.0%                              |
| 300  | \$40.94  | \$41.83  | \$0.88                      | 2.2%                              |
| 400  | \$52.67  | \$53.85  | \$1.18                      | 2.2%                              |
| 500  | \$64.40  | \$65.87  | \$1.47                      | 2.3%                              |
| 750  | \$93.72  | \$95.93  | \$2.21                      | 2.4%                              |
| 1,000  | \$123.04                                       | \$125.98                                       | \$2.94                      | 2.4%                              |
| 1,500  | \$181.68                                       | \$186.09                                       | \$4.41                      | 2.4%                              |
| 2,000  | \$240.32                                       | \$246.20                                       | \$5.88                      | 2.4%                              |
| 2,500  | \$298.96                                       | \$306.31                                       | \$7.35                      | 2.5%                              |
|  |  |  |                             |                                   |
|  | <b>Rates - Effective<br/>May 1, 2012</b>       | <b>Rates - Proposed<br/>August 1, 2012</b>     | <b>Difference</b>           |                                   |
| Customer Charge  | <b>\$5.76</b>                                  | <b>\$5.76</b>                                  | <b>\$0.00</b>               |                                   |
|  | <b><u>All kWh</u></b>                          | <b><u>All kWh</u></b>                          | <b><u>All kWh</u></b>       |                                   |
| Distribution Charge  | \$0.02832                                      | \$0.02832                                      | \$0.00000                   |                                   |
| External Delivery Charge   | \$0.01479                                      | \$0.01757                                      | \$0.00278                   |                                   |
| Stranded Cost Charge   | (\$0.00004)                                    | \$0.00012                                      | \$0.00016                   |                                   |
| Storm Recovery Adjustment Factor   | \$0.00178                                      | \$0.00178                                      | \$0.00000                   |                                   |
| System Benefits Charge   | \$0.00330                                      | \$0.00330                                      | \$0.00000                   |                                   |
| Default Service Charge   | <u>\$0.06913</u>                               | <u>\$0.06913</u>                               | <u>\$0.00000</u>            |                                   |
| <b>TOTAL</b>   | <b>\$0.11728</b>                               | <b>\$0.12022</b>                               | <b>\$0.00294</b>            |                                   |

| Unitil Energy Systems, Inc.<br>Typical Bill Impacts - May 1, 2012 versus August 1, 2012<br>Impacts do NOT include the Electricity Consumption Tax<br>Impact on G1 Rate Customers |                     |                     |                                  |                                    |                  |                    |
|--|---------------------|---------------------|----------------------------------|------------------------------------|------------------|--------------------|
| Load Factor  | Average Monthly kVa | Average Monthly kWh | Total Bill Using Rates 5/1/2012  | Total Bill Using Rates 8/1/2012    | Total Difference | % Total Difference |
| 25.0%  | 200                 | 36,500              | \$3,668.84                       | \$3,849.52                         | \$180.68         | 4.9%               |
| 25.0%  | 400                 | 73,000              | \$7,248.15                       | \$7,609.50                         | \$361.35         | 5.0%               |
| 25.0%  | 600                 | 109,500             | \$10,827.46                      | \$11,369.49                        | \$542.03         | 5.0%               |
| 25.0%  | 800                 | 146,000             | \$14,406.77                      | \$15,129.47                        | \$722.70         | 5.0%               |
| 25.0%  | 1,000               | 182,500             | \$17,986.08                      | \$18,889.46                        | \$903.38         | 5.0%               |
| 25.0%  | 1,500               | 273,750             | \$26,934.36                      | \$28,289.42                        | \$1,355.06       | 5.0%               |
| 25.0%  | 2,000               | 365,000             | \$35,882.63                      | \$37,689.38                        | \$1,806.75       | 5.0%               |
| 25.0%  | 2,500               | 456,250             | \$44,830.91                      | \$47,089.34                        | \$2,258.44       | 5.0%               |
| 25.0%  | 3,000               | 547,500             | \$53,779.18                      | \$56,489.31                        | \$2,710.13       | 5.0%               |
| 40.0%  | 200                 | 58,400              | \$5,047.23                       | \$5,336.31                         | \$289.08         | 5.7%               |
| 40.0%  | 400                 | 116,800             | \$10,004.92                      | \$10,583.08                        | \$578.16         | 5.8%               |
| 40.0%  | 600                 | 175,200             | \$14,962.62                      | \$15,829.86                        | \$867.24         | 5.8%               |
| 40.0%  | 800                 | 233,600             | \$19,920.31                      | \$21,076.63                        | \$1,156.32       | 5.8%               |
| 40.0%  | 1,000               | 292,000             | \$24,878.01                      | \$26,323.41                        | \$1,445.40       | 5.8%               |
| 40.0%  | 1,500               | 438,000             | \$37,272.25                      | \$39,440.35                        | \$2,168.10       | 5.8%               |
| 40.0%  | 2,000               | 584,000             | \$49,666.49                      | \$52,557.29                        | \$2,890.80       | 5.8%               |
| 40.0%  | 2,500               | 730,000             | \$62,060.73                      | \$65,674.23                        | \$3,613.50       | 5.8%               |
| 40.0%  | 3,000               | 876,000             | \$74,454.97                      | \$78,791.17                        | \$4,336.20       | 5.8%               |
| 57.0%  | 200                 | 83,220              | \$6,609.40                       | \$7,021.34                         | \$411.94         | 6.2%               |
| 57.0%  | 400                 | 166,440             | \$13,129.26                      | \$13,953.14                        | \$823.88         | 6.3%               |
| 57.0%  | 600                 | 249,660             | \$19,649.13                      | \$20,884.95                        | \$1,235.82       | 6.3%               |
| 57.0%  | 800                 | 332,880             | \$26,169.00                      | \$27,816.75                        | \$1,647.76       | 6.3%               |
| 57.0%  | 1,000               | 416,100             | \$32,688.86                      | \$34,748.56                        | \$2,059.70       | 6.3%               |
| 57.0%  | 1,500               | 624,150             | \$48,988.53                      | \$52,078.07                        | \$3,089.54       | 6.3%               |
| 57.0%  | 2,000               | 832,200             | \$65,288.20                      | \$69,407.59                        | \$4,119.39       | 6.3%               |
| 57.0%  | 2,500               | 1,040,250           | \$81,587.87                      | \$86,737.10                        | \$5,149.24       | 6.3%               |
| 57.0%  | 3,000               | 1,248,300           | \$97,887.53                      | \$104,066.62                       | \$6,179.09       | 6.3%               |
| 71.0%  | 200                 | 103,660             | \$7,895.89                       | \$8,409.01                         | \$513.12         | 6.5%               |
| 71.0%  | 400                 | 207,320             | \$15,702.25                      | \$16,728.48                        | \$1,026.23       | 6.5%               |
| 71.0%  | 600                 | 310,980             | \$23,508.61                      | \$25,047.96                        | \$1,539.35       | 6.5%               |
| 71.0%  | 800                 | 414,640             | \$31,314.97                      | \$33,367.44                        | \$2,052.47       | 6.6%               |
| 71.0%  | 1,000               | 518,300             | \$39,121.33                      | \$41,686.92                        | \$2,565.59       | 6.6%               |
| 71.0%  | 1,500               | 777,450             | \$58,637.23                      | \$62,485.61                        | \$3,848.38       | 6.6%               |
| 71.0%  | 2,000               | 1,036,600           | \$78,153.13                      | \$83,284.30                        | \$5,131.17       | 6.6%               |
| 71.0%  | 2,500               | 1,295,750           | \$97,669.04                      | \$104,083.00                       | \$6,413.96       | 6.6%               |
| 71.0%  | 3,000               | 1,554,900           | \$117,184.94                     | \$124,881.69                       | \$7,696.76       | 6.6%               |
|  |                     |                     |                                  |                                    |                  |                    |
|  |                     |                     | Rates - Effective<br>May 1, 2012 | Rates - Proposed<br>August 1, 2012 | Difference       |                    |
| Customer Charge  |                     |                     | \$89.53                          | \$89.53                            | \$0.00           |                    |
|  |                     |                     | All kVA                          | All kVA                            | All kVA          |                    |
| Distribution Charge  |                     |                     | \$6.42                           | \$6.42                             | \$0.00           |                    |
| Stranded Cost Charge   |                     |                     | (\$0.01)                         | (\$0.01)                           | \$0.00           |                    |
| TOTAL  |                     |                     | \$6.41                           | \$6.41                             | \$0.00           |                    |
|  |                     |                     | All kWh                          | All kWh                            | All kWh          |                    |
| Distribution Charge  |                     |                     | \$0.00000                        | \$0.00000                          | \$0.00000        |                    |
| External Delivery Charge   |                     |                     | \$0.01479                        | \$0.01757                          | \$0.00278        |                    |
| Stranded Cost Charge   |                     |                     | (\$0.00001)                      | \$0.00003                          | \$0.00004        |                    |
| Storm Recovery Adjustment Factor   |                     |                     | \$0.00178                        | \$0.00178                          | \$0.00000        |                    |
| System Benefits Charge   |                     |                     | \$0.00330                        | \$0.00330                          | \$0.00000        |                    |
| Default Service Charge*  |                     |                     | \$0.04308                        | \$0.04521                          | \$0.00213        |                    |
| TOTAL  |                     |                     | \$0.06294                        | \$0.06789                          | \$0.00495        |                    |
| * Default Service Charges shown are based on the average of the DSC for each 3-month period.   |                     |                     |                                  |                                    |                  |                    |



| Unitil Energy Systems, Inc.<br>Typical Bill Impacts - May 1, 2012 versus August 1, 2012<br>Impacts do NOT include the Electricity Consumption Tax<br>Impact on OL Rate Customers* |                   |                                 |                                |                                |                                       |                                       |                     |                          |
|---|-------------------|---------------------------------|--------------------------------|--------------------------------|---------------------------------------|---------------------------------------|---------------------|--------------------------|
|   | Nominal<br>Watts  | Lumens                          | Type                           | Average<br>Monthly kWh         | Total Bill<br>Using Rates<br>5/1/2012 | Total Bill<br>Using Rates<br>8/1/2012 | Total<br>Difference | %<br>Total<br>Difference |
| <u>Mercury Vapor:</u>   |                   |                                 |                                |                                |                                       |                                       |                     |                          |
| 1   | 100               | 3,500                           | ST                             | 40                             | \$13.95                               | \$14.07                               | \$0.12              | 0.8%                     |
| 2   | 175               | 7,000                           | ST                             | 67                             | \$18.54                               | \$18.74                               | \$0.20              | 1.1%                     |
| 3   | 250               | 11,000                          | ST                             | 95                             | \$22.89                               | \$23.17                               | \$0.28              | 1.2%                     |
| 4   | 400               | 20,000                          | ST                             | 154                            | \$31.16                               | \$31.61                               | \$0.45              | 1.5%                     |
| 5   | 1,000             | 60,000                          | ST                             | 388                            | \$70.51                               | \$71.65                               | \$1.14              | 1.6%                     |
| 6   | 250               | 11,000                          | FL                             | 95                             | \$23.92                               | \$24.20                               | \$0.28              | 1.2%                     |
| 7   | 400               | 20,000                          | FL                             | 154                            | \$32.48                               | \$32.93                               | \$0.45              | 1.4%                     |
| 8   | 1,000             | 60,000                          | FL                             | 388                            | \$66.53                               | \$67.67                               | \$1.14              | 1.7%                     |
| 9   | 100               | 3,500                           | PB                             | 40                             | \$14.07                               | \$14.19                               | \$0.12              | 0.8%                     |
| 10  | 175               | 7,000                           | PB                             | 67                             | \$17.76                               | \$17.96                               | \$0.20              | 1.1%                     |
| <u>High Pressure Sodium:</u>  |                   |                                 |                                |                                |                                       |                                       |                     |                          |
| 11  | 50                | 4,000                           | ST                             | 21                             | \$12.48                               | \$12.54                               | \$0.06              | 0.5%                     |
| 12  | 100               | 9,500                           | ST                             | 43                             | \$15.94                               | \$16.06                               | \$0.13              | 0.8%                     |
| 13  | 150               | 16,000                          | ST                             | 60                             | \$17.50                               | \$17.67                               | \$0.18              | 1.0%                     |
| 14  | 250               | 30,000                          | ST                             | 101                            | \$24.56                               | \$24.86                               | \$0.30              | 1.2%                     |
| 15  | 400               | 50,000                          | ST                             | 161                            | \$34.31                               | \$34.79                               | \$0.47              | 1.4%                     |
| 16  | 1,000             | 140,000                         | ST                             | 398                            | \$70.94                               | \$72.11                               | \$1.17              | 1.6%                     |
| 17  | 150               | 16,000                          | FL                             | 60                             | \$19.57                               | \$19.74                               | \$0.18              | 0.9%                     |
| 18  | 250               | 30,000                          | FL                             | 101                            | \$26.00                               | \$26.30                               | \$0.30              | 1.1%                     |
| 19  | 400               | 50,000                          | FL                             | 161                            | \$33.84                               | \$34.32                               | \$0.47              | 1.4%                     |
| 20  | 1,000             | 140,000                         | FL                             | 398                            | \$71.26                               | \$72.43                               | \$1.17              | 1.6%                     |
| 21  | 50                | 4,000                           | PB                             | 21                             | \$11.58                               | \$11.64                               | \$0.06              | 0.5%                     |
| 22  | 100               | 9,500                           | PB                             | 43                             | \$14.90                               | \$15.02                               | \$0.13              | 0.8%                     |
| <u>Metal Halide:</u>  |                   |                                 |                                |                                |                                       |                                       |                     |                          |
| 23  | 175               | 8,800                           | ST                             | 66                             | \$22.13                               | \$22.33                               | \$0.19              | 0.9%                     |
| 24  | 250               | 13,500                          | ST                             | 92                             | \$25.99                               | \$26.26                               | \$0.27              | 1.0%                     |
| 25  | 400               | 23,500                          | ST                             | 148                            | \$31.68                               | \$32.11                               | \$0.44              | 1.4%                     |
| 26  | 175               | 8,800                           | FL                             | 66                             | \$24.87                               | \$25.07                               | \$0.19              | 0.8%                     |
| 27  | 250               | 13,500                          | FL                             | 92                             | \$28.80                               | \$29.07                               | \$0.27              | 0.9%                     |
| 28  | 400               | 23,500                          | FL                             | 148                            | \$33.83                               | \$34.26                               | \$0.44              | 1.3%                     |
| 29  | 175               | 8,800                           | PB                             | 66                             | \$21.00                               | \$21.20                               | \$0.19              | 0.9%                     |
| 30  | 250               | 13,500                          | PB                             | 92                             | \$24.35                               | \$24.62                               | \$0.27              | 1.1%                     |
| 31  | 400               | 23,500                          | PB                             | 148                            | \$30.55                               | \$30.98                               | \$0.44              | 1.4%                     |
| <u>Luminaire Charges For Year Round Service:</u>  |                   |                                 |                                |                                |                                       |                                       |                     |                          |
| <b>Rates - Effective May 1, 2012</b>  |                   |                                 |                                |                                |                                       |                                       |                     |                          |
|   |                   | <u>Mercury Vapor Rate/Mo.</u>   |                                | <u>Sodium Vapor Rate/Mo.</u>   |                                       | <u>Metal Halide Rate/Mo.</u>          |                     |                          |
| Customer Charge   | \$0.00            | 1 \$10.39                       | 11 \$10.61                     | 23 \$16.26                     |                                       |                                       |                     |                          |
|   |                   | 2 \$12.58                       | 12 \$12.11                     | 24 \$17.81                     |                                       |                                       |                     |                          |
|   | <u>All kWh</u>    | 3 \$14.44                       | 13 \$12.16                     | 25 \$18.51                     |                                       |                                       |                     |                          |
| Distribution Charge   | \$0.00000         | 4 \$17.46                       | 14 \$15.58                     | 26 \$19.00                     |                                       |                                       |                     |                          |
| External Delivery Charge  | \$0.01479         | 5 \$35.99                       | 15 \$19.99                     | 27 \$20.62                     |                                       |                                       |                     |                          |
| Stranded Cost Charge  | (\$0.00004)       | 6 \$15.47                       | 16 \$35.53                     | 28 \$20.66                     |                                       |                                       |                     |                          |
| Storm Recovery Adj. Factor  | \$0.00178         | 7 \$18.78                       | 17 \$14.23                     | 29 \$15.13                     |                                       |                                       |                     |                          |
| System Benefits Charge  | \$0.00330         | 8 \$32.01                       | 18 \$17.02                     | 30 \$16.17                     |                                       |                                       |                     |                          |
| Default Service Charge  | <u>\$0.06913</u>  | 9 \$10.51                       | 19 \$19.52                     | 31 \$17.38                     |                                       |                                       |                     |                          |
|   |                   | 10 \$11.80                      | 20 \$35.85                     |                                |                                       |                                       |                     |                          |
| <b>TOTAL</b>  | <b>\$0.08896</b>  |                                 | 21 \$9.71                      |                                |                                       |                                       |                     |                          |
|   |                   |                                 | 22 \$11.07                     |                                |                                       |                                       |                     |                          |
| <b>Rates - Proposed August 1, 2012</b>  |                   |                                 |                                |                                |                                       |                                       |                     |                          |
|   |                   | <u>Mercury Vapor Rate/Mo.</u>   |                                | <u>Sodium Vapor Rate/Mo.</u>   |                                       | <u>Metal Halide Rate/Mo.</u>          |                     |                          |
| Customer Charge   | \$0.00            | 1 \$10.39                       | 11 \$10.61                     | 23 \$16.26                     |                                       |                                       |                     |                          |
|   |                   | 2 \$12.58                       | 12 \$12.11                     | 24 \$17.81                     |                                       |                                       |                     |                          |
|   | <u>All kWh</u>    | 3 \$14.44                       | 13 \$12.16                     | 25 \$18.51                     |                                       |                                       |                     |                          |
| Distribution Charge   | \$0.00000         | 4 \$17.46                       | 14 \$15.58                     | 26 \$19.00                     |                                       |                                       |                     |                          |
| External Delivery Charge  | \$0.01757         | 5 \$35.99                       | 15 \$19.99                     | 27 \$20.62                     |                                       |                                       |                     |                          |
| Stranded Cost Charge  | \$0.00012         | 6 \$15.47                       | 16 \$35.53                     | 28 \$20.66                     |                                       |                                       |                     |                          |
| Storm Recovery Adj. Factor  | \$0.00178         | 7 \$18.78                       | 17 \$14.23                     | 29 \$15.13                     |                                       |                                       |                     |                          |
| System Benefits Charge  | \$0.00330         | 8 \$32.01                       | 18 \$17.02                     | 30 \$16.17                     |                                       |                                       |                     |                          |
| Default Service Charge  | <u>\$0.06913</u>  | 9 \$10.51                       | 19 \$19.52                     | 31 \$17.38                     |                                       |                                       |                     |                          |
|   |                   | 10 \$11.80                      | 20 \$35.85                     |                                |                                       |                                       |                     |                          |
| <b>TOTAL</b>  | <b>\$0.09190</b>  |                                 | 21 \$9.71                      |                                |                                       |                                       |                     |                          |
|   |                   |                                 | 22 \$11.07                     |                                |                                       |                                       |                     |                          |
|   | <u>Difference</u> | <u>Mercury Vapor-Difference</u> | <u>Sodium Vapor-Difference</u> | <u>Metal Halide-Difference</u> |                                       |                                       |                     |                          |
| Customer Charge   | \$0.00            | 1 \$0.00                        | 11 \$0.00                      | 23 \$0.00                      |                                       |                                       |                     |                          |
|   |                   | 2 \$0.00                        | 12 \$0.00                      | 24 \$0.00                      |                                       |                                       |                     |                          |
|   | <u>All kWh</u>    | 3 \$0.00                        | 13 \$0.00                      | 25 \$0.00                      |                                       |                                       |                     |                          |
| Distribution Charge   | \$0.00000         | 4 \$0.00                        | 14 \$0.00                      | 26 \$0.00                      |                                       |                                       |                     |                          |
| External Delivery Charge  | \$0.00278         | 5 \$0.00                        | 15 \$0.00                      | 27 \$0.00                      |                                       |                                       |                     |                          |
| Stranded Cost Charge  | \$0.00016         | 6 \$0.00                        | 16 \$0.00                      | 28 \$0.00                      |                                       |                                       |                     |                          |
| Storm Recovery Adj. Factor  | \$0.00000         | 7 \$0.00                        | 17 \$0.00                      | 29 \$0.00                      |                                       |                                       |                     |                          |
| System Benefits Charge  | \$0.00000         | 8 \$0.00                        | 18 \$0.00                      | 30 \$0.00                      |                                       |                                       |                     |                          |
| Default Service Charge  | <u>\$0.00000</u>  | 9 \$0.00                        | 19 \$0.00                      | 31 \$0.00                      |                                       |                                       |                     |                          |
|   |                   | 10 \$0.00                       | 20 \$0.00                      |                                |                                       |                                       |                     |                          |
| <b>TOTAL</b>  | <b>\$0.00294</b>  |                                 | 21 \$0.00                      |                                |                                       |                                       |                     |                          |
|   |                   |                                 | 22 \$0.00                      |                                |                                       |                                       |                     |                          |

\* Luminaire charges based on All-Night Service option.