

Input Sheet: Forecasted 2016 - 2018 figures
 In 2016 dollars

Electric	National Grid				Eversource			
	2016	2017	2018	3-Year Total	2016	2017	2018	3-Year Total
1 Goals (thousands of Annual MWh)	641.043	650.358	647.901	1,939.301	663.816	657.920	660.134	1,981.870
Benefits (\$)								
2 Residential	402,457,438	402,537,242	394,622,150	1,199,616,830	369,652,733	344,588,259	322,168,312	1,036,409,304
3 Low Income	56,688,814	56,714,745	57,457,336	170,860,895	47,311,025	46,211,734	44,990,193	138,512,952
4 <u>C&I</u>	<u>436,953,027</u>	<u>457,341,602</u>	<u>488,136,555</u>	<u>1,382,431,185</u>	<u>613,975,065</u>	<u>637,986,539</u>	<u>669,666,510</u>	<u>1,921,628,115</u>
5 Total	896,099,280	916,593,590	940,216,041	2,752,908,910	1,030,938,823	1,028,786,532	1,036,825,015	3,096,550,370
Total Costs Excluding Proposed DR Costs								
6 Residential	174,835,089	177,544,096	174,696,533	527,075,718	143,417,272	136,894,232	132,049,158	412,360,662
7 Low Income	33,962,661	33,508,805	32,777,093	100,248,559	30,536,205	29,504,902	27,930,449	87,971,556
8 <u>C&I</u>	<u>187,553,249</u>	<u>186,317,522</u>	<u>192,390,668</u>	<u>566,261,439</u>	<u>202,454,043</u>	<u>218,706,214</u>	<u>233,161,297</u>	<u>654,321,554</u>
9 Total	396,350,998	397,370,423	399,864,295	1,193,585,715	376,407,520	385,105,348	393,140,904	1,154,653,772
Performance Incentives used in preliminary Total Cost calculation								
10 Residential	6,833,921	6,919,097	7,393,864	21,146,882	-	-	-	0
11 Low Income	795,870	822,276	808,665	2,426,810	-	-	-	0
12 <u>C&I</u>	<u>7,311,555</u>	<u>7,738,125</u>	<u>8,387,444</u>	<u>23,437,124</u>	-	-	-	0
13 Total	14,941,345	15,479,498	16,589,972	47,010,815	0	0	0	0
Net Benefits excluding performance incentives								
14 Residential	234,456,270	231,912,243	227,319,480	693,687,993	226,235,461	207,694,027	190,119,154	624,048,642
15 Low Income	23,522,023	24,028,216	25,488,907	73,039,147	16,774,820	16,706,832	17,059,744	50,541,396
16 <u>C&I</u>	<u>256,711,334</u>	<u>278,762,206</u>	<u>304,133,330</u>	<u>839,606,870</u>	<u>411,521,022</u>	<u>419,280,325</u>	<u>436,505,213</u>	<u>1,267,306,561</u>
17 Total	514,689,627	534,702,665	556,941,718	1,606,334,010	654,531,303	643,681,184	643,684,111	1,941,896,598

Input Sheet: Forecasted 2016 - 2018 figures
 In 2016 dollars

Electric	Unitil				State Excluding CLC				
	2016	2017	2018	3-Year Total	2016	2017	2018	3-Year Total	
1 Goals (thousands of Annual MWh)	8,252	8,334	8,418	25,003	1,313,111	1,316,612	1,316,452	3,946,174	
Benefits (\$)									
2 Residential	5,535,573	5,780,416	5,715,070	17,031,059	777,645,744	752,905,917	722,505,532	2,253,057,193	
3 Low Income	1,313,054	1,323,282	1,321,126	3,957,461	105,312,893	104,249,761	103,768,654	313,331,308	
4 <u>C&I</u>	<u>12,067,903</u>	<u>11,673,452</u>	<u>11,792,061</u>	<u>35,533,416</u>	<u>1,062,995,995</u>	<u>1,107,001,594</u>	<u>1,169,595,126</u>	<u>3,339,592,715</u>	
5 Total	18,916,529	18,777,150	18,828,257	56,521,936	1,945,954,632	1,964,157,272	1,995,869,313	5,905,981,216	Sum of Lines 2 to 4
Total Costs Excluding Proposed DR Costs									
6 Residential	1,606,586	1,590,394	1,568,830	4,765,810	319,858,947	316,028,722	308,314,521	944,202,190	
7 Low Income	633,551	624,798	616,257	1,874,605	65,132,416	63,638,504	61,323,799	190,094,720	
8 <u>C&I</u>	<u>2,887,599</u>	<u>2,851,467</u>	<u>2,812,945</u>	<u>8,552,011</u>	<u>392,894,890</u>	<u>407,875,203</u>	<u>428,364,911</u>	<u>1,229,135,003</u>	
9 Total	5,127,735	5,066,659	4,998,033	15,192,426	777,886,253	787,542,429	798,003,232	2,363,431,914	Sum of Lines 6 to 8
Performance Incentives used in preliminary Total Cost calculation									
10 Residential	102,668	108,835	109,299	320,802	6,936,589	7,027,932	7,503,162	21,467,683	
11 Low Income	20,340	20,762	21,266	62,368	816,210	843,038	829,930	2,489,178	
12 <u>C&I</u>	<u>212,903</u>	<u>217,514</u>	<u>220,297</u>	<u>650,714</u>	<u>7,524,458</u>	<u>7,955,639</u>	<u>8,607,741</u>	<u>24,087,837</u>	
13 Total	335,911	347,111	350,861	1,033,884	15,277,256	15,826,609	16,940,833	48,044,699	Sum of Lines 10 to 12
Net Benefits excluding performance incentives									
14 Residential	4,031,655	4,298,857	4,255,539	12,586,050	464,723,386	443,905,127	421,694,173	1,330,322,686	Line 2 - (Line 6 - Line 10)
15 Low Income	699,844	719,247	726,134	2,145,224	40,996,687	41,454,295	43,274,785	125,725,766	Line 3 - (Line 7 - Line 11)
16 <u>C&I</u>	<u>9,393,207</u>	<u>9,039,499</u>	<u>9,199,413</u>	<u>27,632,119</u>	<u>677,625,563</u>	<u>707,082,031</u>	<u>749,837,956</u>	<u>2,134,545,549</u>	Line 4 - (Line 8 - Line 12)
17 Total	14,124,705	14,057,602	14,181,086	42,363,394	1,183,345,635	1,192,441,452	1,214,806,915	3,590,594,002	Sum of lines 14 to 16

**2016 - 2018 Energy Efficiency Performance Incentives
 Derivation of Performance Metric Pool (\$2016)**

<u>A. Total Performance Incentive Pool</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Total</u>	Comment
1 PA proposed goals (thousands MWh) excluding CLC	1,313	1,317	1,316	3,946	Statewide savings goals per PA plans.
2 CLC proposed goals (thousands MWh)	58	57	57	172	Savings goals proposed by CLC
3 EEAC Recommended goals (thousands MWh)				4,108	2.93% of sales projected in April 2015. See Term Sheet.
4 EEAC Recommended goals (thousands MWh) excluding CLC				3,936	Line 3 - Line 2
5 Statewide 2016 - 2018 Design Level Performance Incentives				\$ 100,000,000	Statewide electric PI pool
<u>B. Incentives Allocated by Component</u>					
6 State Benefits excluding CLC	\$ 1,945,954,632	\$ 1,964,157,272	\$ 1,995,869,313	\$ 5,905,981,216	State benefits without CLC: Electric Input, line 5
7 Percent of Pool Allocated to Savings Component				61.5%	
8 State Performance incentives to savings	\$ 20,263,561	\$ 20,453,108	\$ 20,783,331	\$ 61,500,000	Line 5 * Line 7
9 Savings payout rate	\$ 0.0104132	\$ 0.0104132	\$ 0.0104132	\$ 0.0104132	Line 8 / Line 6
10 State Net Benefits excluding CLC	\$ 1,183,345,635	\$ 1,192,441,452	\$ 1,214,806,915	\$ 3,590,594,002	State net benefits without CLC: Electric Input, Line 17
11 Percent of Pool Allocated to Value Component				38.5%	
12 State performance incentives to value	\$ 12,688,376	\$ 12,785,906	\$ 13,025,718	\$ 38,500,000	Line 5 * Line 11
13 Value Mechanism Payout Rate	\$ 0.0107225	\$ 0.0107225	\$ 0.0107225	\$ 0.0107225	Line 12 / Line 10
14 Total Statewide 2016 - 2018 Design Level Performance Incentive	\$ 32,951,937	\$ 33,239,014	\$ 33,809,049	\$ 100,000,000	Line 8 + Line 12

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2016**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		777,645,744	105,312,893	1,062,995,995	1,945,954,632	Electric Input Lines 2-4
2 Savings Payout Rate 2016		0.010413172	0.010413172	0.010413172	0.010413172	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 8,097,759	\$ 1,096,641	\$ 11,069,160	\$ 20,263,561	Line 1 times Line 2
4 Forecasted Net Benefits		464,723,386	40,996,687	677,625,563	1,183,345,635	Electric Input Lines 14-16
5 Value Payout Rate 2016		0.01072246	0.01072246	0.01072246	0.01072246	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 4,982,978	\$ 439,585	\$ 7,265,813	\$ 12,688,376	Line 4 times Line 5
7 Total Performance Incentives		\$ 13,080,737	\$ 1,536,227	\$ 18,334,973	\$ 32,951,937	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total State
Savings	61.9%	71.4%	60.4%	61.5%
Value	38.1%	28.6%	39.6%	38.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2017**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		752,905,917	104,249,761	1,107,001,594	1,964,157,272	Electric Input Lines 2-4
2 Savings Payout Rate 2017		0.010413172	0.010413172	0.010413172	0.010413172	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 7,840,139	\$ 1,085,571	\$ 11,527,398	\$ 20,453,108	Line 1 times Line 2
4 Forecasted Net Benefits		443,905,127	41,454,295	707,082,031	1,192,441,452	Electric Input Lines 14-16
5 Value Payout Rate 2017		0.01072246	0.01072246	0.01072246	0.01072246	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 4,759,755	\$ 444,492	\$ 7,581,659	\$ 12,785,906	Line 4 times Line 5
7 Total Performance Incentives		\$ 12,599,894	\$ 1,530,063	\$ 19,109,057	\$ 33,239,014	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total State
Savings	62.2%	70.9%	60.3%	61.5%
Value	37.8%	29.1%	39.7%	38.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2018**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		722,505,532	103,768,654	1,169,595,126	1,995,869,313	Electric Input Lines 2-4
2 Savings Payout Rate 2018		0.010413172	0.010413172	0.010413172	0.010413172	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 7,523,575	\$ 1,080,561	\$ 12,179,196	\$ 20,783,331	Line 1 times Line 2
4 Forecasted Net Benefits		421,694,173	43,274,785	749,837,956	1,214,806,915	Electric Input Lines 14-16
5 Value Payout Rate 2018		0.01072246	0.01072246	0.01072246	0.01072246	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 4,521,599	\$ 464,012	\$ 8,040,107	\$ 13,025,718	Line 4 times Line 5
7 Total Performance Incentives		\$ 12,045,173	\$ 1,544,573	\$ 20,219,303	\$ 33,809,049	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total State
Savings	62.5%	70.0%	60.2%	61.5%
Value	37.5%	30.0%	39.8%	38.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2016 - 2018**

State	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 2,253,057,193	\$ 313,331,308	\$ 3,339,592,715	\$ 5,905,981,216	Electric Input Lines 2-4
2 Savings Payout Rate 2016 - 2018		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 23,461,473	\$ 3,262,773	\$ 34,775,754	\$ 61,500,000	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 1,330,322,686	\$ 125,725,766	\$ 2,134,545,549	\$ 3,590,594,002	Electric Input Lines 14-16
5 Value Payout Rate 2016 - 2018		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 14,264,332	\$ 1,348,089	\$ 22,887,579	\$ 38,500,000	Line 4 times Line 5
7 Total Performance Incentives		\$ 37,725,804	\$ 4,610,862	\$ 57,663,333	\$ 100,000,000	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total State
Savings	62.2%	70.8%	60.3%	61.5%
Value	37.8%	29.2%	39.7%	38.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2016**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$	402,457,438	\$ 56,688,814	\$ 436,953,027	\$ 896,099,280	Electric Input Lines 2-4
2 Savings Payout Rate 2016		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives	\$	4,190,859	\$ 590,310	\$ 4,550,067	\$ 9,331,236	Line 1 times Line 2
4 Forecasted Net Benefits	\$	234,456,270	\$ 23,522,023	\$ 256,711,334	\$ 514,689,627	Electric Input Lines 14-16
5 Value Payout Rate 2016		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives	\$	2,513,948	\$ 252,214	\$ 2,752,577	\$ 5,518,739	Line 4 times Line 5
7 Total Performance Incentives	\$	6,704,807	\$ 842,524	\$ 7,302,644	\$ 14,849,975	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	62.5%	70.1%	62.3%	62.8%
Value	37.5%	29.9%	37.7%	37.2%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2017**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$	402,537,242	\$ 56,714,745	\$ 457,341,602	\$ 916,593,590	Electric Input Lines 2-4
2 Savings Payout Rate 2017		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives	\$	4,191,690	\$ 590,580	\$ 4,762,377	\$ 9,544,647	Line 1 times Line 2
4 Forecasted Net Benefits	\$	231,912,243	\$ 24,028,216	\$ 278,762,206	\$ 534,702,665	Electric Input Lines 14-16
5 Value Payout Rate 2017		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives	\$	2,486,670	\$ 257,642	\$ 2,989,017	\$ 5,733,328	Line 4 times Line 5
7 Total Performance Incentives	\$	6,678,359	\$ 848,222	\$ 7,751,393	\$ 15,277,975	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	62.8%	69.6%	61.4%	62.5%
Value	37.2%	30.4%	38.6%	37.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2018**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$	394,622,150	\$ 57,457,336	\$ 488,136,555	\$ 940,216,041	Electric Input Lines 2-4
2 Savings Payout Rate 2018		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives	\$	4,109,268	\$ 598,313	\$ 5,083,050	\$ 9,790,632	Line 1 times Line 2
4 Forecasted Net Benefits	\$	227,319,480	\$ 25,488,907	\$ 304,133,330	\$ 556,941,718	Electric Input Lines 14-16
5 Value Payout Rate 2018		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives	\$	2,437,424	\$ 273,304	\$ 3,261,057	\$ 5,971,785	Line 4 times Line 5
7 Total Performance Incentives	\$	6,546,692	\$ 871,617	\$ 8,344,107	\$ 15,762,417	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	62.8%	68.6%	60.9%	62.1%
Value	37.2%	31.4%	39.1%	37.9%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2016 - 2018**

National Grid	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$	1,199,616,830	\$ 170,860,895	\$ 1,382,431,185	\$ 2,752,908,910	Electric Input Lines 2-4
2 Savings Payout Rate 2016 - 2018		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives	\$	12,491,817	\$ 1,779,204	\$ 14,395,494	\$ 28,666,515	Line 1 times Line 2
4 Forecasted Net Benefits	\$	693,687,993	\$ 73,039,147	\$ 839,606,870	\$ 1,606,334,010	Electric Input Lines 14-16
5 Value Payout Rate 2016 - 2018		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives	\$	7,438,042	\$ 783,159	\$ 9,002,651	\$ 17,223,852	Line 4 times Line 5
7 Total Performance Incentives	\$	19,929,858	\$ 2,562,363	\$ 23,398,145	\$ 45,890,367	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total National Grid
Savings	62.7%	69.4%	61.5%	62.5%
Value	37.3%	30.6%	38.5%	37.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2016**

Eversource	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 369,652,733	\$ 47,311,025	\$ 613,975,065	\$ 1,030,938,823	Electric Input Lines 2-4
2 Savings Payout Rate 2016		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 3,849,258	\$ 492,658	\$ 6,393,428	\$ 10,735,344	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 226,235,461	\$ 16,774,820	\$ 411,521,022	\$ 654,531,303	Electric Input Lines 14-16
5 Value Payout Rate 2016		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 2,425,801	\$ 179,867	\$ 4,412,518	\$ 7,018,186	Line 4 times Line 5
7 Total Performance Incentives		\$ 6,275,058	\$ 672,525	\$ 10,805,946	\$ 17,753,529	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Eversource
Savings	61.3%	73.3%	59.2%	60.5%
Value	38.7%	26.7%	40.8%	39.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2017**

Eversource	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 344,588,259	\$ 46,211,734	\$ 637,986,539	\$ 1,028,786,532	Electric Input Lines 2-4
2 Savings Payout Rate 2017		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 3,588,257	\$ 481,211	\$ 6,643,464	\$ 10,712,931	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 207,694,027	\$ 16,706,832	\$ 419,280,325	\$ 643,681,184	Electric Input Lines 14-16
5 Value Payout Rate 2017		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 2,226,991	\$ 179,138	\$ 4,495,716	\$ 6,901,846	Line 4 times Line 5
7 Total Performance Incentives		\$ 5,815,248	\$ 660,349	\$ 11,139,180	\$ 17,614,777	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Eversource
Savings	61.7%	72.9%	59.6%	60.8%
Value	38.3%	27.1%	40.4%	39.2%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2018**

Eversource	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 322,168,312	\$ 44,990,193	\$ 669,666,510	\$ 1,036,825,015	Electric Input Lines 2-4
2 Savings Payout Rate 2018		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 3,354,794	\$ 468,491	\$ 6,973,353	\$ 10,796,638	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 190,119,154	\$ 17,059,744	\$ 436,505,213	\$ 643,684,111	Electric Input Lines 14-16
5 Value Payout Rate 2018		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 2,038,545	\$ 182,922	\$ 4,680,410	\$ 6,901,877	Line 4 times Line 5
7 Total Performance Incentives		\$ 5,393,339	\$ 651,413	\$ 11,653,762	\$ 17,698,515	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Eversource
Savings	62.2%	71.9%	59.8%	61.0%
Value	37.8%	28.1%	40.2%	39.0%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2016 - 2018**

Eversource	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 1,036,409,304	\$ 138,512,952	\$ 1,921,628,115	\$ 3,096,550,370	Electric Input Lines 2-4
2 Savings Payout Rate 2016 - 2018		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 10,792,309	\$ 1,442,359	\$ 20,010,245	\$ 32,244,913	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 624,048,642	\$ 50,541,396	\$ 1,267,306,561	\$ 1,941,896,598	Electric Input Lines 14-16
5 Value Payout Rate 2016 - 2018		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 6,691,337	\$ 541,928	\$ 13,588,644	\$ 20,821,908	Line 4 times Line 5
7 Total Performance Incentives		\$ 17,483,645	\$ 1,984,287	\$ 33,598,888	\$ 53,066,821	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Eversource
Savings	61.7%	72.7%	59.6%	60.8%
Value	38.3%	27.3%	40.4%	39.2%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2016**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 5,535,573	\$ 1,313,054	\$ 12,067,903	\$ 18,916,529	Electric Input Lines 2-4
2 Savings Payout Rate 2016		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 57,643	\$ 13,673	\$ 125,665	\$ 196,981	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 4,031,655	\$ 699,844	\$ 9,393,207	\$ 14,124,705	Electric Input Lines 14-16
5 Value Payout Rate 2016		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 43,229	\$ 7,504	\$ 100,718	\$ 151,452	Line 4 times Line 5
7 Total Performance Incentives		\$ 100,872	\$ 21,177	\$ 226,383	\$ 348,433	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	57.1%	64.6%	55.5%	56.5%
Value	42.9%	35.4%	44.5%	43.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2017**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 5,780,416	\$ 1,323,282	\$ 11,673,452	\$ 18,777,150	Electric Input Lines 2-4
2 Savings Payout Rate 2017		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 60,192	\$ 13,780	\$ 121,558	\$ 195,530	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 4,298,857	\$ 719,247	\$ 9,039,499	\$ 14,057,602	Electric Input Lines 14-16
5 Value Payout Rate 2017		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 46,094	\$ 7,712	\$ 96,926	\$ 150,732	Line 4 times Line 5
7 Total Performance Incentives		\$ 106,287	\$ 21,492	\$ 218,483	\$ 346,262	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	56.6%	64.1%	55.6%	56.5%
Value	43.4%	35.9%	44.4%	43.5%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2018**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 5,715,070	\$ 1,321,126	\$ 11,792,061	\$ 18,828,257	Electric Input Lines 2-4
2 Savings Payout Rate 2018		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 59,512	\$ 13,757	\$ 122,793	\$ 196,062	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 4,255,539	\$ 726,134	\$ 9,199,413	\$ 14,181,086	Electric Input Lines 14-16
5 Value Payout Rate 2018		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 45,630	\$ 7,786	\$ 98,640	\$ 152,056	Line 4 times Line 5
7 Total Performance Incentives		\$ 105,142	\$ 21,543	\$ 221,433	\$ 348,118	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	56.6%	63.9%	55.5%	56.3%
Value	43.4%	36.1%	44.5%	43.7%
Total	100.0%	100.0%	100.0%	100.0%

**2016- 2018 Energy Efficiency Performance Incentives
 Derivation of Electric Targets 2016 - 2018**

Unitil	Segment %	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits		\$ 17,031,059	\$ 3,957,461	\$ 35,533,416	\$ 56,521,936	Electric Input Lines 2-4
2 Savings Payout Rate 2016 - 2018		0.0104132	0.0104132	0.0104132	0.0104132	Pef Met Pool, Line 10
3 Forecasted Savings Incentives		\$ 177,347	\$ 41,210	\$ 370,016	\$ 588,573	Line 1 times Line 2
4 Forecasted Net Benefits		\$ 12,586,050	\$ 2,145,224	\$ 27,632,119	\$ 42,363,394	Electric Input Lines 14-16
5 Value Payout Rate 2016 - 2018		0.0107225	0.0107225	0.0107225	0.0107225	Pef Met Pool Line 14
6 Forecasted Value Incentives		\$ 134,953	\$ 23,002	\$ 296,284	\$ 454,240	Line 4 times Line 5
7 Total Performance Incentives		\$ 312,301	\$ 64,212	\$ 666,300	\$ 1,042,812	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Unitil
Savings	56.8%	64.2%	55.5%	56.4%
Value	43.2%	35.8%	44.5%	43.6%
Total	100.0%	100.0%	100.0%	100.0%

**2016 Energy Efficiency Performance Incentives
 Summary of Performance Incentives by Sector and Incentive Type
 Assuming Design Level Performance Incentive**

In 2016 dollars

Percent of Total Incentive

State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	8,097,759	1,096,641	11,069,160	20,263,561	Savings	24.6%	3.3%	33.6%	61.5%
2 Value	4,982,978	439,585	7,265,813	12,688,376	Value	15.1%	1.3%	22.0%	38.5%
3 Total	13,080,737	1,536,227	18,334,973	32,951,937	Total	39.7%	4.7%	55.6%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	4,190,859	590,310	4,550,067	9,331,236	Savings	28.2%	4.0%	30.6%	62.8%
5 Value	2,513,948	252,214	2,752,577	5,518,739	Value	16.9%	1.7%	18.5%	37.2%
6 Total	6,704,807	842,524	7,302,644	14,849,975	Total	45.2%	5.7%	49.2%	100.0%
Eversource	Residential	Low Income	C&I	Total	Eversource	Residential	Low Income	C&I	Total
7 Savings	3,849,258	492,658	6,393,428	10,735,344	Savings	21.7%	2.8%	36.0%	60.5%
8 Value	2,425,801	179,867	4,412,518	7,018,186	Value	13.7%	1.0%	24.9%	39.5%
9 Total	6,275,058	672,525	10,805,946	17,753,529	Total	35.3%	3.8%	60.9%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
10 Savings	57,643	13,673	125,665	196,981	Savings	16.5%	3.9%	36.1%	56.5%
11 Value	43,229	7,504	100,718	151,452	Value	12.4%	2.2%	28.9%	43.5%
12 Total	100,872	21,177	226,383	348,433	Total	29.0%	6.1%	65.0%	100.0%

**2017 Energy Efficiency Performance Incentives
 Summary of Performance Incentives by Sector and Incentive Type
 Assuming Design Level Performance Incentive**

In 2016 dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	7,840,139	1,085,571	11,527,398	20,453,108	Savings	23.6%	3.3%	34.7%	61.5%
2 Value	4,759,755	444,492	7,581,659	12,785,906	Value	14.3%	1.3%	22.8%	38.5%
3 Total	12,599,894	1,530,063	19,109,057	33,239,014	Total	37.9%	4.6%	57.5%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	4,191,690	590,580	4,762,377	9,544,647	Savings	27.4%	3.9%	31.2%	62.5%
5 Value	2,486,670	257,642	2,989,017	5,733,328	Value	16.3%	1.7%	19.6%	37.5%
6 Total	6,678,359	848,222	7,751,393	15,277,975	Total	43.7%	5.6%	50.7%	100.0%
Eversource	Residential	Low Income	C&I	Total	Eversource	Residential	Low Income	C&I	Total
7 Savings	3,588,257	481,211	6,643,464	10,712,931	Savings	20.4%	2.7%	37.7%	60.8%
8 Value	2,226,991	179,138	4,495,716	6,901,846	Value	12.6%	1.0%	25.5%	39.2%
9 Total	5,815,248	660,349	11,139,180	17,614,777	Total	33.0%	3.7%	63.2%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
10 Savings	60,192	13,780	121,558	195,530	Savings	17.4%	4.0%	35.1%	56.5%
11 Value	46,094	7,712	96,926	150,732	Value	13.3%	2.2%	28.0%	43.5%
12 Total	106,287	21,492	218,483	346,262	Total	30.7%	6.2%	63.1%	100.0%

**2018 Energy Efficiency Performance Incentives
 Summary of Performance Incentives by Sector and Incentive Type
 Assuming Design Level Performance Incentive**

In 2016 dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	7,523,575	1,080,561	12,179,196	20,783,331	Savings	22.3%	3.2%	36.0%	61.5%
2 Value	4,521,599	464,012	8,040,107	13,025,718	Value	13.4%	1.4%	23.8%	38.5%
3 Total	12,045,173	1,544,573	20,219,303	33,809,049	Total	35.6%	4.6%	59.8%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	4,109,268	598,313	5,083,050	9,790,632	Savings	26.1%	3.8%	32.2%	62.1%
5 Value	2,437,424	273,304	3,261,057	5,971,785	Value	15.5%	1.7%	20.7%	37.9%
6 Total	6,546,692	871,617	8,344,107	15,762,417	Total	41.5%	5.5%	52.9%	100.0%
Eversource	Residential	Low Income	C&I	Total	NSTAR	Residential	Low Income	C&I	Total
7 Savings	3,354,794	468,491	6,973,353	10,796,638	Savings	19.0%	2.6%	39.4%	61.0%
8 Value	2,038,545	182,922	4,680,410	6,901,877	Value	11.5%	1.0%	26.4%	39.0%
9 Total	5,393,339	651,413	11,653,762	17,698,515	Total	30.5%	3.7%	65.8%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
10 Savings	59,512	13,757	122,793	196,062	Savings	17.1%	4.0%	35.3%	56.3%
11 Value	45,630	7,786	98,640	152,056	Value	13.1%	2.2%	28.3%	43.7%
12 Total	105,142	21,543	221,433	348,118	Total	30.2%	6.2%	63.6%	100.0%

**2016 - 2018 Energy Efficiency Performance Incentives
 Summary of Performance Incentives by Sector and Incentive Type
 Assuming Design Level Performance Incentive**

In 2016 dollars

Percent of Total Incentive

State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	23,461,473	3,262,773	34,775,754	61,500,000	Savings	23.5%	3.3%	34.8%	61.5%
2 Value	14,264,332	1,348,089	22,887,579	38,500,000	Value	14.3%	1.3%	22.9%	38.5%
3 Total	37,725,804	4,610,862	57,663,333	100,000,000	Total	37.7%	4.6%	57.7%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	12,491,817	1,779,204	14,395,494	28,666,515	Savings	27.2%	3.9%	31.4%	62.5%
5 Value	7,438,042	783,159	9,002,651	17,223,852	Value	16.2%	1.7%	19.6%	37.5%
6 Total	19,929,858	2,562,363	23,398,145	45,890,367	Total	43.4%	5.6%	51.0%	100.0%
Eversource	Residential	Low Income	C&I	Total	Eversource	Residential	Low Income	C&I	Total
7 Savings	10,792,309	1,442,359	20,010,245	32,244,913	Savings	20.3%	2.7%	37.7%	60.8%
8 Value	6,691,337	541,928	13,588,644	20,821,908	Value	12.6%	1.0%	25.6%	39.2%
9 Total	17,483,645	1,984,287	33,598,888	53,066,821	Total	32.9%	3.7%	63.3%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
10 Savings	177,347	41,210	370,016	588,573	Savings	17.0%	4.0%	35.5%	56.4%
11 Value	134,953	23,002	296,284	454,240	Value	12.9%	2.2%	28.4%	43.6%
12 Total	312,301	64,212	666,300	1,042,812	Total	29.9%	6.2%	63.9%	100.0%

Discount Rate: 2.54%

**2016 Energy Efficiency Performance Incentives
 Summary of Performance Incentives by Sector and Incentive Type
 Assuming Design Level Performance Incentive**

In 2016 dollars

Percent of Total Incentive

State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	8,097,759	1,096,641	11,069,160	20,263,561	Savings	24.6%	3.3%	33.6%	61.5%
2 Value	4,982,978	439,585	7,265,813	12,688,376	Value	15.1%	1.3%	22.0%	38.5%
3 Total	13,080,737	1,536,227	18,334,973	32,951,937	Total	39.7%	4.7%	55.6%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	4,190,859	590,310	4,550,067	9,331,236	Savings	28.2%	4.0%	30.6%	62.8%
5 Value	2,513,948	252,214	2,752,577	5,518,739	Value	16.9%	1.7%	18.5%	37.2%
6 Total	6,704,807	842,524	7,302,644	14,849,975	Total	45.2%	5.7%	49.2%	100.0%
Eversource	Residential	Low Income	C&I	Total	Eversource	Residential	Low Income	C&I	Total
7 Savings	3,849,258	492,658	6,393,428	10,735,344	Savings	21.7%	2.8%	36.0%	60.5%
8 Value	2,425,801	179,867	4,412,518	7,018,186	Value	13.7%	1.0%	24.9%	39.5%
9 Total	6,275,058	672,525	10,805,946	17,753,529	Total	35.3%	3.8%	60.9%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
10 Savings	57,643	13,673	125,665	196,981	Savings	16.5%	3.9%	36.1%	56.5%
11 Value	43,229	7,504	100,718	151,452	Value	12.4%	2.2%	28.9%	43.5%
12 Total	100,872	21,177	226,383	348,433	Total	29.0%	6.1%	65.0%	100.0%

**2017 Energy Efficiency Performance Incentives
 Summary of Performance Incentives by Sector and Incentive Type
 Assuming Design Level Performance Incentive**

In 2017 Dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	8,039,279	1,113,144	11,820,194	20,972,617	Savings	23.6%	3.3%	34.7%	61.5%
2 Value	4,880,653	455,782	7,774,233	13,110,668	Value	14.3%	1.3%	22.8%	38.5%
3 Total	12,919,931	1,568,926	19,594,427	34,083,285	Total	37.9%	4.6%	57.5%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	4,298,159	605,581	4,883,341	9,787,081	Savings	27.4%	3.9%	31.2%	62.5%
5 Value	2,549,831	264,186	3,064,938	5,878,954	Value	16.3%	1.7%	19.6%	37.5%
6 Total	6,847,990	869,767	7,948,279	15,666,035	Total	43.7%	5.6%	50.7%	100.0%
Eversource	Residential	Low Income	C&I	Total	Eversource	Residential	Low Income	C&I	Total
7 Savings	3,679,399	493,433	6,812,208	10,985,040	Savings	20.4%	2.7%	37.7%	60.8%
8 Value	2,283,556	183,688	4,609,908	7,077,153	Value	12.6%	1.0%	25.5%	39.2%
9 Total	5,962,955	677,122	11,422,115	18,062,192	Total	33.0%	3.7%	63.2%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
10 Savings	61,721	14,130	124,645	200,496	Savings	17.4%	4.0%	35.1%	56.5%
11 Value	47,265	7,908	99,388	154,561	Value	13.3%	2.2%	28.0%	43.5%
12 Total	108,986	22,038	224,033	355,057	Total	30.7%	6.2%	63.1%	100.0%

**2018 Energy Efficiency Performance Incentives
 Summary of Performance Incentives by Sector and Incentive Type
 Assuming Design Level Performance Incentive**

In 2018 Dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	7,910,626	1,136,151	12,805,756	21,852,533	Savings	22.3%	3.2%	36.0%	61.5%
2 Value	4,754,213	487,883	8,453,732	13,695,829	Value	13.4%	1.4%	23.8%	38.5%
3 Total	12,664,839	1,624,034	21,259,488	35,548,361	Total	35.6%	4.6%	59.8%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	4,320,670	629,093	5,344,548	10,294,312	Savings	26.1%	3.8%	32.2%	62.1%
5 Value	2,562,818	287,364	3,428,823	6,279,005	Value	15.5%	1.7%	20.7%	37.9%
6 Total	6,883,488	916,457	8,773,371	16,573,317	Total	41.5%	5.5%	52.9%	100.0%
Eversource	Residential	Low Income	C&I	Total	Eversource	Residential	Low Income	C&I	Total
7 Savings	3,527,382	492,592	7,332,098	11,352,072	Savings	19.0%	2.6%	39.4%	61.0%
8 Value	2,143,418	192,333	4,921,194	7,256,945	Value	11.5%	1.0%	26.4%	39.0%
9 Total	5,670,800	684,925	12,253,292	18,609,017	Total	30.5%	3.7%	65.8%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
10 Savings	62,574	14,465	129,110	206,148	Savings	17.1%	4.0%	35.3%	56.3%
11 Value	47,977	8,186	103,715	159,879	Value	13.1%	2.2%	28.3%	43.7%
12 Total	110,551	22,651	232,825	366,027	Total	30.2%	6.2%	63.6%	100.0%

**2016 - 2018 Energy Efficiency Performance Incentives
 Summary of Performance Incentives by Sector and Incentive Type
 Assuming Design Level Performance Incentive**

In Current Year Dollars					Percent of Total Incentive				
State (no CLC)	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	24,047,664	3,345,936	35,695,111	63,088,711	Savings	23.4%	3.3%	34.8%	61.5%
2 Value	14,617,844	1,383,251	23,493,778	39,494,872	Value	14.2%	1.3%	22.9%	38.5%
3 Total	38,665,508	4,729,187	59,188,889	102,583,583	Total	37.7%	4.6%	57.7%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	12,809,688	1,824,985	14,777,957	29,412,629	Savings	27.2%	3.9%	31.4%	62.5%
5 Value	7,626,597	803,764	9,246,338	17,676,698	Value	16.2%	1.7%	19.6%	37.5%
6 Total	20,436,284	2,628,749	24,024,294	47,089,327	Total	43.4%	5.6%	51.0%	100.0%
Eversource	Residential	Low Income	C&I	Total	Eversource	Residential	Low Income	C&I	Total
7 Savings	11,056,038	1,478,684	20,537,734	33,072,456	Savings	20.3%	2.7%	37.7%	60.8%
8 Value	6,852,775	555,889	13,943,619	21,352,283	Value	12.6%	1.0%	25.6%	39.2%
9 Total	17,908,814	2,034,572	34,481,353	54,424,739	Total	32.9%	3.7%	63.4%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
10 Savings	181,938	42,267	379,420	603,626	Savings	17.0%	4.0%	35.5%	56.4%
11 Value	138,472	23,599	303,821	465,891	Value	12.9%	2.2%	28.4%	43.6%
12 Total	320,409	65,866	683,241	1,069,516	Total	30.0%	6.2%	63.9%	100.0%