

Input Sheet: 2016 - 2018 figures
 In 2016 dollars

Gas	National Grid				Eversource				Columbia				Unitil			
	2016	2017	2018	Total	2016	2017	2018	Total	2016	2017	2018	Total	2016	2017	2018	Total
1 Goals (annual therms)	16,343,206	16,727,328	17,251,140	50,321,675	6,493,052	6,523,319	6,632,247	19,648,619	4,140,924	4,151,797	4,208,274	12,500,994	215,621	219,734	225,405	660,760
Benefits																
2 Residential	165,662,129	167,151,686	171,755,208	504,569,023	57,816,651	58,010,045	59,587,313	175,414,009	66,575,024	66,704,532	67,837,626	201,117,182	2,430,533	2,480,462	2,555,995	7,466,990
3 Low Income	46,649,274	46,381,705	46,316,654	139,347,633	16,835,076	17,139,362	17,757,997	51,732,435	11,051,359	10,884,164	10,871,350	32,806,874	819,196	855,930	873,871	2,548,997
4 C&I	73,765,237	73,451,618	75,202,420	222,419,275	50,443,330	50,249,648	50,705,817	151,398,795	29,958,031	29,491,100	29,394,753	88,843,884	2,380,642	2,370,424	2,415,387	7,166,453
5 Total	286,076,641	286,985,010	293,274,281	866,335,932	125,095,058	125,399,054	128,051,127	378,545,239	107,584,414	107,079,796	108,103,729	322,767,940	5,630,371	5,706,816	5,845,253	17,182,440
Total Costs Excluding DR Costs																
6 Residential	110,440,137	113,168,941	115,324,337	338,933,414	36,286,903	36,749,378	37,527,719	110,564,000	21,310,392	20,326,015	20,085,995	61,722,402	1,100,480	1,095,020	1,091,197	3,286,697
7 Low Income	26,413,470	25,827,757	25,201,372	77,442,598	9,454,492	9,527,336	9,742,458	28,724,286	7,274,068	7,070,611	7,063,072	21,407,751	478,985	477,722	474,942	1,431,650
8 C&I	29,975,537	30,159,616	30,837,418	90,972,572	17,937,471	17,987,192	18,710,892	54,635,555	7,941,915	7,492,273	7,429,871	22,864,058	622,674	619,603	617,918	1,860,195
9 Total	166,829,143	169,156,314	171,363,127	507,348,584	63,678,867	64,263,906	65,981,069	193,923,842	36,526,375	34,888,898	34,578,938	105,994,211	2,202,140	2,192,346	2,184,057	6,578,542
Performance Incentives used in Preliminary Total Cost calculation																
10 Residential	1,686,475	1,694,552	1,749,344	5,130,372	-	-	-	-	818,107	817,743	832,322	2,468,172	27,102	27,602	28,470	83,174
11 Low Income	471,323	469,162	473,507	1,413,992	-	-	-	-	98,275	96,223	95,264	289,763	8,235	8,676	8,847	25,759
12 C&I	933,608	932,585	955,592	2,821,785	-	-	-	-	356,019	374,479	371,620	1,102,118	30,532	30,209	30,721	91,461
13 Total	3,091,407	3,096,299	3,178,443	9,366,149	-	-	-	-	1,272,401	1,288,445	1,299,206	3,860,052	65,869	66,487	68,038	200,394
Net Benefits excluding performance incentives																
14 Residential	56,908,468	55,677,297	58,180,216	170,765,981	21,529,748	21,260,667	22,059,594	64,850,009	46,082,738	47,196,261	48,583,952	141,862,951	1,357,154	1,413,044	1,493,268	4,263,466
15 Low Income	20,707,128	21,023,110	21,588,789	63,319,028	7,380,584	7,612,026	8,015,539	23,008,149	3,875,566	3,909,777	3,903,543	11,688,886	348,446	386,884	407,776	1,143,106
16 C&I	44,723,308	44,224,587	45,320,593	134,268,488	32,505,859	32,262,456	31,994,925	96,763,239	22,372,135	22,373,306	22,336,503	67,081,944	1,788,500	1,781,030	1,828,189	5,397,719
17 Total	122,338,904	120,924,994	125,089,598	368,353,496	61,416,191	61,135,149	62,070,058	184,621,397	72,330,440	73,479,343	74,823,998	220,633,780	3,494,100	3,580,958	3,729,233	10,804,291

Input Sheet: 2016 - 2018 figures
 In 2016 dollars

Gas	Berkshire				Liberty				State				
	2016	2017	2018	Total	2016	2017	2018	Total	2016	2017	2018	Total	
1 Goals (annual therms)	563,940	532,868	538,150	1,634,958	338,224	349,355	355,281	1,042,860	28,094,966	28,504,401	29,210,498	85,809,866	
Benefits													
2 Residential	6,596,210	4,755,556	4,812,779	16,164,545	4,677,290	4,622,384	4,697,753	13,997,426	303,757,837	303,724,665	311,246,673	918,729,175	
3 Low Income	1,475,886	1,469,324	1,467,793	4,413,002	1,279,006	1,270,801	1,264,648	3,814,455	78,109,798	78,001,287	78,552,313	234,663,397	
4 C&I	5,140,619	5,092,897	5,090,684	15,324,199	2,554,176	2,683,625	2,647,650	7,885,451	164,242,036	163,339,311	165,456,710	493,038,056	
5 Total	13,212,714	11,317,777	11,371,255	35,901,746	8,510,473	8,576,810	8,610,050	25,697,332	546,109,670	545,065,263	555,255,695	1,646,430,628	Sum of Lines 2 to 4
Total Costs Excluding DR Costs													
6 Residential	4,550,768	3,480,521	3,470,903	11,502,191	2,723,017	2,634,337	2,585,191	7,942,546	176,411,697	177,454,212	180,085,342	533,951,251	
7 Low Income	963,560	943,624	923,284	2,830,468	923,448	887,697	870,437	2,681,581	45,508,023	44,734,747	44,275,565	134,518,334	
8 C&I	2,027,335	1,984,030	1,941,859	5,953,224	1,231,670	1,227,042	1,326,390	3,785,102	59,736,603	59,469,756	60,864,348	180,070,707	
9 Total	7,541,662	6,408,175	6,336,047	20,285,884	4,878,135	4,749,077	4,782,018	14,409,229	281,656,322	281,658,715	285,225,255	848,540,293	Sum of Lines 6 to 8
Performance Incentives used in Preliminary Total Co													
10 Residential	57,694	40,890	41,498	140,083	45,930	45,962	47,373	139,264	2,635,308	2,626,750	2,699,007	7,961,064	
11 Low Income	12,808	12,909	12,888	38,605	10,765	11,036	10,875	32,675	601,407	598,006	601,381	1,800,793	
12 C&I	58,385	57,722	57,831	173,938	26,528	29,161	26,989	82,678	1,405,071	1,424,156	1,442,753	4,271,980	
13 Total	128,887	111,521	112,217	352,625	83,223	86,159	85,236	254,618	4,641,786	4,648,911	4,743,140	14,033,838	Sum of Lines 10 to 12
Net Benefits excluding performance incentives													
14 Residential	2,103,136	1,315,926	1,383,374	4,802,436	2,000,203	2,034,008	2,159,935	6,194,145	129,981,448	128,897,203	133,860,337	392,738,988	Line 2 - (Line 6 - Line 10)
15 Low Income	525,134	538,609	557,396	1,621,138	366,323	394,140	405,086	1,165,549	33,203,182	33,864,545	34,878,129	101,945,856	Line 3 - (Line 7 - Line 11)
16 C&I	3,171,668	3,166,589	3,206,656	9,544,913	1,349,035	1,485,743	1,348,248	4,183,026	105,910,504	105,293,711	106,035,114	317,239,329	Line 4 - (Line 8 - Line 12)
17 Total	5,799,939	5,021,123	5,147,426	15,968,488	3,715,561	3,913,892	3,913,268	11,542,720	269,095,134	268,055,459	274,773,580	811,924,173	Sum of lines 14 to 16

**2016 - 2018 Energy Efficiency Performance Incentives
 Derivation of Payout Rates**

	2016	2017	2018	Total		Comment
<u>A. Total Performance Incentive Pool</u>						
1 PA Proposed Goals (Annual Therms)	28,094,966	28,504,401	29,210,498	85,809,866	therms	Statewide goals per PA Plans
2 EEAC Recommended Goals (Annual Therms)				85,777,384	therms	1.24% of sales projected in April 2015. See Term Sheet.
3 Statewide 2016 - 2018 Design Level Performance Incentives				\$ 18,000,000		Proposed Statewide PI pool for gas.
<u>B. Incentives Allocated by Component</u>						
4 State Benefits	\$ 546,109,670	\$ 545,065,263	\$ 555,255,695	\$ 1,646,430,628		Gas Input, line 5
5 Percent of Pool Allocated to Savings Component				61.5%		
6 State performance incentives to savings	\$ 3,671,843	\$ 3,664,820	\$ 3,733,337	\$ 11,070,000		Line 3 * Line 5
7 Savings payout rate	0.0067236	0.0067236	0.0067236	0.0067236		Line 6 / Line 4
8 State Net Benefits	\$ 269,095,134	\$ 268,055,459	\$ 274,773,580	\$ 811,924,173		Gas Input, line 17
9 Percent of Pool Allocated to Value Component				38.5%		
10 State performance incentives to value	\$ 2,296,802	\$ 2,287,928	\$ 2,345,269	\$ 6,930,000.00		Line 3 * Line 9
11 Value payout rate	\$ 0.0085353	\$ 0.0085353	\$ 0.0085353	\$ 0.0085353		Line 10 / Line 8
12 Total Statewide 2016 - 2018 Design Level Performance Incentive	\$ 5,968,645	\$ 5,952,749	\$ 6,078,606	\$ 18,000,000		Line 6 + Line 10

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

State	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 303,757,837	\$ 78,109,798	\$ 164,242,036	\$ 546,109,670	Gas Input, Lines 2-4
2 Savings Payout Rate 2016	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 2,042,357	\$ 525,182	\$ 1,104,304	\$ 3,671,843	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 129,981,448	\$ 33,203,182	\$ 105,910,504	\$ 269,095,134	Gas Input, Lines 14-16
5 Value Payout Rate 2016	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 1,109,428	\$ 283,398	\$ 903,976	\$ 2,296,802	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 3,151,785	\$ 808,580	\$ 2,008,279	\$ 5,968,645	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total State
Savings	64.8%	65.0%	55.0%	61.5%
Value	35.2%	35.0%	45.0%	38.5%
Total	100.0%	100.0%	100.0%	100.0%

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

State	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 303,724,665	\$ 78,001,287	\$ 163,339,311	\$ 545,065,263	Gas Input, Lines 2-4
2 Savings Payout Rate 2017	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 2,042,134	\$ 524,452	\$ 1,098,234	\$ 3,664,820	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 128,897,203	\$ 33,864,545	\$ 105,293,711	\$ 268,055,459	Gas Input, Lines 14-16
5 Value Payout Rate 2017	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 1,100,174	\$ 289,043	\$ 898,711	\$ 2,287,928	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 3,142,308	\$ 813,496	\$ 1,996,945	\$ 5,952,749	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total State
Savings	65.0%	64.5%	55.0%	61.6%
Value	35.0%	35.5%	45.0%	38.4%
Total	100.0%	100.0%	100.0%	100.0%

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

State	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 311,246,673	\$ 78,552,313	\$ 165,456,710	\$ 555,255,695	Gas Input, Lines 2-4
2 Savings Payout Rate 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 2,092,709	\$ 528,157	\$ 1,112,471	\$ 3,733,337	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 133,860,337	\$ 34,878,129	\$ 106,035,114	\$ 274,773,580	Gas Input, Lines 14-16
5 Value Payout Rate 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 1,142,535	\$ 297,695	\$ 905,039	\$ 2,345,269	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 3,235,245	\$ 825,852	\$ 2,017,510	\$ 6,078,606	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total State
Sector				
Savings	64.7%	64.0%	55.1%	61.4%
Value	35.3%	36.0%	44.9%	38.6%
Total	100.0%	100.0%	100.0%	100.0%

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

State	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 918,729,175	\$ 234,663,397	\$ 493,038,056	\$ 1,646,430,628	Gas Input, Lines 2-4
2 Savings Payout Rate 2016 - 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 6,177,200	\$ 1,577,791	\$ 3,315,008	\$ 11,070,000	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 392,738,988	\$ 101,945,856	\$ 317,239,329	\$ 811,924,173	Gas Input, Lines 14-16
5 Value Payout Rate 2016 - 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 3,352,137	\$ 870,136	\$ 2,707,726	\$ 6,930,000	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 9,529,338	\$ 2,447,928	\$ 6,022,735	\$ 18,000,000	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total State
Sector				
Savings	64.8%	64.5%	55.0%	61.5%
Value	35.2%	35.5%	45.0%	38.5%
Total	100.0%	100.0%	100.0%	100.0%

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

National Grid	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 165,662,129	\$ 46,649,274	\$ 73,765,237	\$ 286,076,641	Gas Input, Lines 2-4
2 Savings Payout Rate 2016	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 1,113,852	\$ 313,653	\$ 495,971	\$ 1,923,475	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 56,908,468	\$ 20,707,128	\$ 44,723,308	\$ 122,338,904	Gas Input, Lines 14-16
5 Value Payout Rate 2016	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 485,730	\$ 176,741	\$ 381,726	\$ 1,044,197	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 1,599,582	\$ 490,394	\$ 877,697	\$ 2,967,672	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total National Grid
Sector	69.6%	64.0%	56.5%	64.8%
Savings Value	30.4%	36.0%	43.5%	35.2%
Total	100.0%	100.0%	100.0%	100.0%

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

National Grid	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 167,151,686	\$ 46,381,705	\$ 73,451,618	\$ 286,985,010	Gas Input, Lines 2-4
2 Savings Payout Rate 2017	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 1,123,867	\$ 311,854	\$ 493,862	\$ 1,929,583	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 55,677,297	\$ 21,023,110	\$ 44,224,587	\$ 120,924,994	Gas Input, Lines 14-16
5 Value Payout Rate 2017	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 475,221	\$ 179,438	\$ 377,469	\$ 1,032,129	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 1,599,088	\$ 491,292	\$ 871,331	\$ 2,961,711	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total National Grid
Sector	70.3%	63.5%	56.7%	65.2%
Savings Value	29.7%	36.5%	43.3%	34.8%
Total	100.0%	100.0%	100.0%	100.0%

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

National Grid	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 171,755,208	\$ 46,316,654	\$ 75,202,420	\$ 293,274,281	Gas Input, Lines 2-4
2 Savings Payout Rate 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 1,154,819	\$ 311,416	\$ 505,634	\$ 1,971,869	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 58,180,216	\$ 21,588,789	\$ 45,320,593	\$ 125,089,598	Gas Input, Lines 14-16
5 Value Payout Rate 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 496,584	\$ 184,266	\$ 386,824	\$ 1,067,675	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 1,651,404	\$ 495,683	\$ 892,458	\$ 3,039,544	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total National Grid
Sector Savings	69.9%	62.8%	56.7%	64.9%
Value	30.1%	37.2%	43.3%	35.1%
Total	100.0%	100.0%	100.0%	100.0%

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

National Grid	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 504,569,023	\$ 139,347,633	\$ 222,419,275	\$ 866,335,932	Gas Input, Lines 2-4
2 Savings Payout Rate 2016 - 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 3,392,538	\$ 936,923	\$ 1,495,466	\$ 5,824,927	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 170,765,981	\$ 63,319,028	\$ 134,268,488	\$ 368,353,496	Gas Input, Lines 14-16
5 Value Payout Rate 2016 - 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 1,457,535	\$ 540,446	\$ 1,146,019	\$ 3,144,000	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 4,850,074	\$ 1,477,368	\$ 2,641,485	\$ 8,968,927	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total National Grid
Sector Savings	69.9%	63.4%	56.6%	64.9%
Value	30.1%	36.6%	43.4%	35.1%
Total	100.0%	100.0%	100.0%	100.0%

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

Eversource	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 57,816,651	\$ 16,835,076	\$ 50,443,330	\$ 125,095,058	Gas Input, Lines 2-4
2 Savings Payout Rate 2016	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 388,738	\$ 113,193	\$ 339,163	\$ 841,094	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 21,529,748	\$ 7,380,584	\$ 32,505,859	\$ 61,416,191	Gas Input, Lines 14-16
5 Value Payout Rate 2016	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 183,762	\$ 62,995	\$ 277,447	\$ 524,204	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 572,501	\$ 176,188	\$ 616,609	\$ 1,365,298	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total
Sector				Eversource
Savings	67.9%	64.2%	55.0%	61.6%
Value	32.1%	35.8%	45.0%	38.4%
Total	100.0%	100.0%	100.0%	100.0%

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

Eversource	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 58,010,045	\$ 17,139,362	\$ 50,249,648	\$ 125,399,054	Gas Input, Lines 2-4
2 Savings Payout Rate 2017	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 390,038	\$ 115,239	\$ 337,860	\$ 843,138	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 21,260,667	\$ 7,612,026	\$ 32,262,456	\$ 61,135,149	Gas Input, Lines 14-16
5 Value Payout Rate 2017	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 181,466	\$ 64,971	\$ 275,369	\$ 521,806	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 571,504	\$ 180,210	\$ 613,229	\$ 1,364,943	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total
Sector				Eversource
Savings	68.2%	63.9%	55.1%	61.8%
Value	31.8%	36.1%	44.9%	38.2%
Total	100.0%	100.0%	100.0%	100.0%

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

Eversource	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 59,587,313	\$ 17,757,997	\$ 50,705,817	\$ 128,051,127	Gas Input, Lines 2-4
2 Savings Payout Rate 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 400,643	\$ 119,398	\$ 340,927	\$ 860,969	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 22,059,594	\$ 8,015,539	\$ 31,994,925	\$ 62,070,058	Gas Input, Lines 14-16
5 Value Payout Rate 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 188,285	\$ 68,415	\$ 273,086	\$ 529,785	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 588,928	\$ 187,813	\$ 614,013	\$ 1,390,754	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total
Sector				Eversource
Savings	68.0%	63.6%	55.5%	61.9%
Value	32.0%	36.4%	44.5%	38.1%
Total	100.0%	100.0%	100.0%	100.0%

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

Eversource	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 175,414,009	\$ 51,732,435	\$ 151,398,795	\$ 378,545,239	Gas Input, Lines 2-4
2 Savings Payout Rate 2016 - 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 1,179,420	\$ 347,830	\$ 1,017,950	\$ 2,545,200	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 64,850,009	\$ 23,008,149	\$ 96,763,239	\$ 184,621,397	Gas Input, Lines 14-16
5 Value Payout Rate 2016 - 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 553,513	\$ 196,381	\$ 825,901	\$ 1,575,795	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 1,732,933	\$ 544,211	\$ 1,843,852	\$ 4,120,996	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total
Sector				Eversource
Savings	68.1%	63.9%	55.2%	61.8%
Value	31.9%	36.1%	44.8%	38.2%
Total	100.0%	100.0%	100.0%	100.0%

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

Columbia	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 66,575,024	\$ 11,051,359	\$ 29,958,031	\$ 107,584,414	Gas Input, Lines 2-4
2 Savings Payout Rate 2016	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 447,626	\$ 74,305	\$ 201,427	\$ 723,358	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 46,082,738	\$ 3,875,566	\$ 22,372,135	\$ 72,330,440	Gas Input, Lines 14-16
5 Value Payout Rate 2016	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 393,329	\$ 33,079	\$ 190,952	\$ 617,361	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 840,955	\$ 107,384	\$ 392,379	\$ 1,340,719	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Columbia
Sector				
Savings	53.2%	69.2%	51.3%	54.0%
Value	46.8%	30.8%	48.7%	46.0%
Total	100.0%	100.0%	100.0%	100.0%

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

Columbia	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 66,704,532	\$ 10,884,164	\$ 29,491,100	\$ 107,079,796	Gas Input, Lines 2-4
2 Savings Payout Rate 2017	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 448,497	\$ 73,181	\$ 198,287	\$ 719,966	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 47,196,261	\$ 3,909,777	\$ 22,373,306	\$ 73,479,343	Gas Input, Lines 14-16
5 Value Payout Rate 2017	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 402,833	\$ 33,371	\$ 190,962	\$ 627,167	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 851,330	\$ 106,552	\$ 389,250	\$ 1,347,132	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Columbia
Sector				
Savings	52.7%	68.7%	50.9%	53.4%
Value	47.3%	31.3%	49.1%	46.6%
Total	100.0%	100.0%	100.0%	100.0%

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

Columbia	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 67,837,626	\$ 10,871,350	\$ 29,394,753	\$ 108,103,729	Gas Input, Lines 2-4
2 Savings Payout Rate 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 456,115	\$ 73,095	\$ 197,640	\$ 726,850	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 48,583,952	\$ 3,903,543	\$ 22,336,503	\$ 74,823,998	Gas Input, Lines 14-16
5 Value Payout Rate 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 414,678	\$ 33,318	\$ 190,648	\$ 638,644	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 870,793	\$ 106,413	\$ 388,288	\$ 1,365,494	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Columbia
Savings	52.4%	68.7%	50.9%	53.2%
Value	47.6%	31.3%	49.1%	46.8%
Total	100.0%	100.0%	100.0%	100.0%

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

Columbia	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 201,117,182	\$ 32,806,874	\$ 88,843,884	\$ 322,767,940	Gas Input, Lines 2-4
2 Savings Payout Rate 2016 - 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 1,352,239	\$ 220,581	\$ 597,354	\$ 2,170,174	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 141,862,951	\$ 11,688,886	\$ 67,081,944	\$ 220,633,780	Gas Input, Lines 14-16
5 Value Payout Rate 2016 - 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 1,210,840	\$ 99,768	\$ 572,563	\$ 1,883,171	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 2,563,079	\$ 320,349	\$ 1,169,917	\$ 4,053,345	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Columbia
Savings	52.8%	68.9%	51.1%	53.5%
Value	47.2%	31.1%	48.9%	46.5%
Total	100.0%	100.0%	100.0%	100.0%

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

Unitil	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 2,430,533	\$ 819,196	\$ 2,380,642	\$ 5,630,371	Gas Input, Lines 2-4
2 Savings Payout Rate 2016	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 16,342	\$ 5,508	\$ 16,007	\$ 37,857	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 1,357,154	\$ 348,446	\$ 1,788,500	\$ 3,494,100	Gas Input, Lines 14-16
5 Value Payout Rate 2016	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 11,584	\$ 2,974	\$ 15,265	\$ 29,823	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 27,926	\$ 8,482	\$ 31,272	\$ 67,680	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Unitil
Sector				
Savings	58.5%	64.9%	51.2%	55.9%
Value	41.5%	35.1%	48.8%	44.1%
Total	100.0%	100.0%	100.0%	100.0%

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

Unitil	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 2,480,462	\$ 855,930	\$ 2,370,424	\$ 5,706,816	Gas Input, Lines 2-4
2 Savings Payout Rate 2017	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 16,678	\$ 5,755	\$ 15,938	\$ 38,371	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 1,413,044	\$ 386,884	\$ 1,781,030	\$ 3,580,958	Gas Input, Lines 14-16
5 Value Payout Rate 2017	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 12,061	\$ 3,302	\$ 15,202	\$ 30,564	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 28,738	\$ 9,057	\$ 31,139	\$ 68,935	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Unitil
Sector				
Savings	58.0%	63.5%	51.2%	55.7%
Value	42.0%	36.5%	48.8%	44.3%
Total	100.0%	100.0%	100.0%	100.0%

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

Unitil	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 2,555,995	\$ 873,871	\$ 2,415,387	\$ 5,845,253	Gas Input, Lines 2-4
2 Savings Payout Rate 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 17,186	\$ 5,876	\$ 16,240	\$ 39,301	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 1,493,268	\$ 407,776	\$ 1,828,189	\$ 3,729,233	Gas Input, Lines 14-16
5 Value Payout Rate 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 12,745	\$ 3,480	\$ 15,604	\$ 31,830	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 29,931	\$ 9,356	\$ 31,844	\$ 71,131	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Unitil
Sector				
Savings	57.4%	62.8%	51.0%	55.3%
Value	42.6%	37.2%	49.0%	44.7%
Total	100.0%	100.0%	100.0%	100.0%

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

Unitil	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 7,466,990	\$ 2,548,997	\$ 7,166,453	\$ 17,182,440	Gas Input, Lines 2-4
2 Savings Payout Rate 2016 - 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 50,205	\$ 17,139	\$ 48,185	\$ 115,528	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 4,263,466	\$ 1,143,106	\$ 5,397,719	\$ 10,804,291	Gas Input, Lines 14-16
5 Value Payout Rate 2016 - 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 36,390	\$ 9,757	\$ 46,071	\$ 92,218	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 86,595	\$ 26,895	\$ 94,256	\$ 207,746	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Unitil
Sector				
Savings	58.0%	63.7%	51.1%	55.6%
Value	42.0%	36.3%	48.9%	44.4%
Total	100.0%	100.0%	100.0%	100.0%

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

Berkshire	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 6,596,210	\$ 1,475,886	\$ 5,140,619	\$ 13,212,714	Gas Input, Lines 2-4
2 Savings Payout Rate 2016	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 44,351	\$ 9,923	\$ 34,564	\$ 88,837	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 2,103,136	\$ 525,134	\$ 3,171,668	\$ 5,799,939	Gas Input, Lines 14-16
5 Value Payout Rate 2016	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 17,951	\$ 4,482	\$ 27,071	\$ 49,504	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 62,301	\$ 14,405	\$ 61,635	\$ 138,342	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Berkshire
Sector Savings	71.2%	68.9%	56.1%	64.2%
Value	28.8%	31.1%	43.9%	35.8%
Total	100.0%	100.0%	100.0%	100.0%

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

Berkshire	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 4,755,556	\$ 1,469,324	\$ 5,092,897	\$ 11,317,777	Gas Input, Lines 2-4
2 Savings Payout Rate 2017	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 31,975	\$ 9,879	\$ 34,243	\$ 76,097	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 1,315,926	\$ 538,609	\$ 3,166,589	\$ 5,021,123	Gas Input, Lines 14-16
5 Value Payout Rate 2017	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 11,232	\$ 4,597	\$ 27,028	\$ 42,857	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 43,206	\$ 14,476	\$ 61,271	\$ 118,953	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Berkshire
Sector Savings	74.0%	68.2%	55.9%	64.0%
Value	26.0%	31.8%	44.1%	36.0%
Total	100.0%	100.0%	100.0%	100.0%

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

Berkshire	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 4,812,779	\$ 1,467,793	\$ 5,090,684	\$ 11,371,255	Gas Input, Lines 2-4
2 Savings Payout Rate 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 32,359	\$ 9,869	\$ 34,228	\$ 76,456	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 1,383,374	\$ 557,396	\$ 3,206,656	\$ 5,147,426	Gas Input, Lines 14-16
5 Value Payout Rate 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 11,807	\$ 4,758	\$ 27,370	\$ 43,935	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 44,167	\$ 14,626	\$ 61,598	\$ 120,391	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Berkshire
Savings	73.3%	67.5%	55.6%	63.5%
Value	26.7%	32.5%	44.4%	36.5%
Total	100.0%	100.0%	100.0%	100.0%

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

Berkshire	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 16,164,545	\$ 4,413,002	\$ 15,324,199	\$ 35,901,746	Gas Input, Lines 2-4
2 Savings Payout Rate 2016 - 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 108,685	\$ 29,671	\$ 103,034	\$ 241,390	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 4,802,436	\$ 1,621,138	\$ 9,544,913	\$ 15,968,488	Gas Input, Lines 14-16
5 Value Payout Rate 2016 - 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 40,990	\$ 13,837	\$ 81,469	\$ 136,296	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 149,675	\$ 43,508	\$ 184,503	\$ 377,686	Line 3 + Line 6

Results

Sector	Residential	Low Income	C&I	Total Berkshire
Savings	72.6%	68.2%	55.8%	63.9%
Value	27.4%	31.8%	44.2%	36.1%
Total	100.0%	100.0%	100.0%	100.0%

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

Liberty	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 4,677,290	\$ 1,279,006	\$ 2,554,176	\$ 8,510,473	Gas Input, Lines 2-4
2 Savings Payout Rate 2016	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 31,448	\$ 8,600	\$ 17,173	\$ 57,221	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 2,000,203	\$ 366,323	\$ 1,349,035	\$ 3,715,561	Gas Input, Lines 14-16
5 Value Payout Rate 2016	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 17,072	\$ 3,127	\$ 11,514	\$ 31,713	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 48,521	\$ 11,726	\$ 28,688	\$ 88,935	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Liberty
Sector	64.8%	73.3%	59.9%	64.3%
Savings Value	35.2%	26.7%	40.1%	35.7%
Total	100.0%	100.0%	100.0%	100.0%

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

Liberty	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 4,622,384	\$ 1,270,801	\$ 2,683,625	\$ 8,576,810	Gas Input, Lines 2-4
2 Savings Payout Rate 2017	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 31,079	\$ 8,544	\$ 18,044	\$ 57,667	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 2,034,008	\$ 394,140	\$ 1,485,743	\$ 3,913,892	Gas Input, Lines 14-16
5 Value Payout Rate 2017	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 17,361	\$ 3,364	\$ 12,681	\$ 33,406	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 48,440	\$ 11,909	\$ 30,725	\$ 91,074	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Liberty
Sector	64.2%	71.8%	58.7%	63.3%
Savings Value	35.8%	28.2%	41.3%	36.7%
Total	100.0%	100.0%	100.0%	100.0%

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

Liberty	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 4,697,753	\$ 1,264,648	\$ 2,647,650	\$ 8,610,050	Gas Input, Lines 2-4
2 Savings Payout Rate 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 31,586	\$ 8,503	\$ 17,802	\$ 57,891	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 2,159,935	\$ 405,086	\$ 1,348,248	\$ 3,913,268	Gas Input, Lines 14-16
5 Value Payout Rate 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 18,436	\$ 3,458	\$ 11,508	\$ 33,401	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 50,022	\$ 11,961	\$ 29,310	\$ 91,292	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Liberty
Sector Savings	63.1%	71.1%	60.7%	63.4%
Value	36.9%	28.9%	39.3%	36.6%
Total	100.0%	100.0%	100.0%	100.0%

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

Liberty	Residential	Low Income	C&I	Total	Comment
1 Forecasted Benefits	\$ 13,997,426	\$ 3,814,455	\$ 7,885,451	\$ 25,697,332	Gas Input, Lines 2-4
2 Savings Payout Rate 2016 - 2018	0.0067236	0.0067236	0.0067236	0.0067236	Pef Met Pool, Line 8
3 Forecasted Savings Incentives	\$ 94,114	\$ 25,647	\$ 53,019	\$ 172,780	Line 1 times Line 2
4 Forecasted Net Benefits	\$ 6,194,145	\$ 1,165,549	\$ 4,183,026	\$ 11,542,720	Gas Input, Lines 14-16
5 Value Payout Rate 2016 - 2018	0.0085353	0.0085353	0.0085353	0.0085353	Pef Met Pool, Line 12
6 Forecasted Value Incentives	\$ 52,869	\$ 9,948	\$ 35,703	\$ 98,520	Line 4 times Line 5
7 Total Performance Incentives at target	\$ 146,982	\$ 35,595	\$ 88,722	\$ 271,300	Line 3 + Line 6

Results

	Residential	Low Income	C&I	Total Liberty
Sector Savings	64.0%	72.1%	59.8%	63.7%
Value	36.0%	27.9%	40.2%	36.3%
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	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	2,042,357	525,182	1,104,304	3,671,843	Savings	34.2%	8.8%	18.5%	61.5%
2 Value	1,109,428	283,398	903,976	2,296,802	Value	18.6%	4.7%	15.1%	38.5%
3 Total	3,151,785	808,580	2,008,279	5,968,645	Total	52.8%	13.5%	33.6%	100.0%
National Grid									
4 Savings	1,113,852	313,653	495,971	1,923,475	Savings	37.5%	10.6%	16.7%	64.8%
5 Value	485,730	176,741	381,726	1,044,197	Value	16.4%	6.0%	12.9%	35.2%
6 Total	1,599,582	490,394	877,697	2,967,672	Total	53.9%	16.5%	29.6%	100.0%
Eversource									
7 Savings	388,738	113,193	339,163	841,094	Savings	28.5%	8.3%	24.8%	61.6%
8 Value	183,762	62,995	277,447	524,204	Value	13.5%	4.6%	20.3%	38.4%
9 Total	572,501	176,188	616,609	1,365,298	Total	41.9%	12.9%	45.2%	100.0%
Columbia									
10 Savings	447,626	74,305	201,427	723,358	Savings	33.4%	5.5%	15.0%	54.0%
11 Value	393,329	33,079	190,952	617,361	Value	29.3%	2.5%	14.2%	46.0%
12 Total	840,955	107,384	392,379	1,340,719	Total	62.7%	8.0%	29.3%	100.0%
Unitil									
13 Savings	16,342	5,508	16,007	37,857	Savings	24.1%	8.1%	23.7%	55.9%
14 Value	11,584	2,974	15,265	29,823	Value	17.1%	4.4%	22.6%	44.1%
15 Total	27,926	8,482	31,272	67,680	Total	41.3%	12.5%	46.2%	100.0%
Berkshire									
16 Savings	44,351	9,923	34,564	88,837	Savings	32.1%	7.2%	25.0%	64.2%
17 Value	17,951	4,482	27,071	49,504	Value	13.0%	3.2%	19.6%	35.8%
18 Total	62,301	14,405	61,635	138,342	Total	45.0%	10.4%	44.6%	100.0%
Liberty									
19 Savings	31,448	8,600	17,173	57,221	Savings	35.4%	9.7%	19.3%	64.3%
20 Value	17,072	3,127	11,514	31,713	Value	19.2%	3.5%	12.9%	35.7%
21 Total	48,521	11,726	28,688	88,935	Total	54.6%	13.2%	32.3%	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	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	2,042,134	524,452	1,098,234	3,664,820	Savings	34.3%	8.8%	18.4%	61.6%
2 Value	1,100,174	289,043	898,711	2,287,928	Value	18.5%	4.9%	15.1%	38.4%
3 Total	3,142,308	813,496	1,996,945	5,952,749	Total	52.8%	13.7%	33.5%	100.0%
National Grid									
4 Savings	1,123,867	311,854	493,862	1,929,583	Savings	37.9%	10.5%	16.7%	65.2%
5 Value	475,221	179,438	377,469	1,032,129	Value	16.0%	6.1%	12.7%	34.8%
6 Total	1,599,088	491,292	871,331	2,961,711	Total	54.0%	16.6%	29.4%	100.0%
Eversource									
7 Savings	390,038	115,239	337,860	843,138	Savings	28.6%	8.4%	24.8%	61.8%
8 Value	181,466	64,971	275,369	521,806	Value	13.3%	4.8%	20.2%	38.2%
9 Total	571,504	180,210	613,229	1,364,943	Total	41.9%	13.2%	44.9%	100.0%
Columbia									
10 Savings	448,497	73,181	198,287	719,966	Savings	33.3%	5.4%	14.7%	53.4%
11 Value	402,833	33,371	190,962	627,167	Value	29.9%	2.5%	14.2%	46.6%
12 Total	851,330	106,552	389,250	1,347,132	Total	63.2%	7.9%	28.9%	100.0%
Unitil									
13 Savings	16,678	5,755	15,938	38,371	Savings	24.2%	8.3%	23.1%	55.7%
14 Value	12,061	3,302	15,202	30,564	Value	17.5%	4.8%	22.1%	44.3%
15 Total	28,738	9,057	31,139	68,935	Total	41.7%	13.1%	45.2%	100.0%
Berkshire									
16 Savings	31,975	9,879	34,243	76,097	Savings	26.9%	8.3%	28.8%	64.0%
17 Value	11,232	4,597	27,028	42,857	Value	9.4%	3.9%	22.7%	36.0%
18 Total	43,206	14,476	61,271	118,953	Total	36.3%	12.2%	51.5%	100.0%
Liberty									
19 Savings	31,079	8,544	18,044	57,667	Savings	34.1%	9.4%	19.8%	63.3%
20 Value	17,361	3,364	12,681	33,406	Value	19.1%	3.7%	13.9%	36.7%
21 Total	48,440	11,909	30,725	91,074	Total	53.2%	13.1%	33.7%	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	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	2,092,709	528,157	1,112,471	3,733,337	Savings	34.4%	8.7%	18.3%	61.4%
2 Value	1,142,535	297,695	905,039	2,345,269	Value	18.8%	4.9%	14.9%	38.6%
3 Total	3,235,245	825,852	2,017,510	6,078,606	Total	53.2%	13.6%	33.2%	100.0%
National Grid									
4 Savings	1,154,819	311,416	505,634	1,971,869	Savings	38.0%	10.2%	16.6%	64.9%
5 Value	496,584	184,266	386,824	1,067,675	Value	16.3%	6.1%	12.7%	35.1%
6 Total	1,651,404	495,683	892,458	3,039,544	Total	54.3%	16.3%	29.4%	100.0%
Eversource									
7 Savings	400,643	119,398	340,927	860,969	Savings	28.8%	8.6%	24.5%	61.9%
8 Value	188,285	68,415	273,086	529,785	Value	13.5%	4.9%	19.6%	38.1%
9 Total	588,928	187,813	614,013	1,390,754	Total	42.3%	13.5%	44.1%	100.0%
Columbia									
10 Savings	456,115	73,095	197,640	726,850	Savings	33.4%	5.4%	14.5%	53.2%
11 Value	414,678	33,318	190,648	638,644	Value	30.4%	2.4%	14.0%	46.8%
12 Total	870,793	106,413	388,288	1,365,494	Total	63.8%	7.8%	28.4%	100.0%
Unitil									
13 Savings	17,186	5,876	16,240	39,301	Savings	24.2%	8.3%	22.8%	55.3%
14 Value	12,745	3,480	15,604	31,830	Value	17.9%	4.9%	21.9%	44.7%
15 Total	29,931	9,356	31,844	71,131	Total	42.1%	13.2%	44.8%	100.0%
Berkshire									
16 Savings	32,359	9,869	34,228	76,456	Savings	26.9%	8.2%	28.4%	63.5%
17 Value	11,807	4,758	27,370	43,935	Value	9.8%	4.0%	22.7%	36.5%
18 Total	44,167	14,626	61,598	120,391	Total	36.7%	12.1%	51.2%	100.0%
Liberty									
19 Savings	31,586	8,503	17,802	57,891	Savings	34.6%	9.3%	19.5%	63.4%
20 Value	18,436	3,458	11,508	33,401	Value	20.2%	3.8%	12.6%	36.6%
21 Total	50,022	11,961	29,310	91,292	Total	54.8%	13.1%	32.1%	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	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	6,177,200	1,577,791	3,315,008	11,070,000	Savings	34.3%	8.8%	18.4%	61.5%
2 Value	3,352,137	870,136	2,707,726	6,930,000	Value	18.6%	4.8%	15.0%	38.5%
3 Total	9,529,338	2,447,928	6,022,735	18,000,000	Total	52.9%	13.6%	33.5%	100.0%
National Grid									
4 Savings	3,392,538	936,923	1,495,466	5,824,927	Savings	37.8%	10.4%	16.7%	64.9%
5 Value	1,457,535	540,446	1,146,019	3,144,000	Value	16.3%	6.0%	12.8%	35.1%
6 Total	4,850,074	1,477,368	2,641,485	8,968,927	Total	54.1%	16.5%	29.5%	100.0%
EverSource									
7 Savings	1,179,420	347,830	1,017,950	2,545,200	Savings	28.6%	8.4%	24.7%	61.8%
8 Value	553,513	196,381	825,901	1,575,795	Value	13.4%	4.8%	20.0%	38.2%
9 Total	1,732,933	544,211	1,843,852	4,120,996	Total	42.1%	13.2%	44.7%	100.0%
Columbia									
10 Savings	1,352,239	220,581	597,354	2,170,174	Savings	33.4%	5.4%	14.7%	53.5%
11 Value	1,210,840	99,768	572,563	1,883,171	Value	29.9%	2.5%	14.1%	46.5%
12 Total	2,563,079	320,349	1,169,917	4,053,345	Total	63.2%	7.9%	28.9%	100.0%
Unitil									
13 Savings	50,205	17,139	48,185	115,528	Savings	24.2%	8.2%	23.2%	55.6%
14 Value	36,390	9,757	46,071	92,218	Value	17.5%	4.7%	22.2%	44.4%
15 Total	86,595	26,895	94,256	207,746	Total	41.7%	12.9%	45.4%	100.0%
Berkshire									
16 Savings	108,685	29,671	103,034	241,390	Savings	28.8%	7.9%	27.3%	63.9%
17 Value	40,990	13,837	81,469	136,296	Value	10.9%	3.7%	21.6%	36.1%
18 Total	149,675	43,508	184,503	377,686	Total	39.6%	11.5%	48.9%	100.0%
Liberty									
19 Savings	94,114	25,647	53,019	172,780	Savings	34.7%	9.5%	19.5%	63.7%
20 Value	52,869	9,948	35,703	98,520	Value	19.5%	3.7%	13.2%	36.3%
21 Total	146,982	35,595	88,722	271,300	Total	54.2%	13.1%	32.7%	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	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	2,042,357	525,182	1,104,304	3,671,843	Savings	34.2%	8.8%	18.5%	61.5%
2 Value	1,109,428	283,398	903,976	2,296,802	Value	18.6%	4.7%	15.1%	38.5%
3 Total	3,151,785	808,580	2,008,279	5,968,645	Total	52.8%	13.5%	33.6%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	1,113,852	313,653	495,971	1,923,475	Savings	37.5%	10.6%	16.7%	64.8%
5 Value	485,730	176,741	381,726	1,044,197	Value	16.4%	6.0%	12.9%	35.2%
6 Total	1,599,582	490,394	877,697	2,967,672	Total	53.9%	16.5%	29.6%	100.0%
Eversource	Residential	Low Income	C&I	Total	EverSource	Residential	Low Income	C&I	Total
7 Savings	388,738	113,193	339,163	841,094	Savings	28.5%	8.3%	24.8%	61.6%
8 Value	183,762	62,995	277,447	524,204	Value	13.5%	4.6%	20.3%	38.4%
9 Total	572,501	176,188	616,609	1,365,298	Total	41.9%	12.9%	45.2%	100.0%
Columbia	Residential	Low Income	C&I	Total	Columbia	Residential	Low Income	C&I	Total
10 Savings	447,626	74,305	201,427	723,358	Savings	33.4%	5.5%	15.0%	54.0%
11 Value	393,329	33,079	190,952	617,361	Value	29.3%	2.5%	14.2%	46.0%
12 Total	840,955	107,384	392,379	1,340,719	Total	62.7%	8.0%	29.3%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
13 Savings	16,342	5,508	16,007	37,857	Savings	24.1%	8.1%	23.7%	55.9%
14 Value	11,584	2,974	15,265	29,823	Value	17.1%	4.4%	22.6%	44.1%
15 Total	27,926	8,482	31,272	67,680	Total	41.3%	12.5%	46.2%	100.0%
Berkshire	Residential	Low Income	C&I	Total	Berkshire	Residential	Low Income	C&I	Total
16 Savings	44,351	9,923	34,564	88,837	Savings	32.1%	7.2%	25.0%	64.2%
17 Value	17,951	4,482	27,071	49,504	Value	13.0%	3.2%	19.6%	35.8%
18 Total	62,301	14,405	61,635	138,342	Total	45.0%	10.4%	44.6%	100.0%
Liberty	Residential	Low Income	C&I	Total	Liberty	Residential	Low Income	C&I	Total
19 Savings	31,448	8,600	17,173	57,221	Savings	35.4%	9.7%	19.3%	64.3%
20 Value	17,072	3,127	11,514	31,713	Value	19.2%	3.5%	12.9%	35.7%
21 Total	48,521	11,726	28,688	88,935	Total	54.6%	13.2%	32.3%	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	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	2,094,004	537,773	1,126,129	3,757,907	Savings	34.3%	8.8%	18.4%	61.6%
2 Value	1,128,118	296,385	921,539	2,346,042	Value	18.5%	4.9%	15.1%	38.4%
3 Total	3,222,122	834,158	2,047,668	6,103,949	Total	52.8%	13.7%	33.5%	100.0%
National Grid									
4 Savings	1,152,413	319,775	506,406	1,978,594	Savings	37.9%	10.5%	16.7%	65.2%
5 Value	487,292	183,996	387,057	1,058,345	Value	16.0%	6.1%	12.7%	34.8%
6 Total	1,639,705	503,771	893,463	3,036,939	Total	54.0%	16.6%	29.4%	100.0%
Eversource									
7 Savings	399,945	118,166	346,442	864,553	Savings	28.6%	8.4%	24.8%	61.8%
8 Value	186,075	66,621	282,363	535,059	Value	13.3%	4.8%	20.2%	38.2%
9 Total	586,020	184,787	628,805	1,399,613	Total	41.9%	13.2%	44.9%	100.0%
Columbia									
10 Savings	459,889	75,040	203,324	738,253	Savings	33.3%	5.4%	14.7%	53.4%
11 Value	413,065	34,219	195,813	643,097	Value	29.9%	2.5%	14.2%	46.6%
12 Total	872,954	109,259	399,137	1,381,349	Total	63.2%	7.9%	28.9%	100.0%
Unitil									
13 Savings	17,101	5,901	16,343	39,345	Savings	24.2%	8.3%	23.1%	55.7%
14 Value	12,367	3,386	15,588	31,341	Value	17.5%	4.8%	22.1%	44.3%
15 Total	29,468	9,287	31,930	70,686	Total	41.7%	13.1%	45.2%	100.0%
Berkshire									
16 Savings	32,787	10,130	35,113	78,029	Savings	26.9%	8.3%	28.8%	64.0%
17 Value	11,517	4,714	27,714	43,945	Value	9.4%	3.9%	22.7%	36.0%
18 Total	44,304	14,844	62,827	121,975	Total	36.3%	12.2%	51.5%	100.0%
Liberty									
19 Savings	31,869	8,761	18,502	59,132	Savings	34.1%	9.4%	19.8%	63.3%
20 Value	17,802	3,450	13,003	34,255	Value	19.1%	3.7%	13.9%	36.7%
21 Total	49,670	12,211	31,505	93,387	Total	53.2%	13.1%	33.7%	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	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	2,200,369	555,328	1,169,702	3,925,399	Savings	34.4%	8.7%	18.3%	61.4%
2 Value	1,201,313	313,010	951,599	2,465,922	Value	18.8%	4.9%	14.9%	38.6%
3 Total	3,401,682	868,338	2,121,301	6,391,321	Total	53.2%	13.6%	33.2%	100.0%
National Grid									
4 Savings	1,214,229	327,437	531,646	2,073,313	Savings	38.0%	10.2%	16.6%	64.9%
5 Value	522,131	193,746	406,724	1,122,601	Value	16.3%	6.1%	12.7%	35.1%
6 Total	1,736,361	521,183	938,370	3,195,914	Total	54.3%	16.3%	29.4%	100.0%
Eversource									
7 Savings	421,255	125,541	358,467	905,262	Savings	28.8%	8.6%	24.5%	61.9%
8 Value	197,971	71,934	287,135	557,040	Value	13.5%	4.9%	19.6%	38.1%
9 Total	619,226	197,475	645,601	1,462,302	Total	42.3%	13.5%	44.1%	100.0%
Columbia									
10 Savings	479,580	76,855	207,807	764,243	Savings	33.4%	5.4%	14.5%	53.2%
11 Value	436,011	35,032	200,456	671,499	Value	30.4%	2.4%	14.0%	46.8%
12 Total	915,591	111,887	408,263	1,435,742	Total	63.8%	7.8%	28.4%	100.0%
Unitil									
13 Savings	18,070	6,178	17,076	41,323	Savings	24.2%	8.3%	22.8%	55.3%
14 Value	13,401	3,660	16,407	33,468	Value	17.9%	4.9%	21.9%	44.7%
15 Total	31,471	9,837	33,483	74,791	Total	42.1%	13.2%	44.8%	100.0%
Berkshire									
16 Savings	34,024	10,377	35,989	80,389	Savings	26.9%	8.2%	28.4%	63.5%
17 Value	12,415	5,002	28,778	46,195	Value	9.8%	4.0%	22.7%	36.5%
18 Total	46,439	15,379	64,767	126,584	Total	36.7%	12.1%	51.2%	100.0%
Liberty									
19 Savings	33,211	8,940	18,718	60,869	Savings	34.6%	9.3%	19.5%	63.4%
20 Value	19,384	3,635	12,100	35,119	Value	20.2%	3.8%	12.6%	36.6%
21 Total	52,595	12,576	30,817	95,988	Total	54.8%	13.1%	32.1%	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	Residential	Low Income	C&I	Total	State	Residential	Low Income	C&I	Total
1 Savings	6,336,730	1,618,283	3,400,135	11,355,149	Savings	34.3%	8.8%	18.4%	61.5%
2 Value	3,438,859	892,793	2,777,114	7,108,766	Value	18.6%	4.8%	15.0%	38.5%
3 Total	9,775,590	2,511,077	6,177,248	18,463,915	Total	52.9%	13.6%	33.5%	100.0%
National Grid	Residential	Low Income	C&I	Total	National Grid	Residential	Low Income	C&I	Total
4 Savings	3,480,494	960,865	1,534,023	5,975,382	Savings	37.8%	10.4%	16.7%	64.9%
5 Value	1,495,153	554,483	1,175,507	3,225,143	Value	16.3%	6.0%	12.8%	35.1%
6 Total	4,975,647	1,515,348	2,709,530	9,200,525	Total	54.1%	16.5%	29.4%	100.0%
Eversource	Residential	Low Income	C&I	Total	EverSource	Residential	Low Income	C&I	Total
7 Savings	1,209,938	356,900	1,044,071	2,610,909	Savings	28.6%	8.4%	24.7%	61.8%
8 Value	567,809	201,551	846,945	1,616,304	Value	13.4%	4.8%	20.0%	38.2%
9 Total	1,777,747	558,450	1,891,016	4,227,213	Total	42.1%	13.2%	44.7%	100.0%
Columbia	Residential	Low Income	C&I	Total	Columbia	Residential	Low Income	C&I	Total
10 Savings	1,387,095	226,201	612,558	2,225,854	Savings	33.4%	5.4%	14.7%	53.5%
11 Value	1,242,405	102,330	587,222	1,931,956	Value	29.9%	2.5%	14.1%	46.5%
12 Total	2,629,501	328,530	1,199,780	4,157,810	Total	63.2%	7.9%	28.9%	100.0%
Unitil	Residential	Low Income	C&I	Total	Unitil	Residential	Low Income	C&I	Total
13 Savings	51,513	17,587	49,425	118,525	Savings	24.2%	8.3%	23.2%	55.6%
14 Value	37,352	10,020	47,260	94,631	Value	17.5%	4.7%	22.2%	44.4%
15 Total	88,865	27,607	96,685	213,156	Total	41.7%	13.0%	45.4%	100.0%
Berkshire	Residential	Low Income	C&I	Total	Berkshire	Residential	Low Income	C&I	Total
16 Savings	111,161	30,430	105,665	247,256	Savings	28.7%	7.9%	27.3%	63.9%
17 Value	41,883	14,198	83,563	139,644	Value	10.8%	3.7%	21.6%	36.1%
18 Total	153,044	44,628	189,228	386,901	Total	39.6%	11.5%	48.9%	100.0%
Liberty	Residential	Low Income	C&I	Total	Liberty	Residential	Low Income	C&I	Total
19 Savings	96,528	26,301	54,393	177,222	Savings	34.7%	9.5%	19.5%	63.7%
20 Value	54,258	10,212	36,617	101,087	Value	19.5%	3.7%	13.2%	36.3%
21 Total	150,786	36,513	91,010	278,310	Total	54.2%	13.1%	32.7%	100.0%