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June 20, 2014

Mark D. Marini, Secretary
Commonwealth of Massachusetts
Department of Public Utilities
One South Station, 5th Floor
Boston, MA 02110

Re: Fitchburg Gas and Electric Light Company d/b/a Unitil, D.P.U. 14-87 (Electric)

Dear Secretary Marini:

On behalf of Fitchburg Gas and Electric Light Company d/b/a Unitil (the “Company”), enclosed is the Company’s 2013 Electric Energy Efficiency Plan-Year Report for filing with the Department of Public Utilities (the “Department”). This report is being submitted pursuant to the Hearing Officer’s Memorandum dated May 2, 2014 adopting the Energy Efficiency Plan-Year Report Template in D.P.U. 11-120-A, Phase II.

Plan Year 2013 was the first year of implementation under the 2013-2015 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan, as reviewed and approved by the Department in D.P.U. 12-100 through D.P.U. 12-111. During 2013, the Massachusetts Energy Efficiency Program Administrators (the “Program Administrators” or “PAs”) continued to build on the nationally acclaimed successes of plan years 2010 through 2012. Among the many awards and accomplishments achieved during 2013, the American Council for an Energy-Efficient Economy (“ACEEE”) ranked Massachusetts number one in the nation for its energy efficiency efforts for the third year in a row.

Most notably in 2013, the PAs successfully delivered on very ambitious energy savings for the year - attaining historic levels of energy savings while maintaining budgetary control and complying with the directive of the Green Communities Act to seek all available cost-effective energy efficiency opportunities. The 2013 goals were intentionally designed to be very challenging goals, and achievements in savings and benefits reached unprecedented levels in Massachusetts for residential, low-income, and commercial and industrial (“C&I”) programs. The PAs successfully implemented their programs in the field while also continuing to manage an unprecedented ramp up of their energy efficiency programs to meet goals not just for 2013, but for the full life of the three-year plans and beyond.

The accomplishments of 2013 were achieved despite anticipated challenges meeting electric and gas savings goals in the C&I sector. In the wake of these challenges, the PAs engaged in numerous and varied efforts to increase C&I savings, including a particular focus on CHP, segmentation, seeking deeper savings and new technologies, hiring additional staff and vendors, improving productivity and developing new delivery methods to reach more customers and to encourage current customers to move forward with greater commitments and investments in energy efficiency.

In the residential sector, 2013 was a strong year for Home Energy Services, with most PAs meeting or exceeding savings goals. Over the course of the year, the PAs were able to incorporate many new program enhancements as well as implement various new initiatives, including LEDs and advanced power strips. The ENERGY STAR lighting initiative also ended the year strong, with all PAs surpassing lighting goals.

The PAs also continued to participate in the Low-Income Best Practices Working Group convened by the Low-Income Energy Affordability Network and implemented standardized, statewide client education materials. The PAs also implemented their strategic marketing plans targeting hard to reach/challenged communities across the Commonwealth.

Also in 2013, the Program Administrators continued the successful implementation of the Evaluation Management Committee (“EMC”). Under the guidance of the EMC, the PAs engaged in numerous studies across a wide span of program sectors in 2013, eleven of which were completed in 2013, underscoring the fact that the evaluation, measurement and verification of these program offerings remains a critical and vital tool for both Program Administrators and interested stakeholders in an ever-changing marketplace. In addition, the EMC, as the result of a productive collaboration among the PAs, the Energy Efficiency Advisory Council (“EEAC”) consultants, and the evaluation contractors also completed work on the 2013-2014 Evaluation Strategic Plan.

In addition, the PAs were at the forefront of creating a culture of sustainability through public education and outreach. The PAs participated in a number of events throughout the state including the Worcester Business Journal Energy Summit, the Massachusetts Association of School Committees Annual Conference, Architecture Boston Exposition, and the Massachusetts Green Career Conference.

Simultaneously with the activities and achievements noted above, the Program Administrators also devoted considerable time and resources to regulatory matters in 2013 including responding to discovery and participating in hearings in their 2011 and 2012 Energy Efficiency Annual Report dockets and in the D.P.U. 11-120 proceeding to update the Department’s Energy Efficiency Guidelines.

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These accomplishments demonstrate the PAs' continued commitment throughout 2013 to building on the experience of their initial three-year plans and leveraging their good working relationships to better coordinate their efforts and share ideas and best practices. The PAs' management committees have continued to meet regularly to facilitate the process of enhanced integration and coordination between electric and gas programs.

Given the unprecedented nature of these efforts, and the ambitious goals established in the 2013-2015 plans, plan year 2013 performance has been another success for energy efficiency in Massachusetts. During 2013, the Program Administrators achieved unprecedented levels of savings and benefits within budget, and look forward to continuing these efforts and achieving additional successes going forward.

Thank you for your time and attention to this matter.

Very truly yours,

A handwritten signature in black ink, appearing to read "Kevin F. Penders", with a long horizontal flourish extending to the right.

Kevin F. Penders, Esq.

Enclosures

cc: Jeffrey Leupold, Department of Public Utilities
Matthew Saunders, Office of the Attorney General
Steven Venezia, Department of Energy Resources
Jerrold Oppenheim, Low-Income Energy Affordability Network
Members of the Energy Efficiency Advisory Council (via e-mail only)

**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

D.P.U. 14-87

**ON BEHALF OF FITCHBURG GAS AND ELECTRIC
LIGHT COMPANY d/b/a UNITIL**

APPEARANCE OF COUNSEL

In the above referenced proceeding, I the undersigned hereby appear for and on behalf of Fitchburg Gas and Electric Light Company d/b/a Unitil.

Respectfully Submitted,



Kevin F. Penders, Esq.
Keegan Werlin LLP
265 Franklin Street
Boston, MA 02110
TEL: (617) 951-1400
FAX: (617) 951-1400

Dated: June 20, 2014



*Fitchburg Gas and Electric
Light Company*

**Electric Annual Energy Efficiency
Plan-Year Report for 2013**

Docket No. D.P.U. 14-87

Filed with the Massachusetts
Department of Public Utilities and
Department of Energy Resources

June 20, 2014

Significant Variances Summary

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

Is a Significant Variance explanation required?	Significant Lifetime Savings Variances: Planned v Preliminary (15% Decrease)	Significant Total Benefits Variances (2013\$): Planned v Preliminary (15% Decrease)	Significant Resource Benefits Variances (2013\$): Preliminary v Evaluated (15% Decrease)	Significant Planned Budget v Actual Expenditures Variances (Nominal\$) (15% Increase or Decrease)
Residential				
1. Residential Whole House				
Residential New Construction & Major Renovation	602%	148%	0%	-34%
Residential Multi-Family Retrofit	-5%	-75%	-14%	-66%
Residential Home Energy Services	142%	159%	6%	66%
Residential Behavior/Feedback Program	0%	0%	0%	0%
2. Residential Products				
Residential Cooling & Heating Equipment	197%	89%	10%	-6%
Residential Lighting	35%	37%	12%	-16%
Residential Consumer Products	-8%	-15%	0%	-42%
Low-Income				
4. Low-Income Whole House				
Low-Income New Construction	-100%	-100%	0%	-73%
Low-Income Single Family Retrofit	13%	44%	10%	12%
Low-Income Multi-Family Retrofit	-21%	46%	-5%	-37%
Commercial & Industrial				
6. C&I New Construction				
C&I New Construction	-3%	22%	8%	-24%
7. C&I Retrofit				
C&I Retrofit	22%	79%	16%	-21%
C&I Direct Install	-8%	-11%	5%	1%
Grand Total				

Significant variances, which require explanation, are defined as:

- (1) variances between *planned and actual* core initiative budget of 15 percent or greater;
- (2) variances between *planned and preliminary* core initiative total lifetime savings showing a decrease of 15 percent or greater;
- (3) variances between *planned and preliminary* core initiative total benefits showing a decrease of 15 percent or greater; and
- (4) variances between *preliminary and evaluated* core initiative total resource benefits showing a decrease of 15 percent or greater.

Cells highlighted in the above table indicate that a variance is significant enough to require explanation. Refer to Appendix 1 for explanations of significant variances.

Planned v Preliminary Savings: Plan-Year Analysis

Savings Table 1

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Planned	7,910	7,773	96,645	1,721
Residential	7,459	1,063	9,174	129
1. Residential Whole House	202	173	2,027	19
Residential New Construction & Major Renovation	40	58	618	5
Residential Multi-Family Retrofit	55	62	781	4
Residential Home Energy Services	107	53	628	11
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	7,257	890	7,147	110
Residential Cooling & Heating Equipment	151	29	436	7
Residential Lighting	4,876	676	5,170	68
Residential Consumer Products	2,230	185	1,541	35
Low-Income	184	235	3,301	17
4. Low-Income Whole House	184	235	3,301	17
Low-Income New Construction	17	22	247	2
Low-Income Single Family Retrofit	128	93	864	10
Low-Income Multi-Family Retrofit	39	120	2,190	5
Commercial & Industrial	267	6,476	84,170	1,575
6. C&I New Construction	150	822	10,673	154
C&I New Construction	150	822	10,673	154
7. C&I Retrofit	117	5,654	73,498	1,421
C&I Retrofit	41	3,888	50,550	995
C&I Direct Install	76	1,765	22,948	425
Preliminary	10,704	8,052	112,231	2,296
Residential	10,164	1,657	16,303	211
1. Residential Whole House	403	390	6,601	64
Residential New Construction & Major Renovation	93	184	4,339	36
Residential Multi-Family Retrofit	88	70	740	3
Residential Home Energy Services	222	136	1,522	26
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	9,761	1,267	9,702	147
Residential Cooling & Heating Equipment	123	96	1,294	12
Residential Lighting	8,408	957	6,993	102
Residential Consumer Products	1,230	215	1,415	33
Low-Income	336	264	2,699	16
4. Low-Income Whole House	336	264	2,699	16
Low-Income New Construction	-	-	-	-
Low-Income Single Family Retrofit	129	103	975	8
Low-Income Multi-Family Retrofit	207	161	1,724	8
Commercial & Industrial	204	6,131	93,229	2,069
6. C&I New Construction	127	968	10,365	223
C&I New Construction	127	968	10,365	223
7. C&I Retrofit	77	5,163	82,863	1,846
C&I Retrofit	10	3,537	61,746	1,491
C&I Direct Install	67	1,626	21,118	355

Planned v Preliminary Savings: Plan-Year Analysis

Savings Table 1

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

Planned v Preliminary Variances: (Prelim - Plan) / Plan	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Total Annual Variance	35%	4%	16%	33%
Residential	36%	56%	78%	63%
1. Residential Whole House	100%	126%	226%	233%
Residential New Construction & Major Renovation	133%	217%	602%	653%
Residential Multi-Family Retrofit	60%	13%	-5%	-19%
Residential Home Energy Services	107%	157%	142%	135%
Residential Behavior/Feedback Program	0%	0%	0%	0%
2. Residential Products	35%	42%	36%	34%
Residential Cooling & Heating Equipment	-19%	230%	197%	72%
Residential Lighting	72%	42%	35%	49%
Residential Consumer Products	-45%	16%	-8%	-5%
Low-Income	83%	12%	-18%	-5%
4. Low-Income Whole House	83%	12%	-18%	-5%
Low-Income New Construction	-100%	-100%	-100%	-100%
Low-Income Single Family Retrofit	1%	11%	13%	-16%
Low-Income Multi-Family Retrofit	431%	34%	-21%	46%
Commercial & Industrial	-24%	-5%	11%	31%
6. C&I New Construction	-15%	18%	-3%	45%
C&I New Construction	-15%	18%	-3%	45%
7. C&I Retrofit	-34%	-9%	13%	30%
C&I Retrofit	-76%	-9%	22%	50%
C&I Direct Install	-12%	-8%	-8%	-17%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Planned v Evaluated Savings: Plan-Year Analysis

Savings Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Planned	7,910	7,773	96,645	1,721
Residential	7,459	1,063	9,174	129
1. Residential Whole House	202	173	2,027	19
Residential New Construction & Major Renovation	40	58	618	5
Residential Multi-Family Retrofit	55	62	781	4
Residential Home Energy Services	107	53	628	11
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	7,257	890	7,147	110
Residential Cooling & Heating Equipment	151	29	436	7
Residential Lighting	4,876	676	5,170	68
Residential Consumer Products	2,230	185	1,541	35
Low-Income	184	235	3,301	17
4. Low-Income Whole House	184	235	3,301	17
Low-Income New Construction	17	22	247	2
Low-Income Single Family Retrofit	128	93	864	10
Low-Income Multi-Family Retrofit	39	120	2,190	5
Commercial & Industrial	267	6,476	84,170	1,575
6. C&I New Construction	150	822	10,673	154
C&I New Construction	150	822	10,673	154
7. C&I Retrofit	117	5,654	73,498	1,421
C&I Retrofit	41	3,888	50,550	995
C&I Direct Install	76	1,765	22,948	425
Evaluated	10,704	8,303	114,520	2,540
Residential	10,164	1,746	16,588	261
1. Residential Whole House	403	429	6,706	79
Residential New Construction & Major Renovation	93	184	4,339	36
Residential Multi-Family Retrofit	88	71	610	5
Residential Home Energy Services	222	174	1,758	39
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	9,761	1,318	9,882	182
Residential Cooling & Heating Equipment	123	97	1,320	16
Residential Lighting	8,408	1,006	7,147	133
Residential Consumer Products	1,230	215	1,415	33
Low-Income	336	275	2,685	31
4. Low-Income Whole House	336	275	2,685	31
Low-Income New Construction	-	-	-	-
Low-Income Single Family Retrofit	129	114	1,044	23
Low-Income Multi-Family Retrofit	207	161	1,642	7
Commercial & Industrial	204	6,281	95,247	2,248
6. C&I New Construction	127	1,009	11,130	199
C&I New Construction	127	1,009	11,130	199
7. C&I Retrofit	77	5,273	84,117	2,049
C&I Retrofit	10	3,648	63,012	1,690
C&I Direct Install	67	1,625	21,104	359

Planned v Evaluated Savings: Plan-Year Analysis

Savings Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

Planned v Evaluated Variances: (Eval - Plan) / Plan	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Total Annual Variance	35%	7%	18%	48%
Residential	36%	64%	81%	102%
1. Residential Whole House	100%	148%	231%	311%
Residential New Construction & Major Renovation	133%	217%	602%	657%
Residential Multi-Family Retrofit	60%	14%	-22%	32%
Residential Home Energy Services	107%	228%	180%	255%
Residential Behavior/Feedback Program	0%	0%	0%	0%
2. Residential Products	35%	48%	38%	65%
Residential Cooling & Heating Equipment	-19%	236%	203%	126%
Residential Lighting	72%	49%	38%	96%
Residential Consumer Products	-45%	16%	-8%	-5%
Low-Income	83%	17%	-19%	83%
4. Low-Income Whole House	83%	17%	-19%	83%
Low-Income New Construction	-100%	-100%	-100%	-100%
Low-Income Single Family Retrofit	1%	24%	21%	139%
Low-Income Multi-Family Retrofit	431%	34%	-25%	38%
Commercial & Industrial	-24%	-3%	13%	43%
6. C&I New Construction	-15%	23%	4%	29%
C&I New Construction	-15%	23%	4%	29%
7. C&I Retrofit	-34%	-7%	14%	44%
C&I Retrofit	-76%	-6%	25%	70%
C&I Direct Install	-12%	-8%	-8%	-15%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Preliminary v Evaluated Savings: Plan-Year Analysis

Savings Table 3

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Preliminary	10,704	8,052	112,231	2,296
Residential	10,164	1,657	16,303	211
1. Residential Whole House	403	390	6,601	64
Residential New Construction & Major Renovation	93	184	4,339	36
Residential Multi-Family Retrofit	88	70	740	3
Residential Home Energy Services	222	136	1,522	26
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	9,761	1,267	9,702	147
Residential Cooling & Heating Equipment	123	96	1,294	12
Residential Lighting	8,408	957	6,993	102
Residential Consumer Products	1,230	215	1,415	33
Low-Income	336	264	2,699	16
4. Low-Income Whole House	336	264	2,699	16
Low-Income New Construction	-	-	-	-
Low-Income Single Family Retrofit	129	103	975	8
Low-Income Multi-Family Retrofit	207	161	1,724	8
Commercial & Industrial	204	6,131	93,229	2,069
6. C&I New Construction	127	968	10,365	223
C&I New Construction	127	968	10,365	223
7. C&I Retrofit	77	5,163	82,863	1,846
C&I Retrofit	10	3,537	61,746	1,491
C&I Direct Install	67	1,626	21,118	355
Evaluated	10,704	8,303	114,520	2,540
Residential	10,164	1,746	16,588	261
1. Residential Whole House	403	429	6,706	79
Residential New Construction & Major Renovation	93	184	4,339	36
Residential Multi-Family Retrofit	88	71	610	5
Residential Home Energy Services	222	174	1,758	39
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	9,761	1,318	9,882	182
Residential Cooling & Heating Equipment	123	97	1,320	16
Residential Lighting	8,408	1,006	7,147	133
Residential Consumer Products	1,230	215	1,415	33
Low-Income	336	275	2,685	31
4. Low-Income Whole House	336	275	2,685	31
Low-Income New Construction	-	-	-	-
Low-Income Single Family Retrofit	129	114	1,044	23
Low-Income Multi-Family Retrofit	207	161	1,642	7
Commercial & Industrial	204	6,281	95,247	2,248
6. C&I New Construction	127	1,009	11,130	199
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7. C&I Retrofit	77	5,273	84,117	2,049
C&I Retrofit	10	3,648	63,012	1,690
C&I Direct Install	67	1,625	21,104	359

Preliminary v Evaluated Savings: Plan-Year Analysis

Savings Table 3

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

Preliminary v Evaluated Variances: (Eval - Prelim) / Prelim	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Total Annual Variance	0%	3%	2%	11%
Residential	0%	5%	2%	24%
1. Residential Whole House	0%	10%	2%	23%
Residential New Construction & Major Renovation	0%	0%	0%	1%
Residential Multi-Family Retrofit	0%	1%	-18%	63%
Residential Home Energy Services	0%	28%	15%	51%
Residential Behavior/Feedback Program	0%	0%	0%	0%
2. Residential Products	0%	4%	2%	24%
Residential Cooling & Heating Equipment	0%	2%	2%	31%
Residential Lighting	0%	5%	2%	31%
Residential Consumer Products	0%	0%	0%	0%
Low-Income	0%	4%	-1%	93%
4. Low-Income Whole House	0%	4%	-1%	93%
Low-Income New Construction	0%	0%	0%	0%
Low-Income Single Family Retrofit	0%	11%	7%	185%
Low-Income Multi-Family Retrofit	0%	0%	-5%	-6%
Commercial & Industrial	0%	2%	2%	9%
6. C&I New Construction	0%	4%	7%	-11%
C&I New Construction	0%	4%	7%	-11%
7. C&I Retrofit	0%	2%	2%	11%
C&I Retrofit	0%	3%	2%	13%
C&I Direct Install	0%	0%	0%	1%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Savings for the Three-Year Term

Savings Table 4

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
2013				
Planned	7,910	7,773	96,645	1,721
Residential	7,459	1,063	9,174	129
1. Residential Whole House	202	173	2,027	19
Residential New Construction & Major Renovation	40	58	618	5
Residential Multi-Family Retrofit	55	62	781	4
Residential Home Energy Services	107	53	628	11
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	7,257	890	7,147	110
Residential Cooling & Heating Equipment	151	29	436	7
Residential Lighting	4,876	676	5,170	68
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Low-Income	184	235	3,301	17
4. Low-Income Whole House	184	235	3,301	17
Low-Income New Construction	17	22	247	2
Low-Income Single Family Retrofit	128	93	864	10
Low-Income Multi-Family Retrofit	39	120	2,190	5
Commercial & Industrial	267	6,476	84,170	1,575
6. C&I New Construction	150	822	10,673	154
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C&I Retrofit	41	3,888	50,550	995
C&I Direct Install	76	1,765	22,948	425
Evaluated	10,704	8,303	114,520	2,540
Residential	10,164	1,746	16,588	261
1. Residential Whole House	403	429	6,706	79
Residential New Construction & Major Renovation	93	184	4,339	36
Residential Multi-Family Retrofit	88	71	610	5
Residential Home Energy Services	222	174	1,758	39
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	9,761	1,318	9,882	182
Residential Cooling & Heating Equipment	123	97	1,320	16
Residential Lighting	8,408	1,006	7,147	133
Residential Consumer Products	1,230	215	1,415	33
Low-Income	336	275	2,685	31
4. Low-Income Whole House	336	275	2,685	31
Low-Income New Construction	-	-	-	-
Low-Income Single Family Retrofit	129	114	1,044	23
Low-Income Multi-Family Retrofit	207	161	1,642	7
Commercial & Industrial	204	6,281	95,247	2,248
6. C&I New Construction	127	1,009	11,130	199
C&I New Construction	127	1,009	11,130	199
7. C&I Retrofit	77	5,273	84,117	2,049
C&I Retrofit	10	3,648	63,012	1,690
C&I Direct Install	67	1,625	21,104	359

Savings for the Three-Year Term

Savings Table 4

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
2014				
Planned	8,578	7,886	98,526	1,756
Residential	8,122	1,042	9,412	132
1. Residential Whole House	212	133	1,481	18
Residential New Construction & Major Renovation	47	46	496	4
Residential Multi-Family Retrofit	55	38	366	3
Residential Home Energy Services	110	50	619	11
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	7,910	909	7,931	114
Residential Cooling & Heating Equipment	159	30	455	7
Residential Lighting	5,521	750	6,272	80
Residential Consumer Products	2,230	129	1,204	26
Low-Income	176	234	3,317	16
4. Low-Income Whole House	176	234	3,317	16
Low-Income New Construction	13	18	233	1
Low-Income Single Family Retrofit	124	96	877	10
Low-Income Multi-Family Retrofit	39	120	2,207	5
Commercial & Industrial	280	6,609	85,796	1,607
6. C&I New Construction	160	869	11,167	166
C&I New Construction	160	869	11,167	166
7. C&I Retrofit	120	5,741	74,629	1,442
C&I Retrofit	41	3,900	50,698	998
C&I Direct Install	79	1,841	23,930	443
2015				
Planned	8,900	7,955	99,121	1,782
Residential	8,424	1,003	8,716	130
1. Residential Whole House	204	126	1,432	17
Residential New Construction & Major Renovation	40	45	490	4
Residential Multi-Family Retrofit	55	37	358	3
Residential Home Energy Services	109	45	584	11
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	8,220	877	7,284	113
Residential Cooling & Heating Equipment	159	25	359	8
Residential Lighting	5,831	723	5,721	78
Residential Consumer Products	2,230	129	1,204	27
Low-Income	182	232	3,323	17
4. Low-Income Whole House	182	232	3,323	17
Low-Income New Construction	14	20	249	1
Low-Income Single Family Retrofit	129	94	873	10
Low-Income Multi-Family Retrofit	39	119	2,201	6
Commercial & Industrial	294	6,720	87,082	1,635
6. C&I New Construction	171	901	11,439	175
C&I New Construction	171	901	11,439	175
7. C&I Retrofit	123	5,819	75,643	1,460
C&I Retrofit	41	3,903	50,735	999
C&I Direct Install	82	1,916	24,908	461

Savings for the Three-Year Term

Savings Table 4

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

	Sum of Participants	Sum of Energy (Annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Savings for the Three-Year Term: Year 1 Evaluated + Year 2 Plan + Year 3 Plan				
Total	28,182	24,143	312,167	6,078
Residential	26,710	3,792	34,716	523
1. Residential Whole House	819	688	9,619	115
Residential New Construction & Major Renovation	180	274	5,324	43
Residential Multi-Family Retrofit	198	146	1,334	12
Residential Home Energy Services	441	268	2,961	60
Residential Behavior/Feedback Program	-	-	-	-
2. Residential Products	25,891	3,103	25,097	408
Residential Cooling & Heating Equipment	441	152	2,134	31
Residential Lighting	19,760	2,479	19,140	291
Residential Consumer Products	5,690	472	3,823	86
Low-Income	694	742	9,326	64
4. Low-Income Whole House	694	742	9,326	64
Low-Income New Construction	27	38	482	3
Low-Income Single Family Retrofit	382	305	2,793	43
Low-Income Multi-Family Retrofit	285	399	6,050	18
Commercial & Industrial	778	19,610	268,125	5,490
6. C&I New Construction	458	2,778	33,737	539
C&I New Construction	458	2,778	33,737	539
7. C&I Retrofit	320	16,832	234,388	4,951
C&I Retrofit	92	11,451	164,446	3,687
C&I Direct Install	228	5,381	69,942	1,264

Significant Lifetime Savings Variances: Planned v Preliminary

Savings Table 5

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

Sum of Energy (Lifetime MWh)	Planned			Planned Total	Preliminary
	2013	2014	2015		
Residential	9,174	9,412	8,716	27,303	16,303
1. Residential Whole House	2,027	1,481	1,432	4,940	6,601
Residential New Construction & Major Renovation	618	496	490	1,603	4,339
Residential Multi-Family Retrofit	781	366	358	1,505	740
Residential Home Energy Services	628	619	584	1,831	1,522
Residential Behavior/Feedback Program	-	-	-	-	-
2. Residential Products	7,147	7,931	7,284	22,363	9,702
Residential Cooling & Heating Equipment	436	455	359	1,250	1,294
Residential Lighting	5,170	6,272	5,721	17,163	6,993
Residential Consumer Products	1,541	1,204	1,204	3,950	1,415
Low-Income	3,301	3,317	3,323	9,941	2,699
4. Low-Income Whole House	3,301	3,317	3,323	9,941	2,699
Low-Income New Construction	247	233	249	729	-
Low-Income Single Family Retrofit	864	877	873	2,614	975
Low-Income Multi-Family Retrofit	2,190	2,207	2,201	6,598	1,724
Commercial & Industrial	84,170	85,796	87,082	257,048	93,229
6. C&I New Construction	10,673	11,167	11,439	33,279	10,365
C&I New Construction	10,673	11,167	11,439	33,279	10,365
7. C&I Retrofit	73,498	74,629	75,643	223,769	82,863
C&I Retrofit	50,550	50,698	50,735	151,983	61,746
C&I Direct Install	22,948	23,930	24,908	71,786	21,118
Grand Total	96,645	98,526	99,121	294,292	112,231

Planned v Preliminary Savings Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Difference in Plan-Year Three-Year Goal Cumulative Achievement
	2013	2014	2015		
Residential	34%	68%	100%	60%	78%
1. Residential Whole House	41%	71%	100%	134%	226%
Residential New Construction & Major Renovation	39%	69%	100%	271%	602%
Residential Multi-Family Retrofit	52%	76%	100%	49%	-5%
Residential Home Energy Services	34%	68%	100%	83%	142%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%
2. Residential Products	32%	67%	100%	43%	36%
Residential Cooling & Heating Equipment	35%	71%	100%	104%	197%
Residential Lighting	30%	67%	100%	41%	35%
Residential Consumer Products	39%	70%	100%	36%	-8%
Low-Income	33%	67%	100%	27%	-18%
4. Low-Income Whole House	33%	67%	100%	27%	-18%
Low-Income New Construction	34%	66%	100%	0%	-100%
Low-Income Single Family Retrofit	33%	67%	100%	37%	13%
Low-Income Multi-Family Retrofit	33%	67%	100%	26%	-21%
Commercial & Industrial	33%	66%	100%	36%	11%
6. C&I New Construction	32%	66%	100%	31%	-3%
C&I New Construction	32%	66%	100%	31%	-3%
7. C&I Retrofit	33%	66%	100%	37%	13%
C&I Retrofit	33%	67%	100%	41%	22%
C&I Direct Install	32%	65%	100%	29%	-8%
Grand Total	33%	66%	100%	38%	16%

- Plan-year core initiative significant variance explanations are required for: (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of 15 percent or greater. See Appendix 1 for more information.

- Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).

Planned v Preliminary Benefits (2013\$): Plan-Year Analysis

Benefits Table 1

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
Planned	\$ 10,226,595	\$ 7,092,073	\$ 297,155	\$ 1,170,222	\$ 18,786,045	\$ 2,541,461	\$ 21,327,506	\$ 2,375
Residential	\$ 982,530	\$ 373,821	\$ 195,111	\$ 713,888	\$ 2,265,349	\$ 1,274,760	\$ 3,540,108	\$ 304
1. Residential Whole House	\$ 214,151	\$ 92,689	\$ 201,615	\$ 713,888	\$ 1,222,343	\$ 1,204,009	\$ 2,426,352	\$ 6,051
Residential New Construction & Major Renovation	\$ 66,943	\$ 7,868	\$ 201,615	\$ -	\$ 276,427	\$ 209,774	\$ 486,201	\$ 6,911
Residential Multi-Family Retrofit	\$ 81,439	\$ 11,644	\$ -	\$ -	\$ 93,083	\$ 271,529	\$ 364,611	\$ 1,692
Residential Home Energy Services	\$ 65,769	\$ 73,177	\$ -	\$ 713,888	\$ 852,834	\$ 722,707	\$ 1,575,541	\$ 7,970
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 768,379	\$ 281,131	\$ (6,505)	\$ -	\$ 1,043,005	\$ 70,751	\$ 1,113,756	\$ 144
Residential Cooling & Heating Equipment	\$ 47,923	\$ 37,015	\$ (6,505)	\$ -	\$ 78,433	\$ 34,031	\$ 112,464	\$ 519
Residential Lighting	\$ 552,429	\$ 158,095	\$ -	\$ -	\$ 710,524	\$ 36,720	\$ 747,244	\$ 146
Residential Consumer Products	\$ 168,027	\$ 86,022	\$ -	\$ -	\$ 254,048	\$ -	\$ 254,048	\$ 114
Low-Income	\$ 343,941	\$ 56,071	\$ 102,751	\$ 456,335	\$ 959,097	\$ 296,292	\$ 1,255,389	\$ 5,212
4. Low-Income Whole House	\$ 343,941	\$ 56,071	\$ 102,751	\$ 456,335	\$ 959,097	\$ 296,292	\$ 1,255,389	\$ 5,212
Low-Income New Construction	\$ 26,796	\$ 2,913	\$ 102,751	\$ -	\$ 132,459	\$ 114,652	\$ 247,111	\$ 7,792
Low-Income Single Family Retrofit	\$ 89,851	\$ 32,872	\$ -	\$ 456,335	\$ 579,057	\$ 113,362	\$ 692,419	\$ 4,524
Low-Income Multi-Family Retrofit	\$ 227,295	\$ 20,285	\$ -	\$ -	\$ 247,580	\$ 68,278	\$ 315,858	\$ 6,348
Commercial & Industrial	\$ 8,900,124	\$ 6,662,182	\$ (706)	\$ -	\$ 15,561,600	\$ 970,409	\$ 16,532,009	\$ 58,283
6. C&I New Construction	\$ 1,098,799	\$ 601,867	\$ (697)	\$ -	\$ 1,699,970	\$ -	\$ 1,699,970	\$ 11,333
C&I New Construction	\$ 1,098,799	\$ 601,867	\$ (697)	\$ -	\$ 1,699,970	\$ -	\$ 1,699,970	\$ 11,333
7. C&I Retrofit	\$ 7,801,325	\$ 6,060,315	\$ (10)	\$ -	\$ 13,861,630	\$ 970,409	\$ 14,832,039	\$ 118,475
C&I Retrofit	\$ 5,375,132	\$ 4,246,977	\$ (1)	\$ -	\$ 9,622,108	\$ 383,175	\$ 10,005,284	\$ 234,686
C&I Direct Install	\$ 2,426,193	\$ 1,813,338	\$ (9)	\$ -	\$ 4,239,522	\$ 587,234	\$ 4,826,756	\$ 55,783
Preliminary	\$ 11,690,204	\$ 13,609,632	\$ 97,292	\$ 2,700,306	\$ 28,097,435	\$ 4,417,062	\$ 32,514,497	\$ 2,625
Residential	\$ 1,721,748	\$ 777,923	\$ 96,738	\$ 2,058,825	\$ 4,655,234	\$ 2,172,656	\$ 6,827,891	\$ 458
1. Residential Whole House	\$ 684,275	\$ 444,298	\$ 98,562	\$ 2,058,825	\$ 3,285,959	\$ 2,090,418	\$ 5,376,377	\$ 8,154
Residential New Construction & Major Renovation	\$ 445,752	\$ 266,168	\$ 83,787	\$ -	\$ 795,707	\$ 411,103	\$ 1,206,810	\$ 8,556
Residential Multi-Family Retrofit	\$ 78,922	\$ 9,493	\$ -	\$ -	\$ 88,415	\$ 1,514	\$ 89,928	\$ 1,005
Residential Home Energy Services	\$ 159,601	\$ 168,637	\$ 14,775	\$ 2,058,825	\$ 2,401,838	\$ 1,677,802	\$ 4,079,640	\$ 10,819
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 1,037,474	\$ 333,625	\$ (1,824)	\$ -	\$ 1,369,275	\$ 82,238	\$ 1,451,513	\$ 140
Residential Cooling & Heating Equipment	\$ 137,809	\$ 54,801	\$ (1,824)	\$ -	\$ 190,786	\$ 21,706	\$ 212,492	\$ 1,551
Residential Lighting	\$ 745,873	\$ 217,359	\$ -	\$ -	\$ 963,232	\$ 60,532	\$ 1,023,764	\$ 115
Residential Consumer Products	\$ 153,792	\$ 61,465	\$ -	\$ -	\$ 215,257	\$ -	\$ 215,257	\$ 175
Low-Income	\$ 286,788	\$ 53,814	\$ 936	\$ 641,482	\$ 983,019	\$ 474,343	\$ 1,457,362	\$ 2,926
4. Low-Income Whole House	\$ 286,788	\$ 53,814	\$ 936	\$ 641,482	\$ 983,019	\$ 474,343	\$ 1,457,362	\$ 2,926
Low-Income New Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Low-Income Single Family Retrofit	\$ 102,867	\$ 27,962	\$ 936	\$ 641,482	\$ 773,247	\$ 223,031	\$ 996,278	\$ 5,994
Low-Income Multi-Family Retrofit	\$ 183,921	\$ 25,852	\$ -	\$ -	\$ 209,772	\$ 251,312	\$ 461,084	\$ 1,013
Commercial & Industrial	\$ 9,681,667	\$ 12,777,896	\$ (382)	\$ -	\$ 22,459,181	\$ 1,770,063	\$ 24,229,244	\$ 110,094
6. C&I New Construction	\$ 1,088,199	\$ 794,689	\$ (372)	\$ -	\$ 1,882,516	\$ 193,585	\$ 2,076,102	\$ 14,823
C&I New Construction	\$ 1,088,199	\$ 794,689	\$ (372)	\$ -	\$ 1,882,516	\$ 193,585	\$ 2,076,102	\$ 14,823
7. C&I Retrofit	\$ 8,593,468	\$ 11,983,207	\$ (10)	\$ -	\$ 20,576,665	\$ 1,576,478	\$ 22,153,142	\$ 267,229
C&I Retrofit	\$ 6,360,696	\$ 10,471,319	\$ (0)	\$ -	\$ 16,832,014	\$ 1,041,652	\$ 17,873,666	\$ 1,683,201
C&I Direct Install	\$ 2,232,772	\$ 1,511,888	\$ (10)	\$ -	\$ 3,744,651	\$ 534,825	\$ 4,279,476	\$ 55,890

Planned v Preliminary Variances: (Prelim - Plan) / Plan	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
Total Annual Variance	14%	92%	-67%	131%	50%	74%	52%	11%
Residential	75%	108%	-50%	188%	105%	70%	93%	51%
1. Residential Whole House	220%	379%	-51%	188%	169%	74%	122%	35%
Residential New Construction & Major Renovation	566%	3283%	-58%	0%	188%	96%	148%	24%
Residential Multi-Family Retrofit	-3%	-18%	0%	0%	-5%	-99%	-75%	-41%
Residential Home Energy Services	143%	130%	0%	188%	182%	132%	159%	36%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%	0%	0%	0%
2. Residential Products	35%	19%	-72%	0%	31%	16%	30%	-2%
Residential Cooling & Heating Equipment	188%	48%	-72%	0%	143%	-36%	89%	199%
Residential Lighting	35%	37%	0%	0%	36%	65%	37%	-21%
Residential Consumer Products	-8%	-29%	0%	0%	-15%	0%	-15%	54%
Low-Income	-17%	-4%	-99%	41%	2%	60%	16%	-44%
4. Low-Income Whole House	-17%	-4%	-99%	41%	2%	60%	16%	-44%
Low-Income New Construction	-100%	-100%	-100%	0%	-100%	-100%	-100%	-100%
Low-Income Single Family Retrofit	14%	-15%	0%	41%	34%	97%	44%	33%
Low-Income Multi-Family Retrofit	-19%	27%	0%	0%	-15%	268%	46%	-84%
Commercial & Industrial	9%	92%	-46%	0%	44%	82%	47%	89%
6. C&I New Construction	-1%	32%	-47%	0%	11%	0%	22%	31%
C&I New Construction	-1%	32%	-47%	0%	11%	0%	22%	31%
7. C&I Retrofit	10%	98%	1%	0%	48%	62%	49%	126%
C&I Retrofit	18%	147%	-65%	0%	75%	172%	79%	617%
C&I Direct Install	-8%	-17%	8%	0%	-12%	-9%	-11%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Benefits Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil
Year	2013

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
Planned	\$ 10,226,595	\$ 7,092,073	\$ 297,155	\$ 1,170,222	\$ 18,786,045	\$ 2,541,461	\$ 21,327,506	\$ 2,375
Residential	\$ 982,530	\$ 373,821	\$ 195,111	\$ 713,888	\$ 2,265,349	\$ 1,274,760	\$ 3,540,108	\$ 304
1. Residential Whole House	\$ 214,151	\$ 92,689	\$ 201,615	\$ 713,888	\$ 1,222,343	\$ 1,204,009	\$ 2,426,352	\$ 6,051
Residential New Construction & Major Renovation	\$ 66,943	\$ 7,868	\$ 201,615	\$ -	\$ 276,427	\$ 209,774	\$ 486,201	\$ 6,911
Residential Multi-Family Retrofit	\$ 81,439	\$ 11,644	\$ -	\$ -	\$ 93,083	\$ 271,529	\$ 364,611	\$ 1,692
Residential Home Energy Services	\$ 65,769	\$ 73,177	\$ -	\$ 713,888	\$ 852,834	\$ 722,707	\$ 1,575,541	\$ 7,970
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 768,379	\$ 281,131	\$ (6,505)	\$ -	\$ 1,043,005	\$ 70,751	\$ 1,113,756	\$ 144
Residential Cooling & Heating Equipment	\$ 47,923	\$ 37,015	\$ (6,505)	\$ -	\$ 78,433	\$ 34,031	\$ 112,464	\$ 519
Residential Lighting	\$ 552,429	\$ 158,095	\$ -	\$ -	\$ 710,524	\$ 36,720	\$ 747,244	\$ 146
Residential Consumer Products	\$ 168,027	\$ 86,022	\$ -	\$ -	\$ 254,048	\$ -	\$ 254,048	\$ 114
Low-Income	\$ 343,941	\$ 56,071	\$ 102,751	\$ 456,335	\$ 959,097	\$ 296,292	\$ 1,255,389	\$ 5,212
4. Low-Income Whole House	\$ 343,941	\$ 56,071	\$ 102,751	\$ 456,335	\$ 959,097	\$ 296,292	\$ 1,255,389	\$ 5,212
Low-Income New Construction	\$ 26,796	\$ 2,913	\$ 102,751	\$ -	\$ 132,459	\$ 114,652	\$ 247,111	\$ 7,792
Low-Income Single Family Retrofit	\$ 89,851	\$ 32,872	\$ -	\$ 456,335	\$ 579,057	\$ 113,362	\$ 692,419	\$ 4,524
Low-Income Multi-Family Retrofit	\$ 227,295	\$ 20,285	\$ -	\$ -	\$ 247,580	\$ 68,278	\$ 315,858	\$ 6,348
Commercial & Industrial	\$ 8,900,124	\$ 6,662,182	\$ (706)	\$ -	\$ 15,561,600	\$ 970,409	\$ 16,532,009	\$ 58,283
6. C&I New Construction	\$ 1,098,799	\$ 601,867	\$ (697)	\$ -	\$ 1,699,970	\$ -	\$ 1,699,970	\$ 11,333
C&I New Construction	\$ 1,098,799	\$ 601,867	\$ (697)	\$ -	\$ 1,699,970	\$ -	\$ 1,699,970	\$ 11,333
7. C&I Retrofit	\$ 7,801,325	\$ 6,060,315	\$ (10)	\$ -	\$ 13,861,630	\$ 970,409	\$ 14,832,039	\$ 118,475
C&I Retrofit	\$ 5,375,132	\$ 4,246,977	\$ (1)	\$ -	\$ 9,622,108	\$ 383,175	\$ 10,005,284	\$ 234,686
C&I Direct Install	\$ 2,426,193	\$ 1,813,338	\$ (9)	\$ -	\$ 4,239,522	\$ 587,234	\$ 4,826,756	\$ 55,783
Evaluated	\$ 13,425,444	\$ 15,234,759	\$ 97,348	\$ 2,779,436	\$ 31,536,988	\$ 4,495,376	\$ 36,032,364	\$ 2,946
Residential	\$ 1,799,437	\$ 881,646	\$ 96,738	\$ 2,137,954	\$ 4,915,775	\$ 2,261,590	\$ 7,177,365	\$ 484
1. Residential Whole House	\$ 701,359	\$ 469,946	\$ 98,562	\$ 2,137,954	\$ 3,407,821	\$ 2,194,764	\$ 5,602,584	\$ 8,456
Residential New Construction & Major Renovation	\$ 446,035	\$ 266,479	\$ 83,787	\$ -	\$ 796,301	\$ 411,103	\$ 1,207,403	\$ 8,562
Residential Multi-Family Retrofit	\$ 65,338	\$ 10,967	\$ -	\$ -	\$ 76,304	\$ 1,514	\$ 77,818	\$ 867
Residential Home Energy Services	\$ 189,986	\$ 192,500	\$ 14,775	\$ 2,137,954	\$ 2,535,216	\$ 1,782,148	\$ 4,317,363	\$ 11,420
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 1,098,078	\$ 411,701	\$ (1,824)	\$ -	\$ 1,507,955	\$ 66,826	\$ 1,574,781	\$ 154
Residential Cooling & Heating Equipment	\$ 135,870	\$ 75,352	\$ (1,824)	\$ -	\$ 209,398	\$ 6,294	\$ 215,692	\$ 1,702
Residential Lighting	\$ 808,417	\$ 274,883	\$ -	\$ -	\$ 1,083,300	\$ 60,532	\$ 1,143,832	\$ 129
Residential Consumer Products	\$ 153,792	\$ 61,465	\$ -	\$ -	\$ 215,257	\$ -	\$ 215,257	\$ 175
Low-Income	\$ 288,649	\$ 117,844	\$ 936	\$ 641,482	\$ 1,048,911	\$ 474,169	\$ 1,523,080	\$ 3,122
4. Low-Income Whole House	\$ 288,649	\$ 117,844	\$ 936	\$ 641,482	\$ 1,048,911	\$ 474,169	\$ 1,523,080	\$ 3,122
Low-Income New Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Low-Income Single Family Retrofit	\$ 113,384	\$ 93,533	\$ 936	\$ 641,482	\$ 849,334	\$ 224,564	\$ 1,073,898	\$ 6,584
Low-Income Multi-Family Retrofit	\$ 175,265	\$ 24,312	\$ -	\$ -	\$ 199,577	\$ 249,605	\$ 449,182	\$ 964
Commercial & Industrial	\$ 11,337,358	\$ 14,235,269	\$ (326)	\$ -	\$ 25,572,301	\$ 1,759,618	\$ 27,331,919	\$ 125,354
6. C&I New Construction	\$ 1,302,387	\$ 736,705	\$ (316)	\$ -	\$ 2,038,776	\$ 185,358	\$ 2,224,135	\$ 16,053
C&I New Construction	\$ 1,302,387	\$ 736,705	\$ (316)	\$ -	\$ 2,038,776	\$ 185,358	\$ 2,224,135	\$ 16,053
7. C&I Retrofit	\$ 10,034,971	\$ 13,498,564	\$ (10)	\$ -	\$ 23,533,525	\$ 1,574,259	\$ 25,107,784	\$ 305,630
C&I Retrofit	\$ 7,621,769	\$ 11,966,076	\$ (0)	\$ -	\$ 19,587,845	\$ 1,041,652	\$ 20,629,497	\$ 1,958,785
C&I Direct Install	\$ 2,413,202	\$ 1,532,488	\$ (10)	\$ -	\$ 3,945,680	\$ 532,607	\$ 4,478,287	\$ 58,891

Planned v Evaluated Variances: (Eval - Plan) / Plan	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
Total Annual Variance	31%	115%	-67%	138%	68%	77%	69%	24%
Residential	83%	136%	-50%	199%	117%	77%	103%	59%
1. Residential Whole House	228%	407%	-51%	199%	179%	82%	131%	40%
Residential New Construction & Major Renovation	566%	3287%	-58%	0%	188%	96%	148%	24%
Residential Multi-Family Retrofit	-20%	-6%	0%	0%	-18%	-99%	-79%	-49%
Residential Home Energy Services	189%	163%	0%	199%	197%	147%	174%	43%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%	0%	0%	0%
2. Residential Products	43%	46%	-72%	0%	45%	-6%	41%	7%
Residential Cooling & Heating Equipment	184%	104%	-72%	0%	167%	-82%	92%	228%
Residential Lighting	46%	74%	0%	0%	52%	65%	53%	-12%
Residential Consumer Products	-8%	-29%	0%	0%	-15%	0%	-15%	54%
Low-Income	-16%	110%	-99%	41%	9%	60%	21%	-40%
4. Low-Income Whole House	-16%	110%	-99%	41%	9%	60%	21%	-40%
Low-Income New Construction	-100%	-100%	-100%	0%	-100%	-100%	-100%	-100%
Low-Income Single Family Retrofit	26%	185%	0%	41%	47%	98%	55%	46%
Low-Income Multi-Family Retrofit	-23%	20%	0%	0%	-19%	266%	42%	-85%
Commercial & Industrial	27%	114%	-54%	0%	64%	81%	65%	115%
6. C&I New Construction	19%	22%	-55%	0%	20%	0%	31%	42%
C&I New Construction	19%	22%	-55%	0%	20%	0%	31%	42%
7. C&I Retrofit	29%	123%	1%	0%	70%	62%	69%	158%
C&I Retrofit	42%	182%	-72%	0%	104%	172%	106%	735%
C&I Direct Install	-1%	-15%	8%	0%	-7%	-9%	-7%	6%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Preliminary v Evaluated Benefits (2013\$): Plan-Year Analysis

Benefits Table 3

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
Preliminary	\$ 11,690,204	\$ 13,609,632	\$ 97,292	\$ 2,700,306	\$ 28,097,435	\$ 4,417,062	\$ 32,514,497	\$ 2,625
Residential	\$ 1,721,748	\$ 777,923	\$ 96,738	\$ 2,058,825	\$ 4,655,234	\$ 2,172,656	\$ 6,827,891	\$ 458
1. Residential Whole House	\$ 684,275	\$ 444,298	\$ 98,562	\$ 2,058,825	\$ 3,285,957	\$ 2,090,418	\$ 5,376,377	\$ 8,154
Residential New Construction & Major Renovation	\$ 445,752	\$ 266,168	\$ 83,787	\$ -	\$ 795,707	\$ 411,103	\$ 1,206,810	\$ 8,556
Residential Multi-Family Retrofit	\$ 78,922	\$ 9,493	\$ -	\$ -	\$ 88,415	\$ 1,514	\$ 89,928	\$ 1,005
Residential Home Energy Services	\$ 159,601	\$ 168,637	\$ 14,775	\$ 2,058,825	\$ 2,401,838	\$ 1,677,802	\$ 4,079,640	\$ 10,819
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 1,037,474	\$ 333,625	\$ (1,824)	\$ -	\$ 1,369,275	\$ 82,238	\$ 1,451,513	\$ 140
Residential Cooling & Heating Equipment	\$ 137,809	\$ 54,801	\$ (1,824)	\$ -	\$ 190,786	\$ 21,706	\$ 212,492	\$ 1,551
Residential Lighting	\$ 745,873	\$ 217,359	\$ -	\$ -	\$ 963,232	\$ 60,532	\$ 1,023,764	\$ 115
Residential Consumer Products	\$ 153,792	\$ 61,465	\$ -	\$ -	\$ 215,257	\$ -	\$ 215,257	\$ 175
Low-Income	\$ 286,788	\$ 53,814	\$ 936	\$ 641,482	\$ 983,019	\$ 474,343	\$ 1,457,362	\$ 2,926
4. Low-Income Whole House	\$ 286,788	\$ 53,814	\$ 936	\$ 641,482	\$ 983,019	\$ 474,343	\$ 1,457,362	\$ 2,926
Low-Income New Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Low-Income Single Family Retrofit	\$ 102,867	\$ 27,962	\$ 936	\$ 641,482	\$ 773,247	\$ 223,031	\$ 996,278	\$ 5,994
Low-Income Multi-Family Retrofit	\$ 183,921	\$ 25,852	\$ -	\$ -	\$ 209,772	\$ 251,312	\$ 461,084	\$ 1,013
Commercial & Industrial	\$ 9,681,667	\$ 12,777,896	\$ (382)	\$ -	\$ 22,459,181	\$ 1,770,063	\$ 24,229,244	\$ 110,094
6. C&I New Construction	\$ 1,088,199	\$ 794,689	\$ (372)	\$ -	\$ 1,882,516	\$ 193,585	\$ 2,076,102	\$ 14,823
C&I New Construction	\$ 1,088,199	\$ 794,689	\$ (372)	\$ -	\$ 1,882,516	\$ 193,585	\$ 2,076,102	\$ 14,823
7. C&I Retrofit	\$ 8,593,468	\$ 11,983,207	\$ (10)	\$ -	\$ 20,576,665	\$ 1,576,478	\$ 22,153,142	\$ 267,229
C&I Retrofit	\$ 6,360,696	\$ 10,471,319	\$ (0)	\$ -	\$ 16,832,014	\$ 1,041,652	\$ 17,873,666	\$ 1,683,201
C&I Direct Install	\$ 2,232,772	\$ 1,511,888	\$ (10)	\$ -	\$ 3,744,651	\$ 534,825	\$ 4,279,476	\$ 55,890
Evaluated	\$ 13,425,444	\$ 15,234,759	\$ 97,348	\$ 2,779,436	\$ 31,536,988	\$ 4,495,376	\$ 36,032,364	\$ 2,946
Residential	\$ 1,799,437	\$ 881,646	\$ 96,738	\$ 2,137,954	\$ 4,915,775	\$ 2,261,590	\$ 7,177,365	\$ 484
1. Residential Whole House	\$ 701,359	\$ 469,946	\$ 98,562	\$ 2,137,954	\$ 3,407,821	\$ 2,194,764	\$ 5,602,584	\$ 8,456
Residential New Construction & Major Renovation	\$ 446,035	\$ 266,479	\$ 83,787	\$ -	\$ 796,301	\$ 411,103	\$ 1,207,403	\$ 8,562
Residential Multi-Family Retrofit	\$ 65,338	\$ 10,967	\$ -	\$ -	\$ 76,304	\$ 1,514	\$ 77,818	\$ 867
Residential Home Energy Services	\$ 189,986	\$ 192,500	\$ 14,775	\$ 2,137,954	\$ 2,535,216	\$ 1,782,148	\$ 4,317,363	\$ 11,420
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 1,098,078	\$ 411,701	\$ (1,824)	\$ -	\$ 1,507,955	\$ 66,826	\$ 1,574,781	\$ 154
Residential Cooling & Heating Equipment	\$ 135,870	\$ 75,352	\$ (1,824)	\$ -	\$ 209,398	\$ 6,294	\$ 215,692	\$ 1,702
Residential Lighting	\$ 808,417	\$ 274,883	\$ -	\$ -	\$ 1,083,300	\$ 60,532	\$ 1,143,832	\$ 129
Residential Consumer Products	\$ 153,792	\$ 61,465	\$ -	\$ -	\$ 215,257	\$ -	\$ 215,257	\$ 175
Low-Income	\$ 288,649	\$ 117,844	\$ 936	\$ 641,482	\$ 1,048,911	\$ 474,169	\$ 1,523,080	\$ 3,122
4. Low-Income Whole House	\$ 288,649	\$ 117,844	\$ 936	\$ 641,482	\$ 1,048,911	\$ 474,169	\$ 1,523,080	\$ 3,122
Low-Income New Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Low-Income Single Family Retrofit	\$ 113,384	\$ 93,533	\$ 936	\$ 641,482	\$ 849,334	\$ 224,564	\$ 1,073,898	\$ 6,584
Low-Income Multi-Family Retrofit	\$ 175,265	\$ 24,312	\$ -	\$ -	\$ 199,577	\$ 249,605	\$ 449,182	\$ 964
Commercial & Industrial	\$ 11,337,358	\$ 14,235,269	\$ (326)	\$ -	\$ 25,572,301	\$ 1,759,618	\$ 27,331,919	\$ 125,354
6. C&I New Construction	\$ 1,302,387	\$ 736,705	\$ (316)	\$ -	\$ 2,038,776	\$ 185,358	\$ 2,224,135	\$ 16,053
C&I New Construction	\$ 1,302,387	\$ 736,705	\$ (316)	\$ -	\$ 2,038,776	\$ 185,358	\$ 2,224,135	\$ 16,053
7. C&I Retrofit	\$ 10,034,971	\$ 13,498,564	\$ (10)	\$ -	\$ 23,533,525	\$ 1,574,259	\$ 25,107,784	\$ 305,630
C&I Retrofit	\$ 7,621,769	\$ 11,966,076	\$ (0)	\$ -	\$ 19,587,845	\$ 1,041,652	\$ 20,629,497	\$ 1,958,785
C&I Direct Install	\$ 2,413,202	\$ 1,532,488	\$ (10)	\$ -	\$ 3,945,680	\$ 532,607	\$ 4,478,287	\$ 58,891

Preliminary v Evaluated Variances: (Eval - Prelim) / Prelim	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
Total Annual Variance	15%	12%	0%	3%	12%	2%	11%	12%
Residential	5%	13%	0%	4%	6%	4%	5%	6%
1. Residential Whole House	2%	6%	0%	4%	4%	5%	4%	4%
Residential New Construction & Major Renovation	0%	0%	0%	0%	0%	0%	0%	0%
Residential Multi-Family Retrofit	-17%	16%	0%	0%	-14%	0%	-13%	-14%
Residential Home Energy Services	19%	14%	0%	4%	6%	6%	6%	6%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%	0%	0%	0%
2. Residential Products	6%	23%	0%	0%	10%	-19%	8%	10%
Residential Cooling & Heating Equipment	-1%	38%	0%	0%	10%	-71%	2%	10%
Residential Lighting	8%	26%	0%	0%	12%	0%	12%	12%
Residential Consumer Products	0%	0%	0%	0%	0%	0%	0%	0%
Low-Income	1%	119%	0%	0%	7%	0%	5%	7%
4. Low-Income Whole House	1%	119%	0%	0%	7%	0%	5%	7%
Low-Income New Construction	0%	0%	0%	0%	0%	0%	0%	0%
Low-Income Single Family Retrofit	10%	234%	0%	0%	10%	1%	8%	10%
Low-Income Multi-Family Retrofit	-5%	-6%	0%	0%	-5%	-1%	-3%	-5%
Commercial & Industrial	17%	11%	-15%	0%	14%	-1%	13%	14%
6. C&I New Construction	20%	-7%	-15%	0%	8%	-4%	7%	8%
C&I New Construction	20%	-7%	-15%	0%	8%	-4%	7%	8%
7. C&I Retrofit	17%	13%	-1%	0%	14%	0%	13%	14%
C&I Retrofit	20%	14%	-21%	0%	16%	0%	15%	16%
C&I Direct Install	8%	1%	0%	0%	5%	0%	5%	5%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Benefits for the Three-Year Term (2013\$)

Benefits Table 4

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
2013								
Planned	\$ 10,226,595	\$ 7,092,073	\$ 297,155	\$ 1,170,222	\$ 18,786,045	\$ 2,541,461	\$ 21,327,506	\$ 2,375
Residential	\$ 982,530	\$ 373,821	\$ 195,111	\$ 713,888	\$ 2,265,349	\$ 1,274,760	\$ 3,540,108	\$ 304
1. Residential Whole House	\$ 214,151	\$ 92,689	\$ 201,615	\$ 713,888	\$ 1,222,343	\$ 1,204,009	\$ 2,426,352	\$ 6,051
Residential New Construction & Major Renovation	\$ 66,943	\$ 7,868	\$ 201,615	\$ -	\$ 276,427	\$ 209,774	\$ 486,201	\$ 6,911
Residential Multi-Family Retrofit	\$ 81,439	\$ 11,644	\$ -	\$ -	\$ 93,083	\$ 271,529	\$ 364,611	\$ 1,692
Residential Home Energy Services	\$ 65,769	\$ 73,177	\$ -	\$ 713,888	\$ 852,834	\$ 722,707	\$ 1,575,541	\$ 7,970
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 768,379	\$ 281,131	\$ (6,505)	\$ -	\$ 1,043,005	\$ 70,751	\$ 1,113,756	\$ 144
Residential Cooling & Heating Equipment	\$ 47,923	\$ 37,015	\$ (6,505)	\$ -	\$ 78,433	\$ 34,031	\$ 112,464	\$ 519
Residential Lighting	\$ 552,429	\$ 158,095	\$ -	\$ -	\$ 710,524	\$ 36,720	\$ 747,244	\$ 146
Residential Consumer Products	\$ 168,027	\$ 86,022	\$ -	\$ -	\$ 254,048	\$ -	\$ 254,048	\$ 114
Low-Income	\$ 343,941	\$ 56,071	\$ 102,751	\$ 456,335	\$ 959,097	\$ 296,292	\$ 1,255,389	\$ 5,212
4. Low-Income Whole House	\$ 343,941	\$ 56,071	\$ 102,751	\$ 456,335	\$ 959,097	\$ 296,292	\$ 1,255,389	\$ 5,212
Low-Income New Construction	\$ 26,796	\$ 2,913	\$ 102,751	\$ -	\$ 132,459	\$ 114,652	\$ 247,111	\$ 7,792
Low-Income Single Family Retrofit	\$ 89,851	\$ 32,872	\$ -	\$ 456,335	\$ 579,057	\$ 113,362	\$ 692,419	\$ 4,524
Low-Income Multi-Family Retrofit	\$ 227,295	\$ 20,285	\$ -	\$ -	\$ 247,580	\$ 68,278	\$ 315,858	\$ 6,348
Commercial & Industrial	\$ 8,900,124	\$ 6,662,182	\$ (706)	\$ -	\$ 15,561,600	\$ 970,409	\$ 16,532,009	\$ 58,283
6. C&I New Construction	\$ 1,098,799	\$ 601,867	\$ (697)	\$ -	\$ 1,699,970	\$ -	\$ 1,699,970	\$ 11,333
C&I New Construction	\$ 1,098,799	\$ 601,867	\$ (697)	\$ -	\$ 1,699,970	\$ -	\$ 1,699,970	\$ 11,333
7. C&I Retrofit	\$ 7,801,325	\$ 6,060,315	\$ (10)	\$ -	\$ 13,861,630	\$ 970,409	\$ 14,832,039	\$ 118,475
C&I Retrofit	\$ 5,375,132	\$ 4,246,977	\$ (1)	\$ -	\$ 9,622,108	\$ 383,175	\$ 10,005,284	\$ 234,686
C&I Direct Install	\$ 2,426,193	\$ 1,813,338	\$ (9)	\$ -	\$ 4,239,522	\$ 587,234	\$ 4,826,756	\$ 55,783
Evaluated	\$ 13,425,444	\$ 15,234,759	\$ 97,348	\$ 2,779,436	\$ 31,536,988	\$ 4,495,376	\$ 36,032,364	\$ 2,946
Residential	\$ 1,799,437	\$ 881,646	\$ 96,738	\$ 2,137,954	\$ 4,915,775	\$ 2,261,590	\$ 7,177,365	\$ 484
1. Residential Whole House	\$ 701,359	\$ 469,946	\$ 98,562	\$ 2,137,954	\$ 3,407,821	\$ 2,194,764	\$ 5,602,584	\$ 8,456
Residential New Construction & Major Renovation	\$ 446,035	\$ 266,479	\$ 83,787	\$ -	\$ 796,301	\$ 411,103	\$ 1,207,403	\$ 8,562
Residential Multi-Family Retrofit	\$ 65,338	\$ 10,967	\$ -	\$ -	\$ 76,304	\$ 1,514	\$ 77,818	\$ 867
Residential Home Energy Services	\$ 189,986	\$ 192,500	\$ 14,775	\$ 2,137,954	\$ 2,535,216	\$ 1,782,148	\$ 4,317,363	\$ 11,420
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 1,098,078	\$ 411,701	\$ (1,824)	\$ -	\$ 1,507,955	\$ 66,826	\$ 1,574,781	\$ 154
Residential Cooling & Heating Equipment	\$ 135,870	\$ 75,352	\$ (1,824)	\$ -	\$ 209,398	\$ 6,294	\$ 215,692	\$ 1,702
Residential Lighting	\$ 808,417	\$ 274,883	\$ -	\$ -	\$ 1,083,300	\$ 60,532	\$ 1,143,832	\$ 129
Residential Consumer Products	\$ 153,792	\$ 61,465	\$ -	\$ -	\$ 215,257	\$ -	\$ 215,257	\$ 175
Low-Income	\$ 288,649	\$ 117,844	\$ 936	\$ 641,482	\$ 1,048,911	\$ 474,169	\$ 1,523,080	\$ 3,122
4. Low-Income Whole House	\$ 288,649	\$ 117,844	\$ 936	\$ 641,482	\$ 1,048,911	\$ 474,169	\$ 1,523,080	\$ 3,122
Low-Income New Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Low-Income Single Family Retrofit	\$ 113,384	\$ 93,533	\$ 936	\$ 641,482	\$ 849,334	\$ 224,564	\$ 1,073,898	\$ 6,584
Low-Income Multi-Family Retrofit	\$ 175,265	\$ 24,312	\$ -	\$ -	\$ 199,577	\$ 249,605	\$ 449,182	\$ 964
Commercial & Industrial	\$ 11,337,358	\$ 14,235,269	\$ (326)	\$ -	\$ 25,572,301	\$ 1,759,618	\$ 27,331,919	\$ 125,354
6. C&I New Construction	\$ 1,302,387	\$ 736,705	\$ (316)	\$ -	\$ 2,038,776	\$ 185,358	\$ 2,224,135	\$ 16,053
C&I New Construction	\$ 1,302,387	\$ 736,705	\$ (316)	\$ -	\$ 2,038,776	\$ 185,358	\$ 2,224,135	\$ 16,053
7. C&I Retrofit	\$ 10,034,971	\$ 13,498,564	\$ (10)	\$ -	\$ 23,533,525	\$ 1,574,259	\$ 25,107,784	\$ 305,630
C&I Retrofit	\$ 7,621,769	\$ 11,966,076	\$ (0)	\$ -	\$ 19,587,845	\$ 1,041,652	\$ 20,629,497	\$ 1,958,785
C&I Direct Install	\$ 2,413,202	\$ 1,532,488	\$ (10)	\$ -	\$ 3,945,680	\$ 532,607	\$ 4,478,287	\$ 58,891

Benefits for the Three-Year Term (2013\$)

Benefits Table 4

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
2014								
Planned	\$ 9,222,751	\$ 7,322,102	\$ 163,169	\$ 1,501,280	\$ 18,209,302	\$ 2,538,952	\$ 20,748,254	\$ 2,123
Residential	\$ 931,823	\$ 423,546	\$ 134,428	\$ 927,634	\$ 2,417,431	\$ 1,275,686	\$ 3,693,118	\$ 298
1. Residential Whole House	\$ 149,085	\$ 95,702	\$ 140,545	\$ 927,634	\$ 1,312,964	\$ 1,197,793	\$ 2,510,758	\$ 6,193
Residential New Construction & Major Renovation	\$ 52,663	\$ 6,325	\$ 140,545	\$ -	\$ 199,533	\$ 179,223	\$ 378,756	\$ 4,245
Residential Multi-Family Retrofit	\$ 35,290	\$ 11,155	\$ -	\$ 146,548	\$ 192,993	\$ 277,348	\$ 470,342	\$ 3,509
Residential Home Energy Services	\$ 61,131	\$ 78,221	\$ -	\$ 781,086	\$ 920,438	\$ 741,222	\$ 1,661,660	\$ 8,368
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 782,739	\$ 327,845	\$ (6,117)	\$ -	\$ 1,104,467	\$ 77,893	\$ 1,182,360	\$ 140
Residential Cooling & Heating Equipment	\$ 46,919	\$ 40,208	\$ (6,117)	\$ -	\$ 81,010	\$ 35,285	\$ 116,295	\$ 509
Residential Lighting	\$ 616,993	\$ 210,662	\$ -	\$ -	\$ 827,655	\$ 42,608	\$ 870,263	\$ 150
Residential Consumer Products	\$ 118,827	\$ 76,974	\$ -	\$ -	\$ 195,802	\$ -	\$ 195,802	\$ 88
Low-Income	\$ 329,882	\$ 56,643	\$ 29,419	\$ 573,646	\$ 989,590	\$ 266,595	\$ 1,256,185	\$ 5,623
4. Low-Income Whole House	\$ 329,882	\$ 56,643	\$ 29,419	\$ 573,646	\$ 989,590	\$ 266,595	\$ 1,256,185	\$ 5,623
Low-Income New Construction	\$ 24,902	\$ 2,259	\$ 29,419	\$ 107,333	\$ 163,913	\$ 88,295	\$ 252,208	\$ 12,609
Low-Income Single Family Retrofit	\$ 84,839	\$ 33,598	\$ -	\$ 466,313	\$ 584,750	\$ 109,906	\$ 694,657	\$ 4,716
Low-Income Multi-Family Retrofit	\$ 220,141	\$ 20,786	\$ -	\$ -	\$ 240,926	\$ 68,394	\$ 309,320	\$ 6,178
Commercial & Industrial	\$ 7,961,046	\$ 6,841,913	\$ (678)	\$ -	\$ 14,802,281	\$ 996,671	\$ 15,798,952	\$ 52,865
6. C&I New Construction	\$ 1,028,393	\$ 657,722	\$ (670)	\$ -	\$ 1,685,446	\$ -	\$ 1,685,446	\$ 10,534
C&I New Construction	\$ 1,028,393	\$ 657,722	\$ (670)	\$ -	\$ 1,685,446	\$ -	\$ 1,685,446	\$ 10,534
7. C&I Retrofit	\$ 6,932,654	\$ 6,184,190	\$ (9)	\$ -	\$ 13,116,835	\$ 996,671	\$ 14,113,506	\$ 109,307
C&I Retrofit	\$ 4,678,612	\$ 4,282,853	\$ (1)	\$ -	\$ 8,961,464	\$ 384,302	\$ 9,345,766	\$ 218,572
C&I Direct Install	\$ 2,254,042	\$ 1,901,338	\$ (8)	\$ -	\$ 4,155,371	\$ 612,369	\$ 4,767,741	\$ 52,600
2015								
Planned	\$ 9,174,798	\$ 7,761,142	\$ 167,750	\$ 1,544,095	\$ 18,647,786	\$ 2,564,457	\$ 21,212,243	\$ 2,095
Residential	\$ 853,939	\$ 430,667	\$ 135,209	\$ 936,654	\$ 2,356,469	\$ 1,266,031	\$ 3,622,500	\$ 280
1. Residential Whole House	\$ 143,811	\$ 97,899	\$ 141,442	\$ 936,654	\$ 1,319,807	\$ 1,186,619	\$ 2,506,425	\$ 6,470
Residential New Construction & Major Renovation	\$ 52,048	\$ 6,657	\$ 141,442	\$ -	\$ 200,147	\$ 179,223	\$ 379,375	\$ 5,004
Residential Multi-Family Retrofit	\$ 33,997	\$ 11,463	\$ -	\$ 148,880	\$ 194,341	\$ 271,530	\$ 465,870	\$ 3,533
Residential Home Energy Services	\$ 57,767	\$ 79,778	\$ -	\$ 787,774	\$ 925,319	\$ 735,866	\$ 1,661,185	\$ 8,489
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 710,127	\$ 332,768	\$ (6,233)	\$ -	\$ 1,036,662	\$ 79,412	\$ 1,116,074	\$ 126
Residential Cooling & Heating Equipment	\$ 36,476	\$ 48,658	\$ (6,233)	\$ -	\$ 78,901	\$ 35,285	\$ 114,186	\$ 496
Residential Lighting	\$ 556,838	\$ 202,682	\$ -	\$ -	\$ 759,520	\$ 44,127	\$ 803,648	\$ 130
Residential Consumer Products	\$ 116,813	\$ 81,428	\$ -	\$ -	\$ 198,241	\$ -	\$ 198,241	\$ 89
Low-Income	\$ 329,900	\$ 61,039	\$ 33,331	\$ 607,441	\$ 1,031,711	\$ 276,467	\$ 1,308,178	\$ 5,669
4. Low-Income Whole House	\$ 329,900	\$ 61,039	\$ 33,331	\$ 607,441	\$ 1,031,711	\$ 276,467	\$ 1,308,178	\$ 5,669
Low-Income New Construction	\$ 26,595	\$ 2,597	\$ 32,072	\$ 115,823	\$ 177,087	\$ 94,182	\$ 271,269	\$ 12,649
Low-Income Single Family Retrofit	\$ 83,585	\$ 35,861	\$ 1,259	\$ 491,618	\$ 612,323	\$ 113,938	\$ 726,261	\$ 4,747
Low-Income Multi-Family Retrofit	\$ 219,720	\$ 22,581	\$ -	\$ -	\$ 242,301	\$ 68,347	\$ 310,649	\$ 6,213
Commercial & Industrial	\$ 7,990,960	\$ 7,269,437	\$ (790)	\$ -	\$ 15,259,606	\$ 1,021,959	\$ 16,281,565	\$ 51,903
6. C&I New Construction	\$ 1,040,653	\$ 718,832	\$ (781)	\$ -	\$ 1,758,704	\$ -	\$ 1,758,704	\$ 10,285
C&I New Construction	\$ 1,040,653	\$ 718,832	\$ (781)	\$ -	\$ 1,758,704	\$ -	\$ 1,758,704	\$ 10,285
7. C&I Retrofit	\$ 6,950,307	\$ 6,550,604	\$ (9)	\$ -	\$ 13,500,902	\$ 1,021,959	\$ 14,522,861	\$ 109,763
C&I Retrofit	\$ 4,633,644	\$ 4,481,387	\$ (1)	\$ -	\$ 9,115,030	\$ 384,581	\$ 9,499,612	\$ 222,318
C&I Direct Install	\$ 2,316,662	\$ 2,069,218	\$ (8)	\$ -	\$ 4,385,872	\$ 637,378	\$ 5,023,249	\$ 53,486

Benefits for the Three-Year Term (2013\$)

Benefits Table 4

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Resource Benefits per Participant
Benefits for the Three-Year Term (2013\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan								
Total	\$ 31,822,994	\$ 30,318,004	\$ 428,267	\$ 5,824,811	\$ 68,394,076	\$ 9,598,786	\$ 77,992,862	\$ 2,427
Residential	\$ 3,585,199	\$ 1,735,860	\$ 366,375	\$ 4,002,242	\$ 9,689,675	\$ 4,803,307	\$ 14,492,983	\$ 363
1. Residential Whole House	\$ 994,255	\$ 663,546	\$ 380,549	\$ 4,002,242	\$ 6,040,592	\$ 4,579,176	\$ 10,619,767	\$ 7,376
Residential New Construction & Major Renovation	\$ 550,746	\$ 279,461	\$ 365,774	\$ -	\$ 1,195,981	\$ 769,548	\$ 1,965,529	\$ 6,644
Residential Multi-Family Retrofit	\$ 134,625	\$ 33,585	\$ -	\$ 295,428	\$ 463,638	\$ 550,392	\$ 1,014,030	\$ 2,342
Residential Home Energy Services	\$ 308,884	\$ 350,500	\$ 14,775	\$ 3,706,814	\$ 4,380,973	\$ 3,259,236	\$ 7,640,209	\$ 9,934
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 2,590,944	\$ 1,072,314	\$ (14,174)	\$ -	\$ 3,649,083	\$ 224,132	\$ 3,873,215	\$ 141
Residential Cooling & Heating Equipment	\$ 219,265	\$ 164,219	\$ (14,174)	\$ -	\$ 369,310	\$ 76,864	\$ 446,173	\$ 837
Residential Lighting	\$ 1,982,248	\$ 688,227	\$ -	\$ -	\$ 2,670,475	\$ 147,268	\$ 2,817,743	\$ 135
Residential Consumer Products	\$ 389,432	\$ 219,867	\$ -	\$ -	\$ 609,299	\$ -	\$ 609,299	\$ 107
Low-Income	\$ 948,431	\$ 235,526	\$ 63,686	\$ 1,822,569	\$ 3,070,212	\$ 1,017,231	\$ 4,087,443	\$ 4,424
4. Low-Income Whole House	\$ 948,431	\$ 235,526	\$ 63,686	\$ 1,822,569	\$ 3,070,212	\$ 1,017,231	\$ 4,087,443	\$ 4,424
Low-Income New Construction	\$ 51,497	\$ 4,856	\$ 61,491	\$ 223,157	\$ 341,000	\$ 182,476	\$ 523,477	\$ 12,630
Low-Income Single Family Retrofit	\$ 281,808	\$ 162,992	\$ 2,195	\$ 1,599,412	\$ 2,046,407	\$ 448,408	\$ 2,494,815	\$ 5,357
Low-Income Multi-Family Retrofit	\$ 615,126	\$ 67,678	\$ -	\$ -	\$ 682,805	\$ 386,346	\$ 1,069,151	\$ 2,396
Commercial & Industrial	\$ 27,289,364	\$ 28,346,618	\$ (1,794)	\$ -	\$ 55,634,189	\$ 3,778,248	\$ 59,412,436	\$ 71,509
6. C&I New Construction	\$ 3,371,433	\$ 2,113,260	\$ (1,766)	\$ -	\$ 5,482,926	\$ 185,358	\$ 5,668,285	\$ 11,971
C&I New Construction	\$ 3,371,433	\$ 2,113,260	\$ (1,766)	\$ -	\$ 5,482,926	\$ 185,358	\$ 5,668,285	\$ 11,971
7. C&I Retrofit	\$ 23,917,932	\$ 26,233,358	\$ (27)	\$ -	\$ 50,151,262	\$ 3,592,889	\$ 53,744,152	\$ 156,723
C&I Retrofit	\$ 16,934,026	\$ 20,730,315	\$ (2)	\$ -	\$ 37,664,340	\$ 1,810,535	\$ 39,474,875	\$ 409,395
C&I Direct Install	\$ 6,983,906	\$ 5,503,043	\$ (26)	\$ -	\$ 12,486,923	\$ 1,782,354	\$ 14,269,277	\$ 54,767

Significant Total Benefits Variances (2013\$): Planned v Preliminary

Benefits Table 5

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

Sum of Total Benefits	Planned			Planned Total	Preliminary 2013
	2013	2014	2015		
Residential	\$ 3,540,108	\$ 3,693,118	\$ 3,622,500	\$ 10,855,726	\$ 6,827,891
1. Residential Whole House	\$ 2,426,352	\$ 2,510,758	\$ 2,506,425	\$ 7,443,535	\$ 5,376,377
Residential New Construction & Major Renovation	\$ 486,201	\$ 378,756	\$ 379,370	\$ 1,244,326	\$ 1,206,810
Residential Multi-Family Retrofit	\$ 364,611	\$ 470,342	\$ 465,870	\$ 1,300,823	\$ 89,928
Residential Home Energy Services	\$ 1,575,541	\$ 1,661,660	\$ 1,661,185	\$ 4,898,386	\$ 4,079,640
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 1,113,756	\$ 1,182,360	\$ 1,116,074	\$ 3,412,190	\$ 1,451,513
Residential Cooling & Heating Equipment	\$ 112,464	\$ 116,295	\$ 114,186	\$ 342,945	\$ 212,492
Residential Lighting	\$ 747,244	\$ 870,263	\$ 803,648	\$ 2,421,155	\$ 1,023,764
Residential Consumer Products	\$ 254,048	\$ 195,802	\$ 198,241	\$ 648,091	\$ 215,257
Low-Income	\$ 1,255,389	\$ 1,256,185	\$ 1,308,178	\$ 3,819,751	\$ 1,457,362
4. Low-Income Whole House	\$ 1,255,389	\$ 1,256,185	\$ 1,308,178	\$ 3,819,751	\$ 1,457,362
Low-Income New Construction	\$ 247,111	\$ 252,208	\$ 271,269	\$ 770,588	\$ -
Low-Income Single Family Retrofit	\$ 692,419	\$ 694,657	\$ 726,261	\$ 2,113,337	\$ 996,278
Low-Income Multi-Family Retrofit	\$ 315,858	\$ 309,320	\$ 310,649	\$ 935,827	\$ 461,084
Commercial & Industrial	\$ 16,532,009	\$ 15,798,952	\$ 16,281,565	\$ 48,612,526	\$ 24,229,244
6. C&I New Construction	\$ 1,699,970	\$ 1,685,446	\$ 1,758,704	\$ 5,144,119	\$ 2,076,102
C&I New Construction	\$ 1,699,970	\$ 1,685,446	\$ 1,758,704	\$ 5,144,119	\$ 2,076,102
7. C&I Retrofit	\$ 14,832,039	\$ 14,113,506	\$ 14,522,861	\$ 43,468,407	\$ 22,153,142
C&I Retrofit	\$ 10,005,284	\$ 9,345,766	\$ 9,499,612	\$ 28,850,661	\$ 17,873,666
C&I Direct Install	\$ 4,826,756	\$ 4,767,741	\$ 5,023,249	\$ 14,617,746	\$ 4,279,476
Grand Total	\$ 21,327,506	\$ 20,748,254	\$ 21,212,243	\$ 63,288,003	\$ 32,514,497

Planned v Preliminary Benefit Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Difference in Plan-Year Three-Year Goal Cumulative Achievement
	2013	2014	2015		
Residential	33%	67%	100%	63%	93%
1. Residential Whole House	33%	66%	100%	72%	122%
Residential New Construction & Major Renovation	39%	70%	100%	97%	148%
Residential Multi-Family Retrofit	28%	64%	100%	7%	-75%
Residential Home Energy Services	32%	66%	100%	83%	159%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%
2. Residential Products	33%	67%	100%	43%	30%
Residential Cooling & Heating Equipment	33%	67%	100%	62%	89%
Residential Lighting	31%	67%	100%	42%	37%
Residential Consumer Products	39%	69%	100%	33%	-15%
Low-Income	33%	66%	100%	38%	16%
4. Low-Income Whole House	33%	66%	100%	38%	16%
Low-Income New Construction	32%	65%	100%	0%	-100%
Low-Income Single Family Retrofit	33%	66%	100%	47%	44%
Low-Income Multi-Family Retrofit	34%	67%	100%	49%	46%
Commercial & Industrial	34%	67%	100%	50%	47%
6. C&I New Construction	33%	66%	100%	40%	22%
C&I New Construction	33%	66%	100%	40%	22%
7. C&I Retrofit	34%	67%	100%	51%	49%
C&I Retrofit	35%	67%	100%	62%	79%
C&I Direct Install	33%	66%	100%	29%	-11%
Grand Total	34%	66%	100%	51%	52%

- Plan-year core initiative significant variance explanations are required for: (3) variances between planned and preliminary core initiative total benefits showing a decrease of 15 percent or greater. See Appendix 1 for more information.

- Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).

Benefits Variances

Significant Resource Benefits Variances (2013\$): Preliminary v Evaluated

Benefits Table 6

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

Sum of Total Resource Benefits	Preliminary	Evaluated	Preliminary v Evaluated Benefit Variances
Residential	\$ 4,655,234	\$ 4,915,775	6%
1. Residential Whole House	\$ 3,285,959	\$ 3,407,821	4%
Residential New Construction & Major Renovation	\$ 795,707	\$ 796,301	0%
Residential Multi-Family Retrofit	\$ 88,415	\$ 76,304	-14%
Residential Home Energy Services	\$ 2,401,838	\$ 2,535,216	6%
Residential Behavior/Feedback Program	\$ -	\$ -	0%
2. Residential Products	\$ 1,369,275	\$ 1,507,955	10%
Residential Cooling & Heating Equipment	\$ 190,786	\$ 209,398	10%
Residential Lighting	\$ 963,232	\$ 1,083,300	12%
Residential Consumer Products	\$ 215,257	\$ 215,257	0%
Low-Income	\$ 983,019	\$ 1,048,911	7%
4. Low-Income Whole House	\$ 983,019	\$ 1,048,911	7%
Low-Income New Construction	\$ -	\$ -	0%
Low-Income Single Family Retrofit	\$ 773,247	\$ 849,334	10%
Low-Income Multi-Family Retrofit	\$ 209,772	\$ 199,577	-5%
Commercial & Industrial	\$ 22,459,181	\$ 25,572,301	14%
6. C&I New Construction	\$ 1,882,516	\$ 2,038,776	8%
C&I New Construction	\$ 1,882,516	\$ 2,038,776	8%
7. C&I Retrofit	\$ 20,576,665	\$ 23,533,525	14%
C&I Retrofit	\$ 16,832,014	\$ 19,587,845	16%
C&I Direct Install	\$ 3,744,651	\$ 3,945,680	5%
Grand Total	\$ 28,097,435	\$ 31,536,988	12%

- Plan-year core initiative significant variance explanations are required for: (4) variances between preliminary and evaluated core initiative total resource benefits showing a decrease of 15 percent or greater. See Appendix 1 for more information.

- Variances are calculated by percent change between preliminary and evaluated benefits for the Plan-Year (i.e., variance calculated as the percentage difference between the Plan-Year's preliminary total benefits compared to the Plan-Year's evaluated total benefits).

Planned Budget v Actual Expenditures (Nominal\$): Plan-Year Analysis

Budget Table 1

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Cost per Participant	Resource Benefit per Dollar Spent
Planned	\$ 342,617	\$ 409,252	\$ 2,966,526	\$ 1,025,082	\$ 342,228	\$ 5,085,704	\$ 262,132	\$ 3,062,471	\$ 8,410,307	\$ 643	\$ 3.69
Residential	\$ 108,195	\$ 137,435	\$ 749,975	\$ 302,972	\$ 114,521	\$ 1,413,098	\$ 47,121	\$ 274,699	\$ 1,734,918	\$ 189	\$ 1.60
1. Residential Whole House	\$ 61,689	\$ 50,218	\$ 413,186	\$ 176,686	\$ 59,294	\$ 761,073	\$ 33,489	\$ 209,847	\$ 1,004,409	\$ 3,768	\$ 1.61
Residential New Construction & Major Renovation	\$ 12,194	\$ 10,579	\$ 102,080	\$ 45,899	\$ 14,848	\$ 185,600	\$ 5,435	\$ 125,505	\$ 316,539	\$ 4,640	\$ 1.49
Residential Multi-Family Retrofit	\$ 13,590	\$ 15,000	\$ 104,800	\$ 50,610	\$ 16,000	\$ 200,000	\$ 4,311	\$ 10,644	\$ 214,955	\$ 3,636	\$ 0.47
Residential Home Energy Services	\$ 35,905	\$ 24,639	\$ 206,306	\$ 80,177	\$ 28,446	\$ 375,473	\$ 23,744	\$ 73,699	\$ 472,915	\$ 3,509	\$ 2.27
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 29,195	\$ 45,217	\$ 246,790	\$ 104,612	\$ 39,186	\$ 465,000	\$ 13,632	\$ 64,851	\$ 543,483	\$ 64	\$ 2.24
Residential Cooling & Heating Equipment	\$ 6,885	\$ 8,700	\$ 50,200	\$ 25,865	\$ 8,350	\$ 100,000	\$ -	\$ 15,527	\$ 115,527	\$ 662	\$ 0.78
Residential Lighting	\$ 11,020	\$ 21,204	\$ 100,130	\$ 39,900	\$ 17,746	\$ 190,000	\$ 11,032	\$ 40,266	\$ 241,298	\$ 39	\$ 3.74
Residential Consumer Products	\$ 11,291	\$ 15,313	\$ 96,460	\$ 38,847	\$ 13,090	\$ 175,000	\$ 2,600	\$ 9,058	\$ 186,658	\$ 78	\$ 1.45
3. Residential Hard-to-Measure	\$ 17,311	\$ 42,000	\$ 90,000	\$ 21,673	\$ 16,041	\$ 187,025	\$ -	\$ -	\$ 187,025	\$ -	\$ -
Residential Statewide Marketing	\$ -	\$ 42,000	\$ -	\$ -	\$ -	\$ 42,000	\$ -	\$ -	\$ 42,000	\$ -	\$ -
Residential DOER Assessment	\$ 8,984	\$ -	\$ -	\$ -	\$ 1,041	\$ 10,025	\$ -	\$ -	\$ 10,025	\$ -	\$ -
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential HEAT Loan	\$ 7,250	\$ -	\$ 90,000	\$ 12,750	\$ -	\$ 110,000	\$ -	\$ -	\$ 110,000	\$ -	\$ -
Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 15,000	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	\$ -
Residential R&D and Demonstration	\$ 200	\$ -	\$ -	\$ 1,800	\$ -	\$ 2,000	\$ -	\$ -	\$ 2,000	\$ -	\$ -
Residential Education	\$ 877	\$ -	\$ -	\$ 7,123	\$ -	\$ 8,000	\$ -	\$ -	\$ 8,000	\$ -	\$ -
Low-Income	\$ 52,369	\$ 52,643	\$ 362,430	\$ 187,770	\$ 44,497	\$ 699,708	\$ 19,966	\$ 94,219	\$ 813,893	\$ 3,803	\$ 1.37
4. Low-Income Whole House	\$ 46,179	\$ 37,643	\$ 362,430	\$ 173,370	\$ 43,965	\$ 663,587	\$ 19,966	\$ 94,219	\$ 777,772	\$ 3,606	\$ 1.45
Low-Income New Construction	\$ 5,089	\$ 5,963	\$ 40,350	\$ 19,166	\$ 4,433	\$ 75,000	\$ 3,476	\$ 94,219	\$ 172,694	\$ 4,412	\$ 1.77
Low-Income Single Family Retrofit	\$ 23,410	\$ 15,248	\$ 179,080	\$ 86,890	\$ 23,959	\$ 328,587	\$ 13,039	\$ -	\$ 341,626	\$ 2,567	\$ 1.76
Low-Income Multi-Family Retrofit	\$ 17,680	\$ 16,432	\$ 143,000	\$ 67,314	\$ 15,574	\$ 260,000	\$ 3,452	\$ -	\$ 263,452	\$ 6,667	\$ 0.95
5. Low-Income Hard-to-Measure	\$ 6,189	\$ 15,000	\$ -	\$ 14,400	\$ 532	\$ 36,121	\$ -	\$ -	\$ 36,121	\$ -	\$ -
Low-Income Statewide Marketing	\$ -	\$ 15,000	\$ -	\$ -	\$ -	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	\$ -
Low-Income DOER Assessment	\$ 4,589	\$ -	\$ -	\$ -	\$ 532	\$ 5,121	\$ -	\$ -	\$ 5,121	\$ -	\$ -
Low-Income Energy Affordability Network	\$ 1,600	\$ -	\$ -	\$ 14,400	\$ -	\$ 16,000	\$ -	\$ -	\$ 16,000	\$ -	\$ -
Commercial & Industrial	\$ 182,053	\$ 219,175	\$ 1,854,120	\$ 534,340	\$ 183,210	\$ 2,972,898	\$ 195,045	\$ 2,693,554	\$ 5,861,496	\$ 11,134	\$ 5.23
6. C&I New Construction	\$ 28,944	\$ 35,000	\$ 315,975	\$ 90,081	\$ 30,000	\$ 500,000	\$ 17,180	\$ 476,054	\$ 993,234	\$ 3,333	\$ 3.40
C&I New Construction	\$ 28,944	\$ 35,000	\$ 315,975	\$ 90,081	\$ 30,000	\$ 500,000	\$ 17,180	\$ 476,054	\$ 993,234	\$ 3,333	\$ 3.40
7. C&I Retrofit	\$ 136,280	\$ 156,575	\$ 1,538,145	\$ 444,259	\$ 151,259	\$ 2,426,519	\$ 177,865	\$ 2,217,500	\$ 4,821,883	\$ 20,739	\$ 5.71
C&I Retrofit	\$ 72,282	\$ 76,275	\$ 867,145	\$ 228,307	\$ 82,509	\$ 1,326,519	\$ 122,849	\$ 1,409,510	\$ 2,858,877	\$ 32,354	\$ 7.25
C&I Direct Install	\$ 63,998	\$ 80,300	\$ 671,000	\$ 215,952	\$ 68,750	\$ 1,100,000	\$ 55,016	\$ 807,990	\$ 1,963,006	\$ 14,474	\$ 3.85
8. C&I Hard-to-Measure	\$ 16,829	\$ 27,600	\$ -	\$ -	\$ 1,950	\$ 46,379	\$ -	\$ -	\$ 46,379	\$ -	\$ -
C&I Statewide Marketing	\$ -	\$ 27,600	\$ -	\$ -	\$ -	\$ 27,600	\$ -	\$ -	\$ 27,600	\$ -	\$ -
C&I DOER Assessment	\$ 16,829	\$ -	\$ -	\$ -	\$ 1,950	\$ 18,779	\$ -	\$ -	\$ 18,779	\$ -	\$ -
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Planned Budget v Actual Expenditures (Nominal\$): Plan-Year Analysis

Budget Table 1

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil
Year	2013

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Cost per Participant	Resource Benefit per Dollar Spent
Evaluated	\$ 329,857	\$ 101,547	\$ 3,109,769	\$ 866,918	\$ 122,798	\$ 4,530,889	\$ 314,464	\$ 4,091,393	\$ 8,936,746	\$ 423	\$ 6.96
Residential	\$ 98,153	\$ 55,819	\$ 907,292	\$ 285,143	\$ 29,061	\$ 1,375,468	\$ 70,644	\$ 481,499	\$ 1,927,611	\$ 135	\$ 3.57
1. Residential Whole House	\$ 51,181	\$ 4,398	\$ 585,621	\$ 157,641	\$ 13,781	\$ 812,622	\$ 56,103	\$ 318,312	\$ 1,187,038	\$ 2,016	\$ 4.19
Residential New Construction & Major Renovation	\$ 11,930	\$ -	\$ 80,911	\$ 26,784	\$ 2,139	\$ 121,763	\$ 12,368	\$ 76,535	\$ 210,666	\$ 1,309	\$ 6.54
Residential Multi-Family Retrofit	\$ 9,225	\$ 780	\$ 35,012	\$ 19,515	\$ 3,331	\$ 67,864	\$ 411	\$ 8,264	\$ 76,538	\$ 771	\$ 1.12
Residential Home Energy Services	\$ 30,026	\$ 3,618	\$ 469,698	\$ 111,341	\$ 8,311	\$ 622,995	\$ 43,325	\$ 233,514	\$ 899,833	\$ 2,806	\$ 4.07
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 32,842	\$ 18,312	\$ 173,001	\$ 116,967	\$ 14,985	\$ 356,107	\$ 14,541	\$ 163,187	\$ 533,835	\$ 36	\$ 4.23
Residential Cooling & Heating Equipment	\$ 4,408	\$ 607	\$ 68,834	\$ 17,561	\$ 2,721	\$ 94,131	\$ 1,659	\$ 31,602	\$ 127,392	\$ 765	\$ 2.22
Residential Lighting	\$ 14,276	\$ 10,221	\$ 80,281	\$ 49,879	\$ 5,837	\$ 160,493	\$ 11,156	\$ 119,343	\$ 290,992	\$ 19	\$ 6.75
Residential Consumer Products	\$ 14,158	\$ 7,484	\$ 23,886	\$ 49,527	\$ 6,427	\$ 101,483	\$ 1,727	\$ 12,242	\$ 115,451	\$ 83	\$ 2.12
3. Residential Hard-to-Measure	\$ 14,131	\$ 33,109	\$ 148,669	\$ 10,535	\$ 295	\$ 206,738	\$ -	\$ -	\$ 206,738	\$ -	\$ -
Residential Statewide Marketing	\$ -	\$ 33,109	\$ -	\$ -	\$ -	\$ 33,109	\$ -	\$ -	\$ 33,109	\$ -	\$ -
Residential DOER Assessment	\$ 14,131	\$ -	\$ -	\$ -	\$ -	\$ 14,131	\$ -	\$ -	\$ 14,131	\$ -	\$ -
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential HEAT Loan	\$ -	\$ -	\$ 148,669	\$ 2,923	\$ -	\$ 151,592	\$ -	\$ -	\$ 151,592	\$ -	\$ -
Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 295	\$ 295	\$ -	\$ -	\$ 295	\$ -	\$ -
Residential R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Education	\$ -	\$ -	\$ -	\$ 7,612	\$ -	\$ 7,612	\$ -	\$ -	\$ 7,612	\$ -	\$ -
Low-Income	\$ 44,409	\$ 8,300	\$ 366,982	\$ 130,683	\$ 14,631	\$ 565,005	\$ 21,805	\$ 3,752	\$ 590,562	\$ 1,682	\$ 1.86
4. Low-Income Whole House	\$ 38,063	\$ -	\$ 366,982	\$ 130,683	\$ 14,631	\$ 550,359	\$ 21,805	\$ 3,752	\$ 575,916	\$ 1,638	\$ 1.91
Low-Income New Construction	\$ 5,865	\$ -	\$ -	\$ 12,922	\$ 1,621	\$ 20,407	\$ -	\$ -	\$ 20,407	\$ -	\$ -
Low-Income Single Family Retrofit	\$ 21,045	\$ -	\$ 248,277	\$ 87,896	\$ 9,365	\$ 366,582	\$ 15,459	\$ 3,752	\$ 385,792	\$ 2,842	\$ 2.32
Low-Income Multi-Family Retrofit	\$ 11,153	\$ -	\$ 118,706	\$ 29,866	\$ 3,645	\$ 163,370	\$ 6,346	\$ -	\$ 169,717	\$ 789	\$ 1.22
5. Low-Income Hard-to-Measure	\$ 6,346	\$ 8,300	\$ -	\$ -	\$ -	\$ 14,646	\$ -	\$ -	\$ 14,646	\$ -	\$ -
Low-Income Statewide Marketing	\$ -	\$ 8,300	\$ -	\$ -	\$ -	\$ 8,300	\$ -	\$ -	\$ 8,300	\$ -	\$ -
Low-Income DOER Assessment	\$ 6,346	\$ -	\$ -	\$ -	\$ -	\$ 6,346	\$ -	\$ -	\$ 6,346	\$ -	\$ -
Low-Income Energy Affordability Network	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Commercial & Industrial	\$ 187,295	\$ 37,427	\$ 1,835,495	\$ 451,092	\$ 79,106	\$ 2,590,416	\$ 222,014	\$ 3,606,143	\$ 6,418,573	\$ 12,698	\$ 9.87
6. C&I New Construction	\$ 36,822	\$ 7,380	\$ 223,776	\$ 97,532	\$ 14,187	\$ 379,697	\$ 17,851	\$ 178,089	\$ 575,637	\$ 2,990	\$ 5.37
C&I New Construction	\$ 36,822	\$ 7,380	\$ 223,776	\$ 97,532	\$ 14,187	\$ 379,697	\$ 17,851	\$ 178,089	\$ 575,637	\$ 2,990	\$ 5.37
7. C&I Retrofit	\$ 127,193	\$ 671	\$ 1,611,719	\$ 353,560	\$ 64,919	\$ 2,158,062	\$ 204,163	\$ 3,428,054	\$ 5,790,279	\$ 28,027	\$ 10.90
C&I Retrofit	\$ 71,980	\$ -	\$ 695,551	\$ 232,010	\$ 45,904	\$ 1,045,445	\$ 170,098	\$ 2,913,849	\$ 4,129,392	\$ 104,545	\$ 18.74
C&I Direct Install	\$ 55,214	\$ 671	\$ 916,168	\$ 121,549	\$ 19,015	\$ 1,112,617	\$ 34,066	\$ 514,205	\$ 1,660,887	\$ 16,606	\$ 3.55
8. C&I Hard-to-Measure	\$ 23,280	\$ 29,377	\$ -	\$ -	\$ -	\$ 52,657	\$ -	\$ -	\$ 52,657	\$ -	\$ -
C&I Statewide Marketing	\$ -	\$ 29,377	\$ -	\$ -	\$ -	\$ 29,377	\$ -	\$ -	\$ 29,377	\$ -	\$ -
C&I DOER Assessment	\$ 23,280	\$ -	\$ -	\$ -	\$ -	\$ 23,280	\$ -	\$ -	\$ 23,280	\$ -	\$ -
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Planned Budget v Actual Expenditures (Nominal\$): Plan-Year Analysis

Budget Table 1

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Cost per Participant	Resource Benefit per Dollar Spent
Planned v Actual Variances: (Actual - Plan) / Plan											
Total Annual Variance	-4%	-75%	5%	-15%	-64%	-11%	20%	34%	6%	-34%	88%
Residential	-9%	-59%	21%	-6%	-75%	-3%	50%	75%	11%	-29%	123%
1. Residential Whole House	-17%	-91%	42%	-11%	-77%	7%	68%	52%	18%	-46%	161%
Residential New Construction & Major Renovation	-2%	-100%	-21%	-42%	-86%	-34%	128%	-39%	-33%	-72%	339%
Residential Multi-Family Retrofit	-32%	-95%	-67%	-61%	-79%	-66%	-90%	-22%	-64%	-79%	142%
Residential Home Energy Services	-16%	-85%	128%	39%	-71%	66%	82%	217%	90%	-20%	79%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2. Residential Products	12%	-60%	-30%	12%	-62%	-23%	7%	152%	-2%	-43%	89%
Residential Cooling & Heating Equipment	-36%	-93%	37%	-32%	-67%	-6%	0%	104%	10%	16%	184%
Residential Lighting	30%	-52%	-20%	25%	-67%	-16%	1%	196%	21%	-51%	80%
Residential Consumer Products	25%	-51%	-75%	27%	-51%	-42%	-34%	35%	-38%	5%	46%
3. Residential Hard-to-Measure	-18%	-21%	65%	-51%	-98%	11%	0%	0%	11%	0%	0%
Residential Statewide Marketing	0%	-21%	0%	0%	0%	-21%	0%	0%	-21%	0%	0%
Residential DOER Assessment	57%	0%	0%	0%	-100%	41%	0%	0%	41%	0%	0%
Residential EEAC Consultants	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Residential Sponsorship & Subscriptions	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Residential HEAT Loan	-100%	0%	65%	-77%	0%	38%	0%	0%	38%	0%	0%
Residential Workforce Development	0%	0%	0%	0%	-98%	-98%	0%	0%	-98%	0%	0%
Residential R&D and Demonstration	-100%	0%	0%	-100%	0%	-100%	0%	0%	-100%	0%	0%
Residential Education	-100%	0%	0%	7%	0%	-5%	0%	0%	-5%	0%	0%
Low-Income	-15%	-84%	1%	-30%	-67%	-19%	9%	-96%	-27%	-56%	35%
4. Low-Income Whole House	-18%	-100%	1%	-25%	-67%	-17%	9%	-96%	-26%	-55%	32%
Low-Income New Construction	15%	-100%	-100%	-33%	-63%	-73%	-100%	-100%	-88%	-100%	-100%
Low-Income Single Family Retrofit	-10%	-100%	39%	1%	-61%	12%	19%	0%	13%	11%	31%
Low-Income Multi-Family Retrofit	-37%	-100%	-17%	-56%	-77%	-37%	84%	0%	-36%	-88%	28%
5. Low-Income Hard-to-Measure	3%	-45%	0%	-100%	-100%	-59%	0%	0%	-59%	0%	0%
Low-Income Statewide Marketing	0%	-45%	0%	0%	0%	-45%	0%	0%	-45%	0%	0%
Low-Income DOER Assessment	38%	0%	0%	0%	-100%	24%	0%	0%	24%	0%	0%
Low-Income Energy Affordability Network	-100%	0%	0%	-100%	0%	-100%	0%	0%	-100%	0%	0%
Commercial & Industrial	3%	-83%	-1%	-16%	-57%	-13%	14%	34%	10%	14%	89%
6. C&I New Construction	27%	-79%	-29%	8%	-53%	-24%	4%	-63%	-42%	-10%	58%
C&I New Construction	27%	-79%	-29%	8%	-53%	-24%	4%	-63%	-42%	-10%	58%
7. C&I Retrofit	-7%	-100%	5%	-20%	-57%	-11%	15%	55%	20%	35%	91%
C&I Retrofit	0%	-100%	-20%	2%	-44%	-21%	38%	107%	44%	223%	158%
C&I Direct Install	-14%	-99%	37%	-44%	-72%	1%	-38%	-36%	-15%	15%	-8%
8. C&I Hard-to-Measure	38%	6%	0%	0%	-100%	14%	0%	0%	14%	0%	0%
C&I Statewide Marketing	0%	6%	0%	0%	0%	6%	0%	0%	6%	0%	0%
C&I DOER Assessment	38%	0%	0%	0%	-100%	24%	0%	0%	24%	0%	0%
C&I EEAC Consultants	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
C&I Sponsorships & Subscriptions	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Budget for the Three-Year Term (Nominal\$)

Budget Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil

	Sum of Program Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Cost per Participant	Resource Benefit per Dollar Spent
2013											
Planned	\$ 342,617	\$ 409,252	\$ 2,966,526	\$ 1,025,082	\$ 342,228	\$ 5,085,704	\$ 262,132	\$ 3,062,471	\$ 8,410,307	\$ 643	3.69
Residential	\$ 108,195	\$ 137,435	\$ 749,975	\$ 302,972	\$ 114,521	\$ 1,413,098	\$ 47,121	\$ 274,699	\$ 1,734,918	\$ 189	1.60
1. Residential Whole House	\$ 61,689	\$ 50,218	\$ 413,186	\$ 176,686	\$ 59,294	\$ 761,073	\$ 33,489	\$ 209,847	\$ 1,004,409	\$ 3,768	1.61
Residential New Construction & Major Renovation	\$ 12,194	\$ 10,579	\$ 102,080	\$ 45,899	\$ 14,848	\$ 185,600	\$ 5,435	\$ 125,505	\$ 316,539	\$ 4,640	1.49
Residential Multi-Family Retrofit	\$ 13,590	\$ 15,000	\$ 104,800	\$ 50,610	\$ 16,000	\$ 200,000	\$ 4,311	\$ 10,644	\$ 214,955	\$ 3,636	0.47
Residential Home Energy Services	\$ 35,905	\$ 24,639	\$ 206,306	\$ 80,177	\$ 28,446	\$ 375,473	\$ 23,744	\$ 73,699	\$ 472,915	\$ 3,509	2.27
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 29,195	\$ 45,217	\$ 246,790	\$ 104,612	\$ 39,186	\$ 465,000	\$ 13,632	\$ 64,851	\$ 543,483	\$ 64	2.24
Residential Cooling & Heating Equipment	\$ 6,885	\$ 8,700	\$ 50,200	\$ 25,865	\$ 8,350	\$ 100,000	\$ -	\$ 15,527	\$ 115,527	\$ 662	0.78
Residential Lighting	\$ 11,020	\$ 21,204	\$ 100,130	\$ 39,900	\$ 17,746	\$ 190,000	\$ 11,032	\$ 40,266	\$ 241,298	\$ 39	3.74
Residential Consumer Products	\$ 11,291	\$ 15,313	\$ 96,460	\$ 38,847	\$ 13,090	\$ 175,000	\$ 2,600	\$ 9,058	\$ 186,658	\$ 78	1.45
3. Residential Hard-to-Measure	\$ 17,311	\$ 42,000	\$ 90,000	\$ 21,673	\$ 16,041	\$ 187,025	\$ -	\$ -	\$ 187,025	\$ -	-
Residential Statewide Marketing	\$ -	\$ 42,000	\$ -	\$ -	\$ -	\$ 42,000	\$ -	\$ -	\$ 42,000	\$ -	-
Residential DOER Assessment	\$ 8,984	\$ -	\$ -	\$ -	\$ 1,041	\$ 10,025	\$ -	\$ -	\$ 10,025	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential HEAT Loan	\$ 7,250	\$ -	\$ 90,000	\$ 12,750	\$ -	\$ 110,000	\$ -	\$ -	\$ 110,000	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 15,000	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	-
Residential R&D and Demonstration	\$ 200	\$ -	\$ -	\$ 1,800	\$ -	\$ 2,000	\$ -	\$ -	\$ 2,000	\$ -	-
Residential Education	\$ 877	\$ -	\$ -	\$ 7,123	\$ -	\$ 8,000	\$ -	\$ -	\$ 8,000	\$ -	-
Low-Income	\$ 52,369	\$ 52,643	\$ 362,430	\$ 187,770	\$ 44,497	\$ 699,708	\$ 19,966	\$ 94,219	\$ 813,893	\$ 3,803	1.37
4. Low-Income Whole House	\$ 46,179	\$ 37,643	\$ 362,430	\$ 173,370	\$ 43,965	\$ 663,587	\$ 19,966	\$ 94,219	\$ 777,772	\$ 3,606	1.45
Low-Income New Construction	\$ 5,089	\$ 5,963	\$ 40,350	\$ 19,166	\$ 4,433	\$ 75,000	\$ 3,476	\$ 94,219	\$ 172,694	\$ 4,412	1.77
Low-Income Single Family Retrofit	\$ 23,410	\$ 15,248	\$ 179,080	\$ 86,890	\$ 23,959	\$ 328,587	\$ 13,039	\$ -	\$ 341,626	\$ 2,567	1.76
Low-Income Multi-Family Retrofit	\$ 17,680	\$ 16,432	\$ 143,000	\$ 67,314	\$ 15,574	\$ 260,000	\$ 3,452	\$ -	\$ 263,452	\$ 6,667	0.95
5. Low-Income Hard-to-Measure	\$ 6,189	\$ 15,000	\$ -	\$ 14,400	\$ 532	\$ 36,121	\$ -	\$ -	\$ 36,121	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 15,000	\$ -	\$ -	\$ -	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	-
Low-Income DOER Assessment	\$ 4,589	\$ -	\$ -	\$ -	\$ 532	\$ 5,121	\$ -	\$ -	\$ 5,121	\$ -	-
Low-Income Energy Affordability Network	\$ 1,600	\$ -	\$ -	\$ 14,400	\$ -	\$ 16,000	\$ -	\$ -	\$ 16,000	\$ -	-
Commercial & Industrial	\$ 182,053	\$ 219,175	\$ 1,854,120	\$ 534,340	\$ 183,210	\$ 2,972,898	\$ 195,045	\$ 2,693,554	\$ 5,861,496	\$ 11,134	5.23
6. C&I New Construction	\$ 28,944	\$ 35,000	\$ 315,975	\$ 90,081	\$ 30,000	\$ 500,000	\$ 17,180	\$ 476,054	\$ 993,234	\$ 3,333	3.40
C&I New Construction	\$ 28,944	\$ 35,000	\$ 315,975	\$ 90,081	\$ 30,000	\$ 500,000	\$ 17,180	\$ 476,054	\$ 993,234	\$ 3,333	3.40
7. C&I Retrofit	\$ 136,280	\$ 156,575	\$ 1,538,145	\$ 444,259	\$ 151,259	\$ 2,426,519	\$ 177,865	\$ 2,217,500	\$ 4,821,883	\$ 20,739	5.71
C&I Retrofit	\$ 72,282	\$ 76,275	\$ 867,145	\$ 228,307	\$ 82,509	\$ 1,326,519	\$ 122,849	\$ 1,409,510	\$ 2,858,877	\$ 32,354	7.25
C&I Direct Install	\$ 63,998	\$ 80,300	\$ 671,000	\$ 215,952	\$ 68,750	\$ 1,100,000	\$ 55,016	\$ 807,990	\$ 1,963,006	\$ 14,474	3.85
8. C&I Hard-to-Measure	\$ 16,829	\$ 27,600	\$ -	\$ -	\$ 1,950	\$ 46,379	\$ -	\$ -	\$ 46,379	\$ -	-
C&I Statewide Marketing	\$ -	\$ 27,600	\$ -	\$ -	\$ -	\$ 27,600	\$ -	\$ -	\$ 27,600	\$ -	-
C&I DOER Assessment	\$ 16,829	\$ -	\$ -	\$ -	\$ 1,950	\$ 18,779	\$ -	\$ -	\$ 18,779	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-

Budget for the Three-Year Term (Nominal\$)

Budget Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

	Sum of Program		Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training		Sum of Evaluation and Market Research		Sum of Total Program Costs	Sum of Performance Incentive		Sum of Total Resource Costs	Cost per Participant	Resource Benefit per Dollar Spent
	Administration	Marketing and Advertising		Assistance & Training	Market Research	Participant Costs	Participant Costs						
Evaluated	\$ 329,857	\$ 101,547	\$ 3,109,769	\$ 866,918	\$ 122,798	\$ 4,530,889	\$ 314,464	\$ 4,091,393	\$ 8,936,746	\$ 423	6.96		
Residential	\$ 98,153	\$ 55,819	\$ 907,292	\$ 285,143	\$ 29,061	\$ 1,375,468	\$ 70,644	\$ 481,499	\$ 1,927,611	\$ 135	3.57		
1. Residential Whole House	\$ 51,181	\$ 4,398	\$ 585,621	\$ 157,641	\$ 13,781	\$ 812,622	\$ 56,103	\$ 318,312	\$ 1,187,038	\$ 2,016	4.19		
Residential New Construction & Major Renovation	\$ 11,930	\$ -	\$ 80,911	\$ 26,784	\$ 2,139	\$ 121,763	\$ 12,368	\$ 76,535	\$ 210,666	\$ 1,309	6.54		
Residential Multi-Family Retrofit	\$ 9,225	\$ 780	\$ 35,012	\$ 19,515	\$ 3,331	\$ 67,864	\$ 411	\$ 8,264	\$ 76,538	\$ 771	1.12		
Residential Home Energy Services	\$ 30,026	\$ 3,618	\$ 469,698	\$ 111,341	\$ 8,311	\$ 622,995	\$ 43,325	\$ 233,514	\$ 899,833	\$ 2,806	4.07		
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
2. Residential Products	\$ 32,842	\$ 18,312	\$ 173,001	\$ 116,967	\$ 14,985	\$ 356,107	\$ 14,541	\$ 163,187	\$ 533,835	\$ 36	4.23		
Residential Cooling & Heating Equipment	\$ 4,408	\$ 607	\$ 68,834	\$ 17,561	\$ 2,721	\$ 94,131	\$ 1,659	\$ 31,602	\$ 127,392	\$ 765	2.22		
Residential Lighting	\$ 14,276	\$ 10,221	\$ 80,281	\$ 49,879	\$ 5,837	\$ 160,493	\$ 11,156	\$ 119,343	\$ 290,992	\$ 19	6.75		
Residential Consumer Products	\$ 14,158	\$ 7,484	\$ 23,886	\$ 49,527	\$ 6,427	\$ 101,483	\$ 1,727	\$ 12,242	\$ 115,451	\$ 83	2.12		
3. Residential Hard-to-Measure	\$ 14,131	\$ 33,109	\$ 148,669	\$ 10,535	\$ 295	\$ 206,738	\$ -	\$ -	\$ 206,738	\$ -	-		
Residential Statewide Marketing	\$ -	\$ 33,109	\$ -	\$ -	\$ -	\$ 33,109	\$ -	\$ -	\$ 33,109	\$ -	-		
Residential DOER Assessment	\$ 14,131	\$ -	\$ -	\$ -	\$ -	\$ 14,131	\$ -	\$ -	\$ 14,131	\$ -	-		
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
Residential Sponsorship & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
Residential HEAT Loan	\$ -	\$ -	\$ 148,669	\$ 2,923	\$ -	\$ 151,592	\$ -	\$ -	\$ 151,592	\$ -	-		
Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 295	\$ 295	\$ -	\$ -	\$ 295	\$ -	-		
Residential R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
Residential Education	\$ -	\$ -	\$ -	\$ 7,612	\$ -	\$ 7,612	\$ -	\$ -	\$ 7,612	\$ -	-		
Low-Income	\$ 44,409	\$ 8,300	\$ 366,982	\$ 130,683	\$ 14,631	\$ 565,005	\$ 21,805	\$ 3,752	\$ 590,562	\$ 1,682	1.86		
4. Low-Income Whole House	\$ 38,063	\$ -	\$ 366,982	\$ 130,683	\$ 14,631	\$ 550,359	\$ 21,805	\$ 3,752	\$ 575,916	\$ 1,638	1.91		
Low-Income New Construction	\$ 5,865	\$ -	\$ -	\$ 12,922	\$ 1,621	\$ 20,407	\$ -	\$ -	\$ 20,407	\$ -	-		
Low-Income Single Family Retrofit	\$ 21,045	\$ -	\$ 248,277	\$ 87,896	\$ 9,365	\$ 366,582	\$ 15,459	\$ 3,752	\$ 385,792	\$ 2,842	2.32		
Low-Income Multi-Family Retrofit	\$ 11,153	\$ -	\$ 118,706	\$ 29,866	\$ 3,645	\$ 163,370	\$ 6,346	\$ -	\$ 169,717	\$ 789	1.22		
5. Low-Income Hard-to-Measure	\$ 6,346	\$ 8,300	\$ -	\$ -	\$ -	\$ 14,646	\$ -	\$ -	\$ 14,646	\$ -	-		
Low-Income Statewide Marketing	\$ -	\$ 8,300	\$ -	\$ -	\$ -	\$ 8,300	\$ -	\$ -	\$ 8,300	\$ -	-		
Low-Income DOER Assessment	\$ 6,346	\$ -	\$ -	\$ -	\$ -	\$ 6,346	\$ -	\$ -	\$ 6,346	\$ -	-		
Low-Income Energy Affordability Network	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
Commercial & Industrial	\$ 187,295	\$ 37,427	\$ 1,835,495	\$ 451,092	\$ 79,106	\$ 2,590,416	\$ 222,014	\$ 3,606,143	\$ 6,418,573	\$ 12,698	9.87		
6. C&I New Construction	\$ 36,822	\$ 7,380	\$ 223,776	\$ 97,532	\$ 14,187	\$ 379,697	\$ 17,851	\$ 178,089	\$ 575,637	\$ 2,990	5.37		
C&I New Construction	\$ 36,822	\$ 7,380	\$ 223,776	\$ 97,532	\$ 14,187	\$ 379,697	\$ 17,851	\$ 178,089	\$ 575,637	\$ 2,990	5.37		
7. C&I Retrofit	\$ 127,193	\$ 671	\$ 1,611,719	\$ 353,560	\$ 64,919	\$ 2,158,062	\$ 204,163	\$ 3,428,054	\$ 5,790,279	\$ 28,027	10.90		
C&I Retrofit	\$ 71,980	\$ -	\$ 695,551	\$ 232,010	\$ 45,904	\$ 1,045,445	\$ 170,098	\$ 2,913,849	\$ 4,129,392	\$ 104,545	18.74		
C&I Direct Install	\$ 55,214	\$ 671	\$ 916,168	\$ 121,549	\$ 19,015	\$ 1,112,617	\$ 34,066	\$ 514,205	\$ 1,660,887	\$ 16,606	3.55		
8. C&I Hard-to-Measure	\$ 23,280	\$ 29,377	\$ -	\$ -	\$ -	\$ 52,657	\$ -	\$ -	\$ 52,657	\$ -	-		
C&I Statewide Marketing	\$ -	\$ 29,377	\$ -	\$ -	\$ -	\$ 29,377	\$ -	\$ -	\$ 29,377	\$ -	-		
C&I DOER Assessment	\$ 23,280	\$ -	\$ -	\$ -	\$ -	\$ 23,280	\$ -	\$ -	\$ 23,280	\$ -	-		
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-		

Budget for the Three-Year Term (Nominal\$)

Budget Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Cost per Participant	Resource Benefit per Dollar Spent
2014											
Planned	\$ 349,606	\$ 418,803	\$ 3,034,389	\$ 1,047,379	\$ 349,180	\$ 5,199,357	\$ 228,144	\$ 2,501,967	\$ 7,929,468	\$ 606	3.50
Residential	\$ 110,356	\$ 139,394	\$ 769,579	\$ 308,660	\$ 116,298	\$ 1,444,288	\$ 38,408	\$ 283,037	\$ 1,765,733	\$ 178	1.67
1. Residential Whole House	\$ 62,280	\$ 50,624	\$ 416,581	\$ 178,006	\$ 59,762	\$ 767,252	\$ 27,279	\$ 211,012	\$ 1,005,543	\$ 3,619	1.71
Residential New Construction & Major Renovation	\$ 12,194	\$ 10,579	\$ 102,080	\$ 45,899	\$ 14,848	\$ 185,600	\$ 3,332	\$ 125,892	\$ 314,825	\$ 3,949	1.08
Residential Multi-Family Retrofit	\$ 13,590	\$ 15,000	\$ 104,800	\$ 50,610	\$ 16,000	\$ 200,000	\$ 5,053	\$ 10,644	\$ 215,696	\$ 3,636	0.96
Residential Home Energy Services	\$ 36,496	\$ 25,044	\$ 209,701	\$ 81,497	\$ 28,914	\$ 381,652	\$ 18,894	\$ 74,476	\$ 475,022	\$ 3,470	2.41
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 30,098	\$ 46,770	\$ 254,816	\$ 107,822	\$ 40,494	\$ 480,000	\$ 11,129	\$ 72,025	\$ 563,154	\$ 61	2.30
Residential Cooling & Heating Equipment	\$ 6,885	\$ 8,700	\$ 50,200	\$ 25,865	\$ 8,350	\$ 100,000	\$ -	\$ 16,172	\$ 116,172	\$ 629	0.81
Residential Lighting	\$ 11,600	\$ 22,320	\$ 105,400	\$ 42,000	\$ 18,680	\$ 200,000	\$ 9,694	\$ 48,976	\$ 258,670	\$ 36	4.14
Residential Consumer Products	\$ 11,613	\$ 15,750	\$ 99,216	\$ 39,957	\$ 13,464	\$ 180,000	\$ 1,435	\$ 6,877	\$ 188,312	\$ 81	1.09
3. Residential Hard-to-Measure	\$ 17,979	\$ 42,000	\$ 98,182	\$ 22,832	\$ 16,042	\$ 197,035	\$ -	\$ -	\$ 197,035	\$ -	-
Residential Statewide Marketing	\$ -	\$ 42,000	\$ -	\$ -	\$ -	\$ 42,000	\$ -	\$ -	\$ 42,000	\$ -	-
Residential DOER Assessment	\$ 8,993	\$ -	\$ -	\$ -	\$ 1,042	\$ 10,035	\$ -	\$ -	\$ 10,035	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential HEAT Loan	\$ 7,909	\$ -	\$ 98,182	\$ 13,909	\$ -	\$ 120,000	\$ -	\$ -	\$ 120,000	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 15,000	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	-
Residential R&D and Demonstration	\$ 200	\$ -	\$ -	\$ 1,800	\$ -	\$ 2,000	\$ -	\$ -	\$ 2,000	\$ -	-
Residential Education	\$ 877	\$ -	\$ -	\$ 7,123	\$ -	\$ 8,000	\$ -	\$ -	\$ 8,000	\$ -	-
Low-Income	\$ 53,581	\$ 53,425	\$ 371,550	\$ 192,288	\$ 45,726	\$ 716,569	\$ 11,832	\$ 70,663	\$ 799,064	\$ 4,071	1.38
4. Low-Income Whole House	\$ 47,387	\$ 38,425	\$ 371,550	\$ 177,888	\$ 45,194	\$ 680,443	\$ 11,832	\$ 70,663	\$ 762,938	\$ 3,866	1.45
Low-Income New Construction	\$ 5,089	\$ 5,963	\$ 40,350	\$ 19,166	\$ 4,433	\$ 75,000	\$ 2,406	\$ 70,663	\$ 148,069	\$ 5,769	2.19
Low-Income Single Family Retrofit	\$ 24,618	\$ 16,030	\$ 188,200	\$ 91,408	\$ 25,188	\$ 345,443	\$ 6,951	\$ -	\$ 352,394	\$ 2,786	1.69
Low-Income Multi-Family Retrofit	\$ 17,680	\$ 16,432	\$ 143,000	\$ 67,314	\$ 15,574	\$ 260,000	\$ 2,475	\$ -	\$ 262,475	\$ 6,667	0.93
5. Low-Income Hard-to-Measure	\$ 6,194	\$ 15,000	\$ -	\$ 14,400	\$ 532	\$ 36,126	\$ -	\$ -	\$ 36,126	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 15,000	\$ -	\$ -	\$ -	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	-
Low-Income DOER Assessment	\$ 4,594	\$ -	\$ -	\$ -	\$ 532	\$ 5,126	\$ -	\$ -	\$ 5,126	\$ -	-
Low-Income Energy Affordability Network	\$ 1,600	\$ -	\$ -	\$ 14,400	\$ -	\$ 16,000	\$ -	\$ -	\$ 16,000	\$ -	-
Commercial & Industrial	\$ 185,669	\$ 225,985	\$ 1,893,261	\$ 546,431	\$ 187,155	\$ 3,038,501	\$ 177,904	\$ 2,148,267	\$ 5,364,671	\$ 10,852	4.87
6. C&I New Construction	\$ 28,944	\$ 35,000	\$ 315,975	\$ 90,081	\$ 30,000	\$ 500,000	\$ 18,970	\$ 49,565	\$ 568,535	\$ 3,125	3.37
C&I New Construction	\$ 28,944	\$ 35,000	\$ 315,975	\$ 90,081	\$ 30,000	\$ 500,000	\$ 18,970	\$ 49,565	\$ 568,535	\$ 3,125	3.37
7. C&I Retrofit	\$ 139,909	\$ 160,985	\$ 1,577,286	\$ 456,350	\$ 155,207	\$ 2,489,736	\$ 158,934	\$ 2,098,701	\$ 4,747,372	\$ 20,748	5.27
C&I Retrofit	\$ 73,002	\$ 77,035	\$ 875,786	\$ 230,582	\$ 83,332	\$ 1,339,736	\$ 107,479	\$ 1,338,698	\$ 2,785,913	\$ 32,676	6.69
C&I Direct Install	\$ 66,907	\$ 83,950	\$ 701,500	\$ 225,768	\$ 71,875	\$ 1,150,000	\$ 51,455	\$ 760,003	\$ 1,961,458	\$ 14,557	3.61
8. C&I Hard-to-Measure	\$ 16,816	\$ 30,000	\$ -	\$ -	\$ 1,949	\$ 48,764	\$ -	\$ -	\$ 48,764	\$ -	-
C&I Statewide Marketing	\$ -	\$ 30,000	\$ -	\$ -	\$ -	\$ 30,000	\$ -	\$ -	\$ 30,000	\$ -	-
C&I DOER Assessment	\$ 16,816	\$ -	\$ -	\$ -	\$ 1,949	\$ 18,764	\$ -	\$ -	\$ 18,764	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-

Budget for the Three-Year Term (Nominal\$)

Budget Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil

	Sum of Program Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Cost per Participant	Resource Benefit per Dollar Spent
2015											
Planned	\$ 355,458	\$ 425,388	\$ 3,086,095	\$ 1,066,642	\$ 355,324	\$ 5,288,906	\$ 233,451	\$ 2,596,032	\$ 8,118,389	\$ 594	3.53
Residential	\$ 112,178	\$ 141,442	\$ 782,292	\$ 313,669	\$ 118,257	\$ 1,467,838	\$ 37,383	\$ 283,492	\$ 1,788,713	\$ 174	1.61
1. Residential Whole House	\$ 63,383	\$ 51,381	\$ 422,922	\$ 180,470	\$ 60,636	\$ 778,793	\$ 27,284	\$ 216,499	\$ 1,022,576	\$ 3,818	1.69
Residential New Construction & Major Renovation	\$ 12,194	\$ 10,579	\$ 102,080	\$ 45,899	\$ 14,848	\$ 185,600	\$ 3,286	\$ 130,814	\$ 319,700	\$ 4,640	1.08
Residential Multi-Family Retrofit	\$ 13,590	\$ 15,000	\$ 104,800	\$ 50,610	\$ 16,000	\$ 200,000	\$ 4,936	\$ 10,644	\$ 215,579	\$ 3,636	0.97
Residential Home Energy Services	\$ 37,600	\$ 25,802	\$ 216,042	\$ 83,961	\$ 29,788	\$ 393,193	\$ 19,063	\$ 75,041	\$ 487,297	\$ 3,607	2.35
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 30,807	\$ 48,061	\$ 261,188	\$ 110,366	\$ 41,578	\$ 492,000	\$ 10,099	\$ 66,993	\$ 569,092	\$ 60	2.11
Residential Cooling & Heating Equipment	\$ 6,885	\$ 8,700	\$ 50,200	\$ 25,865	\$ 8,350	\$ 100,000	\$ -	\$ 16,172	\$ 116,172	\$ 629	0.79
Residential Lighting	\$ 12,180	\$ 23,436	\$ 110,670	\$ 44,100	\$ 19,614	\$ 210,000	\$ 8,758	\$ 43,943	\$ 262,701	\$ 36	3.62
Residential Consumer Products	\$ 11,742	\$ 15,925	\$ 100,318	\$ 40,401	\$ 13,614	\$ 182,000	\$ 1,340	\$ 6,878	\$ 190,218	\$ 82	1.09
3. Residential Hard-to-Measure	\$ 17,987	\$ 42,000	\$ 98,182	\$ 22,832	\$ 16,043	\$ 197,045	\$ -	\$ -	\$ 197,045	\$ -	-
Residential Statewide Marketing	\$ -	\$ 42,000	\$ -	\$ -	\$ -	\$ 42,000	\$ -	\$ -	\$ 42,000	\$ -	-
Residential DOER Assessment	\$ 9,002	\$ -	\$ -	\$ -	\$ 1,043	\$ 10,045	\$ -	\$ -	\$ 10,045	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential HEAT Loan	\$ 7,909	\$ -	\$ 98,182	\$ 13,909	\$ -	\$ 120,000	\$ -	\$ -	\$ 120,000	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 15,000	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	-
Residential R&D and Demonstration	\$ 200	\$ -	\$ -	\$ 1,800	\$ -	\$ 2,000	\$ -	\$ -	\$ 2,000	\$ -	-
Residential Education	\$ 877	\$ -	\$ -	\$ 7,123	\$ -	\$ 8,000	\$ -	\$ -	\$ 8,000	\$ -	-
Low-Income	\$ 54,711	\$ 54,306	\$ 379,989	\$ 196,712	\$ 46,783	\$ 732,501	\$ 12,534	\$ 57,286	\$ 802,321	\$ 4,025	1.41
4. Low-Income Whole House	\$ 48,463	\$ 39,306	\$ 379,989	\$ 181,862	\$ 46,250	\$ 695,870	\$ 12,534	\$ 57,286	\$ 765,691	\$ 3,823	1.48
Low-Income New Construction	\$ 5,429	\$ 6,360	\$ 43,040	\$ 20,443	\$ 4,728	\$ 80,000	\$ 2,709	\$ 57,286	\$ 139,996	\$ 5,714	2.21
Low-Income Single Family Retrofit	\$ 25,354	\$ 16,514	\$ 193,949	\$ 94,105	\$ 25,948	\$ 355,870	\$ 7,322	\$ -	\$ 363,192	\$ 2,759	1.72
Low-Income Multi-Family Retrofit	\$ 17,680	\$ 16,432	\$ 143,000	\$ 67,314	\$ 15,574	\$ 260,000	\$ 2,502	\$ -	\$ 262,502	\$ 6,667	0.93
5. Low-Income Hard-to-Measure	\$ 6,248	\$ 15,000	\$ -	\$ 14,850	\$ 533	\$ 36,631	\$ -	\$ -	\$ 36,631	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 15,000	\$ -	\$ -	\$ -	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	-
Low-Income DOER Assessment	\$ 4,598	\$ -	\$ -	\$ -	\$ 533	\$ 5,131	\$ -	\$ -	\$ 5,131	\$ -	-
Low-Income Energy Affordability Network	\$ 1,650	\$ -	\$ -	\$ 14,850	\$ -	\$ 16,500	\$ -	\$ -	\$ 16,500	\$ -	-
Commercial & Industrial	\$ 188,569	\$ 229,640	\$ 1,923,814	\$ 556,261	\$ 190,284	\$ 3,088,567	\$ 183,534	\$ 2,255,254	\$ 5,527,355	\$ 10,505	4.94
6. C&I New Construction	\$ 28,944	\$ 35,000	\$ 315,975	\$ 90,081	\$ 30,000	\$ 500,000	\$ 19,972	\$ 48,246	\$ 568,218	\$ 2,924	3.52
C&I New Construction	\$ 28,944	\$ 35,000	\$ 315,975	\$ 90,081	\$ 30,000	\$ 500,000	\$ 19,972	\$ 48,246	\$ 568,218	\$ 2,924	3.52
7. C&I Retrofit	\$ 142,823	\$ 164,640	\$ 1,607,839	\$ 466,180	\$ 158,337	\$ 2,539,818	\$ 163,563	\$ 2,207,007	\$ 4,910,388	\$ 20,649	5.32
C&I Retrofit	\$ 73,007	\$ 77,040	\$ 875,839	\$ 230,596	\$ 83,337	\$ 1,339,818	\$ 109,653	\$ 1,333,727	\$ 2,783,198	\$ 32,678	6.80
C&I Direct Install	\$ 69,816	\$ 87,600	\$ 732,000	\$ 235,584	\$ 75,000	\$ 1,200,000	\$ 53,909	\$ 873,281	\$ 2,127,190	\$ 14,634	3.65
8. C&I Hard-to-Measure	\$ 16,802	\$ 30,000	\$ -	\$ -	\$ 1,947	\$ 48,750	\$ -	\$ -	\$ 48,750	\$ -	-
C&I Statewide Marketing	\$ -	\$ 30,000	\$ -	\$ -	\$ -	\$ 30,000	\$ -	\$ -	\$ 30,000	\$ -	-
C&I DOER Assessment	\$ 16,802	\$ -	\$ -	\$ -	\$ 1,947	\$ 18,750	\$ -	\$ -	\$ 18,750	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-

Budget for the Three-Year Term (Nominal\$)

Budget Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Cost per Participant	Resource Benefit per Dollar Spent
Budget for the Three-Year Term (Nominal\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan											
Total	\$ 1,034,921	\$ 945,737	\$ 9,230,254	\$ 2,980,939	\$ 827,301	\$ 15,019,152	\$ 776,060	\$ 9,189,392	\$ 24,984,604	\$ 533	4.55
Residential	\$ 320,688	\$ 336,655	\$ 2,459,163	\$ 907,472	\$ 263,616	\$ 4,287,593	\$ 146,436	\$ 1,048,028	\$ 5,482,057	\$ 161	2.26
1. Residential Whole House	\$ 176,844	\$ 106,403	\$ 1,425,125	\$ 516,117	\$ 134,179	\$ 2,358,667	\$ 110,667	\$ 745,823	\$ 3,215,157	\$ 2,880	2.56
Residential New Construction & Major Renovation	\$ 36,317	\$ 21,158	\$ 285,071	\$ 118,582	\$ 31,835	\$ 492,963	\$ 18,986	\$ 333,242	\$ 845,191	\$ 2,739	2.43
Residential Multi-Family Retrofit	\$ 36,405	\$ 30,780	\$ 244,612	\$ 120,735	\$ 35,331	\$ 467,864	\$ 10,399	\$ 29,551	\$ 507,814	\$ 2,363	0.99
Residential Home Energy Services	\$ 104,122	\$ 54,464	\$ 895,441	\$ 276,800	\$ 67,013	\$ 1,397,840	\$ 81,282	\$ 383,030	\$ 1,862,152	\$ 3,170	3.13
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 93,747	\$ 113,143	\$ 689,006	\$ 335,155	\$ 97,057	\$ 1,328,107	\$ 35,769	\$ 302,205	\$ 1,666,081	\$ 51	2.75
Residential Cooling & Heating Equipment	\$ 18,178	\$ 18,007	\$ 169,234	\$ 69,292	\$ 19,421	\$ 294,131	\$ 1,659	\$ 63,947	\$ 359,737	\$ 667	1.26
Residential Lighting	\$ 38,056	\$ 55,977	\$ 296,351	\$ 135,979	\$ 44,131	\$ 570,493	\$ 29,608	\$ 212,261	\$ 812,363	\$ 29	4.68
Residential Consumer Products	\$ 37,514	\$ 39,159	\$ 223,421	\$ 129,884	\$ 33,505	\$ 463,483	\$ 4,502	\$ 25,997	\$ 493,982	\$ 81	1.31
3. Residential Hard-to-Measure	\$ 50,097	\$ 117,109	\$ 345,033	\$ 56,199	\$ 32,380	\$ 600,818	\$ -	\$ -	\$ 600,818	\$ -	-
Residential Statewide Marketing	\$ -	\$ 117,109	\$ -	\$ -	\$ -	\$ 117,109	\$ -	\$ -	\$ 117,109	\$ -	-
Residential DOER Assessment	\$ 32,125	\$ -	\$ -	\$ -	\$ 2,085	\$ 34,210	\$ -	\$ -	\$ 34,210	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential HEAT Loan	\$ 15,818	\$ -	\$ 345,033	\$ 30,741	\$ -	\$ 391,592	\$ -	\$ -	\$ 391,592	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 30,295	\$ 30,295	\$ -	\$ -	\$ 30,295	\$ -	-
Residential R&D and Demonstration	\$ 400	\$ -	\$ -	\$ 3,600	\$ -	\$ 4,000	\$ -	\$ -	\$ 4,000	\$ -	-
Residential Education	\$ 1,754	\$ -	\$ -	\$ 21,858	\$ -	\$ 23,612	\$ -	\$ -	\$ 23,612	\$ -	-
Low-Income	\$ 152,700	\$ 116,031	\$ 1,118,521	\$ 519,683	\$ 107,140	\$ 2,014,076	\$ 46,171	\$ 131,701	\$ 2,191,948	\$ 2,902	1.52
4. Low-Income Whole House	\$ 133,913	\$ 77,731	\$ 1,118,521	\$ 490,433	\$ 106,075	\$ 1,926,673	\$ 46,171	\$ 131,701	\$ 2,104,545	\$ 2,776	1.59
Low-Income New Construction	\$ 16,383	\$ 12,323	\$ 83,390	\$ 52,531	\$ 10,781	\$ 175,407	\$ 5,115	\$ 127,950	\$ 308,472	\$ 6,497	1.94
Low-Income Single Family Retrofit	\$ 71,016	\$ 32,544	\$ 630,425	\$ 273,409	\$ 60,500	\$ 1,067,895	\$ 29,732	\$ 3,752	\$ 1,101,379	\$ 2,796	1.92
Low-Income Multi-Family Retrofit	\$ 46,513	\$ 32,864	\$ 404,706	\$ 164,494	\$ 34,793	\$ 683,370	\$ 11,324	\$ -	\$ 694,694	\$ 2,398	1.00
5. Low-Income Hard-to-Measure	\$ 18,787	\$ 38,300	\$ -	\$ 29,250	\$ 1,065	\$ 87,403	\$ -	\$ -	\$ 87,403	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 38,300	\$ -	\$ -	\$ -	\$ 38,300	\$ -	\$ -	\$ 38,300	\$ -	-
Low-Income DOER Assessment	\$ 15,537	\$ -	\$ -	\$ -	\$ 1,065	\$ 16,603	\$ -	\$ -	\$ 16,603	\$ -	-
Low-Income Energy Affordability Network	\$ 3,250	\$ -	\$ -	\$ 29,250	\$ -	\$ 32,500	\$ -	\$ -	\$ 32,500	\$ -	-
Commercial & Industrial	\$ 561,533	\$ 493,052	\$ 5,652,570	\$ 1,553,784	\$ 456,546	\$ 8,717,484	\$ 583,453	\$ 8,009,663	\$ 17,310,599	\$ 11,205	6.38
6. C&I New Construction	\$ 94,710	\$ 77,380	\$ 855,726	\$ 277,694	\$ 74,187	\$ 1,379,697	\$ 56,792	\$ 275,900	\$ 1,712,389	\$ 3,012	3.97
C&I New Construction	\$ 94,710	\$ 77,380	\$ 855,726	\$ 277,694	\$ 74,187	\$ 1,379,697	\$ 56,792	\$ 275,900	\$ 1,712,389	\$ 3,012	3.97
7. C&I Retrofit	\$ 409,925	\$ 326,295	\$ 4,796,844	\$ 1,276,090	\$ 378,462	\$ 7,187,616	\$ 526,660	\$ 7,733,763	\$ 15,448,039	\$ 22,461	6.98
C&I Retrofit	\$ 217,989	\$ 154,074	\$ 2,447,175	\$ 693,189	\$ 212,573	\$ 3,724,999	\$ 387,230	\$ 5,586,274	\$ 9,698,503	\$ 40,489	10.11
C&I Direct Install	\$ 191,937	\$ 172,221	\$ 2,349,668	\$ 582,901	\$ 165,890	\$ 3,462,617	\$ 139,430	\$ 2,147,489	\$ 5,749,536	\$ 15,187	3.61
8. C&I Hard-to-Measure	\$ 56,898	\$ 89,377	\$ -	\$ -	\$ 3,896	\$ 150,171	\$ -	\$ -	\$ 150,171	\$ -	-
C&I Statewide Marketing	\$ -	\$ 89,377	\$ -	\$ -	\$ -	\$ 89,377	\$ -	\$ -	\$ 89,377	\$ -	-
C&I DOER Assessment	\$ 56,898	\$ -	\$ -	\$ -	\$ 3,896	\$ 60,794	\$ -	\$ -	\$ 60,794	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-

Significant Planned Budget v Actual Expenditures Variances (Nominal \$)

Budget Table 3

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil

Sum of Total Program Costs	Planned			Planned Total	Preliminary 2013
	2013	2014	2015		
Residential	\$ 1,413,098	\$ 1,444,288	\$ 1,467,838	\$ 4,325,224	\$ 1,375,468
1. Residential Whole House	\$ 761,073	\$ 767,252	\$ 778,793	\$ 2,307,118	\$ 812,622
Residential New Construction & Major Renovation	\$ 185,600	\$ 185,600	\$ 185,600	\$ 556,800	\$ 121,763
Residential Multi-Family Retrofit	\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000	\$ 67,864
Residential Home Energy Services	\$ 375,473	\$ 381,652	\$ 393,193	\$ 1,150,318	\$ 622,995
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 465,025	\$ 480,000	\$ 492,000	\$ 1,437,000	\$ 356,107
Residential Cooling & Heating Equipment	\$ 100,000	\$ 100,000	\$ 100,000	\$ 300,000	\$ 94,131
Residential Lighting	\$ 190,000	\$ 200,000	\$ 210,000	\$ 600,000	\$ 160,493
Residential Consumer Products	\$ 175,000	\$ 180,000	\$ 182,000	\$ 537,000	\$ 101,483
3. Residential Hard-to-Measure	\$ 187,025	\$ 197,035	\$ 197,045	\$ 581,105	\$ 206,738
Residential Statewide Marketing	\$ 42,000	\$ 42,000	\$ 42,000	\$ 126,000	\$ 33,109
Residential DOER Assessment	\$ 10,025	\$ 10,035	\$ 10,045	\$ 30,105	\$ 14,131
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -
Residential HEAT Loan	\$ 110,000	\$ 120,000	\$ 120,000	\$ 350,000	\$ 151,592
Residential Workforce Development	\$ 15,000	\$ 15,000	\$ 15,000	\$ 45,000	\$ 295
Residential R&D and Demonstration	\$ 2,000	\$ 2,000	\$ 2,000	\$ 6,000	\$ -
Residential Education	\$ 8,000	\$ 8,000	\$ 8,000	\$ 24,000	\$ 7,612
Low-Income	\$ 699,708	\$ 716,569	\$ 732,501	\$ 2,148,778	\$ 565,005
4. Low-Income Whole House	\$ 663,587	\$ 680,443	\$ 695,870	\$ 2,039,900	\$ 550,359
Low-Income New Construction	\$ 75,000	\$ 75,000	\$ 80,000	\$ 230,000	\$ 20,407
Low-Income Single Family Retrofit	\$ 328,587	\$ 345,443	\$ 355,870	\$ 1,029,900	\$ 366,582
Low-Income Multi-Family Retrofit	\$ 260,000	\$ 260,000	\$ 260,000	\$ 780,000	\$ 163,370
5. Low-Income Hard-to-Measure	\$ 36,121	\$ 36,126	\$ 36,631	\$ 108,878	\$ 14,646
Low-Income Statewide Marketing	\$ 15,000	\$ 15,000	\$ 15,000	\$ 45,000	\$ 8,300
Low-Income DOER Assessment	\$ 5,121	\$ 5,126	\$ 5,131	\$ 15,378	\$ 6,346
Low-Income Energy Affordability Network	\$ 16,000	\$ 16,000	\$ 16,500	\$ 48,500	\$ -
Commercial & Industrial	\$ 2,972,898	\$ 3,038,501	\$ 3,088,567	\$ 9,099,966	\$ 2,590,416
6. C&I New Construction	\$ 500,000	\$ 500,000	\$ 500,000	\$ 1,500,000	\$ 379,697
C&I New Construction	\$ 500,000	\$ 500,000	\$ 500,000	\$ 1,500,000	\$ 379,697
7. C&I Retrofit	\$ 2,426,519	\$ 2,489,736	\$ 2,539,818	\$ 7,456,073	\$ 2,158,062
C&I Retrofit	\$ 1,326,519	\$ 1,339,736	\$ 1,339,818	\$ 4,006,073	\$ 1,045,445
C&I Direct Install	\$ 1,100,000	\$ 1,150,000	\$ 1,200,000	\$ 3,450,000	\$ 1,112,617
8. C&I Hard-to-Measure	\$ 46,379	\$ 48,764	\$ 48,750	\$ 143,893	\$ 52,657
C&I Statewide Marketing	\$ 27,600	\$ 30,000	\$ 30,000	\$ 87,600	\$ 29,377
C&I DOER Assessment	\$ 18,779	\$ 18,764	\$ 18,750	\$ 56,293	\$ 23,280
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -
Grand Total	\$ 5,085,704	\$ 5,199,357	\$ 5,288,906	\$ 15,573,967	\$ 4,530,889

Significant Planned Budget v Actual Expenditures Variances (Nominal\$)

Budget Table 3

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil

Planned v Actual Budget Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Three-Year Goal Cumulative Achievement
	2013	2014	2015		
Residential	33%	66%	100%	32%	-3%
1. Residential Whole House	33%	66%	100%	35%	7%
Residential New Construction & Major Renovation	33%	67%	100%	22%	-34%
Residential Multi-Family Retrofit	33%	67%	100%	11%	-66%
Residential Home Energy Services	33%	66%	100%	54%	66%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%
2. Residential Products	32%	66%	100%	25%	-23%
Residential Cooling & Heating Equipment	33%	67%	100%	31%	-6%
Residential Lighting	32%	65%	100%	27%	-16%
Residential Consumer Products	33%	66%	100%	19%	-42%
3. Residential Hard-to-Measure	32%	66%	100%	36%	11%
Residential Statewide Marketing	33%	67%	100%	26%	-21%
Residential DOER Assessment	33%	67%	100%	47%	41%
Residential EEAC Consultants	0%	0%	0%	0%	0%
Residential Sponsorship & Subscriptions	0%	0%	0%	0%	0%
Residential HEAT Loan	31%	66%	100%	43%	38%
Residential Workforce Development	33%	67%	100%	1%	-98%
Residential R&D and Demonstration	33%	67%	100%	0%	-100%
Residential Education	33%	67%	100%	32%	-5%
Low-Income	33%	66%	100%	26%	-19%
4. Low-Income Whole House	33%	66%	100%	27%	-17%
Low-Income New Construction	33%	65%	100%	9%	-73%
Low-Income Single Family Retrofit	32%	65%	100%	36%	12%
Low-Income Multi-Family Retrofit	33%	67%	100%	21%	-37%
5. Low-Income Hard-to-Measure	33%	66%	100%	13%	-59%
Low-Income Statewide Marketing	33%	67%	100%	18%	-45%
Low-Income DOER Assessment	33%	67%	100%	41%	24%
Low-Income Energy Affordability Network	33%	66%	100%	0%	-100%
Commercial & Industrial	33%	66%	100%	28%	-13%
6. C&I New Construction	33%	67%	100%	25%	-24%
C&I New Construction	33%	67%	100%	25%	-24%
7. C&I Retrofit	33%	66%	100%	29%	-11%
C&I Retrofit	33%	67%	100%	26%	-21%
C&I Direct Install	32%	65%	100%	32%	1%
8. C&I Hard-to-Measure	32%	66%	100%	37%	14%
C&I Statewide Marketing	32%	66%	100%	34%	6%
C&I DOER Assessment	33%	67%	100%	41%	24%
C&I EEAC Consultants	0%	0%	0%	0%	0%
C&I Sponsorships & Subscriptions	0%	0%	0%	0%	0%
Grand Total	33%	66%	100%	29%	-11%

- Plan-year core initiative significant variance explanations are required for: (1) variances between planned and actual core initiative budget of 15 percent or greater. See Appendix 1 for more information.

- Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).

Cost-Effectiveness (2013\$): Plan-Year Analysis

Cost-Effectiveness Table 1

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil
Year	2013

	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Benefit Cost Ratio
Planned	\$ 5,085,704	\$ 262,132	\$ 3,062,471	\$ 8,410,307	\$ 21,327,506	\$ 12,917,199	2.54
Residential	\$ 1,413,098	\$ 47,121	\$ 274,699	\$ 1,734,918	\$ 3,540,108	\$ 1,805,191	2.04
1. Residential Whole House	\$ 761,073	\$ 33,490	\$ 209,847	\$ 1,004,410	\$ 2,426,352	\$ 1,421,942	2.42
Residential New Construction & Major Renovation	\$ 185,600	\$ 5,437	\$ 125,505	\$ 316,542	\$ 486,201	\$ 169,658	1.54
Residential Multi-Family Retrofit	\$ 200,000	\$ 4,313	\$ 10,644	\$ 214,957	\$ 364,611	\$ 149,655	1.70
Residential Home Energy Services	\$ 375,473	\$ 23,740	\$ 73,699	\$ 472,911	\$ 1,575,541	\$ 1,102,629	3.33
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 465,000	\$ 13,631	\$ 64,851	\$ 543,482	\$ 1,113,756	\$ 570,274	2.05
Residential Cooling & Heating Equipment	\$ 100,000	\$ -	\$ 15,527	\$ 115,527	\$ 112,464	\$ (3,063)	0.97
Residential Lighting	\$ 190,000	\$ 11,030	\$ 40,266	\$ 241,296	\$ 747,244	\$ 505,948	3.10
Residential Consumer Products	\$ 175,000	\$ 2,601	\$ 9,058	\$ 186,659	\$ 254,048	\$ 67,389	1.36
3. Residential Hard-to-Measure	\$ 187,025	\$ -	\$ -	\$ 187,025	\$ -	\$ (187,025)	-
Low-Income	\$ 699,708	\$ 19,966	\$ 94,219	\$ 813,893	\$ 1,255,389	\$ 441,496	1.54
4. Low-Income Whole House	\$ 663,587	\$ 19,966	\$ 94,219	\$ 777,772	\$ 1,255,389	\$ 477,617	1.61
Low-Income New Construction	\$ 75,000	\$ 3,478	\$ 94,219	\$ 172,697	\$ 247,111	\$ 74,415	1.43
Low-Income Single Family Retrofit	\$ 328,587	\$ 13,032	\$ -	\$ 341,619	\$ 692,419	\$ 350,801	2.03
Low-Income Multi-Family Retrofit	\$ 260,000	\$ 3,457	\$ -	\$ 263,457	\$ 315,858	\$ 52,402	1.20
5. Low-Income Hard-to-Measure	\$ 36,121	\$ -	\$ -	\$ 36,121	\$ -	\$ (36,121)	-
Commercial & Industrial	\$ 2,972,898	\$ 195,045	\$ 2,693,554	\$ 5,861,496	\$ 16,532,009	\$ 10,670,512	2.82
6. C&I New Construction	\$ 500,000	\$ 17,184	\$ 476,054	\$ 993,239	\$ 1,699,970	\$ 706,731	1.71
C&I New Construction	\$ 500,000	\$ 17,184	\$ 476,054	\$ 993,239	\$ 1,699,970	\$ 706,731	1.71
7. C&I Retrofit	\$ 2,426,519	\$ 177,860	\$ 2,217,500	\$ 4,821,879	\$ 14,832,039	\$ 10,010,161	3.08
C&I Retrofit	\$ 1,326,519	\$ 122,842	\$ 1,409,510	\$ 2,858,871	\$ 10,005,284	\$ 7,146,413	3.50
C&I Direct Install	\$ 1,100,000	\$ 55,018	\$ 807,990	\$ 1,963,008	\$ 4,826,756	\$ 2,863,748	2.46
8. C&I Hard-to-Measure	\$ 46,379	\$ -	\$ -	\$ 46,379	\$ -	\$ (46,379)	-
Evaluated	\$ 4,530,889	\$ 314,464	\$ 4,091,393	\$ 8,936,746	\$ 36,032,364	\$ 27,095,618	4.03
Residential	\$ 1,375,468	\$ 70,644	\$ 481,499	\$ 1,927,611	\$ 7,177,365	\$ 5,249,754	3.72
1. Residential Whole House	\$ 812,622	\$ 56,103	\$ 318,312	\$ 1,187,038	\$ 5,602,584	\$ 4,415,547	4.72
Residential New Construction & Major Renovation	\$ 121,763	\$ 12,368	\$ 76,535	\$ 210,666	\$ 1,207,403	\$ 996,737	5.73
Residential Multi-Family Retrofit	\$ 67,864	\$ 411	\$ 8,264	\$ 76,538	\$ 77,818	\$ 1,279	1.02
Residential Home Energy Services	\$ 622,995	\$ 43,325	\$ 233,514	\$ 899,833	\$ 4,317,363	\$ 3,417,530	4.80
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 356,107	\$ 14,541	\$ 163,187	\$ 533,835	\$ 1,574,781	\$ 1,040,946	2.95
Residential Cooling & Heating Equipment	\$ 94,131	\$ 1,659	\$ 31,602	\$ 127,392	\$ 215,692	\$ 88,301	1.69
Residential Lighting	\$ 160,493	\$ 11,156	\$ 119,343	\$ 290,992	\$ 1,143,832	\$ 852,840	3.93
Residential Consumer Products	\$ 101,483	\$ 1,727	\$ 12,242	\$ 115,451	\$ 215,257	\$ 99,805	1.86
3. Residential Hard-to-Measure	\$ 206,738	\$ -	\$ -	\$ 206,738	\$ -	\$ (206,738)	-
Low-Income	\$ 565,005	\$ 21,805	\$ 3,752	\$ 590,562	\$ 1,523,080	\$ 932,518	2.58
4. Low-Income Whole House	\$ 550,359	\$ 21,805	\$ 3,752	\$ 575,916	\$ 1,523,080	\$ 947,164	2.64
Low-Income New Construction	\$ 20,407	\$ -	\$ -	\$ 20,407	\$ -	\$ (20,407)	-
Low-Income Single Family Retrofit	\$ 366,582	\$ 15,459	\$ 3,752	\$ 385,792	\$ 1,073,898	\$ 688,106	2.78
Low-Income Multi-Family Retrofit	\$ 163,370	\$ 6,346	\$ -	\$ 169,717	\$ 449,182	\$ 279,466	2.65
5. Low-Income Hard-to-Measure	\$ 14,646	\$ -	\$ -	\$ 14,646	\$ -	\$ (14,646)	-
Commercial & Industrial	\$ 2,590,416	\$ 222,014	\$ 3,606,143	\$ 6,418,573	\$ 27,331,919	\$ 20,913,346	4.26
6. C&I New Construction	\$ 379,697	\$ 17,851	\$ 178,089	\$ 575,637	\$ 2,224,135	\$ 1,648,498	3.86
C&I New Construction	\$ 379,697	\$ 17,851	\$ 178,089	\$ 575,637	\$ 2,224,135	\$ 1,648,498	3.86
7. C&I Retrofit	\$ 2,158,062	\$ 204,163	\$ 3,428,054	\$ 5,790,279	\$ 25,107,784	\$ 19,317,505	4.34
C&I Retrofit	\$ 1,045,445	\$ 170,098	\$ 2,913,849	\$ 4,129,392	\$ 20,629,497	\$ 16,500,106	5.00
C&I Direct Install	\$ 1,112,617	\$ 34,066	\$ 514,205	\$ 1,660,887	\$ 4,478,287	\$ 2,817,400	2.70
8. C&I Hard-to-Measure	\$ 52,657	\$ -	\$ -	\$ 52,657	\$ -	\$ (52,657)	-

Cost-Effectiveness (2013\$): Plan-Year Analysis

Cost-Effectiveness Table 1

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

Planned v Evaluated Variances	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Benefit Cost Ratio
Total Annual Variance	-11%	20%	34%	6%	69%	110%	59%
Residential	-3%	50%	75%	11%	103%	191%	82%
1. Residential Whole House	7%	68%	52%	18%	131%	211%	95%
Residential New Construction & Major Renovation	-34%	127%	-39%	-33%	148%	487%	273%
Residential Multi-Family Retrofit	-66%	-90%	-22%	-64%	-79%	-99%	-40%
Residential Home Energy Services	66%	82%	217%	90%	174%	210%	44%
Residential Behavior/Feedback Program	0%	0%	0%	0%	0%	0%	0%
2. Residential Products	-23%	7%	152%	-2%	41%	83%	44%
Residential Cooling & Heating Equipment	-6%	0%	104%	10%	92%	-2983%	74%
Residential Lighting	-16%	1%	196%	21%	53%	69%	27%
Residential Consumer Products	-42%	-34%	35%	-38%	-15%	48%	37%
3. Residential Hard-to-Measure	11%	0%	0%	11%	0%	11%	0%
Low-Income	-19%	9%	-96%	-27%	21%	111%	67%
4. Low-Income Whole House	-17%	9%	-96%	-26%	21%	98%	64%
Low-Income New Construction	-73%	-100%	-100%	-88%	-100%	-127%	-100%
Low-Income Single Family Retrofit	12%	19%	0%	13%	55%	96%	37%
Low-Income Multi-Family Retrofit	-37%	84%	0%	-36%	42%	433%	121%
5. Low-Income Hard-to-Measure	-59%	0%	0%	-59%	0%	-59%	0%
Commercial & Industrial	-13%	14%	34%	10%	65%	96%	51%
6. C&I New Construction	-24%	4%	-63%	-42%	31%	133%	126%
C&I New Construction	-24%	4%	-63%	-42%	31%	133%	126%
7. C&I Retrofit	-11%	15%	55%	20%	69%	93%	41%
C&I Retrofit	-21%	38%	107%	44%	106%	131%	43%
C&I Direct Install	1%	-38%	-36%	-15%	-7%	-2%	10%
8. C&I Hard-to-Measure	14%	0%	0%	14%	0%	14%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Cost-Effectiveness for the Three-Year Term (2013\$)

Cost-Effectiveness Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Benefit Cost Ratio
2013							
Planned	\$ 5,085,704	\$ 262,132	\$ 3,062,471	\$ 8,410,307	\$ 21,327,506	\$ 12,917,199	2.54
Residential	\$ 1,413,098	\$ 47,121	\$ 274,699	\$ 1,734,918	\$ 3,540,108	\$ 1,805,191	2.04
1. Residential Whole House	\$ 761,073	\$ 33,490	\$ 209,847	\$ 1,004,410	\$ 2,426,352	\$ 1,421,942	2.42
Residential New Construction & Major Renov	\$ 185,600	\$ 5,437	\$ 125,505	\$ 316,542	\$ 486,201	\$ 169,658	1.54
Residential Multi-Family Retrofit	\$ 200,000	\$ 4,313	\$ 10,644	\$ 214,957	\$ 364,611	\$ 149,655	1.70
Residential Home Energy Services	\$ 375,473	\$ 23,740	\$ 73,699	\$ 472,911	\$ 1,575,541	\$ 1,102,629	3.33
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 465,000	\$ 13,631	\$ 64,851	\$ 543,482	\$ 1,113,756	\$ 570,274	2.05
Residential Cooling & Heating Equipment	\$ 100,000	\$ -	\$ 15,527	\$ 115,527	\$ 112,464	\$ (3,063)	0.97
Residential Lighting	\$ 190,000	\$ 11,030	\$ 40,266	\$ 241,296	\$ 747,244	\$ 505,948	3.10
Residential Consumer Products	\$ 175,000	\$ 2,601	\$ 9,058	\$ 186,659	\$ 254,048	\$ 67,389	1.36
3. Residential Hard-to-Measure	\$ 187,025	\$ -	\$ -	\$ 187,025	\$ -	\$ (187,025)	-
Low-Income	\$ 699,708	\$ 19,966	\$ 94,219	\$ 813,893	\$ 1,255,389	\$ 441,496	1.54
4. Low-Income Whole House	\$ 663,587	\$ 19,966	\$ 94,219	\$ 777,772	\$ 1,255,389	\$ 477,617	1.61
Low-Income New Construction	\$ 75,000	\$ 3,478	\$ 94,219	\$ 172,697	\$ 247,111	\$ 74,415	1.43
Low-Income Single Family Retrofit	\$ 328,587	\$ 13,032	\$ -	\$ 341,619	\$ 692,419	\$ 350,801	2.03
Low-Income Multi-Family Retrofit	\$ 260,000	\$ 3,457	\$ -	\$ 263,457	\$ 315,858	\$ 52,402	1.20
5. Low-Income Hard-to-Measure	\$ 36,121	\$ -	\$ -	\$ 36,121	\$ -	\$ (36,121)	-
Commercial & Industrial	\$ 2,972,898	\$ 195,045	\$ 2,693,554	\$ 5,861,496	\$ 16,532,009	\$ 10,670,512	2.82
6. C&I New Construction	\$ 500,000	\$ 17,184	\$ 476,054	\$ 993,239	\$ 1,699,970	\$ 706,731	1.71
C&I New Construction	\$ 500,000	\$ 17,184	\$ 476,054	\$ 993,239	\$ 1,699,970	\$ 706,731	1.71
7. C&I Retrofit	\$ 2,426,519	\$ 177,860	\$ 2,217,500	\$ 4,821,879	\$ 14,832,039	\$ 10,010,161	3.08
C&I Retrofit	\$ 1,326,519	\$ 122,842	\$ 1,409,510	\$ 2,858,871	\$ 10,005,284	\$ 7,146,413	3.50
C&I Direct Install	\$ 1,100,000	\$ 55,018	\$ 807,990	\$ 1,963,008	\$ 4,826,756	\$ 2,863,748	2.46
8. C&I Hard-to-Measure	\$ 46,379	\$ -	\$ -	\$ 46,379	\$ -	\$ (46,379)	-
Evaluated	\$ 4,530,889	\$ 314,464	\$ 4,091,393	\$ 8,936,746	\$ 36,032,364	\$ 27,095,618	4.03
Residential	\$ 1,375,468	\$ 70,644	\$ 481,499	\$ 1,927,611	\$ 7,177,365	\$ 5,249,754	3.72
1. Residential Whole House	\$ 812,622	\$ 56,103	\$ 318,312	\$ 1,187,038	\$ 5,602,584	\$ 4,415,547	4.72
Residential New Construction & Major Renov	\$ 121,763	\$ 12,368	\$ 76,535	\$ 210,666	\$ 1,207,403	\$ 996,737	5.73
Residential Multi-Family Retrofit	\$ 67,864	\$ 411	\$ 8,264	\$ 76,538	\$ 77,818	\$ 1,279	1.02
Residential Home Energy Services	\$ 622,995	\$ 43,325	\$ 233,514	\$ 899,833	\$ 4,317,363	\$ 3,417,530	4.80
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 356,107	\$ 14,541	\$ 163,187	\$ 533,835	\$ 1,574,781	\$ 1,040,946	2.95
Residential Cooling & Heating Equipment	\$ 94,131	\$ 1,659	\$ 31,602	\$ 127,392	\$ 215,692	\$ 88,301	1.69
Residential Lighting	\$ 160,493	\$ 11,156	\$ 119,343	\$ 290,992	\$ 1,143,832	\$ 852,840	3.93
Residential Consumer Products	\$ 101,483	\$ 1,727	\$ 12,242	\$ 115,451	\$ 215,257	\$ 99,805	1.86
3. Residential Hard-to-Measure	\$ 206,738	\$ -	\$ -	\$ 206,738	\$ -	\$ (206,738)	-
Low-Income	\$ 565,005	\$ 21,805	\$ 3,752	\$ 590,562	\$ 1,523,080	\$ 932,518	2.58
4. Low-Income Whole House	\$ 550,359	\$ 21,805	\$ 3,752	\$ 575,916	\$ 1,523,080	\$ 947,164	2.64
Low-Income New Construction	\$ 20,407	\$ -	\$ -	\$ 20,407	\$ -	\$ (20,407)	-
Low-Income Single Family Retrofit	\$ 366,582	\$ 15,459	\$ 3,752	\$ 385,792	\$ 1,073,898	\$ 688,106	2.78
Low-Income Multi-Family Retrofit	\$ 163,370	\$ 6,346	\$ -	\$ 169,717	\$ 449,182	\$ 279,466	2.65
5. Low-Income Hard-to-Measure	\$ 14,646	\$ -	\$ -	\$ 14,646	\$ -	\$ (14,646)	-
Commercial & Industrial	\$ 2,590,416	\$ 222,014	\$ 3,606,143	\$ 6,418,573	\$ 27,331,919	\$ 20,913,346	4.26
6. C&I New Construction	\$ 379,697	\$ 17,851	\$ 178,089	\$ 575,637	\$ 2,224,135	\$ 1,648,498	3.86
C&I New Construction	\$ 379,697	\$ 17,851	\$ 178,089	\$ 575,637	\$ 2,224,135	\$ 1,648,498	3.86
7. C&I Retrofit	\$ 2,158,062	\$ 204,163	\$ 3,428,054	\$ 5,790,279	\$ 25,107,784	\$ 19,317,505	4.34
C&I Retrofit	\$ 1,045,445	\$ 170,098	\$ 2,913,849	\$ 4,129,392	\$ 20,629,497	\$ 16,500,106	5.00
C&I Direct Install	\$ 1,112,617	\$ 34,066	\$ 514,205	\$ 1,660,887	\$ 4,478,287	\$ 2,817,400	2.70
8. C&I Hard-to-Measure	\$ 52,657	\$ -	\$ -	\$ 52,657	\$ -	\$ (52,657)	-

Cost-Effectiveness for the Three-Year Term (2013\$)

Cost-Effectiveness Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unutil

	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Benefit Cost Ratio
2014							
Planned	\$ 5,170,917	\$ 226,896	\$ 2,488,281	\$ 7,886,095	\$ 20,748,254	\$ 12,862,159	2.63
Residential	\$ 1,436,387	\$ 38,198	\$ 281,489	\$ 1,756,074	\$ 3,693,118	\$ 1,937,043	2.10
1. Residential Whole House	\$ 763,056	\$ 27,135	\$ 209,857	\$ 1,000,048	\$ 2,510,758	\$ 1,510,709	2.51
Residential New Construction & Major Renov	\$ 184,585	\$ 3,314	\$ 125,204	\$ 313,102	\$ 378,756	\$ 65,654	1.21
Residential Multi-Family Retrofit	\$ 198,906	\$ 5,028	\$ 10,585	\$ 214,519	\$ 470,342	\$ 255,822	2.19
Residential Home Energy Services	\$ 379,565	\$ 18,793	\$ 74,068	\$ 472,426	\$ 1,661,660	\$ 1,189,234	3.52
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 477,374	\$ 11,063	\$ 71,631	\$ 560,069	\$ 1,182,360	\$ 622,291	2.11
Residential Cooling & Heating Equipment	\$ 99,453	\$ -	\$ 16,084	\$ 115,537	\$ 116,295	\$ 758	1.01
Residential Lighting	\$ 198,906	\$ 9,637	\$ 48,708	\$ 257,251	\$ 870,263	\$ 613,013	3.38
Residential Consumer Products	\$ 179,015	\$ 1,427	\$ 6,840	\$ 187,281	\$ 195,802	\$ 8,520	1.05
3. Residential Hard-to-Measure	\$ 195,957	\$ -	\$ -	\$ 195,957	\$ -	\$ (195,957)	-
Low-Income	\$ 712,650	\$ 11,767	\$ 70,277	\$ 794,694	\$ 1,256,185	\$ 461,491	1.58
4. Low-Income Whole House	\$ 676,721	\$ 11,767	\$ 70,277	\$ 758,765	\$ 1,256,185	\$ 497,419	1.66
Low-Income New Construction	\$ 74,590	\$ 2,389	\$ 70,277	\$ 147,256	\$ 252,208	\$ 104,952	1.71
Low-Income Single Family Retrofit	\$ 343,554	\$ 6,917	\$ -	\$ 350,470	\$ 694,657	\$ 344,186	1.98
Low-Income Multi-Family Retrofit	\$ 258,578	\$ 2,462	\$ -	\$ 261,039	\$ 309,320	\$ 48,281	1.18
5. Low-Income Hard-to-Measure	\$ 35,928	\$ -	\$ -	\$ 35,928	\$ -	\$ (35,928)	-
Commercial & Industrial	\$ 3,021,880	\$ 176,931	\$ 2,136,516	\$ 5,335,327	\$ 15,798,952	\$ 10,463,625	2.96
6. C&I New Construction	\$ 497,265	\$ 18,867	\$ 49,294	\$ 565,426	\$ 1,685,446	\$ 1,120,020	2.98
C&I New Construction	\$ 497,265	\$ 18,867	\$ 49,294	\$ 565,426	\$ 1,685,446	\$ 1,120,020	2.98
7. C&I Retrofit	\$ 2,476,118	\$ 158,064	\$ 2,087,222	\$ 4,721,404	\$ 14,113,506	\$ 9,392,103	2.99
C&I Retrofit	\$ 1,332,408	\$ 106,887	\$ 1,331,375	\$ 2,770,671	\$ 9,345,766	\$ 6,575,095	3.37
C&I Direct Install	\$ 1,143,710	\$ 51,177	\$ 755,846	\$ 1,950,733	\$ 4,767,741	\$ 2,817,008	2.44
8. C&I Hard-to-Measure	\$ 48,498	\$ -	\$ -	\$ 48,498	\$ -	\$ (48,498)	-
2015							
Planned	\$ 5,231,205	\$ 230,904	\$ 2,567,709	\$ 8,029,818	\$ 21,212,243	\$ 13,182,425	2.64
Residential	\$ 1,451,824	\$ 36,975	\$ 280,399	\$ 1,769,198	\$ 3,622,500	\$ 1,853,302	2.05
1. Residential Whole House	\$ 770,297	\$ 26,994	\$ 214,137	\$ 1,011,427	\$ 2,506,425	\$ 1,494,998	2.48
Residential New Construction & Major Renov	\$ 183,575	\$ 3,249	\$ 129,387	\$ 316,212	\$ 379,370	\$ 63,158	1.20
Residential Multi-Family Retrofit	\$ 197,818	\$ 4,884	\$ 10,527	\$ 213,230	\$ 465,870	\$ 252,640	2.18
Residential Home Energy Services	\$ 388,904	\$ 18,860	\$ 74,222	\$ 481,986	\$ 1,661,185	\$ 1,179,200	3.45
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 486,632	\$ 9,981	\$ 66,262	\$ 562,876	\$ 1,116,074	\$ 553,199	1.98
Residential Cooling & Heating Equipment	\$ 98,909	\$ -	\$ 15,996	\$ 114,905	\$ 114,186	\$ (719)	0.99
Residential Lighting	\$ 207,709	\$ 8,657	\$ 43,463	\$ 259,829	\$ 803,648	\$ 543,819	3.09
Residential Consumer Products	\$ 180,014	\$ 1,324	\$ 6,803	\$ 188,141	\$ 198,241	\$ 10,099	1.05
3. Residential Hard-to-Measure	\$ 194,895	\$ -	\$ -	\$ 194,895	\$ -	\$ (194,895)	-
Low-Income	\$ 724,509	\$ 12,397	\$ 56,661	\$ 793,568	\$ 1,308,178	\$ 514,610	1.65
4. Low-Income Whole House	\$ 688,278	\$ 12,397	\$ 56,661	\$ 757,337	\$ 1,308,178	\$ 550,841	1.73
Low-Income New Construction	\$ 79,127	\$ 2,676	\$ 56,661	\$ 138,465	\$ 271,269	\$ 132,804	1.96
Low-Income Single Family Retrofit	\$ 351,987	\$ 7,247	\$ -	\$ 359,234	\$ 726,261	\$ 367,027	2.02
Low-Income Multi-Family Retrofit	\$ 257,163	\$ 2,474	\$ -	\$ 259,638	\$ 310,649	\$ 51,011	1.20
5. Low-Income Hard-to-Measure	\$ 36,231	\$ -	\$ -	\$ 36,231	\$ -	\$ (36,231)	-
Commercial & Industrial	\$ 3,054,871	\$ 181,532	\$ 2,230,649	\$ 5,467,052	\$ 16,281,565	\$ 10,814,513	2.98
6. C&I New Construction	\$ 494,545	\$ 19,753	\$ 47,720	\$ 562,018	\$ 1,758,704	\$ 1,196,687	3.13
C&I New Construction	\$ 494,545	\$ 19,753	\$ 47,720	\$ 562,018	\$ 1,758,704	\$ 1,196,687	3.13
7. C&I Retrofit	\$ 2,512,109	\$ 161,779	\$ 2,182,929	\$ 4,856,817	\$ 14,522,861	\$ 9,666,044	2.99
C&I Retrofit	\$ 1,325,201	\$ 108,455	\$ 1,319,176	\$ 2,752,831	\$ 9,499,612	\$ 6,746,780	3.45
C&I Direct Install	\$ 1,186,908	\$ 53,324	\$ 863,753	\$ 2,103,986	\$ 5,023,249	\$ 2,919,264	2.39
8. C&I Hard-to-Measure	\$ 48,218	\$ -	\$ -	\$ 48,218	\$ -	\$ (48,218)	-

Cost-Effectiveness for the Three-Year Term (2013\$)

Cost-Effectiveness Table 2

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil

	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Benefit Cost Ratio
Cost-Effectiveness for the Three-Year Term (2013\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan							
Total Cost-Effectiveness	\$ 14,933,011	\$ 772,265	\$ 9,147,384	\$ 24,852,659	\$ 77,992,862	\$ 53,140,202	3.14
Residential	\$ 4,263,679	\$ 145,818	\$ 1,043,387	\$ 5,452,884	\$ 14,492,983	\$ 9,040,099	2.66
1. Residential Whole House	\$ 2,345,974	\$ 110,232	\$ 742,307	\$ 3,198,513	\$ 10,619,767	\$ 7,421,254	3.32
Residential New Construction & Major Renovation	\$ 489,923	\$ 18,931	\$ 331,126	\$ 839,980	\$ 1,965,529	\$ 1,125,549	2.34
Residential Multi-Family Retrofit	\$ 464,588	\$ 10,323	\$ 29,377	\$ 504,288	\$ 1,014,030	\$ 509,742	2.01
Residential Home Energy Services	\$ 1,391,463	\$ 80,978	\$ 381,804	\$ 1,854,245	\$ 7,640,209	\$ 5,785,963	4.12
Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
2. Residential Products	\$ 1,320,114	\$ 35,585	\$ 301,080	\$ 1,656,780	\$ 3,873,215	\$ 2,216,436	2.34
Residential Cooling & Heating Equipment	\$ 292,493	\$ 1,659	\$ 63,682	\$ 357,834	\$ 446,173	\$ 88,340	1.25
Residential Lighting	\$ 567,108	\$ 29,450	\$ 211,514	\$ 808,072	\$ 2,817,743	\$ 2,009,671	3.49
Residential Consumer Products	\$ 460,513	\$ 4,477	\$ 25,884	\$ 490,874	\$ 609,299	\$ 118,425	1.24
3. Residential Hard-to-Measure	\$ 597,591	\$ -	\$ -	\$ 597,591	\$ -	\$ -	-
Low-Income	\$ 2,002,164	\$ 45,970	\$ 130,690	\$ 2,178,824	\$ 4,087,443	\$ 1,908,619	1.88
4. Low-Income Whole House	\$ 1,915,359	\$ 45,970	\$ 130,690	\$ 2,092,018	\$ 4,087,443	\$ 1,995,425	1.95
Low-Income New Construction	\$ 174,124	\$ 5,065	\$ 126,938	\$ 306,128	\$ 523,477	\$ 217,349	1.71
Low-Income Single Family Retrofit	\$ 1,062,123	\$ 29,622	\$ 3,752	\$ 1,095,497	\$ 2,494,815	\$ 1,399,319	2.28
Low-Income Multi-Family Retrofit	\$ 679,112	\$ 11,282	\$ -	\$ 690,394	\$ 1,069,151	\$ 378,757	1.55
5. Low-Income Hard-to-Measure	\$ 86,806	\$ -	\$ -	\$ 86,806	\$ -	\$ -	-
Commercial & Industrial	\$ 8,667,167	\$ 580,477	\$ 7,973,307	\$ 17,220,952	\$ 59,412,436	\$ 42,191,485	3.45
6. C&I New Construction	\$ 1,371,507	\$ 56,470	\$ 275,103	\$ 1,703,080	\$ 5,668,285	\$ 3,965,205	3.33
C&I New Construction	\$ 1,371,507	\$ 56,470	\$ 275,103	\$ 1,703,080	\$ 5,668,285	\$ 3,965,205	3.33
7. C&I Retrofit	\$ 7,146,288	\$ 524,007	\$ 7,698,205	\$ 15,368,500	\$ 53,744,152	\$ 38,375,652	3.50
C&I Retrofit	\$ 3,703,054	\$ 385,440	\$ 5,564,400	\$ 9,652,894	\$ 39,474,875	\$ 29,821,981	4.09
C&I Direct Install	\$ 3,443,235	\$ 138,566	\$ 2,133,804	\$ 5,715,606	\$ 14,269,277	\$ 8,553,671	2.50
8. C&I Hard-to-Measure	\$ 149,372	\$ -	\$ -	\$ 149,372	\$ -	\$ -	-

Residential Whole House Program Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 1

Date of Filing	6/20/2014						
Distribution Company	Electric						
Program Administrator	Unitil						
Year	2013						
Initiative	Residential New Construction & Major Renovation						
	Planned	Preliminary	Evaluated	Planned	Plan v	Plan v	Preliminary v
					Preliminary	Evaluated	Evaluated
Sum of Energy (annual MWh)	58	184	184	184	217%	217%	0%
Sum of Energy (Lifetime MWh)	618	4,339	4,339	4,339	602%	602%	0%
Sum of Total Benefits	\$ 486,201	\$ 1,206,810	\$ 1,207,403	\$ 1,207,403	148%	148%	0%
Sum of Total Program Costs (2013\$)	\$ 185,600	\$ 121,763	\$ 121,763	\$ 121,763	-34%	-34%	0%
Sum of Total Resource Costs (2013\$)	\$ 316,542	\$ 210,319	\$ 210,666	\$ 210,666	-34%	-33%	0%
Benefit Cost Ratio	1.54	5.74	5.73	5.73	274%	273%	0%
Initiative	Residential Multi-Family Retrofit						
	Planned	Preliminary	Evaluated	Planned	Plan v	Plan v	Preliminary v
					Preliminary	Evaluated	Evaluated
Sum of Energy (annual MWh)	62	70	71	71	13%	14%	1%
Sum of Energy (Lifetime MWh)	781	740	610	610	-5%	-22%	-18%
Sum of Total Benefits	\$ 364,611	\$ 89,928	\$ 77,818	\$ 77,818	-75%	-79%	-13%
Sum of Total Program Costs (2013\$)	\$ 200,000	\$ 67,864	\$ 67,864	\$ 67,864	-66%	-66%	0%
Sum of Total Resource Costs (2013\$)	\$ 214,957	\$ 76,538	\$ 76,538	\$ 76,538	-64%	-64%	0%
Benefit Cost Ratio	1.70	1.17	1.02	1.02	-31%	-40%	-13%
Initiative	Residential Home Energy Services						
	Planned	Preliminary	Evaluated	Planned	Plan v	Plan v	Preliminary v
					Preliminary	Evaluated	Evaluated
Sum of Energy (annual MWh)	53	136	174	174	157%	228%	28%
Sum of Energy (Lifetime MWh)	628	1,522	1,758	1,758	142%	180%	15%
Sum of Total Benefits	\$ 1,575,541	\$ 4,079,640	\$ 4,317,363	\$ 4,317,363	159%	174%	6%
Sum of Total Program Costs (2013\$)	\$ 375,473	\$ 622,995	\$ 622,995	\$ 622,995	66%	66%	0%
Sum of Total Resource Costs (2013\$)	\$ 472,911	\$ 899,833	\$ 899,833	\$ 899,833	90%	90%	0%
Benefit Cost Ratio	3.33	4.53	4.80	4.80	36%	44%	6%
Initiative	Residential Behavior/Feedback Program						
	Planned	Preliminary	Evaluated	Planned	Plan v	Plan v	Preliminary v
					Preliminary	Evaluated	Evaluated
Sum of Energy (annual MWh)	-	-	-	-	0%	0%	0%
Sum of Energy (Lifetime MWh)	-	-	-	-	0%	0%	0%
Sum of Total Benefits	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
Sum of Total Program Costs (2013\$)	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
Sum of Total Resource Costs (2013\$)	\$ -	\$ -	\$ -	\$ -	0%	0%	0%
Benefit Cost Ratio	-	-	-	-	0%	0%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Residential Products Program Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 2

Date of Filing	6/20/2014						
Distribution Company	Electric						
Program Administrator	Unitil						
Year	2013						
Initiative	Residential Cooling & Heating Equipment						
	Planned	Preliminary	Evaluated		Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	29	96	97		230%	236%	2%
Sum of Energy (Lifetime MWh)	436	1,294	1,320		197%	203%	2%
Sum of Total Benefits	\$ 112,464	\$ 212,492	\$ 215,692		89%	92%	2%
Sum of Total Program Costs (2013\$)	\$ 100,000	\$ 94,131	\$ 94,131		-6%	-6%	0%
Sum of Total Resource Costs (2013\$)	\$ 115,527	\$ 127,392	\$ 127,392		10%	10%	0%
Benefit Cost Ratio	0.97	1.67	1.69		71%	74%	2%
<hr/>							
Initiative	Residential Lighting						
	Planned	Preliminary	Evaluated		Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	676	957	1,006		42%	49%	5%
Sum of Energy (Lifetime MWh)	5,170	6,993	7,147		35%	38%	2%
Sum of Total Benefits	\$ 747,244	\$ 1,023,764	\$ 1,143,832		37%	53%	12%
Sum of Total Program Costs (2013\$)	\$ 190,000	\$ 160,493	\$ 160,493		-16%	-16%	0%
Sum of Total Resource Costs (2013\$)	\$ 241,296	\$ 290,992	\$ 290,992		21%	21%	0%
Benefit Cost Ratio	3.10	3.52	3.93		14%	27%	12%
<hr/>							
Initiative	Residential Consumer Products						
	Planned	Preliminary	Evaluated		Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Sum of Energy (annual MWh)	185	215	215		16%	16%	0%
Sum of Energy (Lifetime MWh)	1,541	1,415	1,415		-8%	-8%	0%
Sum of Total Benefits	\$ 254,048	\$ 215,257	\$ 215,257		-15%	-15%	0%
Sum of Total Program Costs (2013\$)	\$ 175,000	\$ 101,483	\$ 101,483		-42%	-42%	0%
Sum of Total Resource Costs (2013\$)	\$ 186,659	\$ 115,451	\$ 115,451		-38%	-38%	0%
Benefit Cost Ratio	1.36	1.86	1.86		37%	37%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Low-Income Whole House Program Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 3

Date of Filing	6/20/2014					
Distribution Company	Electric					
Program Administrator	Unitil					
Year	2013					
Initiative	Low-Income New Construction					

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v
				Preliminary	Evaluated	Evaluated
Sum of Energy (annual MWh)	22	-	-	-100%	-100%	0%
Sum of Energy (Lifetime MWh)	247	-	-	-100%	-100%	0%
Sum of Total Benefits	\$ 247,111	\$ -	\$ -	-100%	-100%	0%
Sum of Total Program Costs (2013\$)	\$ 75,000	\$ 20,407	\$ 20,407	-73%	-73%	0%
Sum of Total Resource Costs (2013\$)	\$ 172,697	\$ 20,407	\$ 20,407	-88%	-88%	0%
Benefit Cost Ratio	1.43	-	-	-100%	-100%	0%

Initiative						
Low-Income Single Family Retrofit						
	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v
				Preliminary	Evaluated	Evaluated
Sum of Energy (annual MWh)	93	103	114	11%	24%	11%
Sum of Energy (Lifetime MWh)	864	975	1,044	13%	21%	7%
Sum of Total Benefits	\$ 692,419	\$ 996,278	\$ 1,073,898	44%	55%	8%
Sum of Total Program Costs (2013\$)	\$ 328,587	\$ 366,582	\$ 366,582	12%	12%	0%
Sum of Total Resource Costs (2013\$)	\$ 341,619	\$ 385,792	\$ 385,792	13%	13%	0%
Benefit Cost Ratio	2.03	2.58	2.78	27%	37%	8%

Initiative						
Low-Income Multi-Family Retrofit						
	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v
				Preliminary	Evaluated	Evaluated
Sum of Energy (annual MWh)	120	161	161	34%	34%	0%
Sum of Energy (Lifetime MWh)	2,190	1,724	1,642	-21%	-25%	-5%
Sum of Total Benefits	\$ 315,858	\$ 461,084	\$ 449,182	46%	42%	-3%
Sum of Total Program Costs (2013\$)	\$ 260,000	\$ 163,370	\$ 163,370	-37%	-37%	0%
Sum of Total Resource Costs (2013\$)	\$ 263,457	\$ 169,717	\$ 169,717	-36%	-36%	0%
Benefit Cost Ratio	1.20	2.72	2.65	127%	121%	-3%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

C&I Programs Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 4

Date of Filing	6/20/2014						
Distribution Company	Electric						
Program Administrator	Unitil						
Year	2013						
Initiative	C&I New Construction						
	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Sum of Energy (annual MWh)	822	968	1,009	18%	23%	4%	
Sum of Energy (Lifetime MWh)	10,673	10,365	11,130	-3%	4%	7%	
Sum of Total Benefits	\$ 1,699,970	\$ 2,076,102	\$ 2,224,135	22%	31%	7%	
Sum of Total Program Costs (2013\$)	\$ 500,000	\$ 379,697	\$ 379,697	-24%	-24%	0%	
Sum of Total Resource Costs (2013\$)	\$ 993,239	\$ 585,933	\$ 575,637	-41%	-42%	-2%	
Benefit Cost Ratio	1.71	3.54	3.86	107%	126%	9%	
Initiative	C&I Retrofit						
	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Sum of Energy (annual MWh)	3,888	3,537	3,648	-9%	-6%	3%	
Sum of Energy (Lifetime MWh)	50,550	61,746	63,012	22%	25%	2%	
Sum of Total Benefits	\$ 10,005,284	\$ 17,873,666	\$ 20,629,497	79%	106%	15%	
Sum of Total Program Costs (2013\$)	\$ 1,326,519	\$ 1,045,445	\$ 1,045,445	-21%	-21%	0%	
Sum of Total Resource Costs (2013\$)	\$ 2,858,871	\$ 4,129,392	\$ 4,129,392	44%	44%	0%	
Benefit Cost Ratio	3.50	4.33	5.00	24%	43%	15%	
Initiative	C&I Direct Install						
	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated	
Sum of Energy (annual MWh)	1,765	1,626	1,625	-8%	-8%	0%	
Sum of Energy (Lifetime MWh)	22,948	21,118	21,104	-8%	-8%	0%	
Sum of Total Benefits	\$ 4,826,756	\$ 4,279,476	\$ 4,478,287	-11%	-7%	5%	
Sum of Total Program Costs (2013\$)	\$ 1,100,000	\$ 1,112,617	\$ 1,112,617	1%	1%	0%	
Sum of Total Resource Costs (2013\$)	\$ 1,963,008	\$ 1,660,887	\$ 1,660,887	-15%	-15%	0%	
Benefit Cost Ratio	2.46	2.58	2.70	5%	10%	5%	

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Residential Whole House Program Detail: Three-Year Analysis (2013\$)

Core Initiative Table 5

Date of Filing		6/20/2014		Date of Filing		6/20/2014	
Distribution Company		Electric		Distribution Company		Electric	
Program Administrator		Unitil		Program Administrator		Unitil	
Initiative		Residential New Construction & Major Renovation		Initiative		Residential Multi-Family Retrofit	
2013				2013			
Planned				Planned			
Sum of Energy (annual MWh)		58		Sum of Energy (annual MWh)		62	
Sum of Energy (Lifetime MWh)		618		Sum of Energy (Lifetime MWh)		781	
Sum of Total Benefits		\$ 486,201		Sum of Total Benefits		\$ 364,611	
Sum of Total Program Costs (2013\$)		\$ 185,600		Sum of Total Program Costs (2013\$)		\$ 200,000	
Sum of Total Resource Costs (2013\$)		\$ 316,542		Sum of Total Resource Costs (2013\$)		\$ 214,957	
Benefit Cost Ratio		1.54		Benefit Cost Ratio		1.70	
Evaluated				Evaluated			
Sum of Energy (annual MWh)		184		Sum of Energy (annual MWh)		71	
Sum of Energy (Lifetime MWh)		4,339		Sum of Energy (Lifetime MWh)		610	
Sum of Total Benefits		\$ 1,207,403		Sum of Total Benefits		\$ 77,818	
Sum of Total Program Costs (2013\$)		121,763		Sum of Total Program Costs (2013\$)		67,864	
Sum of Total Resource Costs (2013\$)		210,666		Sum of Total Resource Costs (2013\$)		76,538	
Benefit Cost Ratio		5.73		Benefit Cost Ratio		1.02	
2014				2014			
Planned				Planned			
Sum of Energy (annual MWh)		46		Sum of Energy (annual MWh)		38	
Sum of Energy (Lifetime MWh)		496		Sum of Energy (Lifetime MWh)		366	
Sum of Total Benefits		\$ 378,756		Sum of Total Benefits		\$ 470,342	
Sum of Total Program Costs (2013\$)		\$ 184,585		Sum of Total Program Costs (2013\$)		\$ 198,906	
Sum of Total Resource Costs (2013\$)		\$ 313,102		Sum of Total Resource Costs (2013\$)		\$ 214,519	
Benefit Cost Ratio		1.21		Benefit Cost Ratio		2.19	
2015				2015			
Planned				Planned			
Sum of Energy (annual MWh)		45		Sum of Energy (annual MWh)		37	
Sum of Energy (Lifetime MWh)		490		Sum of Energy (Lifetime MWh)		358	
Sum of Total Benefits		\$ 379,370		Sum of Total Benefits		\$ 465,870	
Sum of Total Program Costs (2013\$)		\$ 183,575		Sum of Total Program Costs (2013\$)		\$ 197,818	
Sum of Total Resource Costs (2013\$)		\$ 316,212		Sum of Total Resource Costs (2013\$)		\$ 213,230	
Benefit Cost Ratio		1.20		Benefit Cost Ratio		2.18	
Three-Year Total				Three-Year Total			
Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Residential New Construction & Major Renovation		Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Residential Multi-Family Retrofit	
Sum of Energy (annual MWh)		274		Sum of Energy (annual MWh)		146	
Sum of Energy (Lifetime MWh)		5,324		Sum of Energy (Lifetime MWh)		1,334	
Sum of Total Benefits		\$ 1,965,529		Sum of Total Benefits		\$ 1,014,030	
Sum of Total Program Costs (2013\$)		\$ 489,923		Sum of Total Program Costs (2013\$)		\$ 464,588	
Sum of Total Resource Costs (2013\$)		\$ 839,980		Sum of Total Resource Costs (2013\$)		\$ 504,288	
Benefit Cost Ratio		2.34		Benefit Cost Ratio		2.01	

Residential Whole House Program Detail: Three-Year Analysis (2013\$)

Core Initiative Table 5

Date of Filing		6/20/2014		Date of Filing		6/20/2014	
Distribution Company		Electric		Distribution Company		Electric	
Program Administrator		Unitil		Program Administrator		Unitil	
Initiative		Residential Home Energy Services		Initiative		Residential Behavior/Feedback Program	
2013				2013			
Planned				Planned			
	Sum of Energy (annual MWh)		53		Sum of Energy (annual MWh)		-
	Sum of Energy (Lifetime MWh)		628		Sum of Energy (Lifetime MWh)		-
	Sum of Total Benefits	\$	1,575,541		Sum of Total Benefits	\$	-
	Sum of Total Program Costs (2013\$)	\$	375,473		Sum of Total Program Costs (2013\$)	\$	-
	Sum of Total Resource Costs (2013\$)	\$	472,911		Sum of Total Resource Costs (2013\$)	\$	-
	Benefit Cost Ratio		3.33		Benefit Cost Ratio		-
Evaluated				Evaluated			
	Sum of Energy (annual MWh)		174		Sum of Energy (annual MWh)		-
	Sum of Energy (Lifetime MWh)		1,758		Sum of Energy (Lifetime MWh)		-
	Sum of Total Benefits	\$	4,317,363		Sum of Total Benefits	\$	-
	Sum of Total Program Costs (2013\$)		622,995		Sum of Total Program Costs (2013\$)		-
	Sum of Total Resource Costs (2013\$)		899,833		Sum of Total Resource Costs (2013\$)		-
	Benefit Cost Ratio		4.80		Benefit Cost Ratio		-
2014				2014			
Planned				Planned			
	Sum of Energy (annual MWh)		50		Sum of Energy (annual MWh)		-
	Sum of Energy (Lifetime MWh)		619		Sum of Energy (Lifetime MWh)		-
	Sum of Total Benefits	\$	1,661,660		Sum of Total Benefits	\$	-
	Sum of Total Program Costs (2013\$)	\$	379,565		Sum of Total Program Costs (2013\$)	\$	-
	Sum of Total Resource Costs (2013\$)	\$	472,426		Sum of Total Resource Costs (2013\$)	\$	-
	Benefit Cost Ratio		3.52		Benefit Cost Ratio		-
2015				2015			
Planned				Planned			
	Sum of Energy (annual MWh)		45		Sum of Energy (annual MWh)		-
	Sum of Energy (Lifetime MWh)		584		Sum of Energy (Lifetime MWh)		-
	Sum of Total Benefits	\$	1,661,185		Sum of Total Benefits	\$	-
	Sum of Total Program Costs (2013\$)	\$	388,904		Sum of Total Program Costs (2013\$)	\$	-
	Sum of Total Resource Costs (2013\$)	\$	481,986		Sum of Total Resource Costs (2013\$)	\$	-
	Benefit Cost Ratio		3.45		Benefit Cost Ratio		-
Three-Year Total				Three-Year Total			
Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Residential Home Energy Services		Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Residential Behavior/Feedback Program	
	Sum of Energy (annual MWh)		268		Sum of Energy (annual MWh)		-
	Sum of Energy (Lifetime MWh)		2,961		Sum of Energy (Lifetime MWh)		-
	Sum of Total Benefits	\$	7,640,209		Sum of Total Benefits	\$	-
	Sum of Total Program Costs (2013\$)	\$	1,391,463		Sum of Total Program Costs (2013\$)	\$	-
	Sum of Total Resource Costs (2013\$)	\$	1,854,245		Sum of Total Resource Costs (2013\$)	\$	-
	Benefit Cost Ratio		4.12		Benefit Cost Ratio		-

Residential Products Program Detail: Three-Year Analysis (2013\$)

Core Initiative Table 6

Date of Filing		6/20/2014	Date of Filing		6/20/2014	Date of Filing		6/20/2014
Distribution Company		Electric	Distribution Company		Electric	Distribution Company		Electric
Program Administrator		Until	Program Administrator		Until	Program Administrator		Until
Initiative		Residential Cooling & Heating Equipment	Initiative		Residential Lighting	Initiative		Residential Consumer Products
2013			2013			2013		
Planned			Planned			Planned		
Sum of Energy (annual MWh)		29	Sum of Energy (annual MWh)		676	Sum of Energy (annual MWh)		185
Sum of Energy (Lifetime MWh)		436	Sum of Energy (Lifetime MWh)		5,170	Sum of Energy (Lifetime MWh)		1,541
Sum of Total Benefits	\$	112,464	Sum of Total Benefits	\$	747,244	Sum of Total Benefits	\$	254,048
Sum of Total Program Costs (2013\$)	\$	100,000	Sum of Total Program Costs (2013\$)	\$	190,000	Sum of Total Program Costs (2013\$)	\$	175,000
Sum of Total Resource Costs (2013\$)	\$	115,527	Sum of Total Resource Costs (2013\$)	\$	241,296	Sum of Total Resource Costs (2013\$)	\$	186,659
Benefit Cost Ratio		0.97	Benefit Cost Ratio		3.10	Benefit Cost Ratio		1.36
Evaluated			Evaluated			Evaluated		
Sum of Energy (annual MWh)		97	Sum of Energy (annual MWh)		1,006	Sum of Energy (annual MWh)		215
Sum of Energy (Lifetime MWh)		1,320	Sum of Energy (Lifetime MWh)		7,147	Sum of Energy (Lifetime MWh)		1,415
Sum of Total Benefits	\$	215,692	Sum of Total Benefits	\$	1,143,832	Sum of Total Benefits	\$	215,257
Sum of Total Program Costs (2013\$)		94,131	Sum of Total Program Costs (2013\$)		160,493	Sum of Total Program Costs (2013\$)		101,483
Sum of Total Resource Costs (2013\$)		127,392	Sum of Total Resource Costs (2013\$)		290,992	Sum of Total Resource Costs (2013\$)		115,451
Benefit Cost Ratio		1.69	Benefit Cost Ratio		3.93	Benefit Cost Ratio		1.86
2014			2014			2014		
Planned			Planned			Planned		
Sum of Energy (annual MWh)		30	Sum of Energy (annual MWh)		750	Sum of Energy (annual MWh)		129
Sum of Energy (Lifetime MWh)		455	Sum of Energy (Lifetime MWh)		6,272	Sum of Energy (Lifetime MWh)		1,204
Sum of Total Benefits	\$	116,295	Sum of Total Benefits	\$	870,263	Sum of Total Benefits	\$	195,802
Sum of Total Program Costs (2013\$)	\$	99,453	Sum of Total Program Costs (2013\$)	\$	198,906	Sum of Total Program Costs (2013\$)	\$	179,015
Sum of Total Resource Costs (2013\$)	\$	115,537	Sum of Total Resource Costs (2013\$)	\$	257,251	Sum of Total Resource Costs (2013\$)	\$	187,281
Benefit Cost Ratio		1.01	Benefit Cost Ratio		3.38	Benefit Cost Ratio		1.05
2015			2015			2015		
Planned			Planned			Planned		
Sum of Energy (annual MWh)		25	Sum of Energy (annual MWh)		723	Sum of Energy (annual MWh)		129
Sum of Energy (Lifetime MWh)		359	Sum of Energy (Lifetime MWh)		5,721	Sum of Energy (Lifetime MWh)		1,204
Sum of Total Benefits	\$	114,186	Sum of Total Benefits	\$	803,648	Sum of Total Benefits	\$	198,241
Sum of Total Program Costs (2013\$)	\$	98,909	Sum of Total Program Costs (2013\$)	\$	207,709	Sum of Total Program Costs (2013\$)	\$	180,014
Sum of Total Resource Costs (2013\$)	\$	114,905	Sum of Total Resource Costs (2013\$)	\$	259,829	Sum of Total Resource Costs (2013\$)	\$	188,141
Benefit Cost Ratio		0.99	Benefit Cost Ratio		3.09	Benefit Cost Ratio		1.05
Three-Year Total			Three-Year Total			Three-Year Total		
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Cooling & Heating Equipment		Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Lighting		Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Residential Consumer Products	
Sum of Energy (annual MWh)		152	Sum of Energy (annual MWh)		2,479	Sum of Energy (annual MWh)		472
Sum of Energy (Lifetime MWh)		2,134	Sum of Energy (Lifetime MWh)		19,140	Sum of Energy (Lifetime MWh)		3,823
Sum of Total Benefits	\$	446,173	Sum of Total Benefits	\$	2,817,743	Sum of Total Benefits	\$	609,299
Sum of Total Program Costs (2013\$)	\$	292,493	Sum of Total Program Costs (2013\$)	\$	567,108	Sum of Total Program Costs (2013\$)	\$	460,513
Sum of Total Resource Costs (2013\$)	\$	357,834	Sum of Total Resource Costs (2013\$)	\$	808,072	Sum of Total Resource Costs (2013\$)	\$	490,874
Benefit Cost Ratio		1.25	Benefit Cost Ratio		3.49	Benefit Cost Ratio		1.24

Low-Income Whole House Program Detail: Three-Year Analysis (2013\$)

Core Initiative Table 7

Date of Filing		6/20/2014		Date of Filing		6/20/2014		Date of Filing		6/20/2014	
Distribution Company		Electric		Distribution Company		Electric		Distribution Company		Electric	
Program Administrator		Unitil		Program Administrator		Unitil		Program Administrator		Unitil	
Initiative		Low-Income New Construction		Initiative		Low-Income Single Family Retrofit		Initiative		Low-Income Multi-Family Retrofit	
2013											
Planned											
Sum of Energy (annual MWh)		22		Sum of Energy (annual MWh)		93		Sum of Energy (annual MWh)		120	
Sum of Energy (Lifetime MWh)		247		Sum of Energy (Lifetime MWh)		864		Sum of Energy (Lifetime MWh)		2,190	
Sum of Total Benefits		\$ 247,111		Sum of Total Benefits		\$ 692,419		Sum of Total Benefits		\$ 315,858	
Sum of Total Program Costs (2013\$)		\$ 75,000		Sum of Total Program Costs (2013\$)		\$ 328,587		Sum of Total Program Costs (2013\$)		\$ 260,000	
Sum of Total Resource Costs (2013\$)		\$ 172,697		Sum of Total Resource Costs (2013\$)		\$ 341,619		Sum of Total Resource Costs (2013\$)		\$ 263,457	
Benefit Cost Ratio		1.43		Benefit Cost Ratio		2.03		Benefit Cost Ratio		1.20	
Evaluated											
Sum of Energy (annual MWh)		-		Sum of Energy (annual MWh)		114		Sum of Energy (annual MWh)		161	
Sum of Energy (Lifetime MWh)		-		Sum of Energy (Lifetime MWh)		1,044		Sum of Energy (Lifetime MWh)		1,642	
Sum of Total Benefits		\$ -		Sum of Total Benefits		\$ 1,073,898		Sum of Total Benefits		\$ 449,182	
Sum of Total Program Costs (2013\$)		20,407		Sum of Total Program Costs (2013\$)		366,582		Sum of Total Program Costs (2013\$)		163,370	
Sum of Total Resource Costs (2013\$)		20,407		Sum of Total Resource Costs (2013\$)		385,792		Sum of Total Resource Costs (2013\$)		169,717	
Benefit Cost Ratio		-		Benefit Cost Ratio		2.78		Benefit Cost Ratio		2.65	
2014											
Planned											
Sum of Energy (annual MWh)		18		Sum of Energy (annual MWh)		96		Sum of Energy (annual MWh)		120	
Sum of Energy (Lifetime MWh)		233		Sum of Energy (Lifetime MWh)		877		Sum of Energy (Lifetime MWh)		2,207	
Sum of Total Benefits		\$ 252,208		Sum of Total Benefits		\$ 694,657		Sum of Total Benefits		\$ 309,320	
Sum of Total Program Costs (2013\$)		\$ 74,590		Sum of Total Program Costs (2013\$)		\$ 343,554		Sum of Total Program Costs (2013\$)		\$ 258,578	
Sum of Total Resource Costs (2013\$)		\$ 147,256		Sum of Total Resource Costs (2013\$)		\$ 350,470		Sum of Total Resource Costs (2013\$)		\$ 261,039	
Benefit Cost Ratio		1.71		Benefit Cost Ratio		1.98		Benefit Cost Ratio		1.18	
2015											
Planned											
Sum of Energy (annual MWh)		20		Sum of Energy (annual MWh)		94		Sum of Energy (annual MWh)		119	
Sum of Energy (Lifetime MWh)		249		Sum of Energy (Lifetime MWh)		873		Sum of Energy (Lifetime MWh)		2,201	
Sum of Total Benefits		\$ 271,269		Sum of Total Benefits		\$ 726,261		Sum of Total Benefits		\$ 310,649	
Sum of Total Program Costs (2013\$)		\$ 79,127		Sum of Total Program Costs (2013\$)		\$ 351,987		Sum of Total Program Costs (2013\$)		\$ 257,163	
Sum of Total Resource Costs (2013\$)		\$ 138,465		Sum of Total Resource Costs (2013\$)		\$ 359,234		Sum of Total Resource Costs (2013\$)		\$ 259,638	
Benefit Cost Ratio		1.96		Benefit Cost Ratio		2.02		Benefit Cost Ratio		1.20	
Three-Year Total				Three-Year Total				Three-Year Total			
Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Low-Income New Construction		Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Low-Income Single Family Retrofit		Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Low-Income Multi-Family Retrofit	
Sum of Energy (annual MWh)		38		Sum of Energy (annual MWh)		305		Sum of Energy (annual MWh)		399	
Sum of Energy (Lifetime MWh)		482		Sum of Energy (Lifetime MWh)		2,793		Sum of Energy (Lifetime MWh)		6,050	
Sum of Total Benefits		\$ 523,477		Sum of Total Benefits		\$ 2,494,815		Sum of Total Benefits		\$ 1,069,151	
Sum of Total Program Costs (2013\$)		\$ 174,124		Sum of Total Program Costs (2013\$)		\$ 1,062,123		Sum of Total Program Costs (2013\$)		\$ 679,112	
Sum of Total Resource Costs (2013\$)		\$ 306,128		Sum of Total Resource Costs (2013\$)		\$ 1,095,497		Sum of Total Resource Costs (2013\$)		\$ 690,394	
Benefit Cost Ratio		1.71		Benefit Cost Ratio		2.28		Benefit Cost Ratio		1.55	

C&I New Construction and C&I Retrofit Programs Detail: Three-Year Analysis (2013\$)

Core Initiative Table 8

Date of Filing		6/20/2014	Date of Filing		6/20/2014	Date of Filing		6/20/2014
Distribution Company		Electric	Distribution Company		Electric	Distribution Company		Electric
Program Administrator		Unutil	Program Administrator		Unutil	Program Administrator		Unutil
Initiative		C&I New Construction	Initiative		C&I Retrofit	Initiative		C&I Direct Install
2013								
Planned								
Sum of Energy (annual MWh)		822	Sum of Energy (annual MWh)		3,888	Sum of Energy (annual MWh)		1,765
Sum of Energy (Lifetime MWh)		10,673	Sum of Energy (Lifetime MWh)		50,550	Sum of Energy (Lifetime MWh)		22,948
Sum of Total Benefits	\$	1,699,970	Sum of Total Benefits	\$	10,005,284	Sum of Total Benefits	\$	4,826,756
Sum of Total Program Costs (2013\$)	\$	500,000	Sum of Total Program Costs (2013\$)	\$	1,326,519	Sum of Total Program Costs (2013\$)	\$	1,100,000
Sum of Total Resource Costs (2013\$)	\$	993,239	Sum of Total Resource Costs (2013\$)	\$	2,858,871	Sum of Total Resource Costs (2013\$)	\$	1,963,008
Benefit Cost Ratio		1.71	Benefit Cost Ratio		3.50	Benefit Cost Ratio		2.46
Evaluated								
Sum of Energy (annual MWh)		1,009	Sum of Energy (annual MWh)		3,648	Sum of Energy (annual MWh)		1,625
Sum of Energy (Lifetime MWh)		11,130	Sum of Energy (Lifetime MWh)		63,012	Sum of Energy (Lifetime MWh)		21,104
Sum of Total Benefits	\$	2,224,135	Sum of Total Benefits	\$	20,629,497	Sum of Total Benefits	\$	4,478,287
Sum of Total Program Costs (2013\$)		379,697	Sum of Total Program Costs (2013\$)		1,045,445	Sum of Total Program Costs (2013\$)		1,112,617
Sum of Total Resource Costs (2013\$)		575,637	Sum of Total Resource Costs (2013\$)		4,129,392	Sum of Total Resource Costs (2013\$)		1,660,887
Benefit Cost Ratio		3.86	Benefit Cost Ratio		5.00	Benefit Cost Ratio		2.70
2014								
Planned								
Sum of Energy (annual MWh)		869	Sum of Energy (annual MWh)		3,900	Sum of Energy (annual MWh)		1,841
Sum of Energy (Lifetime MWh)		11,167	Sum of Energy (Lifetime MWh)		50,698	Sum of Energy (Lifetime MWh)		23,930
Sum of Total Benefits	\$	1,685,446	Sum of Total Benefits	\$	9,345,766	Sum of Total Benefits	\$	4,767,741
Sum of Total Program Costs (2013\$)	\$	497,265	Sum of Total Program Costs (2013\$)	\$	1,332,408	Sum of Total Program Costs (2013\$)	\$	1,143,710
Sum of Total Resource Costs (2013\$)	\$	565,426	Sum of Total Resource Costs (2013\$)	\$	2,770,671	Sum of Total Resource Costs (2013\$)	\$	1,950,733
Benefit Cost Ratio		2.98	Benefit Cost Ratio		3.37	Benefit Cost Ratio		2.44
2015								
Planned								
Sum of Energy (annual MWh)		901	Sum of Energy (annual MWh)		3,903	Sum of Energy (annual MWh)		1,916
Sum of Energy (Lifetime MWh)		11,439	Sum of Energy (Lifetime MWh)		50,735	Sum of Energy (Lifetime MWh)		24,908
Sum of Total Benefits	\$	1,758,704	Sum of Total Benefits	\$	9,499,612	Sum of Total Benefits	\$	5,023,249
Sum of Total Program Costs (2013\$)	\$	494,545	Sum of Total Program Costs (2013\$)	\$	1,325,201	Sum of Total Program Costs (2013\$)	\$	1,186,908
Sum of Total Resource Costs (2013\$)	\$	562,018	Sum of Total Resource Costs (2013\$)	\$	2,752,831	Sum of Total Resource Costs (2013\$)	\$	2,103,986
Benefit Cost Ratio		3.13	Benefit Cost Ratio		3.45	Benefit Cost Ratio		2.39
Three-Year Total			Three-Year Total			Three-Year Total		
Year 1 Evaluated + Year 2 Plan + Year 3 Plan	C&I New Construction		Year 1 Evaluated + Year 2 Plan + Year 3 Plan	C&I Retrofit		Year 1 Evaluated + Year 2 Plan + Year 3 Plan	C&I Direct Install	
Sum of Energy (annual MWh)		2,778	Sum of Energy (annual MWh)		11,451	Sum of Energy (annual MWh)		5,381
Sum of Energy (Lifetime MWh)		33,737	Sum of Energy (Lifetime MWh)		164,446	Sum of Energy (Lifetime MWh)		69,942
Sum of Total Benefits	\$	5,668,285	Sum of Total Benefits	\$	39,474,875	Sum of Total Benefits	\$	14,269,277
Sum of Total Program Costs (2013\$)	\$	1,371,507	Sum of Total Program Costs (2013\$)	\$	3,703,054	Sum of Total Program Costs (2013\$)	\$	3,443,235
Sum of Total Resource Costs (2013\$)	\$	1,703,080	Sum of Total Resource Costs (2013\$)	\$	9,652,894	Sum of Total Resource Costs (2013\$)	\$	5,715,606
Benefit Cost Ratio		3.33	Benefit Cost Ratio		4.09	Benefit Cost Ratio		2.50

Greenhouse Gas Emission Reductions: Plan-Year Analysis

GHG Table 1

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Date of Filing	6/20/2014
Distribution Company	Electric
Program Administrator	Unitil
Year	2013

	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	Annual Emissions Reductions (Short Tons)		
				NO _x	SO ₂	CO ₂
Planned	7,773	12,231	2,243	1.9	4.9	4,011
Residential	1,063	8,024	1,321	0.3	0.7	553
Low-Income	235	4,287	922	0.1	0.1	124
Commercial & Industrial	6,476	(80)	-	1.6	4.1	3,335
Evaluated	8,303	5,745	5,170	2.0	5.2	4,281
Residential	1,746	5,601	3,971	0.4	1.1	904
Low-Income	275	181	1,199	0.1	0.2	142
Commercial & Industrial	6,281	(37)	-	1.5	4.0	3,235

Planned v Evaluated: (Eval - Plan) / Plan	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	Annual Emissions Reductions (Short Tons)		
				NO _x	SO ₂	CO ₂
2013-2015 Total	7%	-53%	130%	7%	7%	7%
Residential	64%	-30%	201%	64%	64%	63%
Low-Income	17%	-96%	30%	17%	17%	15%
Commercial & Industrial	-3%	-54%	0%	-3%	-3%	-3%

Please note that the PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this additional table on Emissions Reductions, based on continuing discussions with the DEP. These reductions are calculated using factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.

Greenhouse Gas Emission Reductions for the Three-Year Term

GHG Table 2

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Date of Filing		6/20/2014					
Distribution Company		Electric					
Program Administrator		Unitil					
				Annual Emissions Reductions (Short Tons)			
	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	NO _x	SO ₂	CO ₂	
2013							
Planned	7,773	12,231	2,243	1.9	4.9	4,011	
Residential	1,063	8,024	1,321	0.3	0.7	553	
Low-Income	235	4,287	922	0.1	0.1	124	
Commercial & Industrial	6,476	(80)	-	1.6	4.1	3,335	
Evaluated	8,303	5,745	5,170	2.0	5.2	4,281	
Residential	1,746	5,601	3,971	0.4	1.1	904	
Low-Income	275	181	1,199	0.1	0.2	142	
Commercial & Industrial	6,281	(37)	-	1.5	4.0	3,235	
2014							
Planned	7,886	8,663	2,507	1.9	5.0	4,067	
Residential	1,042	7,110	1,616	0.3	0.7	542	
Low-Income	234	1,645	891	0.1	0.1	122	
Commercial & Industrial	6,609	(93)	-	1.6	4.2	3,404	
2015							
Planned	7,955	9,029	2,533	1.9	5.0	4,103	
Residential	1,003	7,110	1,606	0.2	0.6	522	
Low-Income	232	2,025	926	0.1	0.1	121	
Commercial & Industrial	6,720	(105)	-	1.6	4.2	3,460	
Greenhouse Gas Emission Reductions for the Three-Year Term: Year 1 Evaluated + Year 2 Plan + Year 3 Plan				Annual Emissions Reductions (Short Tons)			
	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	NO _x	SO ₂	CO ₂	
2013-2015 Total	24,143	23,437	10,210	6	15	12,451	
Residential	3,792	19,821	7,193	1	2	1,967	
Low-Income	742	3,851	3,017	0	0	385	
Commercial & Industrial	19,610	(235)	-	5	12	10,099	

Please note that the PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this additional table on Emissions Reductions, based on continuing discussions with the DEP. These reductions are calculated using factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.

APPENDIX 1

Significant Core Initiative Variances & Cost-Effectiveness

I. RESIDENTIAL PROGRAMS

A. RESIDENTIAL WHOLE HOUSE

The evaluated 2013 benefit-cost ratio for the Residential Whole House program was 2.42. Taking into account the 2013 results, the benefit-cost ratio for this program over the three-year term is projected to be 3.32.

1. Residential New Construction & Major Renovation

a. Significant Variances

A significant variance for the 2013 plan-year exists between planned and actual budget. The primary reasons for the variance are:

a) Planned and Actual Budget –

The Company undertook a significant multifamily project that involved geothermal heat pump measures. This was a highly cost effective project that did not require significant funds from the Company to bring to fruition. As a result, expenditures in 2013 were 34 percent lower than planned, due to lower than planned spending in all budget categories, but most significantly in Participant Incentives (“PI”) (21% lower), Marketing and Advertising (“MA”) (no spending), Sales, Technical Assistance and Training (“STAT”) (42% lower), and Evaluation and Market Research (“EVAL”) (86% lower).

Proposed Changes:

The Company does not believe these variances will affect its ability to achieve its savings and benefits goals by the end of the three-year term. Additional opportunities will be pursued in Residential New Construction, and the Company anticipates that there will be more activity in this area as the economy and new construction market strengthens.

b. Program Cost-Effectiveness

The evaluated benefit-cost ratio for the Residential New Construction initiative is 5.73 for 2013, and 2.34 for the three-year term after accounting for actual results from 2013.

The Company did not plan for the heat pumps that were actually installed in 2013, because when planning for 2013 took place the expectation was that the measures would be installed in 2012. As a result, actual lifetime kWh savings were 600 percent of plan for this initiative. In turn, the benefit-cost ratio for the initiative for 2013 was also substantially higher.

APPENDIX 1

Significant Core Initiative Variances & Cost-Effectiveness

2. Residential Multi-Family

a. Significant Variances

Significant variances for the 2013 plan-year exist between: (a) planned and actual budget; and (b) planned and preliminary total lifetime savings. The primary reasons for such variances are:

a) Planned and Actual Budget –

The expenditures for the Residential Multi-Family initiative were 66 percent lower than planned due to lower spending in all categories, including Program Planning and Administration (“PP&A”) (32% lower), MA (95% lower), PI (67% lower), STAT (61% lower) and EVAL (79% lower). While the Company planned for traditional weatherization work (air sealing and insulation), it experienced a lack of opportunity for installation of these measures and a significant opportunity for lighting improvements, which are less expensive.

b) Planned and Preliminary Total Benefits –

Because the measures actually installed in this program were heavily weighted toward lighting, the total resource benefits (i.e., from electric savings) were comparable to what was planned (5% lower). However the non-resource benefits (i.e., from fossil fuel savings) were nearly zero. As a result, the actual Total Benefits were 75 percent lower than planned.

Proposed Changes:

In response to the above variances, the Company plans to make the following changes in program design/implementation:

Consistent with the efforts of the other Program Administrators, the Company continues to seek opportunities to increase the participation of multi-family units in Residential Whole House program through the use of a Multi-family Market Integrator (MMI). In addition, the Company has retained the services of a consultant to undertake a cost effective potential study in the Company’s territory. This study will help to identify and characterize the remaining opportunity within the Company’s territory for multi-family retrofit, as well as other initiatives. The Company will use the results of this study, expected prior to the end of 2014, to better target and capture opportunity in multi-family.

Given the relatively small size of the Multi-Family Initiative as a component of the Residential Whole House program, and the greater than planned success of the Single-

APPENDIX 1

Significant Core Initiative Variances & Cost-Effectiveness

Family Retrofit program, the Company is confident that the Residential Whole House program will meet or exceed its goals over the three year term.

b. Program Cost-Effectiveness

The evaluated benefit-cost ratio for this initiative is 1.02 for 2013 and 2.01 for the three-year term after accounting for actual results from 2013.

3. Residential Home Energy Services

a. Significant Variances

Significant variances for the 2013 plan-year exist between planned and actual budget. The primary reasons for the variance are:

Actual expenditures for PI were 128 percent higher than planned due to significant interest for both home energy audits and major measures, including the newly introduced Early Boiler Replacement opportunity. Statewide marketing kept interest in this program high. While the plan called for 48 weatherization jobs and 16 heating system replacements, this initiative realized 107 weatherization jobs and 79 heating system replacements, including 28 early boiler replacements.

The STAT budget category also saw an increase of 39 percent over planned expenditures. However, all other categories saw lower than planned spending. For example: (a) PP&A spending was 16 percent less than planned; (b) MA spending was 85 percent less than planned; and (c) EVAL was 71 percent less than planned. Taken as a whole, overall program costs for this initiative were 66 percent higher than planned.

Proposed Changes:

While the Company does not believe these variances will affect its ability to achieve its Whole House Program savings and benefits goals by the end of the three-year term, given the popularity of the Home Energy Services initiative, the Company anticipates shifting emphasis and funds from the lower performing Multi-Family Retrofit and Residential New Construction initiatives.

b. Program Cost-Effectiveness

The benefit-cost ratio for this initiative is 4.80 for 2013 and 4.12 for the three-year term after accounting for actual results from 2013.

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4. Residential Behavior/Feedback

The Company did not budget for, nor did it offer a Residential Behavior/Feedback program in 2013.

B. RESIDENTIAL PRODUCTS

1. Residential Cooling & Heating Equipment

a. Significant Variances

There are no significant variances to report for this initiative.

b. Program Cost-Effectiveness

The evaluated benefit-cost ratio for this initiative is 1.69 for 2013 and 1.25 for the three-year term after accounting for actual results from 2013.

2. Residential Lighting

a. Significant Variances

A significant variance for the 2013 plan-year exists between planned and actual budget. The primary reasons for the variance are:

Actual expenditures for the Residential Lighting initiative were 16 percent lower than planned, due primarily to lower than planned spending in MA (52% lower than planned), PI (20% lower than planned), and EVAL (67% lower than planned). However, actual PP&A spending was 30 percent higher than planned, and STAT was 25 percent higher than planned.

The actual measure mix of lighting products differed from plan in that there were significantly fewer high-cost fixtures and hard-to-reach measures rebated than planned. This change in measure mix resulted in lower incentives and higher MWh savings than planned.

Proposed Changes:

The Company does not believe these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

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b. Program Cost-Effectiveness

The evaluated benefit-cost ratio for this initiative is 3.93 for 2013 and 3.49 for the three-year term after accounting for actual results from 2013.

3. Residential Consumer Products

a. Significant Variances

Significant variances for the 2013 plan-year exist between: (a) planned and actual budget; and (b) planned and preliminary total benefits. The primary reasons for such variances are:

a) Planned and Actual Budget –

The total expenditures for the Residential Consumer Products initiative were 42 percent lower than planned, due primarily due to lower than planned spending on PI (75% lower), as well as spending on MA (51% lower), and EVAL (51% lower).

The lower than planned spending on Participant Incentives was due to an actual measure mix that favored low cost rebates, e.g., for televisions.

b) Planned and Preliminary Total Benefits –

The Preliminary Total Benefits were 15 percent less than planned, due primarily to lower than planned capacity benefits. The Company included room air conditioners in its planned measure mix. These products were subsequently removed from the list of eligible measures, resulting in lower capacity benefits than planned. The change relating to room air conditioners did not impact energy benefits, which came in at just 8 percent under planned.

Proposed Changes:

The Company does not believe these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

The benefit-cost ratio for this initiative is 1.86 for 2013, and 1.24 for the three-year term after accounting for actual results from 2013.

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III. LOW-INCOME PROGRAMS

A. LOW-INCOME WHOLE HOUSE

The evaluated 2013 benefit-cost ratio for the Residential Whole House program was 2.64. Taking into account the 2013 results, the benefit-cost ratio for this program over the three-year term is projected to be 1.95.

1. Low-Income New Construction

a. Significant Variances

Significant variances for the 2013 plan-year exist between: (a) planned and actual budget; (b) planned and preliminary total lifetime savings; and (c) planned and preliminary total benefits.

The primary reasons for such variances are:(a) Planned and Actual Budget; (b) Planned and Preliminary Total Lifetime Savings; and (c) Planned and Preliminary Total Benefits

Due to a lack of activity in the Company's territory, there was no production in the Low Income New Construction initiative in 2013. Therefore, the actual expenditures were 73 percent below budget. While there were no funds expended on Participant Incentives, a modest amount of funds was spent in the other budget categories, specifically PP&A, STAT and EVAL, totaling \$20,407. The market for new construction of low income housing has remained flat in the Company's territory. However, the Company remains vigilant about tracking potential projects.

Proposed Changes:

While the Company does not believe these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term for the Low Income Whole House Program, it may shift emphasis from the Low Income New Construction initiative to the Low Income Single Family Retrofit.

b. Program Cost-Effectiveness

The benefit-cost ratio for this initiative is projected to be 1.71 for the three-year term after accounting for a benefit-cost ratio of 0 from 2013.

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2. Low-Income Single-Family Retrofit

a. Significant Variances

There are no significant variances to report for this initiative.

b. Program Cost-Effectiveness

The evaluated benefit-cost ratio for this initiative is 2.78 for 2013, and 2.28 for the three-year term after accounting for actual results from 2013.

3. Low-Income Multi-Family Retrofit

a. Significant Variances

Significant variances for the 2013 plan-year exist between: (a) planned and actual budget; and (b) planned and preliminary total lifetime savings. The primary reasons for such variances are:

a) Planned and Actual Budget

Actual spending for this initiative was 37 percent lower than planned. This was due to lower than planned spending in all five budget categories, including PP&A (37% lower), zero spending in MA, PI (17% lower), STAT (56% lower), and EVAL (77% lower). Although actual participation was much higher than planned in 2013, the costs and lifetime savings associated with the installed measure mix were much lower than planned. As in the Residential Program, overall demand for multifamily retrofit services has been sluggish in the Company's service territory. The Company continues to work with the Multi-family Market Integrator (MMI) in effort to improve program results.

b) Planned and Preliminary Total Lifetime Savings –

The Low Income Multi-Family Retrofit initiative experienced much greater participation than planned (207 units compared to 39 planned). However, the average lifetime savings per unit was only a fraction of what was planned due to the actual measure mix, which relied heavily on CFL and LED lighting and less on traditional weatherization measures such as air sealing and insulation. As a result, the shorter measure lives of the lighting and other measures actually installed led to nearly equal annual savings, but significantly less lifetime savings than planned.

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Proposed Changes:

The Company does not believe these variances will affect its ability to achieve its savings or benefits goals for the Low Income Whole House Program by the end of the three-year term. It will continue to aggressively pursue opportunities for low income multi-family retrofit weatherization in its territory.

b. Program Cost-Effectiveness

The evaluated benefit-cost ratio for this initiative is 2.65 for 2013, and 1.55 for the three-year term after accounting for actual results from 2013.

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IV. COMMERCIAL & INDUSTRIAL PROGRAMS

A. C&I NEW CONSTRUCTION

a. Significant Variances

A significant variance for the 2013 plan-year exists between planned and actual budget. Primarily, this is due to the Company experiencing fewer custom projects in this program than planned (six planned, two actually undertaken), which led to lower PI spending (29% lower than planned). In addition, rebate expenditures were primarily for upstream lighting, including significantly more LED lighting than was originally screened. PP&A costs were higher than planned by 27 percent, while MA was 79 percent lower than planned, and EVAL was 53 percent lower than planned.

Proposed Changes:

The Company does not believe this variance will affect its ability to achieve its savings and benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

The benefit-cost ratio for this initiative is 3.86 for 2013, and 3.33 for the three-year term after accounting for actual results from 2013.

B. C&I RETROFIT

1. C&I Retrofit

a. Significant Variances

A significant variance for the 2013 plan-year exists between planned and actual budget, in which the Commercial and Industrial Retrofit initiative spent 21 percent less than planned. This was due to primarily to lower than expected PI (20% lower) and EVAL (44% lower). The variance in the PI expenditures resulted from differences in the planned versus actual measure mix. There were fewer projects, but a greater variety of measures dominated by custom HVAC, custom compressed air, and lighting measures involving both fluorescents and LEDs.

Proposed Changes:

Given that total benefits for this initiative were on target for 2013, in spite of the lower than planned spending on Participant Incentives, the Company does not believe these

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variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

b. Program Cost-Effectiveness

The evaluated benefit-cost ratio for this initiative is 5.00 for 2013, and 4.09 for the three-year term after accounting for actual results from 2013.

2. C&I Direct Install

a. Significant Variances

There are no significant variances to report for this initiative.

b. Program Cost-Effectiveness

The evaluated benefit-cost ratio for this initiative is 2.70 for 2013, and 2.50 for the three-year term after accounting for actual results from 2013.