

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2006

Operating and Financial Statistics	KeySpan/ EnergyNorth Natural Gas, Inc. ^{1/}	Northern Utilities, Inc. ^{2/}	New Hampshire Gas Corp. ^{3/}	Operating and Financial Stats	Concord Steam Corp. ^{4/}
Bundled (Supply + Transportation) Customer Classes				Bundled Sales	
Residential				Public Authority	
Number of Customers	73,599	21,147	766	Number of Customers	16
Average Annual Therms per Customer	734	720	378	Avg. Annual MLb/Customer	5,656
Average Annual Revenue per Customer	\$1,157	\$1,214	\$943	Avg. Annual Revenue/Cust.	\$149,146
Revenue per Therm	\$1.576	\$1.685	\$2.494	Revenue per MLb	\$26.368
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,953	5,812	300	Number of Customers	96
Average Annual Therms per Customer	5,229	4,342	2,972	Avg. Annual MLb/Customer	590
Average Annual Revenue per Customer	\$7,707	\$6,090	\$6,148	Avg. Annual Revenue/Cust.	\$15,504
Revenue per Therm	\$1.474	\$1.402	\$2.069	Revenue per MLb	\$26.297
Unbundled (Transportation) Classes					
Commercial/Industrial				Other Revenue	
Number of Customers	510	332	0	Number of Customers	0
Average Annual Therms per Customer	59,434	71,247	0	Avg. Annual MLb/Customer	0
Average Annual Revenue per Customer	\$6,634	\$9,295	\$0	Avg. Annual Revenue/Cust.	\$380,992
Revenue per Therm	\$0.112	\$0.130	\$0.000	Revenue per MLb	\$2.590
Other Operating/Financial Statistics					
Total Customers	84,066	27,291	1,066	Total Customers	113
Total Operating Revenue	\$160,839,242	\$62,667,073	\$2,502,440	Total Operating Revenue	\$4,255,707
Total Operating Expenses	\$155,311,005	\$6,109,282	\$2,595,315	Total Operating Expenses	\$4,490,992
Net Income	\$5,528,237	\$2,608,793	-\$84,241	Net Income	-\$235,285
Rate of Return	3.63%	6.58%	-4.29%	Actual Rate of Return	-4.40%
Total Plant Assets	\$273,024,553	\$159,558,406	\$3,182,108	Total Plant Assets	\$6,458,585

Source: Calendar Year Ended December 31, 2006 Annual Reports filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and utilize transportation delivery service from the gas utility companies.

1/ d/b/a KeySpan Energy Delivery New England

2/ Subsidiary of NiSource, Inc.

3/ Stand alone propane distribution system in Keene, subsidiary of EnergyEast Corp.

4/ Stand alone steam distribution system located in Concord, NH

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2005

Operating and Financial Statistics	KeySpan/ EnergyNorth Natural Gas, Inc. ^{/1}	Northern Utilities, Inc. ^{/2}	New Hampshire Gas Corp ^{/3}	Operating and Financial Stats	Concord Steam Corp. ^{/4}
Bundled (Supply + Transportation) Customer Classes				Bundled Sales	
Residential				Public Authority	
Number of Customers	73,508	20,958	800	Number of Customers	13
Average Annual Therms per Customer	843	816	408	Avg. Annual MLb/Customer	8,277
Average Annual Revenue per Customer	\$1,176	\$1,272	\$961	Avg. Annual Revenue/Cust.	\$185,743
Revenue per Therm	\$1.395	\$1.559	\$2.356	Revenue per MLb	\$22.442
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,889	6,033	279	Number of Customers	71
Average Annual Therms per Customer	5,488	4,487	2,678	Avg. Annual MLb/Customer	957
Average Annual Revenue per Customer	\$7,149	\$5,893	\$5,383	Avg. Annual Revenue/Cust.	\$21,460
Revenue per Therm	\$1.303	\$1.313	\$2.010	Revenue per MLb	\$22.428
Unbundled (Transportation) Classes					
Commercial/Industrial				Other Revenue	
Number of Customers	470	269	0	Number of Customers	1
Average Annual Therms per Customer	56,651	88,290	0	Avg. Annual MLb/Customer	0
Average Annual Revenue per Customer	\$8,152	\$9,990	\$0	Avg. Annual Revenue/Cust.	\$390,027
Revenue per Therm	\$0.144	\$0.113	\$0.000	Revenue per MLb	\$0.000
Other Operating/Financial Statistics					
Total Customers	83,873	27,260	1,079	Total Customers	84
Total Operating Revenue	\$166,215,324	\$66,804,218	\$2,387,421	Total Operating Revenue	\$4,328,306
Total Operating Expenses	\$157,421,549	\$64,306,817	\$2,361,537	Total Operating Expenses	\$4,243,350
Net Income	\$8,793,777	\$3,424,316	\$34,348	Net Income	\$84,956
Rate of Return	6.28%	4.38%	2.15%	Actual Rate of Return	1.85%
Total Plant Assets	\$258,488,048	\$292,475,802	\$2,981,130	Total Plant Assets	\$9,624,256

Source: Calendar Year Ended December 31, 2005 Annual Reports filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and utilize transportation delivery service from the gas utility companies.

1/ d/b/a KeySpan Energy Delivery New England

2/ Subsidiary of NiSource, Inc.

3/ Stand alone propane distribution system in Keene, subsidiary of EnergyEast, Corp.

4/ Stand alone steam distribution system located in Concord, NH

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2004

Operating and Financial Statistics	KeySpan/ EnergyNorth Natural Gas, Inc. ^{1/}	Northern Utilities, Inc. ^{2/}	New Hampshire Gas Corp ^{3/}	Operating and Financial Stats	Concord Steam Corp. ^{4/}
Bundled (Supply + Transportation) Customer Classes				Bundled Sales	
Residential				Public Authority	
Number of Customers	68,067	20,533	795	Number of Customers	13
Average Annual Therms per Customer	909	855	422	Avg. Annual MLb/Customer	8,500
Average Annual Revenue per Customer	\$1,127	\$1,244	\$830	Avg. Annual Revenue/Cust.	\$174,881
Revenue per Therm	\$1.240	\$1.456	\$1.966	Revenue per MLb	\$20.573
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,417	5,956	244	Number of Customers	69
Average Annual Therms per Customer	5,775	4,690	2,822	Avg. Annual MLb/Customer	1,015
Average Annual Revenue per Customer	\$6,561	\$5,792	\$4,654	Avg. Annual Revenue/Cust.	\$22,473
Revenue per Therm	\$1.136	\$1.235	\$1.649	Revenue per MLb	\$22.139
Unbundled (Transportation) Classes					
Commercial/Industrial				Cogen	
Number of Customers	381	211	0	Number of Customers	1
Average Annual Therms per Customer	73,638	111,378	0	Avg. Annual MLb/Customer	18,642
Average Annual Revenue per Customer	\$11,201	\$14,115	\$0	Avg. Annual Revenue/Cust.	\$190,878
Revenue per Therm	\$0.152	\$0.127	\$0.000	Revenue per MLb	\$10.239
Other Operating/Financial Statistics					
Total Customers	81,465	26,676	1,039	Total Customers	83
Total Operating Revenue	\$146,051,030	\$64,391,238	\$2,208,423	Total Operating Revenue	\$4,014,949
Total Operating Expenses	\$135,003,294	\$60,034,547	\$2,069,644	Total Operating Expenses	\$3,889,023
Net Income	\$11,047,923	\$5,196,806	\$147,032	Net Income	\$125,926
Rate of Return	6.06%	6.00%	12.72%	Actual Rate of Return	3.06%
Total Plant Assets	\$243,899,407	\$120,037,801	\$2,448,262	Total Plant Assets	\$6,458,585

Source: Calendar Year Ended December 31, 2004 Annual Reports filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and utilize transportation delivery service from the gas utility companies.

1/ d/b/a KeySpan Energy Delivery New England

2/ Subsidiary of NiSource, Inc.

3/ Stand alone propane distribution system in Keene, subsidiary of New York State Electric and Gas

4/ Stand alone steam distribution system located in Concord, NH

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2003

Operating and Financial Statistics	KeySpan/ EnergyNorth Natural Gas, Inc. ^{1/}	Northern Utilities, Inc. ^{2/}	New Hampshire Gas Corp ^{3/}	Operating and Financial Stats	Concord Steam Corp. ^{4/}
Bundled (Supply + Transportation) Customer Classes				Bundled Sales	
Residential				Public Authority	
Number of Customers	68,077	20,093	796	Number of Customers	13
Average Annual Therms per Customer	958	889	467	Avg. Annual MLb/Customer	9,461
Average Annual Revenue per Customer	\$999	\$1,104	\$794	Avg. Annual Revenue/Cust.	\$200,038
Revenue per Therm	\$1.043	\$1.243	\$1.701	Revenue per MLb	\$21.142
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,167	5,859	232	Number of Customers	72
Average Annual Therms per Customer	6,275	5,096	3,048	Avg. Annual MLb/Customer	1,004
Average Annual Revenue per Customer	\$6,034	\$5,225	\$4,318	Avg. Annual Revenue/Cust.	\$23,118
Revenue per Therm	\$0.962	\$1.025	\$1.416	Revenue per MLb	\$23.028
Unbundled (Transportation) Classes					
Commercial/Industrial				Cogen	
Number of Customers	381	177	0	Number of Customers	1
Average Annual Therms per Customer	71,593	116,960	0	Avg. Annual MLb/Customer	21,656
Average Annual Revenue per Customer	\$10,283	\$13,574	\$0	Avg. Annual Revenue/Cust.	\$242,695
Revenue per Therm	\$0.144	\$0.116	\$0.000	Revenue per MLb	\$11.207
Other Operating/Financial Statistics					
Total Customers	77,630	26,843	1,075	Total Customers	86
Total Operating Revenue	\$132,891,515	\$56,805,979	\$1,770,647	Total Operating Revenue	\$4,507,706
Total Operating Expenses	\$121,315,603	\$52,695,712	\$1,758,745	Total Operating Expenses	\$4,482,281
Net Income	\$11,575,914	\$4,507,507	\$19,528	Net Income	\$25,511
Actual Rate of Return	7.79%	6.92%	2.01%	Actual Rate of Return	0.65%
Total Plant Assets	\$231,652,891	\$115,916,445	\$1,642,415	Total Plant Assets	\$6,361,299

Source: Calendar Year Ended December 31, 2003 Annual Reports filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and utilize transportation delivery service from the gas utility companies.

1/ d/b/a KeySpan Energy Delivery New England

2/ Subsidiary of NiSource, Inc.

3/ Stand alone propane distribution system in Keene, subsidiary of New York State Electric and Gas

4/ Stand alone steam distribution system located in Concord, NH

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2001

Operating and Financial Statistics	KeySpan/ EnergyNorth Natural Gas, Inc. ^{1/}	Northern Utilities, Inc. ^{2/}	New Hampshire Gas Corp ^{3/}	Operating and Financial Stats	Concord Steam Corp. ^{4/}
Bundled (Supply + Transportation) Customer Classes				Bundled Sales	
Residential				Public Authority	
Number of Customers	65,623	19,137	801	Number of Customers	13
Average Annual Therms per Customer	845	836	440	Avg. Annual MLb/Customer	9,265
Average Annual Revenue per Customer	\$966	\$988	\$695	Avg. Annual Revenue/Cust.	\$158,138
Revenue per Therm	\$1.143	\$1.182	\$1.580	Revenue per MLb	\$17.069
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,222	6,015	217	Number of Customers	70
Average Annual Therms per Customer	5,876	4,940	3,038	Avg. Annual MLb/Customer	971
Average Annual Revenue per Customer	\$6,123	\$4,811	\$4,138	Avg. Annual Revenue/Cust.	\$50,114
Revenue per Therm	\$1.042	\$0.974	\$1.362	Revenue per MLb	\$51.594
Unbundled (Transportation) Classes					
Commercial/Industrial				Cogen	
Number of Customers	103	17	0	Number of Customers	1
Average Annual Therms per Customer	206,836	1,200,028	0	Avg. Annual MLb/Customer	25,148
Average Annual Revenue per Customer	\$37,697	\$128,740	\$0	Avg. Annual Revenue/Cust.	\$248,669
Revenue per Therm	\$0.182	\$0.107	\$0.000	Revenue per MLb	\$9.888
Other Operating/Financial Statistics					
Total Customers	75,144	25,952	1,018	Total Customers	84
Total Operating Revenue	\$129,763,705	\$49,872,697	\$1,464,735	Total Operating Revenue	\$3,594,669
Total Operating Expenses	\$122,676,867	\$45,790,268	\$1,473,154	Total Operating Expenses	\$3,658,717
Net Income	\$7,086,838	\$4,082,429	-\$8,419	Net Income	-\$64,048
Actual Rate of Return	9.45%	6.71%	-0.96%	Actual Rate of Return	-1.77%
Total Plant Assets	\$195,114,298	\$83,686,308	\$1,246,864	Total Plant Assets	\$3,389,423

Source: Calendar Year Ended December 31, 2001 Annual Reports filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and utilize transportation delivery service from the gas utility companies.

1/ d/b/a KeySpan Energy Delivery New England

2/ Subsidiary of NiSource, Inc.

3/ Stand alone propane distribution system in Keene, subsidiary of New York State Electric and Gas

4/ Stand alone steam distribution system located in Concord, NH