

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