

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2014

Operating and Financial Statistics		EnergyNorth Natural Gas, Inc./Liberty Utilities ^{1/}	Northern Utilities, Inc./Unitil ^{2/}	Liberty Utilities/ Keene Division ^{3/}	Operating and Financial Stats	Concord Steam Corp. ^{4/}
Bundled (Supply + Transportation) Customer Classes	2014	2014	2014	2014	Bundled Sales	2014
Residential					Public Authority	
Number of Customers	p.30, line 38	75,824	23,854	733	Number of Customers	6
Average Annual Therms per Customer	p.30, line 38	812	783	413	Avg. Annual MLb/Customer	16,498
Average Annual Revenue per Customer	p.30, line 38	\$1,245	\$1,312	\$1,354	Avg. Annual Revenue/Cust.	\$669,541
Revenue per Therm	average revenue/average therms	1.53	1.67	3.27	Revenue per MLb	40.58
Commercial/Industrial/Public Authority					Comm./Ind	
Number of Customers	p. 30, line 77	9,047	5,585	450	Number of Customers	78
Average Annual Therms per Customer	p. 30, line 77	4,408	3,869	2,598	Avg. Annual MLb/Customer	487
Average Annual Revenue per Customer	p. 30, line 77	\$6,225	\$5,180	\$7,403	Avg. Annual Revenue/Cust.	\$20,895
Revenue per Therm	average revenue/average therms	1.41	1.34	2.85	Revenue per MLb	42.90
Unbundled (Transportation) Classes					Other Revenue	
Commercial/Industrial					Number of Customers	0
Number of Customers	p. 31, line 107(EN)/107&128(NU)	2,151	1,043	0	Avg. Annual MLb/Customer	0
Average Annual Therms per Customer	p. 31, line 107(EN)/107&128(NU)	30,636	39,576	0	Avg. Annual Revenue/Cust.	\$288,323
Average Annual Revenue per Customer	p. 31, line 107(EN)/107&128(NU)	\$6,522	\$8,116	\$0	Revenue per MLb	0.00
Revenue per Therm	average revenue/average therms	0.21	0.21	0.00		
Other Operating/Financial Statistics						
Total Customers	p. 31, line 146	87,022	30,482	1,223	Total Customers	84
Total Operating Revenue	p.11, line 2	\$164,035,787	\$75,890,871	\$4,231,639	Total Operating Revenue	\$5,935,394
Total Operating Expenses	p.11, line 23	\$145,952,876	\$66,112,615	\$4,291,837	Total Operating Expenses	\$5,710,827
Net Income	p. 11, line 24	\$18,082,911	\$9,778,256	(\$60,198)	Net Income	\$224,567
Rate of Return		4.40%	8.17%	-2.68%	Actual Rate of Return	3.62%
Plant in Service	F-1 EN & NU/Audit CSC & NHGC	\$164,035,787	\$121,958,683	\$2,548,725	Plant in Service	\$5,691,251

Source: Calendar Year Ended December 31, 2014 Annual Reports & Year End Rate of Return Calculation 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 use the utility's distribution system to deliver the gas.

1/ d/b/a Liberty Utilities

2/ Subsidiary of Unitil

3/ Stand alone propane distribution system in Keene, a division of EnergyNorth/Liberty

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