

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