

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2010

Operating and Financial Statistics	EnergyNorth Natural Gas, Inc./National Grid NH ^{/1}	Northern Utilities, Inc./Unitil ^{/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	74,162	22,136	808	Number of Customers	6
Average Annual Therms per Customer	729	696	360	Avg. Annual MLb/Customer	12,805
Average Annual Revenue per Customer	\$1,002	\$1,049	\$1,027	Avg. Annual Revenue/Cust.	\$444,708
Revenue per Therm	\$1.374	\$1.508	\$2.851	Revenue per MLb	\$34.729
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,418	5,702	358	Number of Customers	96
Average Annual Therms per Customer	4,616	3,124	2,668	Avg. Annual MLb/Customer	472
Average Annual Revenue per Customer	\$5,219	\$3,947	\$6,498	Avg. Annual Revenue/Cust.	\$31,343
Revenue per Therm	\$1.131	\$1.263	\$2.436	Revenue per MLb	\$66.456
Unbundled (Transportation) Classes				Other Revenue	
Commercial/Industrial				Number of Customers	0
Number of Customers	1,490	602	0	Avg. Annual MLb/Customer	0
Average Annual Therms per Customer	35,528	55,438	0	Avg. Annual Revenue/Cust.	\$319,466
Average Annual Revenue per Customer	\$5,537	\$8,130	\$0	Revenue per MLb	\$0.000
Revenue per Therm	\$0.156	\$0.147	\$0.000		
Other Operating/Financial Statistics					
Total Customers	85,070	28,440	1,166	Total Customers	102
Total Operating Revenue	\$132,475,941	\$60,060,896	\$3,210,484	Total Operating Revenue	\$4,597,452
Total Operating Expenses	\$127,916,897	\$55,494,797	\$2,999,910	Total Operating Expenses	\$4,615,342
Net Income	\$4,559,044	\$4,566,099	\$210,574	Net Income	(\$17,890)
Rate of Return	2.13%	6.60%	9.52%	Actual Rate of Return	-0.35%
Plant in Service	\$213,928,685	\$69,184,418	\$2,211,445	Plant in Service	\$5,091,511

Source: Calendar Year Ended December 31, 2010 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 National Grid NH

2/ Subsidiary of Unitil

3/ Stand alone propane distribution system in Keene, subsidiary of Iberdrola

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