

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2011

Operating and Financial Statistics	EnergyNorth Natural Gas, Inc./Liberties Utilities ^{/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	22,447	798	Number of Customers	6
Average Annual Therms per Customer	780	728	379	Avg. Annual MLb/Customer	13,387
Average Annual Revenue per Customer	\$1,048	\$1,146	\$1,230	Avg. Annual Revenue/Cust.	\$445,125
Revenue per Therm	\$1.344	\$1.573	\$3.248	Revenue per MLb	\$33.252
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,418	5,702	358	Number of Customers	96
Average Annual Therms per Customer	4,243	3,249	2,862	Avg. Annual MLb/Customer	479
Average Annual Revenue per Customer	\$5,164	\$4,333	\$8,140	Avg. Annual Revenue/Cust.	\$16,355
Revenue per Therm	\$1.217	\$1.334	\$2.844	Revenue per MLb	\$34.167
Unbundled (Transportation) Classes				Other Revenue	
Commercial/Industrial				Number of Customers	0
Number of Customers	1,490	718	0	Avg. Annual MLb/Customer	0
Average Annual Therms per Customer	36,596	48,794	0	Avg. Annual Revenue/Cust.	\$612,622
Average Annual Revenue per Customer	\$7,525	\$7,896	\$0	Revenue per MLb	\$0.000
Revenue per Therm	\$0.206	\$0.162	\$0.000		
Other Operating/Financial Statistics					
Total Customers	85,070	28,867	1,156	Total Customers	102
Total Operating Revenue	\$146,365,316	\$63,523,155	\$3,879,899	Total Operating Revenue	\$4,853,437
Total Operating Expenses	\$135,504,536	\$58,683,224	\$3,736,238	Total Operating Expenses	\$4,997,542
Net Income	\$10,860,780	\$4,839,931	\$143,661	Net Income	(\$144,105)
Rate of Return	4.96%	6.54%	5.94%	Actual Rate of Return	-2.81%
Plant in Service	\$219,013,624	\$74,030,258	\$2,418,724	Plant in Service	\$5,122,221

Source: Calendar Year Ended December 31, 2011 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 Liberty Utilities

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