Public Service Company of New Hampshire Docket No. DE 11-133

Record Request RR-01 Dated: 06/23/2011 Q-RR-001 Page 1 of 2

Witness:

Robert A. Baumann

Request from:

New Hampshire Public Utilities Commission Staff

Question:

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Exhibit 4: Please provide the actual sales growth by class and in total from 2009 to 2010, and forecasted sales growth by class and in total for 2012.

Response:

The requested data is attached. To provide a comparison of data, PSNH is providing data from 2008 through 2012. Historical data is being provided with and without weather normalization. Forecasted data is always normalized for weather.

BILLED ELECTRIC SALES GWH

	Residential <u>Sales</u>	% Chg	Commercial <u>Sales</u>	% Chg	Industrial <u>Sales</u>	% Chg	Street Light <u>Sales</u>	% Chg	Total Retail <u>Sales</u>	% Chg
	PUBLIC SER	VICE CO	MPANY OF NE	W HAMP	SHIRE - TO	TAL FRA	NCHISE SALES	<u>S</u>		
NOT NOF	RMALIZED FO	R WEAT	HER							
2008	3,120	-1.6%	3,380	-0.7%	1,446	-5.8%	25	2.1%	7,971	-2.0%
2009	3,063	-1.8%	3,268	-3.3%	1,302	-9.9%	24	-3.4%	7,657	-3.9%
2010	3,177	3.7%	3,319	1.6%	1,341	3.0%	24	0.6%	7,861	2.7%
FORECA									7.700	0.00/
2011*	3,149	-0.9%	3,297	-0.7%	1,326	-1.1%	24	0.4%	7,796	-0.8%
2012	3,212	2.0%	3,332	1.1%	1,311	-1.1%	24	1.4%	7,880	1.1%
	Residential		Commercial		Industrial		Street Light		Total Retail	
		% Chg	Commercial Sales	% Chg		% Chg	Street Light Sales	% Chg	Total Retail <u>Sales</u>	<u>% Chg</u>
	Sales	% Chg		% Chg	<u>Sales</u>	<u>% Chg</u> TAL FRA	<u>Sales</u>			<u>% Chg</u>
	Sales	VICE CO	<u>Sales</u> MPANY OF NE		<u>Sales</u>		<u>Sales</u>			% Chg
	<u>Sales</u> <u>PUBLIC SER</u>	VICE CO	<u>Sales</u> MPANY OF NE		<u>Sales</u>		<u>Sales</u>			<u>% Chg</u>
NORMAL	<u>Sales</u> <u>PUBLIC SER</u> IZED FOR W	VICE CO EATHER	<u>Sales</u> MPANY OF NE	WHAMP	<u>Sales</u> SHIRE - TO	TAL FRA	<u>Sales</u> NCHISE SALES	<u> </u>	<u>Sales</u>	
NORMAL 2008	<u>Sales</u> <u>PUBLIC SER</u> .IZED FOR WI 3,148	VICE CO EATHER -0.7%	<u>Sales</u> MPANY OF NE 3,400	0.0%	<u>Sales</u> SHIRE - TO	<i>TAL FRA</i> -5.1%	<u>Sales</u> NCHISE SALES	2.1%	<u>Sales</u> 8,027	-1.2%
NORMAL 2008 2009 2010	<u>Sales</u> <u>PUBLIC SER</u> <u>IZED FOR W</u> 3,148 3,121 3,130	VICE CO EATHER -0.7% -0.9%	<u>Sales</u> MPANY OF NE 3,400 3,314	0.0% -2.5%	<u>Sales</u> SHIRE - TO 1,454 1,323	-5.1% -9.0%	Sales NCHISE SALES 25 24	2.1% -3.4%	<u>Sales</u> 8,027 7,782	-1.2% -3.1%
NORMAL 2008 2009 2010	<u>Sales</u> <u>PUBLIC SER</u> <u>IZED FOR W</u> 3,148 3,121 3,130	VICE CO EATHER -0.7% -0.9% 0.3%	<u>Sales</u> MPANY OF NE 3,400 3,314 3,266	0.0% -2.5% -1.5%	<u>Sales</u> SHIRE - TO 1,454 1,323 1,315	-5.1% -9.0% -0.6%	<u>Sales</u> NCHISE SALES 25 24 24	2.1% -3.4% 0.6%	<u>Sales</u> 8,027 7,782 7,736	-1.2% -3.1% -0.6%
NORMAL 2008 2009 2010	<u>Sales</u> <u>PUBLIC SER</u> <u>IZED FOR W</u> 3,148 3,121 3,130	VICE CO EATHER -0.7% -0.9%	<u>Sales</u> MPANY OF NE 3,400 3,314	0.0% -2.5%	<u>Sales</u> SHIRE - TO 1,454 1,323	-5.1% -9.0%	Sales NCHISE SALES 25 24	2.1% -3.4%	<u>Sales</u> 8,027 7,782	-1.2% -3.1%

^{*} The 2011 forecast contains historical data from January through May, and forecasted data June through December.

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