NEW HAMPSHIRE GAS CORPORATION
CONVERSION OF GAS COSTS - GALLONS TO THERMS
WINTER PERIOD 2011-2012


## NEW HAMPSHIRE GAS CORPORATION

CALCULATION OF COST OF GAS RATE
SUPPLY / DEMAND BALANCE
WINTER PERIOD 2011-2012

| PRIOR NOV 11 | DEC 11 | JAN 12 | FEB 12 | MAR 12 | APR 12 | TOTAL |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## SENDOUT (THERMS)

| 1 FIRM SENDOUT * | 134,155 | 217,200 | 237,077 | 201,059 | 168,366 | 102,745 | $1,060,602$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2 COMPANY USE | 4,506 | 6,598 | 7,342 | 6,299 | 5,335 | 3,415 | 33,495 |
| 3 TOTAL SENDOUT | 138,661 | 223,798 | 244,419 | 207,358 | 173,701 | 106,160 | $1,094,097$ |
| 4 * UNACCTED FOR VOLS INCLUDED | 3,806 | 6,162 | 6,726 | 5,704 | 4,777 | 2,915 | 30,091 |

## COSTS

| 5 PROPANE SENDOUT FROM ABOVE | 138,661 | 223,798 | 244,419 | 207,358 | 173,701 | 106,160 | $1,094,097$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 6 COST/THERM FROM SCHEDULE F | $\$ 1.9982$ | $\$ 1.9869$ | $\$ 1.9537$ | $\$ 1.9414$ | $\$ 1.9182$ | $\$ 1.8823$ | $\$ 1.9513$ |
| 7 |  |  |  |  |  |  |  |
| 7 TOTAL PROPANE COSTS | $\$ 277,071$ | $\$ 444,672$ | $\$ 477,530$ | $\$ 402,568$ | $\$ 333,199$ | $\$ 199,829$ | $\$ 2,134,869$ |

REVENUES

| 8 FPO SALES (THERMS) | 12,653 | 20,326 | 34,170 | 33,913 | 28,639 | 25,299 | 155,000 |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- |
| 9 FPO RATE/THERM PER TARIFF | $\$ 2.2357$ | $\$ 2.2357$ | $\$ 2.2357$ | $\$ 2.2357$ | $\$ 2.2357$ | $\$ 2.2357$ | $\$ 2.2357$ |
| 10 FPO REVENUES | $\$ 28,288$ | $\$ 45,443$ | $\$ 76,394$ | $\$ 75,819$ | $\$ 64,028$ | $\$ 56,561$ | $\$ 346,533$ |
| 11 NON-FPO SALES (THERMS) | 68,724 | 110,407 | 185,600 | 184,202 | 155,560 | 137,414 | 841,907 |
| 12 NON-FPO RATE/THERM PER TARIFF | $\$ 2.1678$ | $\$ 2.1678$ | $\$ 2.1678$ | $\$ 2.1678$ | $\$ 2.1678$ | $\$ 2.1678$ | $\$ 2.1678$ |
| 13 NON-FPO REVENUES | $\$ 148,982$ | $\$ 239,344$ | $\$ 402,349$ | $\$ 399,319$ | $\$ 337,228$ | $\$ 297,890$ | $\$ 1,825,111$ |
| 14 TOTAL FPO \& NON-FPO REVENUES | $\$ 177,270$ | $\$ 284,786$ | $\$ 478,743$ | $\$ 475,138$ | $\$ 401,256$ | $\$ 354,451$ | $\$ 2,171,644$ |


| 15 (OVER)/UNDER COLLECTION |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |
| 169,801 | $\$ 159,886$ | $(\$ 1,213)$ | $(\$ 72,570)$ | $(\$ 68,057)$ | $(\$ 154,622)$ | $(\$ 36,775)$ |
| 16 INTEREST FROM SCHEDULE H | $\$ 227$ | $\$ 579$ | $\$ 795$ | $\$ 698$ | $\$ 509$ | $\$ 209$ |
| 17 FINAL (OVER)/UNDER COLLECTION | $\$ 3,017$ |  |  |  |  |  |

NEW HAMPSHIRE GAS CORPORATION
CALCULATION OF PURCHASED PROPANE COSTS WINTER PERIOD 2011-2012

| LINE |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| NO. |  |  |  |  |

NEW HAMPSHIRE GAS CORPORATION

PROPANE PURCHASE STABILIZATION PROGRAM
WINTER PERIOD 2011-2012

| Line No. |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Delivery Month | Pre-Purchases (Gallons) |  |  |  |  |  |  |
| 2 |  | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Total |
| 3 | Nov-11 | 18,000 | 13,500 | 13,500 | 18,000 | 13,500 | 13,500 | 90,000 |
| 4 | Dec-11 | 28,000 | 21,000 | 21,000 | 28,000 | 21,000 | 21,000 | 140,000 |
| 5 | Jan-12 | 32,000 | 24,000 | 24,000 | 32,000 | 24,000 | 24,000 | 160,000 |
| 6 | Feb-12 | 28,000 | 21,000 | 21,000 | 28,000 | 21,000 | 21,000 | 140,000 |
| 7 | Mar-12 | 22,000 | 16,500 | 16,500 | 22,000 | 16,500 | 16,500 | 110,000 |
| 8 | Apr-12 | 12,000 | 9,000 | 9,000 | 12,000 | 9,000 | 9,000 | 60,000 |
| 9 | Total | 140,000 | 105,000 | 105,000 | 140,000 | 105,000 | 105,000 | 700,000 |
| 10 | Monthly \% | 20.0\% | 15.0\% | 15.0\% | 20.0\% | 15.0\% | 15.0\% |  |
| 11 |  |  |  |  |  |  |  |  |
| 12 |  |  |  |  |  |  |  |  |
| 13 |  |  |  |  |  |  |  | ighted Avg |
| 14 |  |  |  |  |  |  |  | ntract Price |
| 15 | Delivery Price per Gallon ${ }^{(1)}$ | \$1.7866 | \$1.7549 | \$1.8375 | \$1.7767 | \$1.7782 | \$1.8442 | \$1.7949 |
| 16 |  |  |  |  |  |  |  |  |
| 17 | Delivery Price per Therm |  |  |  |  |  |  | \$1.9616 |

(1) Inclusive of broker fee, pipeline fee, PERC fee, standard trucking charge, and hedge premium charge.

## PROPANE SPOT MARKET PURCHASE COST ANALYSIS WINTER PERIOD 2011-2012

|  |  | (1) <br> Mt. Belvieu ${ }^{1}$ |  | (2) Broker Fee |  | (3) Subtotal |  | (4) Pipeline $\mathrm{Fee}^{2}$ |  | (5) PERC Fee |  | (6) Cost @ Selkirk |  | (7) Trucking to Keene ${ }^{3}$ |  | (8) \$ per Gal. |  | (9) \$ per Therm |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | NOV | 1.5304 | + | 0.0100 | = | 1.5404 | + | 0.1203 | + | 0.0040 | = | 1.6647 | + | 0.0745 | = | 1.7392 | = | 1.9007 |
| 2 | DEC | 1.5304 | + | 0.0100 | = | 1.5404 | + | 0.1203 | + | 0.0040 | = | 1.6647 | + | 0.0745 | = | 1.7392 | = | 1.9007 |
| 3 | JAN | 1.5347 | + | 0.0100 | = | 1.5447 | + | 0.1203 | + | 0.0040 | = | 1.6690 | + | 0.0745 | = | 1.7435 | = | 1.9054 |
| 4 | FEB | 1.5134 | + | 0.0100 | = | 1.5234 | + | 0.1203 | + | 0.0040 | = | 1.6477 | + | 0.0745 | = | 1.7222 | = | 1.8822 |
| 5 | MAR | 1.4006 | + | 0.0100 | = | 1.4106 | + | 0.1203 | + | 0.0040 | = | 1.5349 | + | 0.0745 | = | 1.6094 | = | 1.7589 |
| 6 | APR | 1.3304 | + | 0.0100 | = | 1.3404 | + | 0.1203 | + | 0.0040 | $=$ | 1.4647 | + | 0.0745 | = | 1.5392 | = | 1.6822 |

1. Propane futures market quotations (http://quotes.ino.com/exchanges/?r=CLRP_1R) on 10/14/11. See Appendix 1.
2. TE Products Pipeline Co., FERC tariff 54.9.0, effective 9/28/11 (www.enterpriseproducts.com/customers/tariffs.shtm). See Appendix 2 A \& 2B.
3. Northern Gas Transport trucking rate including diesel fuel surcharge. See Appendix 3A \& 3B.

NEW HAMPSHIRE GAS CORPORATION
PROPANE INVENTORY \& WEIGHTED AVERAGE COST OF GAS CALCULATION
WINTER PERIOD 2011-2012
LINE NO.

|  | Rate |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| August 2011 (Actual) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 27,581 | \$53,790 | \$1.9502 | \$1.7845 |  |  |
| Purchases Received | 68,193 | \$133,199 | \$1.9533 | \$1.7873 |  |  |
| Total Available | 95,774 | \$186,989 | \$1.9524 | \$1.7865 |  |  |
| Less Sendout | 45,812 | \$89,444 | \$1.9524 | \$1.7865 |  |  |
| Ending Balance | 49,962 | \$97,545 | \$1.9524 | \$1.7865 |  |  |
|  | Rate |  |  |  |  |  |
| September 2011 (Actual) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 49,962 | \$97,545 | \$1.9524 | \$1.7865 |  |  |
| Purchases Received | 85,313 | \$173,049 | \$2.0284 | \$1.8560 |  |  |
| Total Available | 135,275 | \$270,594 | \$2.0003 | \$1.8303 |  |  |
| Less Sendout | 46,717 | \$93,450 | \$2.0003 | \$1.8303 |  |  |
| Ending Balance | 88,557 | \$177,144 | \$2.0003 | \$1.8303 |  |  |
|  | Rate |  |  |  |  |  |
| October 2011 (Estimated) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 88,557 | \$177,144 | \$2.0003 | \$1.8303 |  |  |
| Purchases Received | 96,504 | \$191,001 | \$1.9792 | \$1.8110 |  |  |
| Total Available | 185,061 | \$368,145 | \$1.9893 | \$1.8203 |  |  |
| Less Sendout | 86,504 | \$172,084 | \$1.9893 | \$1.8203 |  |  |
| Ending Balance | 98,557 | \$196,061 | \$1.9893 | \$1.8203 |  |  |
|  | Rate |  |  |  |  |  |
| November 2011 (Forecasted) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 98,557 | \$196,061 | \$1.9893 | \$1.8203 |  |  |
| Purchases Received | 145,066 | \$290,744 | \$2.0042 | \$1.8339 |  |  |
| Total Available | 243,623 | \$486,805 | \$1.9982 | \$1.8284 |  |  |
| Less Sendout | 138,661 | \$277,071 | \$1.9982 | \$1.8284 | 138,661 | \$277,071 |
| Ending Balance | 104,962 | \$209,734 | \$1.9982 | \$1.8284 |  |  |
|  | Rate |  |  |  |  |  |
| December 2011 (Forecasted) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 104,962 | \$209,734 | \$1.9982 | \$1.8284 |  |  |
| Purchases Received | 220,138 | \$436,219 | \$1.9816 | \$1.8132 |  |  |
| Total Available | 325,100 | \$645,953 | \$1.9869 | \$1.8181 |  |  |
| Less Sendout | 223,798 | \$444,672 | \$1.9869 | \$1.8181 | 223,798 | \$444,672 |
| Ending Balance | 101,302 | \$201,281 | \$1.9869 | \$1.8181 |  |  |
|  | Rate |  |  |  |  |  |
| January 2012 (Forecasted) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 101,302 | \$201,281 | \$1.9869 | \$1.8181 |  |  |
| Purchases Received | 239,844 | \$465,228 | \$1.9397 | \$1.7749 |  |  |
| Total Available | 341,146 | \$666,509 | \$1.9537 | \$1.7877 |  |  |
| Less Sendout | 244,419 | \$477,530 | \$1.9537 | \$1.7877 | 244,419 | \$477,530 |
| Ending Balance | 96,727 | \$188,979 | \$1.9537 | \$1.7877 |  |  |
|  | Rate |  |  |  |  |  |
| February 2012 (Forecasted) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 96,727 | \$188,979 | \$1.9537 | \$1.7877 |  |  |
| Purchases Received | 191,803 | \$371,178 | \$1.9352 | \$1.7708 |  |  |
| Total Available | 288,530 | \$560,157 | \$1.9414 | \$1.7764 |  |  |
| Less Sendout | 207,358 | \$402,568 | \$1.9414 | \$1.7764 | 207,358 | \$402,568 |
| Ending Balance | 81,172 | \$157,589 | \$1.9414 | \$1.7764 |  |  |
|  | Rate |  |  |  |  |  |
| March 2012 (Forecasted) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 81,172 | \$157,589 | \$1.9414 | \$1.7764 |  |  |
| Purchases Received | 139,845 | \$266,374 | \$1.9048 | \$1.7429 |  |  |
| Total Available | 221,017 | \$423,963 | \$1.9182 | \$1.7552 |  |  |
| Less Sendout | 173,701 | \$333,199 | \$1.9182 | \$1.7552 | 173,701 | \$333,199 |
| Ending Balance | 47,316 | \$90,764 | \$1.9182 | \$1.7552 |  |  |
|  | Rate |  |  |  |  |  |
| April 2012 (Forecasted) | Therms | Cost | Therm | Gal. |  |  |
| Beginning Balance | 47,316 | \$90,764 | \$1.9182 | \$1.7552 |  |  |
| Purchases Received | 85,115 | \$158,517 | \$1.8624 | \$1.7041 |  |  |
| Total Available | 132,431 | \$249,281 | \$1.8823 | \$1.7224 |  |  |
| Less Sendout | 106,160 | \$199,829 | \$1.8823 | \$1.7224 | 106,160 | \$199,829 |
| Ending Balance | 26,271 | \$49,452 | \$1.8824 | \$1.7224 |  |  |
|  | RAGE WI | ER RATE - | ENDOUT |  | 1,094,097 | \$2,134,869 |

NEW HAMPSHIRE GAS CORPORATION
PRIOR PERIOD (OVER)/UNDER COLLECTION WINTER PERIOD 2010-2011

|  | PRIOR | NOV-10 | DEC-10 | JAN-11 | FEB-11 | MAR-11 | APR-11 | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 SALES (therms) |  | 81,134 | 130,282 | 223,075 | 229,141 | 193,973 | 165,539 | 1,023,144 |
| 2 COG RATE PER TARIFF |  | \$1.6356 | \$1.6356 | \$1.7608 | \$1.8437 | \$1.8437 | \$2.0445 |  |
| 3 TOTAL REVENUES |  | \$132,703 | \$213,090 | \$392,791 | \$422,467 | \$357,627 | \$338,445 | \$1,857,123 |
| 4 COMPANY USE |  | 4,506 | 6,598 | 7,342 | 6,299 | 5,335 | 3,415 | 33,495 |
| 5 HEATING DEGREE DAYS (Concord) |  | 788 | 1,187 | 1,442 | 1,222 | 1,011 | 563 | 6,213 |
| 6 TOTAL SENDOUT (therms) |  | 134,139 | 219,144 | 249,296 | 213,271 | 172,727 | 99,951 | 1,088,529 |
| 7 COST PER THERM |  | \$1.7198 | \$1.7483 | \$1.7814 | \$1.7835 | \$1.7650 | \$1.7179 | \$1.7591 |
| 8 TOTAL COSTS |  | \$230,692 | \$383,119 | \$444,093 | \$380,378 | \$304,857 | \$171,707 | \$1,914,846 |
| 9 ACTUAL (OVER)/UNDER COLLECTION |  | \$97,989 | \$170,030 | \$51,302 | (\$42,089) | (\$52,770) | $(\$ 166,739)$ | \$57,723 |
| 10 INTEREST AMOUNT |  | \$59 | \$422 | \$723 | \$737 | \$610 | \$315 | \$2,865 |
| 11 FINAL (OVER)/UNDER COLLECTION | $(\$ 27,374)$ | \$70,674 | \$241,125 | \$293,150 | \$251,798 | \$199,638 | \$33,215 |  |

## NEW HAMPSHIRE GAS CORPORATION

INTEREST CALCULATION
WINTER PERIOD 2011-2012

| $\begin{aligned} & \text { LINE } \\ & \text { NO. } \end{aligned}$ | MONTH | (1) | (2) | (3) | (4) | (5) | (6) | (7) (8) <br>  MONTH END <br> INTEREST BAL. WITH <br> AMOUNT INTEREST <br>  (COL. 4+7) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | BEG. OF | (OVER) |  | END OF | AVERAGE | ANNUAL |  |  |
|  |  | MONTH | UNDER | REFUNDS | MONTH | BALANCE | INTEREST |  |  |
|  |  | BALANCE | COLLECT |  | BALANCE | COL. | RATE |  |  |
|  |  |  |  |  | (COL. $1+2+3$ ) (COL. [1+4]/2) |  |  |  |  |
| 1 | MAY 2011 | \$33,215 | \$0 | \$0 | \$33,215 | \$33,215 | 3.25\% | \$90 | \$33,305 |
| 2 | JUN | 33,305 | 0 | 0 | 33,305 | 33,305 | 3.25\% | 90 | 33,395 |
| 3 | JUL | 33,395 | 0 | 0 | 33,395 | 33,395 | 3.25\% | 90 | 33,485 |
| 4 | AUG | 33,485 | 0 | 0 | 33,485 | 33,485 | 3.25\% | 91 | 33,576 |
| 5 | SEP | 33,576 | 0 | 0 | 33,576 | 33,576 | 3.25\% | 91 | 33,667 |
| 6 | OCT | 33,667 | 0 | 0 | 33,667 | 33,667 | 3.25\% | 91 | 33,758 |
| 7 | NOV | 33,758 | 99,801 | 0 | 133,559 | 83,659 | 3.25\% | 227 | 133,786 |
| 8 | DEC | 133,786 | 159,886 | 0 | 293,672 | 213,729 | 3.25\% | 579 | 294,251 |
| 9 | JAN 2012 | 294,251 | $(1,213)$ | 0 | 293,038 | 293,645 | 3.25\% | 795 | 293,833 |
| 10 | FEB | 293,833 | $(72,570)$ | 0 | 221,263 | 257,548 | 3.25\% | 698 | 221,961 |
| 11 | MAR | 221,961 | $(68,057)$ | 0 | 153,904 | 187,933 | 3.25\% | 509 | 154,413 |
| 12 | APR | 154,413 | $(154,622)$ | 0 | (209) | 77,102 | 3.25\% | 209 | 0 |
| 13 |  |  |  |  |  |  |  |  |  |
| 14 |  |  |  |  |  |  |  | \$3,560 |  |
| 15 |  |  |  |  |  |  |  |  |  |
| 16 |  |  |  |  |  |  |  |  |  |
| 17 | PRIOR PERIOD BEG. BALANCE w/INTEREST @ NOVEMBER 1, 2011 = |  |  |  |  |  |  |  |  |
| 18 | PRIOR PERIOD BEG. BAL. @ MAY 1, 2011 + INTEREST AMOUNT FOR MAY 2011 - OCT 2011 |  |  |  |  |  |  |  |  |
| 19 |  |  |  |  |  |  |  |  |  |
| 20 |  |  |  |  |  |  |  |  |  |
| 21 | $=$ COL. 1, LINE 1 |  |  | + | COL. 7, LINES 1 TO 6 |  |  |  |  |
| 22 |  |  |  |  |  |  |  |  |  |
| 23 | $=$ | 33,215 | + |  | 543 | $=$ | 33,758 | @ NOVEMBER 1, 2011 |  |
|  |  |  |  |  |  |  |  |  |


| New Hampshire Gas Corporation Weather Normalization - Firm Sendout |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | Actual Firm Sendout | Base Use | Heat Use | Actual Calendar Month Degree Days | Normal Calendar Month Degree Days | Colder (Warmer) Than Normal | Actual Unit <br> Heat Load <br> Therm/DD | Weather Adjustment | Normal <br> Heat Load | Normalized <br> Firm Sendout | Actual Company Use | Unaccounted <br> For <br> 2.92\% | Total Firm Sendout |
|  | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) | (10) | (11) | (12) | (13) |
|  |  |  | (1) - (2) |  |  | (4) - (5) | (3) / (4) | (6) $\times(7)$ | (3) $+(8)$ | (1) - (3) + (9) |  | (10-11) * 2.92\% | (10) - (11) +(12) |
| Nov-10 | 134,139 | 40,138 | 94,001 | 788 | 794 | (6) | 119.29 | 716 | 94,717 | 134,855 | 4,506 | 3,806 | 134,155 |
| Dec-10 | 219,144 | 40,138 | 179,005 | 1,187 | 1,177 | 10 | 150.80 | $(1,508)$ | 177,497 | 217,636 | 6,598 | 6,162 | 217,200 |
| Jan-11 | 249,296 | 40,138 | 209,158 | 1,442 | 1,362 | 80 | 145.05 | $(11,604)$ | 197,554 | 237,693 | 7,342 | 6,726 | 237,077 |
| Feb-11 | 213,271 | 40,138 | 173,133 | 1,222 | 1,140 | 82 | 141.68 | $(11,618)$ | 161,515 | 201,653 | 6,299 | 5,704 | 201,059 |
| Mar-11 | 172,727 | 40,138 | 132,589 | 1,011 | 982 | 29 | 131.15 | $(3,803)$ | 128,786 | 168,924 | 5,335 | 4,777 | 168,366 |
| Apr-11 | 99,951 | 40,138 | 59,813 | 563 | 594 | (31) | 106.24 | 3,293 | 63,107 | 103,245 | 3,415 | 2,915 | 102,745 |
| Total | 1,088,529 | 240,829 | 847,700 | 6,213 | 6,049 | 164 |  | $(24,524)$ | 823,176 | 1,064,005 | 33,495 | 30,091 | 1,060,602 |


| New Hampshire Gas CorporationWeather Normalization - Sales Rate Residential |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | Billing Cycle Customers | Billing Cycle Sales | Base Load | Heating Load | Billing Cycle <br> Monthly Actual Degree Days | Billing Cycle Monthly Normal Degree Days | Colder (Warmer) <br> Than Normal | Actual Unit <br> Heat Load Therm/DD | Weather <br> Adjustment | Normal Heat Load | Normal Firm Billing Cycle Therms |
|  |  | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) | (10) |
|  |  |  |  | (1) - (3) |  |  | (4) - (5) | (3) / (4) | (6) $\times(7)$ | (3) $+(8)$ | (1) - (3) + (9) |
| Nov-10 | 800 | 19,836 | 6,658 | 13,178 | 565 | 568 | (3) | 23.32 | 70 | 13,248 | 19,906 |
| Dec-10 | 808 | 32,194 | 6,658 | 25,536 | 846 | 850 | (4) | 30.18 | 121 | 25,657 | 32,315 |
| Jan-11 | 815 | 53,060 | 6,658 | 46,402 | 1,240 | 1,216 | 24 | 37.42 | (898) | 45,504 | 52,162 |
| Feb-11 | 809 | 55,869 | 6,658 | 49,211 | 1,398 | 1,317 | 81 | 35.20 | $(2,851)$ | 46,360 | 53,018 |
| Mar-11 | 813 | 45,071 | 6,658 | 38,413 | 1,184 | 1,112 | 72 | 32.44 | $(2,336)$ | 36,077 | 42,735 |
| Apr-11 | 809 | 39,512 | 6,658 | 32,854 | 938 | 918 | 20 | 35.03 | (701) | 32,153 | 38,811 |
| Total |  | 245,542 | 39,948 | 205,594 | 6,171 | 5,981 | 190 | 34.71 | $(6,595)$ | 198,999 | 238,947 |

New Hampshire Gas Corporation

| New Hampshire Gas Corporation Weather Normalization - Sales Rate Commercial |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | Billing Cycle Customers | Billing Cycle Sales | Base Load | Heating Load | Billing Cycle Monthly Actual Degree Days | Billing Cycle Monthly Normal Degree Days | Colder (Warmer) Than Normal | Actual Unit <br> Heat Load <br> Therm/DD | Weather <br> Adjustment | Normal <br> Heat Load | Normal Firm Billing Cycle Therms |
|  |  | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) | (10) |
|  |  |  |  | (1) - (3) |  |  | (4) - (5) | (3) / (4) | (6) $\times(7)$ | (3) $+(8)$ | (1) - (3) + (9) |
| Nov-10 | 347 | 61,298 | 29,286 | 32,012 | 556 | 559 | (3) | 57.58 | 173 | 32,185 | 61,471 |
| Dec-10 | 358 | 98,088 | 29,286 | 68,802 | 833 | 837 | (4) | 82.60 | 330 | 69,132 | 98,418 |
| Jan-11 | 364 | 170,015 | 29,286 | 140,729 | 1,228 | 1,207 | 21 | 114.60 | $(2,407)$ | 138,322 | 167,608 |
| Feb-11 | 367 | 173,272 | 29,286 | 143,986 | 1,409 | 1,329 | 80 | 102.19 | $(8,175)$ | 135,811 | 165,097 |
| Mar-11 | 371 | 148,902 | 29,286 | 119,616 | 1,190 | 1,116 | 74 | 100.52 | $(7,438)$ | 112,178 | 141,464 |
| Apr-11 | 367 | 126,027 | 29,286 | 96,741 | 956 | 935 | 21 | 101.19 | $(2,125)$ | 94,616 | 123,902 |
| Total |  | 777,602 | 175,716 | 601,886 | 6,172 | 5,983 | 189 | 103.93 | $(19,642)$ | 582,244 | 757,960 |


| Total Winter Season Normal Sales |  |
| :--- | ---: |
| November | 81,377 |
| December | 130,733 |
| January | 219,770 |
| February | 218,115 |
| March | 184,199 |
| April | 162,713 |
| Total | 996,907 |



Typical Residential Heating Bill - Non-Fixed Price Option Program
Forecasted 2011-2012 Winter Period vs. Actual 2010-2011 Winter Period


Typical Commercial Bill - Fixed Price Option Program
Forecasted 2011-2012 Winter Period vs. Actual 2010-2011 Winter Period


Typical Commercial Bill - Non-Fixed Price Option Program
Forecasted 2011-2012 Winter Period vs. Actual 2010-2011 Winter Period



ClearPort , MONT BELVIEU LDH PROPANE Nov 2011 (E)
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2011-10-14

ClearPort , MONT BELVIEU LDH PROPANE Jan 2012 (E) ।
$\times$ Advertisement Free Currenoj Trading
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1.53469 +

2011-10-14

ClearPort , MONT BELVIEU LDH PROPANE Feb 2012 (E)

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RATES (In Cents-per-bbl.)

| ITEM NO. $135 \quad \begin{aligned} & \text { Non-Incentive Rates for Propane (Gulf Coast Origins) } \\ & {[\text { [U] All rates in this item are unchanged unless otherwise indicated. }}\end{aligned}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Origin |  |  |  |  |
| Destination | Arcadia (Bienville Parish, LA) |  | Mont Belvieu (Chambers Co., TX) |  |  |
| Arcadia (Bienville Parish, LA) |  |  |  | 171.16 |  |
| Calvert City (Marshall Co., KY) |  |  |  | 318.70 |  |
| Coshocton (Coshocton Co., OH) |  |  |  | 371.45 |  |
| Dexter (Stoddard Co., MO) |  |  |  | 248.25 |  |
| Du Bois (Clearfield Co., PA) |  | (1) |  | 412.38 | (1) |
| Eagle (Chester Co., PA) |  |  |  | 433.16 |  |
| Finger Lakes (Schuyler Co., NY) |  |  |  | 438.34 |  |
| Floreffe Junction (Allegheny Co., PA) |  |  |  | 353.81 |  |
| Fontaine (Green Co., AR) |  |  |  | 233.23 |  |
| Greensburg (Westmoreland Co., PA) |  | (1) |  | 389.17 | (1) |
| Harford Mills (Cortland Co., NY) |  | (1) |  | 439.83 | (1) |
| Kingsland (Cleveland Co., AR) |  |  |  | 197.81 |  |
| Lebanon (Boone Co., IN) |  | [ N$]$ (8) |  | 292.78 | [N] (8) |
| Lima (Allen Co., OH) |  |  |  | 313.60 |  |
| North Little Rock (Pulaski Co., AR) |  |  |  | 208.71 |  |
| Oneonta (Otsego Co., NY) |  | (1) |  | 475.26 | (1) |
| Princeton (Gibson Co., IN) |  |  |  | 318.70 |  |
| Schaefferstown (Lebanon Co., PA) |  |  |  | 444.56 |  |
| Selkirk (Albany Co., NY) | [C] [E] | (1) | [C] [E] | 505.33 | (1) |
| Seymour (Jackson Co., IN) |  |  |  | 278.20 |  |
| Sinking Spring (Berks Co., PA) |  |  |  | 444.56 |  |
| Todhunter (Butler Co., OH) |  |  |  | 332.84 |  |
| Twin Oaks (Delaware Co., PA) |  |  |  | 444.56 |  |
| Watkins Glen (Schuyler Co., NY) |  | (1) |  | 417.34 | (1) |
| West Memphis (Crittenden Co., AR) |  |  |  | 248.25 | [ N$](8)$ |

## PIPELINE RATES

September 28, 2011

ITEM NO. 135 - Non-Incentive Rates for Propane (Gulf Coast Origins)

|  |  | Origin <br> Mount Belvieu <br> ¢-per-bbl | gal-per-bbl | fee-per-gal |
| :--- | :---: | :---: | :---: | :---: |
| Destination |  | 42 | 0.1203 |  |
| Selkirk <br> (Albany Co., NY) | See page <br> 12 of 16 | 505.33 | 42 |  |

## ITEM NO. 30 - December-through-February Charges

If, during a single calendar month in the period December through February, Shipper receives deliveries at northeast terminals in excess of the total volume delivered to the same Shipper at such terminals during the preceding March-through-November period, a charge of thirty cents (30థ) per Barrel in addition to all other charges shall apply to such excess volume.

|  |  | Origin <br> Mount Belvieu <br> ¢-per-bbl | gal-per-bbl | fee-per-gal |
| :--- | :---: | :---: | :---: | :---: |
| Destination    <br> Selkirk <br> (Albany Co., NY) See page <br> 5 of 16 30.0 42 | 0.0071 |  |  |  |

From: Kirsten Simpson [mailto:k.simpson@northerngastransport.com]
Sent: Wednesday, October 12, 2011 08:16 AM
Subject: Fuel Surcharge email doc

Northern Gas Transport, Inc.<br>Box 106<br>Lyndonville, VT 05851-0106<br>1-800-648-1075<br>FAX: 802-626-5039

October 12, 2011
To: All Customers

## Re: Fuel Surcharge

As of Monday, October 10, 2011 the Department of Energy New England average price per gallon of diesel fuel was $\$ 3.912$. All deliveries invoiced from Sunday, October 16, 2011 through Saturday, October 22, 2011 will be line item assessed at $29.5 \%$ fuel surcharge.

Thank you and should you have any questions, please contact Susan Noyes at 1-800-648-1075 extension 223.

## Best Regards,

Bruce Grant
PresidentOwner

Northern Gas Transport Inc. - Selkirk to Keene

|  | Base | Base | Fuel <br> Surcharge <br> Rallons | Rate | Charge | Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | Surcharge | Total |
| :---: |
| Charge |$\quad$| Total Rate |
| :---: |
| Per Gallon |

## LEASE AGREEMENT

This Lease Agreement（＂Lease＂）is made as of this 17th day of May 2011，between Haffner＇s Service Station Inc．（hereinafter＂Haffners＂），a gas／oil company organized and existing under the laws of the State of New Hamsphire，with a principal place of business at 7 Sophia＇s Way，Greenville，New Hampshire 03048 and New Hampshire Gas Corporation，a corporation existing under the laws of the State of New Hampshire，with a principal place of business at 32 Central Square，Keene，New Hampshire 03431 （hereinafter＂NHGC＂and，together with Haffners，the＂Parties＂）．Together the Parties hereby agree as follows：

WHEREAS，NHGC desires 60,000 gallons（net 51,000 ＠ $85 \%$ ）of storage space for its propane for the 2011－2012 heating season；and

WHEREAS，Haffner＇s has available 60,000 gallons of storage space at its property located at 7 Sophia＇s Way，Greenville，New Hampshire 03048 and

WHEREAS，Haffner＇s is willing to lease storage space on a best efforts basis to meet the needs of NHGC for propane storage；

NOW，THEREFORE，in consideration of the mutual undertaking of the Parties as stated in this Lease，Haffner＇s and NHGC agree as follows：

1．Haffner＇s shall use its reasonable best efforts to make available to NHGC，subject to Haffner＇s Priority Right（as such term is defined below），propane storage as follows： （i） 60,000 gallons of storage on the Greenville Property．Haffner＇s retains all rights to retain sufficient storage capacity at the Haffner＇s Property for its own peaking needs （such rights collectively the＂Haffner＇s Priority Right＂）．Notwithstanding the foregoing， in the event that the use of the storage space leased to NHGC pursuant to this Lease is necessary for Haffner＇s to meet its own peaking needs，the Parties shall use their reasonable best efforts to cooperate to achieve the objective of securing sufficient propane to meet the needs of both Parties．

2．This Lease shall be effective as of June 1， 2011 and shall continue until May 31， 2012 unless the lease is renewed or terminated earlier in accordance herewith．Upon the expiration or termination of this Lease，NHGC agrees to use reasonable best efforts at its sole cost and expense to ensure that all propane stored by NHGC pursuant to this Lease is removed from the Haffner＇s Property within thirty（30）days．Haffner＇s shall take title to， if any，propane not removed during such period．Haffner＇s，in its sole discretion，may either take title to such propane or cause it to be removed at NHGC＇s sole cost and expense（including reasonable attomeys＇fees）．Sections 3－14 hereof shall remain in full force and effect until all propane has been removed or Haffner＇s has taken title to such propane．

3．The total fee paid by NHGC to Haffner＇s for the storage services provided pursuant to this Lease shall be
（the＂Storage Fee＂）．The Storage Fee shall be payable by NHGC upon the date hereof．

4．NHGC shall be solely responsible for all operations associated with the loading and unloading of the propane in and out of NHGC＇s transport tankers，and shall perform such operations with due care．

5．Except as set forth in Section 2 hereof，title to the propane stored pursuant to this Lease shall，at all times，be in NHGC＇s name．Haffiner＇s makes no warranty of title whatsoever．NHGC warrants for itself，its successors and assigns that it will have at all times good title or valid right to deliver and store all propane stored pursuant to this Lease，and that such propane will be of a quality suitable for storage at the Haffners Property．NHGC agrees to indemnify and hold Haffiner＇s harmless from all claims， damages，suits，penalties，fines or other costs arising directly or indirectly from or with respect to the title to or quality of the propane stored pursuant to this Lease．

6．NHGC shall maintain commercial general liability insurance in a minimum amount of 1 Million，which shall include coverage for，without limitation，injury to or death of a person or persons or damage to property occasioned by or arising out of or in connection with NHGC＇s use of the Haffner＇s Property．

7．Either Party may terminate this Lease upon written notice to the other Party in the event that such other Party shall have materially breached the provisions hereof．The provisions of Sections 5－14 hereof shall survive the termination or expiration of this Lease．

## 8．NEITHER PARTY NOR ITS AGENTS OR EMPLOYEES SHALL BE LIABLE TO THE OTHER HEREUNDER FOR AMOUNTS REPRESENTING LOSS OF REVENUES，LOSS OF PROFITS，LOSS OF BUSINESS，OR INDIRECT， CONSEQUENTIAL，SPECIAL OR PUNITIVE DAMAGES，EVEN IF HAFFNERS HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES．

9．NHGC shall indemnify and hold harmless and at its option，Defend in an indemnity suit，Haffner＇s for any and all claims，damages，suits，penalties，fines or other costs to the extent arising directly or indirectly from or with respect to the negligent or wilfful actions，of its employees，officers，directors，contractors or agents related to this Lease and the services to be provided hereunder．

10．This Lease shall be governed by the laws of the State of New Hampshire，without regard to its choice of law provisions．All disputes arising out of this Lease shall be subject to the exclusive jurisdiction of，and venue in，federal and state courts located in New Hampshire．The Parties hereby irrevocably consent to the personal and exclusive jurisdiction and venue of such courts．
11. This Lease may not be assigned by either Party without the written consent of the other Party, provided that no such consent shall be required to an assignment pursuant to a merger, corporate reorganization, or sale of all or substantially all of the assets of a Party. This Lease shall be binding upon, and shall inure to the benefit of, the permitted successors and assigns of the Parties.
12. No delay, failure or default in performance of an obligation hereunder (other than the obligation to make payment of amounts due hereunder) shall constitute a breach of this Lease to the extent caused by acts of God, strikes, lockouts, acts of war, civil disturbances or other causes not within the control of the Party claiming suspension and which such Party is not able to prevent or overcome with the exercise of due diligence.
13. All written notices to Haffner's in connection with this Lease shall be provided by fax and overnight express mail to the following:

Haffner's Service Station Inc.
7 Sophia's Way
Greenville, NH 03048
14. All written notices to NHGC in connection with this Lease shall be provided by fax and overnight express mail to the following:

Mr. Michael Eastman

Vice President, Gas Assets
Rochester Gas and Electric
89 East Avenue
Rochester, NY 14649-0001
Facsimile 585-724-8641
[Signature Page Follows]

This Lease, which may be executed in duplicate, is entered into on this $2 C$ day of $\frac{\text { Mise }}{7}, 2011$.

Haffners Service Station, Inc.


Title: Office Manat ak

New Hampshire Gas Corporation

By:


September 19， 2011

Mr．Steve Rokes
General Manager
New Hampshire Gas Corporation
32 Central Square
Keene，NH 03431
Subject：Propane Delivery
Dear Steve：

The purpose of this letter is to respond to New Hampshire Gas Corporation＇s inquiry of Northern Gas Transport＇s ability to deliver a load of propane（9000 gallons each）daily for a continuous five－day period as stated in Section PUC 506.3 of the New Hampshire Code of Administrative Rules．

During the winter heating season，Northern Gas Transport has shown its determination to meet the supply needs of New Hampshire Gas Corporation．Unprecedented demand，long lines at the supply terminals and continuous colder than normal weather along with the customary supply allocations enacted by the pipelines made the 2010－11 heating season especially challenging．However，through almost daily communication with New Hampshire Gas staff regarding arrangements for alternate sources of supply and the management，staff and drivers of Northern Gas Transport，we met those needs．

A continuation of the current working relationship will allow Northern Gas Transport to meet the furure needs of New Hampshire Gas Corporation inchuding the provision for a truck load of propane（ 9000 gallons）daily for a comtlnuous flive－day period at any time curing the winter heating season．If there is an interruption in normal supply routes，Northern Gas Transport will pull product from the two 30,000 gallon storage facilities leased by Now Hampshire Gas Corporation in Greenville，New Hampshire．This provision is conditioned upon absence of forced majeure and New Hampshire Gas Corporation＇s ability to arrange adequate sources of supply．

Any such continuation of delivery service would be performed in conformance with Northern Gas Transport＇s commitment to the safety of the public and that of its drivers．We follow all Federal Motor Carrier Safety Rules and Regulations as set forth by the Department of Transportation．

We thank you for your business and the confidence you have placed in us．We look forward to working with you in the futare and will do our best to continue the same level of service you have come to expect from all of us at Northem Gas Iransport．
Sincerely，
Northem Gas Transport，Inc．

