

October 17, 2011

## VIA ELECTRONIC MAIL AND FEDERAL EXPRESS

Ms. Debra A. Howland
Executive Director \& Secretary
State of New Hampshire
Public Utilities Commission
21 S Fruit Street, Suite 10
Concord, New Hampshire 03301-2429
Re: New Hampshire Gas Corporation Cost of Gas - Winter 2011-2012: DG: 11-212
Dear Ms. Howland:
Enclosed on behalf of New Hampshire Gas Corporation ("NHGC"), in the above-captioned proceeding, please find an original and seven (7) copies of NHGC's updated Cost of Gas filing for the Winter 2011-2012 period. Also enclosed are an original and seven (7) copies of the Supplemental Testimony of Brian R. Maloney, as well as a CD containing the information being filed.

Thank you for your attention to this matter.
Sincerely,

cc: Robert Wyatt, NHPUC
Stephen P. Frink, NHPUC
Alexander Speidel, Staff Attorney
Brian R. Maloney, Rochester Gas and Electric Corporation

# NEW HAMPSHIRE GAS CORPORATION 

## Winter 2011-2012 Cost of Gas Adjustment

DG 11-212
Supplemental Testimony of Brian R. Maloney
Q. Please state your name, employer and business address.
A. My name is Brian R. Maloney. I am employed by Rochester Gas and Electric Corporation at 89 East Avenue in Rochester, NY 14649.
Q. Have you previously submitted testimony in this proceeding?
A. Yes, on September 20, 2011, I submitted initial testimony in support of New Hampshire Gas Corporation's cost of gas ("COG") rate for the winter period 2011-2012.
Q. What is the purpose of your supplemental testimony in this proceeding?
A. The primary purpose of this supplemental testimony is to update the winter period Non-FPO COG rate to reflect a decrease in propane futures prices since the filing of the initial testimony and exhibits on September 20. This testimony also provides an update to the status of the Selkirk terminal.
Q. Please specify the price changes from the initial testimony and exhibits.
A. Mt. Belvieu propane futures prices for November 2011 - April 2012 have decteased from the prices used in the initial filing by approximately $\$ 0.10$ per gallon (Schedule E, Column 1: Appendix 1). In addition, trueking costs from Selkirk to Keene are forecasted at a slightly lower level because of a lower diesel fuel surcharge (Schedule E, Column 7; Appendices 3A \& 3B).
Q. What is the impact of these changes on the anticipated cost of propane for the winter period, compared to the initial filing?
A. The anticipated cost of propane sendout has decreased from $\$ 2,172,053$ (after FPO premium reduction) in the initial filing to $\$ 2,134,869$ in this update (Schedule B, Line 7, and Tariff Page).
Q. Please specify the resulting impact on the Non-Fixed Price Option cost of gas rate.
A. The winter period Non-FPO cost of gas rate has decreased from $\$ 2.2157$ per therm in the initial filing to $\$ 2.1678$ per therm in this update (Schedule B, Line 12; Tariff Page).
Q. Please describe the change in the Non-FPO cost of gas rate compared to the previous winter season, and the resulting impact on a typical residential bill.
A. The updated winter period Non-FPO COG rate per therm of $\$ 2.1678$ is an increase of $\$ 0.3701$ from last winter's average rate of $\$ 1.7977$. As shown on Schedule K-2, for a typical residential heat, hot water and cooking customer, this would represent an increase of $\$ 344.96$ or $20.6 \%$ in the gas component of their bill (Lines 32 and 33). When the monthly customer charge and per-therm delivery charge are factored into the calculation, the customer would see an increase of $\$ 385.98$ or $14.5 \%$ in their total bill (Lines 35 and 36 ).
Q. What is the bill impact compared to the prior winter season for an average commercial customer?
A. The impact of the higher Non-FPO rate compared to last winter for an average commercial customer, as shown on Schedule L-2, would be increases in the gas component of the customer's bill and in the total bill of $\$ 548.99$ (21.6\%) and $\$ 612.89(15.3 \%)$, respectively.
Q. Please provide a status update on the Selkirk propane terminal and the FPO program.
A. The temporary embargo at the Selkirk terminal for most of September caused by storm-induced flooding in the region was cancelled on September 28, and the terminal resumed normal operations. As such, the Company went ahead with its standard FPO offering to customers starting on October 1. The subscription period ends on October 19.
Q. Does this conclude your supplemental testimony?
A. Yes, it does.

## NEW HAMPSHIRE GAS CORPORATION

COST OF GAS RATE FILING - DG 11-212
WINTER PERIOD 2011-2012
10/17/11 REVISION

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New Hampshire Gas Corporation

## Calculation of the Cost of Gas Rate

| Period Covered: Winter Period November 1, 2011 through April 30, 2012 |  |  |
| :---: | :---: | :---: |
| Projected Gas Sales - therms |  | 996,907 |
| Total Anticipated Cost of Propane Sendout |  | \$2,134,869 |
| Add: Prior Period Deficiency Uncollected Interest | $\begin{array}{r} \$ 33,215 \\ \$ 3,560 \end{array}$ |  |
| Deduct: Prior Period Excess Collected Interest | $\begin{aligned} & \$ 0 \\ & \$ 0 \\ & \hline \end{aligned}$ |  |
| Prior Period Adjustments and Interest |  | \$36,775 |
| Total Anticipated Cost |  | \$2,171,644 |
| Fixed Price Option Cost of Gas Rate (per therm) * | \$2.2357 |  |
| Forecasted Fixed Price Option Sales (therms) | 155,000 |  |
| Forecasted Fixed Price Option Cost of Gas Revenue |  | \$346,534 |
| Remaining Gas Cost to be Recovered |  | \$1,825,110 |
| Forecasted Non-Fixed Price Option Sales (therms) |  | 841,907 |
| Non-Fixed Price Option Cost of Gas Rate - Beginning Period (per therm) |  | \$2.1678 |

Pursuant to tariff section 17 (d), the Company may adjust the approved cost of gas rate upward on a monthly basis to the following rate:

Maximum Cost of Gas Rate - Non-Fixed Price Option (per therm)
$\$ 2.7098$

[^0] on the Non-Fixed Price Option rate plus a $\$ 0.02$ fixed price option premium. (NHPUC Order No. 24,516)
Issued: October_2011 Issued By:
in Compliance with DG 11-212, Order No. $\qquad$

| Calculation of the Cost of Gas Rate |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Period Covered: <br> Winter Period November 1,2010 htrough April Winter Period November 1, 2011 through April |  |  |  |  |
| Projected Gas Sales - therms996,907 |  |  |  |  |
| Iotal-Antigipatedgest Gestl |  |  |  |  |
| Total Anlicipated Cost of Propane Sendout $\frac{\frac{\text { Therms }}{1,067,818}}{\text { Senen }}$ | Fherns |  |  |  |
|  | \$1.5812 |  | \$4,888,434 |  |
|  |  |  | $\$ 2,134,869$ |  |
| Add: Prior Period (Deficiency   <br>  Uncallected) $\$ 0$ <br>  $\$ 33,215$  <br>  Interest $\$ 0$ <br>  $\$ 3,560$  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| $\begin{array}{llcl}\text { Deduct: } & \text { Prior Period (Excess } & & \\ & \text { Collected) } & \\ & \text { Interest } & (\$ 26,033) & \$ 0 \\ & & \$ 4,647 & \$ 0\end{array}$ |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Prior Period Adjusted (\$25,202) |  |  |  |  |
| Total Anticipated Cost |  |  | \$36,775 |  |
|  |  |  | \$1,663,142 |  |
|  |  |  | \$2,171,644 |  |
| RrojectedeasSater - $1,016,842$ themem |  |  |  |  |
| Cotefgas |  |  |  |  |
| Beginning efferiod-Costof Gas Rate |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Atic-Perioc-Rate Afijustment-0440443 |  |  |  |  |
|  |  |  |  |  |
| Fixed Fice Option Cost of Cas Rate (fer herm) $\$ 2.2357$ |  |  |  |  |
| Forecester Fixed Price Opion Saies thems |  |  |  |  |
| Forecasled Fixed Price Option Cost of Gas Revenue \$346,534 |  |  |  |  |
| Remaining Gas Cost to be Recovered $\quad \frac{\$ 1,825,110}{}$ |  |  |  |  |
| Forecasted Non-Fixed Price Option Sales (thems) 841,507 |  |  |  |  |
| Non-Fixeo Price Ophon Cost of Gas Rate - Begining Period (per Merm) $\$ 2.1678$ |  |  |  |  |

 tasis to the bowngrate:

Warmith Sost of Ges Rate - Mon-Fyen Price Onton
 \$2.7098 per them
*The Fixed Price Option rate was determned in the inhal cost of ges fing on September 20, 2011, based on the Non-Fixed Price Option rate pus a 80.02 fxed price option premiun. (Nipuc Oroer No. 24,516 )


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

|  | 1 | 2 | 3 | 4 | 5 | 6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | VOLUMES |  | UNIT COST |  |
|  | UNIT | CONVERSION FACTOR | GALLONS | THERMS | $\begin{aligned} & \text { PER } \\ & \text { GALLON } \end{aligned}$ | $\begin{aligned} & \text { PER } \\ & \text { THERM } \end{aligned}$ |
| PROPANE FROM INVENTORY | GALLONS | 0.91502 | 1,195,708 | 1,094,097 | \$1.7854 | \$1.9513 |

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 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 RATEITHERM 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 | \$56,56\% | \$346,533 |
| 11 NON-FPO SALES (THERMS) |  | 68,724 | 110,407 | 185,600 | 184,202 | 155,560 | 137,414 | 841,907 |
| 12 NON-FPO RATEITHERM 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 | \$297,690 | \$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 |  | \$99,801 | \$159,886 | $(\$ 1,213)$ | (\$72,570) | $(\$ 68,057)$ | (\$154,622) | (\$36,775) |
| 16 INTEREST FROM SCHEDULE H |  | \$227 | \$579 | \$795 | \$698 | \$509 | \$209 | \$3.017 |
| 17 FINAL OVERYUNDER COLLECTION | \$33,758 | \$100,023 | \$160,465 | (S418) | (\$71,872) | (\$67,548) | (S154.413) | 50 |

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


## NEW HAMPSHIRE GAS CORPORATION

## PROPANE PURCHASE STABILIZATION PROGRAM <br> WINTER PERIOD 2011-2012


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

## NEW HAMPSHIRE GAS CORPORATION

PROPANE SPOT MARKET PURCHASE COST ANALYSIS
WINTER PERIOD 2011-2012

|  |  | (1) <br> Mt. Belvieu ${ }^{\text {² }}$ |  | (2) Broker Fee |  |  |  | (4) Pipeline Fee ${ }^{2}$ |  | (5) <br> PERC <br> Fee |  | (6) <br> Cost <br> @ Selkirk |  | (7) Trucking to Keene ${ }^{3}$ |  | (8) \$ per Gal. |  | (9) <br> \$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/tarifis.shtm). See Appendix $2 A \& 2 B$.
3. Northern Gas Transport trucking rate including diesel fuel surcharge. See Appendix $3 A$ \& $3 B$.

NEW HAMPSHIRE GAS CORPORATION
PROPANE INVENTORY \& WEIGHTED AVERAGE COST OF GAS CALCULATION WINTER PERIOD 2011-2012

LINE NO.


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 | $(842,089)$ | $(\$ 52,770)$ | (\$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 |  |



| Now Hampshire Gus Corporation Weather Normalization - Firm Sendout |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | Actual Firm Sendout <br> (1) | $\frac{\text { Basc use }}{\text { (2) }}$ | $\frac{\text { Heal Use }}{\text { (3) }}$ | Actual Calendar Month Degree Days (4) | Normal <br> Calendar <br> Month <br> Degree Days <br> $(5)$ | $\begin{aligned} & \text { Colder (Warmer) } \\ & \text { Than Normal } \\ & (6) \end{aligned}$ | Actual Unit <br> Heat Load <br> Therm/DD | Weather Adjustment | Normal Heat Load | $\begin{aligned} & \text { Normalized } \\ & \text { Fimm } \\ & \text { Sendout } \\ & \hline \end{aligned}$ | Actual Company Use | $\begin{gathered} \text { Unaccounted } \\ \text { For } \\ 2.92 \% \\ \hline \end{gathered}$ | Total Firm Sendout |
|  |  | (2) | (3) | (4) | (5) | (6) |  | - (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 | 40,438 | 94,001 | 788 | 794 | (6) | 119.29 |  |  |  |  |  |  |
| Dec-10 | 219,44 | 40,138 | 179,006 | 1.187 | 1,177 | 10 | 150.80 | (1,508) | 177,497 | 134,855 | 4,506 | 3,806 | 134,155 |
| Jan-11 | 249,296 | 40,138 | 209,149 | 1.442 | 1,362 | 80 | 145.05 | (11,508) | 177,497 | 217,636 | 6,598 | 6,162 | 217,200 |
| Feb-11 | 213.271 | 10.138 | 173,133 | 1,222 | 1.180 | 82 | 141.68 | (11,604) | 197,554 | 237,693 | 7,342 | 6,726 | 237,077 |
| Mar-11 | 172.727 | 40,138 | 132509 | 1.011 | 982 | 29 | 131.68 | (11,618) | 161,515 | 201,653 | 6,299 | 5.704 | 201,059 |
| Apr-11 | 99.951 | 40,138 | 59.813 | 563 | 594 | (31) | 106.24 | $\frac{3}{3,803)}$ | 128,786 | 168,924 | 5,335 | 4,777 | 168,366 |
|  |  |  |  |  |  |  |  | 3,293 | 63,107 | 103,245 | 3,415 | 2,915 | 102,745 |
| Total | 1,088.529 | 240,829 | 647,700 | 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 | Ealing Cyde Gates | Base Load | Heating Loas | $\begin{aligned} & \text { Billing Cycle } \\ & \text { inonthy Actual } \\ & \text { Degree Days } \end{aligned}$ | Billing Cycle Monthly Normal Degree Days | Colder (Warmer) Than Normal | Actual Unit Heat Load Therm/DD | Weather Adjustment | Normal Heat Load | Normal Firm Billing Cycle Thems |
|  |  | (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 |
| Feb-11 | 815 | 53,060 | 6,658 | 46,402 | 1,240 | 1,216 | 24 | 37.42 | (898) | 45,504 | 52,162 |
| Mar-11 | 813 | 45,071 | 6,658 | 49,211 | 1,398 | 1,317 | 81 | 35.20 | $(2,851)$ | 46,360 | 53,018 |
| Apr-11 | 809 | 30,512 | 6,658 | 38,413 | $\frac{1,184}{938}$ | $\frac{1,112}{918}$ | 72 | 32.44 | (2,336) | 36,077 | 42,735 |
|  |  |  |  | 32, ${ }^{\text {a }}$ | 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 <br> Weather Normalization-Sales Rate Commercial |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | Biring Cycle Customers | $\begin{gathered} \text { billing Cyels } \\ \text { Sates } \\ \hline \end{gathered}$ | Base Load | Heating L Lad | Biling Cycle Monthly Actual Degree Days | Billing Cycle Monthly Normal Degree Days | Colder (Warmer) Than Normal | Actual Unit Heal Load Therm/DD | Weather 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 | 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 - Fixed Price Option Program
Forecasted 2011-2012 Winter Period vs. Actual 2010-2011 Winter Period

(1) Residential Heating Typical Usage: Singte family dotached home using gas for heat, hot water and cooking.


[^1]Forecasted 2011-2012 Winter Period vs. Actual 2010-2011 Winter Period


Forecasted 2011-2012 Winter Period vs. Actual 2010-2011 Winter Period


| New Hampshire Gas Corporation Historical COG Comparison - FPO vs. Non-FPO Price |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( $\begin{gathered}\text { Winter } \\ \text { Period }\end{gathered}$ | FPO <br> Rate | Amount of Premium not offered | Percent Participation (therms) | Actual FPO Volumes | Premium <br> Revenue | Typical Residential FPO bill | Average <br> Non-FPO <br> Rate | Typical Residential Non-FPO bill | Cost/(Savings) to FPO Customers |
| 2009-2010 | \$1.3402 FPO not offered due to Selkirk terminal embargo - $\$ 0.02$ |  |  |  |  |  |  |  |  |
| 2008-2009 | \$2.2408 | \$0.02 | 21.08\% | 163,486 | \$3,270 | \$2,256 | \$1.4900 | \$2,396 | (\$140) |
| 2007-2008 | \$1.5212 | \$0.02 | 28.01\% | 205,970 | \$4,119 | \$2,974 | \$1.7347 | \$2,492 | \$482 |
| 2006-2007 | \$1.4741 | \$0.02 | 21.86\% | 206,686 | \$5,328 | \$2,288 | \$1.7646 | \$2,520 | (\$232) |
| 2005-2006 | \$1.5260 | \$0.02 | 42.91\% | 348,849 | \$4,134 | \$2,250 | \$1.5397 | \$2,313 | (\$63) |
| 2004-2005 | \$1.2323 | n/a | 39.44\% | $340,315$ | \$6,977 | \$2,248 | \$1.3742 | \$2,103 | \$145 |
| 2003-2004 | \$0.8877 | n/a | 38.78\% | $\begin{aligned} & 340,315 \\ & 316,300 \end{aligned}$ | n/a | \$1,946 | \$1.2647 | \$1,976 | (\$30) |
| Average |  |  |  | 316,300 | n/a | \$1,580 | \$1.0325 | \$1,718 | (\$138) |
|  |  |  |  |  |  | \$2,220 |  | \$2,217 | \$4 |

## MONT BELVIEU PROPANE FUTURES - 10/14/11 CLOSE

## ClearPort , MONT BELVIEU LDH PROPANE Nov 2011 (E)

```
x Advertisement
Fra= Currerg% Tracing
#BoorFron Forex.con
```

$1.53042+$
2011-10-1.

ClearPort , MONT BELVIEU LDH PROPANE Dec 2011 (E)
$\times$ Advertisement

```
Free Curreng Trasing \#Beseren Froxeon
```

1.53042 +

2011-10-14

ClearPort , MONT BELVIEU LDH PROPANE Jan 2012 (E)।
$\times$ Advertisement

> Frex Ourgen Trasirge日acuren Feraxant
$1.53469+$
2011-10~1

Clearport, MONT BELVIEU LDH PROPANE Feb 2012 (E)
x -ndvertisement


$1.51344+$
2011-10-12

Clearport : MONT BELVIEU LDH PROPANE Mar 2012 (E)
$x$ Advertisement


$1.40063+$
211-18-12

ClearPort MONT BELVIEU LDH PROPANE Apr 2012 (E)
$x$ Atvartisement

RATES (In Cents-per-bbl.)

-126.

## PIPELINE RATES

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

|  |  | $\qquad$ | gal-per-bbl | fee-per-gal |
| :---: | :---: | :---: | :---: | :---: |
| Destination |  |  |  |  |
| $\begin{aligned} & \text { Selkirk } \\ & \text { (Albany Co., NY) } \end{aligned}$ | $\begin{gathered} \text { See page } \\ 12 \text { of } 16 \end{gathered}$ | 505.33 | 42 | 0.1203 |

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 (30ф) 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: simpsononothemgastranspoit 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

Octwber 12, 2011
To: All Customers

## Re: Fuel Surcharge

As of Monday, October 10,2011 the Deparment of Energy New England average price per gallon of diesel fuel was 53.912 . All deliveries invoiced from Sunday, October 16 . 2011 through Saurday, October 22, 2011 will be line item assessed at $29.5 \%$ thel surcharge

Thant you and shoud you have any questions please contact Susan Sones at I-son-6-8-1075 extension 223
Best Reganis

Bruce Grant
President Ommer

APPENDIX 3B
Northern Gas Transport Inc. - Selkirk to Keene

| Gallons | Base Rate | Base Charge | Fuel Surcharge Rate | Surcharge | Total Charge | Total Rate Per Gallon |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9,200 | \$0.0575 | \$529.00 | 20.00\% | \$105.80 | \$634.80 | \$0.0690 |
| 9,200 | \$0.0575 | \$529.00 | 20.50\% | \$108.45 | \$637.45 | \$0.0693 |
| 9,200 | \$0.0575 | \$529.00 | 21.00\% | \$111.09 | \$640.09 | \$0.0696 |
| 9,200 | \$0.0575 | \$529.00 | 21.50\% | \$113.74 | \$642.74 | \$0.0699 |
| 9,200 | \$0.0575 | \$529.00 | 22.00\% | \$116.38 | \$645.38 | \$0.0702 |
| 9,200 | \$0.0575 | \$529.00 | 22.50\% | \$119.03 | \$648.03 | \$0.0704 |
| 9,200 | \$0.0575 | \$529.00 | 23.00\% | \$121.67 | \$650.67 | \$0.0707 |
| 9,200 | \$0.0575 | \$529.00 | 23.50\% | \$124.32 | \$653.32 | \$0.0710 |
| 9,200 | \$0.0575 | \$529.00 | 24.00\% | \$126.96 | \$655.96 | \$0.0713 |
| 9,200 | \$0.0575 | \$529.00 | 24.50\% | \$129.61 | \$658.61 | \$0.0716 |
| 9,200 | \$0.0575 | \$529.00 | 25.00\% | \$132.25 | \$661.25 | \$0.0719 |
| 9,200 | \$0.0575 | \$529.00 | 25.50\% | \$134.90 | \$663.90 | \$0.0722 |
| 9,200 | \$0.0575 | \$529.00 | 26.00\% | \$137.54 | \$666.54 | \$0.0725 |
| 9,200 | \$0.0575 | \$529.00 | 26.50\% | \$140.19 | \$669.19 | \$0.0727 |
| 9,200 | \$0.0575 | \$529.00 | 27.00\% | \$142.83 | \$671.83 | \$0.0730 |
| 9,200 | \$0.0575 | \$529.00 | 27.50\% | \$145.48 | \$674.48 | \$0.0733 |
| 9,200 | \$0.0575 | \$529.00 | 28.00\% | \$148.12 | \$677.12 | \$0.0736 |
| 9,200 | \$0.0575 | \$529.00 | 28.50\% | \$150.77 | \$679.77 | \$0.0739 |
| 9,200 | \$0.0575 | \$529.00 | 29.00\% | \$153.41 | \$682.41 | \$0.0742 |
| 9,200 | \$0.0575 | \$529.00 | 29.50\% | \$156.06 | \$685.06 | \$0.0745 |
| 9,200 | \$0.0575 | \$529.00 | 30.00\% | \$158.70 | \$687.70 | \$0.0748 |
| 9,200 | \$0.0575 | \$529.00 | 30.50\% | \$161.35 | \$690.35 | \$0.0750 |
| 9,200 | \$0.0575 | \$529.00 | 31.00\% | \$163.99 | \$692.99 | \$0.0753 |
| 9,200 | \$0.0575 | \$529.00 | 31.50\% | \$166.64 | \$695.64 | \$0.0756 |
| 9,200 | \$0.0575 | \$529.00 | 32.00\% | \$169.28 | \$698.28 | \$0.0759 |
| 9,200 | \$0.0575 | \$529.00 | 32.50\% | \$171.93 | \$700.93 | \$0.0762 |
| 9,200 | \$0.0575 | \$529.00 | 33.00\% | \$174.57 | \$703.57 | \$0.0765 |
| 9,200 | \$0.0575 | \$529.00 | $33.50 \%$ | \$177.22 | \$706.22 | \$0.0768 |
| 9,200 | \$0.0575 | \$529.00 | 34.00\% | \$179.86 | \$708.86 | \$0.0771 |
| 9,200 | \$0.0575 | \$529.00 | 34.50\% | \$182.51 | \$711.51 | \$0.0773 |
| 9,200 | \$0.0575 | \$529.00 | 35.00\% | \$185.15 | \$714.15 | \$0.0776 |
| 9,200 | \$0.0575 | \$529.00 | 35.50\% | \$187.80 | \$716.80 | \$0.0779 |
| 9,200 | \$0.0575 | \$529.00 | 36.00\% | \$190.44 | \$719.44 | \$0.0782 |
| 9,200 | \$0.0575 | \$529.00 | 36.50\% | \$193.09 | \$722.09 | \$0.0785 |
| 9,200 | \$0.0575 | \$529.00 | 37.00\% | \$195.73 | \$724.73 | \$0.0788 |
| 9,200 | \$0.0575 | \$529.00 | 37.50\% | \$198.38 | \$727.38 | \$0.0791 |
| 9,200 | \$0.0575 | \$529.00 | 38.00\% | \$201.02 | \$730.02 | \$0.0794 |
| 9,200 | \$0.0575 | \$529.00 | 38.50\% | \$203.67 | \$732.67 | \$0.0796 |
| 9,200 | \$0.0575 | \$529.00 | 39.00\% | \$206.31 | \$735.31 | \$0.0799 |
| 9,200 | \$0.0575 | \$529.00 | 39.50\% | \$208.96 | \$737.96 | \$0.0802 |
| 9,200 | \$0.0575 | \$529.00 | 40.00\% | \$211.60 | \$740.60 | \$0.0805 |

## LEASE AGREEMENT

This Lease Agreement ("Lease") is made as of this 17 th 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 Haffiners, 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 NHOC, 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 Prionity 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. Haftner'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 attorneys' fees). Seotions $3-14$ 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. Haffner'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, SPECLAL OR PUNITIVE DAMAGES, EVEN IF HAFFNERS HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.
9. NHGC shall indemnify and hold hamless and at its option, Defend in an indernnity 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 willful 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 govemed 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 assigument 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 conmection 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 $2<\quad$ day of $\frac{\text { MAC }}{D}, 2011$.

Haffners Service Station, Inc.


Title: Office Manager

## New Hampshire Gas Corporation



Title: Gexcetar $N H C \leq$

Specinfizing in APPENDIX 5 bulk petroleum produces

Fanify owned and nperated since 1903
Webstte: Northerngastranspartcom
P.O. Box 106

September 19.2011

Mr. Steve Rokes
General Managor
Now Hampahire Gus Corporation
32 Central Squara
Keene, NH 03431
Subject: Propare Delivery
Dear Steve:

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

Diring the winter heating seasan, Northem Gas Transport has shown its determination to meet the supply newds of New Hampshire Gas Corporation. Unprecedented demand, iong lines at the supply terminals and continuous colder than normal westher along wils the customary supply allocutions enacted ty the pipolines made the 2010-11 heating season espacially challenging. However, through almosi dally communication with New Hampshre Gas staff regerding armagements ior alternate sources of supply and the manggement, staff end drivers of Norihern Gas Trinsport, we met those needs.

A comtinuation of the currext werking rolationship will allow Northern Gas Transpont to meer the furure noeds of New Hampehire Gas Corporation incheding the pravision for truck had of propane ( 9000 gallons) daily for a cominuous five-dry
 Transpot will pull produgt from the two 30,000 gallon etorage facilitiog leased by How fampthite Gas Corporation in Greeaville, New Hamphtire. This provision ts conditioned upon absence of forced najeure end New Femphire Gas Corporation's ability to arange adequate sourcas of supply.

Any such cantinuation of delivery seryice would be performed in confomance with Narthern Ges Transports commitmem to the safery of the public and that of its drivens. We follow all Federal Motor Carrier Safery Rules and Regulations as tes fort by the Department of Trantaportation.

We thank you for your business and the conficeucs you have placed in us. We look farward to wortins with you hatw Guthe and will do our beat to eantinu the same level of service you have come to expect from all of us at Norlhern Gay Transpor:
Sincerely.

Susan S. Noyos
Vice President and Treasurer
Northemi Ges Transport, Lne.


[^0]:    * The Fixed Price Option rate was determined in the initial cost of gas fing on September 20, 2011, based

[^1]:    (1) Residential heating Typicat Usage: Single famly dotached home using gas for heat, hot water and cooking

