

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2008

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	76,640	21,209	814	Number of Customers	17
Average Annual Therms per Customer	749	760	362	Avg. Annual MLb/Customer	5,194
Average Annual Revenue per Customer	\$1,210	\$1,235	\$1,058	Avg. Annual Revenue/Cust.	\$158,867
Revenue per Therm	\$1.615	\$1.624	\$2.920	Revenue per MLb	\$30.589
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,909	5,486	317	Number of Customers	98
Average Annual Therms per Customer	5,036	3,906	2,989	Avg. Annual MLb/Customer	568
Average Annual Revenue per Customer	\$7,855	\$5,627	\$7,638	Avg. Annual Revenue/Cust.	\$16,672
Revenue per Therm	\$1.560	\$1.441	\$2.555	Revenue per MLb	\$29.341
Unbundled (Transportation) Classes				Other Revenue	
Commercial/Industrial				Number of Customers	0
Number of Customers	891	554	0	Avg. Annual MLb/Customer	0
Average Annual Therms per Customer	48,132	62,615	0	Avg. Annual Revenue/Cust.	\$301,024
Average Annual Revenue per Customer	\$8,364	\$8,565	\$0	Revenue per MLb	\$2,091
Revenue per Therm	\$0.174	\$0.137	\$0.000		
Other Operating/Financial Statistics					
Total Customers	87,440	27,249	1,131	Total Customers	115
Total Operating Revenue	\$174,896,023	\$68,571,010	\$3,330,832	Total Operating Revenue	\$4,786,484
Total Operating Expenses	\$168,022,030	\$65,028,110	\$3,365,093	Total Operating Expenses	\$4,967,202
Net Income	\$6,873,993	\$3,542,900	(\$34,261)	Net Income	(\$180,711)
Rate of Return	3.47%	6.53%	-1.54%	Actual Rate of Return	-3.34%
Total Plant Assets	\$305,367,462	\$221,043,997	\$3,650,935	Total Plant Assets	\$10,568,683

Source: Calendar Year Ended December 31, 2008 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