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**RBC Capital Markets®** 

December 18, 2009

To the Persons on the Attached Distribution List

Re: Northern Utilities, Inc. ("Northern Utilities" or the "Issuer") \$25,000,000 Senior Unsecured Notes Due 2020 (the "Notes")

#### Dear Investors:

This letter will confirm that the institutions listed below have circled the following amounts of the above-referenced Notes on Friday, December 18, 2009. Please find attached the Bloomberg screen, which illustrates the Treasury yield used to calculate the coupons on the Notes.

Maturity / Avg. Life	10-yr Fi	nal / 9-yr Avg. Life
Reference Yield		3.39%
Spread Coupon		<u>1.90</u> % 5.29%
Institution		
MetLife	\$	10.0
Mutual of Omaha		5.0
Thrivent		5.0
OneAmerica		5.0
	\$	25.0

The transaction was circled pursuant to the draft Note Purchase Agreement distributed via Intralinks with the following additional terms

- Standard language regarding FAS 159 elections;
- Standard restrictions on exit consents; and
- Requirement that any guarantee provided to the Issuer's primary credit facility (should one be put in place) will also be provided to the noteholders.

We will contact investors shortly to schedule a due diligence meeting with Northern Utilities management. The transaction will close and fund prior to March 15, 2010.

Northern Utilities, BAML and RBC appreciate your interest in the transaction and look forward to working with you towards the completion of a satisfactory due diligence and closing. Please call us with any questions.

#### Sincerely,

#### Banc of America Securities LLC

Edward Wood (312) 828-7447

Michael Kleban (312) 828-6003

**RBC Capital Markets** 

Peter Walraven (212) 428-5430

Paulo Matoto (212) 858-7147

Amy An (212) 858-8336

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## Expenditures From 12/1/2008 - 11/30/2009

## Northern - Maine

		Project	Total Amount
Auth No.	Const Budget No.		Expended
		2008 and Prior Carryover projects from Acquisition of Northern ME - Normal additions, replacements, improvements of gas distribution systems, including upgrade and strengthen gas main (all associated ironated	
		materials, sand gravel, paving and trucking of soils) plus additional costs assocast ironated with replacement and	
8009	MAO09	improvements to gas mains and services required under 49 CFR 192	\$446,794.84
		2008 and Prior Carryover projects from Acquisition of Northern ME - Normal additions, replacements,	
		improvements of gas distribution systems, including upgrade and strengthen gas main (all assocast ironated materials, sand gravel, paving and trucking of soils) plus additional costs assocast ironated with replacement and	
8010	мвоо9	improvements to gas mains and services required under 49 CFR 192	\$346,011.77
		Gas Meters - Customer - labor and materials required for the installation of metering and piping on customer	
8015	MGO09	driven projects.	\$46,124.35
		Gas Distribution System Improvements - Normal additions, replacements, improvements of gas distribution systems for 2009, including upgrade and strengthen gas main (all assocast ironated materials, sand gravel,	
		paving and trucking of soils) plus additional costs assocast ironated with replacement and improvements to gas	
9000	MAB09	mains and services required under 49 CFR 192	\$746,309.92
		New Gas Services - New service installations throughout the gas distribution system during 2009, less customer	
9001	MBB09	contributions.	\$1,085,974.14
		Corrosion Control - Provide cathodic protection to coated steel pipe on the high pressure and low pressure distribution systems throughout the service territory. These section of main are identified through our on going	
9002	мсво9	corrosion control inspection program.	\$12,245.29
		Abandoned Gas Services during 2009, completed in accordance with federal requirements under CFR Title 49	
		(49 CFR 192.727) and the unanticast ironpated additional cost assocast ironates with increased building,	
	MDB09	demolition and abandonment of service stubs during leak investigations.	\$88,279.43
	MEB09	Gas Service Upgrades during 2009 - costs assocast ironates with normal replacement of gas services Gas Meters - Company - materials and supplies for company requirements in 2009 and installation costs.	\$321,795.33 \$504,570.68
9005	MFB09	Gas Meters - Company - materials and supplies for company requirements in 2009 and installation costs.  Gas Meters - Customer - labor and materials required for the installation of metering and piping on customer	\$304,370.00
9006	MGB09	driven projects.	\$504,830.95
		Water Heater Replacements - direct material and contract labor costs assocast ironated with normal replacement	
	MKB09	of gas water heaters and conversions burners.	\$95,768.41
	JPB03	Maine AMR project - Replace obsolete gas meters and installing AMR devises	\$454,555.74
9011	EDG01	Unscheduled additions and/or replacements of Office Furniture and Equipment  Costs assocast ironated with the installation of outside regulators and upstream shut-offs for high pressure	\$893.10
9012	JPB09	services indentified as part of the NOPV Stipulation.	\$1,392,501.41
	EAG03	Replacement of tools and equipment utilized by the gas department.	\$24,501.44
	GPB01	Cost assocast ironated with unscheduled improvements or replacements within the Portland facast ironlity.	\$18,907.77
	ECN01	Compliance Management System Phase 2 - upgrading various records systems  Phase 2 of the upgrading of the Mobile Dispatch System (MDS) for the Service Department	\$62,326.49 \$108,047.61
	JPB08	Distribution System MAOP Compliance	\$51,176.07
	EAG05	Tools Replacement Gas Systems	\$0.00
9022	EAG01	Purchase level II FR clothing protection for gas workers	\$105,114.34
	JPB01	Asphalt restoration for local projects completed in 2008 - Distribution Systems Improvements	\$1,755,701.60
	JPB02	Asphalt restoration for local projects completed in 2009 - Distribution Systems Improvements	\$604,827.46 \$15,150.45
	GPB06	Replace two overhead garage doors at the back of the storeroom/garage  Replace 500 linear feet of 6" PE pipe with 500 linear feet of 8" high density PE pipe on Veranda St, Portland	\$67,882.52
	JHB01 JHB02	Replace 300 linear leet of 6 PE pipe with 300 linear leet of 6 high density PE pipe on Veranda St, Portland  Replace 250' of 4", 6" and 10" Cl main with 6" high density PE main on Ray St, Portland	\$132,800.11
3031		Replace 1,850' of 12" cast iron low pressure main with 1,850 high density PE intermediate pressure main on	
9032	JHB03	Read St, Portland	\$248,980.96
		Replacement of 800" of 8" cast iron LP with 8" high density PE IP on Ocean Ave, Portland	\$1,254,655.56
9034	JPB07	Adjust sizing of Regulator Stations to achieve 3 to 1 ratio for Capacast ironty Compliance  Replacement of 200' of 6" cast iron with 200' of 6" high density PE on Maine Ave and 500' of 8" cast iron with 500'	\$195,858.61
QUSE		of 8" high density PE on Washington Ave, Portland	\$108,129.61
	JHB06	Replacement of 1,750' of 4" cast iron with 1,750' of 2" high density PE on Gleckler Rd, Portland	\$49,629.83
		Replacement of 1,200' of 6"cast iron with 4" high density PE on Florida Ave and 125' of 6" cast iron with 4" high	
		density PE on Texas Ave, Portland	\$155,274.35
9038	JHB08	Edgewood Ave CSO Project  Replacement of 800' of 4" cast iron with 800' of 2" high density PE and 500' of 2" direct bury with 2" high density	\$69,924.42
იივი		Replacement of 800° of 4° cast from with 800° of 2° night density PE and 500° of 2° direct bury with 2° night density PE on Canco Rd, Portland	\$121,114.05
		Replacement of 1,700' of 4" cast iron with 1,700' of 2" high density PE on Wellington Rd, Portland	\$184,313.77
	JHB12	Replacement off 1,800' of 4" cast iron with 1,800' of 2" high density PE on Walton Rd, Portland	\$118,589.04
		Replacement of 250' of 4" cast iron with 250' of 2" high density PE on Greenleaf Ave and upgrade pressure from	
		low to intermediate.	\$23,999.42
		Replacement of 600' of cast iron main with 600' of 2" high pressure PE on Madison St. in Portland Replacement of 500' of 4" cast iron with 2" high pressure PE on Everette St, Portland.	\$53,357.52 \$28,665.33
		Critical valve installations and refurbishment of existing valves on high pressure distribution system.	\$462,365.31
		Replacement of 800' of 4" cast iron with 800' of 4" high pressure PE on W. Kidder St, Portland.	\$68,724.37
		Replacement of 1,000' of 4" cast iron with 1,000' of 2" high pressure PE on Fernald St, Portland.	\$98,621.51

#### Expenditures From 12/1/2008 - 11/30/2009

#### Northern - Maine

	Const	Project	Total Amount
Auth No	Budget No.		Expended
	JHB19	Replacement of 700' of 4" cast iron with 4" high pressure PE on Washburn Ave, Portland.	\$18,809.02
	JAB01	Install new 350' of 8" high pressure PE mains from Veranda St to property on Martins Point	\$53,065.76
		install SCADA at regulator stations in the Maine Division including firewall to maintain security and field	
9056	ECG03	communications	\$53,126.77
9057	JPN01	Install of new 250' of 4" high pressure PE main for new commercast ironal service on 335 Forest Ave, Portland	\$31,783.84
	ECG02	Replace obsolete Bristol 3330 RTU's.	\$10,968.84
		Unit Pricast ironng Phase 2	\$7,300.80
		Install new 1,200' of high pressure PE to 190 Birch St, Lewiston, Lewiston	\$70,793.33
		New 300' x 2" high pressure main extension at 102-109 Cumberland Rd, South Portland.	\$7,135.37
		Install new 2,400' of 4" high density PE main on North Temple St, Lewiston	\$248,544.00
		Install new 2,400' of 4" high density PE main on Dartmouth St, Portland	\$8,393.86
	JHB21	Replacement of 425' of 4" cast iron with 4" of high density PE on Weymouth St, Portland, Maine	\$86,929.67
	JHB22	Replacement of 160' of 8" CS on the bridge that spans the RR on Washington St., Auburn	\$108,145.18
9067		Install two new 400' of 2" high pressure PE on Warren Ave	\$32,206.40
		Install 900' of 4" high pressure PE on Union St, Saco and 500' of 4" high density PE and 220' of 2" high density	
9068	JAB06	PE on property of Thornton Academy to feed three buildings on school property.	\$80,590.82
9071		Replacement of 1,100' of 2" high density PE main on Carlyle St, Portland.	\$10,782.77
		Replacement of 300' of 4"cast iron with 4" high density PE on Lowell St; Replacement of 200' of 4" cast iron with	
		4" high density PE on Burnham St; Replacement of 600' of 2" Aldylade with 2" high density PE on Park Ave,	
9072		Portland	\$67,637.12
9073		Replacement of 400' of 3" cast iron with 4" high pressure PE on High St, Westbrook.	\$32,353.27
		Gas Dispatch Hot Standby This project will create a back up system for Gas SCADA communications to field	
		RTUs / PLCs in places of the existing dial-up back up communications	\$18,000.00
		Replacement of 500' of 1.25" BS with 2" high density PE on Brookside Dr, South Portland	\$17,217.70
		Replacement of 500' of 1.25" BS with 2" high density PE on Phillips Rd, South Portland	\$12,871.48
		Converting Plant Records to ODI system	\$1,220.64
9078	JAB08	Provide gas service to Woodwinds Apartments	\$37,394.48
		Installation of 3,500' of 4" high pressure PE on Minot Ave., Auburn, ME and install 400' of 2" high density PE on	<b>#50.004.00</b>
9082	JAB10	the Army Reserve Property.	\$59,661.28
		Totals:	\$13,310,227.28

Note: Staff 1-2 Attachment 1 showed \$13.282 million for Northern ME division which was under reported by ~\$28K compared to this schedule showing \$13.310 million

## Expenditures From 12/1/2008 - 11/30/2009

## Northern - New Hampshire

			Total
Auth No	Const Budget No	Project	Amount Expended
Autilivo	. Buugetino	2008 and Prior Carryover projects from Acquisition of Northern NH - Normal additions, replacements,	Expelided
		improvements of gas distribution systems, including upgrade and strengthen gas main (all assocast ironated	
1		materials, sand gravel, paving and trucking of soils) plus additional costs associated with replacement and	
800	9 MAO09	improvements to gas mains and services required under 49 CFR 192	\$261,519.07
- 000	9 1117000	2008 and Prior Carryover projects from Acquisition of Northern NH - Normal additions, replacements,	Ψ201,010.01
		improvements of gas distribution systems, including upgrade and strengthen gas main (all assocast ironated	
		materials, sand gravel, paving and trucking of soils) plus additional costs assocast ironated with replacement	
801	мвооэ	and improvements to gas mains and services required under 49 CFR 192	\$92,133.27
	1112000	Abandoned Gas Services during 2009, completed in accordance with federal requirements under CFR Title 49	10-11-11-1
		(49 CFR 192.727) and the unanticast ironpated additional cost assocast ironates with increased building,	
801	2 MDO09	demolition and abandonment of service stubs during leak investigations.	\$1,788.48
	3 MEO09	Gas Service Upgrades during 2008 - costs assocast ironates with normal replacement of gas services	\$2,000.69
	4 MFO09	Gas Meters - Company - materials and supplies for company requirements in 2008 and installation costs.	\$51,918.91
		Gas Meters - Customer - labor and materials required for the installation of metering and piping on customer	
8018	5 мдооэ	driven projects.	\$80,248.81
	1	Gas Distribution System Improvements - Normal additions, replacements, improvements of gas distribution	
		systems for 2009, including upgrade and strengthen gas main (all assocast ironated materials, sand gravel,	
	1	paving and trucking of soils) plus additional costs assocast ironated with replacement and improvements to gas	
9000	МАВО9	mains and services required under 49 CFR 192	\$372,208.37
		New Gas Services - New service installations throughout the gas distribution system during 2009, less customer	
9001	MBB09	contributions.	\$828,644.51
		Corrosion Control - Provide cathodic protection to coated steel pipe on the high pressure and low pressure	
	ĺ	distribution systems throughout the service territory. These section of main are identified through our on going	
9002	MCB09	corrosion control inspection program.	\$23,628.54
		Abandoned Gas Services during 2009, completed in accordance with federal requirements under CFR Title 49	
		(49 CFR 192.727) and the unanticast ironpated additional cost assocast ironates with increased building,	
9003	MDB09	demolition and abandonment of service stubs during leak investigations.	\$55,029.58
9004	MEB09	Gas Service Upgrades during 2009 - costs assocast ironates with normal replacement of gas services	\$156,114.96
9005	MFB09	Gas Meters - Company - materials and supplies for company requirements in 2009 and installation costs.	\$727,652.35
		Gas Meters - Customer - labor and materials required for the installation of metering and piping on customer	•
9006	MGB09	driven projects.	\$501,929.87
		New Water Heater installs - direct material and contract labor costs assocast with normal replacement of gas	
9007	MJB09	water heaters and conversions burners.	\$24,344.66
		Water Heater Replacements - direct material and contract labor costs assocast ironated with normal	
	MKB09	replacement of gas water heaters and conversions burners.	\$69,466.10
	EDG04	Unscheduled additins and replacements of office furniture and equipment for 2009.	\$767.72
	GPB01	Unscheduled improvements or replacement of structures within the Portsmouth facility.	\$10,470.00
	ECG01	Purchase two way radios for either replacement or addition to newly purchased or existing vehicles.	\$2,535.00
9013	EAG03	Additions and replacement of tools and equipment utilitized by the gas department.	\$9,460.66
	l	Enhance the existing CMS system including: 1) gas plant records update, 2) interface MDS with CMS, 3) update	657 500 00
	ECN01	compliance modules 4) create standard compliance reports.	\$57,569.02
9016	ECN02	Phase 2 of the upgrading of the Mobile Dispatch System (MDS) for the Service Department	\$105,038.68
		Device a supposite that for a rile of how steel main in the NU distribution system. 1) State St. Destamouth 9" C	
		Replace approximately four miles of bare steel main in the NH distribution system. 1) State St. Portsmouth-8" Cl	
		main replacemetn with 8" plastic and replace 30 services. 2) No. Shore Rd. Hampton-replace 1 14" BS maind w/ 2" plastic and replace 37 services 3) Spinney Rd. Portsmouth-retire 4" BS main, transfer 10 services to	
0040	ICBOS	existing 6" CS main, 4) Levit Rd. Hampton-replace 1 1/4" BS main w/ 2" plastic main and replace 34 services.	\$3,033,722.53
	JCB03	State is replacing culvert crossing, 8' steel sleeve inserted with 96" Pl over existing culvert.	\$0.00
9022	JHB01	Low pressure main replacement of 4" and 3" bare steel and cast iron mains, replacing 113 services, and moving	\$0.00
0004		· · · · · · · · · · · · · · · · · · ·	\$280,904.18
9024	JHB03	any inside meters outside.  Relocate our gas lines that are in conflict with State project. Construct a 42" road box, replace the existing 6"	ψ200,304.10
		steel line going through a 25' box culvert. Main replacement of 900', 12" steel main, replace with 12" Pl main,	
		new mail location will be under sidewalk at a depth of 36" of cover, and 6 associated servcies will also have to be	
0025	JHB04	relocated to a depth of 5' under roadway.	\$199,195.96
9023	311004	Relocate our gas lines in conflict with State project. Five locations to relocate 6" PI main to accommodate	Ψ100,100.00
ดกวล		drainage lines and one-way feeds.	\$8,305.98
	EAG05	Additions and replacement of tools and equipment utilitized by the gas department.	\$3,776.76
3027		Extend a 4" main and services approximately 2,850' to meet load requirements. Customer to provide trench and	+51115110
9020		backfill.	\$102,113.73
		Provide Level II FR clothing protection and Breathable Air equipment for distribution gas workers.	\$155,796.14
		Replace one obsolete Briston 3330 RTU as part of the multi-year Gas SCADA replacement project.	\$3,935.25
- 3001		Enhance the unit pricing system by creating a secure public web-site for contractors to approve "pre-agreed	
9032		upon" invoices for A/P's payment.	\$6,739.20

DG 09-239 Northern Utilities, Inc. Schedule 2 to Supp. Testimony Page 4 of 4

## Expenditures From 12/1/2008 - 11/30/2009

#### Northern - New Hampshire

Auth No.	Const Budget No.	Project	Total Amount Expended
9035	EAG04	Normal addition and replacement of tools and equipment utilized by the Meter Dept and Instrument Technicians.	\$6,763.04
9036	JPN02	Replace broken 4" valve, an 8" tee and install two 8" valves.	\$16,165.40
9037	ECN04	One of four authorizations to evaluate and implement a hot standby back up option for Gas Dispatch and Gas SCADA telecommunications.	\$18,000.00
9038	JAB03	Extend a 2" HDPE main 3,800' to serve 53 residences on three streets.	\$30,912.04
9039		Add Gas Plant Records to ODI enabling the FERC allocation of gas units and the closing of gas projects. Also enables importing into plant CPR ledger and updaing Plant Accounting.	\$976.51
9041	JAB04	Install 1,400 feet of 2" high-pressure plastic main and one 25', 2" service to hook up service to a back up generator.	\$3,162.91
9042	JHB06	Replace 300' of 3"BS with 300' of 6" HDPE. Tie main into an existing 6" stub.	\$62,174.67
		Totals:	\$7,367,113.55

DG 09-239 Northern Utilities, Inc. Schedule 3 to Supp. Testimony Page 1 of 2

## NORTHERN UTILITIES, INC. COST RATE BASED ON NET PROCEEDS \$25,000,000 Senior Unsecured Notes

(1) (2) (3)		(4)	(5)	(6)	(7)	(8)	(9)		
					NET	ANNUAL	ANNUAL	TOTAL	COST RATE
					PROCEEDS	ISSUANCE	INTEREST	ANNUAL	BASED ON
			OUTSTANDING	<b>ISSUANCE</b>	OUTSTANDING	COST	COST	COST	NET PROCEEDS
	ISSUE	Maturity	AMOUNT	COSTS	(3)-(4)	(4)/(2)	Rate * (3)	(6)+(7)	(8)/(5)
5.29%	Sr. Unsecured I	Note: 10 Yrs	\$ 25,000,000	\$410,000	\$ 24,590,000	\$41,000	\$ 1,322,500	\$ 1,363,500	5.54%

# NORTHERN UTILITIES, INC. WEIGHTED AVERAGE COST OF CAPITAL AS OF SEPTEMBER 30, 2005 Proformed for the Issuance and Sale of \$25,000,000 Senior Unsecured Notes (\$ In Millions)

	Actual					Pro Forma			
	Amount	% of Total	Cost Rate (a)	Weighted Cost Rate	Adjustments Amount	Amount	% of Total		Weighted Cost Rate
Imputed NiSource Debt	\$60.8	41.2%	4.96%	2.05%		\$60.8	33.8%	4.96%	1.68%
Balance - Existing Northern LTD	19.2	13.0%	7.55%	0.98%	-	19.2	10.6%	7.55%	0.80%
New Senior Unsecured Notes	0.0	0.0%		0.00%	25.0	25.0	13.9%	5.54%	0.77%
Total Long Term Debt	80.0	54.2%		3.03%	25.0	105.0	58.3%		3.25%
Common Equity	67.5	45.8%	9.67%	4.43%	7.5	75.0	41.7%	9.67%	4.03%
Total	\$147.5	100.0%		7.45%	\$32.5	\$180.0	100.0%		7.28%

<sup>(</sup>a) Cost rate based on net proceeds