

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
COMPUTATION OF REVENUE DEFICIENCY AND REVENUE REQUIREMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-1
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) REFERENCE	(3) AMOUNT
1	RATE BASE	Schedule RevReq-5	\$ 69,562,393
2	RATE OF RETURN	Schedule RevReq-6	<u>7.24%</u>
3	INCOME REQUIRED	Line 1 * Line 2	5,036,317
4	ADJUSTED NET OPERATING INCOME	Schedule RevReq-2	<u>3,380,106</u>
5	DEFICIENCY	Line 3 - Line 4	1,656,211
6	INCOME TAX EFFECT	Line 7 - Line 5	<u>1,086,314</u>
7	REVENUE DEFICIENCY	1.6559 (Schedule RevReq-1-1) * Line 5	\$ 2,742,525
8	SETTLEMENT STEP ADJUSTMENT	N/A	113,806
9	NON-REVENUE PRODUCING CAPITAL STEP ADJUSTMENT	Schedule RevReq-Non-Revenue Capital Step	<u>818,819</u>
10	TOTAL REVENUE REQUIREMENT		<u>\$ 3,675,150</u>

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
COMPUTATION OF GROSS-UP FACTOR FOR REVENUE REQUIREMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-1-1
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) RATE	(3) AMOUNT
1	Federal Income Tax Rate	34.00%	0.3400
2	State Income Tax Rate	8.50%	0.0850
3	Federal Benefit of State Income Tax	-(Line 1 * Line 2)	<u>(0.0289)</u>
4	Northern Effective Tax Rate	(Line 1 + Line 2 + Line 3)	<u>0.3961</u>
5	Gross-up Factor	(1 / 1 - Line 4)	<u><u>1.6559</u></u>

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
REVENUE DEFICIENCY AND REVENUE REQUIREMENT PERCENT INCREASE
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-1-2
January 20, 2012

LINE NO.	(1) DESCRIPTION	(2) REFERENCE	(3) REVENUE DEFICIENCY	(4) REVENUE REQUIREMENT WITH STEPS
1	DELIVERY REVENUE INCREASE	PMN-1G-2, Page 5 of 7	\$ 2,837,772	\$ 3,770,397
2	PRODUCTION REVENUE DECREASE	PMN-1G-2, Page 5 of 7	(95,246)	(95,246)
3	TOTAL REVENUE DEFICIENCY / REQUIREMENT	RevReq-1	\$ 2,742,526	\$ 3,675,151
4	TEST YEAR DELIVERY REVENUE	PMN-1G-2, Page 5 of 7	\$ 17,080,865	\$ 17,080,865
5	PERCENT INCREASE IN DELIVERY REVENUE	LINE 1 / 4	17%	22%
6	TEST YEAR TOTAL REVENUE	PMN-1G-2, Page 5 of 7	\$ 60,243,868	\$ 60,243,868
7	PERCENT INCREASE IN TOTAL REVENUE	LINE 3 / 6	5%	6%

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
OPERATING INCOME STATEMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-2
Page 1 of 2
March 13, 2012

LINE NO.	DESCRIPTION	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			TEST YEAR 12 MONTHS ENDED 12/31/2010	LESS COST OF GAS EXCLUDING PROD. & O.H. ⁽¹⁾	ENGY. EFF., ENV. RESP. COSTS, & RES. LOW INC. ⁽²⁾	TEST YEAR DISTRIBUTION	CALENDAR YEAR 2009 ⁽³⁾	CALENDAR YEAR 2008 ⁽³⁾
	OPERATING REVENUES							
1	TOTAL SALES		62,402,126	42,373,268	1,491,207	18,537,650	56,143,159	68,468,214
2	TOTAL OTHER OPERATING REVENUES		1,164,539	-	-	1,164,539	1,138,455	(497,666)
3	TOTAL OPERATING REVENUES		63,566,665	42,373,268	1,491,207	19,702,190	57,281,614	67,970,548
	OPERATING EXPENSES:							
4	PRODUCTION		42,701,777	42,184,110	317,188	200,479	35,934,005	47,693,624
5	TRANSMISSION		31,504	-	-	31,504	20,724	375,380
6	DISTRIBUTION		3,082,544	-	-	3,082,544	3,212,949	1,496,405
7	CUSTOMER ACCOUNTING		1,821,528	160,113	-	1,661,415	905,377	919,385
8	CUSTOMER SERVICE		915,203	-	912,846	2,357	715,120	16,734
9	SALES EXPENSES		-	-	-	-	-	453,970
10	ADMINISTRATIVE & GENERAL		4,203,508	-	-	4,203,508	3,222,561	5,433,422
11	DEPRECIATION		4,347,100	-	-	4,347,100	4,093,160	3,895,047
12	AMORTIZATIONS		(102,295)	-	-	(102,295)	(259,346)	1,605,718
13	TAXES OTHER THAN INCOME		1,648,288	-	-	1,648,288	1,298,496	1,442,624
14	FEDERAL INCOME TAX		(1,739,141)	-	-	(1,739,141)	1,394,023	101,061
15	STATE INCOME TAX		(430,437)	-	-	(430,437)	608,752	(43,989)
16	DEFERRED FEDERAL & STATE INCOME TAXES		2,750,647	-	-	2,750,647	(53,844)	988,314
17	INTEREST ON CUSTOMER DEPOSITS		19,313	-	-	19,313	20,634	62,659
18	TOTAL OPERATING EXPENSES		59,249,539	42,344,223	1,230,034	15,675,282	51,112,612	64,440,355
19	NET OPERATING INCOME		\$ 4,317,126	\$ 29,046	\$ 261,173	\$ 4,026,908	\$ 6,169,003	\$ 3,530,193

Notes

- 21 (1) See Workpaper - Cost of Gas.
22 (2) See Workpaper - Flowthrough Detail. Consists of Energy Efficiency, Environmental Response Costs, and Residential Low Income.
23 (3) Calendar Years 2009 and 2008 represents Total Company (i.e., Flowthrough and Distribution).

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PRO FORMA DISTRIBUTION OPERATING INCOME STATEMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-2
Page 2 of 2
March 13, 2012

LINE NO.	DESCRIPTION	(1)	(2)	(3)	(4)	PROOF	
		TEST YEAR DISTRIBUTION	PRO FORMA ADJUSTMENTS	TEST YEAR DISTRIBUTION PRO FORMA	REVENUE REQUIREMENT	PRO FORMA RATE RELIEF	
	OPERATING REVENUES						
1	TOTAL SALES	18,537,650	309,931	18,847,581	2,742,525	21,590,106	
2	TOTAL OTHER OPERATING REVENUES	1,164,539	-	1,164,539	-	1,164,539	
3	TOTAL OPERATING REVENUES	19,702,190	309,931	20,012,121	2,742,525	22,754,646	
4	OPERATING EXPENSES:						
5	PRODUCTION	200,479	33,572	234,051	-	234,051	
6	TRANSMISSION	31,504	-	31,504	-	31,504	
7	DISTRIBUTION	3,082,544	145,515	3,228,059	-	3,228,059	
8	CUSTOMER ACCOUNTING	1,661,415	(240,942)	1,420,473	-	1,420,473	
9	CUSTOMER SERVICE	2,357	-	2,357	-	2,357	
10	SALES EXPENSES	-	-	-	-	-	
11	ADMINISTRATIVE & GENERAL	4,203,508	54,825	4,258,333	-	4,258,333	
12	DEPRECIATION	4,347,100	(437,390)	3,909,710	-	3,909,710	
13	AMORTIZATIONS	(102,295)	521,662	419,367	-	419,367	
14	TAXES OTHER THAN INCOME	1,648,288	745,477	2,393,765	-	2,393,765	
15	FEDERAL INCOME TAX	(1,739,141)	105,255	(1,633,885)	853,200	(780,686)	
16	STATE INCOME TAX	(430,437)	28,758	(401,679)	233,115	(168,564)	
17	DEFERRED FEDERAL & STATE INCOME TAXES	2,750,647	-	2,750,647	-	2,750,647	
18	INTEREST ON CUSTOMER DEPOSITS	19,313	-	19,313	-	19,313	
19	TOTAL OPERATING EXPENSES	15,675,282	956,733	16,632,015	1,086,314	17,718,329	
20	NET OPERATING INCOME	\$ 4,026,908	\$ (646,801)	\$ 3,380,106	\$ 1,656,211	\$ 5,036,317	

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
SUMMARY OF ADJUSTMENTS
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) CLASSIFICATION	(3) SCHEDULE NO.	(4) AMOUNT
1	REVENUE ADJUSTMENTS			
2	WEATHER NORMALIZATION	Dist Rev	Schedule RevReq-3-1	\$ 511,509
3	RESIDENTIAL LOW INCOME	Dist Rev	Schedule RevReq-3-2	200,748
4	UNBILLED REVENUE	Dist Rev	Schedule RevReq-3-3	(189,589)
5	SPECIAL CONTRACT	Dist Rev	Schedule RevReq-3-Spc Cont	32,867
6	NON-DISTRIBUTION BAD DEBT	Dist Rev	Schedule RevReq-3-9	(245,604)
7	TOTAL REVENUE ADJUSTMENTS			<u>\$ 309,931</u>
8	OPERATING & MAINTENANCE EXPENSE ADJUSTMENTS			
9	PAYROLL	Dist	Schedule RevReq-3-4	\$ 163,290
10	PRODUCTION EXPENSE ADJUSTMENT (O&M)	Prod	Schedule RevReq-3-Prod	33,572
11	SETTLEMENT ADJUSTMENTS (A&G)	A&G	Schedule RevReq-3-Settlement	(77,470)
12	MEDICAL & DENTAL INSURANCES	A&G	Schedule RevReq-3-5	32,631
13	PENSION	A&G	Schedule RevReq-3-6	8,647
14	PBOP	A&G	Schedule RevReq-3-6	271,349
15	401K	A&G	Schedule RevReq-3-6	7,363
16	EEl INVOICE	A&G	OCA 4-15	(1,074)
17	UNION BONUS	Dist	Staff 2-37	(19,236)
18	PROPERTY & LIABILITY INSURANCES	A&G	Schedule RevReq-3-7	34,364
19	AUDIT REPORT	A&G	Schedule RevReq-3-Audit	(220,984)
20	DISTRIBUTION BAD DEBT	Cust Acct	Schedule RevReq-3-8	4,662
21	NON-DISTRIBUTION BAD DEBT	Cust Acct	Schedule RevReq-3-9	(245,604)
22	REGULATORY ASSESSMENT	A&G	Schedule RevReq-3-10	0
23	GAS PUBLIC SAFETY AWARENESS	Dist	Schedule RevReq-3-11	1,461
24	TOTAL OPERATING & MAINTENANCE EXPENSE ADJUSTMENTS			<u>\$ (7,029)</u>
25	DEPRECIATION ANNUALIZATION ADJUSTMENT	Depr	Schedule RevReq-3-12	\$ 159,468
26	DEPRECIATION RATES ADJUSTMENT	Depr	Schedule RevReq-3-13	(173,658)
27	DEPRECIATION RESERVE ADJUSTMENT	Depr	Schedule RevReq-3-14	(97,624)
28	PRODUCTION EXPENSE ADJUSTMENT (DEPRECIATION)	Depr	Schedule RevReq-3-Prod	48,791
29	SETTLEMENT ADJUSTMENTS (DEPRECIATION)	Depr	Schedule RevReq-3-Settlement	(374,366)
30	SETTLEMENT ADJUSTMENTS (AMORTIZATION)	Amort	Schedule RevReq-3-Settlement	(37,382)
31	2011 PROJECT ADDITIONS AMORTIZATION ADJUSTMENT	Amort	Schedule RevReq-3-15	156,819
32	AUDIT REPORT	Amort	Schedule RevReq-3-Audit	(107)
33	CIS BILLING AMORTIZATION	Amort	Schedule RevReq-3-CIS Billing	(43,376)
34	DG 08-048 AND DG 08-079 SETTLEMENT ADJUSTMENTS	Amort	Schedule RevReq-3-16	445,708
35	TOTAL DEPRECIATION AND AMORTIZATION EXPENSE ADJUSTMENTS			<u>\$ 84,272</u>
36	TAXES OTHER THAN INCOME ADJUSTMENTS			
37	PROPERTY TAXES	Oth Tax	Schedule RevReq-3-17	\$ 734,338
38	PAYROLL TAXES	Oth Tax	Schedule RevReq-3-18	11,139
39	TOTAL TAXES OTHER THAN INCOME ADJUSTMENTS			<u>\$ 745,477</u>
40	INCOME TAXES ADJUSTMENTS			
41	FEDERAL INCOME TAX	FIT	RevReq-3-19 & 3-L&Ptax	\$ 105,255
42	NH BUSINESS PROFIT TAX	SIT	RevReq-3-19 & 3-L&Ptax	28,758
43	TOTAL INCOME TAXES ADJUSTMENTS			<u>\$ 134,014</u>

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
SETTLEMENT ADJUSTMENTS
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-Settlement
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) TOTAL
1	Expense Adjustments ⁽¹⁾	
2	Liberty Lane ROE	\$ (21,865)
3	Amortize IRP Over 3 Years	(60,002)
5	Normalize ERC	4,397
7	Depreciation	(374,366)
8	Amortization	(37,382)
9	Total Expense Adjustments	\$ (489,218)
10	Rate Base Adjustments ⁽²⁾	
11	Accumulated Depreciation	\$ (411,749)
12	Deferred Income Taxes	163,094
13	Total Rate Base Adjustments	\$ 248,655
14	<u>Notes</u>	
15	(1) Bad debt and income tax adjustments reflected in RevReq-3-8 and 3-19, respectively	
16	(2) Cash working capital adjustment reflected in RevReq-5-2	

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
LIBERTY LANE SETTLEMENT ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-Liberty Lane
March 13, 2012

Liberty Lane Settlement Adjustment

3,024,561
95%
Dec-09 2,873,333

Proprietary Capital
Hampton portion

		Net Income @ 12%	Income Tax Gross-up 60% of (a)	Equity Return		Net Income @ 9.5%	Income Tax Gross-up 60% of (a)	Equity Return	
Jan-10	2,902,067	28,733	17,240	45,973	1.60%	22,747	13,648	36,396	1.27%
Feb-10	2,931,087	29,021	17,412	46,433	1.60%	22,975	13,785	36,760	1.27%
Mar-10	2,960,398	29,311	17,587	46,897	1.60%	23,204	13,923	37,127	1.27%
Apr-10	2,990,002	29,604	17,762	47,366	1.60%	23,436	14,062	37,498	1.27%
May-10	3,019,902	29,900	17,940	47,840	1.60%	23,671	14,203	37,873	1.27%
Jun-10	3,050,101	30,199	18,119	48,318	1.60%	23,908	14,345	38,252	1.27%
Jul-10	3,080,602	30,501	18,301	48,802	1.60%	24,147	14,488	38,635	1.27%
Aug-10	3,111,408	30,806	18,484	49,290	1.60%	24,388	14,633	39,021	1.27%
Sep-10	3,142,522	31,114	18,668	49,783	1.60%	24,632	14,779	39,411	1.27%
Oct-10	3,173,948	31,425	18,855	50,280	1.60%	24,878	14,927	39,805	1.27%
Nov-10	3,205,687	31,739	19,044	50,783	1.60%	25,127	15,076	40,203	1.27%
Dec-10	3,237,744	32,057	19,234	51,291	1.60%	25,378	15,227	40,605	1.27%
		<u>364,411</u>	<u>218,646</u>	<u>583,057</u>	<u>19.20%</u>	<u>288,492</u>	<u>173,095</u>	<u>461,587</u>	<u>15.20%</u>

NU-NH Portion 18%
104,950

18%
83,086

Settlement Adjustment (21,865)

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
IRP SETTLEMENT ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-IRP
March 13, 2012

IRP Settlement Adjustment

Test Year IRP Costs	90,003
3 Year Normalized Cost	30,001
Settlement Adjustment	<u>(60,002)</u>

**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
ERC SETTLEMENT ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010**

**Schedule RevReq-3-ERC
March 13, 2012**

ERC Settlement Adjustment

ERC Adjustment Based on Estimated Costs

ERC Costs Adjustment (See RevReq-3-Audit) (33,709)

ERC Adjustment Based on Actual Costs

Test Year Environmental Remediation Costs 108,626

2010 81,765

2011 76,864

158,629

2 year average 79,314

ERC Costs Adjustment (29,312)

Settlement Adjustment (Actual - Estimated Costs) 4,397

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
NHPUC AUDIT REPORT ADJUSTMENTS
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-Spe
March 13

LINE NO.	(1) DESCRIPTION	(2) 2010 Revenue	(3) 2010 Inflation	(4) 2011 Inflation	(5) Revenue Adjustment
1	Customer A ⁽¹⁾ (See Staff 2-34 and Staff 4-4)	481,930	4,928	17,152	22,080
2	Customer B (See Staff 2-34)	436,959	1,535	9,252	10,787
3	Total Revenue Increase				32,867

Notes

(1) 2011 is an estimate (Staff 4-4); the actual inflation rate will not be available until mid-December 2011.

» Cont
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NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
NHPUC AUDIT REPORT ADJUSTMENTS
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-CIS Billing
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) PROJECT COST	(3) TEST YEAR ⁽¹⁾	(4) STIPULATED ⁽²⁾	(5) REV REQ ADJUSTMENT
1	Amortization Adjustment	902,212	112,777	69,401	(43,376)
2	Net Plant Adjustment		780,038	827,028	46,990

Notes

(1) Test year reflects 8 year amortization

(2) Stipulated reflects 13 year amortization

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
NHPUC AUDIT REPORT ADJUSTMENTS
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-Audit
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) TOTAL
1	Plant Adjustments	
2	GTRAC Phases I & II	\$ (17,229)
3	Plant Authorization #9024, Posting Errors	(14,975)
4	SCADA	(428)
5	Total Plant Adjustments	\$ (32,632)
6	Admin & General Adjustments	
7	Year 2009 Costs Included in TY 2010	(92,828)
8	Nov'09 Reallocation Costs Posted 8/31/10	(15,689)
9	Miscellaneous Charges and Other Expenses (\$4,382 + \$271)	(4,653)
10	Inadvertent Direct Charged Invoices	(7,700)
11	General Liability Nomalization	(66,406)
12	ERC Costs ⁽¹⁾	(33,709)
13	Total Admin & General Adjustments	\$ (220,984)
14	Amortization Adjustments ⁽²⁾	
15	Inclusion of Corporate Legal Expense	\$ (107)
16	Total Amortization Adjustments	\$ (107)

Notes

(1) Adjustment represents an average of 2010 and 2011 costs, less amount in 2010 test year.

See response to Staff 4-16

(2) Audit Issue 6: Amortization of Call Premium was not incorporated as described in the Company's response in Staff 4-8 and 4-9

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
LOBBYING AND PENALTIES TAX ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-L&Ptax
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) TOTAL
1	Reduce State Income Taxes Per Staff 2-41	\$ (170)
2	Reduce Federal Income Taxes Per Staff 2-41	(622)
3	Total	<u>\$ (792)</u>

**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PRODUCTION EXPENSE ADJUSTMENTS
12 MONTHS ENDED DECEMBER 31, 2010**

**Schedule RevReq-3-Prod.
March 13, 2012**

	NH	ME	TOTAL	NH PR ALLOC. 48.64%	ME PR ALLOC. 51.36%	NH REVREQ ADJUST.	ME REVREQ ADJUST.
1 OPER & MAINT EXPENSE-9							
2 OPERATION & MAINTENANCE EXPENSE							
3 LIQUEFIED PROPANE GAS PRODUCTION							
4 OPERATION EXPENSE							
5 710-SUPERVISION	0	1,998	1,998	972	1,026		
6 717-PROPANE EXPENSES	0	11,343	11,343	5,517	5,826		
7 718-DISPATCHING PRODUCTION	0	0	0	0	0		
8 723-FUEL LPG GAS PROCESS	9,829	0	9,829	4,781	5,048		
9 728-LIQUID PETROLEUM GAS	0	0	0	0	0		
10 735-MISCELLANEOUS	0	40,745	40,745	19,818	20,927		
11 736-RENTS	0	0	0	0	0		
12 TOTAL OPERATION EXPENSE	9,829	54,086	63,916	31,089	32,827		
13 MAINTENANCE							
14 740-SUPERVISION	0	1,998	1,998	972	1,026		
15 741-MAINTENANCE OF PLANT	0	4,949	4,949	2,407	2,542		
16 742-MAINT OF EQUIPMENT	0	17,018	17,018	8,277	8,740		
17 743-GAS SYSTEM PROD TRAINING	0	0	0	0	0		
18 TOTAL MAINTENANCE EXPENSE	0	23,965	23,965	11,657	12,308		
19 769-MAINT OF SCADA - PRODUCT	0	1,350	1,350	657	693		
20 TOTAL MANUF GAS PROD EXP	9,829	79,401	89,231	43,402	45,829	33,572	(33,572)
21 DEPRECIATION & AMORTIZATION-14							
22 DEPRECIATION & AMORTIZATION EXPENSE							
23 DEPRECIATION EXPENSE							
24 PRODUCTION PLANT EXP							
25 305-STRUCTURES	0	2,185	2,185	1,063	1,122		
26 311-LPG GAS EQUIPMENT	0	19,218	19,218	9,348	9,870		
27 320-OTHER EQUIPMENT	0	0	0	0	0		
28 321-LNG EQUIPMENT	0	0	0	0	0		
29 TOTAL PRODUCTION PLANT	0	21,403	21,403	10,410	10,993		
30 OTHER STORAGE PLANT							
31 361-STRUCTURES & IMPROVE	0	8,225	8,225	4,001	4,224		
32 362-GAS HOLDERS	0	70,682	70,682	34,380	36,302		
33 363-PURIFICATION EQUIPMENT	0	0	0	0	0		
34 TOTAL OTHER STORAGE PLANT	0	78,907	78,907	38,380	40,527		
35 TOTAL DEPRECIATION & AMORTIZATION	0	100,310	100,310	48,791	51,519	48,791	(48,791)

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
WEATHER NORMALIZATION ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-1
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) TOTAL
1	TO INCREASE TEST YEAR BASE REVENUE TO NORMALIZE FOR THE EFFECT OF WARMER THAN NORMAL WEATHER	\$ 511,509

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
RESIDENTIAL LOW INCOME ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-2
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) TOTAL
1	TO REFLECT RECOVERY OF THE LOW INCOME DISCOUNT THROUGH THE LDAC SEE WORKPAPER - FLOWTHROUGH DETAIL	\$ 200,748

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
UNBILLED REVENUE
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-3
March 13, 2012

<u>Month</u>	<u>Monthly</u>	<u>YTD</u>
Jan-10	(14,738)	(14,738)
Feb-10	(71,213)	(85,951)
Mar-10	(291,350)	(377,301)
Apr-10	(386,906)	(764,207)
May-10	(302,835)	(1,067,042)
Jun-10	(69,189)	(1,136,231)
Jul-10	13,864	(1,122,367)
Aug-10	1,594	(1,120,772)
Sep-10	100,946	(1,019,827)
Oct-10	89,023	(930,803)
Nov-10	270,560	(660,244)
Dec-10	849,833	189,589
Pro Forma Adjustment to Remove Unbilled Revenue		(189,589)

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PAYROLL ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

LINE NO.	DESCRIPTION (a)	NONUNION			UNION (d)	SUBTOTAL (f)	FROM USC NONUNION (g)	TOTAL (h)
		HOURLY (b)	SALARIED (c)	TOTAL (d)				
1	Test Year Payroll	\$ 131,208	\$ 496,824	\$ 628,032	\$ 2,278,448	\$ 2,906,479	\$ 2,863,119	\$ 5,769,598
2	2010 Rate Increase, Annualized (1)	0	0	0	32,519	32,519	0	32,519
3	Payroll Annualized for 2010 Rate Increase	\$ 131,208	\$ 496,824	628,032	2,310,967	2,938,999	2,863,119	5,802,117
4	2011 Rate Increases (2)	3,936	14,905	18,841	105,380	124,221	85,894	210,115
5	Payroll Proformed for 2010 and 2011 Rate Increases	135,144	511,728	646,873	2,416,347	3,063,220	2,949,012	6,012,232
6	Less Amount Chargeable to Capital	50,574	192,200	242,774	881,242	1,124,016	758,191	1,882,207
7	O&M Payroll Proformed	84,571	319,528	404,099	1,535,105	1,939,204	2,190,821	4,130,025
8	Less: Test Year O&M Payroll					1,839,827	2,126,909	3,966,735
9	O&M Payroll Increase					\$ 99,377	\$ 63,912	\$ 163,290

10 (1) Average Union Increase of 3.29% effective June 6, 2010. See Schedule RevReq 3-4, pg 2.

11 (2) Average increase of 3% for nonunion Northern employees effective January 1, 2011; average increase of 4.56% for union employees, effective June 6, 2011 and average increase of 3% for USC employees effective January 1, 2011.

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PAYROLL ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

NORTHERN UTILITIES - NH UNION

LINE NO.	(1) DESCRIPTION	(2) TOTAL
1	To Annualize Rate Increase Effective June 6, 2010:	
2	Payroll - YTD June 5, 2010	\$ 988,424
3	2010 Rate Increase (1)	<u>\$ 32,519</u>
4	<u>Notes</u> (1) Average Union increase of 3.29% effective June 6, 2010.	

**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PAYROLL ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010**

UNITIL SERVICE CORP.

Line No.	(1) DESCRIPTION	(2) TOTAL
	Proformed Payroll Amount of USC Charge:	
1	Test Year Payroll	2,863,119
2	2011 Rate Increase (1)	<u>85,894</u>
3	Payroll Proformed for 2011 Rate Increase	2,949,012
4	Capitalized Payroll at 25.71%	<u>758,191</u>
5	Amount to O&M Expense	2,190,821
6	Test Year O&M Payroll Amount of USC Charge	<u>2,126,909</u>
7	O&M Payroll Increase	<u><u>\$ 63,912</u></u>

Notes

8 (1) Average Increase of 3% effective January 1, 2011.

**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION
MEDICAL AND DENTAL INSURANCE ADJUSTMENT
FOR THE 12 MONTHS ENDED DECEMBER 31, 2010, PROFORMED**

**Schedule RevReq 3-5
March 13, 2012**

LINE NO.	(1) DESCRIPTION	(2) TOTAL AMOUNT	(3) NORTHERN UTILITIES, INC.	(4) UNITIL SERVICE CORP.
1	PROFORMED 2011 MEDICAL AND DENTAL O&M EXPENSE	\$ 543,850	\$ 271,131	\$ 272,719
2	TEST YEAR MEDICAL AND DENTAL INSURANCE O&M EXPENSE	<u>511,220</u>	<u>226,823</u>	<u>284,397</u>
3	2011 O&M INCREASE	<u>\$ 32,631</u>	<u>\$ 44,308</u>	<u>\$ (11,678)</u>

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
Pension, PBOP and 401K Expense
2010 Test Year
(Pro-Formed)

<u>Line No.</u>	<u>Description</u>	<u>Total</u>	<u>Reference</u>
1	Test Year Pension Expense	\$ 460,747	WP P-P, Pg 1, L.7
2	Test Year PBOP Expense	326,040	WP P-P, Pg 2, L.7
3	Test Year 401K Expense	109,198	WP P-P, Pg 3, L.7
4	Total Test Year Pension and PBOP Expense	\$ 895,985	L.1 + L.2 + L.3
5	Test Year Pension Expense, Pro-Forma Adjustment	8,647	WP P-P, Pg 7, L.3
6	Test Year PBOP Expense, Pro-Forma Adjustment	271,349	WP P-P, Pg 8, L.3
7	Test Year 401K Expense, Pro-Forma Adjustment	7,363	WP P-P, Pg 9, L.3
8	Total Test Year Pension, PBOP and 401K Expense, Pro-Forma Adjustment	\$ 287,359	L.5 + L.6 + L.7
9	Total Test Year Pension and PBOP Expense, as Pro-Formed	\$ 1,183,343	L.4 + L.8

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PROPERTY AND LIABILITY INSURANCES ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-7
Page 1 of 3
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) TOTAL	(3) NU-NH (1)	(4) FROM USC (2)
1	Current Coverage Periods			
2	Property Insurance:			
3	All Risk	\$ 14,957	\$ 13,921	\$ 1,036
4	Crime	1,303	1,034	269
5	K&E	224	205	19
6	Total Property Insurance	<u>16,485</u>	<u>15,160</u>	<u>1,324</u>
7	Liability Insurance:			
8	Workers' Compensation	102,525	87,329	15,196
9	Excess	142,018	129,435	12,583
10	Automobile	24,480	23,850	630
11	Directors and Officers	43,980	40,242	3,739
12	Fiduciary	3,051	2,791	259
13	Risk Track	1,345	1,146	199
14	Total Liability Insurance	<u>317,399</u>	<u>284,792</u>	<u>32,607</u>
15	Total Property & Liability Insurances	333,884	299,952	33,931
16	Less: Amounts Chargeable to Capital (3)	<u>109,042</u>	<u>99,984</u>	<u>9,058</u>
17	Proforma O&M Expense	224,842	199,969	24,873
19	Less: Test Year O&M Expense	<u>190,478</u>	<u>177,806</u>	<u>12,672</u>
20	O&M Property and Liability Insurance Increase	<u>\$ 34,364</u>	<u>\$ 22,162</u>	<u>\$ 12,201</u>

Notes

(1) See Schedule RR-3-7 2 of 3

(2) See Schedule RR-3-7 3 of 3

(3) See Workpaper W Ins 2, Line 7 and 17 (NU), and Schedule RR-3-7 3 of 3, Line 16.

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PROPERTY AND LIABILITY INSURANCES ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-7
Page 2 of 3
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) AMOUNT
1	Current Coverage Periods	
2	Property Insurance:	
3	All Risk	\$ 13,921
4	Crime	1,034
5	K&E	205
6	Total Property Insurance	<u>15,160</u>
7	Liability Insurance:	
8	Workers' Compensation	87,329
9	Excess	129,435
10	Automobile	23,850
11	Directors and Officers	40,242
12	Fiduciary	2,791
13	Risk Track	1,146
14	Total Liability Insurance	<u>284,792</u>
15	Total Property & Liability Insurances	299,952
16	Less: Amounts Chargeable to Capital (1)	<u>99,984</u>
17	Proforma O&M Expense	199,969
18	Less: Test Year O&M Expense	<u>177,806</u>
19	O&M Property and Liability Insurance Increase	<u>\$ 22,162</u>

Notes

(1) See Workpaper W Ins 2, Lines 7 and 17.

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PROPERTY AND LIABILITY INSURANCES ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-7
Page 3 of 3
March 13, 2012

UNITIL SERVICE CORP.

LINE NO.	(1) DESCRIPTION	(2) UNITIL SERVICE CORP. TOTAL (1)	(3) AMOUNT TO NU	(4) NU TOTAL	(5) AMOUNT TO NU NH	(6) NU NH TOTAL
1	USC Cost for Current Coverage Periods					
2	Property:					
3	All Risk	\$ 5,998		\$ 2,060		\$ 1,036
4	Crime	1,559		535		269
5	K&E	110		38		19
6	Total Property	<u>7,667</u>	34.35% (2)	<u>\$ 2,634</u>	50.28% (4)	<u>\$ 1,324</u>
7	Liability:					
8	Workers' Compensation	87,984		30,223		15,196
9	Excess	72,858		25,027		12,583
10	Automobile	3,650		1,254		630
11	Directors and Officers	21,647		7,436		3,739
12	Fiduciary	1,502		516		259
13	Risk Track	1,154		396		199
14	Total Liability	<u>188,794</u>	34.35% (2)	<u>\$ 64,851</u>	50.28% (4)	<u>\$ 32,607</u>
15	Total USC Property & Liability Insurances	196,462		67,485		33,931
16	Less Amount Chargeable to Capital		26.70% (2)	<u>18,016</u>	26.70% (2)	<u>9,058</u>
17	Total Property & Liability Insurances to O&M Expense			49,469		24,873
18	Less Test Year O&M Expense (3)			<u>12,672</u>		<u>12,672</u>
19	O&M Property and Liability Insurance Increase			<u>\$ 36,797</u>		<u>\$ 12,201</u>

Notes

- (1) See Workpaper W Ins 1
(2) See Workpaper W Ins 7
(3) See Workpaper W Ins 8
(4) See Workpaper W Ins 9

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
DISTRIBUTION BAD DEBT ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-8
March 13, 2012

LINE NO.	(1) YEAR	(2) DELIVERY RELATED NET WRITE-OFFS	(3) DELIVERY RELATED RETAIL BILLED REVENUE	(4)	(5) BASE DISTRIBUTION
1	Y/E 12/31/2009	\$173,836	\$19,056,785		
2	Y/E 12/31/2010	<u>\$216,202</u>	<u>\$18,556,459</u>		
3	TOTAL	\$390,038.23	\$37,613,243.18		
4	NET WRITE-OFFS AS A % OF DELIVERY RETAIL BILLED REVENUE:			1.04%	
5	PER BOOKS DELIVERY RETAIL BILLED REVENUE:		\$18,556,459		
6	REVENUE INCREASE FROM RATE CASE: \$		<u>2,742,525</u>		
7	2010 TOTAL NORMALIZED DELIVERY RETAIL BILLED REVENUE:			\$21,298,984	
8			UNCOLLECTIBLE DELIVERY REVENUE:		\$220,864
9			(1.04% X 2010 NORMALIZED DELIVERY RETAIL BILLED REVENUE):		
10			LESS: TEST YEAR DELIVERY WRITE-OFFS:		\$216,202
11			INCREASE IN DELIVERY WRITE-OFFS:		<u>\$4,662</u>

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
NON-DISTRIBUTION BAD DEBT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-9
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) AMOUNT
1	REMOVE: ACCRUED REVENUE - NON DIST BAD DEBT	\$ (245,604)
2	REMOVE: PROVISION FOR DOUBTFUL ACCTS - NON-DIST - NH	\$ (245,604)

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
REGULATORY ASSESSMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-10
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) AMOUNT
1	TEST YEAR EXPENSE: REG COMM ASSESSMENT/FEES-NH	\$ 85,170
2	AMOUNT REMOVED FROM BASE IN TEST YEAR	<u>147,687</u>
3	PRO FORMA REGULATORY COMMISSION EXPENSE IN TEST YEAR	<u>\$ 232,857</u>
4	REQUIRED PRO FORMA ADJUSTMENT (AMOUNT REMOVED FROM TEST YEAR)	<u>\$ 147,687</u>
5	REMOVE PRO FORMA ADJUSTMENT (SEE STAFF 2-30)	<u>(147,687)</u>
6	REQUIRED PRO FORMA ADJUSTMENT (REFLECTS PORTION TO BASE ONLY)	<u>\$ 0</u>

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
GAS PUBLIC SAFETY AWARENESS
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-11
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) AMOUNT
1	2011 BUDGETED EXPENSE FOR GAS PUBLIC SAFETY AWARENESS	\$ 44,000
2	LESS: TEST YEAR AMOUNT	<u>42,539</u>
3	PRO FORMA ADJUSTMENT	<u>\$ 1,461</u>

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
DEPRECIATION ANNUALIZATION ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-12
March 13, 2012

	(1)	(2)	(3)	(4)
LINE NO.	ACCOUNT NUMBER DESCRIPTION	PLANT BALANCE @12/31/2010	CURRENT DEPREC. ACCRUAL RATES	CURRENT ANNUAL DEPREC. ACCRUAL
	<u>MANUFACTURED GAS PRODUCTION PLANT</u>			
1	305.00 STRUCT. AND IMPROVEMENTS	161,860	N/A	N/A
2	311.00 LIQUEFIED PETRO. GAS EQUIP.	373,862	N/A	N/A
3	320.00 OTHER EQUIPMENT	7,640	N/A	N/A
4	321.00 LNG EQUIPMENT	56,861	N/A	N/A
5	<u>TOTAL MFG. GAS PROD. PLANT</u>	<u>600,223</u>	<u>N/A</u>	<u>N/A</u>
	<u>DISTRIBUTION PLANT</u>			
6	375.20 STRUCT, CITY GATE MEA & REG	45,256	0.0286	1,294
7	375.70 STRUCT, OTHER DISTRIBUTION SYS	2,775,065	0.0263	72,984
8	376.20 MAINS, COATED/WRAPPED	16,320,670	0.0278	453,715
9	376.30 MAINS, BARE STEEL	367,921	N/A	N/A
10	376.40 MAINS, PLASTIC	47,629,111	0.0278	1,324,089
11	376.50 MAINS, JOINT SEALS	542,145	0.0834	45,215
12	376.60 MAINS, CATHODIC PROTECTION	517,229	0.0695	35,947
13	376.80 MAINS, CAST IRON	80,947	N/A	N/A
14	378.20 MEAS & REG STA EQ, REGULATING	1,787,578	0.0350	62,565
15	380.00 SERVICES	31,874,279	0.0462	1,472,592
16	381.00 METER PURCHASES	3,506,040	0.0333	116,751
17	382.00 METER INSTALLATIONS	12,313,745	0.0344	423,593
18	383.00 HOUSE REGULATORS	222,731	0.0333	7,417
19	386.00 WATER HEATERS/CONVERSION BURNERS	1,374,676	0.1000	137,468
20	386.30 DIAMOND BOILER	1,148,341	N/A	N/A
21	<u>TOTAL DISTRIBUTION PLANT</u>	<u>120,505,733</u>	<u>0.0349</u>	<u>4,153,630</u>
	<u>GENERAL PLANT</u>			
22	391.10 OFFICE FURNITURE & EQ, UNSPECIFIED	594,527	0.0909	54,043
23	391.11 OFFICE F&E, DATA HANDLING EQUIP	7,566	0.1000	757
24	392.20 TRANSPORTATION EQUIPMENT	22,974	N/A	N/A
25	393.00 STORES EQUIPMENT	31,520	N/A	N/A
26	394.00 TOOLS, GARAGE & SVC. EQUIPMENT	874,077	0.0541	47,288
27	396.00 POWER OPERATED EQUIPMENT	75,266	0.0667	5,020
28	397.00 COMMUNICATION EQUIPMENT	1,143,342	0.1000	114,334
29	397.35 COMM EQ, ITRON EQUIP	2,326,975	0.0667	155,209
30	<u>TOTAL DEPREC. GENERAL PLANT</u>	<u>5,076,247</u>	<u>0.0750</u>	<u>376,651</u>
31	<u>TOTAL DEPREC. GAS PLANT</u>	<u>126,182,203</u>	<u>0.0366</u>	<u>4,530,281</u>
32	LESS AMOUNT CHARGED TO BUILDING OVERHEAD			<u>23,713</u>
33	TOTAL PRO FORMA ANNUALIZED DEPRECIATION EXPENSE			<u>4,506,568</u>
34	LESS TEST YEAR EXPENSE			<u>4,347,100</u>
35	INCREASE IN DEPRECIATION EXPENSE			<u>159,468</u>

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
DEPRECIATION RATES ADJUSTMENT
COMPARISON OF CURRENT AND PROPOSED WHOLE LIFE DEPRECIATION RATES
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-13
March 13, 2012

LINE NO.	ACCOUNT NUMBER	(1) DESCRIPTION	(2) PLANT BALANCE @12/31/2010	(3) CURRENT DEPREC. ACCRUAL RATES	(4) CURRENT ANNUAL DEPREC. ACCRUAL	(5) PROPOSED WHOLE LIFE DEPREC. ACCRUAL RATES	(6) PROPOSED WHOLE LIFE ANNUAL DEPREC. ACCRUAL	(7) DIFFERENCE BETWEEN PROPOSED AND CURRENT ANNUAL DEPRECIATION ACCRUAL
<u>MANUFACTURED GAS PRODUCTION PLANT</u>								
1	305.00	STRUCT. AND IMPROVEMENTS	161,860	N/A	N/A	N/A	N/A	N/A
2	311.00	LIQUEFIED PETRO. GAS EQUIP.	373,862	N/A	N/A	N/A	N/A	N/A
3	320.00	OTHER EQUIPMENT	7,640	N/A	N/A	N/A	N/A	N/A
4	321.00	LNG EQUIPMENT	56,861	N/A	N/A	N/A	N/A	N/A
5		<u>TOTAL MFG. GAS PROD. PLANT</u>	600,223	N/A	N/A	N/A	N/A	N/A
<u>DISTRIBUTION PLANT</u>								
6	375.20	STRUCT, CITY GATE MEA & REG	45,256	0.0286	1,294	0.0175	792	(502)
7	375.70	STRUCT, OTHER DISTRIBUTION SYS	2,775,065	0.0263	72,984	0.0175	48,564	(24,420)
8	376.20	MAINS, COATED/WRAPPED	16,320,670	0.0278	453,715	0.0278	453,715	-
9	376.30	MAINS, BARE STEEL	367,921	N/A	N/A	N/A	N/A	N/A
10	376.40	MAINS, PLASTIC	47,629,111	0.0278	1,324,089	0.0305	1,452,688	128,599
11	376.50	MAINS, JOINT SEALS	542,145	0.0834	45,215	0.0834	45,215	-
12	376.60	MAINS, CATHODIC PROTECTION	517,229	0.0695	35,947	0.0625	32,327	(3,620)
13	376.80	MAINS, CAST IRON	80,947	N/A	N/A	N/A	N/A	N/A
14	378.20	MEAS & REG STA EQ, REGULATING	1,787,578	0.0350	62,565	0.0350	62,565	-
15	380.00	SERVICES	31,874,279	0.0462	1,472,592	0.0389	1,239,909	(232,683)
16	381.00	METER PURCHASES	3,506,040	0.0333	116,751	0.0333	116,751	-
17	382.00	METER INSTALLATIONS	12,313,745	0.0344	423,593	0.0333	410,048	(13,545)
18	383.00	HOUSE REGULATORS	222,731	0.0333	7,417	0.0286	6,370	(1,047)
19	386.00	WATER HEATERS/CONVERSION BURNERS	1,374,676	0.1000	137,468	0.1000	137,468	-
20	386.30	DIAMOND BOILER	1,148,341	N/A	N/A	N/A	N/A	N/A
21		<u>TOTAL DISTRIBUTION PLANT</u>	120,505,733	0.0349	4,153,630	0.0337	4,006,412	(147,218)
<u>GENERAL PLANT</u>								
22	391.10	OFFICE FURNITURE & EQ, UNSPECIFIED	594,527	0.0909	54,043	0.0816	48,513	(5,530)
23	391.11	OFFICE F&E, DATA HANDLING EQUIP	7,566	0.1000	757	0.1000	757	-
24	392.20	TRANSPORTATION EQUIPMENT	22,974	N/A	N/A	N/A	N/A	N/A
25	393.00	STORES EQUIPMENT	31,520	N/A	N/A	N/A	N/A	N/A
26	394.00	TOOLS, GARAGE & SVC. EQUIPMENT	874,077	0.0541	47,288	0.0526	45,976	(1,312)
27	396.00	POWER OPERATED EQUIPMENT	75,266	0.0667	5,020	0.0600	4,516	(504)
28	397.00	COMMUNICATION EQUIPMENT	1,143,342	0.1000	114,334	0.0833	95,240	(19,094)
29	397.35	COMM EQ, ITRON EQUIP	2,326,975	0.0667	155,209	0.0667	155,209	-
30		<u>TOTAL DEPREC. GENERAL PLANT</u>	5,076,247	0.0750	376,651	0.0697	350,211	(26,440)
31		<u>TOTAL DEPREC. GAS PLANT</u>	126,182,203	0.0366	4,530,281	0.0352	4,356,623	(173,658)

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
DEPRECIATION RESERVE ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-14
March 13, 2012

(1)

(2)

LINE NO.	DESCRIPTION		
1	<u>Depreciation Reserve Deficiency</u>		
2	Total Reserve Deficiency (See Testimony of Paul Normand)	\$	(1,464,364)
3	Amortization Period		15.00 yrs
4	Total Reserve Deficiency Amortization Adjustment	\$	(97,624)

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
2011 PROJECT ADDITIONS AMORTIZATION ADJUSTMENT
DECEMBER 31, 2010

Schedule RevReq-3-15
March 13, 2012

Line No.	(1) Description	(2) Project Cost	(3) Annual Amortization
1	Existing Asset Amortization		340,920
2	Additional Projects to be completed in 2011:		
3	CIS 2010 Project	28,212	5,642
4	Infrastructure-Power House - 2010 Project	119,122	23,824
5	Call Center - Business Continuity and ERM	4,960	992
6	UPC Enhancements	11,232	2,246
7	Outsource Payment Process	12,960	2,592
8	GIS Updates to support DIMP	6,882	1,376
9	Power Plant	140,068	28,014
10	Bill Print Redesign	3,920	784
11	Total	327,357	406,391
12	Test Year 2010 Amortization		
13	30-40-10-00-4040300 AMORTIZATION OF COMP SOFTWARE		249,573
14	Total		249,573
15	Adjustment to Test Year		156,819

**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
SETTLEMENT ADJUSTMENTS PURSUANT TO DG 08-048 AND DG 08-079
12 MONTHS ENDED DECEMBER 31, 2010**

**Schedule RevReq-3-16
March 13, 2012**

LINE NO.	(1)		(2)	
	DESCRIPTION		AMOUNT	
1	Transition and Transaction Cost Amortization		(\$572,399)	
2	Purchase Acquisition Adjustment Amortization		\$1,018,107	
3	TOTAL		\$445,708	

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PROPERTY TAXES
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-17
March 13, 2012

LINE NO.	(1) MUNICIPALITY & STATE	(2) TAXATION PERIOD	(3) TOTAL ANNUALIZED TAXES (1)	(4) TOTAL TEST YEAR TAXES ACCRUED	(5) TEST YEAR NON-UTILITY AMOUNTS	(6) TEST YEAR CAPITALIZED AMOUNTS	(7) PROFORMA ADJUSTMENT (8)-(4)-(5)-(6)	(8) PROFORMED UTILITY EXPENSE (3)+(5)+(6)	(9) LOCAL TAX RATE	(10) ASSESSED VALUATION
1	Atkinson	4/1 - 3/31	\$ 3,236						\$ 16.32	\$ 198,300
2	Dover	7/1 - 6/30	268,923						\$ 22.62	13,381,200
3	Durham	1/1 - 12/31	89,552						\$ 25.87	3,461,616
4	East Kingston	4/1 - 3/31	11,150						\$ 20.90	533,500
5	Exeter	4/1 - 3/31	113,454						\$ 22.82	4,971,700
6	Greenland	4/1 - 3/31	5,731						\$ 11.55	496,227
7	Hampton--Class 4000	4/1 - 3/31	191,999						\$ 15.38	12,483,700
8	Hampton--Class 5000	4/1 - 3/31	100,040						\$ 16.08	6,221,400
9	Hampton Falls	4/1 - 3/31	485						\$ 16.74	29,000
10	Kensington	4/1 - 3/31	22,942						\$ 16.66	1,377,100
11	Madbury	4/1 - 3/31	6,027						\$ 21.82	276,200
12	Newington	4/1 - 3/31	12,449						\$ 6.55	1,900,600
13	North Hampton	4/1 - 3/31	5,020						\$ 13.76	364,800
14	Plaistow	4/1 - 3/31	48,874						\$ 22.00	2,221,560
15	Portsmouth	7/1 - 6/30	314,195						\$ 14.81	23,806,961
16	Rochester (Gonic & E. Roch	4/1 - 3/31	221,788						\$ 22.25	9,968,000
17	Rollinsford	4/1 - 3/31	1,268						\$ 19.07	66,500
18	Salem	4/1 - 3/31	137,636						\$ 17.75	7,754,100
19	Seabrook	4/1 - 3/31	109,970						\$ 11.22	9,801,200
20	Somersworth	4/1 - 3/31	116,341						\$ 25.41	4,578,500
21	Stratham	4/1 - 3/31	6,623						\$ 16.62	398,500
22	State Of NH	1/1 - 12/31	437,064						\$ 6.60	66,221,773
23	Total		\$ 2,224,767	\$ 1,490,429	\$ -	\$ -	734,338	\$ 2,224,767		\$ 170,512,437

Notes

(1) Based on final 2011 property tax bills for all towns.

NORTHERN UTILITIES, INC. - NH DIVISION
PAYROLL TAX ADJUSTMENT
FOR THE 12 MONTHS ENDED DECEMBER 31, 2010, PROFORMED

LINE NO.	DESCRIPTION	SOCIAL SECURITY	MEDICARE	TOTAL
1	Increase in O&M Payroll 1/	\$163,290	\$163,290	
	Less Amounts in Excess of Taxable Limit 2/:			
2	Northern Utilities - NH Division	(2,067)		
3	Unitil Service Corp	(19,748)		
4	O&M Payroll Subject to Payroll Taxes	141,474	163,290	
5	Payroll Tax Rates	6.20%	1.45%	
6	Increase in Payroll Taxes	\$8,771	\$2,368	\$11,139

1/ See Rev Req 3-4

2/ Northern Utilities - NH Division and USC employees whose pay exceeds the wage limit of \$106,800 subject to social security tax.

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
COMPUTATION OF FEDERAL AND STATE INCOME TAXES
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-19
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LINE NO.	(1) DESCRIPTION	(2) Amount
1	Increase/(Decrease) to Taxable Income:	
2	Normalizing Adjustments:	
	<u>Increases / (Decreases) to Revenue</u>	
3	Weather Normalization	511,509
4	Residential Low Income	200,748
5	Unbilled Revenue	(189,589)
6	Special Contract	32,867
7	Non-Distribution Bad Debt	(245,604)
8	Total Revenue Adjustments	309,931
	<u>Increases / (Decreases) to Expenses</u>	
9	Payroll	163,290
10	Production Expense Adjustment (O&M)	33,572
11	Settlement Adjustments (A&G)	(77,470)
12	Medical & Dental Insurances	32,631
13	Pension	8,647
14	PBOP	271,349
15	401K	7,363
16	EEL Invoice	(1,074)
17	Union Bonus	(19,236)
18	Property & Liability Insurances	34,364
19	Audit - Admin & General	(220,984)
20	Distribution Bad Debt	4,662
21	Non-Distribution Bad Debt	(245,604)
22	Regulatory Assessment	0
23	Gas Public Safety Awareness	1,461
24	Depreciation Annualization Adjustment	159,468
25	Depreciation Rates Adjustment	(173,658)
26	Depreciation Reserve Adjustment	(97,624)
27	Production Expense Adjustment (Depreciation)	48,791
28	Settlement Adjustments (Depreciation)	(374,366)
29	Settlement Adjustments (Amortization)	(37,382)
30	2011 Project Additions Amortization Adjustment	156,819
31	Audit - Amortization	(107)
32	CIS Billing Amortization	(43,376)
33	DG 08-048 and DG 08-079 Settlement Adjustments	445,708
34	Property Taxes	734,338
35	Payroll Taxes	11,139
36	Prior Period Taxes	(8,562)
37	Flowthrough Net Operating Income	290,219
38	Change In Interest Exp (Refer to Schedule RevReq-3-19 Page 2)	(1,134,777)
39	Total Expense Adjustments	(30,401)
40	Increase / (Decrease) In Taxable Income	340,332
41	Federal Income & NH Business Profits Tax	
42	Effective Federal Income Tax	31.11% (1) 105,877
43	NH Business Profits Tax, net	8.50% (2) 28,928
44	Increase (Decrease) In Income Taxes	134,806
	<u>Notes</u>	
31	Federal Income Tax Rate	34.00%
32	Federal Benefit of State Tax -(Line 31 * Line 34)	-2.89%
33	(1) Effective Federal Income Tax Rate	31.11%
34	(2) State Tax Rate, net of Federal Benefit	8.50%
35	Northern New Hampshire Tax Rate (Line 33 + Line 34)	39.61%

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
CHANGE IN INTEREST EXPENSE APPLICABLE TO INCOME TAX COMPUTATION FOR RATEMAKING
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-3-19
Page 2 of 3
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) REFERENCE	(3) AMOUNT	(4)
1	Interest Expense Application to Computation of Income Taxes for Ratemaking:			
2	Ratemaking Interest Synchronization:			
3	Rate Base	Schedule RevReq-5	\$	69,562,393
4	Cost of Debt In Proposed Rate of Return	Schedule RevReq-6		3.42%
5	Interest Expense for Ratemaking			2,379,034
6	Test Year Interest Expense:			
7	Interest Charges (427-432)		\$	3,513,811
8	Test Year Interest			3,513,811
9	Increase / (Decrease) in Interest Expense		\$	(1,134,777)

NORTHERN UTILITIES INC.
NEW HAMPSHIRE DIVISION
COMPUTATION OF FEDERAL AND STATE INCOME TAXES
12 MONTHS ENDED DECEMBER 31, 2010

LINE NO	(1) DESCRIPTION	(2) TEST YEAR ACTUAL	(3) PRO-FORMA ADJUSTMENTS	(4) TEST YEAR DISTRIBUTION
1	NET INCOME	\$ 856,466	\$ -	\$ 856,466
2	FEDERAL INCOME TAX-CURRENT	(1,711,758)		(1,711,758)
3	MISC PRIOR PERIOD ADJUSTMENT	(8,562)		(8,562)
4	NH STATE INCOME TAX-CURRENT	(424,888)		(424,888)
5	NH STATE BUSINESS ENTERPRISE CREDIT AGAINST NH BPT	1,932		1,932
6	DEFERRED FEDERAL INCOME TAX	2,194,686		2,194,686
7	DEFERRED STATE INCOME TAX	555,961		555,961
8	NET INCOME BEFORE INCOME TAXES	1,463,837		1,463,837
	<u>PERMANENT ITEMS</u>			
9	DRUG SUBSIDIES	(7,244)		(7,244)
10	LOBBYING	0		0
11	PENALTIES	2,000		2,000
12	STATE REGULATORY ASSET AMORTIZATION	106,680		106,680
13	UNALLOWABLE MEALS	955		955
14	TOTAL PERMANENT ITEMS	102,391		102,391
	<u>TEMPORARY DIFFERENCES</u>			
15	ACCRUED REVENUE	(4,037,699)		(4,037,699)
16	BAD DEBT	(43,341)		(43,341)
17	DEFERRED RATE CASE	197,852		197,852
18	INSURANCE CLAIM RESERVE	(51,826)		(51,826)
19	FASB 87-PENSIONS	(747,608)		(747,608)
20	PREPAID PROPERTY TAXES	(102,382)		(102,382)
21	REMEDATION	148,644		148,644
22	PBOP SFAS 106	144,141		144,141
23	TRANSACTION COSTS	1,938,266		1,938,266
24	TRANSITION COSTS	(370,879)		(370,879)
25	UTILITY PLANT DIFFERENCES	(4,086,096)		(4,086,096)
26	TOTAL TEMPORARY DIFFERENCES	(7,010,928)	0	(7,010,928)
	<u>INVESTMENT TAX CREDIT AMORTIZATION</u>			
27	UNAMORTIZED ITC	(12,840)		(12,840)
28	TOTAL INVESTMENT TAX CREDIT AMORTIZATION	(12,840)	0	(12,840)
	<u>FEDERAL AND STATE TAX DIFFERENCES</u>			
29	TAX DEPRECIATION	470,221		470,221
30	TOTAL FEDERAL AND STATE TAX DIFFERENCES	470,221	0	470,221
31	STATE TAXABLE BASE INCOME	(4,987,319)	0	(4,987,319)
32	STATE BUSINESS PROFITS TAX - CURRENT	(423,922)		(423,922)
33	STATE BUSINESS ENTERPRISE TAX CREDIT	(966)		(966)
34	STATE BUSINESS ENTERPRISE TAX	1,932		1,932
	TOTAL STATE TAX EXPENSE	(422,956)		(422,956)
35	FEDERAL TAXABLE INCOME BASE BEFORE FEDERAL AND STATE TAX DIFFERENCES	(4,564,363)	0	(4,564,363)
36	LESS: FEDERAL AND STATE TAX DIFFERENCES	470,221		470,221
37	FEDERAL TAXABLE INCOME BASE	(5,034,584)	0	(5,034,584)
38	FEDERAL INCOME TAX-CURRENT	(1,711,759)		(1,711,759)
	<u>SUMMARY OF UTILITY INCOME TAXES:</u>			
39	FEDERAL INCOME TAX-CURRENT	(1,739,141)		(1,739,141)
40	AMOUNT TO NON-UTILITY OPERATIONS	27,383	(27,383)	0
41	MISC PRIOR PERIOD ADJUSTMENT	(8,562)	8,562	0
42	STATE BUSINESS PROFITS TAX-CURRENT	(430,437)		(430,437)
43	STATE BUSINESS PROFITS TAX-PRIOR	0	0	0
44	AMOUNT TO NON-UTILITY OPERATIONS	7,481	(7,481)	0
45	DEFERRED FEDERAL INCOME TAX	2,194,686	0	2,194,686
46	DEFERRED STATE BUSINESS PROFITS TAX	555,961	0	555,961
47	TOTAL INCOME TAXES	\$ 607,370	\$ (26,302)	\$ 581,069

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
ASSETS & DEFERRED CHARGES
12 MONTHS ENDED DECEMBER 31, 2010

LINE NO.	(1) Category	(2) New Hampshire	(3) Maine	(4) Common	(5) Consolidated December 31, 2010	(6) Consolidated December 31, 2009	(7) Consolidated December 31, 2008
1	<u>Gas Plant</u>						
2	In Service	\$ 128,825,014	\$ 145,497,768	\$ -	\$ 274,322,782	\$ 246,104,418	\$ 235,430,371
3	Construction Work in Progress	3,180,298	1,726,411	-	4,906,709	14,407,232	6,115,487
4	Less: Reserve for Depreciation	(47,941,090)	(42,281,118)	-	(90,222,208)	(82,521,159)	(78,968,278)
5	Total Gas Plant	84,064,222	104,943,061	-	189,007,283	177,990,491	162,577,580
6	<u>Other Property</u>						
7	Plant - Other	(10,181,073)	(13,344,621)	-	(23,525,694)	(23,524,376)	(23,112,911)
8	Non Operating Property	-	517,771	-	517,771	656,779	921,257
9	Amortization	2,121,057	2,852,473	-	4,973,530	2,586,236	186,460
10	Uncollectible Accounts	(58,163)	(379,939)	-	(438,102)	(451,012)	(1,550,000)
11	Total Other & Non Operating Plant	(8,118,179)	(10,354,316)	-	(18,472,495)	(20,732,374)	(23,555,194)
12	<u>Investments</u>						
13	Other Investments	1,584	-	-	1,584	1,584	1,584
14	Total Investments	1,584	-	-	1,584	1,584	1,584
15	<u>Current Assets</u>						
16	Cash	1,978,275	(241,539)	(386,735)	1,350,001	2,777,195	6,928,317
17	Accounts Receivable - Gas	5,599,361	8,356,437	-	13,955,797	11,177,014	13,980,617
18	Accounts Receivable - Other	7,053	33,069	776,329	816,451	12,081	484,636
19	Notes Receivable	-	-	701,862	701,862	2,745,895	15,486,702
20	Material and Supplies	778,820	377,475	-	1,156,295	1,061,203	939,907
21	Stores Expense Undistributed	42,043	23,382	-	65,425	38,377	263,351
22	Other M&S	814,506	69,618	-	884,123	994,687	2,097,481
23	Prepayments	633,521	399,802	270,737	1,304,060	1,035,002	465,071
24	Miscellaneous Current Assets	2,949,344	3,641,676	-	6,591,021	6,773,152	7,885,722
25	Total	12,802,923	12,659,920	1,362,193	26,825,036	26,614,605	48,531,805
26	<u>Deferred Charges</u>						
27	Unamortized Debt Expense	-	-	962,393	962,393	734,200	658,869
28	Abandoned Property	74,930	25,000	-	99,930	278,100	206,027
29	Other - Deferred Debits	26,439,683	22,476,236	-	48,915,919	47,067,677	57,020,746
30	Total Deferred Charges	26,514,614	22,501,236	962,393	49,978,242	48,079,976	57,885,642
31	Total Assets & Deferred Charges	\$ 115,265,163	\$ 129,749,902	\$ 2,324,586	\$ 247,339,650	\$ 231,954,282	\$ 245,441,416

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
STOCKHOLDERS EQUITY & LIABILITIES
12 MONTHS ENDED DECEMBER 31, 2010

LINE NO.	(1) Category	(2) New Hampshire	(3) Maine	(4) Common	(5) Consolidated December 31, 2010	(6) Consolidated December 31, 2009	(7) Consolidated December 31, 2008
1	<u>Capitalization</u>						
2	Common Stock	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
3	Paid in Capital	-	-	73,199,000	73,199,000	65,699,000	65,699,000
4	Earned Surplus	856,466	(792,556)	(736,144)	(672,234)	1,743,856	1,008,915
5	Stockholders Equity	856,466	(792,556)	72,463,856	72,527,766	67,443,856	66,708,915
6	<u>Long Term Debt</u>						
7	Bonds and Notes	-	-	105,000,000	105,000,000	80,000,000	80,000,000
8	Total	-	-	105,000,000	105,000,000	80,000,000	80,000,000
9	<u>Current and Accrued Liabilities</u>						
10	Accounts Payable	(132,669)	9,219	12,389,583	12,266,132	10,643,267	31,486,692
11	Notes Payable to Associated Co.	-	-	29,050,170	29,050,170	42,844,239	8,398,466
12	A/P to Associated Co's	-	-	3,457,987	3,457,987	4,055,076	33,736,129
13	Customer Deposits	672,184	685,796	-	1,357,979	1,811,181	1,772,478
14	Dividends Declared	-	-	620,000	620,000	1,766,000	695,509
15	Interest Accrued	-	-	943,949	943,949	463,454	447,473
16	Income & Franchise Tax Liabilities	1,932	-	-	1,932	-	-
17	Other Tax Liabilities	(7,953)	(5,798)	23,362	9,612	1,161,430	(723,664)
18	Other Accrued Liabilities	465,130	1,695,874	7,586,394	9,747,399	8,421,769	11,877,757
19	Total	998,624	2,385,091	54,071,444	57,455,159	71,166,417	87,690,839
20	<u>Deferred Credits</u>						
21	Deferred Taxes In Rate Base	(2,897,601)	(5,309,112)	-	(8,206,713)	(6,228,869)	(8,428,972)
22	Other Deferred Taxes	3,675,716	3,075,135	-	6,750,850	7,312,942	7,528,405
23	Other Deferred Credits	5,691,729	8,120,859	-	13,812,589	12,259,935	11,942,228
24	Total	6,469,844	5,886,882	-	12,356,726	13,344,009	11,041,662
25	Total Stockholders Equity & Liabilities	\$ 8,324,934	\$ 7,479,416	\$ 231,535,300	\$ 247,339,651	\$ 231,954,282	\$ 245,441,416

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
RATE BASE
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-5
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) REFERENCE	(3) TEST YEAR ⁽¹⁾ AVERAGE	(4) 5 QUARTER AVERAGE	(5) ADJUSTMENTS TO REFLECT RATE BASE AT DECEMBER 31, 2010	(6) RATE BASE AT DECEMBER 31, 2010	(7) PRO FORMA ADJUSTMENTS	(8) PRO FORMA RATE BASE AT DECEMBER 31, 2010
1	UTILITY PLANT IN SERVICE	RevReq-5-1, 5-3, 3-Audit & 3-CIS Billing	\$ 123,197,953	\$121,659,251	\$ 7,165,763	\$ 128,825,014	\$ 2,340,772	\$ 131,165,786
2	LESS: RESERVE FOR DEPRECIATION & AMORTIZATION	RevReq-5-1, 5-3 & 3-Settlement	46,083,980	46,157,509	1,783,581	47,941,090	1,017,627	48,958,717
3	NET UTILITY PLANT		77,113,974	75,501,742	5,382,182	80,883,924	1,323,145	82,207,069
4	ADD: M&S INVENTORIES	RevReq-5-1	798,052	897,427	(76,564)	820,863	-	820,863
5	CASH WORKING CAPITAL ⁽²⁾	RevReq-5-2	180,162	180,162	-	180,162	2,936	183,098
6	PREPAYMENTS	RevReq-5-1	212,928	98,060	121,218	219,278	-	219,278
7	SUB-TOTAL		1,191,141	1,175,649	44,654	1,220,302	2,936	1,223,239
8	LESS: NET DEFERRED INCOME TAXES	RevReq-5-1, 5-4 & 3-Settlement	(2,688,968)	(2,604,973)	(292,627)	(2,897,600)	15,769,097	12,871,497
9	CUSTOMER ADVANCES	RevReq-5-1	324,234	324,234	-	324,234	-	324,234
10	CUSTOMERS DEPOSITS	RevReq-5-1	744,526	688,390	(16,206)	672,184	-	672,184
11	SUB-TOTAL		(1,620,208)	(1,592,349)	(308,833)	(1,901,182)	15,769,097	13,867,915
12	RATE BASE		<u>\$ 79,925,323</u>	<u>\$ 78,269,740</u>	<u>\$ 5,735,669</u>	<u>\$ 84,005,408</u>	<u>\$ (14,443,015)</u>	<u>\$ 69,562,393</u>
13	NET OPERATING INCOME APPLICABLE TO RATE BASE		\$ 4,026,908	\$ 4,026,908		\$ 4,026,908		\$ 3,380,106
14	RATE OF RETURN		5.04%	5.14%		4.79%		4.86%

Notes:

(1) Two Point Average

(2) Computed Working Capital Based on Test Year O&M Expenses

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
RATE BASE ITEMS
QUARTERLY BALANCES

Schedule RevReq-5-1
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) DECEMBER 31 2010	(3) SEPTEMBER 30 2010	(4) JUNE 30 2010	(5) MARCH 31 2010	(6) DECEMBER 31 2009	(7) 5 QUARTER AVERAGE
	Utility Plant in Service						
1	Plant In Service	\$ 118,937,057	114,741,333	\$ 113,813,685	\$ 113,220,824	\$ 112,822,372	\$ 114,707,054
2	Completed Construction Not Classified	9,887,957	10,049,413	4,863,913	5,211,184	4,748,520	6,952,197
3	Total Utility Plant in Service	128,825,014	124,790,746	118,677,598	118,432,008	117,570,892	121,659,251
4	Depreciation & Amortization Reserves	\$ (47,941,090)	\$ (47,083,444)	\$ (46,132,583)	\$ (45,403,557)	\$ (44,226,869)	\$ (46,157,509)
	Add:						
	M&S Inventories						
5	Material and Supplies	778,820	929,194	905,065	737,813	738,076	817,794
6	Stores Expense Undistributed	42,043	155,709	67,647	95,602	37,164	79,633
7	Total M&S Inventories	\$ 820,863	\$ 1,084,903	\$ 972,712	\$ 833,415	\$ 775,240	\$ 897,427
	Prepayments						
8	Prepayments - Other	408,637	39,884	276,607	47,834	204,054	195,403
9	Prepayments Pension	177,633	260,730	243,023	230,315	297,607	241,862
10	Prepayments OPEB	(366,993)	(356,098)	(313,873)	(363,978)	(295,083)	(339,205)
11	Total Prepayments	\$ 219,278	\$ (55,483)	\$ 205,757	\$ (85,829)	\$ 206,578	\$ 98,060
12	Cash Working Capital	180,162	180,162	180,162	180,162	180,162	180,162
	Less:						
	Total Deferred Income Taxes						
13	Def Inc Tax - Accel Depr	(3,350,219)	(2,859,299)	(2,690,979)	(2,659,727)	(2,706,879)	(2,853,421)
14	Def Inc Tax - FAS 87 / 106	241,753	122,756	61,829	(39,318)	2,719	77,948
15	Def Inc Tax - Bad Debt	(23,037)	(46,986)	(119,015)	(124,766)	(40,206)	(70,802)
16	Def Inc Tax - Prepaid Property Tax	118,210	8,116	106,957	(8,010)	77,658	60,586
17	Def Inc Tax - Def Rate Case Costs	60,841	72,693	72,693	167,928	139,210	102,673
18	Def Inc Tax - Unamort ITC (Acct 255)	71,077	75,558	80,955	86,352	91,749	81,138
19	Def Inc Tax - Accum Non-Current	(13,780)	(15,052)	(17,239)	(19,426)	(21,613)	(17,422)
20	Def Inc Tax - Insurance Claim	(2,445)	(22,973)	(22,973)	(22,973)	(22,973)	(18,867)
21	Def Inc Tax - Other	-	165,968	-	-	-	33,194
22	Total Deferred Income Taxes	(2,897,600)	(2,499,219)	(2,527,772)	(2,619,940)	(2,480,335)	(2,604,973)
23	Customer Advances	324,234	324,234	324,234	324,234	324,234	324,234
24	Customer Deposits	672,184	596,363	666,824	689,711	816,867	688,390
25	Rate Base	\$ 84,005,408	\$ 80,495,505	\$ 75,440,359	\$ 75,562,194	\$ 75,845,237	78,269,741

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
CASH WORKING CAPITAL
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-5-2
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) REFERENCE	(3) TEST YEAR ACTUAL	(4) PRO FORMA ADJUSTMENTS	(5) TEST YEAR PRO FORMA
1	Distribution O&M Expense	Schedule RevReq-2	8,757,256	233,912	8,991,168
2	Taxes and Interest Expense		<u>5,594,606</u>		<u>5,594,606</u>
3	Total		\$ 14,351,862	\$ 233,912	\$ 14,585,774
4	Cash Working Capital Requirement:				
5	Other O&M Expense Days Lag (1) / 365	4.58 days	<u>1.2553%</u>	<u>1.2553%</u>	<u>1.2553%</u>
6	Total Cash Working Capital	Line 5 X Line 3	<u>\$ 180,162</u>	<u>\$ 2,936</u>	<u>\$ 183,098</u>

Notes

7 (1) Based on Lead Lag study revised 12/15/11.

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
SUPPLEMENTAL PLANT PRO FORMA ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-5-3
March 13, 2012

(1)	(2)
LINE NO.	BALANCE 12/31/2010
1 Plant in Service	
2 New Hampshire	
3 304 Land - Barberry Lane	6,816
4 305 Structures & Improvements	161,860
5 311 LP Gas Equipment	373,862
6 320 Other Equipment	7,640
7 321 LNG Equipment	56,861
8 Total NH	607,039
9 Maine	
10 304 Land - Portland	101,108
11 305 Structures & Improvements	187,346
12 311 LP Gas Equipment	1,398,895
13 320 Other Equipment	62,375
14 360 Land - Lewiston	58,301
15 361 Structures & Improvements	376,184
16 362 Gas Holders	3,152,388
17 363 Other Equipment	87,313
18 Total ME	5,423,909
19 Total Plant in Service NH and ME	6,030,947
20 NH Allocation Via Annual Proportional Responsibility Factor	48.64% 2,933,453
21 ME Allocation Via Annual Proportional Responsibility Factor	51.36% 3,097,495
22 Depreciation Reserve	
23 New Hampshire	
24 305 Structures & Improvements	129,465
25 311 LP Gas Equipment	395,691
26 320 Other Equipment	2,756
27 321 LNG Equipment	59,217
28 Total NH	587,130
29 Maine	
30 305 Structures & Improvements	62,752
31 311 LP Gas Equipment	985,192
32 320 Other Equipment	41,619
33 361 Structures & Improvements	92,422
34 362 Gas Holders	2,279,104
35 363 Other Equipment	97,557
36 Total ME	3,558,646
37 Total Depreciation Reserve NH and ME	4,145,776
38 NH Allocation Via Annual Proportional Responsibility Factor	48.64% 2,016,505
39 ME Allocation Via Annual Proportional Responsibility Factor	51.36% 2,129,271
40 Supplemental Plant Adjustment	
41 NH Supplemental Plant Adjustment (Line 20 - Line 8)	2,326,414
42 ME Supplemental Plant Adjustment (Line 21 - Line 18)	(2,326,414)
43 Supplemental Depreciation Reserve Adjustment	
44 NH Supplemental Plant Adjustment (Line 38 - Line 28)	1,429,376
45 ME Supplemental Plant Adjustment (Line 39 - Line 36)	(1,429,376)

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
 DEFERRED INCOME TAX PRO FORMA ADJUSTMENT
 SETTLEMENT ADJUSTMENTS PURSUANT TO DG 08-048 AND DG 08-079
 12 MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-5-4
 March 13, 2012

LINE NO.	(1) DESCRIPTION	(2)	
		DECEMBER 31 2010	
1	Nisource Original Plant Federal and State DIT Basis	\$	12,033,170
2	Unitil Acquired Plant Federal and State DIT Basis		(2,810,513)
3	Greater of Line 1 or Line 2 to be Utilized as DIT Basis Per Stipulation	\$	<u>12,033,170</u>
4	Post-Acquisition Capital Expenditures Federal and State DIT Basis	\$	692,773
5	Net Operating Loss DIT Related to 2010 Tax Year		(470,159)
6	Total Plant and Capex Federal and State DIT to be Used in Rate Base (Line 3 + Line 4 + Line 5)	\$	<u>12,255,784</u>
7	Less Test Year: Def Inc Tax - Accel Depr		<u>(3,350,219)</u>
8	Required Pro Forma Adjustment (Line 6 - Line 7)	\$	<u>15,606,003</u>

NORTHERN UTILITIES, INC.

WEIGHTED COST OF CAPITAL
DECEMBER 31, 2010 PRO FORMA

Schedule RevReq-6
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) AMOUNT	(3) PROFORMA ADJUSTMENT	(4) PROFORMED AMOUNT	(5) WEIGHT	(6) COST OF CAPITAL	(7) WEIGHTED COST OF CAPITAL	(8) REFERENCE
1	COMMON STOCK EQUITY	\$ 72,527,766	\$ -	\$72,527,766	40.25%	9.50%	3.82%	RevReq 6-1 & 6-2
2	PREFERRED STOCK EQUITY	-	-	-	-	-	-	RevReq 6-1 & 6-3
3	LONG TERM DEBT	105,000,000	-	105,000,000	58.28%	5.81%	3.39%	RevReq 6-1 & 6-4
4	SHORT TERM DEBT	2,651,480	-	2,651,480	1.47%	2.28%	0.03%	RevReq 6-1 & 6-5
5	TOTAL	<u>\$ 180,179,245</u>	<u>\$ -</u>	<u>\$ 180,179,245</u>	<u>100.00%</u>		<u>7.24%</u>	

NORTHERN UTILITIES, INC.
CAPITAL STRUCTURE FOR RATEMAKING PURPOSES
DECEMBER 31, 2010 PRO FORMA

Schedule RevReq-6-1
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) AMOUNT	(3) PROFORMA ADJUSTMENT	(4) PROFORMA AMOUNT	(5) PERCENT
1	Common Stock Equity				
2	Common Stock	\$ 1,000	-	1,000	
3	Misc. Paid In Capital	73,199,000	-	73,199,000	
4	Retained Earnings	<u>(672,234)</u>	<u>-</u>	<u>(672,234)</u>	
5	Total Common Stock Equity	72,527,766	-	72,527,766	40.25%
6	Preferred Stock Equity	-	-	-	-
7	Long-Term Debt	105,000,000	-	105,000,000	58.28%
8	Short-Term Debt (1)	<u>2,651,480</u>	<u>-</u>	<u>2,651,480</u>	<u>1.47%</u>
9	Total	<u>\$ 180,179,245</u>	<u>\$ -</u>	<u>\$ 180,179,245</u>	<u>100.0%</u>
10	(1) Reference Schedule RevReq-6-5				

**NORTHERN UTILITIES, INC.
COST OF COMMON EQUITY CAPITAL
DECEMBER 31, 2010**

**Schedule RevReq-6-2
March 13, 2012**

**THE INFORMATION CONCERNING THE COST OF COMMON EQUITY CAPITAL IS PROVIDED
IN THE TESTIMONY AND EXHIBITS OF DR. SAMUEL C. HADAWAY**

**NORTHERN UTILITIES, INC.
WEIGHTED AVERAGE COST OF PREFERRED STOCK
DECEMBER 31, 2010**

**Schedule RevReq-6-3
March 13, 2012**

NORTHERN UTILITIES, INC. DOES NOT HAVE PREFERRED STOCK OUTSTANDING

NORTHERN UTILITIES, INC.
WEIGHTED AVERAGE COST OF LONG-TERM DEBT
DECEMBER 31, 2010 PRO FORMA

Schedule RevReq-6-4
Page 1 of 2
March 13, 2012

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
<u>CURRENT LONG-TERM DEBT</u>													
LINE NO.	ISSUE	DATE ISSUED	TERM	FACE VALUE	OUTSTANDING AMOUNT	ISSUANCE COSTS	NET PROCEEDS RATIO [(5)-(7)/(5)]	UNAMORTIZED ISSUANCE COSTS	NET PROCEEDS OUTSTANDING (6)-(9)	ANNUAL ISSUANCE COST	ANNUAL INTEREST COST Rate * (6)	TOTAL ANNUAL COST (11)+(12)	COST RATE BASED ON NET PROCEEDS (13)/[(6)-(9)]
1	6.95%	Sr. Notes	12/3/2008 10 Yrs	\$ 30,000,000	\$ 30,000,000	\$ 266,834	99.11%	\$ 211,429	\$ 29,788,571	\$ 26,707	\$ 2,085,000	\$ 2,111,707	7.09%
2	7.72%	Sr. Notes	12/3/2008 30 Yrs	50,000,000	50,000,000	435,899	99.13%	405,741	49,594,259	14,534	3,860,000	3,874,534	7.81%
3	5.29%	Sr. Notes	3/2/2010 10 Yrs	25,000,000	25,000,000	376,390	98.49%	345,223	24,654,777	31,167	1,322,500	1,353,667	5.49%
4	Total			\$ 105,000,000	\$ 105,000,000	\$ 1,079,123		\$ 962,393	\$ 104,037,607	\$ 72,408	\$ 7,267,500	\$ 7,339,908	7.06%

STIPULATED LONG-TERM DEBT

LINE NO.	ISSUE	DATE ISSUED	TERM	FACE VALUE	OUTSTANDING AMOUNT	ISSUANCE COSTS	NET PROCEEDS RATIO [(5)-(7)/(5)]	UNAMORTIZED ISSUANCE COSTS	NET PROCEEDS OUTSTANDING (6)-(9)	ANNUAL ISSUANCE COST	ANNUAL INTEREST COST Rate * (6)	TOTAL ANNUAL COST (11)+(12)	COST RATE BASED ON NET PROCEEDS (13)/[(6)-(9)]
1	4.80%	Sr. Notes	6/1/2003 10 Yrs	\$ 60,000,000	\$ 60,000,000	N/A	N/A	\$ 104,264	\$ 59,895,736	\$ 43,144	\$ 2,880,000	\$ 2,923,144	4.88%
2	Total			\$ 60,000,000	\$ 60,000,000	N/A		\$ 104,264	\$ 59,895,736	\$ 43,144	\$ 2,880,000	\$ 2,923,144	4.88%

NORTHERN UTILITIES, INC.
WEIGHTED AVERAGE COST OF LONG-TERM DEBT
DECEMBER 31, 2010 PRO FORMA

Schedule RevReq-6-4
Page 2 of 2
March 13, 2012

LINE NO.	(1)	(2)	(3)	(4)	(5)
		AMOUNT	WEIGHT	COST RATE	WEIGHTED COST
1	Stipulated Long-Term Debt	\$ 60,000,000	57.14%	4.88%	2.79%
2	Remaining Total Long-Term Debt at Unutil's Current Long-Term Debt Cost Rate	45,000,000	42.86%	7.06%	3.03%
4	Pro Forma Total Long-Term Debt	<u>\$ 105,000,000</u>	<u>100.00%</u>		<u>5.81%</u>

**NORTHERN UTILITIES, INC.
DISTRIBUTION SHORT-TERM DEBT
AVERAGE TWELVE MONTHS ENDED DECEMBER 31, 2010**

**Schedule RevReq-6-5
Page 1 of 2
March 13, 2012**

LINE NO.	(1)	(2) AMOUNT
1	Average Short-Term Debt Balance	\$ 14,743,709
2	Average Accrued Revenue Net of Unbilled	(6,585,294)
3	Purchased Gas Working Capital	(3,206,914)
4	Average Margin Hedging Balance	(2,300,021)
5	Short-Term Debt Balance Used in Capital Structure	<u>\$ 2,651,480</u>

NORTHERN UTILITIES, INC.
COST OF SHORT-TERM DEBT
FOR THE TWELVE MONTHS ENDED DECEMBER 31, 2010

Schedule RevReq-6-5
Page 2 of 2
March 13, 2012

LINE NO.	(1) MONTH	(2) MONTH-END AMOUNT OUTSTANDING	(3) AVERAGE DAILY BORROWINGS	(4) MONTHLY SHORT-TERM INTEREST	(5) INTEREST RATE (1)
1	January 2010	\$ 45,164,198	\$ 43,140,905	\$ 82,899	2.26%
2	February 2010	33,788,814	32,471,741	56,300	2.26%
3	March 2010	2,710,824	6,034,661	11,607	2.26%
4	April 2010	-	330,366	622	2.29%
5	May 2010	-	-	-	N/A
6	June 2010	2,597,225	341,489	625	2.23%
7	July 2010	4,793,155	3,773,853	7,583	2.37%
8	August 2010	11,598,374	8,112,580	15,895	2.31%
9	September 2010	17,460,127	14,715,058	27,663	2.29%
10	October 2010	20,759,671	18,905,144	36,732	2.29%
11	November 2010	23,031,390	21,940,087	41,191	2.28%
12	December 2010	29,050,170	27,158,618	52,896	2.29%
13	Average for the Year		14,743,709		2.28%

Notes

(1) The Interest Rate is calculated as follows: [Column (4) / # of days in month * 365] / Column (3).

NORTHERN UTILITIES, INC.
HISTORICAL CAPITAL STRUCTURE
DECEMBER 31, 200X

Schedule RevReq-6-6
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) 2010	(3) 2009	(4) 2008
1	Common Stock Equity	\$ 72,527,766	\$ 67,443,856	\$ 66,708,915
2	Preferred Stock Equity	-	-	-
3	Long-Term Debt	105,000,000	80,000,000	80,000,000
4	Short-Term Debt (Year-End)	29,050,170	42,844,239	8,398,466
5	Total	<u>\$ 206,577,935</u>	<u>\$ 190,288,096</u>	<u>\$ 155,107,381</u>

NORTHERN UTILITIES, INC.
HISTORICAL CAPITALIZATION RATIOS
DECEMBER 31, 200X

Schedule RevReq-6-7
March 13, 2012

LINE NO.	(1) DESCRIPTION	(2) 2010	(3) 2009	(4) 2008
1	Common Stock Equity	35.11%	35.44%	43.01%
2	Preferred Stock Equity	-	-	-
3	Long-Term Debt	50.83%	42.04%	51.58%
4	Short-Term Debt (Year-End)	14.06%	22.52%	5.41%
5	Total	100.00%	100.00%	100.00%

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
2011 NON-REVENUE PRODUCING CAPITAL STEP ADJUSTMENT

Schedule RevReq-Non-Revenue Capital Step
March 13, 2012

Capital Expenditures

2011 Actual Non-Growth Capital Expenditures With Overhead⁽¹⁾ 6,337,000

Rate Base

Beginning Utility Plant	-
Utility Plant Additions	6,337,000
Ending Utility Plant	6,337,000

Beginning Accumulated Depreciation	-
Depreciation	106,145
Ending Accumulated Depreciation	106,145

Net Utility Plant	6,230,855
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Less: Deferred Income Taxes	10,040
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Rate Base	6,220,815
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Revenue Requirement

Rate Base	6,220,815
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Pre-Tax Rate of Return	9.75%
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Return and Related Income Taxes	606,529
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Annualized Depreciation	212,290
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Annualized Property Taxes (\$13.05 / \$1,000)	-
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Revenue Requirement	818,819
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Supporting Schedules

Book Depreciation

2011	212,290
Total	212,290

Tax Depreciation

2011	237,638
Total	237,638

Tax-Book Difference	25,348
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ADIT Additions	39.61%	10,040
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Accumulated ADIT		10,040
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(1) Based on NH PUC audit report.

**NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
WORKPAPERS SUPPORTING REVENUE REQUIREMENT
12 MONTHS ENDED DECEMBER 31, 2010**

	2009 Base	2009 Flowthru	Total	2010 Base	2010 Flowthru	Total
OPERATING REVENUES						
Sales:						
Residential (480)	\$7,911,390.73	\$18,303,227.29	\$26,214,618.02	\$7,783,669.60	\$15,444,358.69	\$23,228,028.29
General Service (481)	5,558,250.84	23,969,202.65	29,527,453.49	5,068,406.58	17,435,448.64	22,503,855.22
Firm Transport Revenues (484, 489) (External)	4,171,805.96	573,516.11	4,745,322.07	4,435,772.89	458,414.32	4,894,187.21
Interruptible (481.04)	0.00	0.00	0.00	0.00	0.00	0.00
Sales for Resale (483)	0.00	475,888.74	475,888.74	0.00	8,360,618.97	8,360,618.97
Other Sales (495)	795,989.62	(5,616,113.08)	(4,820,123.46)	435,192.84	2,980,243.19	3,415,436.03
Total Sales (Non External Supplier)	18,437,437.15	37,705,721.71	56,143,158.86	17,723,041.91	44,679,083.81	62,402,125.72
Other Operating Revenues:						
Late Charge (487)	171,623.25	0.00	171,623.25	123,278.97	0.00	123,278.97
Misc. Service Revenues (488)	810,465.43	0.00	810,465.43	920,096.37	0.00	920,096.37
Rent from Property (493)	0.00	0.00	0.00	0.00	0.00	0.00
Other Revenues	108,515.22	47,851.50	156,366.72	121,164.00	0.00	121,164.00
Total Other Operating Revenues	1,090,603.90	47,851.50	1,138,455.40	1,164,539.34	0.00	1,164,539.34
TOTAL OPERATING REVENUES	19,528,041.05	37,753,573.21	57,281,614.26	18,887,581.25	44,679,083.81	63,566,665.06
OPERATING EXPENSES						
Operation & Maint. Expenses:						
Production (710-813)	208,889.36	35,725,115.77	35,934,005.13	200,478.50	42,501,298.56	42,701,777.06
Transmission (850-857)	20,723.77	0.00	20,723.77	31,504.31	0.00	31,504.31
Distribution (870-894) (586)	3,212,948.85	0.00	3,212,948.85	3,082,543.96	0.00	3,082,543.96
Cust. Accounting (901-905)	745,653.65	159,723.20	905,376.85	1,661,415.10	160,112.63	1,821,527.73
Cust. Service & Info (906-910)	2,840.00	712,280.47	715,120.47	2,357.00	912,845.56	915,202.56
Sales Expenses (911-916)	0.00	0.00	0.00	0.00	0.00	0.00
Admin. & General (920-935)	3,222,561.04	0.00	3,222,561.04	4,203,508.47	0.00	4,203,508.47
Total O & M Expenses	7,413,616.67	36,597,119.44	44,010,736.11	9,181,807.34	43,574,256.75	52,756,064.09
Other Operating Expenses:						
Deptrtn. & Amort. (403-407)	3,833,814.25	0.00	3,833,814.25	4,244,804.65	0.00	4,244,804.65
Taxes-Other Than Inc. (408)	1,298,496.36	0.00	1,298,496.36	1,648,288.06	0.00	1,648,288.06
Federal Income Tax (409)	1,394,023.00	0.00	1,394,023.00	(1,739,140.81)	0.00	(1,739,140.81)
State Franchise Tax (409)	608,752.00	0.00	608,752.00	(430,436.78)	0.00	(430,436.78)
Def. Income Taxes (410,411)	(53,844.00)	0.00	(53,844.00)	2,750,647.06	0.00	2,750,647.06
Total Other Operating Expenses	7,081,241.61	0.00	7,081,241.61	6,474,162.18	0.00	6,474,162.18
TOTAL OPERATING EXPENSES	14,494,858.28	36,597,119.44	51,091,977.72	15,655,969.52	43,574,256.75	59,230,226.27
NET UTILITY OPERATING INCOME	5,033,182.77	1,156,453.77	6,189,636.54	3,231,611.73	1,104,827.06	4,336,438.79
OTHER INCOME & DEDUCTIONS						
Other Income:						
Other (415- 421)	120,389.51	1,438.40	121,827.91	205,536.05	(20,056.15)	185,479.90
Other Income Deduc. (425, 426)	63,167.07	0.00	63,167.07	97,467.72	0.00	97,467.72
Taxes Other than Income Taxes:						
Income Tax, Other Inc & Ded	23,236.00	0.00	23,236.00	34,861.66	0.00	34,861.66
Net Other Income & Deductions	33,986.44	1,438.40	35,424.84	73,206.67	(20,056.15)	53,150.52
GROSS INCOME	5,067,169.21	1,157,892.17	6,225,061.38	3,304,818.40	1,084,770.91	4,389,589.31
Interest Charges (427 - 432)	3,300,464.72	14,227.16	3,314,691.88	3,524,133.87	8,989.51	3,533,123.38
NET INCOME	\$1,766,704.49	\$1,143,665.01	\$2,910,369.50	(\$219,315.47)	\$1,075,781.40	\$856,465.93
Net Income Check: (should be zero)	0.00	0.00	0.00	0.00	0.00	0.00

	Demand COG Peak	Demand COG Off Peak	Working Capital Peak	Working Capital Off Peak	Bad Debt Peak	Bad Debt Off Peak	Residential Low Income	Energy Efficiency	Environ Response Costs	Total	Cost of Gas Total	LDAC Flowthrough Total
OPERATING REVENUES												
Sales:												
Residential (480)	\$12,749,001.59	\$2,092,774.05	\$23,916.36	\$780.20	\$77,528.77	\$6,927.93	\$82,073.84	\$324,176.85	\$87,179.10	\$15,444,358.69	\$14,950,928.90	\$493,429.79
General Service	14,299,133.66	2,695,627.77	26,799.74	1,140.31	87,050.76	8,930.96	94,939.03	121,072.98	100,753.43	17,435,448.64	17,118,683.20	316,765.44
Firm Transport Revenues (489)	39,468.20	0.00	0.00	0.00	0.00	0.00	120,501.21	169,188.99	129,255.92	458,414.32	39,468.20	418,946.12
Interruptible	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sales for Resale (483)	7,680,424.28	680,194.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,360,618.97	8,360,618.97	0.00
Other Sales (495)	2,495,785.59	275,298.15	(33,515.88)	935.42	(27,266.40)	6,940.61	(96,766.29)	358,831.99	0.00	2,980,243.19	2,718,177.49	262,065.70
Total Sales	37,263,813.32	5,743,894.66	17,200.22	2,855.93	137,313.13	22,799.50	200,747.79	973,270.81	317,188.45	44,679,083.81	43,187,876.76	1,491,207.05
Other Operating Revenues:												
Late Charge (487)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Misc. Service Revenues (488)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rent from Property (493)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Revenues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Operating Revenues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING REVENUES	37,263,813.32	5,743,894.66	17,200.22	2,855.93	137,313.13	22,799.50	200,747.79	973,270.81	317,188.45	44,679,083.81	43,187,876.76	1,491,207.05
OPERATING EXPENSES												
Operation & Maint. Expenses:												
Production (710-813)	36,471,476.45	5,712,633.66	0.00	0.00	0.00	0.00	0.00	0.00	317,188.45	42,501,298.56	42,184,110.11	317,188.45
Other Pwr Supp Exp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Transmission (850-857)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Distribution (870-894)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cust. Accounting (901-905)	0.00	0.00	0.00	0.00	137,313.13	22,799.50	0.00	0.00	0.00	160,112.63	160,112.63	0.00
Cust. Service & Info (906-910)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	912,845.56	0.00	912,845.56	0.00	912,845.56
Sales Expenses (911-916)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Admin. & General (920-935)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total O & M Expenses	36,471,476.45	5,712,633.66	0.00	0.00	137,313.13	22,799.50	0.00	912,845.56	317,188.45	43,574,256.75	42,344,222.74	1,230,034.01
Other Operating Expenses:												
Deprtn. & Amort. (403-407)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Taxes-Other Than Inc. (408)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Federal Income Tax (409)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
State Franchise Tax (409)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Def. Income Taxes (410,411)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Inv. Tax Credit Adj. (411)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Operating Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	36,471,476.45	5,712,633.66	0.00	0.00	137,313.13	22,799.50	0.00	912,845.56	317,188.45	43,574,256.75	42,344,222.74	1,230,034.01
NET UTILITY OPERATING INCOME	792,336.87	31,261.00	17,200.22	2,855.93	0.00	0.00	200,747.79	60,425.25	0.00	1,104,827.06	843,654.02	261,173.04
OTHER INCOME & DEDUCTIONS												
Other Income:												
AFUDC - Other Funds (41901)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other (415- 421)	0.00	0.00	(17,200.22)	(2,855.93)	0.00	0.00	0.00	0.00	0.00	(20,056.15)	(20,056.15)	0.00
Other Income Deduc. (425, 426)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Extraordinary Item 2001												
Taxes Other than Income Taxes												
Income Tax, Other Inc & Ded	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Other Income & Deductions	0.00	0.00	(17,200.22)	(2,855.93)	0.00	0.00	0.00	0.00	0.00	(20,056.15)	(20,056.15)	0.00
Extraordinary Income - (434-435)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
GROSS INCOME	792,336.87	31,261.00	0.00	0.00	0.00	0.00	200,747.79	60,425.25	0.00	1,084,770.91	823,597.87	261,173.04
Interest Charges (427 - 432)	8,989.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,989.51	8,989.51	0.00
NET INCOME	\$783,347.36	\$31,261.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200,747.79	\$60,425.25	\$0.00	\$1,075,781.40	\$814,608.36	261,173.04

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
COST OF GAS OPERATING INCOME STATEMENT
12 MONTHS ENDED DECEMBER 31, 2010

Workpaper - Cost of Gas
March 13, 2012

	(1)	(2)	(3)	(4)
LINE NO.	DESCRIPTION	TEST YEAR COST OF GAS	LESS: INDIRECT PRODUCTION & O.H.	COST OF GAS EXCL. PROD. & O.H.
	OPERATING REVENUES			
1	TOTAL SALES	43,187,877	814,608	42,373,268
2	TOTAL OTHER OPERATING REVENUES	-	-	-
3	TOTAL OPERATING REVENUES	43,187,877	814,608	42,373,268
	OPERATING EXPENSES:			
4	PRODUCTION	42,184,110	-	42,184,110
5	TRANSMISSION	-	-	-
6	DISTRIBUTION	-	-	-
7	CUSTOMER ACCOUNTING	160,113	-	160,113
8	CUSTOMER SERVICE	-	-	-
9	SALES EXPENSES	-	-	-
10	ADMINISTRATIVE & GENERAL	-	-	-
11	DEPRECIATION	-	-	-
12	AMORTIZATIONS	-	-	-
13	TAXES OTHER THAN INCOME	-	-	-
14	FEDERAL INCOME TAX	-	-	-
15	STATE INCOME TAX	-	-	-
16	DEFERRED FEDERAL & STATE INCOME TAXES	-	-	-
17	INTEREST ON CUSTOMER DEPOSITS	-	-	-
18	TOTAL OPERATING EXPENSES	42,344,223	-	42,344,223
19	NET OPERATING INCOME	843,654	814,608	29,046

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION
Union and Nonunion Payroll/Compensation 1/
12 Months Ended December 31, 2010

Workpaper Payroll 1
March 13, 2012

LINE NO.	DESCRIPTION (a)	Amount (b)		
1	Union Weekly Payroll	2,278,448		
2	Nonunion			
3	Hourly	126,500		
3	Salaried	476,430		
4	Total Payroll	<u>2,881,377</u>		
5	Incentive Comp			
6	Hourly	4,708		
6	Salaried	20,394		
7	Total Incentive Comp	<u>25,102</u>		
8	Payroll & Incentive Comp/Bonus			
8	Hourly	131,208		
9	Salaried	496,824		
10	Total Non union	<u>628,032</u>		
11	Total Northern-NH	<u><u>2,906,479</u></u>		
			Payroll	Incentive Comp
12	Total NU-NH Payroll / Compensation	2,881,377	25,102	2,906,479
13	Amount Charged to Capital	1,050,838 2/	15,814 3/	1,066,653
14	Total Test Year O&M Payroll/Compensation	<u><u>1,830,539</u></u>	<u><u>9,288</u></u>	<u><u>1,839,827</u></u>

1/ From the ADP Payroll Registers for the period ending December 31, 2010.

2/ Capitalization Rate from Workpaper 2, Page 2 36.47%.

3/ Capitalization Rate from Workpaper 2, Page 3 - 63%

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
Capitalized Payroll/Compensation 1/
12 Months Ended December 31, 2010

LINE NO.	DESCRIPTION	HOURLY	NONUNION SALARY	TOTAL
1	Regular Payroll 12 Months Ended 12/31/10 (1)	\$ 126,500	\$ 476,430	\$ 602,930
2	2011 Increase (2)	3,795	14,293	18,088
3	Proformed Payroll for 2011 Increase	130,295	490,723	621,018
4	Capitalized at 36.47% (3)	47,519	178,967	226,485
5	Regular Payroll to O&M	82,777	311,756	394,533
6	Incentive Comp 12 Months Ended 12/31/10	4,708	20,394	25,102
7	2011 Increase (2)	141	612	753
8	Proformed Incentive Comp for 2011 Increase	4,849	21,006	25,855
9	Capitalized at 63.0% (4)	3,055	13,234	16,289
10	Incentive Comp to O&M	1,794	7,772	9,566
11	Total Payroll/Compensation Proformed for 2011 Rate Increase	135,144	511,728	646,873
12	Amounts Chargeable to Capital (L. 4 + L. 9)	50,574	192,200	242,774
13	O&M Payroll/Compensation Proformed	<u>\$ 84,571</u>	<u>\$ 319,528</u>	<u>\$ 404,099</u>

14 (1) See Workpaper 1.

15 (2) Average Increase of 3% effective January 1, 2011.

16 (3) See Workpaper 2, page 2.

17 (4) See Workpaper 2, page 3.

SALARIES AND WAGES
SCHEDULE 27
NU-NEW HAMPSHIRE PERIOD ENDING DECEMBER 2010

Workpaper Payroll 2
Page 2 of 3
March 13, 2012

	12 MONTHS ENDED 12/31/2010	Jobbing Eliminted (1)	Other Payroll Eliminated (2)	%'s	Clearing Accounts Allocated (3)	%'s	Unproductive Time Allocated (4)		Mobile Data System Allocated (5)		Incentive Compensation Allocated (6)	12 MONTHS ENDED 12/31/2010	
OPERATIONS													
PRODUCTION:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
TRANSMISSION:	\$435			0.0%	\$29	0.0%	\$15	0.0%	\$246	0.0%	\$10	\$735	
DISTRIBUTION:	\$821,757			73.9%	\$53,861	73.9%	\$28,983	73.9%	\$464,806	73.9%	\$18,647	\$1,388,054	
CUSTOMER ACCOUNTING:	\$110,984			10.0%	\$7,274	10.0%	\$3,914	10.0%	\$62,775	10.0%	\$2,518	\$187,466	
CUSTOMER SERVICE:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
SALES EXPENSE:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
ADMIN & GENERAL:	\$24,930			2.2%	\$1,634	2.2%	\$879	2.2%	\$14,101	2.2%	\$566	\$42,109	
TOTAL GAS OPERATIONS:	\$958,106				\$62,798		\$33,792		\$541,928		\$21,741	\$1,618,365	
MAINTENANCE													
PRODUCTION:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
TRANSMISSION:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
DISTRIBUTION:	\$153,691			13.8%	\$10,074	13.8%	\$5,421	13.8%	\$86,932	13.8%	\$3,487	\$259,605	
ADMIN & GENERAL:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
TOTAL GAS MAINTENANCE:	\$153,691				\$10,074		\$5,421		\$86,932		\$3,487	\$259,605	
TOTAL OPER & MAIN													
PRODUCTION:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
TRANSMISSION:	\$435			0.0%	\$29	0.0%	\$15	0.0%	\$246	0.0%	\$10	\$735	
DISTRIBUTION:	\$975,449			87.7%	\$63,935	87.7%	\$34,404	87.7%	\$551,738	87.7%	\$22,134	\$1,647,659	
CUSTOMER ACCOUNTING:	\$110,984			10.0%	\$7,274	10.0%	\$3,914	10.0%	\$62,775	10.0%	\$2,518	\$187,466	
CUSTOMER SERVICE:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
SALES EXPENSE:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
ADMIN & GENERAL:	\$24,930			2.2%	\$1,634	2.2%	\$879	2.2%	\$14,101	2.2%	\$566	\$42,109	
TOTAL OPER & MAINT	\$1,111,798			100.0%	\$72,872	30.0%	\$39,212		\$628,860		\$25,228	\$1,877,970	63.53%
CONSTRUCTIONS													
DIRECT PAYROLL:	\$318,267			36.8%	\$28,833	36.8%	\$33,699	36.8%	\$502	36.8%	\$15,821	\$397,121	
CONST OVERHEADS:	\$544,160			63.0%	\$49,297	63.0%	\$57,617	63.0%	\$858	63.0%	\$27,050	\$678,982	
WTRHT OVERHEADS:	\$0			0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	\$0	
COST OF REMOVAL:	\$1,698			0.2%	\$154	0.2%	\$180	0.2%	\$3	0.2%	\$84	\$2,119	
TOTAL CONSTRUCTION:	\$864,124			0.0%	\$78,284	70.0%	\$91,496		\$1,363		\$42,955	\$1,078,222	36.47%
TOTAL OPER & MAINT AND CONSTRUCTION	\$1,975,922				\$151,156		\$130,708		\$630,223		\$68,183	\$2,956,192	
OTHE PAYROLL													
JOBING:	\$1,212	(\$1,212)										\$0	
TEMPORARY SERVICES:	\$0											\$0	
CLEARING ACCOUNTS:	\$151,156				(\$151,156)							\$0	
UNPROD TIME -DR:	\$130,708						(\$130,708.20)					\$0	
OTHER PAYROLL:	\$728,977		(\$30,571)						(\$630,223)		(\$68,183)	\$0	
TOTAL OTHER PAYROLL:	\$1,012,053	(\$1,212)	(\$30,571)		(\$151,156)		(\$130,708)		(\$630,223)		(\$68,183)	\$0	
SCHEDULE 27 GRAND TOTALS :	\$2,987,975	(\$1,212)	(\$30,571)		\$0		\$0		\$0		\$0	\$2,956,192	

- (1) Below the line jobbing payroll eliminated
(2) Below the line mobile data system (MDS)
(3) Consists of Vehicle Clearing and Storeroom Clearing Accounts
Allocation between Capital and Total O&M at 51.8% and 48.2%
(4) Allocated between Capital and Total O&M at 70% and 30%, respectively
(5) See workpaper 2, page 3.

NORTHERN UTILITIES - NEW HAMPSHIRE DIVISION
CAPITALIZED INCENTIVE COMPENSATION
12 MONTHS ENDED DECEMBER 31, 2010

LINE NO.	DESCRIPTION	TOTAL
1	Actual Incentive Compensation Paid in 2010	\$ 25,102
2	2010 Capitalization Rate	63%
3	Amounts Chargeable to Capital (Line 1 * Line 2)	<u>\$ 15,814</u>

Workpaper Payroll 3
March 13, 2012

NORTHERN UTILITIES, INC.
PAYROLL ADJUSTMENT
12 MONTHS ENDED DECEMBER 31, 2010

NORTHERN-NH UNION PAYROLL

LINE NO.	DESCRIPTION	TOTAL
1	YTD Earnings - June 5, 2010 (1)	<u>\$ 988,424</u>

Footnote:

2 (1) From the ADP Payroll Registers.

Workpaper Payroll 4
March 13, 2012

NORTHERN UTILITIES, INC.
CAPITALIZATION BREAKDOWN FOR UNITIL SERVICE CHARGES
12 MONTHS ENDED DECEMBER 31, 2010

USC CAPITALIZATION BREAKDOWN DETAIL FOR 01/10 TO 12/10

	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Total
NU-Labor Capitalization	\$ 126,989	\$ 110,827	\$ 123,968	\$ 130,882	\$ 127,105	\$ 123,194	\$ 124,700	\$ 122,318	\$ 161,979	\$ 123,237	\$ 121,467	\$ 134,300	\$ 1,530,966
NU-Ovhd Capitalization	120,640	110,827	123,968	117,794	120,750	110,874	112,230	116,202	153,524	117,075	109,320	127,467	1,440,671
Total Capitalization	\$ 247,629	\$ 221,653	\$ 247,937	\$ 248,675	\$ 247,855	\$ 234,068	\$ 236,931	\$ 238,520	\$ 315,503	\$ 240,311	\$ 230,788	\$ 261,766	\$ 2,971,636

Per Labor & OH Report: 2,971,636
Variance: (0)

	2010	Maine	New Hampshire	
NU-O&M	\$ 4,203,842	2,076,934	2,126,909	New Source: USC Labor by Account, net of cap
NU-Labor Capitalization	1,530,966			
NU-Total Labor	\$ 5,734,808	2,871,690	2,863,119	New Source: USC Labor by Account
NU - Total Labor Capitalized	26.70%	27.68%	25.71%	
NU-Ovhd Capitalization	\$ 1,440,671			
NU-Total Ovhd	\$ 5,397,489			
NU - Total Overheads Capitalized	26.69%			
NU - Total Labor & Overhead Capitalized	26.69%			

Note: Revenue-based Weather Normalized O&M Allocators for 2010: ME: 49.72% and NH 50.28%

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION
MEDICAL AND DENTAL INSURANCE -
FOR THE 12 MONTHS ENDED DECEMBER 31, 2010, PROFORMED

Line No.	Coverage	Employee Census 1/				2011 Rates				C o s t				
		Medical		Dental		Medical 2/		Dental 3/		Medical		Dental		Total
		Nonunion	Union	Standard	Plus	Nonunion	Union	Standard	Plus	Nonunion	Union	Standard	Plus	
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)	(n)
1	Individual	0	8	2	7	\$511.43	\$624.87	\$46.20	\$48.38	\$0	\$4,999	\$92	\$339	\$5,430
2	Two Person	3	6	4	5	\$914.62	\$1,162.68	\$89.09	\$93.58	2,744	6,976	356	468	10,544
3	Family	0	17	5	14	\$1,257.33	\$1,619.79	\$160.12	\$169.67	0	27,536	801	2,375	30,712
4	Total	3	31	11	26					2,744	39,511	1,249	3,182	46,687
5	Annual Cost based on Employee Enrollments at December 31, 2010									32,926	474,138	14,992	38,183	560,240
6	Less: Employee Contribution 4/									(6,585)	(94,828)	(2,998)	(7,637)	(112,048)
7	Net Cost									26,341	379,310	11,994	30,547	448,192
8	Plus: Company Contribution to HSA									3,000	0	0	0	3,000
9	Payments to Employee to Opt out									9,860	2,590	0	0	12,450
10	Total HSA and Opt out Payments									12,860	2,590	0	0	15,450
11	Proformed 2011 Medical and Dental Cost									39,201	381,900	11,994	30,547	463,642
12	Less: Amount Chargeable to Capital 5/									(15,311)	(159,418)	(5,013)	(12,768)	(192,511)
13	Proforma 2011 O&M Expense													271,131
14	Less Test Year O&M Expense													226,823
15	2011 O&M Medical & Dental Insurance Increase/(Decrease)													<u>\$44,308</u>

- 1/ Insurance enrollments as of December 31, 2010.
2/ Weighted average rate based on Anthem BCBS monthly premiums effective January 1, 2011 and Health Plans, Inc. effective March 31, 2011.
3/ Northeast Delta Dental monthly premiums effective January 1, 2011.
4/ Employee Contributions: 20%
5/ 2011 Capitalization Rate: 33.44%

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE DIVISION

MEDICAL AND DENTAL INSURANCE - UNITIL SERVICE CORP
FOR THE 12 MONTHS ENDED DECEMBER 31, 2010, PROFORMED

Line No.	Coverage	Employee Census 1/		2011 Rates			Costs		
		Medical	Dental	Medical 2/	Dental 3/		Medical	Dental	Total
1	Individual	59	59	\$511.43	\$46.20		\$30,174	\$2,726	\$32,900
2	Two Person	43	56	\$914.62	\$89.09		39,329	4,989	44,318
3	Family	76	87	\$1,257.33	\$160.12		95,557	13,930	109,488
4		178	202				165,060	21,645	186,705
5	Annual Cost based on Employee Enrollments at December 31, 2010						1,980,721	259,743	2,240,465
6	Average Annual Cost per Employee						11,128	1,286	
7	Additional Enrollments for Open Positions 4/						10	10	
8	Annual Cost for Additional Enrollments						111,276	12,859	124,135
9	Total Medical and Dental Cost						2,091,998	272,602	2,364,600
10	Employee Contribution 5/						(418,400)	(54,520)	(472,920)
11	Net Cost						1,673,598	218,082	1,891,680
12	Plus: Company Contribution to HSA						156,843	0	156,843
13	Payments to Employees to Opt out						76,990	0	76,990
14	Total HSA and Opt out Payments						233,833	0	233,833
15	Total Proformed 2011 Medical and Dental Annual Cost						1,907,431	218,082	2,125,512
16	USC Billing to Northern at 34.35%						655,203	74,911	730,114
17	Less amount chargeable to Capital at 25.71%								(187,712)
18	Total 2011 Proformed Medical and Dental Insurance O&M Expense								542,401
19	Amount Allocated to the New Hampshire Division at 50.28%								272,719
20	Less Test Year O&M Expense								284,397
21	Test Year Medical and Dental Insurance O&M Adjustmen ¹								(\$11,678)

1/ Insurance enrollments as of December 31, 2010.

2/ Weighted average rates based on Anthem BCBS monthly premiums effective January 1, 2011 and Health Plans, Inc. monthly premiums, effective March 1, 2011.

3/ Northeast Delta Dental monthly premiums effective January 1, 2011.

4/ Based on approved positions as of December 31, 2010.

5/ Employee Contributions: 20%

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
Pension Expense
2010 Test Year

Line No.	Description	Total	Reference
A1	USC Labor & Overhead Charged	33.52%	
A2	NU-NH Division O&M Allocation Factor	50.28%	
A3	NU-NH capitalization Rates	32.50%	
A4	USC Labor & Overhead construction	27.80%	
A5	Total USC Pension Expense	\$ 2,066,937	Per Actuary
I. Calculation of Pension Expense, net of amounts chargeable to construction			
I.a NU-NH Pension Expense, net:			
1	2010 NU-NH Pension Expense	\$ 309,973	Per Actuary
2	Less: Amounts chargeable to construction	(100,741)	L.1 * 2010 rate = A3 above
3	Total NU-NH Pension Expense, net	<u>\$ 209,232</u>	L.1 - L.2
I.b Unitil Service Pension Expense allocated to NU-NH, net:			
4	2010 Unitil Service Pension Expense	\$ 348,359	A5 above * A1 above * A2 above
5	Less: Amounts chargeable to construction	(96,844)	L. 4 * 2010 rate = A4 above
6	Total Unitil Service Pension Expense allocated to NU-NH, net	<u>\$ 251,515</u>	L.4 - L.5
7	Total 2010 NU-NH Pension Expense	<u>\$ 460,747</u>	L.3 + L.6

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PBOP Expense
2010 Test Year

Line No.	Description	Total	Reference
A1	USC Labor & Overhead Charged	33.52%	
A2	NU-NH Division O&M Allocation Factor	50.28%	
A3	NU-NH capitalization Rates	32.50%	
A4	USC Labor & Overhead construction	27.80%	
A5	Total USC PBOP Expense	\$ 1,150,706	Per Actuary
I. Calculation of PBOP Expense, net of amounts chargeable to construction			
I.a NU-NH PBOP Expense, net:			
1	2010 NU-NH PBOP Expense	\$ 275,580	Per Actuary
2	Less: Amounts chargeable to construction	(89,564)	L.1 * 2010 rate = A3 above
3	NU-NH PBOP Expense, net	<u>\$ 186,017</u>	L.1 - L.2
I.b Unitil Service PBOP Expense allocated to NU-NH, net:			
4	2010 Unitil Service PBOP Expense	193,938	A5 above * A1 above * A2 above
5	Less: Amounts chargeable to construction	(53,915)	L. 4 * 2010 rate = A4 above
6	Unitil Service PBOP Expense Allocated to NU-NH, net	<u>\$ 140,023</u>	L.4 - L.5
7	Total 2010 NU-NH PBOP Expense	<u>\$ 326,040</u>	L.3 + L.6

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
401K Expense
2010 Test Year

Line No.	Description	Total	Reference
A1	USC Labor & Overhead Charged	33.52%	
A2	NU-NH Division O&M Allocation Factor	50.28%	
A3	NU-NH capitalization Rates	32.50%	
A4	USC Labor & Overhead construction	27.80%	
A5	Total USC 401k Expense	\$ 619,606	2010 USC Expense
I. Calculation of 401k Expense, net of amounts chargeable to construction			
I.a Northern 401k Expense, net:			
1	2010 Northern 401k Expense	\$ 50,076	2010 Northern expense from ledger
2	Less: Amounts chargeable to construction	(16,275)	L.1 * 2010 rate = A3 above
3	Northern 401k Expense, net	<u>\$ 33,801</u>	L.1 - L.2
I.b Unutil Service 401k Expense allocated to Northern, net:			
4	2010 Unutil Service 401k Expense	104,427	A5 above * A1 above * A2 above
5	Less: Amounts chargeable to construction	(29,031)	L. 4 * 2010 rate = A4 above
6	Unutil Service 401k Expense Allocated to Northern, net	<u>\$ 75,397</u>	L.4 - L.5
7	Total 2010 Northern 401k Expense	<u>\$ 109,198</u>	L.3 + L.6

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
Pension Expense
2011 - Actuarial Calculation

<u>Line No.</u>	<u>Description</u>	<u>Total</u>	<u>Reference</u>
A1	USC Labor & Overhead Charged	34.35%	
A2	NU-NH Division O&M Allocation Factor	50.24%	
A3	NU-NH capitalization Rates	33.44%	
A4	USC Labor & Overhead construction	25.71%	
A5	Total USC Pension Expense	\$ 2,318,010	Estimate per Actuary
 I. Calculation of Pension Expense Estimate, net of amounts chargeable to construction			
I.a NU-NH Pension Expense Estimate, net:			
1	2011 NU-NH Pension Expense Estimate	\$ 258,732	Estimate per Actuary
2	Less: Amounts chargeable to construction	(86,520)	L.1 * 2011 rate = A3 above
3	Total NU-NH Pension Expense Estimate, net	<u>\$ 172,212</u>	L.1 - L.2
 I.b Unitil Service Pension Expense Estimate allocated to NU-NH, net:			
4	2011 Unitil Service Pension Expense Estimate	400,029	A5 above * A1 above * A2 above
5	Less: Amounts chargeable to construction	(102,848)	L. 4 * 2011 rate = A4 above
6	Total Unitil Service Pension Expense Estimate allocated to NU-NH, net	<u>\$ 297,182</u>	L.4 - L.5
7	Total 2011 NU-NH Pension Expense Estimate, Pro-Formed	<u>\$ 469,394</u>	L.3 + L.6

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PBOP Expense
2011 - Actuarial Calculation

Line No.	Description	Total	Reference
A1	USC Labor & Overhead Charged	34.35%	
A2	NU-NH Division O&M Allocation Factor	50.24%	
A3	NU-NH capitalization Rates	33.44%	
A4	USC Labor & Overhead construction	25.71%	
A5	Total USC PBOP Expense	\$ 1,400,490	Estimate per Actuary
I. Calculation of PBOP Expense Estimate, net of amounts chargeable to construction			
I.a NU-NH PBOP Expense Estimate, net:			
1	2011 NU-NH PBOP Expense Estimate	\$ 627,762	Estimate per Actuary
2	Less: Amounts chargeable to construction	(209,924)	L.1 * 2011 rate = A3 above
3	NU-NH PBOP Expense Estimate, net	<u>\$ 417,838</u>	L.1 - L.2
I.b Unitil Service PBOP Expense Estimate allocated to NU-NH, net:			
4	2011 Unitil Service PBOP Expense Estimate	241,689	A5 above * A1 above * A2 above
5	Less: Amounts chargeable to construction	(62,138)	L. 4 * 2011 rate = A4 above
6	Unitil Service PBOP Expense Estimate Allocated to NU-NH, net	<u>\$ 179,551</u>	L.4 - L.5
7	Total 2011 NU-NH PBOP Expense Estimate, Pro-Formed	<u>\$ 597,389</u>	L.3 + L.6

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
401K Expense
2011 Proformed

Line No.	Description	Total	Reference
A1	USC Labor & Overhead Charged	34.35%	
A2	NU-NH Division O&M Allocation Factor	50.24%	
A3	NU-NH capitalization Rates	33.44%	
A4	USC Labor & Overhead construction	25.71%	
A5	Total USC 401k Expense	\$ 638,194	2011 USC Expense Estimate *

I. Calculation of 401k Expense, net of amounts chargeable to construction

I.a Northern 401k Expense, net:

1	2011 Northern 401k Expense	\$ 52,194	2011 Northern expense estimate *
2	Less: Amounts chargeable to construction	(17,454)	L.1 * 2010 rate = A2 above
3	Northern 401k Expense, net	<u>\$ 34,741</u>	L.1 - L.2

I.b Unitil Service 401k Expense allocated to Northern, net:

4	2011 Unitil Service 401k Expense	110,136	A4 above * A1 above
5	Less: Amounts chargeable to construction	(28,316)	L. 4 * 2010 rate = A3 above
6	Unitil Service 401k Expense Allocated to Northern, net	<u>\$ 81,820</u>	L.4 - L.5
7	Total 2011 Northern 401k Expense	<u>\$ 116,561</u>	L.3 + L.6

*	2010 401K Expense x 2011 payroll percentage of increase		
	Unitil Service Corp	3.00%	Avg Increase
	Northern - NH - average increase (Union & NonUnion)	4.23%	Weighted Avg Increase Union/NonUnion

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
Pension Expense, Pro-Forma Adjustment
2010 Test Year

<u>Line No.</u>	<u>Description</u>	<u>Total</u>	<u>Reference</u>
I. Calculation of Pension Expense, Pro-Forma Adjustment			
1	2011 Forecast Pension Expense	\$ 469,394	WP P-P, Pg.4, L. 7
2	Less: Test Year Pension Expense	460,747	WP P-P, Pg.1, L. 7
3	Test Year Pension Expense, Pro-Forma Adjustment	<u>\$ 8,647</u>	L.1 - L.2

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
PBOP Expense, Pro-Forma Adjustment
2010 Test Year

<u>Line No.</u>	<u>Description</u>	<u>Total</u>	<u>Reference</u>
I. Calculation of PBOP Expense, Pro-Forma Adjustment			
1	2011 Forecast PBOP Expense	\$ 597,389	WP P-P, Pg.5, L. 7
2	Less: Test Year PBOP Expense	326,040	WP P-P, Pg.2, L. 7
3	Test Year PBOP Expense, Pro-Forma Adjustment	<u>\$ 271,349</u>	L.1 - L.2

NORTHERN UTILITIES, INC. - NEW HAMPSHIRE
401K Expense, Pro-Forma Adjustment
2010 Test Year

<u>Line No.</u>	<u>Description</u>	<u>Total</u>	<u>Reference</u>
I. Calculation of PBOP Expense, Pro-Forma Adjustment			
1	2011 Forecast 401k Expense	\$ 116,561	WP P-P, Pg.6, L. 7
2	Less: Test Year 401k Expense	109,198	WP P-P, Pg.3, L. 7
3	Test Year 401k Expense, Pro-Forma Adjustment	\$ 7,363	L.1 - L.2

Northern Utilities, Inc. - New Hampshire Division
401k Adjustment
2011 Weighted Average Pay Increase

	2010 Annualized Payroll	2011 Average Pay Increase *	Weighted Average Increase
Nonunion	\$ 628,032	3.00%	0.64%
Union	2,310,967	4.56%	3.59%
Total	<u>\$ 2,938,999</u>		<u>4.23%</u>

* 2011 payroll percentage of increase from SCH RR 3-4, P.1

Casualty & Property Insurance

Workpaper Ins 1

		CASUALTY												PROPERTY					TOTAL	
		AL (prem)	RiskTrak (fee)	NH-WC (prem)	MA-WC (prem)	ME-WC (prem)	PA-WC (prem)	NY-WC (prem)	XL (prem)	XL (brkr)	FL (prem)	D&O (prem)	D&O (brkr)	CASUALTY TOTAL	ARP (prem)	CRIME (prem)	K&E (prem)	TRANSIT (prem)		TOTAL
																				PROP
NU - NH	2010a	25,801		69,206					119,568	3,335	2,791	37,632	2,610	260,943	13,921	1,034	205		15,160	276,104
	2011a	23,850	1,146	87,329					126,085	3,349				241,759			-		0	241,759
USC	2010a	4,047		104,526	640	4,412			64,319	1,794	1,502	20,243	1,404	202,887	5,998	1,559	110		7,667	210,554
	2011a	3,650	1,154	82,530	819	4,635			70,972	1,885				165,646			-		0	165,646

NORTHERN UTILITIES, INC
PROPERTY AND LIABILITY INSURANCES ADJUSTMENT WORKPAPER
12 MONTHS ENDED DECEMBER 31, 2010

Workpaper Ins 2

LINE NO.	DESCRIPTION	AMOUNT
1	Current Coverage Periods	
2	Property:	
3	All Risk	\$ 13,921
4	Crime	1,034
5	K&E	205
6	Total Property	<u>15,160</u>
7	Less amount chargeable to Capital (1)	<u>6,641</u>
8	Total Property to O&M Expense	8,520
9	Liability:	
10	Workers' Compensation	87,329
11	Excess	129,435
12	Automobile	23,850
13	Directors and Officers	40,242
14	Fiduciary	2,791
15	Risk Track	1,146
16	Total Liability	<u>284,792</u>
17	Less amount chargeable to Capital (2)	<u>93,343</u>
18	Total Liability to O&M Expense	191,449
19	Total Property & Liability Insurances to O&M Expense	199,969
20	Less Test Year O&M Expense	<u>177,806</u>
21	O&M Property and Liability Insurance Increase	<u>\$ 22,162</u>

Notes

- 22 (1) All risk is capitalized at 39.43% (See Workpaper W Ins 3)
All other Property Insurance is capitalized at 98.71% (see Workpaper W Ins 4)
- 23 (2) All except Auto Liability capitalized at 32.5% (See Workpaper W Ins 5)
Auto Liability at 35.7% (See Workpaper W Ins 6)

NORTHERN - NH
COMPUTATION OF BUILDING OVERHEAD
CALCULATION OF CHARGES FOR JE 782
PROPERTY TAXES, INSURANCE, GENERAL LIABILITY & DEPRECIATION

Workpaper Ins 3

2010

SQUARE FOOTAGE OF SERVICE CENTER AS OF 10/01/2008:

DESCRIPTION	SQ FT	%	
SERVICE CENTER ALLOCATED:			
General Area	12,230	50.37%	
Ratio of Payroll Capitalized			0.3400
General Area Capitalized (184.00.00)			0.1637
			0.5037
Stock Area (163.00.00 storerm exp)	6,220	25.62%	
Ratio of Stock Capitalized			0.2306
Stock Area Capitalized			0.0256
			0.2562
Garage Area (184 transp. ovhd):			
Auto-184.01.00	0	0.00%	
Light Truck-184.02.00	0	0.00%	
Heavy Truck-184.03.00	0	0.00%	
Sub-Total Garage Area	0	0.00%	
Ratio of Garage Area Capitalized			
Stock Area Capitalized	in 2007 base cap. % on payroll cap ratio in cell f11		
TOTAL CAPITALIZED			
Monthly JE 1/12th of Total Capitalized			
CONTRA ACCOUNT			
Exclude USC & Usource	5,831	24.01%	0.3942
			0.3656
TOTAL SERVICE CENTER	24,281	100.00%	0.7599

ALLOCATION OF SERVICE CENTER OVERHEADS

TAX(a)	INSURANCE(b)	SUB-TOT	DEPREC(c)	TOTAL
785	13,222	14,007	30,295	44,302
0.325	0.325	0.325	0.325	0.325
255.13	4,297.15	4,552	9,846	14,398
399	6,724	7,123	15,408	22,531
0.900	0.900	0.900	0.900	0.900
359.10	6,051.60	6,411	13,867	20,278
0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
614.23	10,348.75	10,962.98	23,713.00	34,676.05
JE782	JE782	JE782	JE730	
408.13.00	924.00.01		108.01.00	
				39.43%
1,558.05	26,250		60,147	87,954.15

(a) DETERMINATION OF SERVICE CENTER PROPERTY TAX:

CITY OF PORTSMOUTH PROPERTY TAX BILL -SVC CTR ONLY
STATE OF NH TAX BILL -SVC CTR ONLY
SVC CNTR - NET BOOK VALUE PER STRUCTURES & IMPVT SCH
TOTAL CITY NET BOK VALUE PER FORMS OF LIST
RATIO OF SERVICE CENTER TO TOTAL TOWN
TOTAL SERVICE CENTER PROPERTY TAX BUILDING
SVC CNTR - LAND ITEMIZED ON BILL (incl State Utility Property Tax)
TOTAL SERVICE CENTER PROPERTY TAX

**PROJECTED
SERVICE CENTER
COSTS**

9,375	These amounts
4,244	come from
1,463,749	CAP_BUD_2010
12,794,444	
11.441%	
1,558	
0	
1,558.05	

GENERAL LIABILITY

RATIO	32.50%
BUDGET 925.00, 925.02.00, & 925.02.02	\$213,096
GENERAL LIABILITY CAPITALIZED	\$69,256
JE712	
Dr. Acct. 184.00.00, Cr. Acct. 925.02.01	

(b) DETERMINATION OF SERVICE CENTER PROPERTY INSURANCE:

BUDGETED ALL RISK PROPERTY INSURANCE
RATIO OF SERVICE CENTER TO TOTAL PROPERTY
TOTAL SERVICE CENTER PROPERTY INSURANCE

26,592	From Cap_Bud_2010
98.71%	
26,250	

	SCH31B BAL. 12/31/2008	
	SERVICE ALL	
	CENTER STRUCTURE	
GAS STRUCTURES - DIST. ACCT. 375.20		45,256
STRUCTURES-OTHER DIST SYS 375.70	2,286,938	2,286,938
GENERAL PLANT - (TOTAL LESS COMMUN. EQ)	1,182,291	1,182,291
(ACCT. 391,393,394,395,398)		

(d)
**projected
DEPR. EXPENSE**

60,147

TOTAL COST	3,469,229	3,514,485	60,147
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Northern Utilities, Inc.
Year Ended December 31, 2010

Workpaper Ins 4

Northern NH			
<u>(b) DETERMINATION OF SERVICE CENTER PROPERTY INSURANCE:</u>			
BUDGETED ALL RISK PROPERTY INSURANCE			26,592
RATIO OF SERVICE CENTER TO TOTAL PROPERTY			98.71%
TOTAL SERVICE CENTER PROPERTY INSURANCE			26,250
	SCH31B BAL. 12/31/2008		(d)
	SERVICE	ALL	projected
	CENTER	STRUCTURE	DEPR. EXPENSE
GAS STRUCTURES - DIST. ACCT. 375.20	-	45,256	-
STRUCTURES-OTHER DIST SYS 375.70	2,286,938	2,286,938	60,147
GENERAL PLANT - (TOTAL LESS COMMUN. EQ)	1,182,291	1,182,291	-
(ACCT. 391,393,394,395,398)			
TOTAL COST	3,469,229	3,514,485	60,147

Northern Utilities, Inc.
CAPITALIZATION RATIOS
2010 BUDGET

Workpaper Ins 5

FOR COMPUTATION OF PAYROLL BENEFIT RELATED OVERHEADS

BASIS FOR ALLOCATION:

DESCRIPTION	Budget Budget Ave	<i>Budget Budget RATIO</i>	2009 EST RATIO	Actual CURRENT RATIO	Actual CURRENT RATIO
NU NH					
CONSTRUCTION PAYROLL:					
INDIRECT	0.217		0.144		
DIRECT PAYROLL & COST OF REM.	0.108		0.072		
TOTAL CONSTRUCTION PAYROLL	0.325	0.325	0.379	0.216	0.375
OTHER PAYROLL:					
TOTAL PAYROLL	<u>0.675</u>	<u>0.621</u>	<u>0.784</u>	<u>0.625</u>	<u>0.616</u>
	<u>1.000</u>	<u>1.000</u>	<u>1.000</u>	<u>1.000</u>	<u>1.000</u>

Vehicle Clearing Account
Total Charges & Total Clearings to Expense & Capital
Twelve months ended 12/31/10

Workpaper Ins 6

Total Clearings from Clearing Account:

	NU NH		Total GL	Total Sch 12	Variance
	Expense	Capital			
Jan-10	48,343.40	26,180.30	74,523.70	74,523.70	-
Feb-10	34,451.20	17,250.20	51,701.40	51,701.40	-
Mar-10	39,120.90	20,000.10	59,121.00	59,121.00	-
Apr-10	50,718.40	27,589.60	78,308.00	78,308.00	-
May-10	51,073.60	39,554.40	90,628.00	90,628.00	-
Jun-10	40,844.00	24,407.20	65,251.20	65,251.20	-
Jul-10	47,817.00	22,280.90	70,097.90	70,097.90	-
Aug-10	40,971.80	19,503.90	60,475.70	60,475.70	-
Sep-10	38,844.70	17,587.50	56,432.20	56,432.20	-
Oct-10	33,348.00	19,124.00	52,472.00	52,472.00	-
Nov-10	26,323.50	17,927.00	44,250.50	44,250.50	-
Dec-10	-	-	-	-	-
	451,856.50	251,405.10	703,261.60	703,261.60	-

Capitalization Rate

35.7%

Weighted Capital Clearing %

35.7%

Vehicle Clearing Account
Auto Liability Insurance
Twelve months ended 12/31/10

Auto Liability Insurance Payments into Clearing Account: (1)

Jan-10	6,503
Feb-10	2,164
Mar-10	2,650
Apr-10	2,164
May-10	
Jun-10	2,164
Jul-10	
Aug-10	
Sep-10	
Oct-10	8,215
Nov-10	2,241
Dec-10	
Total	26,101

(1) Payments during test year were for 2010 coverage year 10/1/09-9/30/10.
and 2011 coverage 10/1/10-9/30/11

Auto Liability Insurance Expense through Clearing Account

	NU
	26,101
Cap. Rates	35.7%
Cap. Amount	9,331
O&M Amount	16,771

NORTHERN UTILITIES, INC.
CAPITALIZATION BREAKDOWN FOR UNITIL SERVICE CHARGES
12 MONTHS ENDED DECEMBER 31, 2010

Workpaper Ins 7

USC CAPITALIZATION BREAKDOWN DETAIL FOR 01/10 TO 12/10

	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Total
NU-Labor Capitalization	\$ 126,989	\$ 110,827	\$ 123,968	\$ 130,882	\$ 127,105	\$ 123,194	\$ 124,700	\$ 122,318	\$ 161,979	\$ 123,237	\$ 121,467	\$ 134,300	\$ 1,530,966
NU-Ovhd Capitalization	120,640	110,827	123,968	117,794	120,750	110,874	112,230	116,202	153,524	117,075	109,320	127,467	1,440,671
Total Capitalization	\$ 247,629	\$ 221,653	\$ 247,937	\$ 248,675	\$ 247,855	\$ 234,068	\$ 236,931	\$ 238,520	\$ 315,503	\$ 240,311	\$ 230,788	\$ 261,766	\$ 2,971,636

Per Labor & OH Report: 2,971,636
Variance: (0)

Labor Summary

UES	5,424,364	
FGE	4,887,805	
NU	5,734,808	34.35% Labor %
GSG	517,797	
URI	21,986	
URC	76,835	
Corp	2,356	
Usource	29,249	
Total	16,695,200	

	2010
NU-O&M	\$ 4,203,842
NU-Labor Capitalization	1,530,966
NU-Total Labor	\$ 5,734,808
NU - Total Labor Capitalized	26.70%

Overhead Summary

UES	5,113,237	
FGE	4,597,356	
NU	5,397,489	34.34% OH %
GSG	487,347	
URI	20,869	
URC	72,104	
Corp	2,215	
Usource	27,474	
Total	15,718,091	

NU-Ovhd Capitalization	\$ 1,440,671
NU-Total Ovhd	\$ 5,397,489
NU - Total Overheads Capitalized	26.69%

Labor & Overhead

UES	10,537,601	
FGE	9,485,161	
NU	11,132,297	34.35% Labor & OH %
GSG	1,005,144	
URI	42,855	
URC	148,939	
Corp	4,571	
Usource	56,723	
Total	32,413,291	

UNITIL SERVICE CORP.
PROPERTY & LIABILITY INSURANCE TEST YEAR COSTS
12 MONTHS ENDED DECEMBER 31, 2010

Workpaper Ins 8

<u>Northern Utilities New Hampshire Apportionment</u>			Total Test Year
12 30 08 00 924 01 00	PROPERTY INSURANCE		\$ 4,160
12 30 08 00 925 01 00	INJURIES & DAMAGES		<u>95,928</u>
	Total		\$ 100,087
	NU Apportionment		<u>34.35%</u>
	NU Amount		34,380
	NU NH Apportionment		<u>50.28%</u>
	NU NH Amount		17,286
	Capitalization Rate		<u>26.70%</u>
	Capitalization Amount		\$ 4,615
	O&M Expense Amount		<u><u>\$ 12,672</u></u>

Northern Utilities
Development of Net Revenue Allocator
12 Months Ended December 31, 2009

Workpaper Ins 9

Development of 2009 Net Revenue Allocator:

	NH	ME	Total
Revenues			
Source:			
Customer Charge	\$ 4,353,982	\$ 2,552,706	\$ 6,906,688
Consumption Charge	13,287,465	14,552,148	27,839,613
Unbilled Base Distribution Revenue	751,595	917,378	1,668,973
Sundry Base Distribution Revenue	984,945	522,841	1,507,786
Less: Water Heater, CB Rental; Equip Prote	384,706	-	384,706
Base Revenue	18,993,281	18,545,072	37,538,353
Weather Normalization Adjustment	(118,455)	122,464	4,009
Net Base Distribution Revenue	\$ 18,874,826	\$ 18,667,537	\$ 37,542,362
Net Revenue Allocator	50.28%	49.72%	100.00%

2009 Dec F-1

	Month NH	Month Maine	Month Total	Period NH	Period Maine	Period Total
Distribution Beginning Balance				\$575,000.00	\$975,000.00	\$1,550,000.00
Balance Beginning of Year (144.00.00)				575,000.00	975,000.00	1,550,000.00
Add - Allowance for Doubtful Accts:						
Allow for Doubtful Accts - (144.01)	71,305.46	345,971.88	417,277.34	110,801.98	347,964.39	458,766.37
Allow for Doubtful Accts - CEA (144.07)						
ME Sales Tax Dist (144.12)	0.00	(7.74)	(7.74)	0.00	(1,162.00)	(1,162.00)
Subtotal	71,305.46	345,964.14	417,269.60	110,801.98	346,802.39	457,604.37
Total Allowance for Doubtful Accounts	71,305.46	345,964.14	417,269.60	110,801.98	346,802.39	457,604.37
Less - Accounts Written Off:						
NU Converted Write Offs - Distribution (00.144.00.XX)						
NH R5 & ME R2	10,108.37	198.43	10,306.80	174,040.04	198.43	174,238.47
NH R6 & ME R1	0.00	23,855.28	23,855.28	0.00	253,106.10	253,106.10
G52	0.00	0.00	0.00	0.00	15,634.74	15,634.74
Total NU Converted Write Offs - Dist	10,108.37	24,053.71	34,162.07	174,040.04	268,939.28	442,979.32
NU Converted Write Offs - Non Distribution (00.144.04.XX)	24,965.77	64,055.10	89,020.88	429,846.28	716,186.27	1,146,032.56
NU Distribution Write Offs - Summer (02.144.02.XX)						
NH R5 & ME R2	2,547.82	2,043.28	4,591.10	6,960.17	2,212.88	9,173.05
NH R6 & ME R1	285.68	1,355.47	1,641.15	634.73	1,401.78	2,036.51
R10	168.59	0.00	168.59	567.54	0.00	567.54
G40	431.81	864.66	1,296.47	967.82	884.00	1,851.82
G50	105.63	201.25	306.88	399.57	216.03	615.60
G41	106.53	27.22	133.75	445.35	140.95	586.30
G51	0.00	0.00	0.00	0.00	51.33	51.33
G52	0.00	0.00	0.00	0.00	2,928.48	2,928.48
Total NU Distribution Write Offs - Summer Period	3,646.06	4,491.88	8,137.94	9,975.18	7,835.45	17,810.63
NU Distribution Write Offs - No Season (03.144.02.XX)						
Non Rate Class Specific	511.56	354.95	866.51	2,194.17	600.76	2,794.93
Total NU Distribution Write Offs - No Season	511.56	354.95	866.51	2,194.17	600.76	2,794.93
NU Distribution Write Offs - Winter (01.144.02.XX)						
NH R5 & ME R2	15.51	4.04	19.55	56.99	4.04	61.03
NH R6 & ME R1	2.10	3.48	5.58	2.10	3.48	5.58
G40	0.00	3.94	3.94	0.00	3.94	3.94
G50	0.00	4.57	4.57	0.00	4.57	4.57
Total NU Distribution Write Offs - Winter Period	17.61	16.03	33.64	59.09	16.03	75.12
NU Distribution Write Offs - Total						
NH R5 & ME R2	2,563.33	2,047.32	4,610.65	7,017.16	2,216.92	9,234.08
NH R6 & ME R1	287.78	1,358.95	1,646.73	636.83	1,405.26	2,042.09
R10	168.59	0.00	168.59	567.54	0.00	567.54
G40	431.81	868.60	1,300.41	967.82	887.94	1,855.76
G50	105.63	205.82	311.45	399.57	220.60	620.17
G41	106.53	27.22	133.75	445.35	140.95	586.30
G51	0.00	0.00	0.00	0.00	51.33	51.33
G52	0.00	0.00	0.00	0.00	2,928.48	2,928.48
Non Rate Class Specific	511.56	354.95	866.51	2,194.17	600.76	2,794.93
Total NU Distribution Write Offs - Total	4,175.23	4,862.86	9,038.09	12,228.44	8,452.24	20,680.68

	Month NH	Month Maine	Month Total	Period NH	Period Maine	Period Total
NU Non-Distribution Write Offs - Summer (02.144.04.XX)						
NH R5 & ME R2	1,608.61	1,269.13	2,877.74	4,393.85	1,461.28	5,855.13
NH R6 & ME R1	161.36	585.32	746.68	291.61	603.67	895.28
R10	312.35	0.00	312.35	1,072.90	0.00	1,072.90
G40	240.48	201.81	442.29	721.95	229.03	950.98
G50	68.70	134.68	203.38	322.43	139.74	462.17
G41	0.00	14.90	14.90	1,222.03	14.90	1,236.93
G52	0.00	0.00	0.00	0.00	20,948.18	20,948.18
Total NU Non-Distribution Write Offs - Summer Period	2,391.50	2,205.84	4,597.34	8,024.77	23,396.80	31,421.57
NU Non-Distribution Write Offs - Winter (01.144.04.XX)						
NH R5 & ME R2	25.79	2.51	28.30	81.75	2.51	84.26
NH R6 & ME R1	1.03	2.72	3.75	1.03	2.72	3.75
R10	0.22	0.00	0.22	0.22	0.00	0.22
G40	0.00	2.70	2.70	0.00	2.70	2.70
G50	0.00	4.11	4.11	0.00	4.11	4.11
Total NU Non-Distribution Write Offs - Winter Period	27.04	12.04	39.08	83.00	12.04	95.04
NU Non-Distribution Write Offs - Total						
NH R5 & ME R2	1,634.40	1,271.64	2,906.04	4,475.60	1,463.79	5,939.39
NH R6 & ME R1	162.39	588.04	750.43	292.64	606.39	899.03
R10	312.57	0.00	312.57	1,073.12	0.00	1,073.12
G40	240.48	204.51	444.99	721.95	231.73	953.68
G50	68.70	138.79	207.49	322.43	143.85	466.28
G41	0.00	14.90	14.90	1,222.03	14.90	1,236.93
G52	0.00	0.00	0.00	0.00	20,948.18	20,948.18
Total NU Non-Distribution Write Offs - Total	2,418.54	2,217.88	4,636.42	8,107.77	23,408.84	31,516.61
NU Write Offs - Total						
NH R5 & ME R2	39,271.87	4,045.81	43,317.68	615,379.08	4,407.56	619,786.64
NH R6 & ME R1	450.17	89,328.95	89,779.12	929.47	929,140.23	930,069.70
R10	481.16	0.00	481.16	1,640.66	0.00	1,640.66
G40	672.29	1,073.11	1,745.40	1,689.77	1,119.67	2,809.44
G50	174.33	344.61	518.94	722.00	364.45	1,086.45
G41	106.53	42.12	148.65	1,667.38	155.85	1,823.23
G51	0.00	0.00	0.00	0.00	51.33	51.33
G52	0.00	0.00	0.00	0.00	81,146.78	81,146.78
Non Rate Class Specific	511.56	354.95	866.51	2,194.17	600.76	2,794.93
Total Write Offs	41,667.91	95,189.55	136,857.46	624,222.53	1,016,986.63	1,641,209.16
Add - Recoveries:						
Distribution (144.05.00)	10,319.21	6,648.09	16,967.30	39,924.58	44,692.51	84,617.09
Total Recoveries	10,319.21	6,648.09	16,967.30	39,924.58	44,692.51	84,617.09
Net Write Offs	31,348.70	88,541.46	119,890.16	584,297.95	972,294.12	1,556,592.07
Ending Balance (144.XX.XX)				\$101,504.03	\$349,508.27	\$451,012.30
				173,836.39	264,172.54	Distribution
				410,461.56	708,121.58	Non-distribution
				584,297.95	972,294.12	Total
				584,297.95	972,294.12	Check
				584,297.95	972,294.12	Check

Reassignment of Converted Data - Distribution vs Non distribution:

Converted write offs as % of total write offs:	96.74%	96.87%
Write offs assigned to non-distr in write offs/recoveries:	71.18%	72.70%
Write offs recovery to all non-distribution:	27,492.49	31,473.53
Write offs recovery to all distribution:	12,432.09	13,218.98
Check for total:	39,924.58	44,692.51

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	Month NH	Month Maine	Month Total	Period NH	Period Maine	Period Total
Distribution Beginning Balance				\$109,611.80	\$372,917.11	\$482,528.91
Non-Distribution Beginning Balance				(8,107.77)	(23,408.84)	(31,516.61)
Balance Beginning of Year (144.00.00)				101,504.03	349,508.27	451,012.30
Add - Allowance for Doubtful Accts:						
Allow for Doubtful Accts - (144.01)	471.08	(39,040.87)	(38,569.79)	251,032.22	378,601.58	629,633.80
Allow for Doubtful Accts - CGA (144.07)	23,599.21	37,572.77	61,171.98	88,027.88	177,362.17	265,390.05
Allow for Doubtful Accts - CEA (144.07)						
ME Sales Tax Dist (144.12)	0.00	(294.96)	(294.96)	0.00	(2,451.09)	(2,451.09)
Allow for Doubtful Accts - Non Dist Bad Debt (144.00.27)	568.56	66,796.43	67,364.99	245,603.99	496,512.44	742,116.43
Subtotal	24,638.85	65,033.37	89,672.22	584,664.09	1,050,025.10	1,634,689.19
Total Allowance for Doubtful Accounts	24,638.85	65,033.37	89,672.22	584,664.09	1,050,025.10	1,634,689.19
Less - Accounts Written Off:						
NU Converted Write Offs - Distribution (00.144.00.XX)						
NH R5 & ME R2	70.51	0.00	70.51	61,867.86	65.00	61,932.86
NH R6 & ME R1	0.00	3,304.89	3,304.89	0.00	221,819.46	221,819.46
G40	0.00	0.00	0.00	0.00	65.03	65.03
G50	0.00	0.00	0.00	0.00	11.24	11.24
Total NU Converted Write Offs - Dist	71	3,305	3,375	61,868	221,961	283,829
NU Converted Write Offs - Non Distribution (00.144.04.XX)						
NH R5 & ME R2	174.17	0.00	174.17	152,803.56	173.12	152,976.68
NH R6 & ME R1	0.00	8,802.53	8,802.53	0.00	590,748.33	590,748.33
G50	0.00	0.00	0.00	0.00	203.09	203.09
Total NU Converted Write Offs - Non Dist	174	8,803	8,977	152,804	591,125	743,928
NU Distribution Write Offs - Summer (02.144.02.XX)						
NH R5 & ME R2	3,570.11	1,446.57	5,016.68	34,237.77	19,235.55	53,473.32
NH R6 & ME R1	639.89	372.21	1,012.10	3,586.83	8,343.10	11,929.93
R10	220.49	0.00	220.49	2,125.00	0.00	2,125.00
R11	57.20	0.00	57.20	152.04	0.00	152.04
G40	230.97	274.40	505.37	3,409.69	5,477.18	8,886.87
G50	210.30	0.00	210.30	1,836.71	2,341.76	4,178.47
G41	52.26	0.00	52.26	1,625.61	2,394.60	4,020.21
G51	547.83	0.00	547.83	621.99	3,398.08	4,020.07
G52	0.00	0.00	0.00	0.00	2,882.36	2,882.36
Total NU Distribution Write Offs - Summer Period	5,529.05	2,093.18	7,622.23	47,595.64	44,072.63	91,668.27
NU Distribution Write Offs - No Season (03.144.02.XX)						
NH R5 & ME R2	203.10	1,413.65	1,616.75	4,791.87	7,293.24	12,085.11
NH R6 & ME R1	15.70	118.31	134.01	157.14	1,145.45	1,302.59
R10	20.32	0.00	20.32	483.30	0.00	483.30
R11	4.56	0.00	4.56	52.85	0.00	52.85
G40	2.47	148.94	151.41	468.07	744.60	1,212.67
G50	10.83	0.00	10.83	104.11	214.88	318.99
G41	0.00	0.00	0.00	347.29	192.37	539.66
G51	143.17	0.00	143.17	143.17	436.42	579.59
G42	0.00	0.00	0.00	10.45	0.00	10.45
G52	0.00	0.00	0.00	0.00	2,032.93	2,032.93
Non Rate Class Specific	1,223.54	2,343.72	3,567.26	21,322.04	21,404.79	42,726.83
Total NU Distribution Write Offs - No Season	1,623.69	4,025.62	5,649.31	27,880.29	33,464.68	61,344.97
NU Distribution Write Offs - Winter (01.144.02.XX)						
NH R5 & ME R2	1,822.35	6,446.53	8,268.88	83,023.56	33,156.67	116,180.23
NH R6 & ME R1	191.73	894.59	1,086.32	3,887.00	7,598.26	11,485.26
R10	32.95	0.00	32.95	2,805.90	0.00	2,805.90
R11	37.87	0.00	37.87	477.53	0.00	477.53
G40	97.11	1,513.17	1,610.28	10,496.13	7,809.75	18,305.88
G50	0.00	0.00	0.00	1,933.81	2,034.48	3,968.29
G41	0.00	0.00	0.00	9,058.24	1,032.22	10,090.46
G51	476.68	0.00	476.68	1,266.01	956.64	2,222.65
G42	0.00	0.00	0.00	176.24	0.00	176.24
G52	0.00	0.00	0.00	0.00	4,211.25	4,211.25
Total NU Distribution Write Offs - Winter Period	2,658.69	8,854.29	11,512.98	113,124.42	56,799.27	169,923.69
NU Distribution Write Offs - Total						
NH R5 & ME R2	5,595.56	9,306.75	14,902.31	122,053.20	59,685.46	181,738.66
NH R6 & ME R1	847.32	1,385.11	2,232.43	7,630.97	17,086.81	24,717.78
R10	273.76	0.00	273.76	5,414.20	0.00	5,414.20
R11	99.63	0.00	99.63	682.42	0.00	682.42
G40	330.55	1,937.51	2,268.06	14,373.89	14,031.53	28,405.42
G50	221.13	0.00	221.13	3,874.63	4,591.12	8,465.75
G41	52.26	0.00	52.26	11,031.14	3,619.19	14,650.33
G51	1,167.68	0.00	1,167.68	2,031.17	4,791.14	6,822.31
G42	0.00	0.00	0.00	186.69	0.00	186.69
G52	0.00	0.00	0.00	0.00	9,126.54	9,126.54
Non Rate Class Specific	1,223.54	2,343.72	3,567.26	21,322.04	21,404.79	42,726.83
Total NU Distribution Write Offs - Total	9,811.43	14,973.09	24,784.52	188,600.35	134,336.58	322,936.93

Northern Utilities, Inc.
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	Month NH	Month Maine	Month Total	Period NH	Period Maine	Period Total
NU Non-Distribution Write Offs - Summer (02.144.04.XX)						
NH R5 & ME R2	2,325.79	2,088.81	4,414.60	26,586.04	23,390.74	49,976.78
NH R6 & ME R1	293.87	269.33	563.20	1,754.82	6,786.07	8,540.89
R10	392.54	0.00	392.54	4,854.44	0.00	4,854.44
R11	51.76	0.00	51.76	114.54	0.00	114.54
G40	45.26	382.45	427.71	2,479.52	4,815.21	7,294.73
G50	379.45	0.00	379.45	2,596.02	2,889.31	5,485.33
G41	0.00	0.00	0.00	4,540.92	6,814.42	11,355.34
G51	0.00	0.00	0.00	0.00	3,731.29	3,731.29
Total NU Non-Distribution Write Offs - Summer Period	3,488.67	2,740.59	6,229.26	42,926.30	48,427.04	91,353.34
NU Non-Distribution Write Offs - Winter (01.144.04.XX)						
NH R5 & ME R2	3,663.76	19,175.53	22,839.29	187,780.81	96,709.71	284,490.52
NH R6 & ME R1	132.20	1,507.42	1,639.62	4,792.96	12,550.25	17,343.21
R10	248.48	0.00	248.48	17,473.40	0.00	17,473.40
R11	73.78	0.00	73.78	1,777.25	0.00	1,777.25
G40	177.44	5,419.19	5,596.63	26,206.53	25,247.94	51,454.47
G50	0.00	0.00	0.00	5,876.82	4,508.87	10,385.69
G41	0.00	0.00	0.00	25,843.99	7,030.56	32,874.55
G51	0.00	0.00	0.00	0.00	3,681.30	3,681.30
G52	0.00	0.00	0.00	0.00	18,943.97	18,943.97
Total NU Non-Distribution Write Offs - Winter Period	4,295.66	26,102.14	30,397.80	269,751.76	168,672.60	438,424.36
NU Non-Distribution Write Offs - Total						
NH R5 & ME R2	5,989.55	21,264.34	27,253.89	214,366.85	120,100.45	334,467.30
NH R6 & ME R1	426.07	1,776.75	2,202.82	6,547.78	19,336.32	25,884.10
R10	641.02	0.00	641.02	22,327.84	0.00	22,327.84
R11	125.54	0.00	125.54	1,891.79	0.00	1,891.79
G40	222.70	5,801.64	6,024.34	28,686.05	30,063.15	58,749.20
G50	379.45	0.00	379.45	8,472.84	7,398.19	15,871.02
G41	0.00	0.00	0.00	30,384.91	13,844.98	44,229.89
G51	0.00	0.00	0.00	0.00	7,412.59	7,412.59
G52	0.00	0.00	0.00	0.00	18,943.97	18,943.97
Total NU Non-Distribution Write Offs - Total	7,784.33	28,842.73	36,627.06	312,678.06	217,099.64	529,777.70
NU Write Offs - Total						
NH R5 & ME R2	11,829.79	30,571.09	42,400.88	551,091.47	180,024.03	731,115.50
NH R6 & ME R1	1,273.39	15,269.28	16,542.67	14,178.75	848,990.92	863,169.67
R10	914.78	0.00	914.78	27,742.04	0.00	27,742.04
R11	225.17	0.00	225.17	2,574.21	0.00	2,574.21
G40	553.25	7,739.15	8,292.40	43,059.94	44,332.87	87,392.81
G50	600.58	0.00	600.58	12,347.47	12,030.47	24,377.94
G41	52.26	0.00	52.26	41,416.05	17,464.17	58,880.22
G51	1,167.68	0.00	1,167.68	2,031.17	12,203.73	14,234.90
G42	0.00	0.00	0.00	186.69	0.00	186.69
G52	0.00	0.00	0.00	0.00	28,070.51	28,070.51
Non Rate Class Specific	1,223.54	2,343.72	3,567.26	21,322.04	21,404.79	42,726.83
Total Write Offs	17,840.44	55,923.24	73,763.68	715,949.83	1,164,521.49	1,880,471.32
Add - Recoveries:						
Distribution (144.05.00)	2,712.86	(5,748.19)	(3,035.33)	34,266.37	49,630.72	156,004.15
Non-Distribution (144.05.01)	3,774.02	(17,814.33)	(14,040.31)	53,678.34	95,296.40	76,867.68
Total Recoveries	6,486.88	(23,562.52)	(17,075.64)	87,944.71	144,927.12	232,871.83
Net Write Offs	11,353.56	79,485.76	90,839.32	628,005.12	1,019,594.37	1,647,599.49
Ending Balance (144.XX.XX)				\$58,163.00	\$379,939.00	\$438,102.00
				216,201.84	306,666.58 Distribution	
				411,803.28	712,927.79 Non-distribution	
				628,005.12	1,019,594.37 Total	
				628,005.12	1,019,594.37 Check	
				628,005.12	1,019,594.37 Check	
Reassignment of Converted Data - Distribution vs Non distribution:						
Total converted - dist Jan-May 2010:				188,275.61	493,076.59	
				188,275.61	493,076.59	
Total converted - dist Jan-May 2010:				54,261.03	134,609.91	
Total converted - non dist Jan-May 2010:				134,014.58	358,466.68	
Write offs assigned to non-dist in write offs/recoveries:				71.18%	72.70%	
Total write offs Jan-May 2010:				311,164.56	530,973.16	
Converted write offs as % of total write offs:				60.51%	92.86%	
Total recoveries Jan - May 2010:				21,775.44	92,915.85	
Total converted recoveries to non distribution Jan-May 2010:				9,378.40	62,728.66	
Total converted recoveries to distribution Jan-May 2010:				12,397.04	30,187.19	

	R5 Residential Heat	R6 Residential Non - Heat	R10 Residential LI Heat	R11 Residential LI Non - Heat	G40 Small Comm High Winter	G50 Small Comm Low Winter	G41 Med Comm High Winter	G51 Med Comm Low Winter	G42 Large C&I High Winter	G52 Large C&I Low Winter	Sp Ct Simplex-NH	Sp Ct Nat Gypsum-NH	Sp Ct Foss - NH	Total Billed CIS Revenue	Cycle 22 Accrued Rev	Total Firm Gas	Interruptible Gas	Total All Classes
Total Revenue (Winter, Summer & Common)																		
Customer Counts	19,437.00	1,616.00	865.00	22.00	4,529.00	965.00	547.00	234.00	33.00	26.00	0.00	1.00	1.00	28,276.00	0.00	28,276.00	0.00	28,276.00
Meter Counts	19,355.00	1,615.00	865.00	22.00	4,502.00	961.00	543.00	234.00	31.00	26.00	0.00	2.00	1.00	28,157.00	0.00	28,157.00	0.00	28,157.00
Consumption (therms)																		
First Step	7,554,968.50	141,809.77	487,603.87	2,041.24	2,275,167.23	517,737.14	11,204,106.08	2,580,766.10	6,006,414.83	11,037,584.73	6,857,460.69	2,631,581.64	1,200,000.00	52,497,241.82	(2,698,653.00)	49,798,588.82	0.00	49,798,588.82
Excess	7,433,223.42	182,303.99	339,274.74	2,547.82	6,486,502.55	1,678,648.05	0.00	1,475,949.84	0.00	0.00	0.00	0.00	1,303,979.81	18,902,430.22	0.00	18,902,430.22	0.00	18,902,430.22
Total Consumption	14,988,191.92	324,113.76	826,878.61	4,589.06	8,761,669.78	2,196,385.19	11,204,106.08	4,056,715.94	6,006,414.83	11,037,584.73	6,857,460.69	2,631,581.64	2,503,979.81	71,399,672.04	(2,698,653.00)	68,701,019.04	0.00	68,701,019.04
Revenue																		
Customer Charge	2,153,209.68	186,361.81	50,145.62	1,713.04	995,075.71	223,664.12	378,989.54	167,541.32	93,192.60	79,298.80	17,104.00	4,596.00	3,090.00	4,353,982.24	0.00	4,353,982.24	0.00	4,353,982.24
Distribution First Step	3,384,533.05	64,910.63	69,939.62	699.29	798,905.94	185,878.19	2,076,560.02	433,977.00	938,401.22	1,151,871.92	595,681.19	235,000.26	108,204.00	10,064,012.33	0.00	10,064,012.33	0.00	10,064,012.33
Distribution Excess	2,214,211.88	56,076.10	39,404.65	594.94	1,299,399.34	330,022.96	0.00	179,265.57	0.00	0.00	0.00	0.00	94,743.42	4,213,718.86	0.00	4,213,718.86	0.00	4,213,718.86
Converted Data	(322,535.08)	(7,136.88)	0.00	0.00	(99,719.77)	(30,012.75)	(88,740.59)	(36,126.79)	(9,736.77)	(2,161.16)	0.00	0.00	0.00	(596,169.79)	(394,096.11)	(990,265.90)	0.00	(990,265.90)
Total Base Revenue	7,429,419.53	300,211.66	178,939.89	3,007.27	2,993,661.22	709,552.52	2,366,808.97	744,657.10	1,021,857.05	1,229,009.56	612,785.19	239,596.26	206,037.42	18,035,543.64	(394,096.11)	17,641,447.53	0.00	17,641,447.53
Demand Cost of Gas	4,439,359.45	86,628.60	249,413.60	1,239.52	2,827,542.07	338,344.64	2,500,124.63	525,842.76	386,616.63	75,637.17	0.00	0.00	0.00	11,430,749.07	0.00	11,430,749.07	0.00	11,430,749.07
Commodity Cost of Gas	11,651,819.73	230,782.68	654,252.12	3,115.85	6,532,889.79	1,081,165.67	5,740,861.11	1,661,370.92	848,572.32	240,957.93	0.00	0.00	0.00	28,645,788.12	0.00	28,645,788.12	0.00	28,645,788.12
Reconciliation Costs	143,380.70	7,056.99	3,208.26	149.74	34,507.34	46,452.41	103,256.51	63,546.04	13,635.10	8,947.34	0.00	0.00	0.00	424,140.43	0.00	424,140.43	0.00	424,140.43
Working Capital	33,450.58	713.18	1,846.62	10.17	17,111.78	3,820.46	15,875.04	5,770.53	2,351.09	847.77	0.00	0.00	0.00	81,797.22	0.00	81,797.22	0.00	81,797.22
Bad Debt	80,878.42	1,748.31	4,446.80	25.21	41,199.91	9,377.57	38,521.60	14,128.63	5,690.87	2,075.58	0.00	0.00	0.00	198,092.90	0.00	198,092.90	0.00	198,092.90
Production & Storage Capacity	227,131.81	3,884.71	12,993.44	57.30	125,728.55	18,250.88	106,316.46	30,545.95	17,976.09	4,097.28	0.00	0.00	0.00	546,982.47	0.00	546,982.47	0.00	546,982.47
Miscellaneous Overhead	41,868.76	949.16	2,272.33	13.85	20,870.54	5,222.12	20,090.88	7,740.70	2,879.49	1,150.98	0.00	0.00	0.00	103,058.81	0.00	103,058.81	0.00	103,058.81
Capacity Reserve Charge	0.00	0.00	0.00	0.00	2,497.55	626.98	7,236.04	1,561.01	21,548.61	52,259.68	23,825.55	14,473.69	0.00	124,029.11	0.00	124,029.11	0.00	124,029.11
Residential Low Income Assistance	61,376.14	1,320.68	3,365.28	19.28	35,623.15	8,855.68	45,630.65	16,399.72	25,429.09	46,091.20	0.00	0.00	0.00	244,110.87	0.00	244,110.87	0.00	244,110.87
Demand Side Management	182,286.02	3,925.88	9,943.93	58.25	58,525.60	14,621.01	73,152.75	26,813.89	38,600.06	72,844.47	0.00	0.00	0.00	480,771.86	0.00	480,771.86	0.00	480,771.86
Environmental Response Cost	146,801.21	3,174.29	8,224.18	42.97	84,902.39	21,253.90	105,067.14	38,826.66	54,137.06	103,995.39	0.00	0.00	0.00	566,425.19	0.00	566,425.19	0.00	566,425.19
Total Flow Thru Revenue	17,008,352.82	340,184.48	949,966.56	4,732.14	9,781,398.67	1,547,991.32	8,756,132.81	2,392,546.81	1,417,436.41	608,904.79	23,825.55	14,473.69	0.00	42,845,946.05	0.00	42,845,946.05	0.00	42,845,946.05
Total Revenue	24,437,772.35	640,396.14	1,128,906.45	7,739.41	12,775,059.89	2,257,543.84	11,122,941.78	3,137,203.91	2,439,293.46	1,837,914.35	636,610.74	254,069.95	206,037.42	60,881,489.69	(394,096.11)	60,487,393.58	0.00	60,487,393.58
Distribution Revenue, including LD/CGAC Revenue																		
	7,819,882.90	308,632.51	200,473.28	3,127.77	3,175,209.91	754,910.09	2,597,895.55	828,258.38	1,161,571.87	1,504,200.30	636,610.74	254,069.95	206,037.42	19,450,880.67	(394,096.11)	19,056,784.56	0.00	19,056,784.56
	16,617,889.45	331,763.63	928,433.17	4,611.64	9,599,849.98	1,502,633.75	8,525,046.23	2,308,945.53	1,277,721.59	333,714.05	0.00	0.00	0.00	41,430,609.02	0.00	41,430,609.02	0.00	41,430,609.02
Winter Period Only (Nov-Apr)																		
Consumption																		
First Step	4,922,915.75	69,608.65	346,156.77	952.37	1,599,485.08	235,929.51	8,662,187.47	1,397,008.46	4,577,639.34	7,010,521.68	4,866,387.00	851,909.20	393,333.32	34,934,034.60	0.00	34,934,034.60	0.00	34,934,034.60
Excess	7,032,679.40	131,771.68	333,073.63	1,849.05	5,940,763.89	1,003,305.37	0.00	945,289.55	0.00	0.00	0.00	0.00	15,845,549.29	15,808,279.86	0.00	15,808,279.86	0.00	15,808,279.86
Total Consumption	11,955,595.15	201,380.33	679,232.40	2,801.42	7,540,248.97	1,239,234.88	8,662,187.47	2,342,298.01	4,577,639.34	7,010,521.68	4,866,387.00	851,909.20	812,878.61	50,742,314.46	0.00	50,742,314.46	0.00	50,742,314.46
Revenue																		
Customer Charge	1,063,519.49	91,654.16	27,125.21	855.01	499,536.51	107,594.65	184,675.58	82,649.20	48,744.62	42,495.82	8,081.00	1,506.47	1,012.83	2,159,450.55	0.00	2,159,450.55	0.00	2,159,450.55
Distribution First Step	2,298,821.80	35,207.24	65,506.05	364.49	589,719.22	102,233.54	1,775,909.21	302,245.07	800,667.30	888,904.67	339,532.29	76,075.50	35,466.87	7,310,653.25	0.00	7,310,653.25	0.00	7,310,653.25
Distribution Excess	2,095,467.07	40,534.10	38,960.95	431.75	1,190,140.51	197,063.89	0.00	138,042.84	0.00	0.00	0.00	0.00	28,713.33	3,729,354.44	0.00	3,729,354.44	0.00	3,729,354.44
Demand Cost of Gas	3,927,503.76	66,725.13	226,241.15	958.43	2,611,509.40	230,282.52	2,172,322.98	383,987.64	362,592.31	52,533.29	0.00	0.00	0.00	10,034,656.61	0.00	10,034,656.61	0.00	10,034,656.61
Commodity Cost of Gas	9,933,746.47	164,291.11	576,577.50	2,177.08	5,890,369.61	682,730.93	4,769,602.24	1,137,331.94	777,065.86	156,024.26	0.00	0.00	0.00	24,089,917.00	0.00	24,089,917.00	0.00	24,089,917.00
Reconciliation Costs	(24,244.98)	383.92	(4,432.09)	55.43	(21,116.09)	3,028.24	17,155.28	7,048.15	7,474.29	(462.84)	0.00	0.00	0.00	(15,110.69)	0.00	(15,110.69)	0.00	(15,110.69)
Working Capital	27,032.47	459.23	1,554.23	6.61	14,985.24	2,159.18	12,581.35	3,609.34	2,115.44	487.78	0.00	0.00	0.00	64,990.87	0.00	64,990.87	0.00	64,990.87
Bad Debt	64,688.93	1,103.53	3,708.60	16.13	35,828.63	5,185.08	30,208.73	8,673.96	5,096.07	1,167.06	0.00	0.00	0.00	155,676.72	0.00	155,676.72	0.00	155,676.72
Production & Storage Capacity	227,131.81	3,884.71	12,993.44	57.30	125,728.55	18,250.88	106,316.46	30,545.95	17,976.09	4,097.28	0.00	0.00	0.00	546,982.47	0.00	546,982.47	0.00	546,982.47
Miscellaneous Overhead	31,491.59	537.79	1,799.66	7.98	17,429.06	2,533.20	14,758.39	4,241.37	2,497.93	568.14	0.00	0.00	0.00	75,865.11	0.00	75,865.11	0.00	75,865.11
Capacity Reserve Charge	0.00	0.00	0.00	0.00	2,497.55	626.98	7,236.04	1,561.01	21,548.61	52,259.68	23,825.55	14,473.69	0.00	124,029.11	0.00	124,029.11	0.00	124,029.11
Total Winter Period Revenue	19,645,158.41	404,780.92	950,034.70	4,930.21	10,956,628.19	1,351,689.09	9,090,766.26	2,099,936.47	2,045,778.52	1,198,075.14	371,438.84	92,055.66	65,193.03	48,276,465.44	0.00	48,276,465.44	0.00	48,276,465.44
Summer Period Only (May-Oct)																		
Consumption																		
First Step	2,632,052.75	72,201.12	141,447.10	1,088.87	675,682.15	281,807.63	2,541,918.61	1,183,757.64	1,428,775.49	4,027,063.05	1,991,073.69	1,779,672.44	806,666.68	17,563,207.22	0.00	17,563,207.22	0.00	17,563,207.22
Excess	400,544.02	50,532.31	6,199.11	698.77	545,738.66	675,342.68	0.00	530,660.29	0.00	0.00	0.00	0.00	884,434.52	3,094,150.36	0.00	3,094,150.36	0.00	3,094,150.36
Total Consumption	3,032,596.77	122,733.43	147,646.21	1,787.64	1,221,420.81	957,150.31	2,541,918.61	1,714										

	R5 Residential Heat	R6 Residential Non - Heat	R10 Residential LI Heat	R11 Residential LI Non - Heat	G40 Small Comm High Winter	G50 Small Comm Low Winter	G41 Med Comm High Winter	G51 Med Comm Low Winter	G42 Large C&I High Winter	G52 Large C&I Low Winter	Sp Ct Simplex	Sp Ct Nat Gypsum	Sp Ct Foss - NH	Total Billed CIS Revenue	Cycle 22 Accrued Rev	Total Firm Gas	Interruptible Gas	Total All Classes
Total Revenue (Winter, Summer & Common)																		
Customer Counts	19,473.00	1,582.00	1,053.00	28.00	4,504.00	947.00	559.00	234.00	30.00	28.00	0.00	1.00	1.00	28,440.00	0.00	28,440.00	0.00	28,440.00
Meter Counts	19,460.00	1,579.00	1,052.00	27.00	4,489.00	947.00	559.00	234.00	30.00	27.00	0.00	2.00	1.00	28,407.00	0.00	28,407.00	0.00	28,407.00
Consumption (therms)																		
First Step	7,387,574.65	140,452.52	359,759.62	3,291.35	2,170,542.97	506,346.37	10,264,795.24	2,513,607.79	5,271,210.37	11,147,743.47	0.00	5,194,664.48	2,400,000.00	47,359,988.83	0.00	47,359,988.83	0.00	47,359,988.83
Excess	7,059,258.03	199,057.13	250,499.29	8,807.25	5,915,361.04	1,659,335.59	0.00	1,284,810.15	0.00	0.00	0.00	0.00	2,859,015.61	19,236,144.09	0.00	19,236,144.09	0.00	19,236,144.09
Total Consumption	14,446,832.68	339,509.65	610,258.91	12,098.60	8,085,904.01	2,165,681.96	10,264,795.24	3,798,417.94	5,271,210.37	11,147,743.47	0.00	5,194,664.48	5,259,015.61	66,596,132.92	0.00	66,596,132.92	0.00	66,596,132.92
Revenue																		
Customer Charge	2,201,064.68	184,737.34	43,515.26	2,699.10	990,889.06	217,441.33	392,654.54	169,481.65	91,685.54	82,211.33	0.00	9,374.59	6,290.04	4,392,044.46	0.00	4,392,044.46	0.00	4,392,044.46
Distribution First Step	3,031,137.79	57,145.98	59,054.97	1,014.16	668,363.82	152,836.88	1,827,356.58	386,355.77	798,978.50	1,137,853.89	0.00	472,907.39	220,254.85	8,813,260.58	0.00	8,813,260.58	0.00	8,813,260.58
Distribution Excess	2,110,276.27	61,342.62	29,960.40	2,056.51	1,186,925.49	326,723.42	0.00	154,845.30	0.00	0.00	0.00	0.00	210,414.02	4,082,544.03	0.00	4,082,544.03	0.00	4,082,544.03
Total Base Revenue	7,342,478.74	303,225.94	132,530.63	5,769.77	2,846,178.37	697,001.63	2,220,011.12	710,682.72	890,664.04	1,220,065.22	0.00	482,281.98	436,958.91	17,287,849.07	0.00	17,287,849.07	0.00	17,287,849.07
Demand Cost of Gas	4,840,918.09	100,043.95	203,515.39	4,674.17	2,639,663.19	289,298.96	2,208,452.92	399,366.11	317,666.98	15,336.95	0.00	0.00	0.00	11,018,936.71	0.00	11,018,936.71	0.00	11,018,936.71
Commodity Cost of Gas	7,637,516.85	179,147.99	322,705.51	6,130.35	3,552,705.70	959,758.38	3,072,414.97	1,306,377.18	450,117.37	51,484.63	0.00	0.00	0.00	17,538,358.93	0.00	17,538,358.93	0.00	17,538,358.93
Reconciliation Costs	1,126,435.52	20,351.70	46,342.87	910.87	590,954.56	82,892.11	472,331.90	116,108.02	67,725.00	3,625.20	0.00	0.00	0.00	2,527,677.75	0.00	2,527,677.75	0.00	2,527,677.75
Working Capital	23,341.98	437.97	916.33	0.28	12,034.53	1,963.03	9,710.18	2,678.87	1,488.38	65.06	0.00	0.00	0.00	52,636.61	0.00	52,636.61	0.00	52,636.61
Bad Debt	79,466.49	1,643.02	3,290.17	57.02	39,850.68	7,485.45	33,138.13	10,284.55	4,853.94	368.97	0.00	0.00	0.00	180,438.42	0.00	180,438.42	0.00	180,438.42
Production & Storage Capacity	282,307.15	5,335.56	11,677.50	239.70	146,070.47	22,617.60	118,267.95	31,493.88	16,979.21	1,066.26	0.00	0.00	0.00	636,055.28	0.00	636,055.28	0.00	636,055.28
Miscellaneous Overhead	50,169.75	1,186.80	2,123.45	42.47	23,858.18	5,876.87	20,855.05	7,993.14	3,071.95	330.74	0.00	0.00	0.00	115,508.40	0.00	115,508.40	0.00	115,508.40
Capacity Reserve Charge	0.00	0.00	0.00	0.00	102.64	12.11	703.72	58.13	7,272.46	20,256.74	0.00	11,062.40	0.00	39,468.20	0.00	39,468.20	0.00	39,468.20
Residential Low Income Assistance P	76,965.56	1,819.60	3,235.41	58.32	42,946.38	11,602.98	54,511.57	20,328.59	27,408.27	58,637.40	0.00	0.00	0.00	297,514.08	0.00	297,514.08	0.00	297,514.08
Demand Side Management	303,782.52	7,024.42	13,043.03	343.91	56,139.96	14,226.47	71,330.41	25,108.14	41,395.18	82,044.78	0.00	0.00	0.00	614,438.82	0.00	614,438.82	0.00	614,438.82
Environmental Response Cost	81,735.20	1,929.98	3,452.20	66.98	45,683.58	12,265.74	58,021.19	21,510.26	29,649.96	62,873.36	0.00	0.00	0.00	317,188.45	0.00	317,188.45	0.00	317,188.45
Total Flow Thru Revenue	14,502,639.11	318,920.99	610,301.86	12,524.07	7,150,009.87	1,407,999.70	6,119,737.99	1,941,306.87	967,628.70	296,090.09	0.00	11,062.40	0.00	33,338,221.65	0.00	33,338,221.65	0.00	33,338,221.65
Total Revenue	21,845,117.85	622,146.93	742,832.49	18,293.84	9,996,188.24	2,105,001.33	8,339,749.11	2,651,989.59	1,858,292.74	1,516,155.31	0.00	493,344.38	436,958.91	50,626,070.72	0.00	50,626,070.72	0.00	50,626,070.72
Distribution Revenue, including LDAC																		
CGAC Revenue	7,804,962.02	313,999.94	152,261.27	6,238.98	2,991,050.93	735,108.93	2,404,578.01	777,687.84	996,389.91	1,443,877.50	0.00	493,344.38	436,958.91	18,556,458.62	0.00	18,556,458.62	0.00	18,556,458.62
CGAC Revenue	14,040,155.83	308,146.99	590,571.22	12,054.86	7,005,137.31	1,369,892.40	5,935,171.10	1,874,301.75	861,902.83	72,277.81	0.00	0.00	0.00	32,069,612.10	0.00	32,069,612.10	0.00	32,069,612.10
Winter Period Only (Nov-Apr)																		
Consumption																		
First Step	4,971,511.45	70,725.87	242,048.99	1,900.87	1,588,346.86	260,413.87	8,234,630.32	1,424,561.82	3,821,731.51	6,730,807.96	0.00	2,797,084.70	1,199,784.92	31,343,549.14	0.00	31,343,549.14	0.00	31,343,549.14
Excess	6,707,346.32	150,817.51	240,814.05	7,930.37	5,335,439.14	1,026,529.90	0.00	795,197.37	0.00	0.00	0.00	0.00	1,434,602.10	15,698,676.76	0.00	15,698,676.76	0.00	15,698,676.76
Total Consumption	11,678,857.77	221,543.38	482,863.04	9,831.24	6,923,786.00	1,286,943.77	8,234,630.32	2,219,759.19	3,821,731.51	6,730,807.96	0.00	2,797,084.70	2,634,387.02	47,042,225.90	0.00	47,042,225.90	0.00	47,042,225.90
Revenue																		
Customer Charge	1,093,547.36	90,392.57	20,583.53	1,476.27	497,566.52	105,627.29	193,674.43	83,528.14	45,695.35	40,974.40	0.00	4,693.27	3,133.24	2,180,892.37	0.00	2,180,892.37	0.00	2,180,892.37
Distribution First Step	2,039,825.53	28,778.11	39,738.04	585.59	488,774.44	78,604.46	1,599,165.64	265,253.72	659,248.68	849,428.01	0.00	254,967.40	109,715.46	6,414,085.08	0.00	6,414,085.08	0.00	6,414,085.08
Distribution Excess	2,005,217.29	46,473.96	28,801.69	1,851.76	1,070,823.70	202,124.05	0.00	116,655.51	0.00	0.00	0.00	0.00	88,813.97	3,560,761.93	0.00	3,560,761.93	0.00	3,560,761.93
Demand Cost of Gas	4,494,333.22	85,220.85	187,512.93	4,390.30	2,502,730.65	229,985.07	2,031,893.57	320,952.63	288,939.04	11,357.53	0.00	0.00	0.00	10,157,315.79	0.00	10,157,315.79	0.00	10,157,315.79
Commodity Cost of Gas	6,034,358.41	110,908.44	248,398.67	4,807.81	3,046,030.26	544,710.96	2,422,279.38	757,621.45	344,564.19	24,316.71	0.00	0.00	0.00	13,537,996.28	0.00	13,537,996.28	0.00	13,537,996.28
Reconciliation Costs	1,166,081.99	22,010.38	48,108.99	943.22	603,641.88	93,278.48	488,328.10	129,782.50	70,322.83	4,319.18	0.00	0.00	0.00	2,626,817.55	0.00	2,626,817.55	0.00	2,626,817.55
Working Capital	22,616.98	417.13	882.26	(0.01)	11,797.22	1,749.88	9,376.07	2,392.17	1,433.90	50.50	0.00	0.00	0.00	50,716.10	0.00	50,716.10	0.00	50,716.10
Bad Debt	73,107.12	1,374.76	2,995.09	51.80	37,876.83	5,823.03	30,572.14	8,085.07	4,436.33	257.36	0.00	0.00	0.00	164,579.53	0.00	164,579.53	0.00	164,579.53
Production & Storage Capacity	282,307.15	5,335.56	11,677.50	239.70	146,070.47	22,617.60	118,267.95	31,493.88	16,979.21	1,066.26	0.00	0.00	0.00	636,055.28	0.00	636,055.28	0.00	636,055.28
Miscellaneous Overhead	39,928.53	751.70	1,652.11	34.13	20,654.57	3,198.61	16,724.66	4,454.86	2,400.01	151.17	0.00	0.00	0.00	89,950.35	0.00	89,950.35	0.00	89,950.35
Capacity Reserve Charge	0.00	0.00	0.00	0.00	102.64	12.11	703.72	58.13	7,272.46	20,256.74	0.00	11,062.40	0.00	39,468.20	0.00	39,468.20	0.00	39,468.20
Total Winter Period Revenue	17,251,323.58	391,663.46	590,350.81	14,380.57	8,426,069.18	1,287,731.54	6,910,985.66	1,720,278.06	1,441,292.00	952,177.86	0.00	270,723.07	201,662.67	39,458,638.46	0.00	39,458,638.46	0.00	39,458,638.46
Summer Period Only (May-Oct)																		
Consumption																		
First Step	2,416,063.20	69,726.65	117,710.63	1,390.48	582,196.11	245,932.50	2,030,164.92	1,089,045.97	1,449,478.86	4,416,935.51	0.00	2,397,579.78	1,200,215.08	16,016,439.69	0.00	16,016,439.69	0.00	16,016,439.69
Excess	351,911.71	48,239.62	9,685.24	876.88	579,921.90	632,805.69	0.00	489,612.78	0.00	0.00	0.00	0.00	1,424,413.51	3,537,467.33	0.00	3,537,467.33	0.00	3,537,467.33
Total Consumption	2,767,974.91	117,966.27	127,395.87	2,267.36	1,162,118.01	878,738.19	2,030,164.92	1,578,658.75	1,449,478.86	4,416,935.51	0.00	2,397,579.78	2,624,628.59	19,553,907.02				

NORTHERN UTILITIES, INC. - NH DIVISION
PAYROLL TAXES ADJUSTMENT
FOR THE 12 MONTHS ENDED DECEMBER 31, 2010
UNITIL SERVICE CORP.

Line No.	2010 Taxable Wages Subj to Pay Increase 1/	2011 Pay Increase 3.0%	Total Proformed Payroll	Payroll Increase Exclusion
1	<u>\$5,189,812</u>	<u>\$155,694</u>	<u>\$5,345,506</u>	153,913
2	To Northern Utilities at 34.35% 2/			<u>52,869</u>
3	To NH Division at 50.28% 2/			26,583
4	Less amount chargeable to Capital at 25.71% 2/			<u>(6,834)</u>
5	Pay Increase to O&M not subject to SS tax above annual limit of \$106,800			<u>\$19,748</u>

1/ For 30 employees subject to Social Security maximum
2/ Test Year actual data

NORTHERN UTILITIES, INC. - NH DIVISION

PAYROLL TAXES ADJUSTMENT
FOR THE 12 MONTHS ENDED DECEMBER 31, 2010

Line No.	2010 Taxable Wages Subj to Pay Increase	1/	2011 Nonunion Increase 3.0%	Total Proformed Wages	Wage Increase Limit
1	\$108,472		\$3,254	\$111,726	\$3,254
2	Less: Capitalized at 36.47%	2/			<u>(1,187)</u>
3	Pay Increase to O&M not subject to SS tax above annual limit of \$106,800				<u><u>\$2,067</u></u>

1/ Northern Utilities - NH Division employee whose pay exceeds the wage limit of \$106,800 subject to social security tax.

2/ See Workpaper Payroll 2, Page 2 of 3.