

**ENERGYNORTH NATURAL GAS, INC.**

Calculation of the Projected Over or Under Collection of the  
2011 - 2012 Winter Cost of Gas Filing  
DG 11-192

December 1, 2011

|                                                                     |                      |                    |                        |             |                |
|---------------------------------------------------------------------|----------------------|--------------------|------------------------|-------------|----------------|
| Under/(Over) Collection as of 11/01/11                              |                      |                    |                        |             | \$ 6,075,463   |
| Forecasted firm Residential therm sales 12/01/11 - 04/30/12         |                      |                    |                        | 40,688,937  |                |
| Residential Cost of Gas Rate per therm                              |                      |                    |                        | \$ (0.7926) |                |
| Forecasted firm C&I High Winter Use therm sales 12/01/11 - 04/30/12 |                      |                    |                        | 25,554,983  |                |
| C&I- High Winter Use Cost of Gas Rate per therm                     |                      |                    |                        | \$ (0.7929) |                |
| Forecasted firm C&I Low Winter therm sales 12/01/11 - 04/30/12      |                      |                    |                        | 3,977,608   |                |
| C&I- Low Winter Use Cost of Gas Rate per therm                      |                      |                    |                        | \$ (0.7911) |                |
| Forecasted firm Residential therm sales 11/11                       |                      |                    |                        | 1,670,271   |                |
| Residential Cost of Gas Rate per therm                              |                      |                    |                        | \$ (0.7926) |                |
| Forecasted firm C&I High Winter Use therm sales 11/11               |                      |                    |                        | 950,337     |                |
| C&I- High Winter Use Cost of Gas Rate per therm                     |                      |                    |                        | \$ (0.7929) |                |
| Forecasted firm C&I Low Winter Use therm sales 11/11                |                      |                    |                        | 243,076     |                |
| C&I- Low Winter Use Cost of Gas Rate per therm                      |                      |                    |                        | \$ (0.7911) |                |
| Forecast recovered costs at current rate 11/01/11 - 4/30/12         |                      |                    |                        |             | (57,928,959)   |
| <u>Fixed Price Option</u>                                           | <u>FPO w Premium</u> | <u>FPO Premium</u> | <u>FPO w/o Premium</u> |             |                |
| 13% of Residential Sales                                            | 6,553,073            | 6,553,073          | 6,553,073              |             |                |
| FPO Residential Cost of Gas Rate per therm                          | \$ (0.8126)          | \$ (0.0200)        | \$ (0.7926)            |             |                |
| 9% of C&I High Winter Use Sales                                     | 2,544,011            | 2,544,011          | 2,544,011              |             |                |
| FPO C&I- High Winter Use Cost of Gas Rate per therm                 | \$ (0.8129)          | \$ (0.0200)        | \$ (0.7929)            |             |                |
| 9% of C&I Low Winter Use Sales                                      | 450,366              | 450,366            | 450,366                |             |                |
| FPO C&I- Low Winter Use Cost of Gas Rate per therm                  | \$ (0.8111)          | \$ (0.0200)        | \$ (0.7911)            |             |                |
| Forecast recovered costs at FPO Rate                                | (7,758,334)          | (190,949)          | (7,567,385)            |             | (7,567,385)    |
| Unbilled COG Revenues- 11/01/11 - 4/30/12                           |                      |                    |                        |             | -              |
| Total Forecast recovered Costs                                      |                      |                    |                        |             |                |
| Revised projected gas costs 11/01/11 - 4/30/12                      |                      |                    |                        |             | \$ 55,737,232  |
| Estimated interest charged (credited) to customers 11/01/11-4/30/12 |                      |                    |                        |             | 39,628         |
| Projected under / (over) collection as of 04/30/12 (A)              |                      |                    |                        |             | \$ (3,644,021) |

|                                                           |               |
|-----------------------------------------------------------|---------------|
| Actual Gas Costs through 11/01/11                         | \$ -          |
| Revised projected gas costs 11/01/11 - 4/30/12            | 55,776,860    |
| Estimated total adjusted gas costs 11/01/11 - 4/30/12 (B) | \$ 55,776,860 |

|                                                              |        |
|--------------------------------------------------------------|--------|
| Under/ (over) collection as percent of total gas costs (A/B) | -6.53% |
|--------------------------------------------------------------|--------|

|                                                                      |                |
|----------------------------------------------------------------------|----------------|
| Projected under / (over) collections as of 4/30/12(A)                | \$ (3,644,021) |
| Forecasted Non FPO firm therm sales 12/01/11 - 4/30/12 (C)           | 65,049,635     |
| Change in rate used to reduce forecast under/(over) collection (A/C) | \$ (0.0560)    |
| Current Cost of Gas Rate                                             | \$ 0.7926      |
| Revised Cost of Gas Rate                                             | \$ 0.7366      |

Revised as follows:

The revised projected gas costs include the December 2011 - April 2012 NYMEX strip as of November 18, 2011.

Compliance rates per New Hampshire Public Utilities Commission Order Number 25,286 dated October 31, 2011 in Docket DG 11-192: The Company may adjust the approved cost of gas rate of \$0.7926 per therm upwards by no more than plus 25% or \$0.1982 per therm. The adjusted cost of gas rate shall not be more than \$0.9908 per therm (pursuant to NHPUC NO. 6 Gas section 16(N)).

**ENERGYNORTH NATURAL GAS, INC.**  
Projected Over or Under Collection

| Without Rate Adjustment                    | Oct-11       | Nov-11<br>(estimate) | Dec-11<br>(estimate) | Jan-12<br>(estimate) | Feb-12<br>(estimate) | Mar-12<br>(estimate) | Apr-12<br>(estimate) | May-12<br>(estimate) | Total Peak      |
|--------------------------------------------|--------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|-----------------|
| <b>Total Demand</b>                        |              | \$ 1,230,761         | \$ 1,285,133         | \$ 1,285,133         | \$ 1,285,076         | \$ 1,285,133         | \$ 1,230,761         |                      | \$ 7,601,997    |
| <b>Total Commodity</b>                     |              | \$ 4,667,046         | \$ 8,065,786         | \$ 9,692,438         | \$ 8,858,668         | \$ 6,278,395         | \$ 3,481,345         |                      | \$ 41,043,678   |
| <b>Hedge Savings</b>                       |              | \$ 613,222           | \$ 795,205           | \$ 724,850           | \$ 681,231           | \$ 939,942           | \$ 394,488           |                      | \$ 4,148,939    |
| <b>Total Gas Costs</b>                     |              | \$ 6,511,029         | \$ 10,146,124        | \$ 11,702,421        | \$ 10,824,976        | \$ 8,503,470         | \$ 5,106,594         |                      | \$ 52,794,613   |
| <b>Adjustments and Indirect Costs</b>      |              |                      |                      |                      |                      |                      |                      |                      |                 |
| Refunds & Adjustments                      |              | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  |                      | \$0             |
| It Margin                                  |              | -                    | -                    | -                    | -                    | -                    | -                    |                      | -               |
| Inventory Financing                        |              | 18,418               | 24,795               | 20,703               | 18,700               | 6,533                | 12,846               |                      | 101,995         |
| Transportation Revenue                     |              | -                    | -                    | -                    | -                    | -                    | -                    |                      | -               |
| Broker Revenue                             |              | (69,450)             | (87,252)             | (69,039)             | (130,537)            | (47,165)             | (26,875)             |                      | (430,318)       |
| Off System and Capacity Release            |              | (19,941)             | (12,333)             | (99,895)             | (12,333)             | (12,333)             | (12,333)             |                      | (169,170)       |
| Fixed Price Option Admin.                  |              | 40,691               | -                    | -                    | -                    | -                    | -                    |                      | 40,691          |
| Bad Debt Costs                             |              | 169,473              | 255,523              | 292,454              | 271,632              | 216,543              | 135,935              |                      | 1,341,560       |
| Working Capital                            |              | 8,275                | 12,895               | 14,872               | 13,757               | 10,807               | 6,490                |                      | 67,096          |
| Misc Overhead                              |              | 1,723                | 1,723                | 1,723                | 1,723                | 1,723                | 1,723                |                      | 10,337          |
| Production & Storage                       |              | 330,071              | 330,071              | 330,071              | 330,071              | 330,071              | 330,071              |                      | 1,980,428       |
| <b>Total Indirect Costs</b>                |              | \$ 479,260           | \$ 525,421           | \$ 490,889           | \$ 493,013           | \$ 506,178           | \$ 447,856           |                      | \$ 2,942,619    |
| <b>Interest</b>                            |              | \$ 13,966            | \$ 10,629            | \$ 7,579             | \$ 4,681             | \$ 2,501             | \$ 272               |                      | \$ 39,628       |
| <b>Total Gas Costs plus Indirect Costs</b> |              | \$ 7,004,255         | \$ 10,682,175        | \$ 12,200,889        | \$ 11,322,670        | \$ 9,012,149         | \$ 5,554,723         |                      | \$ 55,776,860   |
| <b>Collections</b>                         |              | \$ (2,569,480)       | \$ (9,284,147)       | \$ (13,436,872)      | \$ (14,615,668)      | \$ (13,140,515)      | \$ (10,079,918)      | \$ (2,560,693)       | \$ (65,687,293) |
| Less FPO Premium                           |              | \$ 7,379             | \$ 26,718            | \$ 38,364            | \$ 41,831            | \$ 37,547            | \$ 28,846            | \$ 10,264            | \$ 190,949      |
| Unbilled                                   |              | \$ (5,763,847)       | \$ (9,008,219)       | \$ (9,756,226)       | \$ (8,087,805)       | \$ (5,828,978)       | \$ (2,415,106)       | \$ -                 | \$ (40,860,181) |
| Reverse Prior Month Unbilled               |              | \$ -                 | \$ 5,763,847         | \$ 9,008,219         | \$ 9,756,226         | \$ 8,087,805         | \$ 5,828,978         | \$ 2,415,106         | \$ 40,860,181   |
| <b>Prior Period</b>                        | \$ 6,075,463 | \$ (1,321,692)       | \$ (1,819,627)       | \$ (1,945,625)       | \$ (1,582,747)       | \$ (1,831,993)       | \$ (1,082,478)       | \$ (135,323)         | \$ (3,644,021)  |
|                                            |              | \$ 4,753,771         |                      |                      |                      |                      |                      |                      |                 |
| <b>Total Forecasted Sales Volumes</b>      |              | 3,232,641            | 11,679,687           | 16,903,823           | 18,386,585           | 16,531,042           | 12,680,913           | 3,217,970            | 82,632,661      |
| <b>Total Forecasted Collections</b>        |              | (\$2,569,480)        | (\$9,284,147)        | (\$13,436,872)       | (\$14,615,668)       | (\$13,140,515)       | (\$10,079,918)       | (\$2,560,693)        | (\$65,687,293)  |
| <b>With Rate Adjustment</b>                |              |                      |                      |                      |                      |                      |                      |                      |                 |
|                                            | Oct-11       | Nov-11<br>(estimate) | Dec-11<br>(estimate) | Jan-12<br>(estimate) | Feb-12<br>(estimate) | Mar-12<br>(estimate) | Apr-12<br>(estimate) | May-12<br>(estimate) | Total Peak      |
| <b>Total Demand</b>                        |              | \$ 1,230,761         | \$ 1,285,133         | \$ 1,285,133         | \$ 1,285,076         | \$ 1,285,133         | \$ 1,230,761         |                      | \$ 7,601,997    |
| <b>Total Commodity</b>                     |              | \$ 4,667,046         | \$ 8,065,786         | \$ 9,692,438         | \$ 8,858,668         | \$ 6,278,395         | \$ 3,481,345         |                      | \$ 41,043,678   |
| <b>Hedge Savings</b>                       |              | \$ 613,222           | \$ 795,205           | \$ 724,850           | \$ 681,231           | \$ 939,942           | \$ 394,488           |                      | \$ 4,148,939    |
| <b>Total Gas Costs</b>                     |              | \$ 6,511,029         | \$ 10,146,124        | \$ 11,702,421        | \$ 10,824,976        | \$ 8,503,470         | \$ 5,106,594         |                      | \$ 52,794,613   |
| <b>Adjustments and Indirect Costs</b>      |              |                      |                      |                      |                      |                      |                      |                      |                 |
| Prior Period Adjustment                    |              | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  | \$0                  |                      | \$0             |
| It Margin                                  |              | -                    | -                    | -                    | -                    | -                    | -                    |                      | -               |
| Inventory Financing                        |              | 18,418               | 24,795               | 20,703               | 18,700               | 6,533                | 12,846               |                      | 101,995         |
| Transportation Revenue                     |              | -                    | -                    | -                    | -                    | -                    | -                    |                      | -               |
| Broker Revenue                             |              | (69,450)             | (87,252)             | (69,039)             | (130,537)            | (47,165)             | (26,875)             |                      | (430,318)       |
| Off System and Capacity Release            |              | (19,941)             | (12,333)             | (99,895)             | (12,333)             | (12,333)             | (12,333)             |                      | (169,170)       |
| Fixed Price Option Admin.                  |              | 40,691               | -                    | -                    | -                    | -                    | -                    |                      | 40,691          |
| Bad Debt Costs                             |              | 169,473              | 255,523              | 292,454              | 271,632              | 216,543              | 135,935              |                      | 1,341,560       |
| Working Capital                            |              | 8,275                | 12,895               | 14,872               | 13,757               | 10,807               | 6,490                |                      | 67,096          |
| Misc Overhead                              |              | 1,723                | 1,723                | 1,723                | 1,723                | 1,723                | 1,723                |                      | 10,337          |
| Production & Storage                       |              | 330,071              | 330,071              | 330,071              | 330,071              | 330,071              | 330,071              |                      | 1,980,428       |
| <b>Total Indirect Costs</b>                |              | \$ 479,260           | \$ 525,421           | \$ 490,889           | \$ 493,013           | \$ 506,178           | \$ 447,856           |                      | \$ 2,942,619    |
| <b>Interest</b>                            |              | \$ 13,966            | \$ 10,629            | \$ 7,579             | \$ 4,681             | \$ 2,501             | \$ 272               |                      | \$ 39,628       |
| <b>Total Gas Costs plus Indirect Costs</b> |              | \$ 7,004,255         | \$ 10,682,175        | \$ 12,200,889        | \$ 11,322,670        | \$ 9,012,149         | \$ 5,554,723         |                      | \$ 55,776,860   |
| <b>Collections</b>                         |              | \$ (2,569,480)       | \$ (8,994,422)       | \$ (12,597,392)      | \$ (13,702,834)      | \$ (12,319,628)      | \$ (9,450,341)       | \$ (2,409,174)       | \$ (62,043,272) |
| Less FPO Premium                           |              | \$ 7,379             | \$ 26,718            | \$ 38,364            | \$ 41,831            | \$ 37,547            | \$ 28,846            | \$ 10,264            | \$ 190,949      |
| Unbilled                                   |              | \$ (6,114,878)       | \$ (8,881,385)       | \$ (9,618,859)       | \$ (7,973,930)       | \$ (5,746,907)       | \$ (2,381,102)       | \$ -                 | \$ (40,717,060) |
| Reverse Prior Month Unbilled               |              | \$ -                 | \$ 6,114,878         | \$ 8,881,385         | \$ 9,618,859         | \$ 7,973,930         | \$ 5,746,907         | \$ 2,381,102         | \$ 40,717,060   |
| <b>Prior Period</b>                        | \$ 6,075,463 | \$ (1,672,723)       | \$ (1,052,037)       | \$ (1,095,613)       | \$ (693,404)         | \$ (1,042,910)       | \$ (500,968)         | \$ (17,808)          | \$ (0)          |
|                                            |              | \$ 4,402,740         |                      |                      |                      |                      |                      |                      |                 |
| <b>Total Forecasted Sales Volumes</b>      |              | 3,232,641            | 11,679,687           | 16,903,823           | 18,386,585           | 16,531,042           | 12,680,913           | 3,217,970            | 82,632,661      |
| <b>Total Forecasted Collections</b>        |              | \$ (2,569,480)       | \$ (8,994,422)       | \$ (12,597,392)      | \$ (13,702,834)      | \$ (12,319,628)      | \$ (9,450,341)       | \$ (2,409,174)       | \$ (62,043,272) |