

# Customer Base and Growth Rates Pennichuck Water Works 1995 - 2004

| A   | B                                | C             | D             | E        | F             | G             | H             | I             | J             | K             | L             | M                          | N                                    |
|-----|----------------------------------|---------------|---------------|----------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------------|--------------------------------------|
| Row | Town                             | 1995          | 1996          | 1997*    | 1998          | 1999          | 2000          | 2001          | 2002          | 2003          | 2004          | Total<br>10 Year<br>Growth | Average<br>Annual<br>Growth<br>Rate* |
| 1   | <b>Nashua:</b>                   |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 2   | Population of Area               | 82,000        | 82,000        |          | 82,000        | 83,000        | 84,000        | 83,209        | 83,209        | 86,605        | 87,907        |                            |                                      |
| 3   | Number of Customers              | 20,474        | 20,364        |          | 20,367        | 20,576        | 20,737        | 20,902        | 21,119        | 21,319        | 21,383        | 909                        | 0.44%                                |
| 4   | <b>Amherst:</b>                  |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 5   | Population of Area               |               |               |          |               |               |               | 10,229        | 10,229        | 10,769        | 11,342        |                            |                                      |
| 6   | Number of Customers              | 365           | 453           |          | 518           | 599           | 612           | 783           | 809           | 890           | 890           | 525                        | 9.32%                                |
| 7   | <b>Merrimack:</b>                |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 8   | Population of Area               |               |               |          |               |               |               | 23,899        | 23,899        | 25,119        | 26,398        |                            |                                      |
| 9   | Number of Customers              | 25            | 77            |          | 78            | 132           | 172           | 191           | 194           | 201           | 203           | 178                        | 23.30%                               |
| 10  | <b>Milford:</b>                  |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 11  | Population of Area               |               |               |          |               |               |               | 12,859        | 23,899        | 13,535        | 14,418        |                            |                                      |
| 12  | Number of Customers              | 127           | 127           |          | 127           | 127           | 127           | 148           | 169           | 204           | 119           | -8                         | -0.65%                               |
| 13  | <b>Hollis:</b>                   |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 14  | Population of Area               |               |               |          |               |               |               | 6,760         | 6,760         | 7,015         | 7,454         |                            |                                      |
| 15  | Number of Customers              | 1             | 1             |          | 1             | 1             | 1             | 9             | 21            | 36            | 49            | 48                         | 47.58%                               |
| 16  | <b>Bedford:</b>                  |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 17  | Population of Area               |               |               |          |               |               |               | 15,911        | 15,911        | 18,274        | 20,181        |                            |                                      |
| 18  | Number of Customers              | 62            | 139           |          | 224           | 289           | 380           | 442           | 534           | 635           | 722           | 660                        | 27.82%                               |
| 19  | <b>Derry:</b>                    |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 20  | Population of Area               |               |               |          |               |               |               | 32,183        | 32,183        | 34,021        | 34,678        |                            |                                      |
| 21  | Number of Customers              | 691           | 709           |          | 730           | 742           | 769           | 776           | 778           | 778           | 779           | 88                         | 28.80%                               |
| 22  | <b>Plaistow:</b>                 |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 23  | Population of Area               |               |               |          |               |               |               | 7,873         | 7,873         | 7,747         | 7,906         |                            |                                      |
| 24  | Number of Customers              | 88            | 88            |          | 88            | 118           | 118           | 154           | 189           | 194           | 194           | 106                        | 8.23%                                |
| 25  | <b>Epping:</b>                   |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 26  | Population of Area               |               |               |          |               |               |               | 5,572         | 5,572         | 5,476         | 5,879         |                            |                                      |
| 27  | Number of Customers              | 73            | 75            |          | 76            | 76            | 76            | 77            | 78            | 78            | 78            | 5                          | 0.66%                                |
| 28  | <b>Salem:</b>                    |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 29  | Population of Area               |               |               |          |               |               |               | 27,525        | 27,525        | 28,112        | 29,027        |                            |                                      |
| 30  | Number of Customers              |               |               |          | 23            | 45            | 55            | 65            | 68            | 72            | 72            | 72                         | 17.71%                               |
| 31  | <b>Newmarket:</b>                |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 32  | Population of Area               |               |               |          |               |               |               | 7,715         | 7,715         | 8,027         | 8,823         |                            |                                      |
| 33  | Number of Customers              |               |               |          | 87            | 87            | 87            | 87            | 87            | 87            | 87            | 87                         | 0.00%                                |
| 34  |                                  |               |               |          |               |               |               |               |               |               |               |                            |                                      |
| 35  | <b>Total Customers Per Year:</b> | <b>21,906</b> | <b>22,033</b> | <b>0</b> | <b>22,319</b> | <b>22,792</b> | <b>23,134</b> | <b>23,634</b> | <b>24,046</b> | <b>24,494</b> | <b>24,576</b> | <b>2,670</b>               | <b>1.16%</b>                         |

\*Not Reported in 1997

Salem is based on a 7 year period