

Public Service Company of New Hampshire  
Docket No. DE 11-133

Record Request RR-01  
Dated: 06/23/2011  
Q-RR-001  
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**Witness:** Robert A. Baumann  
**Request from:** New Hampshire Public Utilities Commission Staff

**Question:**

Exhibit 4: Please provide the actual sales growth by class and in total from 2009 to 2010, and forecasted sales growth by class and in total for 2012.

**Response:**

The requested data is attached. To provide a comparison of data, PSNH is providing data from 2008 through 2012. Historical data is being provided with and without weather normalization. Forecasted data is always normalized for weather.

**BILLED ELECTRIC SALES**  
**GWH**

	Residential		Commercial		Industrial		Street Light		Total Retail	
	<u>Sales</u>	<u>% Chg</u>								
<b><u>PUBLIC SERVICE COMPANY OF NEW HAMPSHIRE - TOTAL FRANCHISE SALES</u></b>										
<b>NOT NORMALIZED FOR WEATHER</b>										
2008	3,120	-1.6%	3,380	-0.7%	1,446	-5.8%	25	2.1%	7,971	-2.0%
2009	3,063	-1.8%	3,268	-3.3%	1,302	-9.9%	24	-3.4%	7,657	-3.9%
2010	3,177	3.7%	3,319	1.6%	1,341	3.0%	24	0.6%	7,861	2.7%
<b>FORECAST</b>										
2011*	3,149	-0.9%	3,297	-0.7%	1,326	-1.1%	24	0.4%	7,796	-0.8%
2012	3,212	2.0%	3,332	1.1%	1,311	-1.1%	24	1.4%	7,880	1.1%
	Residential		Commercial		Industrial		Street Light		Total Retail	
	<u>Sales</u>	<u>% Chg</u>								
<b><u>PUBLIC SERVICE COMPANY OF NEW HAMPSHIRE - TOTAL FRANCHISE SALES</u></b>										
<b>NORMALIZED FOR WEATHER</b>										
2008	3,148	-0.7%	3,400	0.0%	1,454	-5.1%	25	2.1%	8,027	-1.2%
2009	3,121	-0.9%	3,314	-2.5%	1,323	-9.0%	24	-3.4%	7,782	-3.1%
2010	3,130	0.3%	3,266	-1.5%	1,315	-0.6%	24	0.6%	7,736	-0.6%
<b>FORECAST</b>										
2011*	3,149	0.6%	3,297	0.9%	1,326	0.8%	24	0.4%	7,796	0.8%
2012	3,212	2.0%	3,332	1.1%	1,311	-1.1%	24	1.4%	7,880	1.1%

\* The 2011 forecast contains historical data from January through May, and forecasted data June through December.