

Natural and Propane Gas Utilities

Summary Data: Natural Gas and Propane Gas Utility Companies Operating in New Hampshire
Calendar Year 2016

Operating and Financial Statistics		EnergyNorth Natural Gas, Inc./Liberty Utilities ^{1/}	Northern Utilities, Inc./Unitil ^{2/}	Liberty Utilities/ Keene Division ^{3/}
Bundled (Supply + Transportation)				
Customer Classes	2014	2016	2016	2016
Residential				
Number of Customers	p.30, line 38	79,128	25,046	748
Average Annual Therms per Customer	p.30, line 38	686	658	338
Average Annual Revenue per Customer	p.30, line 38	\$906	\$1,041	\$755
Revenue per Therm	average revenue/average therms	1.32	1.58	2.23
Commercial & Industrial				
Number of Customers	p. 30, line 77	9,202	5,794	449
Average Annual Therms per Customer	p. 30, line 77	3,609	3,263	2,247
Average Annual Revenue per Customer	p. 30, line 77	\$3,806	\$3,635	\$3,929
Revenue per Therm	average revenue/average therms	1.05	1.11	1.75
Unbundled (Transportation) Classes				
Commercial/Industrial				
Number of Customers	p. 31, line 107(EN)/107&128(NU)	2,536	980	0
Average Annual Therms per Customer	p. 31, line 107(EN)/107&128(NU)	25,243	44,071	0
Average Annual Revenue per Customer	p. 31, line 107(EN)/107&128(NU)	\$7,166	\$8,583	\$0
Revenue per Therm	average revenue/average therms	0.28	0.19	0.00
Other Operating/Financial Statistics				
Total Customers	p. 31, line 146	90,866	31,820	1,197
Total Operating Revenue	p.11, line 2	\$120,053,649	\$64,947,341	\$2,595,000
Total Operating Expenses	p.11, line 23	\$105,643,413	\$55,410,868	\$2,791,100
Net Income	p. 11, line 24	\$14,410,236	\$9,536,473	(\$196,100)
Rate of Return		6.66%	7.35%	-7.29%
Plant in Service	F-1 EN & NU/Audit NHGC	\$256,463,452	\$130,209,564	\$2,648,165

Source: Calendar Year Ended December 31, 2016 Annual Reports & Year End Rate of Return Calculation filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and use the utility's distribution system to deliver the gas.

1/ d/b/a Liberty Utilities

2/ Subsidiary of Unitil

3/ Stand alone propane distribution system in Keene, a division of EnergyNorth/Liberty