

REVENUES

TABLE 7-3
GAS UTILITY INDUSTRY SALES REVENUES,
BY STATE AND CLASS OF SERVICE 2004
(\$ Thousands)

Division and State	Class of Service					
	Total	Residential	Commercial	Industrial	Electric Generation	Other
United States	\$79,929,026	\$47,274,634	\$18,689,483	\$11,229,521	\$2,652,579	\$82,810
New England	4,030,915	2,648,560	1,029,554	322,626	29,007	1,168
Connecticut	998,843	612,391	277,035	84,213	24,220	982
Maine	57,790	16,641	38,238	2,911	0	0
Massachusetts	2,339,816	1,624,494	505,871	204,610	4,787	55
New Hampshire	199,609	102,912	87,323	9,374	0	0
Rhode Island	363,663	257,793	97,379	8,360	0	131
Vermont	71,193	34,328	23,707	13,157	0	0
Middle Atlantic	13,818,436	9,652,168	3,517,464	288,024	347,187	13,594
New Jersey	3,897,023	2,556,364	890,665	109,285	340,705	3
New York	6,002,188	4,317,065	1,600,833	67,324	3,686	13,279
Pennsylvania	3,919,225	2,778,738	1,025,965	111,415	2,796	311
East North Central	15,924,302	11,577,600	3,450,892	825,436	69,916	458
Illinois	4,707,383	3,741,848	764,570	192,240	8,631	94
Indiana	2,177,280	1,434,319	567,927	173,647	1,381	6
Michigan	4,010,323	2,935,551	916,360	155,682	2,731	0
Ohio	2,820,130	2,092,590	631,503	93,963	2,068	6
Wisconsin	2,209,186	1,373,291	570,532	209,906	55,105	352
West North Central	7,025,324	4,385,055	2,055,789	553,475	30,876	129
Iowa	1,062,873	692,973	307,207	57,940	4,730	22
Kansas	956,383	697,275	213,857	45,001	251	0
Minnesota	2,309,373	1,262,287	766,809	261,679	18,569	29
Missouri	1,768,317	1,209,299	477,791	78,991	2,184	53
Nebraska	497,797	305,789	144,163	42,723	5,123	0
North Dakota	228,035	100,516	79,662	47,813	21	24
South Dakota	202,546	116,917	66,300	19,329	0	0
South Atlantic	7,086,630	4,059,414	1,961,594	1,028,471	34,716	2,434
Delaware	212,935	125,581	72,874	14,478	0	3
District of Columbia	209,413	154,151	55,175	0	0	87
Florida	569,000	277,421	265,019	17,986	8,399	175
Georgia	515,136	213,239	112,981	188,457	458	0
Maryland	1,115,709	856,727	240,481	16,437	519	1,544
North Carolina	1,411,457	797,737	421,942	188,933	2,739	107
South Carolina	1,075,191	351,679	231,948	468,827	22,598	139
Virginia	1,459,295	952,127	415,605	91,180	4	379
West Virginia	518,494	330,753	145,568	42,173	0	0
East South Central	4,269,664	2,114,497	1,194,911	920,750	39,451	55
Alabama	1,074,718	584,749	236,274	248,816	4,878	0
Kentucky	1,021,180	582,411	296,367	142,402	0	0
Mississippi	708,670	254,905	187,303	231,889	34,573	0
Tennessee	1,465,096	692,432	474,966	297,643	0	55
West South Central	13,587,862	3,475,990	1,920,311	6,461,675	1,729,521	366
Arkansas	667,942	407,873	212,066	48,003	0	1
Louisiana	2,097,079	476,340	232,658	1,164,158	223,855	68
Oklahoma	886,009	605,538	219,505	20,486	40,194	286
Texas	9,936,833	1,986,239	1,256,082	5,229,027	1,465,472	12
Mountain	4,938,365	3,097,645	1,411,164	160,722	263,666	5,167
Arizona	858,553	464,498	281,170	78,903	31,537	2,446
Colorado	1,505,041	1,020,546	437,985	5,612	40,854	44
Idaho	284,160	186,985	93,248	3,927	0	0
Montana	278,020	183,020	92,905	2,065	15	14
Nevada	728,313	367,191	152,865	16,566	190,488	1,204
New Mexico	482,758	326,697	138,454	16,416	745	445
Utah	701,328	491,578	177,606	31,151	28	965
Wyoming	100,192	57,130	36,932	6,082	0	49
Pacific	9,247,528	6,263,706	2,147,805	668,341	108,237	59,439
Alaska	333,444	88,795	42,227	112,756	89,665	0
California	6,862,568	5,029,665	1,421,801	345,786	6,297	59,019
Hawaii	58,725	14,213	38,618	5,894	0	0
Oregon	782,264	427,900	242,131	112,227	0	5
Washington	1,210,527	703,133	403,028	91,677	12,275	416

SECTION 8 END-USERS

	<u>2004</u>	<u>% Change</u> <u>2004/2003</u>
Gas Industry Sales Customers		
(Thousands)		
Total	63,296.5	+ 1.1
Residential	58,501.1	+ 1.2
Commercial	4,641.0	- 0.4
Industrial	151.8	+ 5.0

TABLE 8-1
GAS INDUSTRY SALES CUSTOMERS,
BY CLASS OF SERVICE 1996-2004
 (Thousands)

Year	Total	Residential	Commercial	Industrial ^a	Other
1996	60,043.7	55,222.3	4,642.6	176.5	2.4
1997	61,013.1	55,934.2	4,880.9	195.5	2.5
1998	61,528.1	56,517.2	4,824.6	182.8	3.4
1999	60,777.6	56,016.5	4,599.4	159.0	2.8
2000	61,262.3	56,493.5	4,609.8	156.7	2.3
2001	61,384.5	56,680.0	4,545.5	156.4	2.6
2002	62,034.2	57,292.7	4,590.0	149.2	2.4
2003	62,609.9	57,802.0	4,661.0	144.6	2.4
2004	63,296.5	58,501.1	4,641.0	151.8	2.6

a. All electric generation end use included in the Industrial category.

TABLE 8-2
RESIDENTIAL END-USERS
1996-2004
 (Thousands)

Year	Utility Delivery		Total	Other Delivery	Total Residential End-Users
	Sales	Transp.			
1996	52,918.1	41.4	52,959.5	2,304.2	55,263.7
1997	53,725.9	252.8	53,978.7	2,208.2	56,187.0
1998	54,319.5	800.3	55,119.8	2,198.7	57,318.5
1999	55,388.3	2,198.6	57,586.9	629.1	58,216.0
2000	56,274.9	2,978.3	59,253.2	218.7	59,471.9
2001	55,498.2	3,572.7	59,070.9	1,181.8	60,252.7
2002	56,935.1	3,874.4	60,782.4	357.6	61,140.0
2003	56,288.1	4,055.8	60,344.0	1,513.9	61,857.9
2004	56,837.5	3,968.0	60,805.5	1,663.6	62,469.1

NOTE: For reporting purposes, Utility Delivery End-Users includes System Sales End-Users and Transportation End-Users by Investor-Owned Distributors and Municipally Owned Distributors. Other Deliveries to end-users includes sales and transportation end-users for deliveries by all others (pipelines, storage operators, etc.).

TABLE 8-3
COMMERCIAL END-USERS,
1996-2004
 (Thosands)

Year	Utility Delivery		Total	Other Delivery	Total Commercial End-Users
	Sales	Transp.			
1996	4,432.6	77.0	4,509.6	210.6	4,720.2
1997	4,683.1	121.9	4,805.0	199.4	5,004.4
1998	4,630.3	219.0	4,849.3	196.0	5,045.2
1999	4,523.5	409.5	4,933.1	77.0	5,010.1
2000	4,580.2	479.6	5,059.8	30.7	5,090.5
2001	4,409.1	480.8	4,889.9	140.2	5,030.1
2002	4,546.8	469.6	5,016.4	43.4	5,059.7
2003	4,505.6	487.4	4,993.0	157.9	5,150.9
2004	4,472.1	492.3	4,964.5	171.5	5,136.0

NOTE: For reporting purposes, Utility Delivery End-Users includes System Sales End-Users and Transportation End-Users by Investor-Owned Distributors and Municipally Owned Distributors. Other Deliveries to end-users includes sales and transportation end-users for deliveries by all others (pipelines, storage operators, etc.).

TABLE 8-4
INDUSTRIAL END-USERS,
1996-2004
 (Thousands)

Year	Utility Delivery		Total	Other Delivery	Total Industrial End-Users
	Sales	Transp.			
1996	170.2	23.6	193.8	7.7	201.5
1997	186.4	42.1	228.6	6.2	234.8
1998	172.1	47.1	219.2	7.0	226.2
1999	154.3	69.6	223.9	4.4	228.3
2000	151.9	77.2	229.1	4.5	233.6
2001	150.1	60.6	210.7	5.3	216.1
2002	145.6	59.9	205.5	5.1	210.6
2003	139.1	58.4	197.6	7.9	205.4
2004	147.3	58.0	205.3	6.9	212.2

NOTE: For reporting purposes, Utility Delivery End-Users includes System Sales End-Users and Transportation End-Users by Investor-Owned Distributors and Municipally Owned Distributors. Other Deliveries to end-users includes sales and transportation end-users for deliveries by all others (pipelines, storage operators, etc.).

END-USERS

TABLE 8-5
RESIDENTIAL END-USERS, BY STATE, 2004

(Thousands)

Division and State	Utility Delivery		Total	Other Delivery	Total Resid. End-Users
	Sales	Transp.			
United States	56,837.5	3,968.0	60,805.5	1,663.6	62,469.1
New England	2,090.9	0.6	2,091.5	47.0	2,138.4
Connecticut	468.9	0.4	469.3	0.0	469.3
Maine	18.7	0.0	18.7	0.0	18.7
Massachusetts	1,259.0	0.1	1,259.2	47.0	1,306.1
New Hampshire	88.6	0.0	88.6	0.0	88.6
Rhode Island	223.7	0.0	223.7	0.0	223.7
Vermont	32.0	0.0	32.0	0.0	32.0
Middle Atlantic	8,708.5	608.8	9,317.3	56.2	9,373.5
New Jersey	2,468.0	114.8	2,582.7	0.0	2,582.7
New York	3,898.0	300.2	4,198.2	1.1	4,199.3
Pennsylvania	2,342.5	193.9	2,536.4	55.0	2,591.5
East North Central	11,758.4	1,469.2	13,227.6	95.2	13,322.8
Illinois	3,532.4	161.5	3,693.9	60.2	3,754.1
Indiana	1,540.9	47.8	1,588.7	0.0	1,588.7
Michigan	3,048.3	105.6	3,153.9	7.5	3,161.4
Ohio	2,067.0	1,154.3	3,221.3	27.5	3,248.8
Wisconsin	1,569.7	0.0	1,569.7	0.0	1,569.7
West North Central	4,515.4	74.8	4,590.2	546.9	5,137.0
Iowa	364.1	0.0	364.1	475.3	839.4
Kansas	855.0	0.0	855.0	0.1	855.1
Minnesota	1,337.4	0.0	1,337.4	0.7	1,338.1
Missouri	1,346.8	0.0	1,346.8	0.0	1,346.8
Nebraska	418.6	74.8	493.4	4.0	497.4
North Dakota	112.2	0.0	112.2	0.0	112.2
South Dakota	81.3	0.0	81.3	66.8	148.1
South Atlantic	4,810.7	1,679.2	6,489.9	33.4	6,523.3
Delaware	133.2	0.0	133.2	0.0	133.2
District of Columbia	120.7	17.4	138.1	0.0	138.1
Florida	627.4	10.9	638.4	0.0	638.4
Georgia	317.0	1,433.7	1,750.7	0.0	1,750.7
Maryland	854.3	145.9	1,000.2	0.0	1,000.2
North Carolina	948.3	0.0	948.3	0.0	948.3
South Carolina	494.3	0.0	494.3	32.7	527.0
Virginia	958.1	71.3	1,029.4	0.0	1,029.4
West Virginia	357.3	0.0	357.3	0.7	358.0
East South Central	2,934.9	36.1	2,971.0	84.5	3,055.5
Alabama	802.5	0.1	802.6	3.6	806.2
Kentucky	730.6	36.0	766.6	0.1	766.7
Mississippi	442.2	0.0	442.2	3.0	445.2
Tennessee	959.6	0.0	959.6	77.8	1,037.4
West South Central	6,276.4	0.4	6,276.8	24.1	6,301.0
Arkansas	554.9	0.0	554.9	0.1	554.9
Louisiana	935.0	0.0	935.0	0.2	935.2
Oklahoma	865.7	0.4	866.1	5.6	871.8
Texas	3,920.9	0.0	3,920.9	18.2	3,939.1
Mountain	4,169.5	62.8	4,232.3	775.2	5,007.5
Arizona	875.3	0.0	875.3	118.6	993.9
Colorado	1,495.5	0.0	1,495.6	0.0	1,495.6
Idaho	57.0	0.0	57.0	231.4	288.4
Montana	235.4	0.0	235.4	1.1	236.5
Nevada	648.6	0.0	648.6	0.0	648.6
New Mexico	81.8	0.0	81.8	424.2	506.0
Utah	701.3	0.0	701.3	0.0	701.3
Wyoming	74.6	62.8	137.4	0.0	137.4
Pacific	11,572.8	36.1	11,608.9	1.1	11,610.0
Alaska	103.2	0.0	103.2	1.1	104.4
California	9,921.3	36.1	9,957.4	0.0	9,957.4
Hawaii	26.3	0.0	26.3	0.0	26.3
Oregon	595.5	0.0	595.5	0.0	595.5
Washington	926.5	0.0	926.5	0.0	926.5

a. – Less than 50

END-USERS

TABLE 8-6
COMMERCIAL END-USERS, BY STATE, 2004
(Thousands)

Division and State	Utility Delivery		Total	Other Delivery	Total Commercial End-Users
	Sales	Transp.			
United States	4,472.1	492.3	4,964.5	171.5	5,136.0
New England	210.4	13.2	223.5	3.2	226.7
Connecticut	46.7	4.2	50.8	0.0	50.8
Maine	7.3	0.4	7.7	0.0	7.7
Massachusetts	114.6	7.3	121.9	3.2	125.1
New Hampshire	15.1	0.3	15.4	0.0	15.4
Rhode Island	22.0	1.0	23.0	0.0	23.0
Vermont	4.7	0.0	4.7	0.0	4.7
Middle Atlantic	716.6	101.3	817.9	4.3	822.2
New Jersey	203.0	20.5	223.6	0.0	223.6
New York	308.6	58.9	367.6	a.	367.6
Pennsylvania	205.0	21.8	226.8	4.3	231.1
East North Central	900.6	188.9	1,089.5	7.5	1,097.1
Illinois	211.8	57.1	268.9	5.1	274.0
Indiana	143.4	8.6	151.9	0.0	151.9
Michigan	234.1	12.5	246.7	0.3	247.0
Ohio	160.3	109.8	270.1	2.1	272.3
Wisconsin	150.9	1.0	151.9	0.0	151.9
West North Central	459.1	26.3	485.4	58.8	544.3
Iowa	46.9	0.6	47.5	49.8	97.3
Kansas	80.2	6.4	86.6	a.	86.6
Minnesota	124.8	0.1	124.9	0.2	125.1
Missouri	140.3	1.0	141.3	a.	141.3
Nebraska	38.5	18.1	56.6	0.5	57.1
North Dakota	16.3	0.1	16.4	0.0	16.4
South Dakota	12.1	a.	12.2	8.3	20.5
South Atlantic	420.1	137.2	557.3	4.0	561.2
Delaware	11.9	a.	11.9	a.	11.9
District of Columbia	7.1	3.3	10.4	0.0	10.4
Florida	41.5	13.8	55.3	a.	55.3
Georgia	31.7	96.8	128.5	0.0	128.5
Maryland	54.9	16.4	71.2	a.	71.2
North Carolina	105.1	0.1	105.2	0.0	105.2
South Carolina	52.0	a.	52.0	3.8	55.8
Virginia	81.5	6.4	87.9	0.0	87.9
West Virginia	34.4	0.4	34.8	0.2	34.9
East South Central	312.1	5.2	317.2	11.3	328.6
Alabama	64.5	0.1	64.6	0.4	65.0
Kentucky	79.5	5.0	84.5	a.	84.5
Mississippi	53.6	a.	53.6	0.5	54.0
Tennessee	114.5	0.1	114.6	10.4	125.0
West South Central	522.8	2.9	525.7	6.5	532.2
Arkansas	70.5	0.1	70.6	a.	70.6
Louisiana	60.3	0.0	60.3	a.	60.4
Oklahoma	76.7	1.8	78.4	0.5	79.0
Texas	315.3	1.0	316.3	6.0	322.3
Mountain	324.7	9.0	333.8	75.6	409.4
Arizona	44.4	0.1	44.5	11.7	56.2
Colorado	138.2	0.2	138.4	0.0	138.4
Idaho	7.4	a.	7.4	25.7	33.1
Montana	30.9	0.3	31.1	0.2	31.4
Nevada	35.7	0.1	35.8	0.0	35.8
New Mexico	7.6	0.0	7.6	38.0	45.6
Utah	51.4	0.1	51.5	0.0	51.5
Wyoming	9.2	8.3	17.5	0.0	17.5
Pacific	605.7	8.3	614.1	0.2	614.3
Alaska	12.5	1.3	13.8	0.2	14.0
California	425.3	7.0	432.4	a.	432.4
Hawaii	2.6	0.0	2.6	0.0	2.6
Oregon	71.8	a.	71.8	0.0	71.8
Washington	93.5	a.	93.6	0.0	93.6

a. – Less than 50

END-USERS

TABLE 8-7
INDUSTRIAL END-USERS, BY STATE, 2004

(Thousands)

Division and State	Utility Delivery		Total	Other Delivery	Total Industrial End-Users
	Sales	Transp.			
United States	147.3	58.0	205.3	6.9	212.2
New England	10.2	4.9	15.0	a.	15.1
Connecticut	2.6	0.8	3.5	0.0	3.5
Maine	a.	a.	0.1	a.	0.1
Massachusetts	7.3	3.6	10.9	a.	10.9
New Hampshire	a.	0.3	0.3	a.	0.3
Rhode Island	0.1	0.1	0.2	0.0	0.2
Vermont	a.	a.	a.	0.0	a.
Middle Atlantic	13.0	4.6	17.6	a.	17.6
New Jersey	7.7	1.2	8.9	0.0	8.9
New York	1.7	1.3	3.0	a.	3.0
Pennsylvania	3.6	2.1	5.7	a.	5.7
East North Central	44.2	21.7	65.9	0.2	66.1
Illinois	18.6	10.5	29.1	0.1	29.2
Indiana	4.1	4.7	8.7	a.	8.7
Michigan	8.7	1.4	10.1	a.	10.1
Ohio	4.2	3.6	7.8	0.1	7.9
Wisconsin	8.7	1.5	10.2	a.	10.2
West North Central	9.3	13.6	22.9	2.6	25.5
Iowa	0.7	0.2	0.8	0.9	1.7
Kansas	2.6	4.7	7.4	1.6	8.9
Minnesota	1.9	0.2	2.0	a.	2.0
Missouri	3.0	0.5	3.6	a.	3.6
Nebraska	0.6	7.9	8.4	a.	8.5
North Dakota	0.2	a.	0.2	a.	0.2
South Dakota	0.3	0.1	0.4	a.	0.5
South Atlantic	6.8	4.0	10.8	0.2	11.0
Delaware	0.1	a.	0.2	a.	0.2
District of Columbia	0.0	0.0	0.0	0.0	0.0
Florida	0.2	0.2	0.4	a.	0.4
Georgia	1.0	2.2	3.1	a.	3.1
Maryland	1.0	0.3	1.3	a.	1.3
North Carolina	2.2	0.8	3.0	0.0	3.0
South Carolina	1.3	0.2	1.4	0.1	1.6
Virginia	1.0	0.2	1.2	a.	1.2
West Virginia	0.1	0.1	0.1	a.	0.1
East South Central	6.5	1.0	7.5	0.7	8.2
Alabama	2.5	0.3	2.7	0.1	2.8
Kentucky	1.2	0.4	1.7	0.0	1.7
Mississippi	0.9	a.	0.9	0.1	1.0
Tennessee	1.9	0.3	2.2	0.5	2.7
West South Central	11.4	1.6	13.0	2.1	15.1
Arkansas	0.8	0.1	0.9	0.2	1.2
Louisiana	1.0	0.1	1.1	0.4	1.4
Oklahoma	1.9	0.6	2.5	0.7	3.2
Texas	7.8	0.8	8.5	0.8	9.3
Mountain	1.9	4.3	6.2	0.9	7.2
Arizona	0.3	0.1	0.4	a.	0.4
Colorado	0.4	3.8	4.2	a.	4.2
Idaho	0.1	a.	0.1	0.1	0.2
Montana	0.4	0.2	0.6	a.	0.6
Nevada	0.1	a.	0.2	a.	0.2
New Mexico	0.4	0.0	0.4	0.8	1.2
Utah	0.2	0.1	0.3	0.0	0.3
Wyoming	0.1	0.1	0.1	a.	0.1
Pacific	44.0	2.4	46.4	a.	46.4
Alaska	a.	a.	a.	a.	a.
California	39.4	2.0	41.5	a.	41.5
Hawaii	a.	0.0	a.	0.0	a.
Oregon	0.8	0.1	0.9	a.	0.9
Washington	3.7	0.3	4.0	a.	4.0

a. – Less than 50