

REVENUES

TABLE 7-3
GAS UTILITY INDUSTRY SALES REVENUES,
BY STATE AND CLASS OF SERVICE 2003
(\$ Thousands)

Division and State	Class of Service					
	Total	Residential	Commercial	Industrial	Electric Generation	Other
United States	\$72,605,714	\$43,663,545	\$17,348,917	\$9,477,779	\$2,047,699	\$67,773
New England	3,980,221	2,522,898	966,294	484,505	5,381	1,143
Connecticut	935,077	575,456	276,469	80,233	1,987	932
Maine	57,095	15,462	38,228	3,405	0	0
Massachusetts	2,415,158	1,570,711	466,195	375,011	3,211	29
New Hampshire	178,476	90,810	78,402	9,264	0	0
Rhode Island	331,128	239,129	84,929	6,888	0	182
Vermont	63,287	31,331	22,070	9,704	182	0
Middle Atlantic	12,763,528	8,796,227	3,301,007	279,840	376,245	10,208
New Jersey	3,154,054	1,971,294	707,274	110,020	365,463	3
New York	5,952,576	4,209,537	1,659,357	64,225	9,495	9,962
Pennsylvania	3,656,897	2,615,395	934,376	105,596	1,288	242
East North Central	15,329,330	11,083,291	3,339,159	800,426	105,298	1,156
Illinois	4,627,235	3,668,176	754,831	193,284	10,709	234
Indiana	2,208,606	1,433,645	586,070	187,636	821	433
Michigan	3,616,987	2,655,277	827,823	128,014	5,873	0
Ohio	2,723,145	2,009,189	620,663	90,157	3,029	105
Wisconsin	2,153,357	1,317,003	549,771	201,334	84,866	383
West North Central	6,453,850	4,057,258	1,878,838	476,926	40,726	102
Iowa	1,020,837	676,928	288,937	48,248	6,724	0
Kansas	860,766	629,547	189,440	41,237	532	9
Minnesota	2,169,830	1,183,622	714,974	251,055	20,150	29
Missouri	1,588,070	1,086,877	425,470	72,181	3,502	41
Nebraska	456,972	282,384	127,955	36,817	9,815	0
North Dakota	168,181	86,051	71,196	10,907	3	24
South Dakota	189,194	111,848	60,865	16,481	0	0
South Atlantic	6,613,504	3,771,209	1,832,548	966,087	41,941	1,719
Delaware	191,640	113,349	63,246	15,042	0	3
District of Columbia	208,917	142,436	66,415	0	0	66
Florida	519,610	252,389	238,511	19,256	9,211	243
Georgia	480,345	205,044	103,057	172,019	226	0
Maryland	1,053,533	802,899	227,317	20,940	1,601	777
North Carolina	1,356,527	750,827	399,357	205,030	1,194	118
South Carolina	980,842	321,190	207,361	422,457	29,706	126
Virginia	1,359,559	890,039	397,859	71,272	3	385
West Virginia	462,531	293,036	129,424	40,072	0	0
East South Central	3,974,675	2,024,437	1,101,486	822,825	25,857	70
Alabama	988,483	550,067	209,849	223,763	4,804	0
Kentucky	918,695	532,511	260,632	125,519	0	33
Mississippi	642,488	258,937	170,259	192,239	21,053	0
Tennessee	1,425,009	682,922	460,747	281,304	0	36
West South Central	11,351,838	3,367,725	1,865,218	5,011,507	1,106,888	499
Arkansas	633,161	392,532	199,315	41,314	0	0
Louisiana	1,289,643	487,154	219,317	570,027	13,105	40
Oklahoma	882,484	581,325	222,962	24,856	52,894	448
Texas	8,546,550	1,906,715	1,223,624	4,375,311	1,040,890	11
Mountain	4,038,235	2,518,079	1,143,930	107,550	264,592	4,084
Arizona	726,852	400,346	229,586	39,919	55,206	1,795
Colorado	1,224,168	820,713	353,781	4,671	44,970	32
Idaho	217,724	143,704	70,934	3,087	0	0
Montana	219,891	144,631	73,647	1,587	12	14
Nevada	594,655	294,272	117,932	17,681	164,011	759
New Mexico	398,275	265,939	115,016	16,414	367	539
Utah	574,615	400,672	155,738	17,276	28	901
Wyoming	82,054	47,801	27,296	6,914	0	43
Pacific	8,100,533	5,522,422	1,920,436	528,113	80,770	48,793
Alaska	267,470	73,952	36,546	96,543	60,430	0
California	6,136,954	4,467,013	1,335,437	276,804	9,776	47,925
Hawaii	54,057	14,637	34,165	5,256	0	0
Oregon	640,032	367,072	203,270	69,213	0	476
Washington	1,002,021	599,749	311,018	80,298	10,564	392

SECTION 8 END-USERS

	<u>2003</u>	<u>% Change</u> <u>2003/2002</u>
Gas Industry Sales Customers		
(Thousands)		
Total	62,609.9	+ 0.9
Residential	57,802.0	+ 0.9
Commercial	4,661.0	+ 1.5
Industrial	144.6	- 3.1

TABLE 8-1
GAS INDUSTRY SALES CUSTOMERS,
BY CLASS OF SERVICE 1996-2003
 (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

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

TABLE 8-2
RESIDENTIAL END-USERS
1996-2003
 (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

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,
1996-2003
 (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

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,
1996-2003
 (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

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, 2003

(Thousands)

Division and State	Utility Delivery		Total	Other Delivery	Total Resid. End-Users
	Sales	Transp.			
United States	56,288.2	4,055.8	60,344.0	1,513.9	61,857.9
New England	2,093.5	0.5	2,093.9	46.6	2,140.6
Connecticut	466.5	0.4	466.9	0.0	466.9
Maine	18.4	0.0	18.4	0.0	18.4
Massachusetts	1,268.4	0.1	1,268.5	46.6	1,315.1
New Hampshire	88.2	0.0	88.2	0.0	88.2
Rhode Island	221.1	0.0	221.1	0.0	221.1
Vermont	30.9	0.0	30.9	0.0	30.9
Middle Atlantic	8,659.6	638.0	9,297.6	56.2	9,353.8
New Jersey	2,436.5	126.3	2,562.9	0.0	2,562.9
New York	3,929.1	288.0	4,217.0	1.1	4,218.2
Pennsylvania	2,294.0	223.7	2,517.7	55.0	2,572.7
East North Central	11,648.3	1,510.1	13,158.4	96.0	13,254.4
Illinois	3,488.1	154.0	3,642.2	60.2	3,702.3
Indiana	1,587.7	57.0	1,644.7	0.0	1,644.7
Michigan	3,004.0	128.9	3,132.9	7.1	3,140.0
Ohio	2,027.0	1,170.2	3,197.2	28.7	3,225.9
Wisconsin	1,541.5	0.0	1,541.5	0.0	1,541.5
West North Central	4,474.7	74.5	4,549.3	538.4	5,087.7
Iowa	363.1	0.0	363.1	469.1	832.2
Kansas	850.4	0.0	850.4	0.1	850.5
Minnesota	1,307.9	0.0	1,307.9	0.2	1,308.1
Missouri	1,343.6	0.0	1,343.6	0.0	1,343.6
Nebraska	413.9	74.5	488.4	4.1	492.5
North Dakota	110.0	0.0	110.0	0.0	110.0
South Dakota	85.8	0.0	85.8	64.9	150.7
South Atlantic	4,722.0	1,690.1	6,412.1	32.9	6,445.1
Delaware	129.9	0.0	129.9	0.0	129.9
District of Columbia	113.5	22.8	136.3	0.0	136.3
Florida	607.2	10.2	617.4	0.0	617.4
Georgia	319.4	1,427.7	1,747.0	0.0	1,747.0
Maryland	830.8	157.1	987.9	0.0	987.9
North Carolina	953.7	0.0	953.7	0.0	953.7
South Carolina	484.2	0.0	484.2	32.2	516.4
Virginia	924.2	72.4	996.6	0.0	996.6
West Virginia	359.3	a	359.3	0.8	360.0
East South Central	2,909.6	42.1	2,951.8	82.4	3,034.2
Alabama	805.3	0.1	805.4	3.6	809.0
Kentucky	720.0	42.0	762.0	0.1	762.1
Mississippi	435.7	0.0	435.7	3.1	438.9
Tennessee	948.6	0.0	948.6	75.5	1,024.2
West South Central	6,219.6	0.4	6,220.0	24.3	6,244.3
Arkansas	553.1	0.0	553.1	0.1	553.2
Louisiana	958.8	0.0	958.8	0.0	958.8
Oklahoma	866.7	0.4	867.1	5.5	872.6
Texas	3,841.0	0.0	3,841.0	18.6	3,859.6
Mountain	4,144.6	62.0	4,206.6	636.0	4,842.6
Arizona	957.4	0.0	957.4	0.0	957.4
Colorado	1,454.0	0.0	1,454.0	0.0	1,454.0
Idaho	54.8	0.0	54.8	219.7	274.5
Montana	231.8	0.0	231.8	1.1	232.8
Nevada	610.8	0.0	610.8	0.0	610.8
New Mexico	83.6	0.0	83.6	415.2	498.9
Utah	678.8	0.0	678.8	0.0	678.8
Wyoming	73.5	62.0	135.4	0.0	135.4
Pacific	11,416.2	38.0	11,454.3	1.1	11,455.4
Alaska	99.3	0.0	99.3	1.1	100.4
California	9,765.3	38.0	9,803.3	0.0	9,803.3
Hawaii	30.5	0.0	30.5	0.0	30.5
Oregon	625.4	0.0	625.4	0.0	625.4
Washington	895.8	0.0	895.8	0.0	895.8

a. – Less than 50

END-USERS

TABLE 8-6
COMMERCIAL END-USERS, BY STATE, 2003
(Thousands)

Division and State	Utility Delivery		Total	Other Delivery	Total Commercial End-Users
	Sales	Transp.			
United States	4,505.6	487.4	4,993.0	157.9	5,150.9
New England	207.0	15.0	221.9	3.2	225.1
Connecticut	45.5	5.2	50.7	0.0	50.7
Maine	7.3	0.2	7.5	0.0	7.5
Massachusetts	112.4	8.4	120.8	3.2	124.0
New Hampshire	14.7	0.3	15.0	0.0	15.0
Rhode Island	22.3	0.9	23.3	0.0	23.3
Vermont	4.6	0.0	4.6	0.0	4.6
Middle Atlantic	739.1	94.3	833.4	4.4	837.8
New Jersey	201.6	22.0	223.6	0.0	223.6
New York	336.4	50.1	386.5	a	386.5
Pennsylvania	201.1	22.3	223.4	4.3	227.7
East North Central	904.3	188.8	1,093.1	7.8	1,100.9
Illinois	218.2	58.6	276.8	5.1	281.9
Indiana	144.9	6.7	151.6	0.0	151.6
Michigan	230.2	15.6	245.8	0.3	246.1
Ohio	161.8	107.0	268.8	2.4	271.2
Wisconsin	149.1	1.0	150.1	0.0	150.1
West North Central	456.1	26.1	482.2	58.1	540.3
Iowa	47.0	0.4	47.4	49.3	96.7
Kansas	80.9	7.1	88.0	a	88.0
Minnesota	122.9	0.1	123.0	0.1	123.1
Missouri	139.4	0.7	140.1	a	140.1
Nebraska	37.9	17.6	55.5	0.5	56.0
North Dakota	16.1	0.1	16.2	0.0	16.2
South Dakota	11.9	a	11.9	8.1	20.1
South Atlantic	422.3	138.8	561.1	3.9	565.0
Delaware	11.7	a	11.7	a	11.7
District of Columbia	7.4	3.2	10.6	0.0	10.6
Florida	41.7	13.4	55.1	a	55.1
Georgia	32.1	97.8	129.9	0.0	129.9
Maryland	54.2	17.9	72.1	a	72.1
North Carolina	107.4	0.1	107.5	0.0	107.5
South Carolina	52.1	a	52.2	3.8	55.9
Virginia	81.1	6.1	87.2	0.0	87.2
West Virginia	34.6	0.3	35.0	0.2	35.1
East South Central	315.4	5.5	321.0	10.9	331.9
Alabama	64.8	0.1	64.9	0.4	65.3
Kentucky	78.7	5.3	84.0	a	84.0
Mississippi	50.4	a	50.4	0.5	50.9
Tennessee	121.6	0.1	121.7	10.0	131.6
West South Central	525.8	1.9	527.7	6.7	534.5
Arkansas	70.9	0.1	71.0	a	71.0
Louisiana	63.4	0.0	63.4	a	63.4
Oklahoma	77.9	0.9	78.8	0.5	79.3
Texas	313.6	0.9	314.6	6.2	320.8
Mountain	333.5	9.1	342.6	62.8	405.4
Arizona	55.9	0.2	56.1	0.0	56.1
Colorado	138.5	0.2	138.6	0.0	138.6
Idaho	7.2	a	7.2	25.0	32.3
Montana	30.2	0.4	30.6	0.2	30.8
Nevada	34.5	0.1	34.6	0.0	34.6
New Mexico	8.0	0.0	8.0	37.5	45.5
Utah	51.0	a	51.1	0.0	51.1
Wyoming	8.3	8.2	16.5	0.0	16.5
Pacific	602.1	7.8	609.9	0.2	610.1
Alaska	13.0	1.3	14.3	0.2	14.5
California	424.7	6.5	431.2	a	431.2
Hawaii	2.8	0.0	2.8	0.0	2.8
Oregon	74.5	a	74.5	0.0	74.5
Washington	87.0	0.1	87.1	0.0	87.1

a. – Less than 50

END-USERS

TABLE 8-7
INDUSTRIAL END-USERS, BY STATE, 2003

(Thousands)

Division and State	Utility Delivery		Total	Other Delivery	Total Industrial Consumption
	Sales	Transp.			
United States	139.1	58.4	197.6	7.9	205.4
New England	10.6	4.8	15.4	a	15.4
Connecticut	2.6	1.0	3.6	0.0	3.6
Maine	a	a	0.1	a	0.1
Massachusetts	7.5	3.4	10.9	a	11.0
New Hampshire	0.3	0.2	0.5	a	0.5
Rhode Island	0.1	0.1	0.2	0.0	0.2
Vermont	a	a	a	0.0	0.0
Middle Atlantic	13.2	4.3	17.6	a	17.6
New Jersey	8.0	1.0	9.0	0.0	9.0
New York	1.7	1.3	3.0	a	3.0
Pennsylvania	3.5	2.1	5.5	a	5.6
East North Central	42.0	22.0	64.1	0.2	64.2
Illinois	15.6	11.0	26.6	0.1	26.7
Indiana	4.3	4.6	8.9	a	8.9
Michigan	8.9	1.4	10.4	a	10.4
Ohio	4.5	3.5	8.0	0.1	8.1
Wisconsin	8.7	1.4	10.1	0.0	10.1
West North Central	9.1	14.3	23.4	2.6	26.0
Iowa	0.7	0.2	0.9	0.9	1.8
Kansas	2.8	4.9	7.7	1.6	9.3
Minnesota	1.9	0.2	2.1	a	2.1
Missouri	2.6	0.4	3.0	a	3.0
Nebraska	0.6	8.4	9.0	a	9.0
North Dakota	0.2	a	0.2	a	0.2
South Dakota	0.3	0.2	0.5	a	0.5
South Atlantic	7.3	4.1	11.4	0.2	11.6
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	1.1	2.2	3.3	a	3.3
Maryland	1.1	0.3	1.4	a	1.4
North Carolina	2.3	0.8	3.1	0.0	3.1
South Carolina	1.2	0.2	1.4	0.2	1.6
Virginia	1.3	0.2	1.5	a	1.5
West Virginia	0.1	0.1	0.1	a	0.2
East South Central	6.5	1.0	7.6	0.7	8.3
Alabama	2.4	0.3	2.7	0.1	2.7
Kentucky	1.2	0.5	1.7	a	1.7
Mississippi	1.1	a	1.1	0.1	1.2
Tennessee	1.8	0.3	2.1	0.5	2.7
West South Central	10.2	1.7	11.9	3.0	14.9
Arkansas	0.8	0.2	1.0	0.2	1.3
Louisiana	0.9	0.1	1.0	0.3	1.3
Oklahoma	2.1	0.5	2.6	0.8	3.3
Texas	6.4	0.8	7.3	1.7	9.0
Mountain	3.4	3.8	7.3	1.0	8.3
Arizona	0.4	0.1	0.4	a	0.5
Colorado	0.5	3.6	4.0	a	4.1
Idaho	0.1	a	0.1	0.1	0.2
Montana	0.4	a	0.4	a	0.4
Nevada	0.1	a	0.1	a	0.1
New Mexico	0.4	0.0	0.4	0.9	1.3
Utah	0.8	0.1	0.9	0.0	0.9
Wyoming	0.8	0.1	0.9	a	0.9
Pacific	36.7	2.4	39.2	a	39.2
Alaska	a	a	a	a	0.0
California	32.6	1.8	34.4	a	34.5
Hawaii	a	0.0	a	0.0	0.0
Oregon	0.5	0.4	0.9	a	0.9
Washington	3.5	0.2	3.8	a	3.8

a. – Less than 50