

REVENUES

TABLE 7-3
GAS UTILITY INDUSTRY SALES REVENUES BY STATE AND CLASS OF SERVICE – 2007
(\$ Thousands)

Division and State	TOTAL	Residential	Commercial	Industrial	Electric Generation	Other
UNITED STATES	\$92,130,527	\$55,027,488	\$21,247,647	\$11,322,706	\$ 4,075,793	\$ 456,893
New England	4,766,072	3,142,293	1,217,508	371,805	33,885	581
Connecticut	1,171,945	697,661	324,254	120,209	29,522	299
Maine	61,444	19,772	39,366	2,306	-	-
Massachusetts	2,770,991	1,955,595	605,787	205,317	4,156	137
New Hampshire	239,455	123,560	102,844	13,051	-	-
Rhode Island	415,941	294,414	111,601	9,781	-	145
Vermont	106,295	51,291	33,655	21,141	208	-
Middle Atlantic	16,137,263	11,507,335	3,735,282	343,561	188,296	362,789
New Jersey	4,435,535	3,240,727	902,347	125,344	167,117	-
New York	7,321,653	5,167,903	1,673,741	107,857	9,785	362,367
Pennsylvania	4,380,075	3,098,706	1,159,194	110,360	11,394	422
East North Central	17,602,603	12,764,152	3,888,154	863,212	86,716	369
Illinois	5,248,488	4,132,197	892,589	217,238	6,336	127
Indiana	2,321,537	1,548,972	601,547	170,976	14	28
Michigan	4,676,523	3,433,325	1,062,590	174,979	5,628	-
Ohio	2,794,743	2,072,627	635,471	84,204	2,442	-
Wisconsin	2,561,312	1,577,031	695,958	215,814	72,296	214
West North Central	8,104,190	5,010,814	2,343,918	665,260	83,877	321
Iowa	1,239,642	796,873	359,144	78,601	4,998	27
Kansas	1,114,704	818,000	238,224	54,086	4,394	-
Minnesota	2,657,711	1,435,666	877,588	296,948	47,447	63
Missouri	2,004,420	1,363,806	538,644	94,138	7,610	222
Nebraska	614,214	368,732	176,072	51,003	18,407	-
North Dakota	237,794	97,661	80,332	59,787	5	9
South Dakota	235,705	130,075	73,916	30,698	1,016	-
South Atlantic	7,961,934	4,744,025	2,256,240	925,615	35,239	814
Delaware	269,483	162,124	93,373	13,984	-	3
District of Columbia	213,937	159,755	54,178	-	-	4
Florida	635,180	302,775	300,300	21,746	10,270	89
Georgia	591,653	235,038	126,222	230,157	223	13
Maryland	1,335,498	1,038,879	274,017	18,457	4,040	106
North Carolina	1,593,970	916,377	481,804	187,484	8,210	95
South Carolina	1,011,071	421,758	266,134	310,606	12,497	76
Virginia	1,697,799	1,120,276	482,725	94,371	-	427
West Virginia	613,342	387,043	177,487	48,811	-	-
East South Central	4,633,635	2,343,214	1,366,094	922,097	2,206	23
Alabama	1,241,183	643,116	281,504	314,420	2,144	-
Kentucky	1,066,271	596,685	317,637	151,886	62	-
Mississippi	621,090	288,360	204,298	128,432	-	-
Tennessee	1,705,091	815,053	562,655	327,359	-	23
West South Central	15,710,108	4,069,766	2,007,738	6,382,887	3,249,618	99
Arkansas	690,113	428,191	228,070	33,851	-	1
Louisiana	2,658,965	522,817	275,539	1,537,452	323,100	56
Oklahoma	1,058,940	721,669	214,663	15,188	107,384	36
Texas	11,302,090	2,397,089	1,289,465	4,796,396	2,819,135	5
Mountain	6,078,316	3,850,243	1,775,867	153,611	291,620	6,974
Arizona	1,166,759	659,359	391,995	63,601	47,552	4,252
Colorado	1,683,088	1,157,236	490,352	3,826	31,664	10
Idaho	402,265	268,629	129,183	4,438	-	15
Montana	298,545	195,203	101,328	1,993	11	10
Nevada	1,005,279	539,592	227,520	26,675	210,216	1,276
New Mexico	575,599	399,719	158,410	16,332	1,136	2
Utah	842,369	571,438	240,355	28,163	1,040	1,373
Wyoming	104,411	59,067	36,724	8,584	-	36
Pacific	11,136,406	7,595,644	2,656,845	694,659	104,335	84,923
Alaska	438,649	172,200	107,993	64,511	93,945	-
California	7,662,605	5,667,217	1,550,915	355,761	4,423	84,288
Hawaii	78,690	17,340	51,976	9,374	-	-
Oregon	1,120,678	628,169	353,039	139,442	-	28
Washington	1,835,784	1,110,718	592,922	125,570	5,966	607

SECTION 8 END USERS

	<u>2007</u>	<u>% Change</u> <u>2007/2006</u>
GAS INDUSTRY SALES CUSTOMERS (Thousands)	65,388.9	+ 0.6
Residential	60,534.2	+ 0.6
Commercial	4,718.1	- 0.3
Industrial	134.8	- 2.1

TABLE 8-1
GAS INDUSTRY SALES CUSTOMERS BY CLASS OF SERVICE
1996-2007
 (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
2005	64,395.0	59,568.9	4,678.3	145.6	2.3
2006	65,019.5	60,146.5	4,733.5	137.7	1.8
2007	65,388.9	60,534.2	4,718.1	134.8	1.8

^aElectric generation end users are included in the Industrial category.

END USERS

TABLE 8-2
NATURAL GAS RESIDENTIAL END USERS
1996-2007
(Thousands)

Year	Utility Delivery			Other Delivery	Total Residential End Users
	Sales	Transp.	TOTAL		
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
2005	57,631.2	3,832.5	61,463.7	1,938.3	63,402.0
2006	58,623.8	4,238.8	62,862.6	1,523.4	64,386.0
2007	60,428.3	4,392.5	64,820.8	106.4	64,927.2

NOTE: For reporting purposes, Utility Delivery includes system sales end users and transportation end users by investor-owned and municipally-owned distribution companies. Other Delivery includes sales and transportation end users of deliveries by all others (pipelines, storage operators, etc.).

TABLE 8-3
NATURAL GAS COMMERCIAL END USERS
1996-2007
 (Thousands)

Year	Utility Delivery			Other Delivery	Total Commercial End Users
	Sales	Transp.	TOTAL		
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
2005	4,490.5	494.2	4,984.7	193.5	5,178.2
2006	4,582.6	536.6	5,119.2	155.6	5,274.9
2007	4,709.3	587.2	5,296.5	9.1	5,305.6

NOTE: For reporting purposes, Utility Delivery includes system sales end users and transportation end users by investor-owned and municipally-owned distribution companies. Other Delivery includes sales and transportation end users of deliveries by all others (pipelines, storage operators, etc.).

TABLE 8-4
NATURAL GAS INDUSTRIAL END USERS
1996-2007
 (Thousands)

Year	Utility Delivery			Other Delivery	Total Industrial End Users
	Sales	Transp.	TOTAL		
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
2005	141.2	56.7	197.9	6.9	204.7
2006	134.1	59.6	193.7	6.1	199.8
2007	132.6	58.7	191.2	3.7	194.9

NOTE: For reporting purposes, Utility Delivery includes system sales end users and transportation end users by investor-owned and municipally-owned distribution companies. Other Delivery includes sales and transportation end users of deliveries by all others (pipelines, storage operators, etc.).

END USERS

TABLE 8-5
NATURAL GAS RESIDENTIAL END USERS BY STATE – 2007
(Thousands)

Year	Utility Delivery			Other Delivery	Total Residential End Users
	Sales	Transp.	TOTAL		
UNITED STATES	60,428.26	4,392.51	64,820.77	106.40	64,927.17
New England	2,215.72	1.34	2,217.06	0.00	2,217.06
Connecticut	482.31	0.59	482.90	0.00	482.90
Maine	19.20	0.00	19.20	0.00	19.20
Massachusetts	1,360.73	0.74	1,361.47	0.00	1,361.47
New Hampshire	94.96	0.00	94.96	0.00	94.96
Rhode Island	223.59	0.00	223.59	0.00	223.59
Vermont	34.94	0.00	34.94	0.00	34.94
Middle Atlantic	8,846.67	705.78	9,552.45	57.45	9,609.91
New Jersey	2,564.63	45.15	2,609.79	0.00	2,609.79
New York	3,899.03	479.75	4,378.77	1.16	4,379.94
Pennsylvania	2,383.01	180.88	2,563.89	56.29	2,620.18
East North Central	11,740.94	1,838.93	13,579.86	37.58	13,617.44
Illinois	3,623.08	222.36	3,845.44	0.00	3,845.44
Indiana	1,614.39	63.47	1,677.86	0.00	1,677.86
Michigan	3,039.70	140.62	3,180.32	7.83	3,188.15
Ohio	1,831.57	1,412.48	3,244.04	29.75	3,273.79
Wisconsin	1,632.20	0.00	1,632.20	0.00	1,632.20
West North Central	5,184.02	69.93	5,253.95	1.12	5,255.07
Iowa	865.18	0.00	865.18	0.37	865.55
Kansas	858.09	0.00	858.09	0.07	858.16
Minnesota	1,400.95	0.00	1,400.95	0.67	1,401.62
Missouri	1,354.17	0.00	1,354.17	0.00	1,354.17
Nebraska	424.07	69.93	494.01	0.00	494.01
North Dakota	118.10	0.00	118.10	0.00	118.10
South Dakota	163.46	0.00	163.46	0.00	163.46
South Atlantic	5,223.38	1,659.89	6,883.27	1.07	6,884.33
Delaware	145.01	0.00	145.01	0.00	145.01
District of Columbia	128.96	13.43	142.38	0.00	142.38
Florida	668.63	13.95	682.58	0.42	683.00
Georgia	331.21	1,462.44	1,793.65	0.00	1,793.65
Maryland	938.37	115.58	1,053.95	0.00	1,053.95
North Carolina	1,063.87	0.00	1,063.87	0.00	1,063.87
South Carolina	553.18	0.00	553.18	0.00	553.18
Virginia	1,047.38	54.48	1,101.86	0.00	1,101.86
West Virginia	346.78	a.	346.78	0.65	347.43
East South Central	3,051.29	25.36	3,076.65	0.42	3,077.07
Alabama	796.02	0.00	796.02	0.00	796.02
Kentucky	745.58	25.36	770.94	0.11	771.05
Mississippi	438.68	0.00	438.68	0.00	438.68
Tennessee	1,071.02	0.00	1,071.02	0.31	1,071.33
West South Central	6,499.10	0.00	6,499.10	5.85	6,504.95
Arkansas	557.89	0.00	557.89	0.08	557.97
Louisiana	871.32	0.00	871.32	0.16	871.49
Oklahoma	914.68	0.00	914.68	5.60	920.29
Texas	4,155.20	0.00	4,155.20	0.00	4,155.20
Mountain	5,424.55	64.77	5,489.32	1.79	5,491.11
Arizona	1,119.27	0.00	1,119.27	0.00	1,119.27
Colorado	1,583.20	0.00	1,583.20	0.75	1,583.95
Idaho	323.11	0.00	323.11	0.00	323.11
Montana	245.54	0.45	245.99	1.05	247.04
Nevada	750.57	0.00	750.57	0.00	750.57
New Mexico	544.89	a.	544.89	0.00	544.89
Utah	778.64	0.00	778.64	0.00	778.64
Wyoming	79.34	64.31	143.64	0.00	143.64
Pacific	12,242.60	26.52	12,269.12	1.13	12,270.25
Alaska	114.37	0.00	114.37	1.13	115.50
California	10,412.70	26.52	10,439.22	0.00	10,439.22
Hawaii	25.90	0.00	25.90	0.00	25.90
Oregon	664.46	0.00	664.46	0.00	664.46
Washington	1,025.17	0.00	1,025.17	0.00	1,025.17

a. – Less than 50

END USERS

TABLE 8-6
NATURAL GAS COMMERCIAL END USERS BY STATE – 2007
(Thousands)

Year	Utility Delivery			Other Delivery	Total Commercial End Users
	Sales	Transp.	TOTAL		
UNITED STATES	4,709.3	587.2	5,296.5	9.1	5,305.6
New England	215.9	17.9	233.8	0.0	233.8
Connecticut	48.5	3.9	52.4	0.0	52.4
Maine	7.4	1.0	8.3	0.0	8.3
Massachusetts	117.5	11.5	129.0	0.0	129.0
New Hampshire	15.6	0.5	16.2	0.0	16.2
Rhode Island	21.9	1.1	23.0	0.0	23.0
Vermont	4.9	0.0	4.9	0.0	4.9
Middle Atlantic	720.6	134.5	855.1	4.3	859.4
New Jersey	205.6	25.2	230.9	0.0	230.9
New York	307.1	86.9	394.0	a	394.0
Pennsylvania	207.8	22.4	230.2	4.3	234.5
East North Central	912.7	222.9	1,135.6	3.0	1,138.7
Illinois	238.7	57.8	296.5	0.0	296.5
Indiana	141.8	14.1	155.9	0.0	155.9
Michigan	232.7	20.1	252.8	0.3	253.1
Ohio	140.1	129.8	269.9	2.7	272.5
Wisconsin	159.5	1.1	160.6	0.0	160.6
West North Central	522.8	25.9	548.7	0.3	548.9
Iowa	96.5	1.4	97.9	0.1	98.0
Kansas	79.5	5.9	85.3	a	85.4
Minnesota	128.0	0.1	128.2	0.2	128.4
Missouri	141.8	1.2	143.0	0.0	143.0
Nebraska	38.8	17.0	55.8	0.0	55.8
North Dakota	16.9	0.1	17.0	0.0	17.0
South Dakota	21.3	0.2	21.5	0.0	21.5
South Atlantic	436.8	140.5	577.2	0.3	577.5
Delaware	12.5	a	12.6	a	12.6
District of Columbia	6.9	3.0	9.9	0.0	9.9
Florida	41.3	15.9	57.2	0.1	57.3
Georgia	33.4	94.4	127.8	0.0	127.8
Maryland	56.7	18.2	74.8	a	74.9
North Carolina	112.0	0.1	112.1	0.0	112.1
South Carolina	55.7	a	55.8	0.0	55.8
Virginia	84.8	8.2	93.0	0.0	93.0
West Virginia	33.5	0.6	34.0	0.1	34.2
East South Central	329.2	3.7	332.9	0.1	333.0
Alabama	65.7	0.1	65.9	0.0	65.9
Kentucky	81.8	3.5	85.3	a	85.3
Mississippi	55.5	a	55.5	0.0	55.5
Tennessee	126.1	0.1	126.2	0.1	126.3
West South Central	541.8	4.8	546.6	0.6	547.2
Arkansas	69.3	0.2	69.5	a	69.5
Louisiana	56.9	0.0	56.9	a	57.0
Oklahoma	90.0	3.5	93.5	0.5	94.0
Texas	325.5	1.1	326.7	0.1	326.8
Mountain	416.7	11.4	428.1	0.4	428.5
Arizona	57.0	0.1	57.2	0.0	57.2
Colorado	141.0	0.2	141.3	0.2	141.4
Idaho	33.7	a	33.8	0.0	33.8
Montana	32.1	0.2	32.3	0.2	32.5
Nevada	40.0	0.1	40.1	0.0	40.1
New Mexico	45.7	2.0	47.7	0.0	47.7
Utah	57.7	a	57.7	0.0	57.7
Wyoming	9.4	8.6	18.1	0.0	18.1
Pacific	612.9	25.6	638.5	0.2	638.7
Alaska	12.3	0.9	13.2	0.2	13.4
California	421.4	24.7	446.1	0.0	446.1
Hawaii	2.5	0.0	2.5	0.0	2.5
Oregon	81.0	a	81.0	0.0	81.0
Washington	95.6	a	95.6	0.0	95.6

a – Less than 50

END USERS

TABLE 8-7
NATURAL GAS INDUSTRIAL END USERS BY STATE – 2007
(Thousands)

Year	Utility Delivery			Other Delivery	Total Industrial End Users
	Sales	Transp.	TOTAL		
UNITED STATES	132.6	58.7	191.2	3.7	194.9
New England	9.2	7.8	16.9	0.0	16.9
Connecticut	2.5	0.8	3.3	0.0	3.3
Maine	a	0.1	0.1	0.0	0.1
Massachusetts	6.5	6.2	12.7	0.0	12.7
New Hampshire	0.1	0.5	0.6	0.0	0.6
Rhode Island	0.1	0.2	0.3	0.0	0.3
Vermont	a	0.0	a	0.0	a
Middle Atlantic	12.2	4.3	16.5	a	16.5
New Jersey	7.0	1.0	8.0	0.0	8.0
New York	2.2	1.4	3.6	0.0	3.6
Pennsylvania	2.9	1.9	4.8	a	4.9
East North Central	33.7	18.2	51.9	0.1	52.0
Illinois	14.4	9.5	24.0	a	24.0
Indiana	3.2	2.2	5.4	a	5.4
Michigan	8.4	1.3	9.7	a	9.7
Ohio	2.8	4.0	6.8	a	6.9
Wisconsin	4.9	1.1	6.0	0.0	6.0
West North Central	9.2	12.2	21.5	1.6	23.1
Iowa	1.3	0.3	1.6	0.0	1.6
Kansas	2.9	3.9	6.8	1.5	8.3
Minnesota	0.9	0.2	1.1	a	1.1
Missouri	2.9	0.6	3.5	a	3.5
Nebraska	0.6	7.1	7.6	a	7.7
North Dakota	0.2	a	0.2	a	0.3
South Dakota	0.4	0.1	0.5	0.0	0.5
South Atlantic	6.6	4.0	10.6	0.1	10.8
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	0.3	0.4	a	0.5
Georgia	1.0	1.9	2.9	a	2.9
Maryland	0.9	0.4	1.3	a	1.3
North Carolina	2.1	0.9	3.0	0.0	3.0
South Carolina	1.3	0.2	1.4	a	1.5
Virginia	1.0	0.2	1.3	0.0	1.3
West Virginia	a	0.1	0.1	a	0.1
East South Central	7.1	1.1	8.2	0.1	8.3
Alabama	2.4	0.3	2.7	a	2.7
Kentucky	1.1	0.4	1.6	a	1.6
Mississippi	1.2	0.1	1.3	a	1.3
Tennessee	2.4	0.3	2.6	a	2.6
West South Central	11.8	2.5	14.3	1.6	15.9
Arkansas	0.6	0.2	0.8	0.2	1.1
Louisiana	0.6	a	0.6	0.3	0.9
Oklahoma	1.7	0.7	2.4	0.5	2.8
Texas	8.9	1.6	10.5	0.5	11.0
Mountain	2.5	4.9	7.5	0.1	7.5
Arizona	0.3	0.1	0.4	a	0.4
Colorado	0.3	4.3	4.6	a	4.6
Idaho	0.1	0.1	0.2	0.0	0.2
Montana	0.5	0.2	0.7	a	0.7
Nevada	0.2	a	0.2	0.0	0.2
New Mexico	1.0	a	1.0	a	1.0
Utah	0.2	0.1	0.3	0.0	0.3
Wyoming	0.1	0.1	0.1	a	0.1
Pacific	40.2	3.6	43.8	a	43.9
Alaska	0.0	0.0	a	0.0	a
California	35.8	3.3	39.1	a	39.1
Hawaii	a	0.0	a	0.0	a
Oregon	1.0	0.1	1.1	a	1.1
Washington	3.4	0.2	3.6	a	3.6

a – Less than 50