

# REVENUES

**TABLE 7-3**  
**GAS UTILITY INDUSTRY SALES REVENUES,**  
**BY STATE AND CLASS OF SERVICE 2006**  
(\$ Thousands)

| Division and State        | Class of Service    |                     |                     |                     |                     |                  |
|---------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------------|
|                           | Total               | Residential         | Commercial          | Industrial          | Electric Generation | Other            |
| <b>United States</b>      | <b>\$91,928,119</b> | <b>\$53,960,665</b> | <b>\$21,557,324</b> | <b>\$12,005,503</b> | <b>\$3,920,931</b>  | <b>\$483,696</b> |
| <b>New England</b>        | <b>4,565,659</b>    | <b>2,979,621</b>    | <b>1,171,134</b>    | <b>380,813</b>      | <b>33,400</b>       | <b>692</b>       |
| Connecticut               | 1,139,894           | 681,168             | 315,632             | 114,178             | 28,533              | 383              |
| Maine                     | 55,762              | 17,633              | 35,832              | 2,297               | 0                   | 0                |
| Massachusetts             | 2,641,096           | 1,833,459           | 581,056             | 221,800             | 4,632               | 149              |
| New Hampshire             | 217,236             | 110,068             | 96,233              | 10,935              | 0                   | 0                |
| Rhode Island              | 424,235             | 296,545             | 115,971             | 11,559              | 0                   | 160              |
| Vermont                   | 87,437              | 40,747              | 26,411              | 20,044              | 235                 | 0                |
| <b>Middle Atlantic</b>    | <b>15,268,992</b>   | <b>10,636,783</b>   | <b>3,712,668</b>    | <b>355,963</b>      | <b>170,364</b>      | <b>393,214</b>   |
| New Jersey                | 4,110,418           | 2,894,068           | 928,303             | 131,590             | 156,455             | 1                |
| New York                  | 6,701,740           | 4,627,993           | 1,576,711           | 96,155              | 8,024               | 392,858          |
| Pennsylvania              | 4,456,834           | 3,114,721           | 1,207,654           | 128,218             | 5,885               | 355              |
| <b>East North Central</b> | <b>17,824,496</b>   | <b>12,905,136</b>   | <b>3,991,494</b>    | <b>874,054</b>      | <b>53,379</b>       | <b>433</b>       |
| Illinois                  | 5,023,900           | 3,966,942           | 850,862             | 201,882             | 4,071               | 142              |
| Indiana                   | 2,435,537           | 1,606,193           | 652,287             | 177,006             | 22                  | 29               |
| Michigan                  | 4,870,005           | 3,558,561           | 1,116,283           | 189,937             | 5,225               | 0                |
| Ohio                      | 3,105,677           | 2,305,672           | 697,415             | 100,523             | 2,067               | 1                |
| Wisconsin                 | 2,389,377           | 1,467,769           | 674,648             | 204,706             | 41,995              | 261              |
| <b>West North Central</b> | <b>7,852,811</b>    | <b>4,827,359</b>    | <b>2,310,092</b>    | <b>645,900</b>      | <b>69,277</b>       | <b>184</b>       |
| Iowa                      | 1,193,924           | 768,305             | 348,549             | 72,992              | 4,078               | 0                |
| Kansas                    | 1,034,087           | 752,759             | 223,689             | 54,915              | 2,723               | 0                |
| Minnesota                 | 2,534,615           | 1,366,639           | 842,535             | 286,367             | 39,021              | 53               |
| Missouri                  | 2,037,827           | 1,359,368           | 561,065             | 107,357             | 9,917               | 120              |
| Nebraska                  | 589,535             | 348,199             | 176,013             | 52,057              | 13,265              | 0                |
| North Dakota              | 228,001             | 104,197             | 84,254              | 39,528              | 11                  | 11               |
| South Dakota              | 234,822             | 127,891             | 73,986              | 32,683              | 262                 | 0                |
| <b>South Atlantic</b>     | <b>8,261,017</b>    | <b>4,679,946</b>    | <b>2,370,313</b>    | <b>1,168,443</b>    | <b>41,235</b>       | <b>1,079</b>     |
| Delaware                  | 268,547             | 154,271             | 96,609              | 17,664              | 0                   | 2                |
| District of Columbia      | 204,223             | 148,479             | 55,720              | 0                   | 0                   | 24               |
| Florida                   | 695,738             | 329,046             | 326,944             | 25,113              | 14,520              | 115              |
| Georgia                   | 643,727             | 256,610             | 134,590             | 251,973             | 543                 | 11               |
| Maryland                  | 1,241,950           | 947,098             | 271,865             | 19,941              | 2,758               | 288              |
| North Carolina            | 1,704,270           | 956,610             | 541,715             | 199,606             | 6,209               | 130              |
| South Carolina            | 1,234,480           | 432,709             | 277,151             | 507,294             | 17,204              | 122              |
| Virginia                  | 1,619,333           | 1,044,651           | 476,616             | 97,678              | 1                   | 387              |
| West Virginia             | 648,751             | 410,473             | 189,103             | 49,175              | 0                   | 0                |
| <b>East South Central</b> | <b>5,127,963</b>    | <b>2,574,395</b>    | <b>1,504,325</b>    | <b>1,043,858</b>    | <b>5,307</b>        | <b>79</b>        |
| Alabama                   | 1,364,336           | 716,320             | 309,139             | 333,698             | 5,179               | 0                |
| Kentucky                  | 1,159,229           | 644,367             | 350,366             | 164,369             | 127                 | 0                |
| Mississippi               | 721,248             | 314,159             | 225,653             | 181,436             | 0                   | 0                |
| Tennessee                 | 1,883,150           | 899,549             | 619,167             | 364,355             | 0                   | 79               |
| <b>West South Central</b> | <b>15,406,349</b>   | <b>3,821,244</b>    | <b>1,953,353</b>    | <b>6,544,252</b>    | <b>3,087,124</b>    | <b>376</b>       |
| Arkansas                  | 725,899             | 445,534             | 240,552             | 39,813              | 0                   | 1                |
| Louisiana                 | 2,611,108           | 489,900             | 259,173             | 1,712,069           | 149,898             | 69               |
| Oklahoma                  | 1,025,433           | 706,665             | 215,413             | 16,731              | 86,323              | 300              |
| Texas                     | 11,043,909          | 2,179,145           | 1,238,216           | 4,775,639           | 2,850,902           | 6                |
| <b>Mountain</b>           | <b>6,408,137</b>    | <b>3,992,582</b>    | <b>1,889,461</b>    | <b>190,805</b>      | <b>328,025</b>      | <b>7,263</b>     |
| Arizona                   | 1,096,510           | 588,555             | 369,732             | 69,178              | 64,691              | 4,353            |
| Colorado                  | 1,840,236           | 1,246,104           | 548,752             | 8,010               | 37,349              | 21               |
| Idaho                     | 413,643             | 274,914             | 133,799             | 4,876               | 0                   | 54               |
| Montana                   | 333,893             | 218,920             | 112,742             | 2,214               | 12                  | 5                |
| Nevada                    | 1,027,161           | 542,783             | 232,005             | 27,324              | 223,643             | 1,406            |
| New Mexico                | 567,337             | 384,571             | 161,949             | 18,870              | 1,940               | 6                |
| Utah                      | 993,797             | 661,407             | 283,749             | 46,882              | 388                 | 1,371            |
| Wyoming                   | 135,559             | 75,328              | 46,732              | 13,452              | 0                   | 47               |
| <b>Pacific</b>            | <b>11,212,695</b>   | <b>7,543,599</b>    | <b>2,654,483</b>    | <b>801,415</b>      | <b>132,821</b>      | <b>80,378</b>    |
| Alaska                    | 395,722             | 141,001             | 49,609              | 95,357              | 109,755             | 0                |
| California                | 7,900,137           | 5,778,978           | 1,650,658           | 386,460             | 4,216               | 79,826           |
| Hawaii                    | 79,695              | 18,256              | 53,103              | 8,336               | 0                   | 0                |
| Oregon                    | 1,121,961           | 596,454             | 354,961             | 170,511             | 0                   | 34               |
| Washington                | 1,715,181           | 1,008,909           | 546,152             | 140,751             | 18,850              | 518              |



## SECTION 8 END-USERS

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|                                     | <u>2006</u> | <u>% Change</u><br><u>2006/2005</u> |
|-------------------------------------|-------------|-------------------------------------|
| <b>Gas Industry Sales Customers</b> |             |                                     |
| (Thousands)                         |             |                                     |
| Total                               | 65,019.5    | + 1.0                               |
| Residential                         | 60,146.5    | + 1.0                               |
| Commercial                          | 4,733.5     | + 1.2                               |
| Industrial                          | 137.7       | - 5.4                               |



**TABLE 8-1**  
**GAS INDUSTRY SALES CUSTOMERS,**  
**BY CLASS OF SERVICE 1996-2006**  
(Thousands)

| Year | Total    | Residential | Commercial | Industrial <sup>a</sup> | 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   |

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

**TABLE 8-2**  
**RESIDENTIAL END-USERS**  
**1996-2006**  
(Thousands)

| Year | Utility Delivery |         | Total    | Other<br>Delivery | Total<br>Residential<br>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                          |
| 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                          |

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,**  
**1996-2006**  
 (Thousands)

| Year | Utility Delivery |         | Total   | Other<br>Delivery | Total<br>Commercial<br>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                          |
| 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                          |

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,**  
**1996-2006**  
 (Thousands)

| Year | Utility Delivery |         | Total | Other<br>Delivery | Total<br>Industrial<br>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                            |
| 2005 | 141.2            | 56.7    | 197.9 | 6.9               | 204.7                            |
| 2006 | 134.1            | 59.6    | 193.7 | 6.1               | 199.8                            |

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, 2006**

(Thousands)

| Division and State        | Utility Delivery |                | Total           | Other Delivery | Total Resid. End-Users |
|---------------------------|------------------|----------------|-----------------|----------------|------------------------|
|                           | Sales            | Transp.        |                 |                |                        |
| <b>United States</b>      | <b>58,623.8</b>  | <b>4,238.8</b> | <b>62,862.6</b> | <b>1,523.4</b> | <b>64,386.0</b>        |
| <b>New England</b>        | <b>2,154.6</b>   | <b>0.8</b>     | <b>2,155.5</b>  | <b>44.8</b>    | <b>2,200.2</b>         |
| Connecticut               | 478.4            | 0.5            | 478.8           | 0.0            | 478.8                  |
| Maine                     | 18.8             | 0.0            | 18.8            | 0.0            | 18.8                   |
| Massachusetts             | 1,303.7          | 0.3            | 1,304.1         | 44.8           | 1,348.8                |
| New Hampshire             | 94.6             | 0.0            | 94.6            | 0.0            | 94.6                   |
| Rhode Island              | 225.0            | 0.0            | 225.0           | 0.0            | 225.0                  |
| Vermont                   | 34.1             | 0.0            | 34.1            | 0.0            | 34.1                   |
| <b>Middle Atlantic</b>    | <b>8,602.7</b>   | <b>592.2</b>   | <b>9,194.9</b>  | <b>304.3</b>   | <b>9,499.2</b>         |
| New Jersey                | 2,293.6          | 37.2           | 2,330.9         | 247.3          | 2,578.2                |
| New York                  | 3,949.0          | 365.1          | 4,314.0         | 1.2            | 4,315.2                |
| Pennsylvania              | 2,360.0          | 189.9          | 2,549.9         | 55.9           | 2,605.8                |
| <b>East North Central</b> | <b>11,793.9</b>  | <b>1,650.4</b> | <b>13,444.3</b> | <b>97.8</b>    | <b>13,542.1</b>        |
| Illinois                  | 3,559.2          | 192.5          | 3,751.7         | 60.4           | 3,812.1                |
| Indiana                   | 1,611.8          | 49.4           | 1,661.2         | 0.0            | 1,661.2                |
| Michigan                  | 3,058.8          | 127.4          | 3,186.2         | 7.7            | 3,193.9                |
| Ohio                      | 1,952.3          | 1,281.1        | 3,233.5         | 29.6           | 3,263.1                |
| Wisconsin                 | 1,611.8          | 0.0            | 1,611.8         | 0.0            | 1,611.8                |
| <b>West North Central</b> | <b>4,616.9</b>   | <b>72.5</b>    | <b>4,689.4</b>  | <b>563.5</b>   | <b>5,253.0</b>         |
| Iowa                      | 370.2            | 0.0            | 370.2           | 488.7          | 858.9                  |
| Kansas                    | 862.1            | 0.0            | 862.1           | 0.1            | 862.2                  |
| Minnesota                 | 1,400.7          | 0.0            | 1,400.7         | 0.7            | 1,401.4                |
| Missouri                  | 1,353.9          | 0.0            | 1,353.9         | 0.0            | 1,353.9                |
| Nebraska                  | 423.0            | 72.5           | 495.6           | 3.9            | 499.5                  |
| North Dakota              | 116.6            | 0.0            | 116.6           | 0.0            | 116.6                  |
| South Dakota              | 90.3             | 0.0            | 90.3            | 70.2           | 160.5                  |
| <b>South Atlantic</b>     | <b>5,105.2</b>   | <b>1,801.7</b> | <b>6,907.0</b>  | <b>34.7</b>    | <b>6,941.6</b>         |
| Delaware                  | 141.3            | 0.0            | 141.3           | 0.0            | 141.3                  |
| District of Columbia      | 128.0            | 13.9           | 142.0           | 0.0            | 142.0                  |
| Florida                   | 659.3            | 13.3           | 672.7           | 0.5            | 673.1                  |
| Georgia                   | 328.7            | 1,599.5        | 1,928.2         | 0.0            | 1,928.2                |
| Maryland                  | 923.7            | 117.2          | 1,040.9         | 0.0            | 1,040.9                |
| North Carolina            | 1,022.4          | 0.0            | 1,022.4         | 0.0            | 1,022.4                |
| South Carolina            | 521.4            | 0.0            | 521.4           | 33.5           | 555.0                  |
| Virginia                  | 1,027.7          | 57.8           | 1,085.5         | 0.0            | 1,085.5                |
| West Virginia             | 352.6            | a.             | 352.6           | 0.7            | 353.3                  |
| <b>East South Central</b> | <b>3,000.4</b>   | <b>26.8</b>    | <b>3,027.2</b>  | <b>71.4</b>    | <b>3,098.7</b>         |
| Alabama                   | 828.6            | 0.0            | 828.6           | 0.0            | 828.6                  |
| Kentucky                  | 743.2            | 26.8           | 770.1           | 0.1            | 770.2                  |
| Mississippi               | 433.5            | 0.0            | 433.5           | 3.1            | 436.6                  |
| Tennessee                 | 995.1            | 0.0            | 995.1           | 68.2           | 1,063.3                |
| <b>West South Central</b> | <b>6,350.4</b>   | <b>0.0</b>     | <b>6,350.4</b>  | <b>20.1</b>    | <b>6,370.5</b>         |
| Arkansas                  | 555.8            | 0.0            | 555.8           | 0.1            | 555.9                  |
| Louisiana                 | 867.3            | 0.0            | 867.3           | 0.2            | 867.5                  |
| Oklahoma                  | 874.0            | 0.0            | 874.0           | 5.6            | 879.6                  |
| Texas                     | 4,053.3          | 0.0            | 4,053.3         | 14.2           | 4,067.5                |
| <b>Mountain</b>           | <b>4,917.2</b>   | <b>65.1</b>    | <b>4,982.3</b>  | <b>385.7</b>   | <b>5,368.0</b>         |
| Arizona                   | 958.6            | 0.0            | 958.6           | 130.0          | 1,088.6                |
| Colorado                  | 1,558.9          | a.             | 1,558.9         | 0.0            | 1,558.9                |
| Idaho                     | 62.3             | 0.0            | 62.3            | 254.7          | 316.9                  |
| Montana                   | 244.3            | 0.5            | 244.8           | 1.1            | 245.9                  |
| Nevada                    | 726.8            | 0.0            | 726.8           | 0.0            | 726.8                  |
| New Mexico                | 534.0            | a.             | 534.0           | 0.0            | 534.0                  |
| Utah                      | 754.6            | 0.0            | 754.6           | 0.0            | 754.6                  |
| Wyoming                   | 77.8             | 64.6           | 142.4           | 0.0            | 142.4                  |
| <b>Pacific</b>            | <b>12,082.5</b>  | <b>29.2</b>    | <b>12,111.7</b> | <b>1.1</b>     | <b>12,112.8</b>        |
| Alaska                    | 111.1            | 0.0            | 111.1           | 1.1            | 112.3                  |
| California                | 10,300.0         | 29.2           | 10,329.2        | 0.0            | 10,329.2               |
| Hawaii                    | 26.0             | 0.0            | 26.0            | 0.0            | 26.0                   |
| Oregon                    | 647.6            | 0.0            | 647.6           | 0.0            | 647.6                  |
| Washington                | 997.7            | 0.0            | 997.7           | 0.0            | 997.7                  |

a. – Less than 50

## END-USERS

**TABLE 8-6**  
**COMMERCIAL END-USERS, BY STATE, 2006**  
(Thousands)

| Division and State        | Utility Delivery |              | Total          | Other<br>Delivery | Total Commercial<br>End-Users |
|---------------------------|------------------|--------------|----------------|-------------------|-------------------------------|
|                           | Sales            | Transp.      |                |                   |                               |
| <b>United States</b>      | <b>4,582.6</b>   | <b>536.6</b> | <b>5,119.2</b> | <b>155.6</b>      | <b>5,274.9</b>                |
| <b>New England</b>        | <b>213.2</b>     | <b>15.5</b>  | <b>228.7</b>   | <b>3.3</b>        | <b>232.0</b>                  |
| Connecticut               | 49.1             | 3.9          | 53.0           | 0.0               | 53.0                          |
| Maine                     | 7.5              | 0.7          | 8.2            | 0.0               | 8.2                           |
| Massachusetts             | 114.0            | 9.4          | 123.4          | 3.3               | 126.7                         |
| New Hampshire             | 15.7             | 0.4          | 16.1           | 0.0               | 16.1                          |
| Rhode Island              | 22.1             | 1.0          | 23.2           | 0.0               | 23.2                          |
| Vermont                   | 4.9              | 0.0          | 4.9            | 0.0               | 4.9                           |
| <b>Middle Atlantic</b>    | <b>719.2</b>     | <b>112.4</b> | <b>831.6</b>   | <b>25.4</b>       | <b>857.1</b>                  |
| New Jersey                | 187.1            | 19.6         | 206.6          | 21.2              | 227.8                         |
| New York                  | 326.3            | 71.5         | 397.7          | a.                | 397.7                         |
| Pennsylvania              | 205.9            | 21.4         | 227.3          | 4.2               | 231.5                         |
| <b>East North Central</b> | <b>923.0</b>     | <b>210.3</b> | <b>1,133.3</b> | <b>7.9</b>        | <b>1,141.2</b>                |
| Illinois                  | 237.1            | 58.4         | 295.5          | 5.1               | 300.6                         |
| Indiana                   | 141.7            | 12.6         | 154.3          | 0.0               | 154.3                         |
| Michigan                  | 236.1            | 20.2         | 256.3          | 0.3               | 256.7                         |
| Ohio                      | 150.3            | 117.8        | 268.1          | 2.5               | 270.6                         |
| Wisconsin                 | 157.8            | 1.3          | 159.1          | 0.0               | 159.1                         |
| <b>West North Central</b> | <b>466.6</b>     | <b>24.3</b>  | <b>491.0</b>   | <b>59.9</b>       | <b>550.8</b>                  |
| Iowa                      | 46.9             | 0.4          | 47.3           | 50.5              | 97.8                          |
| Kansas                    | 80.2             | 5.4          | 85.6           | a.                | 85.7                          |
| Minnesota                 | 128.9            | 0.1          | 129.0          | 0.2               | 129.1                         |
| Missouri                  | 142.5            | 1.1          | 143.6          | a.                | 143.6                         |
| Nebraska                  | 38.8             | 17.2         | 56.0           | 0.5               | 56.5                          |
| North Dakota              | 16.8             | 0.1          | 16.8           | 0.0               | 16.8                          |
| South Dakota              | 12.5             | a.           | 12.5           | 8.6               | 21.1                          |
| <b>South Atlantic</b>     | <b>432.7</b>     | <b>138.5</b> | <b>571.2</b>   | <b>4.1</b>        | <b>575.3</b>                  |
| Delaware                  | 12.3             | a.           | 12.3           | a.                | 12.3                          |
| District of Columbia      | 7.0              | 3.4          | 10.4           | 0.0               | 10.4                          |
| Florida                   | 41.2             | 14.0         | 55.2           | 0.1               | 55.3                          |
| Georgia                   | 33.5             | 94.4         | 127.8          | 0.0               | 127.8                         |
| Maryland                  | 56.4             | 18.2         | 74.6           | a.                | 74.6                          |
| North Carolina            | 111.0            | 0.1          | 111.1          | 0.0               | 111.1                         |
| South Carolina            | 53.6             | a.           | 53.7           | 3.8               | 57.5                          |
| Virginia                  | 83.5             | 7.9          | 91.5           | 0.0               | 91.5                          |
| West Virginia             | 34.1             | 0.5          | 34.6           | 0.1               | 34.7                          |
| <b>East South Central</b> | <b>319.6</b>     | <b>3.9</b>   | <b>323.5</b>   | <b>10.5</b>       | <b>334.0</b>                  |
| Alabama                   | 66.1             | 0.1          | 66.2           | a.                | 66.2                          |
| Kentucky                  | 81.5             | 3.7          | 85.2           | a.                | 85.2                          |
| Mississippi               | 55.2             | a.           | 55.2           | 0.4               | 55.7                          |
| Tennessee                 | 116.8            | 0.1          | 116.9          | 10.1              | 127.0                         |
| <b>West South Central</b> | <b>526.2</b>     | <b>3.1</b>   | <b>529.4</b>   | <b>5.8</b>        | <b>535.2</b>                  |
| Arkansas                  | 69.3             | 0.2          | 69.5           | a.                | 69.5                          |
| Louisiana                 | 57.0             | a.           | 57.0           | a.                | 57.1                          |
| Oklahoma                  | 76.4             | 1.8          | 78.2           | 0.5               | 78.7                          |
| Texas                     | 323.4            | 1.2          | 324.6          | 5.3               | 329.9                         |
| <b>Mountain</b>           | <b>372.2</b>     | <b>11.2</b>  | <b>383.4</b>   | <b>38.5</b>       | <b>421.9</b>                  |
| Arizona                   | 44.7             | 0.1          | 44.8           | 12.3              | 57.1                          |
| Colorado                  | 139.6            | 0.2          | 139.7          | 0.0               | 139.7                         |
| Idaho                     | 7.6              | a.           | 7.6            | 26.0              | 33.6                          |
| Montana                   | 31.4             | 0.2          | 31.6           | 0.2               | 31.8                          |
| Nevada                    | 38.4             | 0.1          | 38.5           | 0.0               | 38.5                          |
| New Mexico                | 45.4             | 1.8          | 47.2           | a.                | 47.2                          |
| Utah                      | 55.8             | a.           | 55.8           | 0.0               | 55.8                          |
| Wyoming                   | 9.3              | 8.7          | 18.0           | 0.0               | 18.0                          |
| <b>Pacific</b>            | <b>609.9</b>     | <b>17.2</b>  | <b>627.1</b>   | <b>0.2</b>        | <b>627.3</b>                  |
| Alaska                    | 12.7             | 1.5          | 14.2           | 0.2               | 14.4                          |
| California                | 426.4            | 15.7         | 442.0          | 0.0               | 442.1                         |
| Hawaii                    | 2.5              | 0.0          | 2.5            | 0.0               | 2.5                           |
| Oregon                    | 74.7             | a.           | 74.7           | 0.0               | 74.7                          |
| Washington                | 93.6             | a.           | 93.6           | 0.0               | 93.6                          |

a. - Less than 50

## END-USERS

**TABLE 8-7**  
**INDUSTRIAL END-USERS, BY STATE, 2006**

(Thousands)

| Division and State        | Utility Delivery |             | Total        | Other Delivery | Total Industrial End-Users |
|---------------------------|------------------|-------------|--------------|----------------|----------------------------|
|                           | Sales            | Transp.     |              |                |                            |
| <b>United States</b>      | <b>134.1</b>     | <b>59.6</b> | <b>193.7</b> | <b>6.1</b>     | <b>199.8</b>               |
| <b>New England</b>        | <b>9.5</b>       | <b>7.1</b>  | <b>16.6</b>  | <b>a.</b>      | <b>16.6</b>                |
| Connecticut               | 2.6              | 0.8         | 3.4          | 0.0            | 3.4                        |
| Maine                     | a.               | a.          | 0.1          | a.             | 0.1                        |
| Massachusetts             | 6.7              | 5.7         | 12.4         | a.             | 12.5                       |
| New Hampshire             | a.               | 0.4         | 0.4          | a.             | 0.4                        |
| Rhode Island              | 0.1              | 0.2         | 0.2          | 0.0            | 0.2                        |
| Vermont                   | a.               | a.          | a.           | 0.0            | a.                         |
| <b>Middle Atlantic</b>    | <b>13.0</b>      | <b>4.0</b>  | <b>17.0</b>  | <b>0.2</b>     | <b>17.1</b>                |
| New Jersey                | 7.2              | 0.9         | 8.1          | 0.1            | 8.2                        |
| New York                  | 2.4              | 1.3         | 3.6          | a.             | 3.6                        |
| Pennsylvania              | 3.4              | 1.8         | 5.2          | a.             | 5.2                        |
| <b>East North Central</b> | <b>37.8</b>      | <b>22.0</b> | <b>59.8</b>  | <b>0.2</b>     | <b>59.9</b>                |
| Illinois                  | 16.3             | 9.7         | 26.0         | 0.1            | 26.1                       |
| Indiana                   | 3.4              | 1.9         | 5.3          | a.             | 5.4                        |
| Michigan                  | 8.5              | 5.2         | 13.7         | a.             | 13.7                       |
| Ohio                      | 2.9              | 4.0         | 6.9          | 0.1            | 6.9                        |
| Wisconsin                 | 6.6              | 1.2         | 7.8          | a.             | 7.8                        |
| <b>West North Central</b> | <b>8.4</b>       | <b>12.1</b> | <b>20.5</b>  | <b>2.6</b>     | <b>23.1</b>                |
| Iowa                      | 0.6              | 0.2         | 0.8          | 0.9            | 1.7                        |
| Kansas                    | 2.7              | 3.9         | 6.6          | 1.5            | 8.1                        |
| Minnesota                 | 1.0              | 0.2         | 1.2          | a.             | 1.3                        |
| Missouri                  | 3.0              | 0.6         | 3.5          | a.             | 3.5                        |
| Nebraska                  | 0.6              | 7.1         | 7.7          | a.             | 7.7                        |
| North Dakota              | 0.2              | a.          | 0.2          | a.             | 0.2                        |
| South Dakota              | 0.4              | 0.1         | 0.5          | a.             | 0.5                        |
| <b>South Atlantic</b>     | <b>6.5</b>       | <b>4.0</b>  | <b>10.5</b>  | <b>0.2</b>     | <b>10.7</b>                |
| 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              | 2.0         | 3.0          | a.             | 3.1                        |
| Maryland                  | 1.0              | 0.4         | 1.4          | a.             | 1.4                        |
| North Carolina            | 1.9              | 0.8         | 2.7          | 0.0            | 2.7                        |
| South Carolina            | 1.2              | 0.2         | 1.4          | 0.1            | 1.5                        |
| Virginia                  | 1.0              | 0.2         | 1.3          | a.             | 1.3                        |
| West Virginia             | 0.1              | 0.1         | 0.1          | a.             | 0.2                        |
| <b>East South Central</b> | <b>6.5</b>       | <b>1.1</b>  | <b>7.6</b>   | <b>0.5</b>     | <b>8.1</b>                 |
| Alabama                   | 2.4              | 0.3         | 2.7          | a.             | 2.7                        |
| Kentucky                  | 1.2              | 0.5         | 1.6          | a.             | 1.7                        |
| Mississippi               | 1.1              | a.          | 1.1          | 0.1            | 1.2                        |
| Tennessee                 | 1.8              | 0.3         | 2.1          | 0.4            | 2.5                        |
| <b>West South Central</b> | <b>9.7</b>       | <b>1.6</b>  | <b>11.4</b>  | <b>2.2</b>     | <b>13.5</b>                |
| Arkansas                  | 0.7              | 0.2         | 0.9          | 0.2            | 1.1                        |
| Louisiana                 | 0.6              | a.          | 0.6          | 0.4            | 1.0                        |
| Oklahoma                  | 1.8              | 0.6         | 2.4          | 0.4            | 2.8                        |
| Texas                     | 6.7              | 0.8         | 7.5          | 1.2            | 8.7                        |
| <b>Mountain</b>           | <b>2.6</b>       | <b>4.7</b>  | <b>7.3</b>   | <b>0.2</b>     | <b>7.5</b>                 |
| Arizona                   | 0.3              | 0.1         | 0.4          | a.             | 0.4                        |
| Colorado                  | 0.3              | 4.1         | 4.5          | a.             | 4.5                        |
| Idaho                     | 0.1              | a.          | 0.1          | 0.1            | 0.2                        |
| Montana                   | 0.5              | 0.2         | 0.7          | a.             | 0.7                        |
| Nevada                    | 0.2              | a.          | 0.2          | a.             | 0.2                        |
| New Mexico                | 1.0              | 0.1         | 1.1          | a.             | 1.1                        |
| Utah                      | 0.2              | 0.1         | 0.3          | a.             | 0.3                        |
| Wyoming                   | 0.1              | 0.1         | 0.1          | a.             | 0.1                        |
| <b>Pacific</b>            | <b>40.1</b>      | <b>3.0</b>  | <b>43.1</b>  | <b>0.1</b>     | <b>43.2</b>                |
| Alaska                    | a.               | a.          | a.           | a.             | a.                         |
| California                | 35.9             | 2.7         | 38.6         | a.             | 38.6                       |
| Hawaii                    | a.               | a.          | a.           | 0.0            | a.                         |
| Oregon                    | 1.0              | 0.1         | 1.1          | a.             | 1.1                        |
| Washington                | 3.2              | 0.2         | 3.4          | a.             | 3.4                        |

a. - Less than 50