Request No. DTE 4-20:
Refer to the testimony of Mark H. Collin (Electric) at 54. Please provide supporting data for both the revenue and customer allocation factors of 60 percent for New Hampshire and 40 percent for Massachusetts.

Response:
Please see below, supporting data for both the revenue and customer factors of 60 percent for New Hampshire and 40 percent for Massachusetts referred to in the testimony of Mark H. Collin (Electric) at 54. Mr. Collin's testimony indicates that "Approximately 60% of Unitil's total utility revenues are earned by the New Hampshire utilities and approximately 40% are earned by FG&E in Massachusetts." It further indicates "The same relationship holds true for number of customers: approximately 60% are New Hampshire-based customers and approximately 40% are FG&E's customers."

Based on 2001 Information (Dollars and Customers in 000's):

	Revenue	Percent	Customers	Percent
Total NH Utility	$122,000	58%	68	64%
Total MA Utility	90,000	42%	38	36%
Total Utility	$212,000	100%	106	100%

Person Responsible: Mark H. Collin