

Table 7: Customer Usage

District of Columbia Commercial Customer Choice Program

January 1999 - Present

Month	Delivery Service Usage (Annual Therms) Total a/	DC Sales Service Usage (Annual Therms) Total b/	DC Commercial Customer Usage Total	Market Share	
				% Alternative Supplier Usage	% Sales Service Usage
Jan-99	7,838,375				
Feb-99	7,839,835				
Mar-99	7,911,010	99,790,394	107,701,404	7%	93%
Apr-99	7,911,010				
May-99	8,390,255				
Jun-99	7,937,290	98,714,290	106,651,580	7%	93%
Jul-99	9,009,295				
Aug-99	9,405,320				
Sep-99	9,605,340	99,997,535	109,602,875	9%	91%
Oct-99	9,704,620				
Nov-99	26,792,460				
Dec-99	28,646,660	99,324,853	127,971,513	22%	78%
Jan-00	32,003,930				
Feb-00	35,051,315				
Mar-00	34,893,635	101,412,153	136,305,788	26%	74%
Apr-00	34,447,605				
May-00	36,080,250				
Jun-00	52,719,870	102,160,829	154,880,699	34%	66%
Jul-00	54,897,825				
Aug-00	54,310,175				
Sep-00	54,158,700	101,769,311	155,928,011	35%	65%
Oct-00	53,912,325				
Nov-00	50,977,360				
Dec-00	51,816,860	102,752,414	154,569,274	34%	66%
Jan-01	51,341,995				
Feb-01	49,394,720				
Mar-01	49,795,125	101,374,460	151,169,585	33%	67%
Mar-01	49,795,125	211,281,733	261,076,858	19%	81%

a/ Delivery Service usage based on normal weather therms.

b/ Sales Service Usage based on quarterly Normal Weather Study from quarterly Normal Weather Study.

c/ Delivery Service Usage based on Company's Rate Stats Report

d/ DC Sales Service Usage Total based on data from Company Rate Stats Report.

e/ DC Commercial Customer Usage Total based on data from Company Rate Stats Report.

f/ Correction made to the usage amount for delivery service customers.

Source: Washington Gas Light Company

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Market Share

Transition from Annual Balancing to Daily Balancing as of April 2001.

Month	Delivery Service Usage (Monthly Therms) Total c/	DC Sales Service Usage (Monthly Therms) Total d/	DC Commercial Customer Usage Total e/	Market Share	
				% Alternative Supplier Usage	% Sales Service Usage
Apr-01	2,258,556	3,096,694	5,355,250	42%	58%
May-01	1,900,209	2,259,524	4,159,733	46%	54%
Jun-01	1,380,055	2,036,638	3,416,693	40%	60%
Jul-01	1,377,046	1,876,799	3,253,845	42%	58%
Aug-01	1,603,435	1,767,685	3,371,120	48%	52%
Sep-01	1,861,270	2,067,904	3,929,174	47%	53%
Oct-01	3,449,880	3,377,616	6,827,496	51%	49%
Nov-01	4,793,996	4,928,484	9,722,480	49%	51%
Dec-01	7,893,133	8,181,001	16,074,134	49%	51%
Jan-02	7,058,451	7,223,786	14,282,237	49%	51%
Feb-02	7,013,139	5,911,519	12,924,658	54%	46%
Mar-02	4,680,506	4,428,968	9,109,474	51%	49%
Apr-02	3,310,821	4,922,227	8,233,048	40%	60%
May-02	1,837,379	2,562,342	4,399,721	42%	58%
Jun-02	1,959,072	1,962,800	3,921,872	50%	50%
Jul-02	1,301,718	1,913,828	3,215,546	40%	60%
Aug-02	1,739,196	1,493,001	3,232,197	54%	46%
Sep-02	1,625,236	1,677,882	3,303,118	49%	51%
Oct-02	2,045,961	1,918,460	3,964,421	52%	48%
Nov-02	4,666,009	4,846,205	9,512,214	49%	51%
Dec-02	8,000,787	7,482,008	15,482,795	52%	48%
Jan-03	9,341,515	8,689,963	18,031,478	52%	48%
Feb-03	7,783,430	11,797,833	19,581,263	40%	60%
Mar-03	5,370,391	11,082,295	16,452,686	33%	67%
Apr-03 f/	4,295,627	5,316,800	9,612,427	45%	55%
May-03 f/	2,615,183	3,431,356	6,046,539	43%	57%
Jun-03	2,120,549	2,266,248	4,386,797	48%	52%
Jul-03	1,733,139	1,754,081	3,487,220	50%	50%
Aug-03	1,607,464	1,728,669	3,336,133	48%	52%
Sep-03		1,370,210	1,370,210	0%	100%
Oct-03		2,226,378	2,226,378	0%	100%
Nov-03	3,285,536	4,100,968	7,386,504	44%	56%
Dec-03	5,791,590	8,296,184	14,087,774	41%	59%
Jan-04	9,595,891	9,206,339	18,802,230	51%	49%
Feb-04	9,577,302	10,008,690	19,585,992	49%	51%
Mar-04	5,986,852	6,676,888	12,663,740	47%	53%
Apr-04	4,942,844	5,300,803	10,243,647	48%	52%
May-04	2,440,153	2,685,222	5,125,375	48%	52%
Jun-04	1,841,083	1,940,715	3,781,798	49%	51%
Jul-04	1,600,800	1,728,888	3,329,688	48%	52%
Aug-04	1,558,499	1,670,706	3,229,205	48%	52%
Sep-04	1,595,107	1,757,174	3,352,281	48%	52%
Oct-04	1,906,153	2,138,780	4,044,933	47%	53%
Nov-04	3,445,360	3,624,768	7,070,128	49%	51%
Dec-04	5,360,449	6,324,534	11,684,983	46%	54%
Jan-05	7,801,072	8,559,834	16,360,906	48%	52%
Feb-05	8,452,375	9,311,921	17,764,296	48%	52%
Mar-05	7,400,771	7,966,871	15,367,642	48%	52%
Apr-05	4,635,264	4,788,601	9,423,865	49%	51%
May-05	2,560,058	2,308,622	4,868,680	53%	47%
Jun-05	1,960,098	1,875,559	3,835,657	51%	49%
Jul-05	1,715,413	1,605,129	3,320,542	52%	48%
Aug-05	1,530,536	1,574,160	3,104,696	49%	51%
Sep-05	1,475,487	1,234,305	2,709,792	54%	46%
Oct-05	1,821,096	1,673,094	3,494,190	52%	48%
Nov-05	3,783,574	3,414,515	7,198,089	53%	47%
Dec-05	7,283,472	6,964,391	14,247,863	51%	49%

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				Market Share	
Jan-06	8,114,765	7,841,902	15,956,667	51%	49%
Feb-06	7,846,874	6,954,742	14,801,616	53%	47%
Mar-06	7,037,621	6,355,452	13,393,073	53%	47%
Apr-06	4,706,169	3,994,234	8,700,403	54%	46%
May-06	2,573,726	2,416,763	4,990,489	52%	48%
Jun-06	2,057,559	1,778,233	3,835,792	54%	46%
Jul-06	1,812,364	1,524,744	3,337,108	54%	46%
Aug-06	1,634,633	1,376,051	3,010,684	54%	46%
Sep-06	1,809,587	1,500,232	3,309,819	55%	45%
Oct-06	1,992,831	1,708,032	3,700,863	54%	46%
Nov-06	4,181,985	3,257,321	7,439,306	56%	44%
Dec-06	6,473,631	5,381,757	11,855,388	55%	45%
Jan-07	7,439,745	5,797,242	13,236,987	56%	44%
Feb-07	9,869,664	7,968,052	17,837,716	55%	45%
Mar-07	8,914,180	6,952,162	15,866,342	56%	44%
Apr-07	5,860,298	4,190,232	10,050,530	58%	42%
May-07	3,570,328	2,909,100	6,479,428	55%	45%
Jun-07	2,160,860	1,721,262	3,882,122	56%	44%
Jul-07	1,776,180	1,423,535	3,199,715	56%	44%
Aug-07	1,690,148	1,388,351	3,078,499	55%	45%
Sep-07	1,789,906	1,329,521	3,119,427	57%	43%
Oct-07	1,866,929	1,384,780	3,251,709	57%	43%
Nov-07	3,470,135	2,505,026	5,975,161	58%	42%
Dec-07	7,694,118	5,810,665	13,504,783	57%	43%
Jan-08	9,038,632	6,515,162	15,553,794	58%	42%
Feb-08	9,495,986	6,809,925	16,305,911	58%	42%
Mar-08	8,329,052	6,891,413	15,220,465	55%	45%
Apr-08	6,128,176	3,504,141	9,632,317	64%	36%
May-08	3,439,543	2,456,574	5,896,117	58%	42%
Jun-08	2,343,712	1,822,448	4,166,160	56%	44%
Jul-08	1,844,065	1,400,758	3,244,823	57%	43%
Aug-08	1,669,924	1,302,845	2,972,769	56%	44%
Sep-08	2,477,035	1,357,874	3,834,909	65%	35%
Oct-08	1,537,817	1,532,403	3,070,220	50%	50%
Nov-08	4,288,217	2,921,149	7,209,366	59%	41%
Dec-08	8,248,067	5,859,214	14,107,281	58%	42%
Jan-09	8,940,349	7,408,058	16,348,407	55%	45%
Feb-09	10,092,063	7,968,178	18,060,241	56%	44%
Mar-09	7,847,699	5,913,739	13,761,438	57%	43%
Apr-09	5,605,270	4,076,758	9,682,028	58%	42%
May-09	3,187,039	2,503,285	5,690,324	56%	44%
Jun-09	2,345,195	1,537,290	3,882,485	60%	40%
Jul-09	2,113,166	1,238,718	3,351,884	63%	37%
Aug-09	1,658,703	1,274,955	2,933,658	57%	43%
Sep-09	1,886,474	1,237,477	3,123,951	60%	40%
Oct-09	2,401,919	1,548,388	3,950,307	61%	39%
Nov-09	5,878,273	1,083,502	6,961,775	84%	16%
Dec-09	7,424,127	4,299,655	11,723,782	63%	37%
Jan-10	10,965,577	6,786,034	17,751,611	62%	38%
Feb-10	10,761,611	6,935,209	17,696,820	61%	39%
Mar-10	8,912,030	5,788,617	14,700,647	61%	39%
Apr-10	4,812,651	3,008,892	7,821,543	62%	38%
May-10	2,811,930	2,044,628	4,856,558	58%	42%
Jun-10	2,658,522	1,424,552	4,083,074	65%	35%
Jul-10	1,937,316	1,272,239	3,209,555	60%	40%
Aug-10	1,817,821	1,231,487	3,049,308	60%	40%
Sep-10	1,954,880	1,226,742	3,181,622	61%	39%
Oct-10	2,531,452	1,411,949	3,943,401	64%	36%
Nov-10	3,955,040	2,334,945	6,289,985	63%	37%
Dec-10	8,154,211	5,041,593	13,195,804	62%	38%
Jan-11	11,090,708	7,410,785	18,501,493	60%	40%
Feb-11	10,960,283	7,091,222	18,051,505	61%	39%
Mar-11	7,837,562	4,822,304	12,659,866	62%	38%
Apr-11	6,578,068	4,843,101	11,421,169	58%	42%
May-11	3,524,250	1,513,815	5,038,065	70%	30%
Jun-11	2,474,470	1,561,158	4,035,628	61%	39%
Jul-11	1,992,629	1,442,563	3,435,192	58%	42%
Aug-11	1,957,415	1,155,486	3,112,901	63%	37%
Sep-11	1,825,552	1,349,394	3,174,946	57%	43%
Oct-11	2,121,630	1,461,431	3,583,061	59%	41%
Nov-11	4,282,217	2,481,297	6,763,514	63%	37%
Dec-11	6,028,734	4,055,953	10,084,687	60%	40%

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				Market Share	
Jan-12	8,543,533	5,728,583	14,272,116	60%	40%
Feb-12	9,968,833	6,316,739	16,285,572	61%	39%
Mar-12 g/	6,250,638	4,594,675	10,845,313	58%	42%
Apr-12	4,499,280	2,620,659	7,119,939	63%	37%
May-12	3,486,358	2,129,443	5,615,801	62%	38%
Jun-12	2,303,573	1,429,447	3,733,020	62%	38%
Jul-12	2,042,631	1,331,909	3,374,540	61%	39%
Aug-12	1,953,606	1,159,384	3,112,990	63%	37%
Sep-12	2,045,906	1,384,193	3,430,099	60%	40%
Oct-12	2,431,940	1,374,888	3,806,828	64%	36%
Nov-12	4,623,999	2,852,535	7,476,534	62%	38%
Dec-12	7,857,943	4,821,663	12,679,606	62%	38%
Jan-13	8,954,018	5,688,279	14,642,297	61%	39%
Feb-13	9,405,526	7,062,391	16,467,917	57%	43%
Mar-13	9,156,270	6,803,855	15,960,125	57%	43%
Apr-13	6,949,524	4,956,038	11,905,562	58%	42%
May-13	3,545,534	2,595,988	6,141,522	58%	42%
Jun-13	2,540,983	1,977,455	4,518,438	56%	44%
Jul-13	2,071,004	1,466,554	3,537,558	59%	41%
Aug-13	1,932,907	1,215,363	3,148,270	61%	39%
Sep-13	1,977,160	1,312,179	3,289,339	60%	40%
Oct-13	2,376,092	1,460,069	3,836,161	62%	38%
Nov-13	4,444,011	3,567,077	8,011,088	55%	45%
Dec-13	8,869,615	5,434,495	14,304,110	62%	38%
Jan-14	10,542,145	6,887,714	17,429,859	60%	40%
Feb-14	11,611,475	8,090,476	19,701,951	59%	41%
Mar-14	9,969,205	6,740,572	16,709,777	60%	40%
Apr-14	7,250,238	4,341,257	11,591,495	63%	37%
May-14	4,191,173	3,148,161	7,339,334	57%	43%
Jun-14	2,515,889	1,650,507	4,166,396	60%	40%
Jul-14	2,183,360	1,377,287	3,560,647	61%	39%
Aug-14	1,849,038	1,434,409	3,283,447	56%	44%
Sep-14	2,161,639	1,368,482	3,530,121	61%	39%
Oct-14	3,419,368	1,542,660	4,962,028	69%	31%
Nov-14	3,573,900	2,676,921	6,250,821	57%	43%
Dec-14	9,117,999	5,645,689	14,763,688	62%	38%
Jan-15	10,923,988	7,039,103	17,963,091	61%	39%
Feb-15	12,151,893	8,051,792	20,203,685	60%	40%
Mar-15	12,678,202	6,846,797	19,524,999	65%	35%
Apr-15	7,313,019	6,062,944	13,375,963	55%	45%
May-15	5,624,883	2,563,005	8,187,888	69%	31%
Jun-15	2,757,956	2,647,945	5,405,901	51%	49%
Jul-15	3,072,561	1,438,142	4,510,703	68%	32%
Aug-15	2,459,551	1,432,199	3,891,750	63%	37%
Sep-15	2,970,059	1,373,305	4,343,364	68%	32%
Oct-15	3,473,319	1,612,494	5,085,813	68%	32%
Nov-15	5,669,830	2,557,038	8,226,868	69%	31%
Dec-15	7,034,800	4,311,375	11,346,175	62%	38%
Jan-16	8,272,344	5,205,117	13,477,461	61%	39%
Feb-16	12,141,410	7,350,516	19,491,926	62%	38%
Mar-16	9,395,029	6,078,831	15,473,860	61%	39%
Apr-16	6,402,743	3,628,096	10,030,839	64%	36%
May-16	4,642,788	2,504,419	7,147,207	65%	35%
Jun-16	3,633,819	1,726,398	5,360,217	68%	32%
Jul-16	2,804,647	1,558,339	4,362,986	64%	36%
Aug-16	2,536,566	1,319,851	3,856,417	66%	34%
Sep-16	2,679,041	1,202,607	3,881,648	69%	31%
Oct-16	3,002,058	1,493,560	4,495,618	67%	33%
Nov-16	4,575,097	2,253,633	6,828,730	67%	33%
Dec-16	7,765,339	4,580,878	12,346,217	63%	37%
Jan-17	9,691,068	7,201,451	16,892,519	57%	43%
Feb-17	9,342,433	5,701,885	15,044,318	62%	38%
Mar-17	7,845,273	3,599,108	11,444,381	69%	31%
Apr-17	7,826,920	3,826,317	11,653,237	67%	33%
May-17	3,127,674	2,065,585	5,193,259	60%	40%
Jun-17	5,193,038	2,297,411	7,490,449	69%	31%
Jul-17	4,058,964	2,490,745	6,549,709	62%	38%

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