

Table 7: Customer Usage

District of Columbia Commercial Customer Choice Program

January 1999 - Present

Month	Delivery Service Usage (Annual Therms)		DC Sales Service Usage (Annual Therms) Total b/	DC Commercial Customer Usage Total	Market Share	
	Total	a/			% 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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District of Columbia Commercial Customer Choice Program

January 1999 - Present

Market Share

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

Month	Delivery Service Usage (Monthly Therms)	DC Sales Service Usage (Monthly Therms)	DC Commercial Customer Usage	Market Share	
	Total c/	Total d/	Total e/	% 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%

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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%
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%

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				Market Share	
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%
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%

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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%	

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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%	
Aug-17	3,242,515	1,580,182	4,822,697	67%	33%	
Sep-17	2,962,447	1,666,790	4,629,237	64%	36%	
Oct-17	2,969,388	1,470,153	4,439,542	67%	33%	
Nov-17	5,494,326	3,260,700	8,755,026	63%	37%	
Dec-17	9,349,425	5,335,452	14,684,877	64%	36%	
Jan-18	10,986,458	8,526,461	19,512,919	56%	44%	
Feb-18	9,798,415	7,096,762	16,895,177	58%	42%	
Mar-18	9,759,360	5,556,615	15,315,975	64%	36%	
Apr-18	8,091,133	5,430,589	13,521,722	60%	40%	
May-18	4,587,560	3,264,068	7,851,628	58%	42%	
Jun-18	3,414,590	2,712,947	6,127,537	56%	44%	
Jul-18	3,694,593	1,382,598	5,077,191	73%	27%	
Aug-18	3,464,714	1,800,267	5,264,981	66%	34%	
Sep-18	2,368,558	1,809,373	4,177,931	57%	43%	
Oct-18	3,473,514	2,144,694	5,618,208	62%	38%	

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