### Table 7: Customer Usage

#### District of Columbia Commercial Customer Choice Program

**January 1999 - Present**

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

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
### Table 7: Customer Usage

**District of Columbia Commercial Customer Choice Program**

**January 1999 - Present**

#### Market Share

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

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

Table 7: Customer Usage
District of Columbia Commercial Customer Choice Program
January 1999 - Present
### Table 7: Customer Usage

**District of Columbia Commercial Customer Choice Program**

**January 1999 - Present**

<table>
<thead>
<tr>
<th>Month</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan-08</td>
<td>15,553,794</td>
</tr>
<tr>
<td>Feb-08</td>
<td>16,305,911</td>
</tr>
<tr>
<td>Mar-08</td>
<td>15,220,465</td>
</tr>
<tr>
<td>Apr-08</td>
<td>9,632,317</td>
</tr>
<tr>
<td>May-08</td>
<td>5,896,117</td>
</tr>
<tr>
<td>Jun-08</td>
<td>4,166,160</td>
</tr>
<tr>
<td>Jul-08</td>
<td>3,244,823</td>
</tr>
<tr>
<td>Aug-08</td>
<td>2,972,769</td>
</tr>
<tr>
<td>Sep-08</td>
<td>3,834,909</td>
</tr>
<tr>
<td>Oct-08</td>
<td>3,070,220</td>
</tr>
<tr>
<td>Nov-08</td>
<td>7,209,366</td>
</tr>
<tr>
<td>Dec-08</td>
<td>14,107,281</td>
</tr>
</tbody>
</table>

| Jan-09 | 16,348,407 | 55% |
| Feb-09 | 18,060,241 | 56% |
| Mar-09 | 13,761,438 | 57% |
| Apr-09 | 9,682,028 | 58% |
| May-09 | 5,690,324 | 56% |
| Jun-09 | 3,882,485 | 60% |
| Jul-09 | 3,351,884 | 63% |
| Aug-09 | 2,933,658 | 57% |
| Sep-09 | 3,123,951 | 60% |
| Oct-09 | 3,950,307 | 61% |
| Nov-09 | 6,961,775 | 84% |
| Dec-09 | 11,723,782 | 63% |

| Jan-10 | 17,751,611 | 62% |
| Feb-10 | 17,696,820 | 61% |
| Mar-10 | 14,700,647 | 61% |
| Apr-10 | 7,821,543 | 62% |
| May-10 | 9,456,558 | 58% |
| Jun-10 | 4,083,074 | 65% |
| Jul-10 | 3,209,555 | 60% |
| Aug-10 | 3,049,308 | 60% |
| Sep-10 | 3,181,622 | 61% |
| Oct-10 | 3,943,401 | 64% |
| Nov-10 | 6,289,985 | 63% |
| Dec-10 | 13,195,804 | 62% |

| Jan-11 | 18,501,493 | 60% |
| Feb-11 | 18,051,505 | 61% |
| Mar-11 | 12,659,866 | 62% |
| Apr-11 | 11,421,169 | 58% |
| May-11 | 5,038,065 | 70% |
| Jun-11 | 4,035,628 | 61% |
| Jul-11 | 3,435,192 | 58% |
| Aug-11 | 3,112,901 | 63% |
| Sep-11 | 3,174,946 | 57% |
| Oct-11 | 3,583,061 | 59% |
| Nov-11 | 6,763,514 | 63% |
| Dec-11 | 10,084,687 | 60% |

| Jan-12 | 14,272,116 | 60% |
| Feb-12 | 16,285,572 | 61% |
| Mar-12 | 10,845,313 | 58% |
| Apr-12 | 7,119,939 | 63% |
| May-12 | 5,615,801 | 62% |
| Jun-12 | 3,733,020 | 62% |
Table 7: Customer Usage
District of Columbia Commercial Customer Choice Program
January 1999 - Present

<table>
<thead>
<tr>
<th></th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Jul-12</td>
</tr>
<tr>
<td></td>
<td>Jul-12</td>
</tr>
<tr>
<td></td>
<td>2,042,631</td>
</tr>
<tr>
<td></td>
<td>1,331,909</td>
</tr>
<tr>
<td></td>
<td>3,374,540</td>
</tr>
<tr>
<td></td>
<td>61%</td>
</tr>
<tr>
<td></td>
<td>39%</td>
</tr>
<tr>
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<td>Jan-13</td>
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<tr>
<td></td>
<td>2,071,004</td>
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<td>1,466,554</td>
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<tr>
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<td>3,537,558</td>
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<td>Jan-14</td>
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<tr>
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<td>10,542,145</td>
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<td>17,429,859</td>
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<td>40%</td>
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<tr>
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<td>Jul-14</td>
</tr>
<tr>
<td></td>
<td>2,183,360</td>
</tr>
<tr>
<td></td>
<td>1,377,287</td>
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<tr>
<td></td>
<td>3,560,647</td>
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<td>61%</td>
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<td>39%</td>
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Table 7: Customer Usage
District of Columbia Commercial Customer Choice Program
January 1999 - Present

<table>
<thead>
<tr>
<th>Month</th>
<th>Customers Usage</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan-15</td>
<td>10,923,988</td>
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</tr>
<tr>
<td>Feb-15</td>
<td>12,151,893</td>
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</tr>
<tr>
<td>Mar-15</td>
<td>12,678,202</td>
<td>65%</td>
</tr>
<tr>
<td>Apr-15</td>
<td>7,313,019</td>
<td>55%</td>
</tr>
<tr>
<td>May-15</td>
<td>5,624,883</td>
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</tr>
<tr>
<td>Jun-15</td>
<td>2,757,956</td>
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<tr>
<td>Jul-15</td>
<td>3,072,561</td>
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<tr>
<td>Aug-15</td>
<td>2,459,551</td>
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<tr>
<td>Sep-15</td>
<td>2,970,059</td>
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</tr>
<tr>
<td>Oct-15</td>
<td>3,473,319</td>
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</tr>
<tr>
<td>Nov-15</td>
<td>5,669,830</td>
<td>69%</td>
</tr>
<tr>
<td>Dec-15</td>
<td>7,034,800</td>
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</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Customers Usage</th>
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<tbody>
<tr>
<td>Jan-16</td>
<td>8,272,344</td>
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<tr>
<td>Feb-16</td>
<td>12,141,410</td>
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<tr>
<td>Mar-16</td>
<td>9,395,029</td>
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<tr>
<td>Apr-16</td>
<td>6,402,743</td>
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<tr>
<td>May-16</td>
<td>4,642,788</td>
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<tr>
<td>Jun-16</td>
<td>3,633,819</td>
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<tr>
<td>Jul-16</td>
<td>2,804,647</td>
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<tr>
<td>Aug-16</td>
<td>2,536,566</td>
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<tr>
<td>Sep-16</td>
<td>2,679,041</td>
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</tr>
<tr>
<td>Oct-16</td>
<td>3,002,058</td>
<td>67%</td>
</tr>
<tr>
<td>Nov-16</td>
<td>4,575,097</td>
<td>67%</td>
</tr>
<tr>
<td>Dec-16</td>
<td>7,765,339</td>
<td>63%</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Customers Usage</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan-17</td>
<td>9,691,068</td>
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</tr>
<tr>
<td>Feb-17</td>
<td>9,342,433</td>
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<tr>
<td>Mar-17</td>
<td>7,845,273</td>
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</tr>
<tr>
<td>Apr-17</td>
<td>7,826,920</td>
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<tr>
<td>May-17</td>
<td>3,127,674</td>
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<tr>
<td>Jun-17</td>
<td>5,193,038</td>
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</tr>
<tr>
<td>Jul-17</td>
<td>4,058,964</td>
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</tr>
<tr>
<td>Aug-17</td>
<td>3,242,515</td>
<td>67%</td>
</tr>
<tr>
<td>Sep-17</td>
<td>2,962,447</td>
<td>64%</td>
</tr>
<tr>
<td>Oct-17</td>
<td>2,969,388</td>
<td>67%</td>
</tr>
<tr>
<td>Nov-17</td>
<td>5,494,326</td>
<td>63%</td>
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<tr>
<td>Dec-17</td>
<td>9,349,425</td>
<td>64%</td>
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</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Customers Usage</th>
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<tbody>
<tr>
<td>Jan-18</td>
<td>10,986,458</td>
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<td>Feb-18</td>
<td>9,798,415</td>
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</tr>
<tr>
<td>Mar-18</td>
<td>9,759,360</td>
<td>64%</td>
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<tr>
<td>Apr-18</td>
<td>8,091,133</td>
<td>60%</td>
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<tr>
<td>May-18</td>
<td>4,587,560</td>
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</tr>
<tr>
<td>Jun-18</td>
<td>3,414,590</td>
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<tr>
<td>Jul-18</td>
<td>3,694,593</td>
<td>73%</td>
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<td>Aug-18</td>
<td>3,464,714</td>
<td>66%</td>
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<td>Sep-18</td>
<td>2,368,558</td>
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</tr>
<tr>
<td>Oct-18</td>
<td>3,473,514</td>
<td>62%</td>
</tr>
<tr>
<td>Nov-18</td>
<td>5,959,751</td>
<td>61%</td>
</tr>
<tr>
<td>Dec-18</td>
<td>8,650,298</td>
<td>58%</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Customers Usage</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan-19</td>
<td>11,325,894</td>
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<tr>
<td>Feb-19</td>
<td>11,416,669</td>
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<tr>
<td>Mar-19</td>
<td>10,340,347</td>
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<td>Apr-19</td>
<td>6,201,299</td>
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<tr>
<td>May-19</td>
<td>4,803,234</td>
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<td>Jun-19</td>
<td>3,272,704</td>
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<tr>
<td>Jul-19</td>
<td>2,769,384</td>
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<td>3,090,364</td>
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<td>Nov-19</td>
<td>3,056,335</td>
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<td>Dec-19</td>
<td>3,042,511</td>
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<tr>
<td>Jan-20</td>
<td>6,042,911</td>
<td>3,498,898</td>
</tr>
<tr>
<td>Feb-20</td>
<td>8,403,924</td>
<td>6,095,054</td>
</tr>
</tbody>
</table>

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

Source: Washington Gas Light Company