Table 1: Supplier Participation and Market Share

District of Columbia Residential and Commercial Customer Choice Programs

Quarterly 1999 - Present

Residential Customers					
		Market Share			
		Washington Gas Customers		Washington Gas Customer Usage	
Quarters Ended	Number of Participating Suppliers	% of Customers Choosing Alternative Supplier	% of WG Customers on Sales Service	% Alternative Supplier Usage	% WG Sales Service Usage
Mar-99	2	6%	94%	8%	92%
Jun-99	2	6%	94%	8%	92%
Sep-99	2	6%	94%	8%	92%
Dec-99	4	8%	92%	10%	90%
Mar-00	5	8%	92%	11%	89%
Jun-00	5	11%	89%	12%	88%
Sep-00	4	13%	87%	14%	86%
Dec-00	3	14%	86%	14%	86%
Mar-01	3	12%	88%	13%	87%
Jun-01	2	8%	92%	10%	90%
Sep-01	2	9%	91%	11%	89%
Dec-01	3	12%	88%	14%	86%
Mar-02	3	12%	88%	15%	85%
Jun-02	4	14%	86%	14%	86%
Sep-02	5	16%	84%	16%	84%
Dec-02	5	19%	81%	22%	78%
Mar-03	5	20%	80%	23%	77%
Jun-03	4	18%	82%	24%	76%
Sep-03	4	17%	83%	20%	80%
Dec-03	4	16%	84%	20%	80%
Mar-04	4	16%	84%	18%	82%
Jun-04	4	14%	86%	17%	83%
Sep-04	4	13%	87%	15%	85%
Dec-04	4	12%	88%	16%	84%
Mar-05	4	10%	90%	14%	86%
Jun-05	4	9%	91%	11%	89%
Sep-05	4	8%	92%	10%	90%
Dec-05	5	9%	91%	12%	88%
Mar-06	5	10%	90%	12%	88%
Jun-06	5	9%	91%	12%	88%
Sep-06	5	9%	91%	12%	88%
Dec-06	5	9%	91%	12%	88%
Mar-07	5	9%	91%	11%	89%
Jun-07	5	9%	91%	11%	89%
Sep-07	4	9%	91%	11%	89%
Dec-07	4	9%	91%	11%	89%
Mar-08	4	9%	91%	11%	89%
Jun-08	4	9%	91%	12%	88%
Sep-08	5	9%	91%	11%	89%
Dec-08	5	9%	91%	11%	89%
Mar-09	5	9%	91%	11%	89%
Jun-09	5	9%	91%	11%	89%
Sep-09	5	9%	91%	11%	89%
Dec-09	5	9%	91%	12%	88%
Mar-10	5	9%	91%	12%	88%
Jun-10	5	9%	91%	12%	88%
Sep-10	5	9%	91%	11%	89%
Dec-10	5	9%	91%	12%	88%
Mar-11	5	9%	91%	12%	88%
Jun-11	5	9%	91%	12%	88%
Sep-11	6	9%	91%	12%	88%
Dec-11	6	10%	90%	13%	87%
Mar-12	6	11%	89%	14%	86%
Jun-12	6	11%	89%	14%	86%
Sep-12	6	11%	89%	13%	87%
Dec-12	6	11%	89%	14%	86%

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District of Columbia Residential and Commercial Customer Choice Programs

Quarterly 1999 - Present

Residential Customers					
		Market Share			
		Washington Gas Customers		Washington Gas Customer Usage	
Quarters Ended	Number of Participating Suppliers	% of Customers Choosing Alternative Supplier	% of WG Customers on Sales Service	% Alternative Supplier Usage	% WG Sales Service Usage
Mar-13	6	11%	89%	14%	86%
Jun-13	7	11%	89%	15%	85%
Sep-13	7	11%	89%	15%	85%
Dec-13	7	11%	89%	15%	85%
Mar-14	8	11%	89%	14%	86%
Jun-14	9	11%	89%	15%	85%
Sep-14	9	12%	88%	15%	85%
Dec-14	9	12%	88%	15%	85%
Mar-15	9	11%	89%	16%	84%
Jun-15	9	11%	89%	15%	85%
Sep-15	9	11%	89%	14%	86%
Dec-15	9	11%	89%	15%	85%
Mar-16	9	11%	89%	14%	86%
Jun-16	10	11%	89%	15%	85%
Sep-16	10	10%	90%	13%	87%
Dec-16	10	10%	90%	14%	86%
Mar-17	10	10%	90%	13%	87%
Jun-17	10	10%	90%	15%	85%
Sep-17	10	10%	90%	13%	87%
Dec-17	10	10%	90%	13%	87%
Mar-18	10	9%	91%	12%	88%
Jun-18	10	9%	91%	13%	87%
Sep-18	10	9%	91%	12%	88%
Dec-18	12	9%	91%	12%	88%
Mar-19	12	9%	91%	12%	88%
Jun-19	13	9%	91%	12%	88%
Sep-19	13	9%	91%	12%	88%
Dec-19	14	10%	90%	12%	88%
Mar-20	14	10%	90%	13%	87%
Jun-20	14	10%	90%	14%	86%
Sep-20	15	10%	90%	14%	86%
Dec-20	15	10%	90%	13%	87%
Mar-21	17	10%	90%	13%	87%
Jun-21	19	10%	90%	14%	86%
Sep-21	18	11%	89%	12%	88%
Dec-21	18	11%	89%	14%	86%
Mar-22	18	11%	89%	14%	86%
Jun-22	18	12%	88%	14%	86%
Sep-22	18	11%	89%	13%	87%
Dec-22	18	11%	89%	12%	88%
Mar-23	20	11%	89%	13%	87%
Jun-23	21	11%	89%	13%	87%
Sep-23	21	11%	89%	12%	88%
Dec-23	20	11%	89%	12%	88%
Mar-24	20	11%	89%	13%	87%
Jun-24	20	11%	89%	11%	89%
Sep-24	20	10%	90%	12%	88%
Dec-24	21	10%	90%	16%	84%
Mar-25	21	10%	90%	12%	88%
Jun-25	21	10%	90%	12%	88%
Sep-25	21	10%	90%	12%	88%
Dec-25	21	10%	90%	11%	89%
Mar-26	21	10%	90%	12%	88%
Jun-26	21	10%	90%	12%	88%

Table 1: Supplier Participation and Market Share

District of Columbia Residential and Commercial Customer Choice Programs

Quarterly 1999 - Present

Commercial Customers

		Market Share			
		Washington Gas Customers		Washington Gas Customer Usage	
Quarters Ended	Number of Participating Suppliers	% of Customers Choosing Alternative Supplier	% of WG Customers on Sales Service	% Alternative Supplier Usage	% WG Sales Service Usage
Mar-99	7	1%	99%	7%	93%
Jun-99	7	1%	99%	7%	93%
Sep-99	8	1%	99%	9%	91%
Dec-99	13	17%	83%	22%	78%
Mar-00	13	22%	78%	26%	74%
Jun-00	14	28%	72%	34%	66%
Sep-00	13	33%	67%	35%	65%
Dec-00	11	32%	68%	34%	66%
Mar-01	12	30%	70%	33%	67%
Jun-01	10	30%	70%	40%	60%
Sep-01	11	30%	70%	47%	53%
Dec-01	12	32%	68%	49%	51%
Mar-02	12	33%	67%	51%	49%
Jun-02	12	34%	66%	50%	50%
Sep-02	12	35%	65%	49%	51%
Dec-02	12	33%	67%	52%	48%
Mar-03	12	33%	67%	33%	67%
Jun-03	11	31%	69%	48%	52%
Sep-03	11	31%	69%	0%	100%
Dec-03	12	33%	67%	41%	59%
Mar-04	12	33%	67%	47%	53%
Jun-04	11	32%	68%	49%	51%
Sep-04	11	31%	69%	48%	52%
Dec-04	11	31%	69%	46%	54%
Mar-05	11	31%	69%	48%	52%
Jun-05	10	31%	69%	51%	49%
Sep-05	10	30%	70%	54%	46%
Dec-05	9	32%	68%	51%	49%
Mar-06	9	34%	66%	53%	47%
Jun-06	10	34%	66%	54%	46%
Sep-06	10	33%	67%	55%	45%
Dec-06	11	34%	66%	55%	45%
Mar-07	11	35%	65%	56%	44%
Jun-07	11	34%	66%	56%	44%
Sep-07	11	34%	66%	57%	43%
Dec-07	11	34%	66%	57%	43%
Mar-08	11	34%	66%	55%	45%
Jun-08	11	34%	66%	56%	44%
Sep-08	11	33%	67%	65%	35%
Dec-08	10	34%	66%	58%	42%
Mar-09	10	34%	66%	57%	43%
Jun-09	10	36%	64%	60%	40%
Sep-09	10	37%	63%	60%	40%
Dec-09	10	37%	63%	63%	37%
Mar-10	10	37%	63%	61%	39%
Jun-10	10	37%	63%	65%	35%
Sep-10	10	37%	63%	61%	39%
Dec-10	11	36%	64%	62%	38%
Mar-11	11	37%	63%	62%	38%
Jun-11	11	37%	63%	61%	39%
Sep-11	11	37%	63%	57%	43%
Dec-11	11	37%	63%	60%	40%
Mar-12	11	37%	63%	58%	42%
Jun-12	11	37%	63%	62%	38%
Sep-12	12	37%	63%	60%	40%
Dec-12	12	37%	63%	62%	38%
Mar-13	12	35%	65%	57%	43%
Jun-13	13	34%	66%	56%	44%
Sep-13	13	36%	64%	60%	40%
Dec-13	14	36%	64%	62%	38%
Mar-14	13	37%	63%	60%	40%
Jun-14	13	37%	63%	60%	40%
Sep-14	14	37%	63%	61%	39%
Dec-14	13	38%	62%	62%	38%

Table 1: Supplier Participation and Market Share

District of Columbia Residential and Commercial Customer Choice Programs

Quarterly 1999 - Present

Commercial Customers

		Market Share			
		Washington Gas Customers		Washington Gas Customer Usage	
Quarters Ended	Number of Participating Suppliers	% of Customers Choosing Alternative Supplier	% of WG Customers on Sales Service	% Alternative Supplier Usage	% WG Sales Service Usage
Mar-15	13	36%	64%	65%	35%
Jun-15	13	37%	63%	51%	49%
Sep-15	13	37%	63%	68%	32%
Dec-15	13	37%	63%	62%	38%
Mar-16	13	37%	63%	61%	39%
Jun-16	13	37%	63%	68%	32%
Sep-16	13	37%	63%	69%	31%
Dec-16	13	37%	63%	63%	37%
Mar-17	12	36%	64%	69%	31%
Jun-17	12	36%	64%	69%	31%
Sep-17	12	35%	65%	64%	36%
Dec-17	12	35%	65%	64%	36%
Mar-18	12	34%	66%	64%	36%
Jun-18	12	34%	66%	56%	44%
Sep-18	12	34%	66%	57%	43%
Dec-18	12	34%	66%	58%	42%
Mar-19	12	33%	67%	60%	40%
Jun-19	12	34%	66%	65%	35%
Sep-19	14	34%	66%	68%	32%
Dec-19	14	34%	66%	58%	42%
Mar-20	15	34%	66%	56%	44%
Jun-20	14	33%	67%	68%	32%
Sep-20	16	34%	66%	73%	27%
Dec-20	16	33%	67%	64%	36%
Mar-21	17	33%	67%	62%	38%
Jun-21	17	33%	67%	63%	37%
Sep-21	17	32%	68%	66%	34%
Dec-21	18	31%	69%	61%	39%
Mar-22	18	32%	68%	66%	34%
Jun-22	19	31%	69%	64%	36%
Sep-22	20	32%	68%	64%	36%
Dec-22	20	32%	68%	59%	41%
Mar-23	21	31%	69%	59%	41%
Jun-23	20	32%	68%	57%	43%
Sep-23	21	33%	67%	67%	33%
Dec-23	18	33%	67%	60%	40%
Mar-24	18	33%	67%	61%	39%
Jun-24	19	32%	68%	65%	35%
Sep-24	19	33%	67%	65%	35%
Dec-24	20	33%	67%	71%	29%
Mar-25	20	32%	68%	62%	38%
Jun-25	19	32%	68%	65%	35%
Sep-25	19	32%	68%	58%	42%
Dec-25	19	31%	69%	61%	39%
Mar-26	19	32%	68%	60%	40%
Jun-26	19	31%	69%	64%	36%

Source: Washington Gas Light Company

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