

Debra Howland
Executive Director and Secretary
New Hampshire Public Utilities Commission
Walker Building
21 South Fruit Street, Suite 10
Concord, NH 03301
Re: DG 16-769 - Concord Steam report - Cash flow and income statement
Enclosed for filing with the Commission please find the monthly report as required by Commission order \#25-966.

Enclosed is the cash flow analysis and income statement for the month of January as requested in the order.

Steam sales were higher than predicted even though the heating degree days for the month were $18 \%$ warmer than normal. The primary reason is that many of the customers who we expected to have left the system are still in the process of converting to gas and will be going off a steam within the next month or two.

Sincerely,


Concord Steam Corporation Monthly Revenue Report

|  |  | (Actual) |  | Act./Proj.) |  | (Projected) |  | (Projected) |  | (Projected) |  | Projected) |  | Projected) |  | jected) |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Original Sales Projection (DG 16-769) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Sales |  | 6,501 |  | 11,883 |  | 18,081 |  | 23,363 |  | 19,457 |  | 16,149 |  | 9,192 |  | 4,307 |  | 108,933 |
| Non-tariff Sales (special contract) |  | 683 |  | 837 |  | 1566 |  | 1899 |  | 1567 |  | 1499 |  | 842 |  | 281 |  | 9,174 |
| Sales at Tariff Rates |  | 5,818 |  | 11,046 |  | 16,515 |  | 21,464 |  | 17,890 |  | 14,650 |  | 8,350 |  | 4,026 |  | 99,759 |
| Lost Sales - Customer Termination Sales Projection |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service Terminated |  | 298 |  | 703 |  | 1,415 |  | 2431 |  | 2360 |  | 2403 |  | 1668 |  | 1674 |  | 12,952 |
| Projected tariff sales |  | 5,520 |  | 10,343 |  | 15,100 |  | 19,033 |  | 15,530 |  | 12,247 |  | 6,682 |  | 2,352 |  |  |
| Degree days warmer than normal |  |  |  |  |  |  |  |  |  | -0.8\% |  |  |  |  |  |  |  |  |
| Projected change in sales due to warm month |  |  |  |  |  |  |  |  |  | -123 |  |  |  |  |  |  |  |  |
| Actual \& Updated Sales Projection |  | 6,164 |  | 11,660 |  | 18,075 |  | 21,092 |  | 17,220 |  | 13,746 |  | 7,524 |  | 2,633 |  | 98,113 |
| Fixed Rate Sales (Special Contract) School |  | (683) |  | (984) |  | $(1,795)$ |  | $(1,415)$ |  | $(1,567)$ |  | $(1,499)$ |  | (842) |  | (281) |  | $(9,066)$ |
| Sales at Tariff Rates |  | 5,481 |  | 10,676 |  | 16,280 |  | 19,677 |  | 15,653 |  | 12,247 |  | 6,682 |  | 2,352 |  | 89,047 |
| Number of meters billed |  | 151 |  | 145 |  | 139 |  | 139 |  |  |  |  |  |  |  |  |  |  |
| Actual \& Updated Tariff Sales by Usage Tier |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales under 500 Mlbs |  | 4,409 |  | 8,365 |  | 11,724 |  | 13,048 |  | 9,330 |  | 7,861 |  | 5,299 |  | 1,958 |  | 61,993 |
| Sales 500-2000 Mlbs |  | 1,019 |  | 2,224 |  | 4,408 |  | 5,780 |  | 5,600 |  | 4,300 |  | 1,300 |  | 350 |  | 24,981 |
| Sales over 2000 Mlbs |  | 53 |  | 87 |  | 147 |  | 850 |  | 723 |  | 86 |  | 83 |  | 44 |  | 2,073 |
| Total Tariff Sales |  | 5,481 |  | 10,676 |  | 16,280 |  | 19,677 |  | 15,653 |  | 12,247 |  | 6,682 |  | 2,352 |  | 89,047 |
| Effective Usage Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Under 500 Mlbs | \$ | 37.53 |  | \$37.53 | \$ | 41.13 |  | \$41.13 |  | \$41.13 |  | \$41.13 |  | \$41.13 |  | \$41.13 |  |  |
| 500-2000 Mlbs | \$ | 36.37 |  | \$36.37 |  | \$39.97 |  | \$39.97 |  | \$39.97 |  | \$39.97 |  | \$39.97 |  | \$39.97 |  |  |
| Over 2000 Mlbs | \$ | 32.88 |  | \$32.88 |  | \$36.48 |  | \$36.48 |  | \$36.48 |  | \$36.48 |  | \$36.48 |  | \$36.48 |  |  |
| Weighted Average Special Contract Rate | \$ | 4.52 | \$ | 4.52 | \$ | 4.47 | \$ | 4.40 | \$ | \$ 4.40 | \$ | 4.40 | \$ | 4.40 | \$ | 4.40 |  |  |
| Revenue at Effective Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Under 500 Mlbs | \$ | 165,457 | \$ | 313,929 | \$ | 482,225 | \$ | 536,644 | \$ | \$ 383,723 | \$ | 323,311 | \$ | 217,959 | \$ | 80,548 | \$ | 2,503,796 |
| 500-2000 Mlbs | \$ | 37,061 | \$ | 80,901 | \$ | 176,188 | \$ | 231,007 | \$ | \$ 223,832 | \$ | 171,871 | \$ | 51,961 | \$ | 13,990 | \$ | 986,810 |
| Over 2000 Mlbs | \$ | 1,743 | \$ | 2,861 | \$ | 5,378 | \$ | 30,993 | \$ | \$ 26,375 | \$ | 3,137 | \$ | 3,028 | \$ | 1,605 | \$ | 75,120 |
| Fixed (Special Contract) Rate | \$ | 3,087 | \$ | 4,447 | \$ | 8,023 | \$ | 6,226 | \$ | \$ 6,895 | \$ | 6,596 | \$ | 3,705 | \$ | 1,236 | \$ | 40,215 |
| Total | \$ | 207,348 | \$ | 402,138 | \$ | 671,813 | \$ | 804,870 | \$ | \$ 640,825 | \$ | 504,915 | \$ | 276,653 | \$ | 97,379 | \$ | 3,605,941 |

Usage Revenue Over/(Under) Recovery
Projected Usage Revenue Effective Rate Less Projected Fixed Sales Reve

Tariff Usage Revenue Target Over/(Under Recovery) | $\$$ | $3,605,941$ |
| ---: | ---: |
| $\$$ | $(40,215)$ |
| $\$$ | $3,565,726$ |

## Percentage of Target Revenue


4.74\%

Projected Tariff Sales Dec-16 thru May-17 72,890 Rate change to Eliminate Over/Under Recovery \$ (2.21)

Adjusted Usage Rates

|  | Oct-16 |  | Nov-16 |  | Dec-16 |  | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Under 500 Mlbs | \$ | 37.53 | \$ | 37.53 | \$ | 41.13 | \$41.13 | \$41.13 | \$41.13 | \$41.13 | \$41.13 |
| 500-2000 Mlbs | \$ | 36.37 | \$ | 36.37 | \$ | 39.97 | \$39.97 | \$39.97 | \$39.97 | \$39.97 | \$39.97 |
| Over 2000 Mlbs | \$ | 32.88 | \$ | 32.88 | \$ | 36.48 | \$36.48 | \$36.48 | \$36.48 | \$36.48 | \$36.48 |

Concord Steam Summary of cash flow

|  | October |  | November |  | December |  | Jan |  | Feb |  | Mar |  | Apr |  | May |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Usage rate | \$ | 207,348 | \$ | 402,138 | \$ | \$ 671,813 | \$ | 804,875 | \$ | \$ 642,507 | \$ | 509,043 | \$ | 279,674 | \$ | 98,729 |
| Customer credit/adjustment |  |  |  |  |  | \$ (620) |  |  |  |  |  |  |  |  |  |  |
| Surcharge - rate case expense |  |  | \$ | 7,113 | \$ | \$ 11,026 | \$ | 12,866 |  |  |  |  |  |  |  |  |
| Energy rate |  | \$186,512 | \$ | 277,149 | \$ | \$ 508,440 | \$ | 593,258 | \$ | \$ 485,411 | \$ | 389,375 | \$ | 213,647 | \$ | 74,966 |
| Other | \$ | 13,644 |  | \$6,832 |  | \$17,517 |  | \$6,931 |  | \$64,305 |  | \$22,906 |  | \$11,220 |  | \$3,443 |
| Total | \$ | 407,504 | \$ | 693,232 |  | \$ 1,208,175 | \$ | 1,417,930 |  | \$ 1,192,223 | \$ | 921,325 | \$ | 504,541 | \$ | 177,139 |
| Liberty payment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cost of Energy |  | \$239,599 | \$ | 243,784 | \$ | \$ 349,663 | \$ | 450,678 | \$ | \$ 427,135 | \$ | 341,026 | \$ | 249,435 | \$ | 171,628 |
| Expenses |  | \$198,936 | \$ | 290,498 |  | \$ 200,232 |  | \$213,436 |  | \$276,466 |  | \$249,252 |  | \$184,314 |  | \$181,929 |
| Total cost of operation |  | \$438,535 |  | \$534,282 |  | \$ 549,895 |  | \$664,114 |  | \$703,601 |  | \$590,278 |  | \$433,749 |  | \$353,557 |
| Profit | \$ | $(31,031)$ | \$ | 158,950 |  | \$658,280 |  | \$753,815 |  | \$488,622 |  | \$331,046 |  | \$70,792 |  | (\$176,419) |
| Depreciation |  | \$16,803 |  | \$16,803 |  | \$16,803 |  | \$16,803 |  | \$16,803 |  | \$16,803 |  | \$16,803 |  | \$16,803 |
| Cash flow |  | (\$14,228) |  | \$175,753 |  | \$675,083 |  | \$770,618 |  | \$505,425 |  | \$347,849 |  | \$87,595 |  | (\$159,616) |
| Revenue received 30 days from billed |  | \$51,497 |  | \$407,504 |  | \$ 693,232 |  | \$1,208,175 |  | \$1,417,930 |  | \$1,192,223 |  | \$921,325 |  | \$504,541 |
| Cash outflow to run business |  | \$421,732 |  | \$517,479 |  | \$533,092 |  | \$647,311 |  | \$686,798 |  | \$573,475 |  | \$416,946 |  | \$336,754 |
| TD BankLine of Credit use \$ 1,345,000 |  | 1,715,235 | \$ | 1,825,210 |  | \$ 1,665,070 | \$ | 1,104,206 | \$ | \$ 373,075 | \$ | $(245,673)$ | \$ | $(750,052)$ |  | $(917,839)$ |
| Rachel Bloomfield Trust/Estate | \$ | 500,000 | \$ | 500,000 | \$ | \$ 500,000 | \$ | 500,000 |  | \$ 500,000 | \$ | 500,000 | \$ | 500,000 |  |  |

Red font represents actual revenue and expenses
Black is projected numbers

