

Steam and Power Generation

MULIPLIC 16FEB 17PM3 52

February 16, 2017

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,

h-1/1

Peter Bloomfield, Pres.

DG 16-769	
Concord Steam Corporation Monthly Rever	ue Report

(Actual)     (Act./Proj.)     (Projected)		Oct-16		Nov-16		Dec-16	Jan-	-17	1	Feb-17	Ma	r-17	Apr	-17	м	lay-17	
gind Sales Projection (DG 16769)     Cont Sales     G     Sole													•				Total
Total Sele:     6,501     11,883     18,081     22,363     19,497     15,149     9,102     4,307     108,033       Sales at Tariff Rates     5,818     11,046     16,515     21,464     17,890     14,650     8,350     4,026     99,759       Sales cutatomer Termination Sales Projection Sales Projection and Projected tariff sales     5,520     10,343     15,100     19,033     15,530     2403     166,88     66,82     2,352       Projected tariff sales     5,520     10,343     15,100     19,033     15,530     12,447     6,682     2,352     89,047       Number of meters billed     151     145     139     139     1415     145     139     139     130     141     130     141     130     141     130     141	Original Sales Projection (DG 16-769)	 (netual)	(7.1		(	Tojecteuj	(i roje	leteuj	(1.1	lojeeteuj	(110)(	celeaj	(110)0	leteuy	(110	Jeeleaj	Total
Non-tarff Sales (pecial contract) sales at Tariff Rates     683     837     1566     1899     157     1499     642     281     9,779       Sales at Tariff Rates     5,818     11,046     16,515     21,646     17,890     14,650     8,350     4,026     99,799       Sales at Tariff Rates     238     703     1,415     24,911     2360     2403     16,682     2,352       Projected tariff sales     1,326     13,075     21,092     17,220     13,746     7,554     2,633     98,113       Number of meters billed     151     145     139     139     139     139     139     139     139     139     130     1300     330     24,981     2,065     14,99     8,325     11,724     13,048     9,330     7,861     5,299     1,958     61,993       Sales under 500 Mbs     5,373     5,471     13,048     5,39,97     539,97     539,97     539,97     539,97     539,97     539,97     539,97     539,97     539,97     539,97     539,97		6,501		11,883		18,081		23,363		19,457		16,149		9,192		4,307	108,933
at sites - Customer Termination   Service Termination   298   703   1.415   2431   2360   2403   1.668   1674   12.352     Projected target tarkin tarking sizes due to are month   5.520   10.343   15.100   19.033   15.530   12.247   6.682   2.352   89.047     Nual & Updated Sales Frojection   6.164   11.067   14.150   11.0567   11.247   6.682   2.352   89.047     Number of meters billed   151   1.45   139   139   139   132   12.247   6.682   2.352   89.047     Number of meters billed   151   1.45   139   139   139   12.247   6.682   2.352   89.047     sales source 2000 Mils   4.409   8.365   11.724   13.048   9.330   7.861   5.299   1.958   61.939     sales Source 2000 Mils   5.32   8.753   5.3753   5   4.113   541.13   541.13   541.13   541.13   541.13   541.13   541.13   541.13   541.13   541.13   541.13   541.13   541.13   541.13   541.13	Non-tariff Sales (special contract)			-						-							-
Service Terminated     298     703     1.415     2431     2400     2403     1668     1674     12.525       Degree days warmer than normal Projected days less Projection     5,520     10,343     15,100     19,033     15,530     12,247     6,682     2,332     98,113       Fixed Rate Sales (Epocial Contract) School Sales at Tariff Rates     6,641     11,660     18,075     11,049     (8,42)     (28,12)     (9,066)       Mumber of meters billed     151     145     123     123     1247     6,682     2,332     98,113       Sales at Tariff Rates by Usage Tier Sales under 500 Mils Sales over 2000 Mils Sales over 2000 Mils Sales over 2000 Mils     4,409     8,365     11,724     13,048     9,330     7,861     5,299     1,958     6,1993       Total Tariff Sales by Usage Tier Sales over 2000 Mils Sales over 2000 Mils     5,375     377     147     850     723     86     83     44     2,073       Total Tariff Sales by Usage Tier Sales over 2000 Mils     5     37,53     531,53     541,13     541,13     541,13     541,13     541,13     541,13     541,	Sales at Tariff Rates	 5,818		11,046		16,515		21,464		17,890	1	14,650		8,350		4,026	99,759
Service Terminated     298     703     1.415     2431     2400     2403     1668     1674     12.525       Degree days warmer than normal Projected days less Projection     5,520     10,343     15,100     19,033     15,530     12,247     6,682     2,332     98,113       Fixed Rate Sales (Epocial Contract) School Sales at Tariff Rates     6,641     11,660     18,075     11,049     (8,42)     (28,12)     (9,066)       Mumber of meters billed     151     145     123     123     1247     6,682     2,332     98,113       Sales at Tariff Rates by Usage Tier Sales under 500 Mils Sales over 2000 Mils Sales over 2000 Mils Sales over 2000 Mils     4,409     8,365     11,724     13,048     9,330     7,861     5,299     1,958     6,1993       Total Tariff Sales by Usage Tier Sales over 2000 Mils Sales over 2000 Mils     5,375     377     147     850     723     86     83     44     2,073       Total Tariff Sales by Usage Tier Sales over 2000 Mils     5     37,53     531,53     541,13     541,13     541,13     541,13     541,13     541,13     541,	Lost Sales - Customer Termination Sales Projection																
Degree days warmer than normal    123       Projected days warmer than normal    123       Fixed Rare Sales (Special Contract) School     6.64     11.60     18.075     21.092     17.220     13.746     7,524     2.633     98.113       Sale as Sales (Special Contract) School     6.641     10.676     16.280     10.967     15.5653     12.247     6.662     2.352     80.047       Number of meters billed     151     145     139     139     139     130     548     10.030     350     2.480     4.009     8.365     11,724     13.048     9.330     7.861     5.299     1.958     61.993       sales over 2000 Mbis     5.38     7.733     5.753     5.411.3     541.13	Service Terminated	298		703		1,415		2431		2360		2403		1668		1674	12,952
Projected change in sales due to warm month Weighted Seles Projection     -123     -123     -123       Winder Seles Projection     6,164     11,660     18,075     21,092     17,209     17,210     17,42     2,633     98,113       Sales at Tariff Rates     5,481     10,676     16,800     19,677     15,653     12,447     6,682     2,352     89,047       Number of meters billed     151     145     139     139     -     -     -     -     -     -     -     6,82     2,352     89,047       Sales one-2000 Mils     5     37     147     13,048     9,330     7,861     5,299     1,958     61,993       Sales one-2000 Mils     5     37,53     5     11,724     13,048     9,330     7,861     5,397 </td <td>Projected tariff sales</td> <td>5,520</td> <td></td> <td>10,343</td> <td></td> <td>15,100</td> <td></td> <td>19,033</td> <td></td> <td>15,530</td> <td></td> <td>12,247</td> <td></td> <td>6,682</td> <td></td> <td>2,352</td> <td></td>	Projected tariff sales	5,520		10,343		15,100		19,033		15,530		12,247		6,682		2,352	
1014 & Updated Sales Projection Fixed Rates Sales & Tariff Rates   6,164   11,660   18,075   21,092   13,746   7,524   2,633   98,113     Fixed Rate Sales (Special Contrust School Sales at Tariff Rates   6,81   10,676   16,280   19,677   15,653   12,247   6,682   2,352   89,047     Number of meters billed   151   145   139   139   139   139     val & Updated Tariff Sales by Usage Tier Sales over 2000 Milts   5,481   10,076   16,280   19,677   15,653   12,247   6,682   2,352   89,047     Sales over 2000 Milts   5,481   10,076   16,280   19,677   15,653   12,247   6,682   2,352   89,047     ective Usage Rates   Under 500 Milts   5   37,53   5   4113   541,13   54	Degree days warmer than normal									-0.8%							
Fixed Rate Sales (Special Contract) School Sales at Tariff Rates     (1,415)     (1,415)     (1,419)     (1,429)     (1,415)	Projected change in sales due to warm month									-123							
Sales at Tarriff 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     139     139     139     139     139     139     139     139     139     139     147     5,600     4,300     1,000     350     24,981     5,600     4,300     1,000     350     24,981     5,780     5,600     4,300     1,000     350     24,981     2,073     86     83     44     2,073       ective Usage Rates     Under 500 Milbs     \$3,753     \$37,53     \$37,53     \$36,37     536,37     539,97	Actual & Updated Sales Projection	6,164		11,660		18,075		21,092		17,220	-	13,746		7,524		2,633	98,113
Number of meters billed 151 145 139 139   tual & Updated Tariff Sales by Usage Tier Sales under 500 Mibs sales over 2000 Mibs Sales over 2000 Mibs 4,409 8,365 11,724 13,048 9,330 7,861 5,299 1,958 6,1993   Total Tariff Sales 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   ective Usage Rates   Under 500 Mibs 5 37,53 537,53 530,97 539,97	Fixed Rate Sales (Special Contract) School	(683)		(984)		(1,795)		(1,415)		(1,567)	(	(1,499)		(842)		(281)	(9,066)
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Sales at Tariff Rates	 5,481		10,676		16,280				15,653	:	12,247		6,682		2,352	89,047
Sales under 500 Mbs Sales 000 2000 Mbs Sales 000 200 Mb	Number of meters billed	151		145		139		139									
Sales 500-2000 Milbs   1,019   2,224   4,408   5,780   5,600   4,300   1,300   350   24,981     Total Tariff Sales   5,481   10,676   16,280   19,677   15,653   12,247   6,682   2,352   89,047     ective Usage Rates   Under 500 Milbs   \$   37,53   \$37,53   \$41,13	actual & Updated Tariff Sales by Usage Tier																
Sales over 2000 Mlbs Total Tariff Sales     53     87     147     850     723     86     83     44     2,073       ective Usage Rates     5,481     10,676     16,280     19,677     15,653     12,247     6,682     2,352     89,047       ective Usage Rates     Under 500 Mlbs     \$     37,53     \$     41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,13     \$41,0     \$4,00     \$     4,40 <td< td=""><td></td><td>4,409</td><td></td><td>8,365</td><td></td><td>11,724</td><td>1</td><td>13,048</td><td></td><td>9,330</td><td></td><td>7,861</td><td></td><td>5,299</td><td></td><td>1,958</td><td>61,993</td></td<>		4,409		8,365		11,724	1	13,048		9,330		7,861		5,299		1,958	61,993
Total Tariff Sales     5,481     10,676     16,280     19,677     15,653     12,247     6,682     2,352     89,047       ective Usage Rates     Under 500 Milbs     \$     37,53     \$     41,13     \$41,13	Sales 500-2000 Mlbs	1,019		2,224		4,408		5,780		5,600		4,300		1,300		350	24,981
ective Usage Rates   Under 500 Mlbs   \$   37.53   \$37.53   \$   41.13   \$41.14   \$41.05   \$41.0	Sales over 2000 Mlbs	 53		87		147		850		723		86		83		44	2,073
Under 500 Mlbs   \$   37.53   \$37.53   \$   41.13   \$41.13	Total Tariff Sales	5,481		10,676		16,280	1	19,677		15,653	1	2,247		6,682		2,352	89,047
500-2000 Mlbs   \$   36.37   \$39.97   \$30.97   \$39.97   \$30.97   \$30.97   \$30.97   \$30.97   \$30.74   \$4.40   \$4.40   \$4.40   \$5   4.40   \$5   36.48   \$36.48   \$36.48   \$36.48   \$36.48   \$36.48   \$36.48   \$36.48   \$36.51   \$5   \$30.55 </td <td>ffective Usage Rates</td> <td></td>	ffective Usage Rates																
Over 2000 Mibs   \$   32.88   \$32.88   \$36.48   \$30.28   \$30.28   \$30.28   \$30.28   \$30.28   \$30.28   \$30.28   \$30.25   \$30.28   \$30.28	Under 500 Mlbs	\$ 37.53		\$37.53	\$	41.13	Ş	\$41.13		\$41.13	\$	41.13	\$	41.13		\$41.13	
Weighted Average Special Contract Rate   \$   4.52   \$   4.52   \$   4.40	500-2000 Mlbs	\$ 36.37		\$36.37		\$39.97	Ş	\$39.97		\$39.97	\$	39.97	\$	39.97		\$39.97	
Venue 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 age Revenue Over/(Under) Recovery Projected Usage Revenue Effective Rates \$ 3,605,941 Less Projected Fixed Sales Revenue \$ 3,404,501 S 3,565,726 Tariff Usage Revenue Target \$ 3,404,501 \$ 5,3,565,726 Total \$ 2,2,890 ate change to Eliminate Over/Under Recovery Projected Tariff Sales Dec-16 thru May-17 \$ (2.21) justed Usage Rates Under 500 Mlbs \$ 37.53 \$ 37.53 \$ 41.13 \$	Over 2000 Mlbs	\$ 32.88		\$32.88		\$36.48	Ś	\$36.48		\$36.48	\$	36.48	\$	36.48		\$36.48	
Under 500 Mlbs   \$   165,457   \$   313,929   \$   482,225   \$   536,644   \$   383,723   \$   217,871   \$   51,961   \$   80,976   \$   80,901   \$   176,188   \$   223,832   \$   171,871   \$   51,961   \$   13,990   \$   868,810     Over 2000 Mlbs   \$   1,743   \$   2,861   \$   30,933   \$   26,375   \$   31,372   \$   3,028   \$   1,605   \$   75,120     Fixed (Special Contract) Rate   \$   3,077   \$   4402,138   \$   671,813   \$   804,870   \$   640,825   \$   504,915   \$   97,379   \$   3,605,941     Total   \$   3,605,941   \$   3,565,726   \$   3,605,941   \$   \$   3,565,726   \$   \$   97,379   \$   3,605,941     Less Projected Fixed Sales Revenue   \$   3,404,501   \$   3,565,726   \$   \$   4,74%   \$   \$   8,113   \$   4,113   \$   4,113 <td>Weighted Average Special Contract Rate</td> <td>\$ 4.52</td> <td>\$</td> <td>4.52</td> <td>\$</td> <td>4.47</td> <td>\$</td> <td>4.40</td> <td>\$</td> <td>4.40</td> <td>\$</td> <td>4.40</td> <td>\$</td> <td>4.40</td> <td>\$</td> <td>4.40</td> <td></td>	Weighted Average Special Contract Rate	\$ 4.52	\$	4.52	\$	4.47	\$	4.40	\$	4.40	\$	4.40	\$	4.40	\$	4.40	
500-2000 Mlbs   \$   37,061   \$   80,901   \$   176,188   \$   223,032   \$   17,1871   \$   51,961   \$   13,900   \$   986,810     Over 2000 Mlbs   \$   1,743   \$   2,861   \$   5,378   \$   30,993   \$   26,375   \$   3,137   \$   3,028   \$   1,605   \$   75,120     Total   \$   207,348   \$   4,447   \$   8,023   \$   640,825   \$   5,04,915   \$   1,236   \$   4,0215     Total   \$   207,348   \$   402,138   \$   671,813   \$   804,870   \$   640,825   \$   504,915   \$   97,379   \$   3,605,941     Less Projected Fixed Sales Revenue   \$   3,605,941   \$   \$   3,605,941   \$   \$   80,4870   \$   640,825   \$   50,4915   \$   97,379   \$   3,605,941     Less Projected Fixed Sales Revenue   \$   3,605,941   \$   3,565,726   \$   161,225   \$   161	evenue at Effective Rates																
500-2000 Mlbs   \$   37,061   \$   80,901   \$   176,188   \$   223,032   \$   17,1871   \$   51,961   \$   13,900   \$   986,810     Over 2000 Mlbs   \$   1,743   \$   2,861   \$   5,378   \$   30,993   \$   26,375   \$   3,137   \$   3,028   \$   1,605   \$   75,120     Total   \$   207,348   \$   4,447   \$   8,023   \$   640,825   \$   5,04,915   \$   1,236   \$   4,0215     Total   \$   207,348   \$   402,138   \$   671,813   \$   804,870   \$   640,825   \$   504,915   \$   97,379   \$   3,605,941     Less Projected Fixed Sales Revenue   \$   3,605,941   \$   \$   3,605,941   \$   \$   80,4870   \$   640,825   \$   50,4915   \$   97,379   \$   3,605,941     Less Projected Fixed Sales Revenue   \$   3,605,941   \$   3,565,726   \$   161,225   \$   161	Under 500 Mlbs	\$ 165,457	\$	313,929	\$	482,225	\$ 53	36,644	\$	383,723	\$ 32	3,311	\$ 21	7,959	\$	80,548	\$ 2,503,796
Fixed (Special Contract) Rate Total   \$   3,087   \$   4,447   \$   8,023   \$   6,266   \$   6,596   \$   3,705   \$   1,236   \$   40,215     Total   \$   207,348   \$   402,138   \$   671,813   \$   804,870   \$   640,825   \$   504,915   \$   97,379   \$   3,605,941     age Revenue Over/(Under) Recovery Projected Usage Revenue Effective Rates Less Projected Fixed Sales Revenue   \$   3,605,941   \$   \$   \$   804,870   \$   640,825   \$   504,915   \$   97,379   \$   3,605,941     \$   \$   3,605,941   \$   3,605,941   \$	500-2000 Mlbs	\$ 37,061	\$	80,901	\$	176,188	\$ 23	31,007	\$	223,832	\$ 17	1,871	\$5	1,961	\$	13,990	\$ 986,810
Total   \$ 207,348 \$ 402,138 \$ 671,813 \$ 804,870 \$ 640,825 \$ 504,915 \$ 276,653 \$ 97,379 \$ 3,605,941     age Revenue Over/(Under) Recovery   Projected Usage Revenue Effective Rates   \$ 3,605,941     Less Projected Fixed Sales Revenue   \$ 3,605,941   \$ 3,605,726     Tariff Usage Revenue Target   \$ 3,404,501     Over/(Under Recovery)   \$ 161,225     Percentage of Target Revenue   4.74%     Projected Tariff Sales Dec-16 thru May-17 ate change to Eliminate Over/Under Recovery   \$ 162,221     justed Usage Rates   Oct-16   Nov-16   Dec-16   Jan-17   Feb-17   Mar-17   Apr-17   May-17     Under 500 Mibs   \$ 37.53 \$ 37.53 \$ 41.13   \$41.13   \$41.13   \$41.13   \$41.13   \$41.13   \$41.13	Over 2000 Mlbs	\$ 1,743	\$	2,861	\$	5,378	\$ 3	30,993	\$	26,375	\$	3,137	\$	3,028	\$	1,605	\$ 75,120
age Revenue Over/(Under) Recovery Projected Usage Revenue Effective Rates \$ 3,605,941 Less Projected Fixed Sales Revenue \$ (40,215) \$ 3,565,726 Tariff Usage Revenue Target \$ 3,404,501 Ver/(Under Recovery) Percentage of Target Revenue 4.74% Projected Tariff Sales Dec-16 thru May-17 72,890 ate change to Eliminate Over/Under Recovery \$ (2.21) justed 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 \$41.1	Fixed (Special Contract) Rate	\$ 3,087	\$	4,447	\$	8,023	\$	6,226	\$	6,895	\$	6,596	\$	3,705	\$	1,236	\$ 40,215
Projected Usage Revenue Effective Rates   \$ 3,605,941     Less Projected Fixed Sales Revenue   \$ (40,215)     \$ 3,565,726     Tariff Usage Revenue Target   \$ 3,404,501     Over/(Under Recovery)   \$ 161,225     Projected Tariff Sales Dec-16 thru May-17   72,890     ate change to Eliminate Over/Under Recovery   \$ (2.21)     justed 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 <td< td=""><td>Total</td><td>\$ 207,348</td><td>\$</td><td>402,138</td><td>\$</td><td>671,813</td><td>\$80</td><td>04,870</td><td>\$</td><td>640,825</td><td>\$ 50</td><td>4,915</td><td>\$ 27</td><td>6,653</td><td>\$</td><td>97,379</td><td>\$ 3,605,941</td></td<>	Total	\$ 207,348	\$	402,138	\$	671,813	\$80	04,870	\$	640,825	\$ 50	4,915	\$ 27	6,653	\$	97,379	\$ 3,605,941
Less Projected Fixed Sales Revenue   \$   (40,215)     \$   3,565,726     Tariff Usage Revenue Target   \$   3,404,501     Over/(Under Recovery)   \$   161,225     Percentage of Target Revenue   4.74%     Projected Tariff Sales Dec-16 thru May-17   72,890     ate change to Eliminate Over/Under Recovery   \$     \$   0.2.21)     justed Usage Rates   Oct-16     Under 500 Mlbs   \$     \$   37.53   \$     \$   37.53   \$     \$   36.37   \$     \$   39.97   \$39.97     \$   \$39.97   \$39.97	sage Revenue Over/(Under) Recovery																
\$ 3,565,726     Tariff Usage Revenue Target Over/(Under Recovery)   \$ 3,404,501 \$ 161,225     Percentage of Target Revenue   4.74%     Projected Tariff Sales Dec-16 thru May-17 ate change to Eliminate Over/Under Recovery   72,890 \$ (2.21)     justed 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     500-2000 Mlbs   \$ 36.37   \$ 36.37   \$ 39.97   \$3	Projected Usage Revenue Effective Rates	\$ 3,605,941															
Tariff Usage Revenue Target Over/(Under Recovery)   \$ 3,404,501 \$ 161,225     Percentage of Target Revenue   4.74%     Projected Tariff Sales Dec-16 thru May-17 ate change to Eliminate Over/Under Recovery   72,890 \$ (2.21)     justed 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     500-2000 Mlbs   \$ 36.37   \$ 36.37   \$ 39.97   \$39.	Less Projected Fixed Sales Revenue	\$ (40,215)															
Over/(Under Recovery)   \$ 161,225     Percentage of Target Revenue   4.74%     Projected Tariff Sales Dec-16 thru May-17   72,890     ate change to Eliminate Over/Under Recovery   \$ (2.21)     justed 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     500-2000 Mlbs   \$ 36.37   \$ 39.97   \$39.97   \$39.97   \$39.97   \$39.97		\$ 3,565,726															
Over/(Under Recovery)   \$   161,225     Percentage of Target Revenue   4.74%     Projected Tariff Sales Dec-16 thru May-17   72,890     ate change to Eliminate Over/Under Recovery   \$   (2.21)     justed Usage Rates   Oct-16   Nov-16   Dec-16   Jan-17   Feb-17   Mar-17   Apr-17   May-17     Under 500 Mlbs   \$   37.53   \$   41.13   \$41.13 <td>Tariff Usage Revenue Target</td> <td>\$ 3,404,501</td> <td></td>	Tariff Usage Revenue Target	\$ 3,404,501															
Projected Tariff Sales Dec-16 thru May-17   72,890     ate change to Eliminate Over/Under Recovery   \$ (2.21)     justed 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     500-2000 Mlbs   \$ 36.37   \$ 39.97   \$39.97   \$39.97   \$39.97   \$39.97	Over/(Under Recovery)	\$ 161,225															
ate change to Eliminate Over/Under Recovery \$ (2.21) justed Usage Rates <u>Oct-16 Nov-16 Dec-16 Jan-17 Feb-17 Mar-17 Apr-17 May-17</u> 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	Percentage of Target Revenue	4.74%															
justed 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	Projected Tariff Sales Dec-16 thru May-17	72,890															
Under 500 Mlbs     \$37.53     \$41.13 <th< td=""><td>Rate change to Eliminate Over/Under Recovery</td><td>\$ (2.21)</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>	Rate change to Eliminate Over/Under Recovery	\$ (2.21)															
500-2000 Mlbs \$ 36.37 \$ 36.37 \$ 39.97 \$39.97 \$39.97 \$39.97 \$39.97 \$39.97	djusted Usage Rates					Dec-16	Jan	-17	l	Feb-17	Ma	r-17	Apr	-17	Μ	lay-17	
Over 2000 Mlbs \$ 32.88 \$ 32.88 \$ 36.48 \$36.48 \$36.48 \$36.48 \$36.48 \$36.48										\$39.97							
	Over 2000 Mlbs	\$ 32.88	\$	32.88	\$	36.48	ç	\$36.48		\$36.48	\$	36.48	\$	36.48		\$36.48	

## DG 16-769

Concord Steam Summary of cash flow

Concord Steam Summary of cash flow										
_	October	November	December	Jan		Feb	Mar	Apr	Мау	
Revenue Usage rate	\$ 207,348	\$ 402,138	\$ 671,813	\$	804,875	\$ 642,507	\$ 509,043	\$ 279,674	\$ 98,729	
Customer credit/adjustment	\$ 207,540	\$ 402,130	\$ (620)		004,075	\$ 042,307	\$ 509,045	\$ 279,074	\$ 90,729	
Surcharge - rate case expense		\$ 7,113	\$ 11,026		12,866					
Energy rate	\$186,512		\$ 508,440	\$	593,258	\$ 485,411	, ,		\$ 74,966	
Other Total	<u>\$ 13,644</u> \$ 407,504	\$6,832 \$ 693,232	\$17,517 \$1,208,175	\$	\$6,931 1,417,930	\$64,305 \$ 1,192,223	\$22,906 \$921,325	\$11,220 \$504,541	\$3,443 \$ 177,139	
Iotai	\$ 407,304	\$ 093,232	\$ 1,200,175	P	1,417,930	\$ 1,192,223	\$ 921,323	\$ 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 Rachel Bloomfield Trust/Estate	\$ 1,715,235 \$   500,000		\$ 1,665,070 \$   500,000		1,104,206 500,000	\$    373,075 \$   500,000	\$ (245,673 \$ 500,000		) \$ (917,839)	

Red font represents actual revenue and expenses Black is projected numbers