

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