

Debra A. 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 Monthly Report

Dear Ms. Howland:
Enclosed for filing with the Commission please find the monthly report as required by Commission order \#25-966. We have updated the projections of the expected steam sales for January through May, and the spreadsheet detailing this is attached.

This spreadsheet provides usage rate revenue and steam sales, both actual and projected, and number of meters billed.

The cash flow analysis and income statement requested in the order will be submitted later in the month.

The on-site portion of the Phase I and II environmental inspection has been completed by Nobis Engineering. Nothing of concern was found other than the oil tanks, and we have an agreement to pay the State $\$ 5,000$ for release of all liability. We are working on a written agreement with the State to confirm this.

A lease agreement for the lease of the steam piping loop around the State House block is being finalized with the State.

We are working with the City engineers and closing manholes as they are available to be taken out of service. We are in the process of closing the first 4 manholes, and have come to agreement with the City on the specifics of how it is to be done.

The plant is fully operational, and normal maintenance is being performed. We have stopped burning wood and are now on $100 \%$ natural gas as of March 31. We are in the process of cleaning up the plant for closure.

The accounts receivable report is attached. We are concerned about customers 370 and 205 and are trying to work with them. The collection efforts on 90 days past due are as follows:

Customer \# 330 has been shut off and collection action has been taken.
\#379 is on a payment plan.
\#370 is on a payment plan.
\#205 is on a payment plan.
\#329 has been shut off and collection action has begun.

There are 14 full time employees.


Peter Bloomfield, PE
President

Concord Steam Corporation Monthly Revenue Report

|  |  | Oct-16 <br> (Actual) |  | Nov-16 <br> Act./Proj.) |  | Dec-16 <br> Projected) |  | Jan-17 <br> Projected) |  | Feb-17 <br> Projected) |  | Mar-17 <br> Projected) |  | Apr-17 <br> Projected) |  | ay-17 <br> 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 |  | 2400 |  | 2800 |  | 2300 |  | 14,707 |
| Projected tariff sales |  | 5,520 |  | 10,343 |  | 15,100 |  | 19,033 |  | 15,530 |  | 12,250 |  | 5,550 |  | 1,726 |  |  |
| Degree days warmer than normal |  |  |  |  |  |  |  |  |  |  |  |  |  | -15\% |  |  |  |  |
| Projected change in sales due to warm month |  |  |  |  |  |  |  |  |  | - |  | - |  | $(1,253)$ |  |  |  |  |
| Actual \& Updated Sales Projection |  | 6,164 |  | 11,660 |  | 18,075 |  | 21,092 |  | 16,907 |  | 15,881 |  | 7,645 |  | 2,007 |  | 99,431 |
| Fixed Rate Sales (Special Contract) School |  | (683) |  | (984) |  | $(1,795)$ |  | $(1,415)$ |  | $(1,617)$ |  | $(1,421)$ |  | (842) |  | (281) |  | $(9,038)$ |
| Sales at Tariff Rates |  | 5,481 |  | 10,676 |  | 16,280 |  | 19,677 |  | 15,290 |  | 14,461 |  | 6,803 |  | 1,726 |  | 90,393 |
| Number of meters billed |  | 151 |  | 145 |  | 139 |  | 139 |  | 129 |  | 118 |  |  |  |  |  |  |
| Actual \& Updated Tariff Sales by Usage Tier |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales under 500 Mlbs |  | 4,409 |  | 8,365 |  | 11,724 |  | 13,048 |  | 10,969 |  | 10,242 |  | 5,420 |  | 1,332 |  | 65,509 |
| Sales 500-2000 Mlbs |  | 1,019 |  | 2,224 |  | 4,408 |  | 5,780 |  | 4,085 |  | 4,096 |  | 1,300 |  | 350 |  | 23,262 |
| Sales over 2000 Mlbs |  | 53 |  | 87 |  | 147 |  | 850 |  | 236 |  | 123 |  | 83 |  | 44 |  | 1,622 |
| Total Tariff Sales |  | 5,481 |  | 10,676 |  | 16,280 |  | 19,677 |  | 15,290 |  | 14,461 |  | 6,803 |  | 1,726 |  | 90,393 |
| 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 | \$ | 4.81 | \$ | 4.41 | \$ | 4.41 | \$ | 4.41 |  |  |
| Revenue at Effective Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Under 500 Mlbs | \$ | 165,457 | \$ | 313,929 | \$ | 482,225 | \$ | 536,644 | \$ | 451,174 | \$ | 421,251 | \$ | 222,917 | \$ | 54,801 | \$ | 2,648,398 |
| $500-2000 \mathrm{Mlbs}$ | \$ | 37,061 | \$ | 80,901 | \$ | 176,188 | \$ | 231,007 | \$ | 163,269 | \$ | 163,717 | \$ | 51,961 | \$ | 13,990 | \$ | 918,094 |
| Over 2000 Mlbs | \$ | 1,743 | \$ | 2,861 | \$ | 5,378 | \$ | 30,993 | \$ | 8,595 | \$ | 4,480 | \$ | 3,028 | \$ | 1,605 | \$ | 58,682 |
| Fixed (Special Contract) Rate | \$ | 3,087 | \$ | 4,447 | \$ | 8,023 | \$ | 6,226 | \$ | 7,779 | \$ | 6,265 | \$ | 3,713 | \$ | 1,239 | \$ | 40,779 |
| Total | \$ | 207,348 | \$ | 402,138 | \$ | 671,813 | \$ | 804,870 | \$ | 630,817 | \$ | 595,713 | \$ | 281,619 | \$ | 71,635 | \$ | 3,665,954 |

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

Tariff Usage Revenue Target Over/(Under Recovery) | $\$$ | $3,665,954$ |
| :--- | ---: |
| $\$$ | $(40,779)$ |
| $\$$ | $3,625,174$ |

## Percentage of Target Revenue


6.48\%

Projected Tariff Sales Dec-16 thru May-17
74,236
Rate change to Eliminate Over/Under Recovery \$ (2.97)
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 Corp
Receivables Reconciliation [Summary] 4/14/17

| Card ID | Total Due | 0-30 | 31-60 | 61-90 | 90+ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 505 | \$33.04 | \$33.04 | \$0.00 | \$0.00 | \$0.00 |
| 395 | \$574.70 | \$261.24 | \$313.46 | \$0.00 | \$0.00 |
| 370 | \$11,783.52 | \$4,783.52 | \$2,000.00 | \$2,000.00 | \$3,000.00 |
| 390 | \$1,169.96 | \$169.96 | \$0.00 | \$1,000.00 | \$0.00 |
| 374 | \$547.32 | \$548.12 | \$0.00 | \$0.00 | (\$0.80) |
| 213 | \$13,944.12 | \$13,944.12 | \$0.00 | \$0.00 | \$0.00 |
| 332 | \$12,294.56 | \$12,294.56 | \$0.00 | \$0.00 | \$0.00 |
| 315 | \$393.59 | \$393.59 | \$0.00 | \$0.00 | \$0.00 |
| 216 | \$7,645.53 | \$7,645.53 | \$0.00 | \$0.00 | \$0.00 |
| 247 | \$2,688.88 | \$2,688.88 | \$0.00 | \$0.00 | \$0.00 |
| 306 | \$398.16 | \$398.16 | \$0.00 | \$0.00 | \$0.00 |
| 330 | \$14,452.26 | \$0.00 | \$0.00 | \$0.00 | \$14,452.26 |
| 268 | \$5,038.28 | \$5,038.28 | \$0.00 | \$0.00 | \$0.00 |
| 267 | \$2,189.01 | \$2,189.01 | \$0.00 | \$0.00 | \$0.00 |
| 400 | \$36,123.92 | \$36,123.92 | \$0.00 | \$0.00 | \$0.00 |
| 225 | \$104.76 | \$104.76 | \$0.00 | \$0.00 | \$0.00 |
| 379 | \$7,733.27 | \$0.00 | \$0.00 | \$0.00 | \$7,733.27 |
| 510 | \$802.40 | \$802.40 | \$0.00 | \$0.00 | \$0.00 |
| 255 | \$619.84 | \$619.84 | \$0.00 | \$0.00 | \$0.00 |
| 410 | \$129,037.28 | \$129,037.28 | \$0.00 | \$0.00 | \$0.00 |
| 431 | \$13,957.90 | \$13,957.90 | \$0.00 | \$0.00 | \$0.00 |
| 430 | \$26,917.80 | \$26,917.80 | \$0.00 | \$0.00 | \$0.00 |
| 231 | \$2,723.20 | \$2,723.20 | \$0.00 | \$0.00 | \$0.00 |
| 232 | \$2,729.72 | \$2,729.72 | \$0.00 | \$0.00 | \$0.00 |
| 507 | \$6,637.89 | \$0.00 | \$0.00 | \$0.00 | \$6,637.89 |
| 334 | \$574.21 | \$46.08 | \$138.78 | \$180.70 | \$208.65 |
| 251 | \$1,660.76 | \$1,660.76 | \$0.00 | \$0.00 | \$0.00 |
| 246 | \$4,298.00 | \$4,298.00 | \$0.00 | \$0.00 | \$0.00 |
| 245 | \$19,642.61 | \$19,642.61 | \$0.00 | \$0.00 | \$0.00 |
| 220 | \$5,040.41 | \$5,040.41 | \$0.00 | \$0.00 | \$0.00 |
| 102 | \$172.82 | \$172.82 | \$0.00 | \$0.00 | \$0.00 |
| 280 | \$3,255.03 | \$3,255.03 | \$0.00 | \$0.00 | \$0.00 |
| 235 | \$46.08 | \$46.08 | \$0.00 | \$0.00 | \$0.00 |
| 321 | \$7,808.80 | \$7,808.80 | \$0.00 | \$0.00 | \$0.00 |
| 304 | \$1,223.60 | \$1,223.60 | \$0.00 | \$0.00 | \$0.00 |
| 401 | \$16,017.48 | \$16,017.48 | \$0.00 | \$0.00 | \$0.00 |
| 265 | \$4,288.00 | \$4,288.00 | \$0.00 | \$0.00 | \$0.00 |


|  | 194 | $\$ 4,967.38$ | $\$ 4,967.38$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| 356 | $\$ 6,048.40$ | $\$ 6,048.40$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |
| 409 | $\$ 21,394.77$ | $\$ 21,394.77$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |
| 277 | $\$ 4,574.88$ | $\$ 4,574.88$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |
| 283 | $\$ 2,755.81$ | $\$ 2,755.81$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |
| 205 | $\$ 57,054.60$ | $\$ 11,689.13$ | $\$ 21,649.14$ | $\$ 23,716.33$ | $\$ 0.00$ |  |
| 385 | $\$ 1,208.40$ | $\$ 1,208.40$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |
| 105 | $\$ 72.16$ | $\$ 72.16$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |
| 402 | $\$ 3,884.20$ | $\$ 3,884.20$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |
|  | 405 | $\$ 821.96$ | $\$ 821.96$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 406 | $\$ 75,621.47$ | $\$ 75,621.47$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 407 | $\$ 3,010.08$ | $\$ 3,010.08$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 411 | $\$ 19,460.08$ | $\$ 19,460.08$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 404 | $\$ 25,595.36$ | $\$ 25,595.36$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 420 | $\$ 327,021.05$ | $\$ 327,021.05$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 417 | $\$ 13,546.40$ | $\$ 13,546.40$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 423 | $\$ 29,259.60$ | $\$ 29,259.60$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 214 | $\$ 2,468.92$ | $\$ 2,468.92$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | 329 | $\$ 8,760.53$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 8,760.53$ |
|  | 369 | $\$ 632.88$ | $\$ 632.88$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |
|  | $\$ 972,727.64$ | $\$ 880,937.43$ | $\$ 24,101.38$ | $\$ 26,897.03$ | $\$ 40,791.80$ |  |
|  |  | $90.40 \%$ | $2.50 \%$ | $2.80 \%$ | $4.30 \%$ |  |
| Total |  |  |  |  |  |  |
| Aging Percent: |  |  |  |  |  |  |

