

Attachment PMN-LL-1
Pro Forma Lead-Lag Summary

Unitil Energy Systems, Inc.
Cash Working Capital Requirements
12 Months Ended Dec 31, 2015
Lead Lag Summary

4/13/2016
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Line No	Annual Expense (1)	Revenue (Lead) Lag Days (2)	Expense (Lead) Lag Days (3)	Net (Lead) Lag Days (4)	Net Day Weighted Amount (5)	Source (6)
1	Total Revenue Lag		57.74			Page 2 of 3 - Line 27
2						
3	Total Expense Lag					
4	Operation & Maintenance Exp Included					
5	UES Labor	\$1,944,265	57.74	13.38	44.36	\$86,248,405 Page 3 of 3 - Line 9
6	Pensions & Benefits	2,611,752	57.74	99.43	(41.69)	-\$108,885,343 Page 3 of 3 - Line 12 to 16
7	General Liability & Fiduciary	447,693	57.74	(180.24)	237.98	\$106,542,142 Page 3 of 3 - Line 17 & 18
8	Regulatory Commission Assessment Fees	169,818	57.74	17.62	40.12	\$6,813,378 Page 3 of 3 - Line 19
9	Automobile Leases	189,168	57.74	9.07	48.67	\$9,206,844 Page 3 of 3 - Line 20
10	Service Company Charges	7,943,695	57.74	37.23	20.51	\$162,935,707 Page 3 of 3 - Line 21 to 26
11	Inflation Adjustment	141,596	57.74	31.60	26.14	\$3,701,556 Page 3 of 3 - Line 27
12	Other O&M Expenses	7,722,025	57.74	41.47	16.27	\$125,650,148 Page 3 of 3 - Line 28
13	Total O&M Expenses for CWC	21,170,012			18.53	\$392,212,837
14						
15	Taxes Other Than Income Taxes					
16	Other Taxes Excluding Property Taxes	307,427	57.74	15.81	41.93	\$12,889,512 Page 3 of 3 - Line 38 & 39
17	Property Taxes	6,059,709	57.74	(36.70)	94.44	\$572,254,432 Page 3 of 3 - Line 40 & 41
18	Total Other Taxes for CWC	6,367,137			91.90	\$585,143,944
19						
20	Income Taxes					
21	Federal Income Taxes	1,630,554	57.74	37.38	20.36	\$33,202,711 Page 3 of 3 - Line 45,46 & 49
22	State Income Taxes	1,109,560	57.74	37.38	20.36	\$22,593,792 Page 3 of 3 - Line 47,48 & 50
23	Total Income Taxes for CWC	2,740,113			20.36	\$55,796,503
24						
25	Interest Expense					
26	Total Interest Expense for CWC	5,339,394	57.74	69.46	(11.72)	-\$62,562,850 Page 3 of 3 - Line 56
27						
28						
29	Net of Reveune less Expense Lag	\$35,616,656	57.74	30.49	27.25	\$970,590,434
30	Days					365
31						
32						
33	Avg Daily Cash Working Capital Requirements					\$2,659,152 Line 29 Col 5 / Line 30
34						
35						
36	Cash Working Capital Requirements					\$2,659,152 Line 29 Col 1 * 39
37						
38						
39	Working Capital Percent					7.4660% Line 29 Col 4/ Line 30
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Unitil Energy Systems, Inc.
Cash Working Capital Requirements
12 Months Ended Dec 31, 2015
Revenues Lag Summary

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Line No	Revenue Lag	Revenues Billed	(Lead) Lag Days	Source	Wtg Delivery Dollar Days
1	Service Lag		15.21	See Note 1	
2					
3	Billing Lag				
4	Cycle Read Customers		1.07	W/P Supporting Page 1	
5					
6	Collection Lag		42.16	W/P Supporting Page 1	
7					
8	Total Sales Revenues with Increase	<u>\$57,856,153</u>	<u>58.44</u>		<u>\$3,381,113,605</u>
9					
10	Late Charge Revenue	\$481,633	47.56	See Note 2	\$22,906,453
11					
12	Disconnect / Reconnect Charges	\$136,867	58.44	Line 8	\$7,998,507
13					
14	Enhanced Meter Revenue	\$23,635	30.42	W/P Supporting Page 9	\$718,905
15					
16	Rent from Electric Property - CATV	\$380,559	(30.42)	W/P Supporting Page 9	-\$11,575,328
17					
18	Miscellaneous Rent	\$63,341	30.42	W/P Supporting Page 9	\$1,926,637
19					
20	Other Electric Revenues	\$97,281	58.44	Line 8	\$5,685,112
21					
22	Line Extension Surcharge	\$11,825	58.44	Line 8	\$691,055
23					
24	Revenue From Trans of Electric of Others	\$41,995	58.44	Line 8	\$2,454,192
25					
26					
27	Total Revenue Lag	<u>\$59,093,290</u>	<u>57.74</u>		<u>\$3,411,919,139</u>
28					

Notes:

1. Computed as 365/12/2
2. Fees are assessed on the next billing. Lag is computed as the collection lag on Line 6 plus the average of 5.4 grace period days from due date.

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Unitil Energy Systems, Inc.
Cash Working Capital Requirements
12 Months Ended Dec 31, 2015
Cost of Service Lead Lag Summary

4/13/2016
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Line No	1923146.31 Revenue Req Amount	(Lead) Lag Days	Source	Weighted Amount	
1	Operation & Maintenance Expense				
2	Labor - UES Direct Test Year	\$1,788,170	11.08	W/P Supporting Page 10	\$19,814,221
3	Labor - UES Incentive Test Year	\$32,605	222.52	W/P Supporting Page 10	\$7,255,344
4	Total UES Labor Test Year	\$1,820,775			\$27,069,566
5					
6	Labor - UES Direct Pro Forma Adj	\$134,977	11.08	W/P Supporting Page 10	\$1,495,641
7	Labor - UES Incentive Pro Forma Adj	-\$11,486	222.52	W/P Supporting Page 10	-\$2,555,922
8	Total UES Labor Pro Forma Adj	\$123,491			-\$1,060,282
9	Total UES Labor Pro Forma	\$1,944,265	13.38		\$26,009,284
10					
11					
12	Pension & Benefits	\$2,465,949	112.66	W/P Supporting Page 65	\$277,817,263
13	Medical & Dental Insurances UES Pro Forma Adj	\$3,005	53.89	W/P Supporting Page 65	\$161,931
14	Pension UES Pro Forma Adj	-\$56,704	371.75	W/P Supporting Page 65	-\$21,079,858
15	PBOP UES Pro Forma Adj	\$192,010	14.04	W/P Supporting Page 65	\$2,696,143
16	401K UES Pro Forma Adj	\$7,492	11.58	W/P Supporting Page 65	\$86,788
17	Acct 925 - General Liability & Fiduciary	\$393,465	(180.24)	W/P Supporting Page 94	-\$70,919,136
18	Property & Liability Insurances Pro forma Adj	\$54,228	(180.24)	W/P Supporting Page 94	-\$9,774,183
19	Acct 928 Regulatory Commission Assessment Fees	\$169,818	17.62	W/P Supporting Page 97	\$2,991,528
20	Automobile Leases	\$189,168	9.07	W/P Supporting Page 98	\$1,715,333
21	Acct 923 Service Company Charges	\$7,740,405	37.23	W/P Supporting Page 111	\$288,148,336
22	USC Labor Pro Forma Adj	\$207,617	37.23	W/P Supporting Page 111	\$7,728,869
23	USC Medical & Dental Insurances Pro Forma Adj	\$49,999	37.23	W/P Supporting Page 111	\$1,861,293
24	USC Pension Pro Forma Adj	-\$49,488	37.23	W/P Supporting Page 111	-\$1,842,248
25	USC PBOP Pro Forma Adj	-\$41,447	37.23	W/P Supporting Page 111	-\$1,542,913
26	USC 401K Pro Forma Adj	\$36,808	37.23	W/P Supporting Page 111	\$1,362,776
27	Inflation Adjustment	\$141,596	31.60	W/P Supporting Page 124	\$4,473,918
28	Other O&M Expenses	\$7,722,025	41.47	W/P Supporting Page 124	\$320,202,902
29	Total Oper & Maint Exp for Cash Working Capital	\$21,170,012	39.21		\$830,098,025
30					
31	Plus: Oper & Maint Items Excl form CWC Calculation				
32	Acct 904 Provision for Doubtful Accounts	\$223,389			
33	Distribution Bad Debt Adj	\$171,290			
34	Protected Receivables Expense Adj	\$344,439			
35	Total Pro Forma Oper & Maint Exp	\$21,909,130			
36					
37	Taxes Other Than Income Taxes				
38	Other Taxes Excluding Property Taxes	\$275,593	16.28	W/P Supporting Page 128	\$4,487,635
39	Payroll Taxes Pro Forma Adj	\$31,834	11.72	W/P Supporting Page 128	\$373,038
40	Property Taxes	\$5,029,628	(36.70)	W/P Supporting Page 129	-\$184,577,850
41	Property Taxes Pro Forma Adj	\$1,030,081	(36.70)	W/P Supporting Page 129	-\$37,802,035
42	Total Pro Forma Taxes Other Than Income	\$6,367,137	(34.16)		-\$217,519,211
43					
44	Income Taxes				
45	Federal Income Taxes Test Year	\$227,533	37.38	W/P Supporting Page 142	\$8,504,056
46	Federal Income Taxes Pro Forma Adj	-\$542,996	37.38	W/P Supporting Page 142	-\$20,294,478
47	State Income Taxes Test Year	\$755,382	37.38	W/P Supporting Page 143	\$28,232,384
48	State Income Taxes Pro Forma Adj	-\$177,520	37.38	W/P Supporting Page 143	-\$6,634,819
49	Federal Income Taxes on Increase	\$1,946,017	37.38	W/P Supporting Page 142	\$72,732,367
50	State Income Taxes on Increase	\$531,698	37.38	W/P Supporting Page 143	\$19,872,231
51	Total Pro Forma Income Taxes	\$2,740,113	37.38		\$102,411,742
52					
53	Interest Expense				
54	Test Year Interest Expense	\$5,975,034	69.46	W/P Supporting Page 144	\$414,996,363
55	Interest Expense Adj for Ratemaking	-\$635,640	69.46	W/P Supporting Page 144	-\$44,148,417
56	Total Adjusted Interest Expense	\$5,339,394	69.46		\$370,847,946
57					
58					
59	Total Expenses for Cash Working Capital	\$35,616,656	30.49		\$1,085,838,502
60					

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Attachment PMN-LL-2

Qualifications of Paul M. Normand