



DG 16-769 39

**Concord Steam**  
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*Steam and Power Generation*

NHPUC 11MAY'17AM11:45

May 8, 2017

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 waiting on the State for a written agreement 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 have closed the first 3 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.



We are meeting with the State and their contractors every week to ensure that the tie in to our steam system at the Hospital campus and downtown are done timely and properly.

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:

Customers # 329 and 330 has been shut off and collection action has been taken, however we have received no response.

#379 is on a payment plan.

#370 is on a payment plan.

#507 has been making payments.

#205 is on a payment plan, however, they are getting behind and we are getting concerned. We are working with the business, but may end up placing a lien on their properties.

There are 14 full time employees.

Yours Truly,

Peter Bloomfield, PE  
President

DG 16-769  
Concord Steam Corporation Monthly Revenue Report

	Oct-16 (Actual)	Nov-16 (Act./Proj.)	Dec-16 (Projected)	Jan-17 (Projected)	Feb-17 (Projected)	Mar-17 (Projected)	Apr-17 (Projected)	May-17 (Projected)	Total
<b>Original Sales Projection (DG 16-769)</b>									
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
<b>Lost Sales - Customer Termination Sales Projection</b>									
Service Terminated	298	703	1,415	2431	2360	2400	2500	2300	14,407
Projected tariff sales	5,520	10,343	15,100	19,033	15,530	12,250	5,850	1,726	
Degree days warmer than normal									
Projected change in sales due to warm month					Corrected 4-21-17		-	-	
Actual & Updated Sales Projection	6,164	11,660	18,075	21,092	16,879	15,851	6,018	2,007	97,746
Fixed Rate Sales (Special Contract) School	(683)	(984)	(1,795)	(1,415)	(1,617)	(1,421)	(852)	(281)	(9,047)
Sales at Tariff Rates	5,481	10,676	16,280	19,677	15,262	14,431	5,167	1,726	88,699
Number of meters billed	151	145	139	139	129	118	91		
<b>Actual &amp; Updated Tariff Sales by Usage Tier</b>									
Sales under 500 Mlbs	4,409	8,365	11,724	13,048	10,941	10,212	4,819	1,332	64,850
Sales 500-2000 Mlbs	1,019	2,224	4,408	5,780	4,085	4,096	303	350	22,265
Sales over 2000 Mlbs	53	87	147	850	236	123	45	44	1,584
Total Tariff Sales	5,481	10,676	16,280	19,677	15,262	14,431	5,167	1,726	88,699
<b>Effective Usage Rates</b>									
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	
<b>Revenue at Effective Rates</b>									
Under 500 Mlbs	\$ 165,457	\$ 313,929	\$ 482,225	\$ 536,644	\$ 450,023	\$ 420,018	\$ 198,206	\$ 54,801	\$ 2,621,302
500-2000 Mlbs	\$ 37,061	\$ 80,901	\$ 176,188	\$ 231,007	\$ 163,269	\$ 163,717	\$ 12,111	\$ 13,990	\$ 878,244
Over 2000 Mlbs	\$ 1,743	\$ 2,861	\$ 5,378	\$ 30,993	\$ 8,595	\$ 4,480	\$ 1,623	\$ 1,605	\$ 57,278
Fixed (Special Contract) Rate	\$ 3,087	\$ 4,447	\$ 8,023	\$ 6,226	\$ 7,779	\$ 6,265	\$ 3,757	\$ 1,239	\$ 40,823
Total	\$ 207,348	\$ 402,138	\$ 671,813	\$ 804,870	\$ 629,666	\$ 594,479	\$ 215,697	\$ 71,635	\$ 3,597,646
<b>Usage Revenue Over/(Under) Recovery</b>									
Projected Usage Revenue Effective Rates	\$ 3,597,646								
Less Projected Fixed Sales Revenue	\$ (40,823)								
	\$ 3,556,823								
Tariff Usage Revenue Target	\$ 3,404,501								
Over/(Under Recovery)	\$ 152,322								
Percentage of Target Revenue	4.47%								
Projected Tariff Sales Dec-16 thru May-17	72,542								
Rate change to Eliminate Over/Under Recovery	\$ (2.10)								
<b>Adjusted Usage Rates</b>									
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 5/8/17

Card ID	Total Due	0 - 30	31 - 60	61 - 90	90+
505	\$33.04	\$0.00	\$33.04	\$0.00	\$0.00
395	\$372.52	\$111.28	\$261.24	\$0.00	\$0.00
370	\$7,786.76	\$786.76	\$0.00	\$2,000.00	\$5,000.00
390	\$1,150.40	\$150.40	\$0.00	\$0.00	\$1,000.00
374	\$228.64	\$228.64	\$0.00	\$0.00	\$0.00
211	\$421.64	\$421.64	\$0.00	\$0.00	\$0.00
213	\$3,649.04	\$3,649.04	\$0.00	\$0.00	\$0.00
332	\$5,155.16	\$5,155.16	\$0.00	\$0.00	\$0.00
216	\$2,904.46	\$2,904.46	\$0.00	\$0.00	\$0.00
247	\$1,528.32	\$1,528.32	\$0.00	\$0.00	\$0.00
330	\$14,452.26	\$0.00	\$0.00	\$0.00	\$14,452.26
400	\$12,214.64	\$12,214.64	\$0.00	\$0.00	\$0.00
379	\$7,733.27	\$0.00	\$0.00	\$0.00	\$7,733.27
510	\$1,295.75	\$493.35	\$802.40	\$0.00	\$0.00
255	\$215.60	\$215.60	\$0.00	\$0.00	\$0.00
410	\$39,654.20	\$39,654.20	\$0.00	\$0.00	\$0.00
431	\$9,125.20	\$9,125.20	\$0.00	\$0.00	\$0.00
430	\$15,464.33	\$15,464.33	\$0.00	\$0.00	\$0.00
231	\$336.88	\$336.88	\$0.00	\$0.00	\$0.00
232	\$1,816.92	\$1,816.92	\$0.00	\$0.00	\$0.00
507	\$6,637.89	\$0.00	\$0.00	\$0.00	\$6,637.89
334	\$574.21	\$0.00	\$46.08	\$138.78	\$389.35
316	\$130.84	\$130.84	\$0.00	\$0.00	\$0.00
251	\$632.88	\$632.88	\$0.00	\$0.00	\$0.00
246	\$1,455.29	\$1,455.29	\$0.00	\$0.00	\$0.00
245	\$10,201.64	\$10,201.64	\$0.00	\$0.00	\$0.00
102	\$238.46	\$65.64	\$172.82	\$0.00	\$0.00
419	\$16,977.24	\$16,977.24	\$0.00	\$0.00	\$0.00
412	\$7,940.52	\$7,940.52	\$0.00	\$0.00	\$0.00
280	\$3,885.31	\$630.28	\$3,255.03	\$0.00	\$0.00
321	\$2,162.48	\$2,162.48	\$0.00	\$0.00	\$0.00
304	\$904.12	\$904.12	\$0.00	\$0.00	\$0.00
401	\$4,816.12	\$4,816.12	\$0.00	\$0.00	\$0.00
265	\$1,953.84	\$1,953.84	\$0.00	\$0.00	\$0.00
194	\$3,081.14	\$3,081.14	\$0.00	\$0.00	\$0.00
356	\$3,114.40	\$3,114.40	\$0.00	\$0.00	\$0.00
277	\$1,627.84	\$1,627.84	\$0.00	\$0.00	\$0.00
283	\$904.12	\$904.12	\$0.00	\$0.00	\$0.00
205	\$57,274.22	\$3,916.84	\$11,689.13	\$21,649.14	\$20,019.11
402	\$1,863.00	\$1,863.00	\$0.00	\$0.00	\$0.00
405	\$300.36	\$300.36	\$0.00	\$0.00	\$0.00
406	\$24,980.80	\$24,980.80	\$0.00	\$0.00	\$0.00
407	\$356.44	\$356.44	\$0.00	\$0.00	\$0.00
411	\$7,487.93	\$7,704.52	\$0.00	\$0.00	\$0.00
404	\$10,436.36	\$10,436.36	\$0.00	\$0.00	\$0.00
420	\$139,025.61	\$139,025.61	\$0.00	\$0.00	\$0.00
417	\$7,287.20	\$7,287.20	\$0.00	\$0.00	\$0.00
423	\$7,026.40	\$7,026.40	\$0.00	\$0.00	\$0.00
214	\$2,612.36	\$2,612.36	\$0.00	\$0.00	\$0.00
329	\$8,760.53	\$0.00	\$0.00	\$0.00	\$8,760.53
369	\$91.72	\$91.72	\$0.00	\$0.00	\$0.00
	\$460,280.30	\$356,456.82	\$16,259.74	\$23,787.92	\$63,992.41