| Name | Total Due | 0-30 | 31-60 | 61-90 | 90+ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$39.55 | \$26.19 | \$0.00 | \$0.00 | \$13.36 |
|  | \$430.03 | \$410.03 | \$20.00 | \$0.00 | \$0.00 |
|  | \$4,196.16 | \$3,244.55 | \$951.61 | \$0.00 | \$0.00 |
|  | \$1,089.15 | \$750.54 | \$338.61 | \$0.00 | \$0.00 |
|  | \$625.92 | \$626.72 | \$0.00 | \$0.00 | (\$0.80) |
|  | \$638.15 | \$638.15 | \$0.00 | \$0.00 | \$0.00 |
|  | \$422.42 | \$422.42 | \$0.00 | \$0.00 | \$0.00 |
|  | \$460.32 | \$443.90 | \$16.42 | \$0.00 | \$0.00 |
|  | \$1,473.93 | \$1,473.93 | \$0.00 | \$0.00 | \$0.00 |
|  | \$3,876.04 | \$3,876.04 | \$0.00 | \$0.00 | \$0.00 |
|  | \$224.30 | \$224.30 | \$0.00 | \$0.00 | \$0.00 |
|  | \$5,185.89 | \$5,185.89 | \$0.00 | \$0.00 | \$0.00 |
|  | \$2,577.82 | \$2,577.82 | \$0.00 | \$0.00 | \$0.00 |
|  | \$75.72 | \$75.72 | \$0.00 | \$0.00 | \$0.00 |
|  | \$14,452.26 | \$0.00 | \$0.00 | \$901.10 | \$13,551.16 |
|  | \$1,241.53 | \$1,241.53 | \$0.00 | \$0.00 | \$0.00 |
|  | \$7,061.53 | \$7,061.53 | \$0.00 | \$0.00 | \$0.00 |
|  | \$1,958.26 | \$1,958.26 | \$0.00 | \$0.00 | \$0.00 |
|  | \$21,944.69 | \$21,944.69 | \$0.00 | \$0.00 | \$0.00 |
|  | \$817.69 | \$817.69 | \$0.00 | \$0.00 | \$0.00 |
|  | \$75.72 | \$75.72 | \$0.00 | \$0.00 | \$0.00 |
|  | \$12,617.86 | \$3,499.34 | \$1,072.01 | \$0.00 | \$8,046.51 |
|  | \$484.33 | \$484.33 | \$0.00 | \$0.00 | \$0.00 |
|  | \$98,444.13 | \$98,444.13 | \$0.00 | \$0.00 | \$0.00 |
|  | \$9,171.96 | \$9,171.96 | \$0.00 | \$0.00 | \$0.00 |
|  | \$19,595.22 | \$19,595.22 | \$0.00 | \$0.00 | \$0.00 |
|  | \$1,691.57 | \$1,691.57 | \$0.00 | \$0.00 | \$0.00 |
|  | \$1,882.53 | \$1,882.53 | \$0.00 | \$0.00 | \$0.00 |
|  | \$2,452.11 | \$2,452.11 | \$0.00 | \$0.00 | \$0.00 |
|  | \$8,137.89 | \$0.00 | \$0.00 | \$0.00 | \$8,137.89 |
|  | \$101.91 | \$81.91 | \$20.00 | \$0.00 | \$0.00 |
|  | \$4,739.66 | \$868.65 | \$0.00 | \$0.00 | \$3,871.01 |
|  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
|  | \$3,415.52 | \$3,415.52 | \$0.00 | \$0.00 | \$0.00 |
|  | \$16,877.14 | \$16,877.14 | \$0.00 | \$0.00 | \$0.00 |
|  | \$1,176.32 | \$1,176.32 | \$0.00 | \$0.00 | \$0.00 |
|  | \$122.83 | \$75.72 | \$47.11 | \$0.00 | \$0.00 |
|  | \$1,647.81 | \$1,647.81 | \$0.00 | \$0.00 | \$0.00 |
|  | \$33,701.55 | \$33,701.55 | \$0.00 | \$0.00 | \$0.00 |
|  | \$24,254.90 | \$24,254.90 | \$0.00 | \$0.00 | \$0.00 |
|  | \$174.78 | \$174.78 | \$0.00 | \$0.00 | \$0.00 |
|  | \$156.20 | \$156.20 | \$0.00 | \$0.00 | \$0.00 |
|  | \$561.16 | \$0.00 | \$0.00 | \$0.00 | \$561.16 |
|  | \$2,526.40 | \$2,526.40 | \$0.00 | \$0.00 | \$0.00 |
|  | \$106.68 | \$106.68 | \$0.00 | \$0.00 | \$0.00 |
|  | \$8,853.60 | \$8,853.60 | \$0.00 | \$0.00 | \$0.00 |
|  | \$5,064.71 | \$5,064.71 | \$0.00 | \$0.00 | \$0.00 |
|  | \$8,141.64 | \$8,141.64 | \$0.00 | \$0.00 | \$0.00 |
|  | \$3,796.18 | \$0.00 | \$0.00 | \$0.00 | \$3,796.18 |
|  | \$2,037.31 | \$2,037.31 | \$0.00 | \$0.00 | \$0.00 |
|  | \$5,869.54 | \$5,869.54 | \$0.00 | \$0.00 | \$0.00 |
|  | \$3,529.34 | \$3,529.34 | \$0.00 | \$0.00 | \$0.00 |
|  | \$5,793.35 | \$1,604.89 | \$142.02 | \$0.00 | \$4,046.44 |
|  | \$4,255.55 | \$4,255.55 | \$0.00 | \$0.00 | \$0.00 |
|  | \$5,312.35 | \$5,312.35 | \$0.00 | \$0.00 | \$0.00 |
|  | \$15,962.05 | \$15,962.77 | \$0.00 | \$0.00 | (\$0.72) |
|  | \$3,448.86 | \$3,448.86 | \$0.00 | \$0.00 | \$0.00 |
|  | \$105.72 | \$105.72 | \$0.00 | \$0.00 | \$0.00 |
|  | \$1,504.89 | \$1,504.89 | \$0.00 | \$0.00 | \$0.00 |
|  | \$53.56 | \$20.00 | \$33.56 | \$0.00 | \$0.00 |
|  | \$6,055.27 | \$6,055.27 | \$0.00 | \$0.00 | \$0.00 |
|  | \$2,093.03 | \$2,093.03 | \$0.00 | \$0.00 | \$0.00 |
|  | \$1,560.61 | \$1,560.61 | \$0.00 | \$0.00 | \$0.00 |
|  | \$653.57 | \$0.00 | \$0.00 | \$0.00 | \$653.57 |
|  | \$14,976.21 | \$11,226.90 | \$3,749.31 | \$0.00 | \$0.00 |
|  | \$2,421.63 | \$2,421.63 | \$0.00 | \$0.00 | \$0.00 |
|  | \$63.34 | \$63.34 | \$0.00 | \$0.00 | \$0.00 |
|  | \$2,681.18 | \$2,681.18 | \$0.00 | \$0.00 | \$0.00 |
|  | \$1,087.54 | \$0.00 | \$0.00 | \$0.00 | \$1,087.54 |
|  | \$2,837.38 | \$2,837.38 | \$0.00 | \$0.00 | \$0.00 |
|  | \$156.20 | \$156.20 | \$0.00 | \$0.00 | \$0.00 |
|  | \$38,802.78 | \$38,802.78 | \$0.00 | \$0.00 | \$0.00 |
|  | \$2,125.98 | \$1,956.83 | \$0.00 | \$0.00 | \$169.15 |
|  | \$12,081.15 | \$12,081.15 | \$0.00 | \$0.00 | \$0.00 |
|  | \$15,484.16 | \$15,484.16 | \$0.00 | \$0.00 | \$0.00 |
|  | \$229,960.48 | \$229,960.48 | \$0.00 | \$0.00 | \$0.00 |
|  | \$8,284.03 | \$8,284.03 | \$0.00 | \$0.00 | \$0.00 |
|  | \$11,069.98 | \$11,069.98 | \$0.00 | \$0.00 | \$0.00 |
|  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
|  | \$198.59 | \$198.59 | \$0.00 | \$0.00 | \$0.00 |
|  | \$8,760.53 | \$0.00 | \$311.50 | \$0.00 | \$8,449.03 |
|  | \$205.73 | \$205.73 | \$0.00 | \$0.00 | \$0.00 |
|  | \$112.87 | \$112.87 | \$0.00 | \$0.00 | \$0.00 |
|  | \$1,264.39 | \$1,264.39 | \$0.00 | \$0.00 | \$0.00 |
|  | \$502.90 | \$502.90 | \$0.00 | \$0.00 | \$0.00 |
| Total: | \$750,075.72 | \$690,090.9 | \$6,702.1 | \$901. | 52,381. |

Original Sales Projection (DG 16-769)

| Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :--- |
| (Actual) | (Act./Proj.) | (Projected) | (Projected) | (Projected) | (Projected) | (Projected) | (Projected) | Total |

Total Sales

| 6,501 | 11,883 | 18,081 | 23,363 | 19,457 | 16,149 | 9,192 | 4,307 | 108,933 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 683 | 837 | 1566 | 1899 | 1567 | 1499 | 842 | 281 | 9,174 |
| 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
$298 \quad 703$
1,415
2503
2201
2307
1597
1642
12,666
Degree days warmer than normal
Projected change in sales due to warm month
Actual \& Updated Sales Projection
Fixed Rate Sales (Special Contract)
Sales at Tariff Rates

|  | 2,23 |
| ---: | ---: |
| 6,441 | 8,94 |
| $(683)$ | $(837)$ |
| 5,758 | 8,10 |

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Actual \& Updated Tariff Sales by Usage Tier

| Sales under 500 MIbs | 4,887 | 6,045 | 9,851 | 10,134 | 9,366 | 7,957 | 5,370 | 1,990 | 55,600 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales 500-2000 Mlbs | 818 | 2,000 | 4,750 | 7,100 | 5,600 | 4,300 | 1,300 | 350 | 26,218 |
| Sales over 2000 Mlbs | 53 | 62 | 499 | 1,727 | 723 | 86 | 83 | 44 | 3,277 |
|  |  | 5,758 | 8,107 | 15,100 | 18,961 | 15,689 | 12,343 | 6,753 | 2,384 |
| Total Tariff Sales |  | 85,095 |  |  |  |  |  |  |  |

Effective Usage Rates

| Under 500 Mlbs | $\$$ | 37.53 | $\$ 37.53$ | $\$ 35.37$ | $\$ 35.37$ | $\$ 35.37$ | $\$ 35.37$ | $\$ 35.37$ | $\$ 35.37$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $500-2000 \mathrm{Mlbs}$ | $\$$ | 36.37 | $\$ 36.37$ | $\$ 34.21$ | $\$ 34.21$ | $\$ 34.21$ | $\$ 34.21$ | $\$ 34.21$ | $\$ 34.21$ |
| Over 2000 Mlbs | $\$$ | 32.88 | $\$ 32.88$ | $\$ 30.72$ | $\$ 30.72$ | $\$ 30.72$ | $\$ 30.72$ | $\$ 30.72$ | $\$ 30.72$ |
| Wieghted Average Fixed Rate | $\$$ | 4.52 | $\$$ | 4.52 | $\$$ | 4.52 | $\$$ | 4.52 | $\$$ |

Revenue at Effective Rates

| Under 500 Mlbs | \$ | 183,409 | \$ | 226,871 | \$ | 348,419 | \$ | 358,456 | \$ | 331,270 | \$ | 281,429 | \$ | 189,946 | \$ | 70,400 | \$ | 1,990,200 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $500-2000 \mathrm{Mlbs}$ | \$ | 29,751 | \$ | 72,740 | \$ | 162,498 | \$ | 242,891 | \$ | 191,576 | \$ | 147,103 | \$ | 44,473 | \$ | 11,974 | \$ | 903,005 |
| Over 2000 Mlbs | \$ | 1,743 | \$ | 2,039 | \$ | 15,329 | \$ | 53,053 | \$ | 22,211 | \$ | 2,642 | \$ | 2,550 | \$ | 1,352 | \$ | 100,918 |
| Fixed (Special Contract) Rate | \$ | 3,087 | \$ | 3,783 | \$ | 7,078 | \$ | 8,583 | \$ | 7,083 | \$ | 6,775 | \$ | 3,806 | \$ | 1,270 | \$ | 41,466 |
| Total | \$ | 217,990 | \$ | 305,433 | \$ | 533,325 | \$ | 662,984 | \$ | 552,139 | \$ | 437,949 | \$ | 240,775 | \$ | 84,995 | \$ | 3,035,589 |

Usage Revenue Over/(Under) Recovery

> | Projected Usage Revenue Effective Rates | $\$$ | $3,035,589$ |
| ---: | ---: | ---: |
| Less Projected Fixed Sales Revenue | $\$$ | $(41,466)$ |
|  | $\$$ | $2,994,123$ |
| Tariff Usage Revenue Target | $\$$ | $3,404,501$ |
| Over/(Under Recovery) | $\$$ | $(410,378)$ |
| Percentage of Target Revenue |  | $-12.05 \%$ |
|  |  | 71,230 |
| Projected Tariff Sales Dec-16 thru May-17 |  | 5.76 |

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 |

