BEFORE THE TENNESSEE REGULATORY AUTHORITY NASHVILLE, TENNESSEE

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COR ADJU	TION OF ATMOS ENERGY PORATION FOR APPROVAL OF USTMENT OF ITS RATES AND ISED TARIFF O O O O O O O O O O O O
	PRE-FILED TESTIMONY OF GREGORY K. WALLER ON BEHALF OF ATMOS ENERGY CORPORATION
	I. INTRODUCTION OF WITNESS
Q.	PLEASE STATE YOUR NAME, POSITION AND BUSINESS ADDRESS.
A.	My name is Gregory K. Waller. I am Vice President of Finance for the
	Kentucky/Mid-States Division of Atmos Energy Corporation ("Atmos Energy" or
	the "Company"). My business address is 810 Crescent Centre Drive, Suite 600,
	Franklin, TN 37067.
Q.	PLEASE STATE YOUR EDUCATION AND PROFESSIONAL
	BACKGROUND.
A.	I received a Bachelor of Arts degree in economics from Dartmouth College in
	1994 and an MBA degree from the University of Texas in 2000. I worked as a
	management consultant from 1994 to 2003 at Harbor Research in Boston, MA
	(1994-1996) and Towers Perrin in Dallas, TX (1997-2003). I joined Atmos
	Energy in 2003 in the Planning and Budgeting Department in Dallas. In
	November of 2005 I became Vice President of Finance for the Kentucky/Mid-
	States Division, which includes the Company's regulated Tennessee operations.
Q.	WHAT ARE YOUR RESPONSIBILITIES AT ATMOS ENERGY?
A.	I am responsible for monitoring and analyzing the financial performance of the
	Kentucky/Mid-States Division, and implementing necessary actions based on
	those results. I also direct the development of the Division's annual budget.
	Other responsibilities include establishing and maintaining policies, procedures,

and controls to ensure compliance with corporate accounting policies, Generally

1		Accepted Accounting Principles (GAAP) and regulatory requirements.
2	Q.	HAVE YOU TESTIFIED BEFORE THIS OR ANY OTHER
3		REGULATORY COMMISSION?
4	A.	Yes. I testified before the Tennessee Regulatory Authority in 2006 and the
5		Georgia Public Service Commission in 2008, 2009 and 2011. I also submitted
6		direct testimony in the Company's rate proceedings in Kentucky (2006 and 2009),
7		Tennessee (2007 and 2008), and Virginia (2008 and 2009).
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9		II. SUMMARY OF TESTIMONY
10	Q.	WHAT SUBJECT AREAS DO YOU INTEND TO COVER IN YOUR
11		TESTIMONY?
12	A.	I will testify concerning the following subject areas:
13		1. The Operating and Maintenance (O&M) expense budgeting process used
14		by Atmos Energy's utility divisions, including the Kentucky/Mid-States
15		Division;
16		2. The Shared Services Unit (SSU) budgeting process;
17		3. Control and monitoring of O&M variances; and
18		4. The historical test period costs and forecasted attrition year budget for
19		O&M, depreciation expense, and taxes other than income taxes incurred
20		directly by the Tennessee operations and allocated from the
21		Kentucky/Mid-States Division's General Office and SSU.
22	Q.	PLEASE SUMMARIZE YOUR TESTIMONY IN THESE SUBJECT
23		AREAS:
24	A.	The Division and SSU Budgeting Process
25		• The objectives of the Company's O&M budgeting process are to: (1)
26		formalize the process of identifying the anticipated costs of operating and
27		maintaining Atmos Energy's systems each year; (2) ensure that all policies

and procedures associated with the annual budgeting process are consistently

adhered to by the functional managers and officers; (3) assess the

appropriateness of routine maintenance requirements and non-capital

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expenditures proposed by the functional managers and officers to ensure that the amounts do not exceed a level necessary to deliver safe, reliable, and efficient natural gas service to the Company's customers; and (4) ensure that the O&M budget properly reflects our strategic operational and financial plans.

- O&M costs are budgeted on a fiscal year basis -- from October 1 through September 30 of the following year. Budgets are reviewed and approved at multiple levels beginning with the supervisor/managers up through division and corporate leadership.
- The O&M budget is prepared by type of cost element. Within each cost
 element expenses are budgeted at the sub-account level. Although the
 budgets are not prepared by FERC account, Atmos Energy does convert its
 budget and forecast to FERC accounts.
- The annual budget for SSU O&M is developed using these same methods and processes.
- SSU is comprised of functional services groups such as planning and budgeting, accounting, legal, rates, information technology, gas supply, customer support, and risk management. Each functional service group is comprised of one or more cost centers, which may have additional cost centers below them.
- Each SSU cost center owner is responsible for developing his or her annual budget, except for certain predetermined costs, which are developed by the Business Planning and Analysis department or another department that has knowledge of the predetermined cost.
- Once an SSU cost center budget has been prepared, it is subject to the same managerial review and approval processes that are used for the budgets for the Company's utility divisions and subsidiaries.
- The SSU capital expenditure (Capex) budget is developed using the same methods and processes employed for the division's capital expenditure budget.

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- O&M costs in SSU and the Kentucky/Mid-States Division's General Office
 are allocated to the Company's utility divisions by using a process of
 common cost allocation more particularly described in the Company's Cost
 Allocation Manual attached to the testimony of Company witness Jason
 Schneider.
 - Unlike O&M costs, SSU Capex is not directly charged to the Company's
 utility divisions or subsidiaries. Once an SSU capital project is completed
 and closed to plant, it then becomes part of SSU general plant that is
 allocated for rate making purposes within a rate filing.
 - An allocated portion of SSU costs have been included as part of the attrition period costs for purposes of this rate filing.

Control and Monitoring of O&M Variances

- On a quarterly basis, each division's actual to budget variances with explanations are presented to the Company's Management Committee, SSU department heads, select Board of Directors members, and external auditors at a formal quarterly performance review.
- Each month, once the books are closed, the SSU Financial Reporting department publishes electronically the monthly Atmos Energy Financial Package that details the financial performance of each of the Atmos Energy operating divisions. This Financial Package, once complete, is available to all Atmos Energy officers and Board members for review and is an official Sarbanes-Oxley Act ("SOX") control document for the Company. Once the Financial Package is complete and my department has completed a thorough review of the division's financial performance and the Financial Package, I complete an online questionnaire generated by our SOX Compliance Tool certifying that we have done so. The Company's external auditors look for this certification as evidence of SOX compliance.

Historical Test Period Costs and Forecasted Attrition Year Budget

- The forecasted attrition period in this rate proceeding is December 1, 2012 November 30, 2013.
 - The historical test period in this rate proceeding is April 1, 2011 March 31, 2012.
 - The basis for the forecasted attrition period budget is the Company's fiscal year 2012 actual results through March 31 and fiscal year 2012 budget through September 30, 2012.
 - The forecasted attrition period O&M is comprised of three parts: expenses incurred and booked directly in Tennessee, allocated expenses from the Kentucky/Mid-States Division's General Office, and allocated expenses from SSU.
 - The direct O&M for Tennessee for the historical test period is \$9,434,838.
 - The direct O&M for Tennessee for the attrition period is \$11,991,203.
 - The difference is \$2,556,365 and reflects adjustments I have made for labor and benefits, rent, other O&M, and bad debt. The forecast for benefits follows Tennessee regulatory precedent by removing the accrual for FAS 87 (pension) expenses and replaces it with the Company's actual cash contributions attributable to the Tennessee jurisdiction using the same valuation methodology used in the Company's 08-00197 rate proceeding. This adjustment accounts for \$2,575,974, and includes a three-year amortization of the Company's total cash contributions made and required through the end of the attrition period. This adjustment is larger than the total difference stated above due to offsetting decreases in other categories. The difference also includes \$153,333 to account for a three-year amortization of expenses related to this proceeding.
 - Direct labor expense is forecasted to increase \$117,083 from the test period to the attrition period to accommodate the Company's budgeted 3% average merit adjustment.
 - Benefits are projected as a fixed benefit load percentage of labor expense.

 The attrition period direct benefits expense of \$1,630,192 is \$68,264 lower

- than the test period and reflects the removal of FAS 87 expense discussed above. It does not include the adjustment for actual cash contributions to the pension plan.
 - O&M expense types other than labor, benefits, rent, insurance and bad debt
 are forecasted using a standard inflation factor of 2.56% to arrive at the
 attrition period expense level. The inflation factor applied to insurance
 premiums is 4% to account for anticipated increases.
 - The adjustment relating to bad debt seeks to reflect our goal that bad debt is no higher than .5% of residential, commercial, and public authority gross margins during any given year. To arrive at the bad debt projection of \$219,086 we simply calculated .5% of residential, commercial and public authority gross margins from the revenue projections. The projection is \$63,418 lower than the test period.
 - The General Office O&M allocated to Tennessee for the historical test period is \$3,070,891.
 - The General Office O&M allocated to Tennessee for the attrition period is \$3,765,014. The difference between the General Office test period O&M and the attrition period O&M allocated to Tennessee is an increase of \$694,123 due largely to the change in allocation factors resulting from the Company's disposition of operations in Missouri, Illinois and Iowa as discussed in MFR 1 and 2.
 - Using the forecast methodologies I have described, labor expense is forecasted to increase \$138,968 from the test period to the attrition period. Benefits are forecasted to increase \$166,409. Rent, maintenance and utilities expense is forecasted to increase \$38,545 and other O&M is forecasted to increase \$350,201 from the test period to the attrition period.
 - The amount of Shared Services O&M allocated to Tennessee for the test period is \$4,796,434. The amount of the Shared Services O&M allocated to Tennessee for the forecasted attrition period is \$5,101,588.
 - The difference between the Shared Services O&M for the test period and the

- forecasted attrition period is an increase of \$305,153 which is the net difference in a number of items outlined on Schedule GW-2.
 - When the three components of O&M are added together, total O&M is forecasted to increase 20.6% from a test period level of \$17,302,164 to an attrition period level of \$20,857,805. Prior to the addition of actual cash contributions to the pension plan and estimated rate case expenses for this proceeding, the total O&M growth rate is 4.8%.
 - The amount of depreciation expense for the test period is \$9,943,112.
 - The amount of depreciation expense for the attrition test period is \$10,347,398.
 - The expense level for taxes, other than income taxes for the test period, is \$6,213,818. The level of taxes, other than income taxes for the forecasted attrition period is \$6,251,784.

14 Q. ARE YOU SPONSORING ANY SCHEDULES?

- 15 A. Yes. I am sponsoring the following schedules:
- Schedule GW-1 Total Operating Expenses
- Schedule GW-2 O&M by Cost Element
- Schedule GW-3 Taxes other than Income Tax
- 19 Schedule GW-4 Depreciation Expense

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III. O&M BUDGETING PROCESS

Q. WHAT ARE THE OBJECTIVES OF THE COMPANY'S O&M BUDGETING PROCESS?

The objectives are to: (1) formalize the process of identifying the anticipated costs of operating and maintaining Atmos Energy's systems each year; (2) ensure that all policies and procedures associated with the annual budgeting process are consistently adhered to by the functional managers and officers; (3) assess the appropriateness of routine maintenance requirements and non-capital expenditures proposed by the functional managers and officers to ensure that the amounts do not exceed a level necessary to deliver safe, reliable, and efficient natural gas service to the Company's customers; and (4) ensure that the O&M budget properly reflects our strategic operational and financial plans. These

objectives are applicable to the Company as a whole (including SSU) as well as to its various division, state and local level operations.

3 Q. CAN YOU DESCRIBE THE COMPANY'S O&M BUDGETING 4 PROCESS?

A. Yes. O&M costs are budgeted on a fiscal year basis, which begins on October 1 of each year (consistent with the seasonal operations of our business) and runs through September 30 of the following year. Preparation of operating and construction budgets for a fiscal year formally begins in late May of each year and culminates with completion of final budgets in late August, just prior to the beginning of the fiscal year. Budget preparation is based on meeting the four objectives described in my preceding answer. Budgets are approved at multiple levels beginning with supervisor/managers up through division leadership. Additional reviews are performed by corporate executive operations management and their staff. High level reviews of the division budgets are also performed by the Company's senior executives who are presiding members of the Company's Management Committee. The Board of Directors must review and approve the total Company budget before finalization and implementation. This approval typically occurs in September of each year.

19 Q. WHAT ROLE DOES THE O&M BUDGETING PROCESS PLAY IN THE COMPANY'S FINANCIAL PLANNING?

Atmos Energy's Business Planning and Analysis Department is responsible for financial planning at the enterprise level. That department receives direction from the Board of Directors concerning forward-looking financial objectives for the Company. Business Planning and Analysis is responsible, with significant input and collaboration from division leadership, for translating those enterprise targets into a financial plan for each division and rate jurisdiction. It is the collaboration between Business Planning and Analysis and division leadership that ensures that all four of the objectives described above are met each year. Spending targets are established as a result of this collaboration.

Q. WHAT IS YOUR ROLE IN THIS PROCESS?

A. My role is to facilitate the budget process within the Kentucky/Mid-States Division that confirms the operational feasibility of the targets and produces an O&M budget consistent with the Company's processes and goals described above. My department communicates certain budget guidelines such as average wage increase percentages and anticipated benefits rates to managers and supervisors (cost center owners). Each cost center owner is responsible for building his or her department's budget and submitting it for review by me and approval along the appropriate approval chain. My department provides support to and often asks for clarifying information from cost center owners as needed to explain significant variances from the prior year. In addition, we budget several items on behalf of the entire Division such as bill print fees, insurance costs, bad debt provision, etc. An iterative process involving Division leadership (including myself), my department and the cost center owners ultimately produces an O&M budget that meets the needs of our operations, ensures that we operate safely, reliably and efficiently, and allows our Division to contribute to the financial success of Atmos Energy. This process is used to develop the direct O&M budget for Tennessee, as well as the Division's general office O&M budget. A portion of the Division's general office O&M budget, as hereinafter discussed, is allocated to Tennessee in accordance with the allocation methods addressed in the Company's Cost Allocation Manual filed with the testimony of Company witness Jason Schneider.

Q. SO FAR YOU HAVE DESCRIBED THE O&M BUDGETING PROCESS. CAN YOU EXPLAIN HOW THE BUDGET IS PREPARED WITHIN THE PARAMETERS OF THIS PROCESS?

Yes. The O&M budget is prepared by type of cost element, such as labor, benefits, transportation, rents, office supplies, etc. Within each cost element we budget expenses at the sub-account level. The prior year's actual costs, year to date actual costs, and budgeted costs for the remainder of the fiscal year are used as guidelines for budgeting by functional managers and officers. The budgets are prepared using a web based software tool called PlanIt. This tool allows cost center owners to enter their budgets and allows my department and Kentucky/

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Mid-States Division management to review budgets using a number of standard 1 2 and ad hoc reports.

Q. ARE THESE BUDGETS PREPARED BY FERC ACCOUNT? 3

A. No. In our experience, FERC accounts do not provide a sufficient level of detail 4 to enable us to understand the costs within each account. For budgeting purposes 5 (and subsequent managing of expenses), we need individualized expense types 6 that relate to the operation of each cost center. FERC accounts do not provide 7 8 that level of detail. However, when we incur costs, we do identify our expenditures by FERC account as well as expense type. This provides a timely 9 analysis of the type of charges being expensed by FERC account. 10

HOW DOES ATMOS ENERGY CONVERT ITS O&M BUDGET BY COST Q. 12 **ELEMENT INTO FERC ACCOUNTS?**

To convert our budget and forecast to FERC accounts, historic test period actual expenditures were downloaded from the general ledger by FERC account and cost element. A calculation was then made to determine within each cost element type the percentage of spending attributable to each FERC account. Each percentage factor was then applied to the attrition period forecast by cost type to develop a forecast by FERC account.

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IV. SSU BUDGETING

Q. CAN YOU DESCRIBE THE SSU BUDGETING PROCESS?

- 22 A. The annual budget for SSU O&M is developed using the same methods, processes, and controls that I have described hereinabove. SSU is, however, 23 slightly different. 24
- **HOW DOES SSU DIFFER?** Q. 25
- A. Perhaps the easiest way to explain the SSU budgeting process is to begin with a 26 brief explanation of how SSU is organized. SSU is comprised of functional 27 28 service groups such as planning and budgeting, accounting, legal, rates, information technology, gas supply, customer support, risk management, etc. 29 30 Each functional service group is comprised of one or more cost centers, such as

accounting which, at the high level, consists of the Company's controller, general accounting services, tax services, revenue accounting, and financial reporting. These cost centers may have additional cost centers below them that roll up into the cost center for total budgeting purposes, such as plant accounting within general accounting. The planning and budgeting group works with and supports the Company's utility divisions, subsidiaries, and SSU cost center owners in the development of their annual budgets.

Each SSU cost center owner, whether an officer, managerial director, manager or supervisor of the Company, is responsible for developing his or her annual budget as part of the Company-wide annual budgeting process, except for certain pre-determined costs developed by planning and budgeting or another group that has knowledge of the pre-determined cost. An example of a pre-determined cost is the allocated portion of corporate office rent. Pre-determined costs are provided to cost center owners for inclusion in their cost center budgets.

Once an SSU cost center budget has been prepared, it is subject to the same managerial review and approval processes that are used for the budgets of the Company's utility divisions and subsidiaries. Once approved, the SSU cost center's budget is subject to the same ongoing control processes, including variance monitoring, that I have described herein below.

Q. YOU HAVE DESCRIBED THE SSU O&M BUDGETING PROCESS, BUT WHAT ABOUT SSU CAPEX BUDGETING?

A. The SSU Capex budget is developed using the same general methods and processes employed for the Kentucky/Mid-States Division's Capex budget, which is more particularly described in the direct testimony of Company witness Mr. Ernie Napier. There are, however, some notable differences.

Q. PLEASE DESCRIBE THE DIFFERENCES.

A. Although a particular Capex item may be budgeted by an SSU cost center owner, such as the purchase of a new filing cabinet, the majority of SSU Capex costs consists of information technology hardware and software systems. These costs are budgeted in the SSU Information Technology ("IT") costs centers. For example, if tax services required a new property tax management system, then the

IT group would work with tax services to budget the costs of purchasing or developing and implementing the new system. IT will include these costs as part of the IT Capex budget for SSU information technology capital projects. The SSU Capex budget is subject to the same managerial review and pre-approval processes, as well as ongoing control processes, described in Mr. Napier's testimony. 6

HOW ARE THE COSTS IN AN SSU COST CENTER BUDGET Q. THE COMPANY'S CHARGED OR ALLOCATED TO UTILITY **DIVISIONS, SUCH AS IN TENNESSEE?**

For O&M costs, the Company employs a process of common cost allocation that is described in the Company's Cost Allocation Manual attached to the testimony of Company witness Jason Schneider. For illustrative purposes only, if the SSU tax services cost center budgeted \$100,000 in O&M for a fiscal year and the applicable allocation factor for Tennessee was 5%, then Tennessee would be allocated \$5,000 of tax services budgeted in O&M. Of course, budgeted allocation amounts are based upon actual budget numbers and actual allocation factors.

Unlike O&M, SSU Capex is not directly charged to the Company's utility divisions or subsidiaries. Once an SSU capital project is completed and closed to plant, it then becomes part of SSU general plant that is allocated for ratemaking purposes within a rate filing. In this rate filing, increases to SSU general plant for the attrition period pertain to spending on capital projects which are reasonably expected to be closed to plant and in service for the benefit of the Company's utility divisions, including the Kentucky/Mid-States Division, before the end of the attrition period.

HAVE ALLOCATED SSU COSTS BEEN INCLUDED AS PART OF THE Q. ATTRITION PERIOD COSTS FOR PURPOSES OF THIS RATE FILING?

A. The Company's planning and budgeting group developed the forwardlooking SSU costs (both O&M and Capex) for purposes of the attrition period used for this rate filing. The entirety of these forecasted costs are not attributable to Tennessee, only an allocated portion. The allocated costs were determined

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1	according to the Company's Cost Allocation Manual, as discussed hereinabove,
2	and are incorporated into the filing requirements sponsored by me (O&M) and
3	Messrs Napier and Petersen (Capex)

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V. O&M CONTROL AND MONITORING

- 6 Q. DOES THE COMPANY EMPLOY ANY METHODOLOGY TO
 7 MONITOR AND CONTROL O&M ACCORDING TO BUDGETED
 8 LEVELS?
- 9 A. Yes. Atmos Energy utilizes variance monitoring to ensure financial quality 10 control of O&M expenses by formalizing the analysis of variances by cost type and cost center. On a quarterly basis, we present our Division's actual to budget 11 variances with explanation to the Company's Management Committee, SSU 12 13 department heads, select Board of Directors members and external auditors at a formal Quarterly Performance Review. The goal is to keep all levels of 14 management informed of our O&M spending in comparison to budgeted amounts, 15 in order to allow management to react to unanticipated events on a timely basis. 16
- 17 Q. ARE O&M VARIANCES EVALUATED MORE FREQUENTLY THAN
 18 ON A QUARTERLY BASIS?
- 19 A. Yes. My department conducts a thorough review of O&M actual to budget variances each month.
- Q. PLEASE DESCRIBE YOUR MONTHLY VARIANCE REVIEW PROCESS.
- We begin by examining, at the Division level, significant variances by cost type A. 23 (labor, benefits, materials, rents, etc.). Significant variances are researched until 24 an explanation is found. Reasonable explanations could include events that 25 affected the entire Division or a particular cost center or region. In some cases, 26 clarifying information is sought from cost center owners to explain unusual 27 variances or transactions. For some cost types, clarifying analysis is provided by 28 SSU departments. If errors are found, they are most often corrected in the current 29 month's business. Occasionally, however, errors are discovered after the books 30

are closed, and, depending on materiality, they are corrected in the following month's business.

Q. DOES ANYONE ELSE WITHIN THE DIVISION HAVE THE ABILITY TO MONITOR OR REVIEW O&M VARIANCES?

- A. In addition to the research conducted by my department, each cost center owner has the ability to run variance reports throughout the monthly closing process.

 Because cost center owners are held accountable for significant variances to budget, they conduct their own research and often contact my department when they find errors or have questions about the expenses that were charged to their cost centers.
- 11 Q. WHAT CONTROLS AND REPORTING ARE INVOLVED IN THE
 12 MONTHLY CLOSE PROCESS REGARDING O&M VARIANCES?
 - Once the monthly books are closed, the SSU Financial Reporting department in Dallas publishes (electronically) the monthly Atmos Energy Financial Package. This package details the financial performance for Atmos Energy at the corporate and each division level. For each division, the report includes a comparative income statement, operating statistics page (volumes, total spending), O&M detail page, balance sheet highlights page, and financial highlights page. The financial highlights page reports the Division's monthly and year-to-date (YTD) performance versus budget for net income, gross profit, direct O&M and capital spending. I provide narrative comments on this page to describe our monthly and YTD variances. Once complete, this Financial Package is available to all Atmos Energy officers and Board members for review and is an official SOX control document of the Company. Once the package is complete, I complete an online questionnaire generated by our SOX Compliance Tool certifying that my department has conducted a thorough review of the division's financial performance and the Financial Package and addressed all matters therein. The Company's external auditors look for this certification as evidence of SOX compliance.

After meeting the Financial Package control requirement, my department publishes (electronically) detailed O&M reports that include monthly and YTD

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variances for each cost center and these reports are then made available to each cost center owner and their respective managers (managers, Division Vice Presidents, Division President). This activity ensures that each cost center owner receives the same information in the same format each month in a timely fashion in order to make operational decisions and manage our operations effectively and efficiently.

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VI. FORECASTED ATTRITION PERIOD O&M BUDGET

WHAT IS THE FORECASTED ATTRITION PERIOD USED IN THIS 9 Q. 10 **RATE APPLICATION?**

The forecasted attrition period is December 1, 2012 – November 30, 2013. 11 A.

HOW WAS THE FORECASTED ATTRITION PERIOD BUDGET 0. 12 **DEVELOPED?** 13

A. The basis for the forecasted attrition period is our fiscal year 2012 ("FY2012") 14 results and budget. Consistent with our normal annual budgeting timelines, this 15 budget was prepared during the summer of 2011 and approved by the Board of 16 Directors in September of 2011. This budget was prepared in the manner I 17 18 described earlier. The forecasted attrition period is based on actual results from the first half of FY2012 (October 2011 – March 2012) and the FY2012 budget for 19 the second half of FY2012 (April 2012 – September 2012) adjusted for inflation 20 using methodologies I will describe in detail below. The forecasted attrition 21 22 period projection was converted into FERC account detail using the method described above. 23

WHAT ARE THE COMPONENTS OF O&M FOR THE FORECASTED 24 Q. **ATTRITION PERIOD?**

A. The forecasted attrition period O&M is comprised of three parts: expenses 26 incurred and booked directly in Tennessee, allocated expenses from the 27 28 Kentucky/Mid-States Division's General Office, and allocated expenses from SSU. These components are itemized on schedule GW-2. I will describe the 29 30 methodology used for the projection for each of the three components.

- 1 Q. WHAT COMPRISES THE HISTORICAL TEST PERIOD LEVEL OF COST FILED IN THIS RATE APPLICATION?
- 3 A. The historical test period is April 1, 2011 March 31, 2012.
- 4 Q. WHAT IS THE DIRECT O&M FOR THE HISTORICAL TEST PERIOD?
- 5 A. The direct O&M for Tennessee for the historical test period is \$9,434,838.
- 6 Q. WHAT IS THE DIRECT O&M FOR THE FORECASTED ATTRITION PERIOD?
- 8 A. The direct O&M for Tennessee for the attrition period is \$11,991,203.
- 9 Q. WHAT IS THE DOLLAR DIFFERENCE BETWEEN THE TEST PERIOD
 10 O&M AND ATTRITION PERIOD O&M?
- 11 A. The difference is \$2,556,365 and reflects adjustments I have made for labor and benefits, rent, other O&M, and bad debt. It also includes \$153,333 to account for a recommended three-year amortization of expenses related to this proceeding.

 These adjustments by cost element can be seen in Schedule GW-2.
- 15 Q. PLEASE EXPLAIN YOUR ADJUSTMENT FOR LABOR.
- 16 A. The labor expense forecast is based on our fiscal year 2012 ("FY2012") results and budget adjusted for annual pay increases. Base pay increases go into effect 17 18 each October 1 and have averaged 3.0% annually for the past several years. An adjustment was made as part of the forecast to account for an average wage 19 20 increase of 3.0% to become effective October 1, 2012 and October 1, 2013. While there is always a normal level of position vacancy at any given point in 21 22 time, we strive to fill open positions in a timely manner when and if filling the position is justified by current workload. Both the test and attrition period level 23 24 of total labor expenditures represents a fully staffed level minus the normal level of vacancies. The result is direct labor expense that is forecasted to increase 25 \$117,083 from the test period to the attrition period 26
- 27 Q. PLEASE EXPLAIN YOUR ADJUSTMENT FOR BENEFITS.
- A. Benefits are projected as a fixed benefit load percentage of labor expense. An adjustment to the fixed benefit load percentage was made in order to follow Tennessee regulatory precedent. The adjustment removes the accrual for FAS 87 (pension) expenses. Separately, as detailed on MFR 12 Attachment 3 Waller -

Pension Adjustment, a calculation was made to determine the amount of the Company's actual cash contributions to its pension plan that are attributable to the Tennessee jurisdiction. The calculation allocates actual cash contributions made or required through the end of the attrition year and allocates the appropriate amount to Tennessee proportional to the estimated total pension liability assigned to each employee group and consistent with the allocation factors used throughout The methodology for assigning the appropriate amount to the Tennessee jurisdiction is consistent with that used by the Company in Docket 08-00197. In that Docket, the range of the anticipated actual cash contribution was \$17.5 - 21.0 million. The approved revenue requirement in that case was based on the low end of that range, or \$17.5 million. The Company actually made a \$19.5 million contribution and thus the analysis on MFR 12 Attachment 3 -Waller - Pension Adjustment begins with calculating the contribution attributable to Tennessee for that \$2 million difference. In this proceeding, the actual cash contribution attributable to Tennessee is \$7,727,923. An adjustment has been made to operating expenses to account for a three year amortization of that amount.

Q. PLEASE EXPLAIN YOUR ADJUSTMENT RELATING TO RENT.

19 A. Unlike other O&M categories that are likely to increase with normal inflation, our building rents are driven by leases already in place and can therefore be projected with a high level of accuracy. Overall, direct Rent, Utilities and Maintenance is projected to decrease \$20,576 from the test period to the attrition period.

Q. PLEASE EXPLAIN YOUR ADJUSTMENT RELATING TO BAD DEBT.

Our goal is to keep bad debt no higher than 0.50% of residential, commercial, and public authority gross margins during any given year. We work vigorously to collect bad debts from customers each year to achieve this goal so as to reduce the impact of good-paying customers subsidizing poor-paying customers who drive up our expenses. To arrive at the bad debt projection of \$219,086 we simply calculated 0.50% of residential, commercial and public authority gross margins from the revenue projection discussed in the testimony of Josh Densman. The projection is \$63,418 lower than the test period.

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1	Q.	PLEASE	EXPLAIN	YOUR	ADJUSTMENT	RELATING	TO	OTHER
2		O&M.						

- A. For the purpose of this rate filing, O&M expense types other than labor, benefits, 3 rent, insurance and bad debt are forecasted using a standard inflation factor. 4 Using our FY2012 actual results and budget as a starting point, categories other 5 than the ones listed above are inflated by 2.56% from that baseline to arrive at the 6 expense level for the attrition year. The 2.56% inflation factor is the average 7 8 inflation rate for the southern region over the last two years as reported by the U.S. Department of Labor. Insurance is expected to increase 4% over the course 9 of the attrition period. Overall, expense categories other than those already 10 mentioned are expected to decrease \$149,866 from the test period (April 1, 2011 11
- Q. WHAT IS THE DIVISION GENERAL OFFICE O&M FOR THE HISTORICAL TEST PERIOD?

through March 31, 2012) to the attrition period.

- 15 A. The General Office O&M allocated to Tennessee for the historical test period is \$3,070,891.
- 17 Q. WHAT IS THE DIVISION GENERAL OFFICE O&M FOR THE FORECASTED ATTRITION PERIOD?
- 19 A. The General Office O&M allocated to Tennessee for the attrition period is \$3,765,014.
- Q. WHAT IS THE DOLLAR DIFFERENCE BETWEEN THE GENERAL
 OFFICE TEST PERIOD O&M AND ATTRITION PERIOD O&M
- 23 **ALLOCATED TO TENNESSEE?**

- A. The difference is an increase of \$694,123 and reflects adjustments I have made for labor and benefits, rent and other O&M. The budgeting process and forecast methodologies are identical for both direct O&M and General Office O&M.
- Therefore, the categories of adjustments made to forecast General Office O&M are also the same as direct.
- Q. PLEASE DOCUMENT THE AMOUNTS OF ADJUSTMENTS MADE TO GENERAL OFFICE O&M ALLOCATED TO TENNESSEE?
- 31 A. Using the forecast methodologies described above, labor expense is forecasted to

1 increase \$138,968 from	the test period to th	e attrition period.	Benefits are
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- 2 forecasted to increase \$166,409 from the test period to the attrition period. Rent,
- Maintenance and Utilities expense is forecasted to increase \$38,545 from the test
- 4 period to the attrition period. Other O&M is forecasted to increase \$350,201 from
- 5 the test period to the attrition period.
- Q. WHAT IS THE AMOUNT OF SHARED SERVICES O&M ALLOCATED
 TO TENNESSEE FOR THE TEST PERIOD?
- 8 A. \$4,796,434.
- 9 Q. WHAT IS THE AMOUNT OF THE SHARED SERVICES O&M
- 10 ALLOCATED TO TENNESSEE FOR THE FORECASTED ATTRITION
- 11 **PERIOD?**
- 12 A. \$5,101,588.
- 13 Q. PLEASE DISCUSS THE DIFFERENCE BETWEEN THE SHARED
- 14 SERVICES TEST PERIOD AND FORECASTED ATTRITION PERIOD
- 15 **AMOUNTS.**
- 16 A. The difference is an increase of \$305,153. The forecasted SSU attrition period
- amounts are determined using the same methodology described earlier for the
- Direct O&M. The SSU budget is prepared as I described above. Once the SSU
- department heads complete, submit, and get approval for their budgets, the
- appropriate level of expenses are allocated to the Tennessee rate jurisdiction per
- the methodologies described in the Company's Cost Allocation Manual attached
- 22 the testimony of Company witness Jason Schneider.
- 23 Q. HOW DO YOU MONITOR SHARED SERVICES BILLINGS TO THE
- 24 **KENTUCKY/MID-STATES DIVISION?**
- 25 A. Shared Services expense billings are reviewed as part of our monthly close
- 26 process described earlier. It is my responsibility to contact Accounting in Dallas
- and obtain an explanation for any significant variances.
- 28 Q. ADDING THE THREE COMPONENTS OF O&M TOGETHER, WHAT IS
- 29 THE TOTAL O&M FOR THE TEST PERIOD AND ATTRITION PERIOD
- 30 IN THIS RATE FILING?
- 31 A. When the three components of O&M are added together, total O&M is forecasted

1		to increase 20.6% from a test period level of \$17,302,164 to an attrition period
2		level of \$20,857,805. Prior to the addition of actual cash contributions to the
3		pension plan and estimated rate case expenses for this proceeding, the total O&M
4		growth rate is 4.8%.
5		
6		VII. DEPRECIATION EXPENSE AND TAXES, OTHER THAN INCOME
7		$\underline{\mathbf{TAX}}$
8	Q.	WHAT IS THE DEPRECIATION EXPENSE FOR THE TEST PERIOD?
9	A.	The amount of depreciation expense for the test period is \$9,943,112.
10	Q.	WHAT IS THE DEPRECIATION EXPENSE FOR THE FORECASTED
11		ATTRITION PERIOD?
12	A.	The amount of depreciation expense for the forecasted test period is \$10,347,398.
13	Q.	PLEASE DISCUSS THE DIFFERENCES BETWEEN THE TEST PERIOD
14		AND FORECASTED ATTRITION PERIOD DEPRECIATION
15		AMOUNTS.
16	A.	Depreciation rates for the Kentucky/Mid-States Division's General Office and the
17		Tennessee Operations used to calculate attrition period depreciation expense are
18		consistent with those approved in the Company's last rate case, Docket 08-00197.
19		The Company is proposing new depreciation rates for the Shared Services Unit.
20		The proposed rates result in a reduction to depreciation expense allocated to
21		Tennessee from SSU and are based on a depreciation study that is attached to the
22		testimony of Mr. Tom Petersen. Please see Schedule GW-4 for details of
23		depreciation expense. The depreciation rates for SSU and the division General

Q. WHAT IS THE EXPENSE LEVEL FOR TAXES, OTHER THAN INCOME TAXES FOR THE TEST PERIOD?

attached to the testimony of Company witness Jason Schneider.

Office have been applied to the applicable categories of plant, resulting in an

allocation of depreciation expense to Tennessee based upon the cost allocation

methodology more fully explained in the Company's Cost Allocation Manual

30 A. \$6,213,818.

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- Q. WHAT IS THE LEVEL OF TAXES, OTHER THAN INCOME TAXES FOR THE FORECASTED ATTRITION PERIOD?
- 3 A. \$6,251,784.
- Q. PLEASE DISCUSS THE DIFFERENCES BETWEEN THE TEST PERIOD
 AND FORECASTED ATTRITION PERIOD AMOUNTS.
- A. The difference is an increase of \$37,966. Taxes, other than income taxes, like O&M, are comprised of three components: direct Tennessee taxes, taxes allocated from the General Office, and taxes allocated from SSU. These components are itemized by type of tax on schedule GW-3. The amount of taxes allocated from the Division General Office and SSU is based upon the cost allocation methodology more fully explained in the Company's Cost Allocation Manual attached the testimony of Company witness Jason Schneider.

VIII. CONCLUSION

- 15 Q. HAVE THE FORECASTED OPERATING EXPENSES DISCUSSED IN
 16 YOUR TESTIMONY BEEN ADJUSTED FOR RATEMAKING
 17 PURPOSES?
- A. Yes. The attrition year forecasts for O&M, taxes, other than income taxes and depreciation expense have been adjusted to account for ratemaking treatment of intercompany leased property and the Barnsley Storage asset. The adjustments follow the methodology that the Company has applied to these assets in its last several rate proceedings before the Authority. The forecasts discussed in my testimony are presented prior to these ratemaking adjustments being made.
- Q. DO YOU BELIEVE THAT THE ATTRITION PERIOD FORECASTS YOU
 HAVE PRESENTED ARE THE MOST REASONABLE ESTIMATE OF
 COSTS FOR THE ATTRITION PERIOD USED IN THIS PROCEEDING?
- 27 A. Yes. It is the best estimate we have of the Tennessee jurisdiction's future expenses.
- 29 Q. DOES THIS CONCLUDE YOUR TESTIMONY?
- 30 A. Yes.

BEFORE THE TENNESSEE REGULATORY AUTHORITY NASHVILLE, TENNESSEE

IN RE:)
PETITION OF ATMOS ENERGY CORPORATION FOR APPROVAL OF ADJUSTMENT OF ITS RATES AND REVISED TARIFF)))) DOCKET NO.
VERIFI	CATION
STATE OF TENNESSEE)	
COUNTY OF WILLIAMSON)	
I, Gregory K. Waller, being first duly sw	orn, state that I am the Vice President of Finance
for the Kentucky/Mid-States Division for Atm	nos Energy Corporation, that I am authorized to
testify on behalf of Atmos Energy Corpora	tion in the above referenced docket, that the
Testimony of Gregory K. Waller in Support of	of Atmos Energy Corporation's Petition and the
Exhibits thereto pre-filed in this docket on the d	ate of filing of this Petition are true and correct to
the best of my knowledge, information and believe	ef.
	Gregory K. Waller
Sworn and subscribed before me this 18	th day of <u>June</u> , 2012.
	Notary Public

My Commission Expires: May 3, 2016

Total Operating Expenses Schedule GW-1

	His Per 1	Historical Test Period Ending	End	Attrition Year Ending November	ō
	Σ	March 2012		2013	Change
O&M	6	0 404 000	6	44 004 202	27 000/
	9	9,434,636)	5 101 588	6.03% 6.36%
Division General Office		3,070,891		3,765,014	22.60%
Total O&M	₩	17,302,164	₩	20,857,805	20.55%
Taxes Other Than Income Taxes					
Direct	€	5,879,725	69	5,870,221	-0.16%
SSU/Division General Office		334,093		381,563	14.21%
Total Other Taxes	છ	6,213,818	₩	6,251,784	0.61%
Depreciation Expense					
Direct	↔	8,594,495	₩	9,324,596	8.49%
SSU/Division General Office		1,348,617		1,022,802	-24.16%
Total Depreciation Expense	ss	9,943,112	€9	10,347,398	4.07%
Total Operating Expense (excluding Gas Costs)	↔	33,459,094 \$	↔	37,456,987	11.95%

Tennessee Distribution System Divison 002 Depreciation Expense Schedule GW-4

	Depreciation Rates	n Rates						Gross Plant	ant.					
	Current	Proposed	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13
39000-Structures & Improvements	8	3.34% \$	-		• •	•	•						••	
39005:Structure & Improv	10.32%	3.34%	9,154,286	9,154,286	9,154,286	9,154,286	9,154,286	9,154,286	9,154,286	9,154,286	9,154,286	9,154,286	9,154,286	9,154,286
39009 Improv to I seed Premises	9.10%	4.06%	8,731,305	8,731,028	8,730,752	8,742,244	8,741,968	8,741,691	8,758,087	8,772,522	8,782,053	8,783,545	8,824,129	8,861,905
39100-Office Furniture & Equipment	2.13%	4 03%	12,069,165	12,069,309	12,089,452	12,071,317	12,071,461	12,071,604	12,074,186	12,076,481	12,078,059	12,078,924	12,084,581	12,090,290
39102-Remittance Processing Equipme	10.32%	4.03%				٠								
39103-Office Furn - Copiers & Type	10.32%	4.03%						٠						
39104:Office Furn. & Equip	2.13%	4.03%	63,739	63,739	63,739	63,739	63,739	63,739	63,739	63,739	63,739	63,739	63,739	63,738
39200-Transportation Equipment	10.32%	10.32%	100,522	100,530	100,538	100,645	100,654	100,662	100,810	100,941	101,032	101,139	101,408	101,733
39300-Stores Equipment	10.32%	10.32%		,									,	
39400-Tools. Shop. & Garade Equip.	10.32%	8.88%	234,459	234,752	235,044	238,847	239,140	239,432	244,698	249,378	252,596	256,398	265,896	277,538
39500-Laboratory Equipment	10.32%	10.32%	17,951	17,986	18,021	18,474	18,509	18,544	19,172	19,730	20,114	20,567	21,700	23,088
39700-Communication Equipment	8.45%	5.54%	2,201,012	2,201,059	2,201,108	2,201,717	2,201,764	2,201,811	2,202,657	2,203,409	2,203,926	2,204,537	2,206,062	2,207,933
39800-Miscellaneous Equipment	8.15%	1.72%	461,708	462,193	462,678	468,979	469,464	469,948	478,674	486,429	491,761	498,063	513,800	533,082
39900-Other Tangible Property	4.66%	13.84%	162,268	162,268	162,268	162,288	162,268	162,288	162,268	162,268	162,268	162,268	162,268	162,268
39901-Oth Tano Prop - Servers - HW	6.95%	8.62%	25,397,106	25,192,400	24,987,695	25,014,501	24,809,795	24,605,089	24,728,360	24,813,044	24,801,266	24,828,072	25,230,443	25,774,294
39902-Oth Tang Prop - Servers - S/W	4.00%	8.78%	14,831,468	14,778,792	14,726,115	14,760,785	14,708,109	14,655,432	14,726,496	14,783,003	14,803,115	14,837,785	15,014,150	15,243,893
39903-Oth Tang Prop - Network - HW	9.30%	8 72%	3,972,130	3,953,201	3,934,272	3,934,280	3,915,351	3,896,422	3,904,319	3,909,061	3,905,912	3,905,920	3,836,647	3,978,946
39904-Oth Tang Prop - CPU	10.32%	10.32%		,										
39905-Oth Tang Prop - MF Hardware	10.32%	10.32%												
39906-Oth Tano Prop - PC Hardware	14.86%	8.78%	2,681,889	2,682,629	2,683,369	2,692,989	2,683,729	2,694,469	2,707,790	2,719,630	2,727,771	2,737,391	2,781,417	2,790,871
39907-Oth Tang Prop - PC Software	8.02%	6.64%	1,905,523	1,905,824	1,908,126	1,910,046	1,910,347	1,910,649	1,916,076	1,920,901	1,924,217	1,928,137	1,837,927	1,949,927
38908-Oth Tang Prop - Appl Software	11.13%	8.57%	88,728,379	88,745,196	88,784,014	89,008,639	89,027,456	89,046,273	89,384,985	89,686,062	89,893,053	90,137,678	90,748,614	91,497,543
39909-Oth Tang Prop - Mainframe SAV	10.32%	10.32%	2,614,619	2,614,619	2,614,619	2,614,619	2,614,619	2,614,619	2,614,619	2,614,619	2,614,619	2,614,619	2,614,619	2,614,619
39924-Oth Tang Prop - Gen. Starup C	15.89%	15.89%				•								. !
CWIP			9,364,179	9,364,179	9,364,179	9,364,179	9,364,179	9,364,179	9,364,179	9,364,179	9,364,179	9,364,179	9,364,179	9,364,179
RWIP TOTAL		 ••	182,689,709 \$	182,433,991 \$	182,178,273 \$	182,522,554 \$	182,286,836 \$	182,011,118 \$	182,605,400 \$	183,089,682 \$	183,343,964 \$	183,688,245 \$	185,005,860 \$	186,690,142

						Depreciation	Depreciation at Proposed Rates	NATION.					
	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Total
90000-Structures & Improvements			,						,		,		
20005-Structure & Improv	25.479	25.479	25.479	25.479	25.479	25.479	25.479	25.479	25.479	25.479	25.479	25.479	305,753
99009-Improv. to Leased Premises		29.540			29.577		. '		29,713	•	29,855	29,983	148,667
39100-Office Furniture & Equipment	40,532	40,533	40,533	40,540	40,540	40,540	40,549	40,557	40,562	40,568	40,584	40,603	486,642
39102-Remittance Processing Equipme	•												
39103-Office Furn Copiers & Type		,								•			
89104 Office Furn. & Equip	214	214	214	214	214	214	214	214	214	214	214	214	2,569
39200-Transportation Equipment	864	865	965	988	998	998	198	898	969	870	872	875	10,411
39300-Stores Equipment													
99400-Tools Shop & Garage Equip	1,735	1,737	1,739	1,767	1,770	1,772	1,811	1.845	1,869	1,897	1,968	2,054	21,965
89500-Laboratory Equipment	2	155	155	159	159	159	35	170	173	111	187	199	2,011
9700-Communication Equipment	10,161	10,162	10,162	10,165	10,165	10,165	10,169	10,172	10,175	10,178	10,185	10,193	122,051
9800-Miscellaneous Equipment	862	962	983	672	673	674	989	697	705	714	736	784	8,309
39900-Other Tangible Property	1,871	1,871	1,871	1,871	1,871	1,871	1,871	1,871	1,871	1,871	1,871	1,871	22,458
39901-Oth Tang Prop - Servers - H/W	182,436	180,965	179,495	179,688	178,217	176,747	177,632	178,240	178,156	178,348	181,239	185,145	2,156,308
19902-Oth Tang Prop - Servers - SAW	108,517	108,131	107,746	108,000	107,614	107,229	107,749	108,162	108,309	108,563	109,854	111,534	1,301,409
39903-Oth Tang Prop - Network - H/W	28,864	28,727	28,589	28,589	28,452	28,314	28,371	28,406	28,383	28,383	28,606	28,914	342,598
39904-Oth Tang Prop - CPU												•	,
19905-Oth Tang Prop - MF Hardware													,
8906-Oth Tang Prop - PC Hardware	19,622	19,628	19,633	19,704	•			19,899	19,958	•	20,204	20,420	159,068
19907-Oth Tang Prop - PC Software	10,544	10,546	10,547	10,569	10,571				10,647	•		10,790	74,213
39908-Oth Tang Prop - Appl Software	485,777	485,880	485,983	487,322	487,425	487,528	489,383	491,031	492,164	493,504	496,849	500,949	5,883,796
19909-Oth Tang Prop - Mainframe SAV		,							,				
39924-Oth Tang Prop - Gen. Starup C													
WIP													•
RWIP													
TOTAL.	\$ 917,434	917,434 \$ 945,085 \$	8 13,676 \$	915,604 \$	823,583 \$	881,559 \$	884,947 \$	907,613 \$	949,249	192,088	948,703	896'696 \$	11,048,228

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Total
	•	-	•	,			•	-					
	78,727	78,727	78,727	78,727	78,727	78,727	78,727	78.727	78,727	78,727	78,727	78,727	944,722
		66,210		. '	86,293		. '		66,597		86.916	67.203	333,220
	21,423	21,423	21,423	21,427	21,427	21,427	21.432	21,438	21,439	21,442	21,450	21,460	257,208
9							•						
								•	,				•
	113	113	113	113	113	113	113	113	113	113	113	113	1,35
	26	865	965	998	988	998	198	898	869	870	872	875	10,41
								,					. •
	2,016	2,019	2,021	2,054	2,057	2,059	2,104	2,145	2,172	2,205	2,287	2,387	25,528
	\$	155	155	159	159	159	165	170	173	171	187	199	2,01
	15,499	15,499	15,489	15.504	15,504	15.504	15,510	15,516	15,519	15,524	15,534	15,548	186,160
	3,136	3,139	3,142	3,185	3,188	3,192	3,251	3,304	3,340	3,383	3,490	3,621	39,37(
	630	830	630	630	630	630	630	630	830	630	830	630	7,562
_	147,092	145,906	144,720	144,876	143,690	142,504	143,218	143,709	143,641	143,796	146,126	149,276	1,738,554
	49,438	49,263	49,087	49,203	49,027	48,851	49,088	49,277	48 344	49,459	50,047	50,813	592,897
>	30,784	30,637	30,491	30,491	30,344	30,197	30,258	30,285	30,271	30,271	30,509	30,837	365,38
								•					•
													•
	33,211	33,220	33,228	33,348				33,678	33,779		34,196	34,560	289,22
	14,323	14,325	14,328	14,357	14,359				14,464			14,657	100,814
	821,458	821,633	821,807	824,072	824,246	824,420	827,556	830,343	832,260	834,525	840,181	847,115	9,949,61
3								•					
Prop - Gen. Starup C													
		•	,										•
	\$ 1,218,869 \$ 1,283,	1,283,764 \$	1,216,238 \$	1,219,010 \$	1,250,631 \$	1,168,651 \$	1,172,921 \$	1,210,210 \$	1,283,337 \$	1,181,121 \$	1,291,265 \$	1,318,019 \$	14,824,034
												Allocation	4.44%