# BEFORE THE TENNESSEE REGULATORY AUTHORITY

	)	
Petition of Chattanooga Gas Company for	)	
Approval of an Adjustment in Rates and	)	
Tariff; the Termination of the AUA	)	
Mechanism and the Related Tariff	)	Docket No. 18-00017
Changes and Revenue Deficiency	)	
Recovery; and an Annual Rate Review	)	
Mechanism	)	
	)	

# **EXHIBIT**

OF

# THE CONSUMER PROTECTION AND ADVOCATE DIVISION OF THE TENNESSEE ATTORNEY GENERAL'S OFFICE

July 3, 2018

# INDEX TO SCHEDULES For the 12 Months Ending December 31, 2019

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**Results of Operations** For the 12 Months Ending December 31, 2019

Line No.	Rate Base	CGC Initial Filing E/ \$ 159,856,708	CGC Revised Filing E/ \$ 157,443,031	**************************************	Difference \$ -21,710,121
2	Operating Income At Current Rates	7,364,093	7,779,277	10,160,715 <b>B/</b>	2,381,438
3	Earned Rate Of Return	4.61%	4.94%	7.49%	2.54%
4	Fair Rate Of Return	7.83%	7.83%	5.93% <b>C/</b>	-1.90%
5	Required Operating Income	12,521,416	12,332,355	8,048,963	-4,283,393
6	Operating Income Deficiency (Surplus)	5,157,323	4,553,078	-2,111,753	-6,664,831
7	Gross Revenue Conversion Factor	1.356361	1.356361	1.347191 <b>D/</b>	-0.009170
8	Revenue Deficiency (Surplus)	\$ 6,995,192	\$6,175,618_	\$2,844,934	\$ -9,020,552

A/ CPAD Exhibit, Schedule 2. B/ CPAD Exhibit, Schedule 6. C/ CPAD Exhibit, Schedule 13.

D/ CPAD Exhibit, Schedule 14. E/ CGC MFG 25 and MFG 25 Rev 5-31-2018, Exhibit RDJ 2-1.

Average Rate Base
For the 12 Months Ending December 31, 2019

Line No.		Test Period	A/ <b>Adjustments</b>	Attrition Period A/
	Additions:			
1	Utility Plant in Service	\$ 280,739,167	\$ 19,960,310	\$ 300,699,477
2	Construction Work in Progress	4,963,770	1,617,108	6,580,878
3	Pension & OPEB Assets	0	0	0
4	Materials & Supplies	403,477	-102,865	300,612
5	Prepayments	46,418	-5,765	40,653
6	Gas Inventory	9,501,909	0	10,168,496
7	Deferred Rate Case Expense	67,551	192,814	260,365
8	Working Capital	150,692	0	150,692 B/
9	Total Additions	\$ <u>295,872,984</u>	\$ 21,661,602	\$ <u>318,201,173</u>
	Deductions:			
10	Accumulated Depreciation	\$ 124,528,465	\$ 7,422,945	\$ 131,951,410
11	Accumulated Deferred Income Taxes	40,781,225	-15,266,959	25,514,266 C/
12	Regulatory Liability - Excess Deferrals	1,107,211	20,967,094	22,074,305 D/
13	Regulatory Liability - Deferred Tax Savings	0	428,512	428,512
14	Customer Advances for Construction	166,690	-166,690	0
15	Reserve for Uncollectibles	180,938	-354	180,584
16	Reserve for Health Insurance	31,616	2,236	33,852
17	Other Reserves	72,013	4,655	76,668
18	Customer Deposits	1,695,508	180,225	1,875,733
19	Accrued Interest on Customer Deposits	651,094	-318,161	332,933
20	Total Deductions	\$ <u>169,214,760</u>	\$ 13,253,503	\$ <u>182,468,263</u>
21	Rate Base	\$ <u>126,658,224</u>	\$ 8,408,099	\$ <u>135,732,910</u>

A/ CPAD Rate Base Workpaper RB-1-1.00.

B/ CPAD Exhibit, Schedule 4.
C/ CPAD Workpaper, Attachment DD 12-1.
D/ CPAD Workpaper, Attachment DD 11-1.

Comparative Rate Base For the 12 Months Ending December 31, 2019

Line No.			CGC Initial Filing A/		CGC Revised Filing B/		CPAD C	C/	Difference
	Additions:	-		•		-		-	
1	Utility Plant in Service	\$	301,415,025	\$	301,415,025	\$	300,699,477	\$	-715,548
2	Construction Work in Progress		12,375,743		12,457,439		6,580,878		-5,876,561
3	Pension & OPEB Assets		9,005,964		9,009,690		0		-9,009,690
4	Materials & Supplies		403,477		403,477		300,612		-102,865
5	Prepayments		46,418		46,418		40,653		-5,765
6	Gas Inventory		9,710,633		9,710,633		10,168,496		457,863
7	Deferred Rate Case Expense		762,623		762,623		260,365		-502,258
8	Working Capital	-	2,184,306		1,521,871	-	150,692	-	-1,371,179
9	Total Additions	\$	335,904,189	\$	335,327,176	\$	318,201,173	\$	-17,126,003
	Deductions:								
10	Accumulated Depreciation	\$	127,903,439	\$	127,903,439	\$	131,951,410	\$	4,047,971
11	Accumulated Deferred Income Taxes		24,809,455		25,514,266		25,514,266		0
12	Regulatory Liability - Excess Deferrals		21,105,662		22,177,646		22,074,305		-103,341
13	Regulatory Liability - Deferred Tax Savings		0		0		428,512		428,512
14	Customer Advances for Construction		0		0		0		0
15	Reserve for Uncollectibles		180,021		239,893		180,584		-59,309
16	Reserve for Health Insurance		31,616		31,616		33,852		2,236
17	Other Reserves		72,013		72,013		76,668		4,655
18	Customer Deposits		1,612,342		1,612,342		1,875,733		263,391
19	Accrued Interest on Customer Deposits	-	332,933		332,933	_	332,933	-	0
20	Total Deductions	\$	176,047,481	\$	177,884,148	\$	182,468,263	\$	4,584,115
21	Rate Base	\$	159,856,708	\$	157,443,028	\$	135,732,910	\$	-21,710,118

A/ CGC Exhibit RDJ 2-1, Schedule 1 and CGC Exhibit RDJ 2-2, Schedule 2.
B/ CGC TPUC MFG 25 Rev 5-31-2018, Exhibit RDJ 2-1 and Exhibit RDJ 2-2.
C/ CPAD Exhibit, Schedule 2.

Lead Lag Results
For the 12 Months Ending December 31, 2019

Line			
No.		CPA	D
1	Revenue Lag	-	43.76 <b>A</b> /
2	Expense Lag		40.30 <b>B/</b>
3	Net Lag		3.46
4	Daily Cost of Service	\$190	0,161 <b>B/</b>
5	Lead Lag Study	\$ 657	7,261
6	Tax Collections Withheld	506	6,569 <b>C/</b>
7	Net Cash Working Capital Provided	\$150	0,692

A/ CPAD Rate Base Workpaper RB-41-1.00.
B/ CPAD Exhibit, Schedule 5.
C/ CPAD Workpaper, Attachment DD 5-1.

Working Capital Expense Lag For the 12 Months Ending December 31, 2019

Line No.			Amount A/	<b>Lag</b> B/	Dollar Days
	Operating & Maintenance Expenses:	_			
1	Purchased Gas Expense	\$	42,765,421	40.94	\$ 1,750,816,336
2	O&M Labor		2,983,448	14.01 C/	41,798,106
3	Pension Expense		23,318	0.00	0
4	Post-Retirement Benefits Other Than Pension		0	0.00	0
5	Miscellaneous Employee Benefits		-136,472	4.47	-610,030
6	401K Benefits		122,846	12.07	1,482,751
7	Health/Life Insurance Expense		615,670	8.98	5,528,717
8	Allocated Cost		3,117,375	21.94	68,395,208
9	Uncollectible Expense		121,863	43.76	5,332,725
10	Other Operating Expense		4,116,129	31.49	129,616,902
	Taxes:				
11	Taxes Other Than Income Tax		3,833,418	171.16 D/	656,127,825
12	State Income Tax - Current		0	37.88	0
13	State Income Tax Deferred		376,800	0.00	0
14	Federal Income Tax - Current		0	37.88	0
15	Federal Income Tax - Deferred		-308,120	0.00	0
	Other:				
16	Depreciation Expense		7,848,702	0.00	0
17	Interest on Customer Deposits		114,315	0.00	0
18	Interest Expense - Short Term Debt		366,479	-51.36	-18,822,354
19	Interest Expense - Long Term Debt		3,447,616	45.76	157,762,904
20	Total Working Capital Requirement	\$	69,408,808	40.30	\$ 2,797,429,090
21	Daily Working Capital Requirement \$	190,161			
22	Return on Equity		6,346,620		
23	Total Cost of Service	\$	75,755,428		

A/ CPAD Exhibit, Schedule 6.

B/ CPAD Rate Base Workpaper RB-41-1.00.
C/ CGC MFG 72-1; Base Payroll lag, excludes consideration of Incentive Compensation lag.
D/ CGC MFG 72 Revised; "TOT Summary Calculation" tab.

Income Statement at Current Rates
For the 12 Months Ending December 31, 2019

Line No.			Test Period	,	Adjustments		Attrition Amount
	Operating Revenues:		T CHOC	<u>-</u>	a justinents	_	Amount
1	Gas Sales & Transportation Revenues	\$	65,732,896 A/	\$	9,007,197	\$	74,740,093 B/
2	Other Revenues	*	718,331 D/	Ť	-43,210	•	675,121 C/
3	AFUDC		161,689 D/		178,525		340,214 C/
4	Total Operating Revenue	\$	66,612,916	\$	9,142,512	\$	75,755,428
	Operating & Maintenance Expenses:						
5	Purchased Gas Expense	\$	39,763,604 A/	\$	3,001,817	\$	42,765,421 C/
6	Operations & Maintenance - Labor	·	2,781,798 K/		201,650	·	2,983,448 H/
7	Operations & Maintenance - NonLabor		7,027,105 K/		953,624		7,980,729 H/
8	Total Operating & Maintenance Expenses	\$	49,572,507	\$	4,157,091	\$	53,729,598
	Other Expenses:						
9	Depreciation Expense	\$	6,943,506 E/	\$	905,196	\$	7,848,702 F/
10	Interest on Customer Deposits		-317,818 G/		432,133		114,315 G/
11	General Taxes		3,527,995 I/		305,423		3,833,418 1/
12	State Excise Taxes		5,999 L/		370,801		376,800 J/
13	Federal Income Taxes		-154,194 L/		-153,926		-308,120 J/
14	Total Other Expenses	\$	10,005,488	\$	1,859,627	\$	11,865,115
15	Total Operating Expenses	\$	59,577,995	\$	6,016,717	\$	65,594,713
16	Utility Operating Income	<del></del> \$	7,034,921	<u> </u>	3,125,795	<u>-</u> \$	10,160,715

A/ CPAD Revenue Workpaper R-1-1.04.

B/ CPAD Exhibit, Schedule 8.

C/ CPAD Revenue Workpaper R-1-1.01.

D/ CPAD Rate Base Workpaper R-60-1.00.

E/ CPAD Rate Base Workpaper RB-60-6.00.

F/ CPAD Rate Base Workpapers RB-60.00 and RB-61-1.01.

G/ CPAD Rate Base Workpaper R-50-1.00.

H/ CPAD Exhibit, Schedule 9.

I/ CPAD Exhibit, Schedule 10.

J/ CPAD Exhibit, Schedule 11.

K/ CPAD Workpaper, Attachment DD 9.

L/ Company response to CPAD-1-2a, Accounts 427200 and 427400.

Comparative Income Statement at Current Rates For the 12 Months Ending December 31, 2019

Line No.			CGC Initial Filing A/	C	GC Revised Filing B/		CPAD C/		Difference
	Operating Revenues:	-		_		_		_	
1	Gas Sales & Transportation Revenues	\$	70,623,501	\$	69,644,006	\$	74,740,093	\$	5,096,087
2	Other Revenues		612,767		612,767		675,121		62,354
3	AFUDC		900,355		900,355		340,214		-560,141
4	Total Operating Revenue	\$	72,136,623	\$	71,157,128	\$	75,755,428	\$	4,598,300
	Operating & Maintenance Expenses:								
5	Purchased Gas Expense	\$	38,791,279	\$	37,973,978	\$	42,765,421	\$	4,791,443
6	Operations & Maintenance - Labor		7,166,815		3,537,716		2,983,448		-554,268
7	Operations & Maintenance - NonLabor	_	6,497,788	_	10,001,510	_	7,980,729	_	-2,020,781
8	Total Operating & Maintenance Exp.	=	52,455,882	_	51,513,204	=	53,729,598	=	2,216,394
	Other Expenses:								
9	Depreciation Expense	\$	8,035,649	\$	8,035,649	\$	7,848,702	\$	-186,947
10	Interest on Customer Deposits		96,740		96,740		114,315		17,575
11	General Taxes		3,523,947		3,523,947		3,833,418		309,471
12	State Excise Taxes		283,685		284,891		376,800		91,909
13	Federal Income Taxes		376,627	_	-76,582	_	-308,120	_	-231,538
14	Total Other Expenses	=	12,316,648	_	11,864,645	=	11,865,115	=	470
15	Total Operating Expenses	\$	64,772,530	\$ <u>_</u>	63,377,849	\$ <u>_</u>	65,594,713	\$ <u>_</u>	2,216,864
16	Utility Operating Income	\$	7,364,093	\$_	7,779,279	\$_	10,160,715	\$_	2,381,436

A/ CGC Exhibit RDJ 2-1, Schedule 1 and CGC Exhibit RDJ 2-2, Schedule 2. B/ CGC TPUC MFG 25 Rev 5-31-2018, Exhibit RDJ 2-1 and Exhibit RDJ 2-2.

C/ CPAD Exhibit, Schedule 6.

Comparative Revenue Summary For the 12 Months Ending December 31, 2019

Line No.	Customer Class	CGC Initial Filing A/	CGC Revised Filing B/	CPADC/	Difference
	Sales & Transportation Margin:				
1	Residential (R-1)	\$ 14,332,354	\$ 14,335,536	\$ 14,340,557	\$ 5,021
2	Multi-Family Housing (R-4)	26,108	26,108	28,029	1,921
3	Commercial (C-1)	3,543,718	3,544,307	3,504,507	-39,800
4	Commercial (C-2)	8,057,726	8,055,736	8,270,624	214,888
5	Industrial (F-1/T-2)	2,143,429	2,143,423	2,003,400	-140,023
6	Industrial (I-1)	36,133	36,129	36,274	145
7	Industrial (T-1)	1,099,653	1,099,657	1,082,153	-17,504
8	Industrial (T-1/T-2)	1,201,231	1,201,232	1,290,946	89,714
9	Industrial (T-3)	1,251,745	1,120,183	1,276,880	156,697
10	Special Contract	140,247	140,247	141,302	1,055
11	Total Margin	\$ 31,832,344	\$ 31,702,558	\$ 31,974,672	\$ 272,114
12	Gas Cost	38,791,279	37,973,978	42,765,421	4,791,443
13	Total Revenue	\$70,623,623	\$ <b>69,676,536</b> _D/	\$_74,740,093	\$5,063,557

A/ MFG 25, CGC 2018 Rate Case Revenue Model, "Attrition Year" tab.

B/ Revised MFG 25, 2018-06-11 CGC 2018 Rate Case Revenue Model, "Attrition Year" tab. C/ CPAD Revenue Workpaper R-1-1.00.

D/ CGC's total revenue on this schedule does not tie to the revenue on Schedule 7, due to errors in the Company's calculations.

Comparative O&M Expense Summary For the 12 Months Ending December 31, 2019

Line No.	Evnence	CGC Initial Filing A/	CGC Revised Filing B/	CPAD	Difference
1	Expense Payroll Expense	Filing A/ \$ 3,594,761	\$ 3,537,716	\$ 2,983,448 C/	\$ -554,268
2	Employee Benefits	647,170	647,170	728,437 D/	81,267
3	Benefits Capitalized	-59,257	-59,257	-103,075 E/	-43,818
4	Fleet Services & Facilities Expense	728,185	728,185	822,931 F/	94,746
5	Outside Services	2,087,933	2,087,933	1,878,336 G/	-209,597
6	Bad Debt Expense	204,108	127,970	121,863 H/	-6,107
7	Sales Promotion Expense	71,891	71,891	52,574 I/	-19,317
8	Customer Service & Account Expense	6,482	6,482	4,831 J/	-1,651
9	Administrative & General Expense	771,489	771,489	829,853 K/	58,364
10	A&G Salaries Capitalized	-74,525	-66,719	-69,690 L/	-2,971
11	Other Distribution & Storage Expense	804,148	804,148	597,294 M/	-206,854
12	AGL Service Company Allocations	4,882,218	4,882,218	3,117,375_N/	-1,764,843
13	Total O&M Expense	\$ 13,664,603	\$ 13,539,226	\$ 10,964,177	\$ -2,575,049

A/ CGC TPUC MFG Item 25-1, Tab COSS IS Summary MFG 25-1.
B/ CGC TPUC MFG 25 Rev 5-31-2018, Page 4 of 7.
C/ CPAD Workpaper, Attachment DD 9-1.
D/ CPAD Workpaper, Attachment DD 9-2.
E/ CPAD Workpaper, Attachment DD 9-3.

G/

CPAD Workpaper, Attachment DD 9-4.
CPAD Workpaper, Attachment DD 9-4.
CPAD Rate Base Workpaper RB-46-2.00.
CPAD Workpaper, Attachment DD 9-6. H/

<sup>1/</sup> 

CPAD Workpaper, Attachment DD 9-7.

M/

CPAD Workpaper, Attachment DD 9-8.
CPAD Workpaper, Attachment DD 9-8.
CPAD Workpaper, Attachment DD 9-9.
CPAD Workpaper, Attachment DD 9-10.
CPAD Workpaper, Attachment DD 9-11.

Taxes Other than Income Income Taxes For the 12 Months Ending December 31, 2019

Line No.		CGC Initial Filing	CGC Revised A/ Filing	B/ <b>CPAD</b>	C/ Difference
1	Property Taxes	\$ 1,980,447		\$ 2,039,886	\$ 64,368
2	TPUC Inspection Fee	315,074	315,074	391,525	76,451
3	Payroll Taxes	367,292	2 214,815	355,971	141,156
4	Franchise Tax	409,292	2 409,287	141,050	-268,237
5	Gross Receipts Tax	451,847	451,841	904,986	453,145
6	Allocated & Other Taxes		157,412	0	-157,412
7	Total	\$ 3,523,946	<u>3,523,947</u>	\$ 3,833,418	\$ 309,471

A/ CGC MFG Items 25-1, 25-2.
B/ CGC MFG Upated; "Other Taxes" tab.
C/ CPAD Workpaper, Attachment DD 10-1.

Excise and Income Taxes For the 12 Months Ending December 31, 2019

Line			0040
<u>No.</u>	Operating Revenues	<u>s</u> —	CPAD 75,755,428 A/
•	oporating Novolidos	Ψ=	7.0,1.00,1.20
	Operating Expenses:		
2	Purchased Gas Expense	\$	42,765,421 A/
3	O&M Expenses		10,964,177 A/
4	Depreciation Expense		7,848,702 A/
5	Interest on Customer Deposits		114,315 A/
6	General Taxes		3,833,418 A/
7	Total Operating Expenses	\$	65,526,033
8	NOI Before Excise and Income Taxes	\$	10,229,395
9	AFUDC		-340,214 A/
10	Interest Expense		-3,814,095 B/
11	Net Income Before Income Taxes	\$	6,075,086
	Tennessee Excise Tax Calculation:		
12	Net Income Before Income Taxes	\$	6,075,086
13	Excise Tax Rate	•	6.50%
14	Excise Tax Expense	\$	394,881
15	Less After-Tax Excess Deferred Tax Liability Amortization	•	18,081 C/
16	Net Excise Tax Expense	\$	376,800
		_	
17	Excise Tax - Current	\$	<b>0</b> D/
18	Excise Tax - Deferred	\$	<b>376,800</b> D/
	Federal Income Tax Calculation:		
19	Net Income Before Income Taxes	\$	6,075,086
20	Net Excise Tax Expense	•	376,800
21	Net Income Before Federal Income Tax	\$	5,698,287
22	FIT Rate		21.00%
23	Federal Income Tax Expense	\$	1,196,640
24	Less After-Tax Excess Deferred Tax Liability Amortization - Protected		-21,351 C/
25	Less After-Tax Excess Deferred Tax Liability Amortization - Tax Cut & Jobs Act		-1,230,266 C/
26	Less 2018 Tax Savings Amortization		-253,143 C/
27	Net Federal Income Tax Expense	\$	-308,120
28	Federal Income Tax - Current	\$	<b>0</b> D/
29	Federal Income Tax - Deferred	<u>*</u> =	-308,120 D/
0	. casta mesma tak polanda	Ψ=	<b>500,120</b>

A/ CPAD Exhibit, Schedule 6.

B/ CPAD Exhibit, Schedule 13.
C/ CPAD Workpaper, Attachment DD 11.

D/ All Pre-tax book income assumed to be deferred.

Income Statement at Proposed Rates For the 12 Months Ending December 31, 2019

Line No.			Current Rates A/		Rate Increase B/		Proposed Rates
	Operating Revenues:	_		_		_	
1	Gas Sales & Transportation Revenues	\$	74,740,093	\$	-2,844,934	\$	71,895,159
2	Other Revenues		675,121		-24,939		650,182
3	AFUDC		340,214		. 0		340,214
4	Total Operating Revenue	\$_	75,755,428	\$	-2,869,873	\$	72,885,555
	Operating & Maintenance Expenses:						
5	Purchased Gas Expense	\$	42,765,421	\$	0	\$	42,765,421
6	Operations & Maintenance - Labor	·	2,983,448	·	0	·	2,983,448
7	Operations & Maintenance - NonLabor		7,980,729		-10,937		7,969,792
8	Total Operating & Maintenance Expenses	\$_	53,729,598	\$	-10,937	\$	53,718,661
	Other Expenses:						
9	Depreciation Expense	\$	7,848,702	\$	0	\$	7,848,702
10	Interest on Customer Deposits		114,315		0		114,315
11	General Taxes		3,833,418		0		3,833,418
12	State Excise Taxes		376,800		-185,831		190,969
13	Federal Income Taxes		-308,120		-561,351		-869,471
14	Total Other Expenses	\$_	11,865,115	\$	-747,182	\$	11,117,933
						_	
15	Total Operating Expenses	\$_	65,594,713	\$_	-758,119	\$_	64,836,594
16	Utility Operating Income	\$	10,160,715	\$	-2,111,754	\$	8,048,961

A/ CPAD Exhibit, Schedule 6.

B/ CPAD Exhibit, Schedule 1.

Rate of Return Summary For the 12 Months Ending December 31, 2019

			CPAD	A/
Line No.	Class of Capital	Percent of Total	Cost Rate	Weighted Cost Rate
1	CGC Short-Term Debt	6.30%	3.01%	0.19%
2	CGC Long-Term Debt	44.47%	4.73%	2.10%
3	Parent Short-Term Debt			0.08%
4	Parent Long-Term Debt			0.44%
5	Common Equity		9.00%	3.12%
6	Total	100.00%		5.93%
	Interest Expense Short-Term Debt:			
7	Rate Base			\$ 135,732,910 <b>B/</b>
8	Short-Term Weighted Debt Cost			0.27%
9	Short-Term Debt Interest Expense			\$ 366,479
	Interest Expense Long-Term Debt:			
10	Rate Base			\$ 135,732,910 <b>B/</b>
11	Long-Term Weighted Debt Cost			2.54%
12	Long-Term Debt Interest Expense			\$ 3,447,616
13	Total Interest Expense			\$3,814,095

A/ Klein Exhibit, Page 2 of 17. B/ CPAD Exhibit, Schedule 2.

Revenue Conversion Factor For the 12 Months Ending December 31, 2019

Line No.		Amount	Balance
1	Operating Revenues	Amount	1.000000
2	Add: Forfeited Discounts	0.008766 <b>A/</b>	0.008766
3	Balance		1.008766
4	Uncollectible Ratio	0.003811 <b>B/</b>	0.003844
5	Balance		1.004922
6	State Excise Tax	0.065000 <b>C/</b>	0.065320
7	Balance		0.939602
8	Federal Income Tax	0.210000 <b>C/</b>	0.197316
9	Balance		0.742285
10	Revenue Conversion Factor (Line 1 / Line 9)		1.347191

A/ CPAD Revenue Workpaper R-60-2.00. B/ CPAD Revenue Workpaper R-46-2.00. C/ Statutory Rates.

CPAD Proposed Margin Change For the 12 Months Ending December 31, 2019

Line No.	Customer Class	Current Rates A	Proposed Rates	Margin Change B/	Percent Change
1	Residential (R-1)	\$ 14,340,557	\$ 13,064,611	\$ -1,275,946	-8.90%
2	Multi-Family Housing (R-4)	28,029	25,535	-2,494	-8.90%
3	Commercial (C-1)	3,504,507	3,192,695	-311,812	-8.90%
4	Commercial (C-2)	8,270,624	7,534,748	-735,876	-8.90%
5	Industrial (F-1/T-2)	2,003,400	1,825,148	-178,252	-8.90%
6	Industrial (I-1)	36,274	33,047	-3,227	-8.90%
7	Industrial (T-1)	1,082,153	985,869	-96,284	-8.90%
8	Industrial (T-1/T-2)	1,290,946	1,176,085	-114,861	-8.90%
9	Industrial (T-3)	1,276,880	1,163,270	-113,610	-8.90%
10	Special Contract	141,302	128,730	-12,572	-8.90%
11	Total Sales & Transportation Margin	\$ 31,974,672	\$ 29,129,738	\$ -2,844,934	-8.90%
12	Other Revenues	675,121	650,182	-24,939	-3.69%
13	Total Margin	\$ 32,649,793	\$ 29,779,920	\$2,869,873_	-8.79%

A/ CPAD Exhibit, Schedule 8. B/ CPAD Exhibit, Schedule 12.