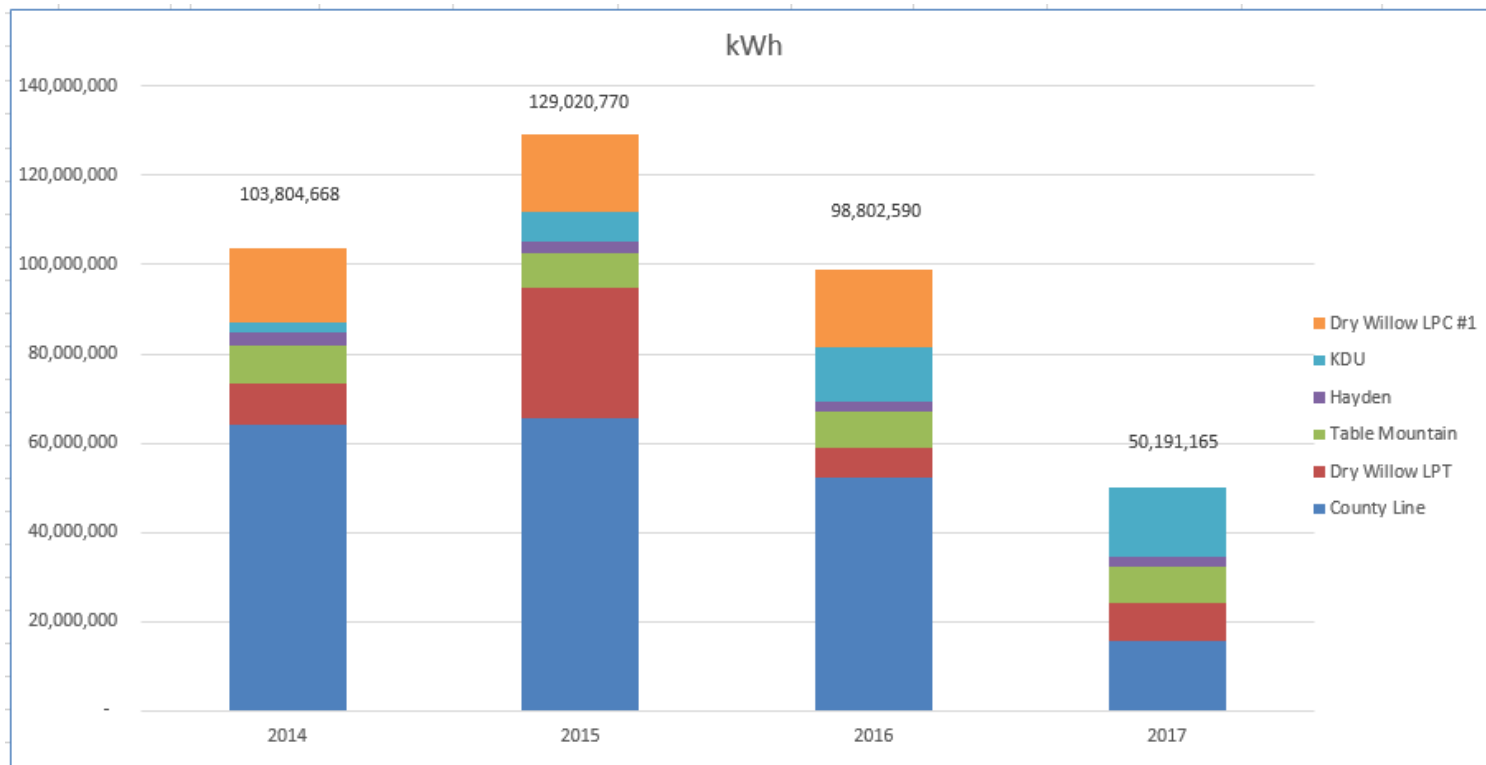




2017 Annual Budget
November 15, 2016

Sales & Revenue *2017 Budget Discussion*



Dry Willow LPC #1 Combined with Dry Willow LPT

kWh Sales Summary

| kWh Growth Rates | | | | | | | | | |
|------------------|---------------|---------------|--------|---------------|--------|----------------|---------|---------------|--------|
| 2017 Budget | | | | | | | | | |
| | 2013 | 2014 | | 2015 | | 2016 Projected | | 2017 Budget | |
| | kWh | kWh | Growth | kWh | Growth | kWh | Growth | kWh | Growth |
| Res | 216,318,337 | 222,399,706 | 2.8% | 209,409,648 | -5.8% | 205,005,281 | -2.1% | 213,928,378 | 4.4% |
| Seas | 8,789,214 | 8,658,354 | -1.5% | 9,020,835 | 4.2% | 9,095,900 | 0.8% | 8,991,487 | -1.1% |
| Irrig. | 3,804,906 | 3,234,036 | -15.0% | 4,181,032 | 29.3% | 5,616,533 | 34.3% | 4,753,986 | -15.4% |
| GS | 140,888,090 | 143,180,414 | 1.6% | 133,137,367 | -7.0% | 120,235,018 | -9.7% | 110,045,213 | -8.5% |
| GS-CBM | 67,339,501 | 57,649,459 | -14.4% | 45,451,471 | -21.2% | 28,769,123 | -36.7% | 24,010,500 | -16.5% |
| LP | 464,482,955 | 513,007,297 | 10.4% | 532,221,505 | 3.7% | 496,968,160 | -6.6% | 461,788,729 | -7.1% |
| LP-CBM | 496,126,652 | 442,524,976 | -10.8% | 378,165,374 | -14.5% | 278,956,979 | -26.2% | 250,775,000 | -10.1% |
| LPT-Coal | 1,221,275,224 | 1,244,870,031 | 1.9% | 1,192,107,472 | -4.2% | 957,152,270 | -19.7% | 950,611,713 | -0.7% |
| LPT-General | - | 35,000 | 0.0% | 6,538,000 | 18580% | 6,475,000 | -1% | 6,384,000 | -1% |
| LPT-CBM | 88,374,084 | 86,819,247 | -1.8% | 90,932,096 | 4.7% | 105,410,715 | 15.9% | 50,191,165 | -52.4% |
| LPC-CBM | 25,583,297 | 25,041,945 | -2.1% | 21,774,745 | -13.0% | - | -100.0% | - | 0.0% |
| Lights | 916,136 | 918,640 | 0.3% | 930,343 | 1.3% | 930,396 | 0.0% | 928,899 | -0.2% |
| Total | 2,733,898,396 | 2,748,339,105 | 0.5% | 2,623,869,888 | -4.5% | 2,214,615,374 | -15.6% | 2,082,409,070 | -6.0% |



Revenue From Sales of Electricity

| | 2017 Revenue | | | | | | | | |
|-----------------|------------------------|---------------|---------------|---------------------|-------------------|------------------|-----------------|------------|----------------|
| | Primary Delivery Disc. | kWh Charge | Fixed Charge | Transmission Charge | COPA P/C Recovery | COPA O/U True-up | Security Lights | CCR | Total |
| Residential | | \$ 17,145,089 | | | \$ 1,504,304 | \$ (69,700) | \$ 214,256 | | \$ 23,403,698 |
| Seasonal | | \$ 726,204 | | | \$ 63,226 | \$ (2,930) | \$ 1,346 | | \$ 1,799,872 |
| Irrigation | | \$ 368,434 | | | \$ 33,429 | \$ (1,549) | | | \$ 597,600 |
| General Service | | \$ 8,730,720 | | | \$ 773,817 | \$ (35,854) | \$ 24,916 | | \$ 11,964,459 |
| GS-CBM | | \$ 2,355,957 | | | \$ 168,837 | \$ (7,823) | \$ 218 | \$ 22,838 | \$ 2,841,836 |
| Large Power | \$ (292,651) | \$ 25,822,764 | \$ 9,711,004 | | \$ 3,247,211 | \$ (150,456) | \$ 1,396 | | \$ 40,785,768 |
| LP-CBM | \$ (174,054) | \$ 13,138,962 | \$ 7,177,542 | | \$ 1,763,402 | \$ (81,705) | | \$ 101,309 | \$ 24,191,337 |
| LPT Coal Mines | | \$ 28,517,401 | \$ 29,427,779 | \$ 1,765,667 | \$ 6,756,821 | \$ (427,648) | | | \$ 66,220,019 |
| LPT General | | \$ 179,358 | \$ 196,436 | \$ 18,169 | \$ 54,551 | \$ 3,512 | | | \$ 455,626 |
| LPT CBM | | \$ 1,460,563 | \$ 123,647 | \$ 1,270,590 | \$ 428,878 | \$ 27,610 | | | \$ 3,371,288 |
| LPC CBM | | | | | | | | | \$ - |
| Street Lights | | \$ 88,579 | | | \$ 6,532 | \$ (303) | | | \$ 94,808 |
| | \$ (466,705) | \$ 98,534,031 | \$ 46,636,407 | \$ 3,054,426 | \$ 14,801,008 | \$ (746,845) | \$ 242,132 | \$ 124,147 | \$ 175,726,311 |



Revenue Summary

| | |
|---|---------------------|
| Base Revenue – From Sales of Electricity: | \$ 161,672,147 |
| Cost of Power Adjustment: | \$ 14,054,164 |
| Other Revenue: | <u>\$ 3,272,668</u> |
| Total Form 7 Revenue: | \$ 178,998,979 |