

**METHODOLOGY FOR EVALUATING THE PROFITABILITY OF
SYSTEM EXTENSION PROJECTS**

ADDITIONAL EVIDENCE

FOLLOW-UP ON DECISION D - 2017 - 009

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INTRODUCTORY NOTE

This document is filed as a follow-up on decision D-2017-009. The contents of this document do not deal with the position adopted by Gaz Métro Limited Partnership (“Gaz Métro”) regarding the subjects contemplated in Gaz Métro’s request for a review of decision D-2016-191. This filing is therefore made without prejudice to the rights and representations of Gaz Métro made in the context of R-3998-2017.

INTRODUCTION

On January 20, 2017, Gaz Métro filed its evidence on the methodology for evaluating the profitability of system extension projects.¹ In decision D-2017-009, the Régie ordered that additional evidence be filed. The follow-ups requested by the Régie are dealt with in this document.

1. METHODOLOGY FOR EVALUATING PROFITABILITY

In paragraph 60 of decision D-2017-009, the Régie states:

[60] *This additional evidence must provide a detailed explanation of the methodology for evaluating the profitability of system extension projects currently in force, as well as the impact of the changes proposed by the Distributor for each of the parameters and hypotheses of the methodology. It must also include the Excel file containing the evaluation model, as well as the calculation formulas.*

1.1 WHAT METHODOLOGY FOR EVALUATING THE PROFITABILITY OF SYSTEM EXTENSION PROJECTS IS CURRENTLY IN FORCE?

The model for evaluating the profitability of system extension projects is not in an Excel file, but was generated by the software that calculates project profitability used by Gaz Métro to analyze all of its system extension projects. The software is an internal tool that was developed by the business. That is why, in order to respond to the Régie’s request, Gaz Métro refers to the Excel file that allowed it to evaluate the profitability of the system extension project in Drummondville, which was filed in the

¹ B-0178, Gaz Métro-1, document 1.

context of responses to the Régie's requests for information.² That file reproduces the calculations that are performed by the internal software, and presents the inputs that were used to calculate the profitability of all system extension projects.

To proceed with an evaluation of the extension projects' profitability, Gaz Métro must estimate a number of inputs, such as the number of customers, sales volumes, distribution revenues³ and capital costs (financial assistance as well as connection and service line expenses).

Essentially, the current methodology used to determine the inputs is similar to the one Gaz Métro presented in its evidence, with the exception of the estimated number of customers anticipated over the medium and long term. Based on the current and proposed methods, customers included in year 1 of the required revenues are those that have already signed a distribution contract. For these customers, volumes are estimated based on the required consumption needs determined jointly by the customer and Gaz Métro. When estimating the potential customers for subsequent years, the current method relies on the development advisor's knowledge of the project's potential for future development. Consequently, various actions are generally taken by the development advisor in order to gather information that is relevant to the evaluation of potential, notably:

- visits of the sites and meetings with potential customers to evaluate the possibility of conversions or future extensions;
- discussions with various players in regional development;
- consultation of the developer's location diagram and the land use and development plan for the territory.

Consequently, the customers that manifest an interest in connecting to the system, once the service line is built, are included in the second or third year of the required revenues. Moreover, based on other information gathered by the development advisor, notably as regards the availability and size of lots, customers may be added to subsequent years of required revenue.

² R-3991-2016, B-0019, Gaz Métro-02, Document 1, Schedule 1.

³ Distribution revenues are estimated based on volumes.

1.2 WHAT IMPACT DO THE PROPOSED CHANGES HAVE ON EACH OF THE METHODOLOGY'S PARAMETERS AND HYPOTHESES?

The methodology presented by Gaz Métro in its evidence,⁴ as well as in sections 2.2 to 2.5 of this document, is based on a far more systematic approach to assessing the potential for densification. Moreover, in order to maximize the positive impacts that potentially profitable extension projects can have on customers, Gaz Métro has implemented a governance process that frames each step leading to the completion of its extension projects, from the assessment of overall growth potential to the densification of extension projects.

In summary, instead of attributing medium- and long-term customers to a required revenue based on less defined and uniform criteria, Gaz Métro has implemented a systematic and rigorous process allowing it to qualitatively assess the potential for future densification. The objective is to be able to rationally determine if the extension project will more likely than not achieve and, in time, exceed the PCC.

Moreover, as for estimating capital costs, there is no difference between the current and projected methods. Connection and service line expenses are estimated based on determined technical solutions and the specificity of customers. There is also no methodological difference as regards evaluating the financial assistance granted under the Rebate Consumption Program (RCP).

Finally, in order to be able to complete the profitability analysis and evaluation of the rate impact over a period of 40 years, both for the current and proposed methodologies, the software that calculates profitability determines the amounts to be considered for amortization, general costs, utility taxes, royalties to the Régie, taxes and the financial expenses resulting from the authorized financial structure that results from the additions to the rate bases. Note that all financial parameters associated with the calculation of these costs is filed with and approved by the Régie annually. Consequently, the financial parameters used are compliant with decision D-2016-156. Gaz Métro uses the same required revenue methodology that was presented in R-3173-89 (see the document entitled *Témoignage en chef de Jean-Paul Beaulieu – Directeur, Finances et trésorier – Sujet No. 12* (testimony-in-chief of Jean-Paul Beaulieu – director, finances and treasurer – subject no. 12) filed in Schedule 2), and the same 40-year term for the evaluation of the rate impact approved by the Régie for natural gas in decision D-90-60 for projects over \$1.0 million.

⁴ B-0178, Gaz Métro-1, document 1, Section 7.

2. SYSTEM EXTENSION PROJECTION

In paragraph 61 of decision D-2017-009, the Régie writes:

*[61] Moreover, the Régie also considers section 8.1 of the Distributor's evidence regarding system extension projections over a five- and ten-year horizon, filed as a follow-up on decision D-2016-090, to be far too succinct. **It therefore orders the Distributor to complete that section by providing more detail on:***

- ***the nature of the contemplated projects, customers (categories, volumes and revenues) that they target, and the anticipated profitability rates;***
- ***the potential for future densification associated with the contemplated projects, with supporting hypotheses;***
- ***the methodology used to evaluate the potential for future densification of each contemplated project;***
- ***the risk assessments specific to each project regarding its potential for completion and densification;***
- ***the criteria for prioritizing projects and recommending their completion;***
- ***the impact of the changes proposed by the Distributor on the contribution of customers associated with the contemplated projects.***

2.1 WHAT IS THE NATURE OF THE CONTEMPLATED PROJECTS, CUSTOMERS AND PROFITABILITY RATES?

With all due respect, Gaz Métro doubts that the requested information will be useful in the assessment of the methodology for evaluating the profitability of system extension projects.⁵ Indeed, when it comes to such long periods of time, it is difficult to predict with any certainty the nature of the contemplated projects, and consequently the customer categories, volumes, revenues and anticipated profitability rates. Not only is it difficult to make predictions for such lengthy periods of time, Gaz Métro adds that it does not have a long history of extension projects which, *a priori*, have a profitability lower than the PCC combined with the potential for future densification described below (AMT extension projects).

Still, in order to respond to the Régie's request, Gaz Métro did determine a typical case that was applied to the various extension project categories.

⁵ B-0178, Gaz Métro-1, document 1.

Consequently, the following tables describe the nature of the contemplated projects, customer categories, volumes and revenues. The information presented must be interpreted with caution.

Table 1

System extension projections for the business market over a five- and ten-year horizon

	5-Year Horizon			10-Year Horizon		
	Number	Volume	Revenue	Number	Volume	Revenue
AMT Extension ⁶	116	6,017,915	1,032,042	222	11,517,044	1,975,114
Other Extensions ⁷	546	89,830,212	8,634,832	1041	171,269,690	16,463,114
TOTAL	662	95,848,127	9,666,874	1263	182,786,734	18,438,228

Table 2

System extension projections for the residential market⁸ over a five- and ten-year horizon

	5-Year Horizon			10-Year Horizon		
	Number	Volume	Revenue	Number	Volume	Revenue
AMT Extension ⁹	15	1,228,642	484,787	30	2,457,284	969,573
Other Extensions	160	14,125,473	3,520,815	294	25,956,410	6,469,710
TOTAL	175	15,354,114	4,005,601	324	28,413,694	7,439,283

2.2 WHAT IS THE POTENTIAL FOR FUTURE DENSIFICATION ASSOCIATED WITH THE CONTEMPLATED PROJECTS?

As presented in section 4 of the evidence bearing on the methodology for evaluating the profitability of system extension projects,¹¹ Gaz Métro has performed an *a posteriori* profitability analysis allowing it to quantify the densification of extension projects on the business market for fiscal years 2009, 2010 and 2011.

⁶ The profitability rate of a typical extension project is estimated at 2.87%. Densifying the extension project would result in the PCC being achieved or exceeded.

⁷ The profitability rate of the extension project is estimated at 9.86%.

⁸ Gaz Métro had not included extension projections for the residential market in Exhibit B-0178, Gaz Métro-1, document 1.

⁹ The typical extension project profitability rate is estimated at 3.14%. Densifying the extension project would result in the PCC being achieved or exceeded.

¹⁰ The typical extension project profitability rate is estimated at 8.40%.

¹¹ B-0178, Gaz Métro-1, document 1.

The *a posteriori* profitability analysis revealed that the profitability of the extension projects analyzed increased an average of 4.48%. The hypotheses used were moreover presented in section 4 of the evidence bearing on the methodology for evaluating the profitability of system extension projects.¹²

Gaz Métro believes that the 4.48% profitability increase is the best information available at this time to estimate the potential for future densification associated with the contemplated projects. Obviously, this 4.48% increase in profitability could rise in future.

What is more, as indicated in section 4 of the evidence,¹³ Gaz Métro has implemented a systematic densification approach for all extension projects. More specifically, once an extension project — including those with anticipated profitability — is authorized, the fifth phase begins (known as the operationalization of the densification phase). All information gathered in phase 1 of the governance process regarding the potential for future development is sent to the sales force responsible for the system's densification. Moreover, an action plan specific to extension projects with anticipated profitability has been developed jointly by the sales and marketing branches so as to favour a more efficient densification of extension projects. A follow-up is then carried out to measure the performance of the defined actions. Gaz Métro repeats that it believes the densification of extension projects to be a priority that allows for system optimization.

2.3 WHAT METHODOLOGY CAN BE USED TO EVALUATE THE POTENTIAL FOR THE FUTURE DENSIFICATION OF EACH CONTEMPLATED PROJECT?

As presented in section 7 entitled “Internal Governance Process” of the evidence bearing on the methodology for evaluating the profitability of system extension projects,¹⁴ the first phase of the internal governance process is to evaluate the extension project's potential for future densification. Gaz Métro has improved on the information presented in Exhibit B-0178.

Depending on the type of extension project (conversion, new development, industrial park, repaving), a number of actions are taken in order to gather information that will allow Gaz Métro to make an informed decision regarding the project's anticipated profitability and potential for future densification.

Site visits afford, among other things, the opportunity to meet with the main customers in order to evaluate the possibility of immediate conversion or future extensions. Consequently, during these

¹² B-0178, Gaz Métro-1, document 1.

¹³ B-0178, Gaz Métro-1, document 1.

¹⁴ B-0178, Gaz Métro-1, document 1.

meetings customers sometimes mention future extensions that might generate additional loads. These potential additional loads are therefore considered in the potential for future densification.

Site visit can also be used to take a census of other potential customers that use an alternative energy source. Gaz Métro assesses the conversion possibilities presented by these potential customers and estimates a consumption that is based on the consumption calculation rules. This potential for conversion is also taken into consideration in the potential for future densification.

The site visits, discussions with various players in regional development, the consultation of the developer's location diagram and the land use and development plan for the territory help identify the vacant lots where potential customers might set up. For these vacant lots, Gaz Métro estimates consumption based on the municipal requirements which, in turn, rely on the percentage of square feet that are to be built using the rules in force. To be conservative, Gaz Métro only takes heating of the air into consideration,¹⁵ presumes that the building will have only one floor and includes only a proportion¹⁶ of the vacant lots when determining the potential for consumption. The potential of vacant lots is also included in the potential for future densification.

2.4 WHAT IS THE RISK ASSESSMENT SPECIFIC TO EACH PROJECT AS REGARDS ITS POTENTIAL FOR COMPLETION AND DENSIFICATION?

The risk assessment of projects regarding their potential for completion and densification is part of the internal governance process.

Indeed, phase 2 of the process consists in conducting sensitivity analyses in order to evaluate how many customers in addition to those identified *a priori* will be needed to achieve a profitability rate equal to the PCC. More specifically, based on the potential for future densification, Gaz Métro will simulate a projection of customers, volumes, revenues and associated costs needed to achieve the minimum PCC.

Phase 3 of the process is to reconcile the evaluation of the potential for future densification and the sensitivity analyses conducted in the second phase. More specifically, Gaz Métro compares the potential for future densification identified in the first phase of the governance process and the number of customers in addition to those identified *a priori* that will be needed in order to achieve a profitability rate equal to the PCC.

¹⁵ Does not include the heating of water and procedures.

¹⁶ The proportion varies based on the competitive position of the potential customers.

2.5 WHAT ARE THE CRITERIA FOR PRIORITIZING PROJECTS AND RECOMMENDING THEIR COMPLETION?

Recommending completion

As mentioned in the preceding section, the third phase of the governance process reconciles the evaluation of the potential for future densification and the sensitivity analyses conducted in the second phase. When an extension project is more likely than not to achieve the PCC over time, a formal investment request is filled out and sent by the development advisor to the senior development advisor. The file will include, more specifically, a summary of the analyses conducted, the revenue required for the project and the latter's profitability.

The fourth phase of the internal governance process relates to the projects' authorization process. Once the investment request file is received by the senior development advisor, he or she will review the file to make sure that the profitability has been rigorously estimated based on the technical solutions retained, and that the relevant information allowing to gauge future expectations is present. The file is then sent for authorization to the Senior Executive, Sales.

Prioritizing projects

Gaz Métro has indicated in section 9 of the evidence bearing on the methodology for evaluating the profitability of system extension projects¹⁷ that it sets itself a profitability objective for various residential and business markets. Consequently, the combination of densification sales and extension projects must achieve the profitability objective that was set. Obviously, extension projects include projects whose profitability exceeds the PCC, projects with a profitability somewhere between the acceptable minimum threshold and the PCC, as well as exceptional cases (industrial parks and road repaving activities). The projects are therefore prioritized based on the achievement of profitability objectives for various residential and business markets.

2.6 WHAT IMPACT DO THE CHANGES PROPOSED BY THE DISTRIBUTOR HAVE ON THE CONTRIBUTION OF CUSTOMERS ASSOCIATED WITH THE CONTEMPLATED PROJECTS?

The changes will generate a reduction in customer contributions. Gaz Métro does not require customers to make contributions for AMT extension projects, seeing as the potential for the future densification of authorized extension projects should allow the PCC to be achieved. However, Gaz Métro continues to require customer contributions for extension projects deemed to be unprofitable.

¹⁷ B-0178, Gaz Métro-1, document 1.

In tables 1 and 2, Gaz Métro presents its five- and ten-year projections for AMT extension projects. As mentioned earlier, Gaz Métro does not require a contribution from customers for these AMT extension projects. If Gaz Métro had required customer contributions in order to ensure that these AMT extension projects achieved the PCC, the number of anticipated extension projects would need to be revised significantly downward. Indeed, not all customers would have agreed to contribute financially to see an extension project completed. As a result, it is difficult to quantify the number of extension projects that would have been completed and, by the same token, the amount by which the customer contributions would have decreased.

3. ASSESSMENT OF DEVELOPMENT PLANS

In paragraph 62 of decision D-2017-009, the Régie asked Gaz Métro for an assessment of its annual plans from 2009 to 2016 regarding its projects valued at less than \$1.5 million, and this for the residential, business and industrial markets. Moreover, the Régie wants this to include the volumes and revenues that were initially anticipated, along with the additional densification volumes and revenues.

To respond to the requested follow-up, Gaz Métro used the development plans filed in the context of the annual report, taking care to break down the “New Customers” into three groups:

- New customers on the system;
- New customers – Extension projects;
- New customers – Projects > \$1.5 million.

The assessments of the annual plans for 2009 to 2016 are reproduced in Schedule 1.

CONCLUSION

Gaz Métro requests that the Régie take note of the follow-up required by decision D-2017-009

2008-2009 DEVELOPMENT PLAN

Line	Description	LOW AND MEDIUM OUTPUT (LMO)												LARGE CORPORATIONS				TOTAL			
		RESIDENTIAL New sales				BUSINESS New sales				TOTAL LMO New sales				New sales				New sales			
		On system	Extension projects	Projects >\$1.5 M	Total	On system	Extension projects	Projects >\$1.5 M	Total	On system	Extension projects	Projects >\$1.5 M	Total	On system	Extension projects	Projects >\$1.5 M	Total	On system	Extension projects	Projects >\$1.5 M	Total
1	Number of customers, year 1	1,119	935	-	2,054	1,945	116	-	2,061	3,064	1,051	-	4,115	-	13	-	13	3,064	1,064	-	4,128
2	Number of customers, year 2 (cumulative)	1,188	1,752	-	2,940	1,884	157	-	2,041	3,072	1,909	-	4,981	-	13	-	13	3,072	1,922	-	4,994
3	Number of customers, year 3 (cumulative)	1,269	2,231	-	3,500	1,884	177	-	2,061	3,153	2,408	-	5,561	-	13	-	13	3,153	2,421	-	5,574
4	Number of customers, year 4 (cumulative)	1,335	2,301	-	3,636	1,884	177	-	2,061	3,219	2,478	-	5,697	-	13	-	13	3,219	2,491	-	5,710
5	Number of customers, year 5 (cumulative)	1,335	2,301	-	3,636	1,884	177	-	2,061	3,219	2,478	-	5,697	-	13	-	13	3,219	2,491	-	5,710
6		4,469	877	-	5,345	35,992	5,078	-	41,070	40,461	5,954	-	46,415	-	61,307	-	61,307	40,461	67,261	-	107,722
	Volumes (10³m³), year 1																				
7	Volumes (10 ³ m ³), year 2 (cumulative)	3,139	2,172	-	5,311	33,598	6,263	-	39,861	36,737	8,435	-	45,172	-	60,152	-	60,152	36,737	68,587	-	105,324
8	Volumes (10 ³ m ³), year 3 (cumulative)	3,339	3,210	-	6,549	33,598	6,738	-	40,336	36,937	9,948	-	46,885	-	60,563	-	60,563	36,937	70,511	-	107,448
9	Volumes (10 ³ m ³), year 4 (cumulative)	3,510	3,576	-	7,086	33,598	6,738	-	40,336	37,108	10,314	-	47,422	-	60,563	-	60,563	37,108	70,877	-	107,985
10	Volumes (10 ³ m ³), year 5 (cumulative)	3,564	3,638	-	7,202	33,598	6,738	-	40,336	37,162	10,376	-	47,538	-	60,563	-	60,563	37,162	70,939	-	108,101
11	Total Revenue (thousands \$), year 1	1,004	259	-	1,264	5,741	611	-	6,353	6,746	870	-	7,616	-	1,516	-	1,516	6,746	2,386	-	9,132
12	Total Revenue (thousands \$), year 2	810	653	-	1,462	5,391	739	-	6,130	6,200	1,392	-	7,592	-	1,426	-	1,426	6,200	2,818	-	9,019
13	Total Revenue (thousands \$), year 3	854	998	-	1,852	5,391	786	-	6,177	6,245	1,784	-	8,029	-	1,422	-	1,422	6,245	3,206	-	9,451
14	Total Revenue (thousands \$), year 4	911	1,124	-	2,035	5,391	786	-	6,177	6,302	1,910	-	8,212	-	1,422	-	1,422	6,302	3,332	-	9,633
15	Total Revenue (thousands \$), year 5	927	1,144	-	2,071	5,391	786	-	6,177	6,318	1,930	-	8,248	-	1,422	-	1,422	6,318	3,352	-	9,670

2009-2010 DEVELOPMENT PLAN

Line	Description	LOW AND MEDIUM OUTPUT (LMO)															LARGE CORPORATIONS						TOTAL								
		RESIDENTIAL						BUSINESS						TOTAL LMO						New Sales											
		On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total						
1	Number of customers, year 1	1,208	1,621	-	2,829	-	2,829	1,557	170	-	1,727	763	2,490	2,765	1,791	-	4,556	763	5,319	-	7	-	7	7	14	2,765	1,798	-	4,563	770	5,333
2	Number of customers, year 2 (cumulative)	1,346	2,857	-	4,203	-	4,203	1,465	193	-	1,658	763	2,421	2,811	3,050	-	5,861	763	6,624	-	7	-	7	7	14	2,811	3,057	-	5,868	770	6,638
3	Number of customers, year 3 (cumulative)	1,409	3,349	-	4,758	-	4,758	1,465	199	-	1,664	763	2,427	2,874	3,548	-	6,422	763	7,185	-	7	-	7	7	14	2,874	3,555	-	6,429	770	7,199
4	Number of customers, year 4 (cumulative)	1,409	3,481	-	4,890	-	4,890	1,465	199	-	1,664	763	2,427	2,874	3,680	-	6,554	763	7,317	-	7	-	7	7	14	2,874	3,687	-	6,561	770	7,331
5	Number of customers, year 5 (cumulative)	1,442	3,483	-	4,925	-	4,925	1,465	199	-	1,664	763	2,427	2,907	3,682	-	6,589	763	7,352	-	7	-	7	7	14	2,907	3,689	-	6,596	770	7,366
6	Volumes (10 ³ m ³), year 1	5,018	1,453	-	6,471	-	6,471	30,352	4,273	-	34,626	18,845	53,471	35,370	5,726	-	41,096	18,845	59,941	-	1,378	-	1,378	32,153	33,531	35,370	7,104	-	42,474	50,998	93,472
7	Volumes (10 ³ m ³), year 2 (cumulative)	3,146	3,864	-	7,009	-	7,009	26,519	9,081	-	35,600	18,845	54,445	29,665	12,944	-	42,609	18,845	61,454	-	1,578	-	1,578	5,611	7,189	29,665	14,522	-	44,187	24,456	68,643
8	Volumes (10 ³ m ³), year 3 (cumulative)	3,281	5,217	-	8,498	-	8,498	26,519	9,426	-	35,944	18,845	54,790	29,800	14,642	-	44,442	18,845	63,288	-	1,578	-	1,578	5,611	7,189	29,800	16,220	-	46,020	24,456	70,477
9	Volumes (10 ³ m ³), year 4 (cumulative)	3,331	5,841	-	9,172	-	9,172	26,519	9,454	-	35,972	18,845	54,818	29,850	15,295	-	45,145	18,845	63,990	-	1,578	-	1,578	5,611	7,189	29,850	16,873	-	46,723	24,456	71,179
10	Volumes (10 ³ m ³), year 5 (cumulative)	3,372	6,005	-	9,377	-	9,377	26,519	9,454	-	35,972	18,845	54,818	29,891	15,458	-	45,349	18,845	64,195	-	1,578	-	1,578	5,611	7,189	29,891	17,036	-	46,927	24,456	71,384
11	Total Revenue (thousands \$), year 1	1,127	459	-	1,586	-	1,586	5,312	619	-	5,931	2,436	8,366	6,439	1,078	-	7,517	2,436	9,952	-	160	-	160	542	702	6,439	1,237	-	7,676	2,978	10,654
12	Total Revenue (thousands \$), year 2	878	1,226	-	2,104	-	2,104	4,735	908	-	5,643	2,436	8,079	5,614	2,133	-	7,747	2,436	10,183	-	177	-	177	198	375	5,614	2,310	-	7,924	2,633	10,557
13	Total Revenue (thousands \$), year 3	924	1,683	-	2,608	-	2,608	4,735	961	-	5,696	2,436	8,132	5,659	2,644	-	8,303	2,436	10,739	-	177	-	177	198	375	5,659	2,821	-	8,480	2,633	11,114
14	Total Revenue (thousands \$), year 4	937	1,862	-	2,800	-	2,800	4,735	966	-	5,701	2,436	8,137	5,673	2,829	-	8,501	2,436	10,937	-	177	-	177	198	375	5,673	3,005	-	8,678	2,633	11,311
15	Total Revenue (thousands \$), year 5	945	1,910	-	2,855	-	2,855	4,735	966	-	5,701	2,436	8,137	5,680	2,876	-	8,556	2,436	10,992	-	177	-	177	198	375	5,680	3,053	-	8,733	2,633	11,366

2010-2011 DEVELOPMENT PLAN

Line	Description	LOW AND MEDIUM OUTPUT (LMO)																		LARGE CORPORATIONS						TOTAL					
		RESIDENTIAL						BUSINESS						TOTAL LMO						New Sales						New Sales					
		New Sales						New Sales						New Sales						New Sales						New Sales					
		On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total
1	Number of customers, year 1	1,464	1,482	-	2,946	-	2,946	1,845	235	26	2,106	703	2,809	3,309	1,717	26	5,052	703	5,755	-	1	-	1	8	9	3,309	1,718	26	5,053	711	5,764
2	Number of customers, year 2 (cumulative)	1,502	2,617	-	4,119	-	4,119	1,733	277	50	2,060	703	2,763	3,235	2,894	50	6,179	703	6,882	-	1	-	1	5	6	3,235	2,895	50	6,180	708	6,888
3	Number of customers, year 3 (cumulative)	1,575	3,008	-	4,583	-	4,583	1,733	290	63	2,086	703	2,789	3,308	3,298	63	6,669	703	7,372	-	1	-	1	6	7	3,308	3,299	63	6,670	709	7,379
4	Number of customers, year 4 (cumulative)	1,575	3,090	-	4,665	-	4,665	1,733	290	66	2,089	703	2,792	3,308	3,380	66	6,754	703	7,457	-	1	-	1	6	7	3,308	3,381	66	6,755	709	7,464
5	Number of customers, year 5 (cumulative)	1,575	3,090	-	4,665	-	4,665	1,733	290	66	2,089	703	2,792	3,308	3,380	66	6,754	703	7,457	-	1	-	1	6	7	3,308	3,381	66	6,755	709	7,464
6	Volumes (10 ³ m ³), year 1	6,748	1,303	-	8,052	-	8,052	34,378	17,419	11,507	63,304	20,557	83,861	41,126	18,723	11,507	71,356	20,557	91,913	-	50	-	50	32,928	32,978	41,126	18,773	11,507	71,406	53,485	124,891
7	Volumes (10 ³ m ³), year 2 (cumulative)	3,625	3,864	-	7,488	-	7,488	29,259	17,651	12,062	58,973	20,557	79,530	32,884	21,515	12,062	66,461	20,557	87,018	-	75	-	75	13,025	13,100	32,884	21,590	12,062	66,536	33,582	100,118
8	Volumes (10 ³ m ³), year 3 (cumulative)	3,496	5,217	-	8,713	-	8,713	29,259	18,014	12,489	59,763	20,557	80,320	32,755	23,231	12,489	68,475	20,557	89,032	-	75	-	75	14,125	14,200	32,755	23,306	12,489	68,550	34,682	103,233
9	Volumes (10 ³ m ³), year 4 (cumulative)	3,199	5,841	-	9,040	-	9,040	29,259	18,014	12,626	59,900	20,557	80,457	32,458	23,856	12,626	68,940	20,557	89,497	-	75	-	75	15,875	15,950	32,458	23,931	12,626	69,015	36,432	105,447
10	Volumes (10 ³ m ³), year 5 (cumulative)	3,067	6,005	-	9,072	-	9,072	29,259	18,014	12,626	59,900	20,557	80,457	32,326	24,019	12,626	68,971	20,557	89,528	-	75	-	75	15,875	15,950	32,326	24,094	12,626	69,046	36,432	105,478
11	Total Revenue (thousands \$), year 1	2,028	391	-	2,419	-	1,905	6,422	1,606	800	8,828	2,419	11,247	8,450	1,997	800	11,247	2,419	13,153	-	10	-	10	828	838	8,450	2,007	800	11,257	3,248	13,990
12	Total Revenue (thousands \$), year 2	1,409	1,010	-	2,419	-	2,148	5,702	1,603	909	8,214	2,419	10,633	7,111	2,613	909	10,633	2,419	12,781	-	13	-	13	314	327	7,111	2,626	909	10,647	2,733	13,108
13	Total Revenue (thousands \$), year 3	1,193	1,366	-	2,559	-	2,559	5,714	1,648	989	8,351	2,419	10,770	6,906	3,014	989	10,910	2,419	13,329	-	13	-	13	345	358	6,906	3,028	989	10,923	2,764	13,687
14	Total Revenue (thousands \$), year 4	1,208	1,472	-	2,680	-	2,680	5,714	1,648	1,013	8,375	2,419	10,794	6,921	3,121	1,013	11,055	2,419	13,474	-	13	-	13	391	404	6,921	3,134	1,013	11,068	2,810	13,879
15	Total Revenue (thousands \$), year 5	1,208	1,492	-	2,699	-	2,699	5,714	1,648	1,013	8,375	2,419	10,794	6,921	3,140	1,013	11,074	2,419	13,494	-	13	-	13	391	404	6,921	3,153	1,013	11,088	2,810	13,898

2011-2012 DEVELOPMENT PLAN

Line	Description	LOW AND MEDIUM OUTPUT (LMO)																		LARGE CORPORATIONS						TOTAL					
		RESIDENTIAL						BUSINESS						TOTAL LMO																	
		New Sales			Total	Additional loads	Total	New Sales			Total	Additional loads	Total	New Sales			Total	Additional loads	Total	New Sales			Total	Additional loads	Total	New Sales			Total	Additional loads	Total
On system	Extension projects	Projects >\$1.5 M	On system	Extension projects				Projects >\$1.5 M	On system	Extension projects				Projects >\$1.5 M	On system	Extension projects				Projects >\$1.5 M	On system	Extension projects				Projects >\$1.5 M	On system	Extension projects			
1	Number of customers, year 1	1,897	1,411	-	3,308	233	3,541	1,976	305	-	2,281	627	2,908	3,873	1,716	-	5,589	860	6,449	-	4	-	4	12	16	3,873	1,720	-	5,593	872	6,465
2	Number of customers, year 2 (cumulative)	2,072	2,733	-	4,805	233	5,038	1,849	350	-	2,199	627	2,826	3,921	3,083	-	7,004	860	7,864	-	3	-	3	9	12	3,921	3,086	-	7,007	869	7,876
3	Number of customers, year 3 (cumulative)	2,166	3,677	-	5,843	233	6,076	1,849	363	-	2,212	627	2,839	4,015	4,040	-	8,055	860	8,915	-	2	-	2	9	11	4,015	4,042	-	8,057	869	8,926
4	Number of customers, year 4 (cumulative)	2,166	3,812	-	5,978	233	6,211	1,849	372	-	2,221	627	2,848	4,015	4,184	-	8,199	860	9,059	-	2	-	2	9	11	4,015	4,186	-	8,201	869	9,070
5	Number of customers, year 5 (cumulative)	2,166	3,812	-	5,978	232	6,211	1,849	373	-	2,222	627	2,849	4,015	4,185	-	8,200	860	9,060	-	2	-	2	9	11	4,015	4,187	-	8,202	869	9,071
6	Volumes (10 ³ m ³), year 1	9,424	1,574	-	10,999	202	11,200	42,655	14,885	-	57,540	20,149	77,689	52,079	16,459	-	68,538	20,351	88,889	-	49,424	-	49,424	61,514	110,938	52,079	65,883	-	117,962	81,864	199,827
7	Volumes (10 ³ m ³), year 2 (cumulative)	7,414	3,466	-	10,880	202	11,082	35,205	16,443	-	51,648	20,149	71,797	42,619	19,910	-	62,529	20,351	82,879	-	23,500	-	23,500	20,602	44,102	42,619	43,410	-	86,029	40,952	126,981
8	Volumes (10 ³ m ³), year 3 (cumulative)	7,817	4,961	-	12,778	202	12,980	35,205	16,995	-	52,200	20,149	72,349	43,023	21,955	-	64,978	20,351	85,329	-	15,000	-	15,000	20,602	35,602	43,023	36,955	-	79,978	40,952	120,931
9	Volumes (10 ³ m ³), year 4 (cumulative)	7,903	5,766	-	13,669	202	13,871	35,205	17,235	-	52,440	20,149	72,589	43,108	23,001	-	66,110	20,351	86,460	-	15,000	-	15,000	20,602	35,602	43,108	38,001	-	81,110	40,952	122,062
10	Volumes (10 ³ m ³), year 5 (cumulative)	7,903	5,955	-	13,858	202	14,060	35,205	17,283	-	52,489	20,149	72,637	43,108	23,238	-	66,347	20,351	86,697	-	15,000	-	15,000	20,602	35,602	43,108	38,238	-	81,347	40,952	122,299
11	Total Revenue (thousands \$), year 1	1,933	426	-	2,359	59	2,418	6,715	1,811	-	8,526	2,373	10,899	8,648	2,237	-	10,885	2,432	13,317	-	1,168	-	1,168	1,533	2,702	8,648	3,405	-	12,053	3,965	16,018
12	Total Revenue (thousands \$), year 2	1,685	1,062	-	2,748	59	2,807	5,905	1,880	-	7,785	2,373	10,158	7,591	2,942	-	10,533	2,432	12,965	-	612	-	612	445	1,058	7,591	3,555	-	11,145	2,877	14,023
13	Total Revenue (thousands \$), year 3	1,788	1,576	-	3,364	59	3,423	5,905	1,942	-	7,847	2,373	10,220	7,693	3,518	-	11,211	2,432	13,643	-	255	-	255	445	700	7,693	3,773	-	11,466	2,877	14,343
14	Total Revenue (thousands \$), year 4	1,811	1,834	-	3,645	59	3,704	5,905	1,987	-	7,893	2,373	10,266	7,717	3,821	-	11,538	2,432	13,970	-	255	-	255	445	700	7,717	4,076	-	11,793	2,877	14,670
15	Total Revenue (thousands \$), year 5	1,811	1,879	-	3,691	59	3,750	5,905	1,993	-	7,899	2,373	10,272	7,717	3,873	-	11,590	2,432	14,022	-	255	-	255	445	700	7,717	4,128	-	11,845	2,877	14,722

2012-2013 DEVELOPMENT PLAN

Line	Description	LOW AND MEDIUM OUTPUT (LMO)																		LARGE CORPORATIONS						TOTAL					
		RESIDENTIAL						BUSINESS						TOTAL LMO						New Sales						New Sales					
		New Sales						New Sales						New Sales						New Sales						New Sales					
		On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total
1	Number of customers, year 1	1,670	801	129	2,600	360	2,960	2025	231	-	2,256	708	2,964	3,695	1,032	129	4,856	1,068	5,924	2	-	1	3	3	6	3,697	1,032	130	4,859	1,071	5,930
2	Number of customers, year 2 (cumulative)	1,892	1,601	257	3,750	360	4,110	1,899	266	-	2,165	708	2,873	3,791	1,867	257	5,915	1,068	6,983	2	-	1	3	3	6	3,793	1,867	258	5,918	1,071	6,989
3	Number of customers, year 3 (cumulative)	2,015	2,145	372	4,532	360	4,892	1,899	296	-	2,195	708	2,903	3,914	2,441	372	6,727	1,068	7,795	2	-	1	3	3	6	3,916	2,441	373	6,730	1,071	7,801
4	Number of customers, year 4 (cumulative)	2,018	2,432	489	4,939	360	5,299	1,899	299	-	2,198	708	2,906	3,917	2,731	489	7,137	1,068	8,205	2	-	1	3	3	6	3,919	2,731	490	7,140	1,071	8,211
5	Number of customers, year 5 (cumulative)	2,018	2,513	489	5,020	360	5,380	1,899	299	-	2,198	708	2,906	3,917	2,812	489	7,218	1,068	8,286	2	-	1	3	3	6	3,919	2,812	490	7,221	1,071	8,292
6	Volumes (10 ³ m ³), year 1	8,260	692	115	9,068	287	9,354	41,590	10,525	-	52,115	21,620	73,735	49,850	11,217	115	61,183	21,907	83,089	2,969	-	27,115	30,084	3,408	33,491	52,819	11,217	27,230	91,266	25,314	116,589
7	Volumes (10 ³ m ³), year 2 (cumulative)	6,469	1,777	313	8,558	287	8,845	33,165	13,003	-	46,167	21,620	67,787	39,634	14,780	313	54,726	21,907	76,632	3,470	-	27,115	30,585	5,013	35,597	43,103	14,780	27,428	85,310	26,919	112,230
8	Volumes (10 ³ m ³), year 3 (cumulative)	6,847	2,551	467	9,864	287	10,151	33,165	13,284	-	46,449	21,620	68,069	40,012	15,835	467	56,313	21,907	78,220	3,470	-	27,115	30,585	5,013	35,597	43,481	15,835	27,582	86,898	26,919	113,817
9	Volumes (10 ³ m ³), year 4 (cumulative)	7,147	3,112	613	10,873	287	11,159	33,165	13,893	-	47,057	21,620	68,677	40,312	17,005	613	57,930	21,907	79,837	3,470	-	27,115	30,585	6,711	37,296	43,782	17,005	27,728	88,515	28,618	117,133
10	Volumes (10 ³ m ³), year 5 (cumulative)	7,266	3,385	688	11,339	287	11,625	33,165	13,893	-	47,057	21,620	68,677	40,431	17,277	688	58,396	21,907	80,302	3,470	-	27,115	30,585	6,711	37,296	43,901	17,277	27,803	88,981	28,618	117,598
11	Total Revenue (thousands \$), year 1	1,744	208	36	1,988	68	2,057	6,721	1,429	-	8,150	2,237	10,387	8,465	1,637	36	10,138	2,305	12,444	89	-	575	665	97	762	8,555	1,637	611	10,803	2,403	13,205
12	Total Revenue (thousands \$), year 2	1,524	577	101	2,203	68	2,271	5,737	1,598	-	7,335	2,237	9,572	7,262	2,175	101	9,537	2,305	11,843	101	-	575	676	178	855	7,363	2,175	676	10,214	2,484	12,698
13	Total Revenue (thousands \$), year 3	1,635	866	158	2,659	68	2,727	5,737	1,645	-	7,382	2,237	9,619	7,372	2,511	158	10,040	2,305	12,346	101	-	575	676	178	855	7,473	2,511	733	10,717	2,484	13,200
14	Total Revenue (thousands \$), year 4	1,697	1,057	211	2,966	68	3,034	5,737	1,692	-	7,429	2,237	9,666	7,434	2,749	211	10,395	2,305	12,700	101	-	575	676	210	887	7,536	2,749	787	11,071	2,516	13,587
15	Total Revenue (thousands \$), year 5	1,716	1,137	239	3,092	68	3,161	5,737	1,692	-	7,429	2,237	9,666	7,453	2,829	239	10,521	2,305	12,826	101	-	575	676	210	887	7,554	2,829	814	11,197	2,516	13,713

2013-2014 DEVELOPMENT PLAN

Line	Description	LOW AND MEDIUM OUTPUT (LMO)															LARGE CORPORATIONS						TOTAL								
		RESIDENTIAL						BUSINESS						TOTAL LMO									New Sales								
		New Sales			Additional loads			New Sales			Additional loads			New Sales			Additional loads			New Sales			Additional loads			New Sales			Additional loads		
	On system	Extension projects	Projects >\$1.5M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5M	Total	Additional loads	Total	
1	Number of customers, year 1	1,425	666	-	2,091	294	2,385	2,013	248	-	2,261	795	3,056	3,428	914	-	4,352	1,089	5,441	3	-	1	4	-	4	3,441	914	1	4,356	1,089	5,445
2	Number of customers, year 2 (cumulative)	1,476	1,276	-	2,752	294	3,046	1,849	287	-	2,136	795	2,931	3,325	1,563	-	4,888	1,089	5,977	3	-	1	4	-	4	3,328	1,563	1	4,892	1,089	5,981
3	Number of customers, year 3 (cumulative)	1,496	1,745	-	3,241	294	3,535	1,849	300	-	2,149	795	2,944	3,345	2,045	-	5,390	1,089	6,479	3	-	1	4	-	4	3,348	2,045	1	5,394	1,089	6,483
4	Number of customers, year 4 (cumulative)	1,496	1,997	-	3,493	294	3,787	1,849	301	-	2,150	795	2,945	3,345	2,298	-	5,643	1,089	6,732	3	-	1	4	-	4	3,348	2,298	1	5,647	1,089	6,736
5	Number of customers, year 5 (cumulative)	1,496	1,997	-	3,493	294	3,787	1,849	301	-	2,150	795	2,945	3,345	2,298	-	5,643	1,089	6,732	3	-	1	4	-	4	3,348	2,298	1	5,647	1,089	6,736
6	Volumes (10 ³ m ³), year 1	5,896	1,153	-	7,049	239	7,288	43,084	11,450	-	54,534	21,189	75,724	48,980	12,603	-	61,583	21,428	83,011	1,975	-	28,430	30,405	-	30,405	50,955	12,603	28,430	91,988	21,428	113,416
7	Volumes (10 ³ m ³), year 2 (cumulative)	4,220	2,223	-	6,443	239	6,682	30,509	12,802	-	43,311	21,189	64,500	34,729	15,025	-	49,754	21,428	71,182	1,975	-	28,430	30,405	-	30,405	36,704	15,025	28,430	80,159	21,428	101,587
8	Volumes (10 ³ m ³), year 3 (cumulative)	4,307	3,114	-	7,421	239	7,660	30,509	12,961	-	43,470	21,189	64,659	34,815	16,076	-	50,891	21,428	72,319	1,975	-	28,430	30,405	-	30,405	36,790	16,076	28,430	81,296	21,428	102,724
9	Volumes (10 ³ m ³), year 4 (cumulative)	4,316	3,689	-	8,005	239	8,244	30,509	12,980	-	43,488	21,189	64,678	34,825	16,669	-	51,494	21,428	72,922	1,975	-	28,430	30,405	-	30,405	36,800	16,669	28,430	81,899	21,428	103,327
10	Volumes (10 ³ m ³), year 5 (cumulative)	4,316	3,854	-	8,170	239	8,408	30,509	12,980	-	43,488	21,189	64,678	34,825	16,833	-	51,658	21,428	73,086	1,975	-	28,430	30,405	-	30,405	36,800	16,833	28,430	82,063	21,428	103,491
11	Total Revenue (thousands \$), year 1	1,571	273	-	1,844	87	1,931	7,804	1,641	-	9,445	3,044	12,489	9,374	1,914	-	11,289	3,131	14,419	196	-	1,011	1,207	-	1,207	9,571	1,914	1,011	12,496	3,131	15,626
12	Total Revenue (thousands \$), year 2	1,304	640	-	1,944	87	2,031	6,347	1,693	-	8,040	3,044	11,084	7,651	2,333	-	9,984	3,131	13,115	180	-	1,011	1,191	-	1,191	7,831	2,333	1,011	11,176	3,131	14,306
13	Total Revenue (thousands \$), year 3	1,338	945	-	2,282	87	2,369	6,347	1,737	-	8,084	3,044	11,128	7,685	2,681	-	10,366	3,131	13,497	180	-	1,011	1,191	-	1,191	7,865	2,681	1,011	11,558	3,131	14,688
14	Total Revenue (thousands \$), year 4	1,342	1,140	-	2,483	87	2,570	6,347	1,741	-	8,089	3,044	11,133	7,690	2,882	-	10,571	3,131	13,702	180	-	1,011	1,191	-	1,191	7,870	2,882	1,011	11,763	3,131	14,893
15	Total Revenue (thousands \$), year 5	1,342	1,202	-	2,545	87	2,632	6,347	1,741	-	8,089	3,044	11,133	7,690	2,944	-	10,633	3,131	13,764	180	-	1,011	1,191	-	1,191	7,870	2,944	1,011	11,825	3,131	14,956

2014-2015 DEVELOPMENT PLAN

Line	Description	LOW AND MEDIUM OUTPUT (LMO)																		LARGE CORPORATIONS						TOTAL					
		RESIDENTIAL						BUSINESS						TOTAL LMO						New Sales						New Sales					
		New Sales			Total			New Sales			Total			New Sales			Total			New Sales			Total			New Sales			Total		
	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	
1	Number of customers, year 1	1,294	448	-	1,742	162	1,904	1,984	288	40	2,312	904	3,216	3,278	736	40	4,054	1,066	5,120	-	1	-	1	7	8	3,278	737	40	4,055	1,073	5,128
2	Number of customers, year 2 (cumulative)	1,267	766	-	2,033	162	2,195	1,823	341	72	2,236	904	3,140	3,090	1,107	72	4,269	1,066	5,335	-	1	-	1	6	7	3,090	1,108	72	4,270	1,072	5,342
3	Number of customers, year 3 (cumulative)	1,293	1,041	-	2,334	162	2,496	1,823	345	91	2,259	904	3,163	3,116	1,386	91	4,593	1,066	5,659	-	1	-	1	6	7	3,116	1,387	91	4,594	1,072	5,666
4	Number of customers, year 4 (cumulative)	1,293	1,189	-	2,482	162	2,644	1,823	347	95	2,265	904	3,169	3,116	1,536	95	4,747	1,066	5,813	-	1	-	1	6	7	3,116	1,537	95	4,748	1,072	5,820
5	Number of customers, year 5 (cumulative)	1,293	1,258	-	2,551	162	2,713	1,823	347	97	2,267	904	3,171	3,116	1,605	97	4,818	1,066	5,884	-	1	-	1	6	7	3,116	1,606	97	4,819	1,072	5,891
6	Volumes (10 ³ m ³), year 1	6,821	771	-	7,592	174	7,765	34,205	19,461	5,465	59,131	21,549	80,680	41,026	20,232	5,465	66,723	21,722	88,445	-	85	-	85	9,324	9,409	41,026	20,317	5,465	66,808	31,047	97,855
7	Volumes (10 ³ m ³), year 2 (cumulative)	4,675	1,740	-	6,415	174	6,589	25,070	21,526	6,865	53,462	21,549	75,010	29,745	23,266	6,865	59,877	21,722	81,599	-	2,640	-	2,640	9,324	8,964	29,745	25,906	6,865	62,517	28,047	90,563
8	Volumes (10 ³ m ³), year 3 (cumulative)	4,709	2,378	-	7,086	174	7,260	25,070	22,236	7,232	54,538	21,549	76,087	29,779	24,613	7,232	61,624	21,722	83,347	-	2,640	-	2,640	9,324	8,964	29,779	27,253	7,232	64,264	28,047	92,311
9	Volumes (10 ³ m ³), year 4 (cumulative)	4,791	3,012	-	7,803	174	7,977	25,070	23,338	7,317	55,725	21,549	77,274	29,861	26,350	7,317	63,528	21,722	85,251	-	2,640	-	2,640	9,324	8,964	29,861	28,990	7,317	66,168	28,047	94,215
10	Volumes (10 ³ m ³), year 5 (cumulative)	4,793	3,300	-	8,093	174	8,267	25,070	23,981	7,390	56,441	21,549	77,990	29,864	27,281	7,390	64,535	21,722	86,257	-	2,640	-	2,640	9,324	8,964	29,864	29,921	7,390	67,175	28,047	95,222
11	Total Revenue (thousands \$), year 1	1,621	205	-	1,826	58	1,884	6,434	2,284	670	9,387	2,938	12,326	8,055	2,488	670	11,213	2,996	14,209	(0)	14	-	14	487	501	8,055	2,503	670	11,227	3,483	14,710
12	Total Revenue (thousands \$), year 2	1,279	496	-	1,775	58	1,833	5,356	2,429	794	8,578	2,938	11,517	6,635	2,925	794	10,354	2,996	13,350	(0)	214	-	214	255	469	6,635	3,139	794	10,568	3,251	13,819
13	Total Revenue (thousands \$), year 3	1,294	709	-	2,003	58	2,061	5,356	2,373	845	8,574	2,938	11,512	6,649	3,082	845	10,576	2,996	13,572	(0)	214	-	214	255	469	6,649	3,296	845	10,790	3,251	14,042
14	Total Revenue (thousands \$), year 4	1,313	886	-	2,199	58	2,257	5,356	2,469	863	8,687	2,938	11,625	6,669	3,354	863	10,886	2,996	13,882	(0)	214	-	214	255	469	6,669	3,568	863	11,100	3,251	14,351
15	Total Revenue (thousands \$), year 5	1,310	978	-	2,288	58	2,345	5,356	2,426	876	8,658	2,938	11,596	6,665	3,404	876	10,945	2,996	13,941	(0)	214	-	214	255	469	6,665	3,618	876	11,159	3,251	14,410

2015-2016 DEVELOPMENT PLAN

Line	Description	LOW AND MEDIUM OUTPUT (LMO)																		LARGE CORPORATIONS						TOTAL					
		RESIDENTIAL						BUSINESS						TOTAL LMO						New Sales						New Sales					
		On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total	On system	Extension projects	Projects >\$1.5 M	Total	Additional loads	Total
1	Number of customers, year 1	1,098	349	-	1,447	164	1,611	1,921	184	12	2,117	971	3,088	3,019	533	12	3,564	1,135	4,699	-	-	-	-	2	2	3,019	533	12	3,564	1,137	4,701
2	Number of customers, year 2 (cumulative)	1,081	665	-	1,746	164	1,911	1,781	210	25	2,015	971	2,986	2,863	875	25	3,762	1,135	4,897	-	-	-	-	2	2	2,863	875	25	3,762	1,137	4,899
3	Number of customers, year 3 (cumulative)	1,108	916	-	2,024	164	2,188	1,783	212	28	2,022	971	2,993	2,891	1,127	28	4,046	1,135	5,181	-	-	-	-	2	2	2,891	1,127	28	4,046	1,137	5,183
4	Number of customers, year 4 (cumulative)	1,123	1,074	-	2,197	164	2,361	1,785	214	28	2,026	971	2,997	2,908	1,288	28	4,223	1,135	5,358	-	-	-	-	2	2	2,908	1,288	28	4,223	1,137	5,360
5	Number of customers, year 5 (cumulative)	1,123	1,195	-	2,318	164	2,482	1,787	217	28	2,031	971	3,002	2,910	1,411	28	4,349	1,135	5,484	-	-	-	-	2	2	2,910	1,411	28	4,349	1,137	5,486
6	Volumes (10 ³ m ³), year 1	5,419	589	-	6,007	147	6,154	33,306	11,354	147	44,807	24,357	69,164	38,725	11,943	147	50,814	24,504	75,318	-	-	-	-	220	220	38,725	11,943	147	50,814	24,723	75,538
7	Volumes (10 ³ m ³), year 2 (cumulative)	3,637	1,432	-	5,068	147	5,215	26,659	11,913	290	38,862	24,357	63,220	30,296	13,344	290	43,931	24,504	68,435	-	-	-	-	220	220	30,296	13,344	290	43,931	24,723	68,654
8	Volumes (10 ³ m ³), year 3 (cumulative)	3,912	2,101	-	6,013	147	6,160	26,998	12,832	315	40,145	24,357	64,503	30,910	14,933	315	46,159	24,504	70,662	-	-	-	-	220	220	30,910	14,933	315	46,159	24,723	70,882
9	Volumes (10 ³ m ³), year 4 (cumulative)	4,142	2,584	-	6,727	147	6,873	27,107	13,019	315	40,441	24,357	64,798	31,250	15,603	315	47,168	24,504	71,672	-	-	-	-	220	220	31,250	15,603	315	47,168	24,723	71,892
10	Volumes (10 ³ m ³), year 5 (cumulative)	4,151	2,584	-	7,005	147	7,152	27,218	13,121	315	40,654	24,357	65,011	31,369	15,975	315	47,659	24,504	72,163	-	-	-	-	220	220	31,369	15,975	315	47,659	24,723	72,383
11	Total Revenue (thousands \$), year 1	1,222	155	-	1,377	44	1,421	6,241	1,184	35	7,461	3,300	10,761	7,464	1,339	35	8,838	3,345	12,182	-	-	-	-	4	4	7,464	1,339	35	8,838	3,349	12,186
12	Total Revenue (thousands \$), year 2	972	399	-	1,372	44	1,416	5,336	1,275	70	6,681	3,300	9,981	6,309	1,674	70	8,053	3,345	11,397	-	-	-	-	24	24	6,309	1,674	70	8,053	3,368	11,421
13	Total Revenue (thousands \$), year 3	1,027	599	-	1,626	44	1,671	5,394	1,349	77	6,819	3,300	10,120	6,421	1,948	77	8,446	3,345	11,791	-	-	-	-	24	24	6,421	1,948	77	8,446	3,368	11,814
14	Total Revenue (thousands \$), year 4	1,061	746	-	1,807	44	1,851	5,415	1,368	77	6,859	3,300	10,159	6,476	2,114	77	8,666	3,345	12,011	-	-	-	-	24	24	6,476	2,114	77	8,666	3,368	12,034
15	Total Revenue (thousands \$), year 5	1,064	836	-	1,900	44	1,944	5,437	1,384	77	6,897	3,300	10,197	6,501	2,219	77	8,797	3,345	12,142	-	-	-	-	24	24	6,501	2,219	77	8,797	3,368	12,165

