

|                                          | Present        |                | Interim       |               | Proposed       |               |               |
|------------------------------------------|----------------|----------------|---------------|---------------|----------------|---------------|---------------|
|                                          | Revenue        | Revenue        | Increase      | Percent       | Revenue        | Increase      | Percent       |
| Base Rate Revenues                       | 213,811        | 213,811        |               |               | 277,773        | 63,962        | 29.92%        |
| Interim Incr. - Base Rates               |                | 62,415         |               |               |                |               |               |
| <b>Base + Interim</b>                    | <b>213,811</b> | <b>276,226</b> | <b>62,415</b> | <b>29.19%</b> | <b>277,773</b> | <b>63,962</b> | <b>29.92%</b> |
| Rider Revenue                            |                |                |               |               |                |               |               |
| Infrastructure Rider                     | 18,606         | 0              |               |               | 0              |               |               |
| TCR Rider                                | 1,223          | 0              |               |               | 0              |               |               |
| DSM Rider                                | 1,093          | 1,093          |               |               | 0              |               |               |
| Total Rider Revenue                      | 20,922         | 1,093          | (19,829)      | (94.78%)      | 0              | (20,922)      | (100.00%)     |
| Base and Rider Revenue                   | 234,733        | 277,318        | 42,586        | 18.14%        | 277,773        | 43,040        | 18.34%        |
| Fuel Revenue                             | 54,889         | 55,406         | 517           | 0.94%         | 55,406         | 517           | 0.94%         |
| <b>Total Revenue</b>                     | <b>289,622</b> | <b>332,725</b> | <b>43,103</b> | <b>14.88%</b> | <b>333,179</b> | <b>43,557</b> | <b>15.04%</b> |
| <b>Interim Incr. Net of Rider Change</b> |                |                |               |               |                |               |               |
| Percent of Base Revenue                  | 43,103         | /              | 213,811       | =             | 20.16%         |               |               |
| Percent of Total Revenue                 | 43,103         | /              | 289,622       | =             | 14.88%         |               |               |
| <b>Interim Increase</b>                  |                |                |               |               |                |               |               |
| Percent of Base Revenue                  | 62,415         | /              | 213,811       | =             | 29.19%         |               |               |
| Percent of Total Revenue                 | 62,415         | /              | 289,622       | =             | 21.55%         |               |               |

\*Totals may not sum due to rounding

SALES AND REVENUE BY RATE SCHEDULE

Interim Rate Adj. = 29.19%

| Service Schedule            | Revenues (\$1,000's) |                |                  |                  |               |                |                |                |                |                |               |               |  |               |               |
|-----------------------------|----------------------|----------------|------------------|------------------|---------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|--|---------------|---------------|
|                             | Average Customers    | MWH Sales      |                  |                  | Summer        |                | Winter         |                | Annual         |                | Increase      |               |  | Net Increase  |               |
|                             |                      | Summer         | Winter           | Annual           | Present       | Interim        | Present        | Interim        | Present        | Interim        | Amount        | Percent       |  | Amount        | Percent       |
| <b>Residential</b>          |                      |                |                  |                  |               |                |                |                |                |                |               |               |  |               |               |
| Residential                 | 92,379               | 317,617        | 519,043          | 836,659          | 37,995        | 49,086         | 55,850         | 72,153         | 93,846         | 121,239        | 27,394        | 29.19%        |  | 18,918        | 20.16%        |
| Resid Heat Pump             | 125                  | 566            | 1,382            | 1,948            | 55            | 71             | 101            | 131            | 156            | 201            | 45            | 29.19%        |  | 31            | 20.16%        |
| Load Management             | 103                  | 293            | 809              | 1,103            | 19            | 25             | 51             | 66             | 71             | 91             | 21            | 29.19%        |  | 14            | 20.16%        |
| <b>Res Total</b>            | <b>92,607</b>        | <b>318,477</b> | <b>521,234</b>   | <b>839,710</b>   | <b>38,070</b> | <b>49,182</b>  | <b>56,002</b>  | <b>72,349</b>  | <b>94,072</b>  | <b>121,532</b> | <b>27,460</b> | <b>29.19%</b> |  | <b>18,964</b> | <b>20.16%</b> |
| <b>C&amp;I - Non-Demand</b> |                      |                |                  |                  |               |                |                |                |                |                |               |               |  |               |               |
| Small General               | 8,063                | 30,073         | 56,139           | 86,212           | 3,497         | 4,518          | 5,686          | 7,346          | 9,183          | 11,863         | 2,681         | 29.19%        |  | 1,851         | 20.16%        |
| Small General TOD           | 384                  | 992            | 1,876            | 2,868            | 116           | 149            | 189            | 244            | 304            | 393            | 89            | 29.19%        |  | 61            | 20.16%        |
| Load Management             | 20                   | 48             | 336              | 384              | 4             | 5              | 20             | 26             | 25             | 32             | 7             | 29.19%        |  | 5             | 20.16%        |
| <b>C&amp;I N-D Total</b>    | <b>8,467</b>         | <b>31,113</b>  | <b>58,351</b>    | <b>89,464</b>    | <b>3,617</b>  | <b>4,672</b>   | <b>5,895</b>   | <b>7,616</b>   | <b>9,512</b>   | <b>12,288</b>  | <b>2,776</b>  | <b>29.19%</b> |  | <b>1,918</b>  | <b>20.16%</b> |
| <b>C&amp;I - Demand</b>     |                      |                |                  |                  |               |                |                |                |                |                |               |               |  |               |               |
| General                     | 4,342                | 270,478        | 461,442          | 731,920          | 26,571        | 34,327         | 39,441         | 50,954         | 66,012         | 85,281         | 19,269        | 29.19%        |  | 13,308        | 20.16%        |
| General TOD                 | 259                  | 169,603        | 296,077          | 465,681          | 12,635        | 16,323         | 19,910         | 25,722         | 32,545         | 42,045         | 9,500         | 29.19%        |  | 6,561         | 20.16%        |
| Peak-Controlled             | 77                   | 18,166         | 36,165           | 54,331           | 1,875         | 2,423          | 3,337          | 4,312          | 5,213          | 6,734          | 1,522         | 29.19%        |  | 1,051         | 20.16%        |
| Peak-Controlled TOD         | 13                   | 21,435         | 32,774           | 54,209           | 1,386         | 1,791          | 2,073          | 2,678          | 3,459          | 4,469          | 1,010         | 29.19%        |  | 697           | 20.16%        |
| Energy-Controlled           | 11                   | 6,455          | 10,244           | 16,699           | 429           | 554            | 652            | 843            | 1,081          | 1,397          | 316           | 29.19%        |  | 218           | 20.16%        |
| <b>C&amp;I Dmd Total</b>    | <b>4,702</b>         | <b>486,137</b> | <b>836,702</b>   | <b>1,322,839</b> | <b>42,896</b> | <b>55,418</b>  | <b>65,414</b>  | <b>84,508</b>  | <b>108,310</b> | <b>139,926</b> | <b>31,616</b> | <b>29.19%</b> |  | <b>21,834</b> | <b>20.16%</b> |
| <b>C&amp;I Total</b>        | <b>13,169</b>        | <b>517,250</b> | <b>895,053</b>   | <b>1,412,303</b> | <b>46,513</b> | <b>60,090</b>  | <b>71,309</b>  | <b>92,124</b>  | <b>117,822</b> | <b>152,214</b> | <b>34,392</b> | <b>29.19%</b> |  | <b>23,752</b> | <b>20.16%</b> |
| <b>Public Authorities</b>   |                      |                |                  |                  |               |                |                |                |                |                |               |               |  |               |               |
| Siren Service               | 0                    | 0              | 0                | 0                | 1             | 1              | 2              | 3              | 3              | 4              | 1             | 29.19%        |  | 1             | 20.16%        |
| <b>PA Total</b>             | <b>0</b>             | <b>0</b>       | <b>0</b>         | <b>0</b>         | <b>1</b>      | <b>1</b>       | <b>2</b>       | <b>3</b>       | <b>3</b>       | <b>4</b>       | <b>1</b>      | <b>29.19%</b> |  | <b>1</b>      | <b>20.16%</b> |
| <b>Lighting</b>             |                      |                |                  |                  |               |                |                |                |                |                |               |               |  |               |               |
| System Service              | 0                    | 187            | 585              | 772              | 300           | 387            | 585            | 756            | 885            | 1,144          | 258           | 29.19%        |  | 178           | 20.16%        |
| Energy                      | 0                    | 543            | 1,765            | 2,308            | 69            | 89             | 148            | 192            | 217            | 281            | 63            | 29.19%        |  | 44            | 20.16%        |
| Metered Energy              | 355                  | 1,211          | 4,042            | 5,253            | 102           | 131            | 329            | 425            | 431            | 557            | 126           | 29.19%        |  | 87            | 20.16%        |
| Protective Lighting         | 0                    | 625            | 1,856            | 2,480            | 124           | 160            | 257            | 332            | 380            | 491            | 111           | 29.19%        |  | 77            | 20.16%        |
| <b>Lighting Total</b>       | <b>355</b>           | <b>2,566</b>   | <b>8,248</b>     | <b>10,813</b>    | <b>594</b>    | <b>768</b>     | <b>1,320</b>   | <b>1,705</b>   | <b>1,914</b>   | <b>2,472</b>   | <b>559</b>    | <b>29.19%</b> |  | <b>386</b>    | <b>20.16%</b> |
| <b>Total Retail</b>         | <b>106,130</b>       | <b>838,293</b> | <b>1,424,534</b> | <b>2,262,827</b> | <b>85,178</b> | <b>110,041</b> | <b>128,633</b> | <b>166,181</b> | <b>213,811</b> | <b>276,222</b> | <b>62,411</b> | <b>29.19%</b> |  | <b>43,103</b> | <b>20.16%</b> |
| Other Rev Increase          |                      |                |                  |                  |               |                |                |                |                |                |               |               |  |               |               |
| <b>Total Revenue</b>        | <b>106,130</b>       | <b>838,293</b> | <b>1,424,534</b> | <b>2,262,827</b> | <b>85,178</b> | <b>110,041</b> | <b>128,633</b> | <b>166,181</b> | <b>213,811</b> | <b>276,222</b> | <b>62,411</b> | <b>29.19%</b> |  | <b>43,103</b> | <b>20.16%</b> |
| Total Revenue Target        |                      |                |                  |                  |               |                |                |                |                |                | 62,415        |               |  | 43,103        |               |
| Rounding Difference         |                      |                |                  |                  |               |                |                |                |                |                | -3            |               |  | 0             |               |

\*Totals may not sum due to rounding