

Fiscal Year 2018 Budget Highlights
Ipswich Electric Light Department

13 June 2017

▪ **Relevant statistics**

- Projected sales: 117,000 MWh
- Projected revenue from sales: \$17.29M
- Projected PILOT: \$345,000
- Projected reserves: \$413,000
- Depreciation rate: 3%

▪ **Significant projects & expenses**

- LED streetlight conversion
 - \$175,000 in grant funding from MA DOER; 50% cost of materials
 - \$429,000 of remaining costs will be used from Conservation Fund
 - Reduce energy consumption by approximately 40% for each replacement
 - Approximately 1200 conventional streetlights will be replaced in FY18
- Power plant maintenance
 - Refurbish one prime mover annually to maintain capable operability; \$100,000 annually
 - Make structural upgrades to maintain integrity of the building; \$30,000
- Advanced metering infrastructure (Mueller Meter System)
 - Currently 85% deployed
 - Anticipate full conversion by FY20; \$100,000 annually
- Substation maintenance
 - Update aging infrastructure (breakers, transformers, relays, etc.); \$50,000 annually
 - Important for safety, reliability and capability
- Two new vehicle purchases
 - Power plant pick-up truck; \$40,000 deferred from FY17
 - Meter van; \$40,000 deferred from FY17

▪ **Major departures from FY17 budget**

- There is a proposed rate increase of \$0.004/kWh to the base rate for all customers, which is equivalent to an increase of \$3/month for the average residential customer consuming 750 kWh/month. This rate increase is designed to begin building financial reserves and improve the Department's liquidity.
- In FY18, energy and transmission costs are projected to remain relatively constant; however, capacity costs will increase significantly. Therefore, it is predicted that customers will experience an additional increase of \$0.004/kWh in PPFA (\$3/month for the average 750kWh/month residential customer).
- Overhead rates associated with labor have been updated to reflect current costs of pensions and benefits. The previous overhead rate was approximately 30%; this was increased to approximately 40% for FY18.
- Conservation Fund spending was low in FY17. This lack of activity was partially due to the development and subsequent collapse of several large scale projects for which funds were earmarked. Additionally, the Electric Light Department lacked a position dedicated to developing conservation opportunities. These issues have been addressed and Conservation Funds will be actively used to fuel more progress next year.
- An increased allocation has been made to employee training. Supporting the professional development of our team members is critical to the success of our organization. This extends our capability and reinforces a commitment to the belief that people are the Electric Light Department's most valued asset.

Town of Ipswich Electric Light Department



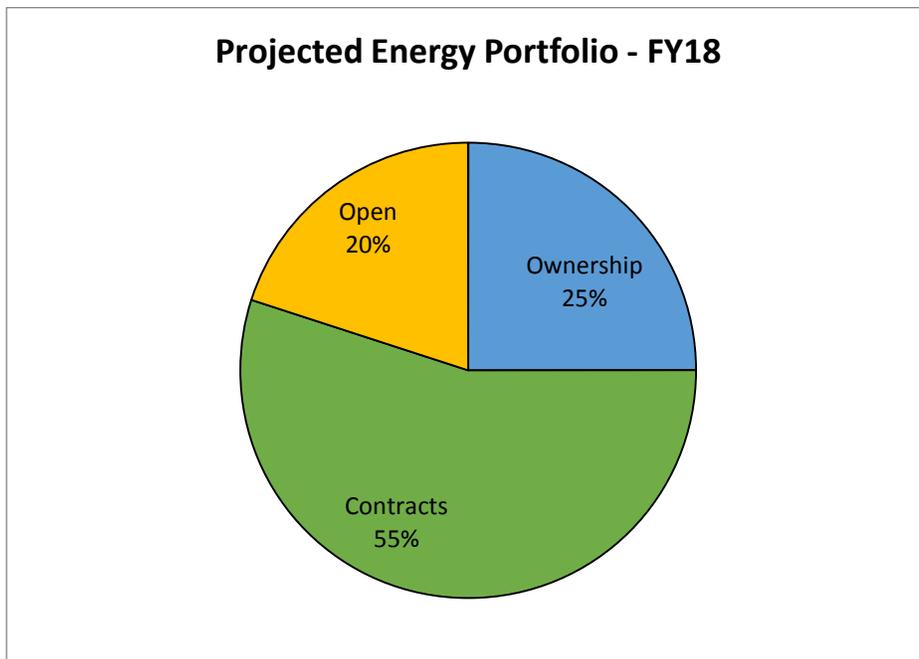
FY2018 Budget

As Presented to the Ipswich Finance Committee
Tuesday, June 13, 2017

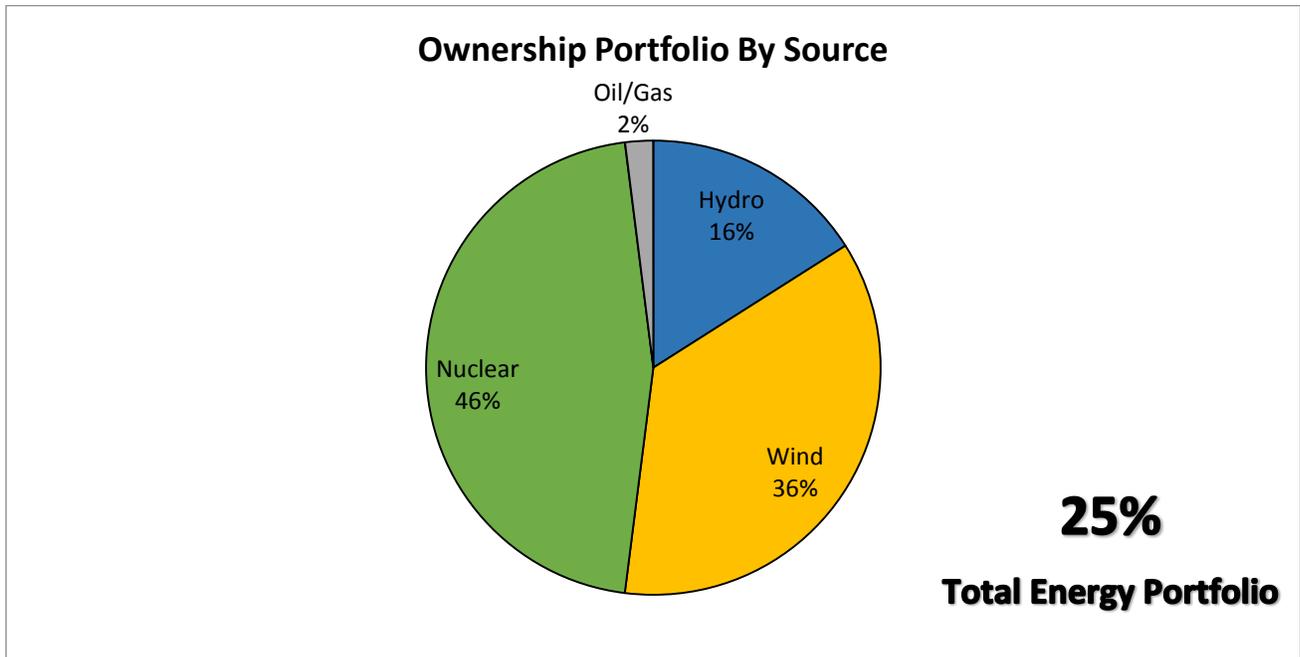
The FY2018 Ipswich Electric Light Department budget, as presented, continues to fund system improvements while maintaining competitive rates to customers. Much of the budget accounts for the production, capacity and transmission of electricity. Additionally, the budget funds necessary purchases for system maintenance and improvements. Our system's infrastructure includes 7000 meters, 3000 utility poles, 1000 transformers, over 100 miles of wire and 3 distribution substations. The Electric Light Department has 15 employees and a fleet of 10 vehicles to support the needs of its customers. The budget is lean, yielding a modest 3.5% income on the \$14 million of annual revenue, most of which is returned to the Town of Ipswich. Revenues continue to be invested back into the Department to facilitate improvements in system reliability, sustainability and customer service.

Energy Portfolio

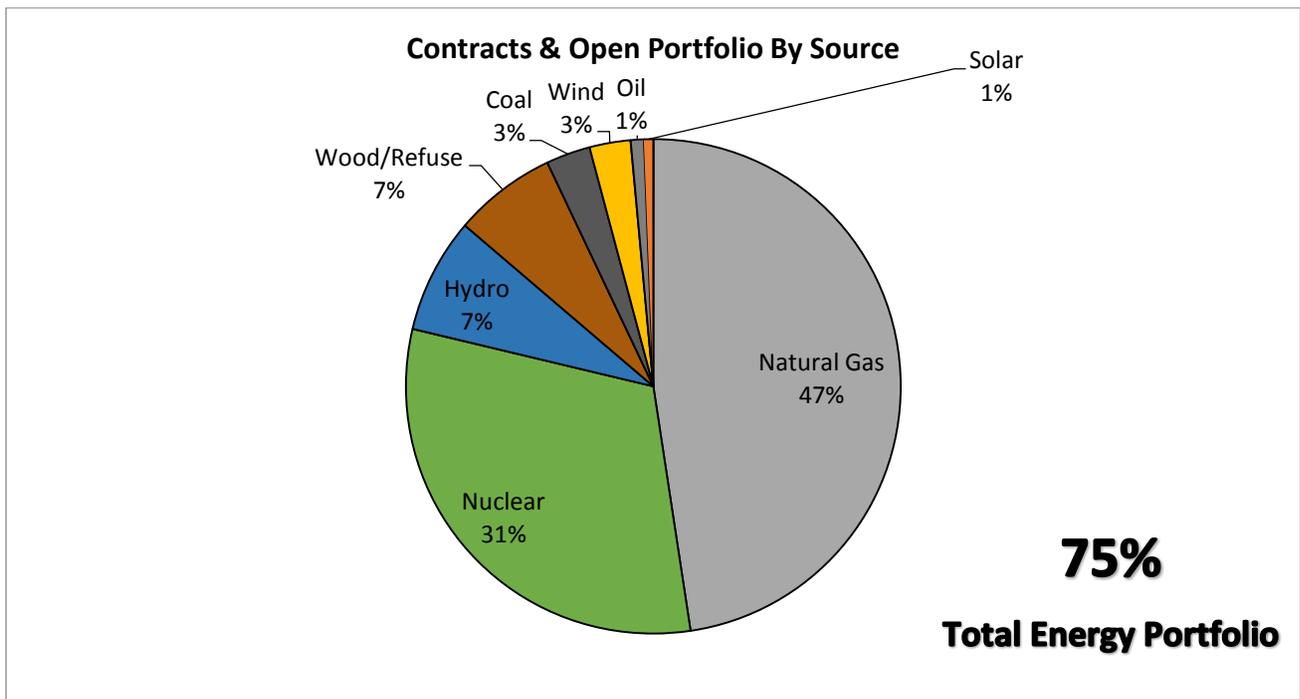
The Electric Light Department provides energy to the Town of Ipswich through three different methods: ownership of generation, long term contracts, and day-ahead purchases on the open market. Diversifying the energy portfolio in this manner reduces risk and provides stable and reasonable rates.



Examining the ownership portion of the energy portfolio, it can be seen that Ipswich is heavily invested in carbon-free generation. These assets include partial ownership shares in Berkshire Wind Farm, Ipswich Wind I, Seabrook Nuclear Power Station, Millstone Nuclear Power Station, and a series of hydro projects throughout New England.



The remainder of the energy portfolio is comprised of long term contracts and open market purchases. Both of these draw from the regional fuel mix. While this mix is subject to short term variations, an approximate composition can be developed from the average contribution of each generating source.



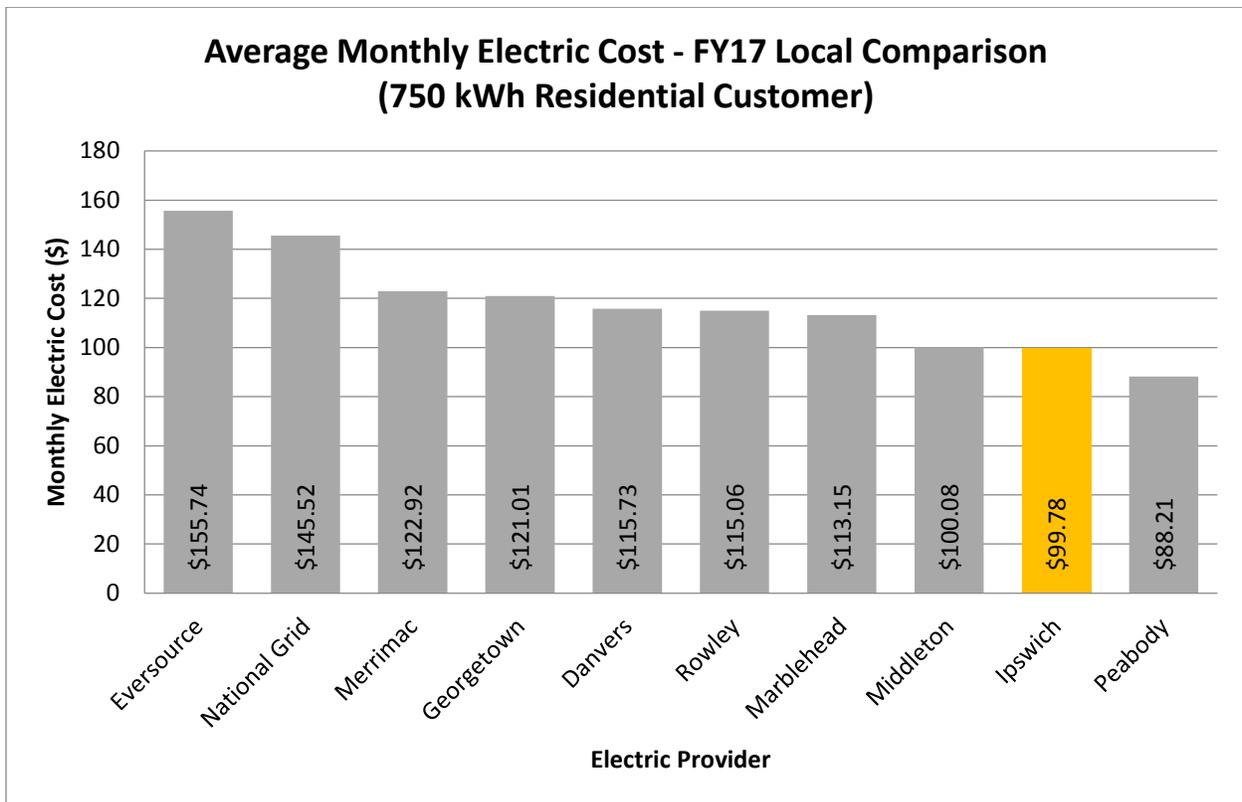
*Average fuel mix from January 1, 2016 through April 2, 2017
(<https://iso-ne.com/isoexpress/web/reports/operations/-/tree/daily-gen-fuel-type>)*

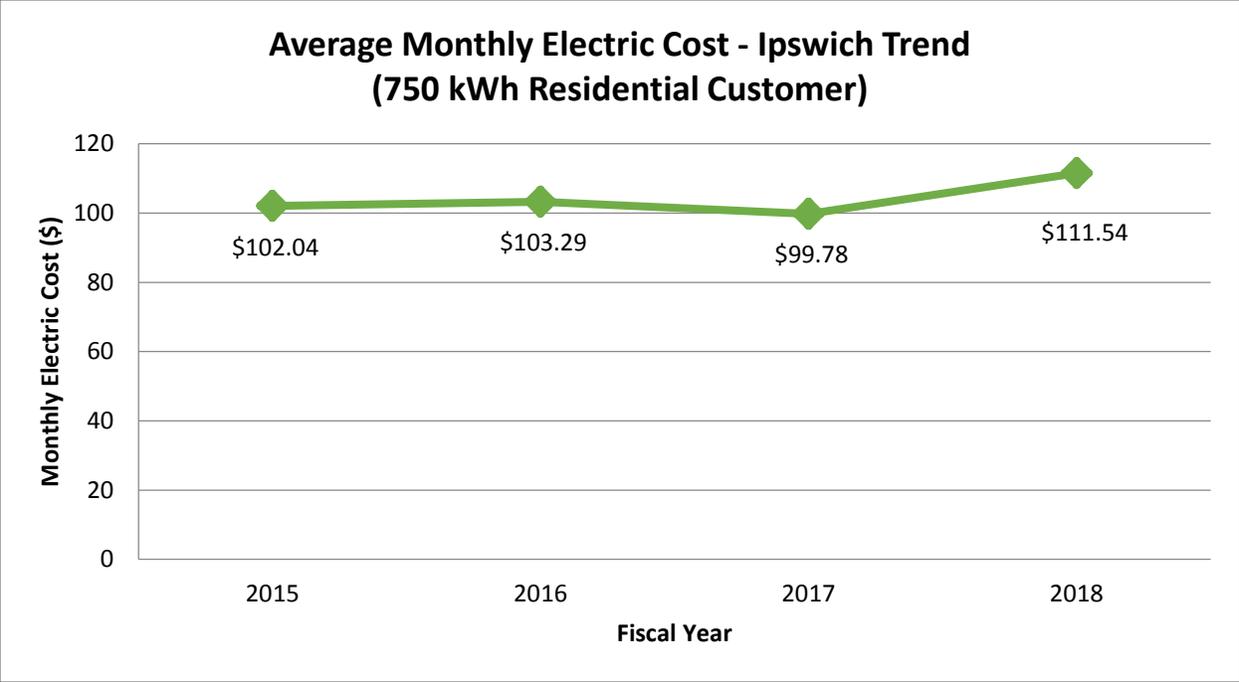
Distribution

Reliability of electric service continues to be a major priority for the Electric Light Department. The combination of robust vegetation, active wildlife and significant storms make reliability a persistent challenge. Aggressive tree trimming is the most important activity to maintaining and improving system reliability. When power outages occur, the crew of dedicated linemen provide rapid restoration. On average, the Town of Ipswich experiences 2 outages each week, impacting 25 customers for less than 90 minutes. Ultimately, Ipswich enjoys a healthy system with strong reliability statistics.

Rates

Residential electric rates in Ipswich continue to be among the lowest in the Commonwealth. One of the goals in the upcoming year will be to reevaluate the existing rate structure to ensure it appropriately serves the evolving needs of the Town. Rate priorities will continue to focus on keeping rates reasonable and stable, while encouraging conservation and avoiding cross-subsidization between rate classes. In order to improve the Electric Light Department's cash position and build reserves, a rate increase of 0.4 cents will be made to the base rate for all rate classes. This rate increase will not fund planned expenses, but rather will begin to improve the liquidity and financial health of the Electric Light Department. Developing the desired amount of cash reserves (90 to 120 days of operating cash on-hand) will take several years to accomplish; however, once achieved it will allow for more flexibility and resiliency in times of crisis or volatility.



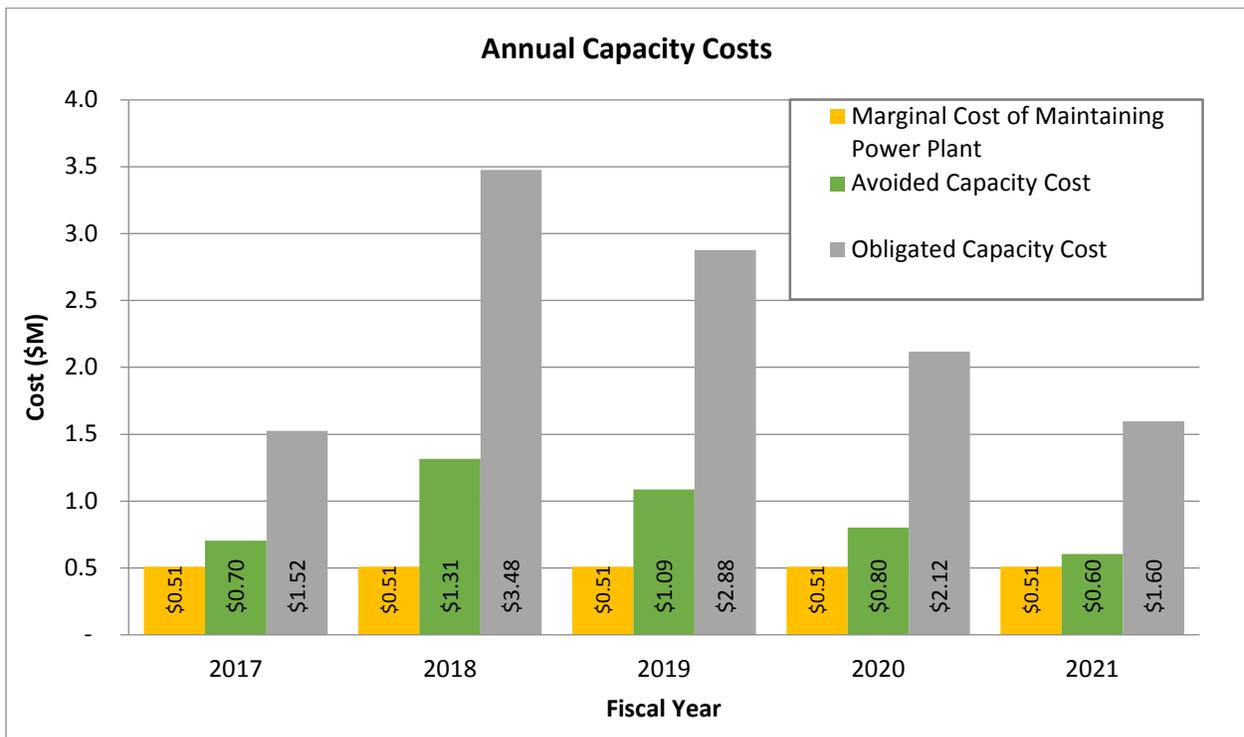


Purchased Power Fuel Adjustment (PPFA)

In addition to the increase in the base rate, consumers will also experience an increase in the purchased power fuel adjustment (PPFA) portion of their bill. Energy costs are made up of three components: generation, capacity, and transmission. All of these costs contribute to the PPFA. Generation is the term used to describe the physical production of electrical energy at various stations throughout the New England region. These costs vary based on many factors, but largely follow the local natural gas market. Transmission is the process of moving the high voltage electricity from the generation stations to the local distribution area. Although transmission costs are slowly rising, federal regulation limits the volatility and keeps them relatively stable. Capacity describes the need for excess generation to be created to serve the peak needs for the region. The capacity market costs have historically been very stable; however, beginning in FY17, costs have increased as available generation becomes more limited in the northeast Massachusetts load zone. Understanding each of these factors is important to determine how customers are impacted through changes to the PPFA. In FY17, capacity costs increased, while energy costs decreased and transmission costs remained relatively steady. This allowed the PPFA to remain relatively constant. In FY18, energy and transmission costs are projected to remain relatively constant; however, capacity costs will increase significantly. Therefore, it is predicted that customers will experience an additional rate increase of \$0.004/kwh in the PPFA. To promote stable and predictable rates, the Electric Light Department uses price forecasts to anticipate fluctuations in the energy prices throughout the year and distribute them evenly from month to month. For example, high energy costs in January would typically drive the PPFA up, while low costs in May would keep the PPFA down. To prevent customers from experiencing this type of volatility, PPFA surplus that is developed during spring and fall is used to offset the deficit experienced during summer and winter.

Capacity Costs and the Ipswich Power Plant

Ipswich residents can reduce their capacity obligation by reducing their loads during times of regional peak demand. This means limiting electrical use (stoves, clothes dryers, air conditioners, etc.) in the late afternoons and early evenings of summer when the capacity charge is established. The capacity market was developed to provide economic incentive for new energy generators to be built. Ipswich, like most other cities and towns in the Commonwealth, does not use the same amount of energy at all times. In fact, the amount of energy consumed by the Town of Ipswich increases dramatically between early morning and early evening, particularly on the days of extreme winter cold and extreme summer heat. This difference in average consumption and peak demand is what drives the capacity market. The regional grid is required to provide enough power supply to meet the simultaneous maximum demands of all its consumers. However, power generators who are only used to make up this extra portion of occasional demand cannot sustain their existence on such limited use. Therefore, the capacity market pays these “reserve” units to exist and remain ready until they are required to operate. Ipswich must pay to have the added resources available for peak times but benefits in the same way from having its diesel generators available as a reserve capacity asset. Due to the limited availability of reserve capacity assets in FY2018, the capacity charge is uniquely elevated.



The Ipswich power plant continued to provide its best value as a reserve asset in the forward capacity market. This means that the Independent System Operator of New England (ISO-NE) pays the Ipswich Electric Light Department to maintain the plant ready in case there is a shortage of energy to meet demand on the local grid. Such shortages occur during peak demands or when major plants experience an unanticipated fault. With the large amount of natural gas available most of the year in New England, smaller plants, such as Ipswich, are seldom dispatched by the ISO-NE outside of these times. It is expected that the power plant will continue to serve in this role and for emergency supply to the Town of Ipswich. Even while shutdown, the power plant allows the Electric Light Department to avoid significantly more costs than it incurs from its preservation.

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Power Plant - Total		6/30/2016		12/31/2017	
.01 Labor	\$ 180,692	\$ 88,090	\$ 111,320	\$ 54,050	\$ 38,818
.02 Transportation	-	-	-	-	40,000
.03 Stock	-	-	-	-	-
.04 Outside Services	150,275	220,416	100,000	1,094	132,500
Total	\$ 330,967	\$ 308,506	\$ 211,320	\$ 55,145	\$ 211,318
3410 Structures and Improvements					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases					\$ 30,000
Total					\$ 30,000
3420 Fuel Holders and Accessories					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases					\$ 2,500
Total					\$ 2,500
3430 Prime Movers					
.01 Labor	\$ 149,725	\$ 69,976	\$ 79,645	\$ 40,091	
.02 Transportation					
.03 Stock					
.04 Outside Purchases	150,275	220,047	100,000	1,094	\$ 100,000
Total	\$ 300,000	\$ 290,022	\$ 179,645	\$ 41,186	\$ 100,000
3440 Generators					
.01 Labor				\$ -	\$ -
.02 Transportation					-
.03 Stock					-
.04 Outside Purchases					-
Total				\$ -	\$ -
3450 Electrical Equipment					
.01 Labor				\$ -	\$ -
.02 Transportation					-
.03 Stock					-
.04 Outside Purchases					-
Total				\$ -	\$ -
3460 Miscellaneous Equipment					
.01 Labor	\$ 7,362	\$ 12,944	\$ 7,362	\$ 3,798	\$ 9,442
.02 Transportation					\$ 40,000
.03 Stock					-
.04 Outside Purchases		369			-
Total	\$ 7,362	\$ 13,313	\$ 7,362	\$ 3,798	\$ 49,442
3480 Project Management					
.01 Labor	\$ 23,605	\$ 5,171	\$ 24,313	\$ 10,161	\$ 29,376
.02 Transportation					-
.03 Stock					-
.04 Outside Purchases					-
Total	\$ 23,605	\$ 5,171	\$ 24,313	\$ 10,161	\$ 29,376

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Distribution Plant - Total		6/30/16		12/31/17	
.01 Labor	173,431	\$ 259,409	247,588	\$ 130,590	475,907
.02 Transportation	14,400	9,307	11,000	4,480	120,000
.03 Stock	17,900	17,466	16,000	4,943	427,000
.04 Outside Purchases	223,200	201,714	330,000	124,772	48,000
Total	\$ 428,931	\$ 487,896	\$ 604,588	\$ 264,784	\$ 1,070,907
3620 Station Equipment					
.01 Labor	\$ -	\$ 166	\$ 16,000	\$ -	\$ 18,884
.02 Transportation		10			
.03 Stock					\$ 45,000
.04 Outside Purchases	30,000	13,793	30,000	26,980	5,000
Total	\$ 30,000	\$ 13,969	\$ 46,000	\$ 26,980	\$ 68,884
3640 Poles and Fixtures					
.01 Labor	\$ 24,000	\$ 75,416	\$ 25,000	\$ 26,323	\$ 69,966
.02 Transportation	2,000	4,132	2,000	1,375	15,000
.03 Stock	8,000	15,330	8,000	4,943	32,000
.04 Outside Purchases	5,000	7,152	5,000	1,018	-
Total	\$ 39,000	\$ 102,029	\$ 40,000	\$ 33,659	\$ 116,966
3650 Overhead Conductors					
.01 Labor	\$ 26,000	\$ 33,248	\$ 26,000	\$ 22,760	\$ 30,751
.02 Transportation	5,200	935	5,000	755	-
.03 Stock	5,900	2,136	5,000		\$ 15,000
.04 Outside Purchases	28,200	2,019	80,000	5,959	-
Total	\$ 65,300	\$ 38,338	\$ 116,000	\$ 29,474	\$ 45,751
3660 Underground Conduit					
.01 Labor	\$ 1,000		\$ 1,000		\$ 13,993
.02 Transportation	200				
.03 Stock					\$ 5,000
.04 Outside Purchases				23	\$ 20,000
Total	\$ 1,200	\$ -	\$ 1,000	\$ 23	\$ 38,993
3670 Underground Conductors					
.01 Labor	\$ 5,000	\$ 22,810	\$ 35,000	\$ 10,775	\$ 30,751
.02 Transportation	1,000	1,280	1,000	1,140	
.03 Stock					\$ 2,000
.04 Outside Purchases	5,000	15,049	65,000	366	\$ 1,000
Total	\$ 11,000	\$ 39,139.15	\$ 101,000	\$ 12,281	\$ 33,751
3680 Line Transformers					
.01 Labor	\$ 21,000	\$ 26,337	\$ 35,000	\$ 12,792	\$ 25,137
.02 Transportation	2,000	650		305	
.03 Stock	1,000				\$ 45,000
.04 Outside Purchases	40,000	43,204	40,000	6,912	\$ 2,000
Total	\$ 64,000	\$ 70,191	\$ 75,000	\$ 20,009	\$ 72,137
3690 Services					
.01 Labor	\$ 10,000	\$ 16,209	\$ 15,000	\$ 9,742	\$ 25,137
.02 Transportation	1,000	920	500	485	-
.03 Stock	3,000		3,000		\$ 3,000
.04 Outside Purchases		86		879	
Total	\$ 14,000	\$ 17,216	\$ 18,500	\$ 11,106	\$ 28,137
3700 Meters					
.01 Labor	\$ 8,318	\$ 14,915	\$ 9,711	\$ 5,177	\$ 13,298
.02 Transportation	500	100	500	160	\$ 40,000
.03 Stock	-				\$ 5,000
.04 Outside Purchases	5,000		5,000		-
Total	\$ 13,818	\$ 15,015	\$ 15,211	\$ 5,337	\$ 58,298
3710 AMR					
.01 Labor	\$ 13,863	\$ 9,808	\$ 16,185	\$ 8,628	\$ 22,163
.02 Transportation	1,000	110	1,000		-
.03 Stock					\$ 100,000
.04 Outside Purchases	100,000	104,385	100,000	82,140	\$ 5,000
Total	\$ 114,863	\$ 114,302.73	\$ 117,185	\$ 90,768	\$ 127,163
3730 Streetlighting					
.01 Labor	\$ 5,000	\$ 11,257	\$ 5,000	\$ 985	\$ 174,286
.02 Transportation	500	690		20	\$ 65,000
.03 Stock					\$ 175,000
.04 Outside Purchases	10,000	16,026	5,000	494	\$ 15,000
Total	\$ 15,500	\$ 27,973	\$ 10,000	\$ 1,499	\$ 429,286
3760 Project Management					
.01 Labor	\$ 59,250	\$ 49,243	\$ 63,692	33,408	\$ 51,539
.02 Transportation	1,000	480	1,000	240	-
.03 Stock					
.04 Outside Purchases					
Total	\$ 60,250	\$ 49,723	\$ 62,380	\$ 33,648	\$ 51,539

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
General Plant - Total		6/30/2016		12/31/2017	
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases	234,435	231,829	110,000	10,478	\$ 40,000
Total	\$ 234,435	\$ 231,829	\$ 110,000	\$ 10,478	\$ 40,000
3900 Structures and Improvements					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases			30,000	64	30,000
Total	\$ -	\$ -	\$ 30,000		\$ 30,000
3910 Office Equipment					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases					
Total					
3920 Transportation Equipment					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases	220,000	223,917	80,000	190	\$ -
Total	\$ 220,000	\$ 223,917	\$ 80,000	\$ 190	\$ -
3930 Stores Equipment					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases					
Total					
3940 Tools - Shop and Garage					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases		412		10,224	
Total	\$ -	\$ 412	\$ -	\$ 10,224	\$ -
3950 Laboratory Equipment					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases					
Total					
3970 Communication Equipment					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Purchases					
Total					
3980 Other - GIS/SCADA					
.01 Labor					
.02 Transportation					
.03 Stock		-		-	
.04 Outside Purchases	14,435	7,500			\$ 10,000
Total	\$ 14,435	\$ 7,500	\$ -	\$ -	\$ 10,000

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Plant Accounts - Total		6/30/2016		12/31/2017	
.01 Labor	\$ 354,123	\$ 347,499	\$ 358,908	\$ 184,640	\$ 514,724
.02 Transportation	14,400	9,307	11,000	4,480	160,000
.03 Stock	17,900	17,466	16,000	4,943	427,000
.04 Outside Purchases	607,910	653,959	540,000	136,344	220,500
Total	\$ 994,333	\$ 1,028,230	\$ 925,908	\$ 330,407	\$ 1,322,224

Plant Acct - Total

DESCRIPTION	ISSUE DATE	ORIGINAL MATURING AMOUNT	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
			PRINCIPAL INTEREST														
ELECTRIC LIGHT SUBSTATION 1 OF 2 ART 20,10/15/07 & 10/30/07, 3.0% - 5.0%	6/1/2008	\$6,000,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	
	6/1/2028	\$0	\$162,900	\$150,900	\$135,900	\$120,900	\$108,900	\$96,900	\$84,900	\$72,900	\$60,900	\$48,900	\$36,900	\$24,600	\$12,300		
ELECTRIC LIGHT SUBSTATION 2 OF 2 ART 20,10/15/07 & 10/30/07	4/1/2010	\$600,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$0	\$0	\$0	
	4/1/2025	\$0	\$15,850	\$14,950	\$12,950	\$10,950	\$8,950	\$6,950	\$5,650	\$4,300	\$2,900	\$1,500	\$0	\$0	\$0		
WIND TURBINE - ELECTRIC ARTICLE 19, 5/13/08	6/1/2011	\$2,642,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$140,000	\$110,000
	6/1/2030	\$0	\$77,725	\$73,525	\$69,325	\$65,125	\$58,125	\$51,125	\$44,125	\$39,925	\$35,725	\$31,350	\$26,450	\$21,200	\$15,600	\$10,000	\$4,400
PRINCIPAL BALANCE		\$9,242,000	\$480,000	\$480,000	\$480,000	\$480,000	\$480,000	\$480,000	\$480,000	\$480,000	\$480,000	\$480,000	\$440,000	\$440,000	\$440,000	\$140,000	\$110,000
INTEREST BALANCE			\$256,475	\$239,375	\$218,175	\$196,975	\$175,975	\$154,975	\$134,675	\$117,125	\$99,525	\$81,750	\$63,350	\$45,800	\$27,900	\$10,000	\$4,400
TOTAL LONG TERM			\$736,475	\$719,375	\$698,175	\$676,975	\$655,975	\$634,975	\$614,675	\$597,125	\$579,525	\$561,750	\$503,350	\$485,800	\$467,900	\$150,000	\$114,400

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Purchased Power - Total		6/30/16		12/31/17	
.01 Labor		\$ -			
.02 Transportation		-			
.03 Stock		-			
.04 Outside Services	12,634,699	10,672,149	12,364,879	5,835,874	12,658,668
Total	\$ 12,634,699	\$ 10,672,149	\$ 12,364,879	5,835,874	\$ 12,658,668
5550 Purchased Power					
.01 Labor					
.02 Flush Of Funds	(60,000)		(60,000)		(52,400)
.03 Stock					
.04 Outside Services Energy	7,722,618	7,760,064	6,763,883	3,992,662	5,101,718
Net Capacity Payments	1,186,521		1,849,534		3,653,684
Conservation	265,860	265,860	265,860	132,930	265,860
Total	\$ 9,114,999	\$ 7,452,645	\$ 8,819,277	4,125,592	\$ 8,968,861
5570 Purch. Power - Other					
.01 Labor					
.02 Transportation					
.03 Outside Services					
.04 Outside Services	180,000	107,867	150,000	65,193	150,000
Total	\$ 180,000	\$ 107,867	\$ 150,000	\$ 65,193	\$ 150,000
5650 Purch. Power - Transmission					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	3,339,700	3,111,636	3,395,602	1,645,088	3,539,806
Total	\$ 3,339,700	\$ 3,111,636	\$ 3,395,602	\$ 1,645,088	\$ 3,539,806

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Generation Expense - Total		6/30/2016		12/31/2017	
.01 Labor	\$ 152,536	\$ 220,583	\$ 180,044	\$ 113,519	\$ 241,798
.02 Wind Debt	217,725	40	213,525	-	209,325
.03 Stock	-	947	-	-	-
.04 Outside Services	188,000	168,491	206,700	94,885	156,000
Total	\$ 558,261	\$ 390,062	\$ 600,269	\$ 208,404	\$ 607,123
5460 Oper. Superv. & Eng.					
.01 Labor		\$ 897		\$ 154	\$ 56,674
.02 Transportation					
.03 Stock					
.04 Outside Services					\$ 12,000
Total	\$ -	\$ 897	\$ -	\$ 154	\$ 68,674
5470 Fuel					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	35,000	12,332	35,000	14,266	\$ 15,000
Total	\$ 35,000	\$ 12,332	\$ 35,000	\$ 14,266	\$ 15,000
5480 Generation					
.01 Labor	\$ 114,034	\$ 219,686	\$ 141,542	\$ 113,366	\$ 166,241
.02 Transportation		40			
.03 Stock					
.04 PP INSURANCE	25,000	26,222	23,700	8,784	22,000
Total	\$ 139,034	\$ 245,948	\$ 165,242	\$ 122,149	\$ 188,241
5481 Generation (Wind)					
.01 Labor	\$ 38,502		\$ 38,502		\$ 18,884
.02 Ips. Wind 1	217,725		213,525		\$ 209,325
.03 Stock					
.04 Outside Services	50,000	60,523	70,000	45,819	\$ 75,000
Total	\$ 306,227	\$ 60,523	\$ 322,027	\$ 45,819	\$ 303,209
5490 Misc. Generation					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	10,000	14,571	10,000	3,304	\$ -
Total	\$ 10,000	\$ 14,571	\$ 10,000	\$ 3,304	\$ -
5510 Maint Superv. & Eng.					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	29,000	10,618	29,000	4,171	\$ 12,000
Total	\$ 29,000	\$ 10,618	\$ 29,000	\$ 4,171	\$ 12,000
5520 Maint of Structures					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	2,000	220	2,000		\$ 8,000
Total	\$ 2,000	\$ 220	\$ 2,000	\$ -	\$ 8,000
5530 Maint. Gen/Elec. Plant					
.01 Labor					
.02 Transportation					
.03 Stock		947			
.04 Outside Services	12,000	15,600	12,000	4,280	\$ 12,000
Total	\$ 12,000	\$ 16,547	\$ 12,000	\$ 4,280	\$ 12,000
5540 Maint. Misc Gen Plant					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	25,000	28,405	25,000	14,261	\$ -
Total	\$ 25,000	\$ 28,405	\$ 25,000	\$ 14,261	\$ -

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Distribution Operations - Total		6/30/16		12/31/17	
.01 Labor	\$ 56,475	\$ 57,289	\$ 64,967	\$ 31,191	\$ 79,819
.02 Transportation	-	-	-	-	13,500
.03 Stock	-	9,121	-	-	-
.04 Outside Services	73,000	67,519	73,000	44,439	78,000
Total	\$ 129,475	\$ 133,929	\$ 137,967	\$ 75,630	\$ 171,319
5800 Oper. Supv & Eng.					
.01 Labor	\$ 26,560	\$ 27,556	\$ 29,249	\$ 13,892	\$ 35,482
.02 Transportation					
.03 Stock					
.04 Outside Services					
Total	\$ 26,560	\$ 27,556	\$ 29,249	\$ 13,892	\$ 35,482
5820 Station Expense					
.01 Labor	\$ -		\$ -		\$ -
.02 Transportation					
.03 Stock					
.04 Outside Services	8,000	3,467	8,000	239	8,000
Total	\$ 8,000	\$ 3,467	\$ 8,000	\$ 239	\$ 8,000
5830 Overhead Lines					
.01 Labor	\$ -		\$ -		\$ -
.02 Transportation					
.03 Stock		9,121			
.04 Outside Services	35,000	42,841	35,000	31,288	35,000
Total	\$ 35,000	\$ 51,962	\$ 35,000	\$ 31,288	\$ 35,000
5840 Underground Lines					
.01 Labor	\$ -	\$ -	\$ -		\$ -
.02 Transportation					
.03 Stock					
.04 Outside Services		173		20	
Total	\$ -	\$ 173	\$ -	\$ 20	\$ -
5850 Street Light & Signal					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services		305			15,000
Total	\$ -	\$ 305	\$ -	\$ -	\$ 15,000
5860 Meter Expense					
.01 Labor	\$ 16,635	\$ 15,956	\$ 21,094	\$ 10,353	\$ 26,596
.02 Transportation					
.03 Stock	-		-		-
.04 Outside Services	5,000	4,715	5,000	194	5,000
Total	\$ 21,635	\$ 20,671	\$ 26,094	\$ 10,547	\$ 31,596
5870 Customer Installation					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services					
Total	\$ -	\$ -	\$ -	\$ -	\$ -
5880 Misc. Distribution					
.01 Labor	\$ 13,280	\$ 13,778	\$ 14,624	\$ 6,946	\$ 17,741
.02 Transportation	-		-		13,500
.03 Stock	-		-		-
.04 Outside Services	25,000	16,017	25,000	12,699	15,000
Total	\$ 38,280	\$ 29,795	\$ 39,624	\$ 19,645	\$ 46,241

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Distribution Maintenance - Total		6/30/16		12/31/17	
.01 Labor	\$ 678,949	\$ 675,803	\$ 732,164	\$ 312,481	\$ 696,619
.02 Transportation		-		-	
.03 Stock	30,000	24,118	22,000	1,250	29,000
.04 Outside Services	95,000	61,032	119,000	27,354	134,500
Total	\$ 803,949	\$ 760,952	\$ 873,164	\$ 341,086	\$ 860,119
5900 Maint. Supv. & Eng.					
.01 Labor	\$ 66,401	\$ 68,889	\$ 73,122	\$ 34,729	\$ 116,003
.02 Transportation					
.03 Stock					
.04 Outside Services					
Total	\$ 66,401	\$ 68,889	\$ 69,849	\$ 34,729	\$ 116,003
5910 Maint. of Structures					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	10,000	6,088	10,000	332	10,000
Total	\$ 10,000	\$ 6,088	\$ 10,000	\$ 332	\$ 10,000
5920 Maint. Sub Station Equip.					
.01 Labor	\$ -		\$ 24,000		\$ 56,651
.02 Transportation					
.03 Stock					
.04 Outside Services	5,000	3,542	5,000		5,000
Total	\$ 5,000	\$ 3,542	\$ 29,000	\$ -	\$ 61,651
5930 Maint. OH Lines					
.01 Labor	\$ 571,003	\$ 601,595	\$ 592,568	\$ 274,301	\$ 515,100
.02 Storm Insurance Claim					
.03 Tree Trimming	30,000	21,250	22,000	1,250	25,000
.04 Outside Services	54,000	45,126	78,000	23,071	80,000
Total	\$ 655,003	\$ 667,971	\$ 692,568	\$ 298,622	\$ 620,100
5940 Maint. of UG Lines					
.01 Labor	\$ 12,000	\$ -	\$ 12,000		
.02 Transportation					
.03 Stock		1,877			
.04 Outside Services	2,000	293	2,000	1,761	2,000
Total	\$ 14,000	\$ 2,171	\$ 14,000	\$ 1,761	\$ 2,000
5950 Maint. - Line Transformers					
.01 Labor	\$ 6,000	\$ -	\$ 6,000		
.02 Transportation					
.03 Stock					
.04 Outside Services	10,000		10,000	2,054	10,000
Total	\$ 16,000	\$ -	\$ 16,000	\$ 2,054	\$ 10,000
5960 Maint - Street Light & Signal					
.01 Labor	\$ 14,000	\$ -	\$ 14,000		
.02 Transportation					
.03 Stock		990			\$ 4,000
.04 Outside Services	4,000	2,357	4,000	5	2,500
Total	\$ 18,000	\$ 3,347	\$ 18,000	\$ 5	\$ 6,500
5970 Meter Maintenance					
.01 Labor	\$ 5,545	\$ 5,319	\$ 6,474	\$ 3,451	\$ 8,865
.02 Transportation					
.03 Stock					
.04 Outside Services					
Total	\$ 5,545	\$ 5,319	\$ 7,627	\$ 3,451	\$ 8,865
5980 Maint. of Misc. Plant					
.01 Labor	\$ 4,000	\$ -	\$ 4,000		
.02 Transportation					
.03 Stock					
.04 Outside Services	10,000	3,626	10,000	132	25,000
Total	\$ 14,000	\$ 3,626	\$ 14,000	\$ 132	\$ 25,000

		FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Expense Accounts - Total			6/30/16		12/31/17	
	.01 Labor	\$ 887,960	\$ 953,675	\$ 977,175	\$ 457,191	\$ 1,018,237
	.02 Wind Debt	217,725	40	213,525	-	222,825
	.03 Stock	30,000	34,186	22,000	1,250	29,000
	.04 Outside Services	12,990,699	10,969,191	12,763,579	6,002,552	13,027,168
Total		\$ 14,126,384	\$ 11,957,092	\$ 13,976,279	\$ 6,460,994	\$ 14,297,229
Check Total		\$ 14,126,384	\$ 11,957,092	\$ 13,976,279	\$ 6,460,994	\$ 14,297,229
TOTAL PURCHASED POWER AND TRANSMISSION			\$ -		\$ -	
5550	Purchased Power	\$ 9,114,999	\$ 7,452,645	\$ 8,819,277	\$ 4,125,592	\$ 8,968,861
5570	Purchased Power - Other	180,000	107,867	150,000	65,193	150,000
5650	Transmission	\$ 3,339,700	\$ 3,111,636	\$ 3,395,602	\$ 1,645,088	\$ 3,539,806
Total		\$ 12,634,699	\$ 10,672,149	\$ 12,364,879	\$ 5,835,874	\$ 12,658,668
TOTAL EXPENSES APPLIED TO PPFA					\$ -	
5550	Purchased Power	\$ 9,114,999	\$ 7,452,645	\$ 8,819,277	\$ 4,125,592	\$ 8,968,861
5570	Purchased Power - Other	180,000	107,867	150,000	65,193	150,000
5650	Transmission	3,339,700	3,111,636	3,395,602	1,645,088	3,539,806
	Generation Expense [IMLD PP]	558,261	390,062	600,269	208,404	607,123
Total		\$ 13,192,960	\$ 11,062,211	\$ 12,965,148	\$ 6,044,278	\$ 13,265,791

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Customer Accts. Op Exp - Total		6/30/16		12/31/17	
.01 Labor	\$ 182,385	\$ 185,500	\$ 203,850	\$ 91,240	\$ 217,463
.02 Transportation		-		-	
.03 Stock		-		-	
.04 Outside Services	20,000	4,177	20,000	-	20,000
Total	\$ 202,385	\$ 189,677	\$ 223,850	\$ 91,240	\$ 237,463
9010 Supervision					
.01 Labor	\$ 20,676	\$ 22,237	\$ 21,284	\$ 9,946	\$ 21,665
.02 Transportation					
.03 Stock					
.04 Outside Services					
Total	\$ 20,676	\$ 22,237	\$ 21,284	\$ 9,946	\$ 21,665
9020 Meter Reading					
.01 Labor	\$ 11,090	\$ 10,637	\$ 12,948	\$ 6,902	\$ 17,730
.02 Transportation					
.03 Stock					
.04 Outside Services		-		-	
Total	\$ 11,090	\$ 10,637	\$ 12,948	\$ 6,902	\$ 17,730
9030 Account.& Collect.					
.01 Labor	\$ 150,619	\$ 152,626	\$ 169,618	\$ 74,392	\$ 178,068
.02 Transportation					
.03 Stock					
.04 Outside Services					
Total	\$ 150,619	\$ 152,626	\$ 169,618	\$ 74,392	\$ 178,068
9040 Uncollect. Accounts					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	20,000	4,177	20,000	-	20,000
Total	\$ 20,000	\$ 4,177	\$ 20,000	\$ -	\$ 20,000

Customer Accounts Expense

	FY2016 BUDGET	FY2016 ACTUAL	FY2017 BUDGET	FY2017 ACTUAL	FY2018 BUDGET
Admin. & General - Total		6/30/16		12/31/17	
.01 Labor	\$ 531,344	\$ 505,076	\$ 550,931	\$ 263,017	\$ 374,194
.02 Transportation	18,000	17,894	18,000	9,637	4,000
.03 Other	177,366	127,064	162,554	22,283	67,285
.04 Outside Services	284,165	233,698	321,030	147,456	420,514
Total	\$ 1,010,875	\$ 883,732	\$ 1,052,515	\$ 442,393	\$ 865,993
9200 Admin Salaries					
.01 Labor	\$ 451,344	\$ 400,209	\$ 442,204	\$ 233,604	\$ 374,194
.02 Transportation					
.03 Stock					
.04 Outside Services					
Total	\$ 451,344	\$ 400,209	\$ 442,204	\$ 233,604	\$ 374,194
9210 Office Expenses					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	100,000	84,609	100,000	52,348	100,000
Total	\$ 100,000	\$ 84,609	\$ 100,000	\$ 52,348	\$ 100,000
9230 Outside Services					
.01 Labor					
.02 Transportation					
.03 Conservation		300			
.04 Outside Services	73,915	38,084	90,530	53,673	125,000
Total	\$ 73,915	\$ 38,384	\$ 90,530	\$ 53,673	\$ 125,000
9240 Property Insurance					
.01					
.02					
.03 Prop Ins Gen'l Plant	71,795	67,099	71,102	22,227	44,000
.04 Outside Services	-		-		-
Total	\$ 71,795	\$ 67,099	\$ 71,102	\$ 22,227	\$ 44,000
9250 Liability Insurance					
.01					
.02					
.03 Public Official	9,571		10,452		11,800
.04 Workman's Comp	11,750	25,174	17,000	13,670	25,000
Total	\$ 21,321	\$ 25,174	\$ 27,452	\$ 13,670	\$ 36,800
9260 Pensions & Benefits					
9262 OPEB	\$ 80,000	\$ 104,867	\$ 108,727	\$ -	112,115
.02 Life & Medicare	16,000	17,066	16,000	9,637	1,000
.03 Health Insurance	96,000	58,902	81,000	29,470	11,485
.04 Esex Co. Pension	40,000	31,108	55,000	16,682	12,399
Total	\$ 232,000	\$ 211,943	\$ 260,727	\$ 55,788	\$ 136,999
9270 Franchise Require.					
.01 Labor					
.02 Transportation					
.03 Stock		763			
.04 Outside Services		-		-	
Total		\$ 763		\$ -	
9300 Misc. Expenses					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	15,000	11,850	15,000	190	1,000
Total	\$ 15,000	\$ 11,850	\$ 15,000	\$ 190	\$ 1,000
9330 Transportation					
.01 Labor					
.02 Transportation					
.03 Stock					
.04 Outside Services	25,000	33,424	25,000	8,264	15,000
Total	\$ 25,000	\$ 33,424	\$ 25,000	\$ 8,264	\$ 15,000
9360 Employee Training					
.01 Labor					
.02 Transportation	2,000	828	2,000		3,000
.03 Stock					
.04 Outside Services	18,500	9,449	18,500	2,629	30,000
Total	\$ 20,500	\$ 10,277	\$ 20,500	\$ 2,629	\$ 33,000

Ipswich Municipal Light Department
 Depreciation Cash Account Projection
 84 Month Period 7/1/15 → 6/30/21

DEPRECIATION FUND	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Opening Depreciation Cash	102,345	210,422	37,486	30,040	134,685	354,351	606,986
O&M Depreciation Addition	455,683	457,120	471,607	485,755	500,328	515,338	530,798
O&M Depreciation Addition	457,120	471,607	485,755	500,328	515,338	530,798	546,722
Interest Income Earned	2,310	2,317	1,100	1,500	1,500	1,500	1,500
Substation Bond Principal [\$6.0MM]	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)
Substation Bond Principal [\$0.6MM]	(40,000)	(40,000)	(40,000)	(40,000)	(40,000)	(40,000)	(40,000)
Wind 1 Bond Principal [\$2.642MM → PPFA]	-	-	-	-	-	-	-
CATALYSTS \$600K-PPFA	-	-	-	-	-	-	-
Rate Stabilization Fund Repayments	(102,750)	(35,750)	-	-	-	-	-
Projected Available Depreciation Cash	574,708	765,716	655,948	677,623	811,851	1,061,986	1,346,006
Transfers from O&M	-	300,000	300,000	350,000	350,000	400,000	400,000
Transfers from Conservation Fund				429,286			
Transfers from Rate Stabilization Fund	900,000	-	-				-
Budgeted / Projected Capital Expenditures	(1,264,286)	(1,028,230)	(925,908)	(1,322,224)	(807,500)	(855,000)	(1,105,000)
Projected Depreciation Cash Carryover	210,422	37,486	30,040	134,685	354,351	606,986	641,006

RATE STABILIZATION FUND	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Opening Rate Stabilization Cash	1,194,857	484,071	661,180	796,680	928,680	1,053,680	1,118,680
Rate Stabilization Fund Repayments	103,590	35,893	-	-	-	-	-
Transfer to Depreciation Fund	(900,000)						-
Transfer from O&M	60,000	120,000	120,000	120,000	120,000	60,000	
Interest Earned	8,745	4,216	4,500	5,000	5,000	5,000	5,000
Meter Swap Payback	16,879	17,000	11,000	7,000			
Rate Stabilization Cash Carryover	484,071	661,180	796,680	928,680	1,053,680	1,118,680	1,123,680

O & M FUND	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Opening O&M Stabilization Cash	37,659	350,507	584,343	424,122	642,525	673,943	675,333
Transfer from Depreciation	340,000	340,000	340,000	340,000	340,000	340,000	340,000
CATALYSTS-collecting through PPFA	60,000	120,000	120,000	120,000	120,000	60,000	
Transfer to Depreciation Fund	-	(300,000)	(300,000)	(350,000)	(350,000)	(400,000)	(400,000)
Interest Earned	7	200	200	100	50	25	5
Transfer to Rate Stabilization-PPFA	(60,000)	(120,000)	(120,000)	(120,000)	(120,000)	(60,000)	
Projected Available O&M Cash	377,666	390,707	624,543	414,222	632,575	613,968	615,338
Projected Profit/loss	146,384	361,206	(15,420)	413,303	226,368	246,364	217,654
Warrants payable	(133,417)	(125,032)	(135,000)	(135,000)	(135,000)	(135,000)	(135,000)
Payroll Accrual	(40,193)	(42,538)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)
O&M Cash Carryover	350,507	584,343	424,122	642,525	673,943	675,333	647,991

Ipswich MLP Conservation Budget

	FY15				FY16				FY17				FY18			
	Estimate		Actual		Estimate		Actual		Estimate		Thru		Estimate			
	#	\$	#	Actual \$	#	\$	#	Actual \$	#	\$	12/31/16	Annualized	#	\$	Actual #	Actual \$
Balance Carry Forward				270,391				348,458			414,027	414,027		545,795		
Interest Income				1,541				1,936			1,094	2,188		2,000		
SRECS				13,724				22,417			13,973	27,946		20,000		
Other				-				-				-				
Annual Budget				265,860				265,860			132,930	265,860		265,860		
Annual Revenue Totals				551,516				638,670			562,024	710,021		833,655		
Residential Programs																
Helps Tier 1-Customer call in for expert	70	7,000		1,652	70	7,000		2,122	70	7,000	3,294	6,588	70	7,000		
Helps Tier 2 - Professional home energy audits	80	16,000	35	8,263	80	16,000	69	12,684	80	16,000	5,906	11,812	80	14,000		
Energy Efficient Appliance Rebate	300	35,000	206	16,683	300	35,000	155	15,473	300	35,000	5,015	10,029	300	25,000		
Energy Star Home Rebates							2	2,500				0				
CFL & LED giveaways & discounts	4,000	10,000	1,000	3,329	4,000	10,000	316	1,908	4,000	10,000	1,080	2,160	4,000	10,000		
Solar	6	50,000	10	51,528	6	50,000	13	70,089	6	50,000	22,553	45,106	6	60,000		
	4,456	118,000	1,251	81,455	4,456	118,000	555	104,775	4,456	118,000	37,848	75,696	4,456	116,000		0
Commercial/Industrial Programs																
Commercial/ Industrial Energy Audits		35,000		21,389		35,000		34,438		35,000	26,134	52,268		50,000		
Commercial/ Industrial Project Rebates		50,000	5	38,167		50,000	4	9,379		10,000	2,455	4,909		10,000		
Prescriptive Lighting										20,000	3,967	7,934		10,000		
Prescriptive HVAC										20,000				10,000		
Municipal Programs																
Municipal Energy Audits																
Municipal LED Lot Lighting		43,330		30,504												
Municipal PAC Lighting																
Street Light LED Conversions		50,000		20,294		50,000		38,427		50,000				429,000		
Town Hall Solar Project						1,500		1,430		1,500				1,500		
Solar PPA Agreements				3,934				8,236								
Clean Energy Standard				2,789												
Marketing (Newletters, flyers,letter campaigns)		7,500				7,500		11,181		7,500	3,359	6,718		7,500		
Education										5,000				15,000		
Program Development						5,000		8,501		5,000		5,000		25,000		
Net Metering																
Other-admin		19,000		4,526		7,000		8,276		7,000	5,851	11,702		7,000		
Annual Expense Totals	4,456	322,830	1,256	203,058	4,456	274,000	559	224,643	4,456	279,000	79,613	164,226	4,456	681,000		0
Total Carry Forward				348,458				414,027			482,411	545,795		152,655		0

PROFIT AND LOSS STATEMENT

OPERATING REVENUE	FY2016	FY 2016	FY2017	FY 2017	FY2018
	BUDGET	ACTUAL	BUDGET	YTD ACTUAL	BUDGET
SALES OF ELECTRICITY		6/30/16		12/31/17	
Kw-hrs sold Residential	50,602,010	47,244,480	51,108,030	25,384,708	50,734,703
Kw-hrs sold Municipal	5,056,108	5,026,695	5,106,670	2,599,161	5,194,768
Kw-hrs street lights	851,915	843,480	860,434	421,740	842,903
Kw-hrs all other = C&I, etc.	56,079,192	56,387,205	56,979,474	30,133,304	60,225,402
	112,589,225	109,501,860	114,054,608	58,538,913	116,997,776
Residential					
4400 Domestic	\$ 7,620,000	\$ 6,557,229	\$ 7,350,000	\$ 3,548,852	\$ 7,653,932
Total	\$ 7,620,000	\$ 6,557,229	\$ 7,350,000	\$ 3,548,852	\$ 7,653,932
Commercial and Industrial					
4421 Commercial	\$ 910,000	\$ 680,479	\$ 875,000	\$ 345,079	\$ 759,778
4422 Industrial	7,373,000	6,982,327	7,450,000	3,646,758	8,029,258
4423 Commercial Heating	500	227	500	163	359
Total	\$ 8,283,500	\$ 7,663,033	\$ 8,325,500	\$ 3,992,000	\$ 8,789,399
Municipal					
4441 Street Lighting	\$ 65,640	\$ 65,640	\$ 65,640	\$ 32,820	\$ 77,814
4442 Municipal Building (M-1)	447,000	408,911	469,000	211,533	492,190
4443 Municipal Building (M-2)	224,000	210,446	235,000	101,701	236,636
Total	\$ 736,640	\$ 684,996	\$ 769,640	\$ 346,055	\$ 806,640
Outdoor Lighting					
4424 Outdoor Lighting	\$ 33,000	\$ 34,344	\$ 33,000	\$ 17,059	\$ 40,330
PPFA Transfer to OPEB			\$ 28,727	\$ 28,727	
TOTAL SALE OF ELECTRICITY	\$ 16,673,140	\$ 14,939,602	\$ 16,506,867	\$ 7,932,693	\$ 17,290,297
OTHER OPERATING REVENUES					
4150 Conservation	\$ 265,860	\$ -	\$ 265,860	\$ 132,930	\$ 265,860
4200 Bad Debts		\$ 3,135		\$ 790	
4260 Discounts	(425,000)	(414,833)	(425,000)	(214,095)	(425,000)
4510 Misc. Services Revenue(REC)	250,000	305,681	275,000	140,796	140,000
4530 Unallocated Fuel Charges	-	-	-	-	-
4560 Other Revenues	50,000	47,747	50,000	19,908	50,000
TOTAL OTHER OPERATING REVENUES	\$ 140,860	\$ (58,270)	\$ 165,860	\$ 80,330	\$ 30,860
NET OPERATING REVENUE	\$ 16,814,000	\$ 14,881,332	\$ 16,672,727	\$ 8,013,023	\$ 17,321,157
OPERATING EXPENSES					
Expenses					
5460-5540 Generation	\$ 558,261	\$ 390,062	\$ 600,269	\$ 208,404	\$ 607,123
5550,5570 Purchased Power	9,294,999	7,560,513	8,969,277	4,190,785	9,118,861
5650 Transmission	3,339,700	3,111,636	3,395,602	1,645,088	3,539,806
5551 [Flush of Funds]					
Rate Stabilization Fund		-		-	
5800-5880 Distribution Operations	129,475	133,929	137,967	75,630	171,319
5900-5980 Distribution Maintenance	803,949	760,952	873,164	341,086	860,119
9010-9040 Customer Accounts	202,385	189,677	223,850	91,240	237,463
9200-9360 Administrative & General	1,010,875	883,732	1,052,515	442,393	865,993
4030 Depreciation	927,095	928,727	941,350	471,607	950,000
Total Expenses	\$ 16,266,739	\$ 13,959,227	\$ 16,193,994	\$ 7,466,234	\$ 16,350,685
SUBTOTAL - EARNINGS FROM OPERATIONS	\$ 547,261	\$ 922,105	\$ 478,733	\$ 546,788	\$ 970,472
Other Income (Expense) - Interest					
4190 Interest- MMWEC Deposits	\$ 6,000	\$ 9,144	\$ 8,500	\$ 3,080	\$ 6,000
4191 Interest - Other	-	477	-	294	500
4270-4310 Interest Expense	(178,750)	(249,651)	(165,850)	(117,154)	(218,175)
Total Interest Income	\$ (172,750)	\$ (240,031)	\$ (157,350)	\$ (113,780)	\$ (211,675)
EARNINGS BEFORE PILOT	\$ 374,511	\$ 682,074	\$ 321,383	\$ 433,008	\$ 758,797
PROVISION FOR PILOT	\$ (332,476)	\$ (320,868)	\$ (336,803)	\$ (172,865)	\$ (345,494)
NET INCOME (LOSS)	\$ 42,035	\$ 361,206	\$ (15,420)	\$ 260,143	\$ 413,303

PPFA - FY 2018		Projection												TOTALS		
		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June			
7	Power Sales (kWh)															
8	Residential	4,854,634	4,922,175	3,811,747	3,517,634	3,631,748	4,217,601	5,251,475	4,904,641	3,655,018	3,414,275	4,048,777	4,859,756	51,089,481		
9	Outdoor Area & Street Lights	70,290	67,478	64,779	62,188	59,701	57,313	55,020	52,819	50,706	48,878	46,731	44,882	680,566		
10	All Others	6,298,839	6,386,368	5,596,172	5,304,915	4,875,860	5,018,024	5,635,083	5,157,371	5,517,282	5,251,628	4,997,776	5,188,433	65,227,723		
11	Total Sales	11,223,762	11,376,022	9,472,698	8,884,737	8,567,308	9,292,938	10,941,578	10,114,831	9,222,987	8,714,581	9,093,284	10,093,051	116,997,776		
13	Purchased & Generated Power (exc. PASNY)															
14	Cost	\$ 1,216,260	\$ 1,221,907	\$ 1,097,412	\$ 997,905	\$ 1,055,486	\$ 1,206,132	\$ 1,381,255	\$ 1,297,185	\$ 1,143,852	\$ 1,013,020	\$ 1,025,970	\$ 1,014,331	\$ 13,893,655		
	Berkshire & Wind II Invoice	49,516	48,240	46,268	56,592	73,876	58,912	79,014	74,258	77,854	77,380	56,162	58,162	754,244		
	IMLD Wind Expenses - Debt and O&M	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000	328,000		
	IMLD Other Generation Expenses	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	243,240		
	Power Plant Fuel	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000		
	LEGAL FEES	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000		
	TRANSMISSION-EVERSOURCE	500	500	500	500	500	500	500	500	500	500	500	500	6,000		
	Conservation	22,155	22,155	22,155	22,155	22,155	22,155	22,155	22,155	22,155	22,155	22,155	22,155	265,860		
	Conservation	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(150,000)		
	Catalysts repayment	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000		
	(Includes Flush of Funds Settlement)	(4,365)	(4,365)	(4,365)	(4,365)	(4,365)	(4,365)	(4,365)	(4,365)	(4,365)	(4,365)	(4,365)	(4,365)	(52,360)		
	Wind Power (kWh)	591,000	556,000	572,000	835,000	875,000	917,000	992,000	872,000	947,000	898,000	836,000	836,000	563,000		
15	Power (\$/kWh)	12,075,000	11,304,000	9,611,000	9,134,000	9,114,000	10,527,000	10,365,000	9,929,000	9,978,000	9,278,000	8,153,000	9,153,000	10,270,000		
16	Average Cost (\$/kWh)	0.100700	0.108086	0.114183	0.109198	0.113320	0.114005	0.125740	0.136259	0.114637	0.115422	0.112116	0.101019			
17		MMWEC Projections														
18	PASNY Purchased Power															
19	Cost	\$ 9,589	\$ 10,142	\$ 9,263	\$ 10,570	\$ 11,119	\$ 13,587	\$ 16,905	\$ 16,701	\$ 13,321	\$ 11,071	\$ 10,989	\$ 8,422	\$ 143,555		
20	Power (kWh)	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	20,270	243,240		
21	Average Cost (\$/kWh)	0.029553	0.027710	0.025947	0.025593	0.027927	0.034918	0.041908	0.043155	0.032730	0.026486	0.025089	0.028552	4,660,000		
22																
23	PASNY Savings															
24	Line 20 x (Line 16 - Line 21)	\$ 24,048	\$ 29,418	\$ 31,500	\$ 34,529	\$ 33,987	\$ 31,635	\$ 33,617	\$ 36,031	\$ 33,336	\$ 37,175	\$ 38,118	\$ 24,421			
25														Losses		
26	PASNY Residential Credit															
27	Line 21/Line 8 (\$/kWh)	\$ 0.00495	\$ 0.00598	\$ 0.00826	\$ 0.00982	\$ 0.00936	\$ 0.00750	\$ 0.00640	\$ 0.00735	\$ 0.00912	\$ 0.01089	\$ 0.00941	\$ 0.00503	0.00784		
28																
29	Purchased Power Fuel Adjustment															
30	Purch Power Costs + PPFA Rec (Lines 14+19+24)	\$ 1,250,297	\$ 1,261,367	\$ 1,138,175	\$ 1,043,064	\$ 1,100,568	\$ 1,245,734	\$ 1,431,677	\$ 1,349,917	\$ 1,190,509	\$ 1,060,266	\$ 1,075,077	\$ 1,068,374	\$ 14,215,023		
31	Power Subject to PPFA (kWh) (Line 11 - Line 9)	11,153,472	11,308,544	9,407,919	8,822,549	8,507,608	9,235,625	10,886,558	10,062,011	9,172,280	8,665,903	9,046,553	10,048,189			
32	Average Cost (\$/kWh) (Line 30/Line 31)	0.11210	0.11154	0.12098	0.11823	0.12936	0.13488	0.13151	0.13416	0.12979	0.12235	0.11884	0.10633			
33	PPFA in Base Rate (\$/kWh)	0.02211	0.02211	0.02211	0.02211	0.02211	0.02211	0.02211	0.02211	0.02211	0.02211	0.02211	0.02211			
34	PPFA Charge (Line 32 - Line 33) (\$/kWh)	\$ 0.08999	\$ 0.08943	\$ 0.09887	\$ 0.09612	\$ 0.10725	\$ 0.11277	\$ 0.10940	\$ 0.11205	\$ 0.10768	\$ 0.10024	\$ 0.09673	\$ 0.08422			
35																
36	Calculated PPFA Rates															
37	Residential (Line 34 - Line 27) (\$/kWh)	\$ 0.08504	\$ 0.08345	\$ 0.09061	\$ 0.08630	\$ 0.09789	\$ 0.10527	\$ 0.10300	\$ 0.10470	\$ 0.09856	\$ 0.08935	\$ 0.08731	\$ 0.07919	0.09256		
38	Commercial (Line 34) (\$/kWh)	\$ 0.08999	\$ 0.08943	\$ 0.09887	\$ 0.09612	\$ 0.10725	\$ 0.11277	\$ 0.10940	\$ 0.11205	\$ 0.10768	\$ 0.10024	\$ 0.09673	\$ 0.08422	0.10040		
39																
40	Actual PPFA Rates															
41	Residential (\$/kWh)	\$ 0.09200	\$ 0.09300	\$ 0.09300	\$ 0.09300	\$ 0.09300	\$ 0.09300	\$ 0.09300	\$ 0.09300	\$ 0.09300	\$ 0.09300	\$ 0.09300	\$ 0.09300	0.09292		
42	Commercial	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	\$ 0.10050	0.10050		
43																
44	PPFA Revenue To Be Collected															
45	Purchased Power Costs (Line 30)	\$ 1,250,297	\$ 1,261,367	\$ 1,138,175	\$ 1,043,064	\$ 1,100,568	\$ 1,245,734	\$ 1,431,677	\$ 1,349,917	\$ 1,190,509	\$ 1,060,266	\$ 1,075,077	\$ 1,068,374			
46	PASNY Credit	24,048	29,418	31,500	34,529	33,987	31,635	33,617	36,031	33,336	37,175	38,118	24,421			
47	Net to be Collected	\$ 1,226,249	\$ 1,231,949	\$ 1,106,675	\$ 1,008,535	\$ 1,066,581	\$ 1,214,099	\$ 1,398,060	\$ 1,313,886	\$ 1,157,173	\$ 1,023,091	\$ 1,036,959	\$ 1,043,953	\$ 13,827,210		
48																
49	PPFA Revenue from Calculated Rates															
50	Residential (Line 8 x (Line 37 + Line 33))	\$ 520,153	\$ 519,607	\$ 429,647	\$ 381,351	\$ 435,826	\$ 537,250	\$ 656,998	\$ 621,974	\$ 441,064	\$ 380,558	\$ 443,032	\$ 492,293	5,859,753		
51	All Others (Line 10 x (Line 38 + Line 33))	706,096	712,342	677,028	627,184	630,755	676,849	691,912	716,109	642,533	593,927	551,660	551,660	7,997,575		
52	Total Revenue (Compare to Line 47)	\$ 1,226,249	\$ 1,231,949	\$ 1,106,675	\$ 1,008,535	\$ 1,066,581	\$ 1,214,099	\$ 1,398,060	\$ 1,313,886	\$ 1,157,173	\$ 1,023,091	\$ 1,036,959	\$ 1,043,953			
53																
54	PPFA Revenue from Actual Rates															
55	Residential (Line 8 x (Line 41 + Line 33))	\$ 553,962	\$ 566,592	\$ 438,770	\$ 404,915	\$ 418,051	\$ 485,488	\$ 604,497	\$ 564,573	\$ 420,729	\$ 383,017	\$ 466,055	\$ 559,407	5,876,056		
56	All Others (Line 10 x (Line 42 + Line 33))	772,301	783,033	686,147	650,436	597,829	615,260	690,918	676,471	676,471	612,777	612,777	636,154	7,897,575		
57	Total Revenue (Compare to Line 47)	\$ 1,326,263	\$ 1,349,624	\$ 1,124,917	\$ 1,055,350	\$ 1,015,880	\$ 1,100,748	\$ 1,295,415	\$ 1,196,918	\$ 1,097,201	\$ 1,036,919	\$ 1,078,832	\$ 1,195,560	13,873,627		
58																
59	PPFA Over/(Under) Recovery															
60	Current Month Over/(Under)collection (Line 57 - Line 47)	\$ 100,014	\$ 117,675	\$ 18,242	\$ 46,815	\$ (50,701)	\$ (113,351)	\$ (102,645)	\$ (116,968)	\$ (59,972)	\$ 13,828	\$ 41,873	\$ 151,607	\$ 46,417		
61	Carryover	\$ 367,818														
61	YEAR TO DATE	\$ 467,832	\$ 585,507	\$ 603,749	\$ 650,564	\$ 599,863	\$ 486,512	\$ 383,867	\$ 266,899	\$ 206,927	\$ 220,755	\$ 262,628	\$ 414,235			

INCOME STATEMENTS - HISTORICAL

OPERATING REVENUE	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Sale of Electricity																
Residential																
4400.0 Domestic	\$ 3,779,582	\$ 3,897,493	\$ 4,341,625	\$ 4,628,911	\$ 7,453,281	\$ 7,151,322	\$ 6,831,224	\$ 6,965,899	\$ 6,480,502	\$ 6,469,915	\$ 6,701,000	\$ 6,271,883	\$ 6,872,133	\$ 7,250,299	\$ 7,029,204	\$ 6,557,229
4400.01 Home Heating	670,272	665,154	761,324	759,815		832,327							-			
4400.02 Apartment Heating	826	732	637	838												
Total	\$ 4,450,680	\$ 4,563,379	\$ 5,103,586	\$ 5,389,564	\$ 7,453,281	\$ 7,983,649	\$ 6,831,224	\$ 6,965,899	\$ 6,480,502	\$ 6,469,915	\$ 6,701,000	\$ 6,271,883	\$ 6,872,133	\$ 7,250,299	\$ 7,029,204	\$ 6,557,229
Commercial and Industrial																
4420.1 Commercial	\$ 791,101	\$ 626,717	\$ 714,025	\$ 751,269	\$ 1,215,186	\$ 1,269,656	\$ 741,755	\$ 790,792	\$ 747,361	\$ 712,333	\$ 800,282	\$ 763,601	\$ 833,342	\$ 842,447	\$ 765,968	\$ 680,479
4420.2 Industrial	3,427,431	3,469,370	3,756,750	4,378,032	6,195,333	6,964,857	6,310,651	7,013,735	6,512,640	6,396,608	6,460,513	6,359,227	6,683,970	7,272,270	7,070,736	6,982,327
4420.3 Commercial Heating	15,954	12,393	14,288	15,020	18,953	19,187	15,186	18,156	16,429	15,605	374	403	299	233	222	227
Total	\$ 4,234,486	\$ 4,108,480	\$ 4,485,063	\$ 5,144,321	\$ 7,429,472	\$ 8,253,700	\$ 7,067,592	\$ 7,822,683	\$ 7,276,430	\$ 7,124,546	\$ 7,261,169	\$ 7,123,231	\$ 7,517,611	\$ 8,114,950	\$ 7,836,926	\$ 7,663,033
Municipal																
4440.1 Street Lighting	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640	\$ 65,640
4440.2 Municipal Building (M-1)	326,000	324,414	359,255	370,438	442,317	494,434	416,337	421,812	393,782	382,544	373,315	278,943	374,607	439,877	444,470	408,911
4440.3 Municipal Building (M-2)	170,449	175,733	193,833	191,598	231,190	259,949	224,548	252,074	240,531	226,233	260,875	275,400	203,567	221,773	228,171	210,446
Total	\$ 562,089	\$ 565,787	\$ 618,728	\$ 627,676	\$ 739,147	\$ 820,023	\$ 706,525	\$ 739,526	\$ 699,953	\$ 674,417	\$ 699,830	\$ 619,983	\$ 643,814	\$ 727,290	\$ 738,281	\$ 684,997
Outdoor Lighting																
4420.4 Outdoor Lighting	\$ 29,260	\$ 28,768	\$ 28,343	\$ 28,296	\$ 27,870	\$ 28,256	\$ 28,535	\$ 28,539	\$ 29,608	\$ 29,486	\$ 31,523	\$ 33,649	\$ 34,289	\$ 35,799	\$ 35,048	\$ 34,344
Total Sales of Electricity	\$ 9,276,875	\$ 9,266,413	\$ 10,235,720	\$ 11,189,857	\$ 15,649,770	\$ 17,085,628	\$ 14,633,876	\$ 15,556,647	\$ 14,486,493	\$ 14,298,364	\$ 14,693,522	\$ 14,048,746	\$ 15,067,847	\$ 16,128,338	\$ 15,639,459	\$ 14,939,603
Other Operating Revenue																
4080.0 Taxes Other Than Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4150.0 Merchandising and Jobbing	11,178			13,881	38						265,860					
4200 Bad debts																
4260.0 Discounts	1,631				(360,484)	(351,247)	(357,486)	(374,725)	(393,895)	(412,518)	(431,528)	(425,089)	(411,098)	(421,187)	(386,888)	(414,833)
4560.0 Misc. Services Revenue					135,629	45,774	59,542	74,638	21,896	59,009	37,096	160,373	69,279	100,144	12,884	47,747
4510.0 Misc. Services Revenue	35,679	67,136	81,284	95,820												
4530.0 Fuel Adjustment	368,331	185,484	197,173	153,024		79,630	72,731	67,581								
4560.0 Other - Revenue from RECs	13,734	2,947	9,442	7,669									252,574	275,369	323,800	305,681
4560.0 Other - MMWEC Funds Settlement																
4560.0 Other - PPFA (Over)/Under Collected																
Total Other Operating Revenue	\$ 430,553	\$ 255,566	\$ 287,899	\$ 270,394	\$ (224,817)	\$ (225,843)	\$ (225,213)	\$ (232,506)	\$ (371,999)	\$ (353,509)	\$ (128,572)	\$ (264,716)	\$ (89,245)	\$ (45,674)	\$ (50,204)	\$ (58,270)
NET OPERATING REVENUE	\$ 9,707,428	\$ 9,521,980	\$ 10,523,619	\$ 11,460,251	\$ 15,424,953	\$ 16,859,785	\$ 14,408,663	\$ 15,324,141	\$ 14,114,494	\$ 13,944,855	\$ 14,564,950	\$ 13,784,030	\$ 14,978,602	\$ 16,082,664	\$ 15,589,256	\$ 14,881,332
Expenses																
5460-5540 Generation	\$ 580,397	\$ 473,592	\$ 399,194	\$ 282,314	\$ 190,017	\$ 238,828	\$ 378,101	\$ 520,390	\$ 461,577	\$ 410,193	\$ 457,196	\$ 427,535	\$ 323,469	\$ 505,126	\$ 397,218	\$ 390,062
5550,5570 Purchased Power	6,056,302	5,724,248	6,587,194	7,461,171	12,262,414	11,674,410	9,771,911	10,325,805	8,688,713	8,426,058	8,790,552	9,848,387	8,514,376	8,869,015	8,582,914	7,560,513
5650 Transmission	872,357	924,614	1,081,374	970,635		1,714,617	1,227,037	1,612,535	1,738,890	1,890,679	2,056,092	2,214,478	2,382,803	2,901,088	2,967,035	3,111,636
[Flush of Funds]	(189,850)	(131,638)	(75,298)	(48,478)	(47,204)	(47,204)										
Rate Stabilization Fund																
5800-5880 Distribution Operations	101,411	103,758	110,787	126,877	216,712	233,765	140,499	151,955	188,071	155,804	164,089	169,346	164,844	159,153	246,599	133,929
5900-5980 Distribution Maintenance	400,566	471,374	360,569	597,279	394,396	406,902	588,530	606,955	590,749	630,193	576,326	680,849	743,896	837,953	742,717	760,952
9010-9040 Customer Accounts	159,856	158,288	138,234	155,908	139,219	134,901	148,916	196,367	177,439	180,235	164,345	160,242	186,497	183,607	211,762	189,677
9200-9360 Administrative & General	826,243	680,477	737,371	560,770	930,345	954,781	627,594	618,996	804,460	802,232	922,930	853,346	851,435	1,019,559	798,397	883,732
4030 Depreciation	631,548	672,255	717,300	750,252	815,340	836,259	876,325	911,500	945,981	978,390	788,224	846,411	907,320	912,489	912,803	928,727
Total Operating Expense	\$ 9,438,830	\$ 9,076,968	\$ 10,056,725	\$ 10,856,728	\$ 14,901,239	\$ 16,147,259	\$ 13,758,913	\$ 14,944,503	\$ 13,595,880	\$ 13,473,784	\$ 13,919,754	\$ 13,200,594	\$ 14,074,640	\$ 15,387,990	\$ 14,859,444	\$ 13,959,227
Earnings from Operations	\$ 268,598	\$ 445,012	\$ 466,894	\$ 603,523	\$ 523,714	\$ 712,526	\$ 649,750	\$ 379,638	\$ 518,614	\$ 471,071	\$ 645,196	\$ 583,436	\$ 903,962	\$ 694,674	\$ 729,812	\$ 922,105
Other Income																
4190 Interest (MMWEC Deposits)	\$ 38,717	\$ 20,109	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60,942	\$ 35,835	\$ 19,599	\$ 29,029	\$ 17,752	\$ 9,721	\$ 5,341	\$ 6,978	\$ 9,144
Interest on deprec.fund			9,206	8,521	3,942	19,735	81,512	51,171	139,521	8,222	10,592	5,878	4,002	2,981	7	477
4310 Interest Expense	(39,225)	(33,658)	(28,840)	(36,680)	(42,002)	(38,175)	(14,467)	(15,199)	(114,174)	(218,310)	(239,297)	(309,810)	(296,333)	(280,677)	(265,147)	(249,651)
Total Interest Income	\$ (508)	\$ (13,549)	\$ (19,634)	\$ (28,159)	\$ (38,060)	\$ (18,440)	\$ 67,046	\$ 96,914	\$ 61,182	\$ (190,489)	\$ (199,676)	\$ (286,180)	\$ (282,610)	\$ (272,374)	\$ (258,162)	\$ (240,030)
Earnings Before PILOT	\$ 268,090	\$ 431,463	\$ 447,260	\$ 485,654	\$ 694,086	\$ 716,795	\$ 476,552	\$ 579,796	\$ 280,582	\$ 445,520	\$ 297,256	\$ 621,352	\$ 422,300	\$ 471,651	\$ 682,074	\$ 682,074
Provision for PILOT	\$ (219,320)	\$ (226,172)	\$ (232,255)	\$ (245,343)	\$ (266,068)	\$ (271,433)	\$ (267,295)	\$ (270,700)	\$ (265,652)	\$ (265,991)	\$ (277,336)	\$ (320,385)	\$ (324,907)	\$ (330,794)	\$ (325,267)	\$ (320,868)
NET INCOME (LOSS)	\$ 48,770	\$ 205,291	\$ 215,005	\$ 330,021	\$ 219,586	\$ 422,653	\$ 449,500	\$ 8,318	\$ 314,144	\$ 14,591	\$ 168,184	\$ (23,129)	\$ 296,445	\$ 91,506	\$ 146,384	\$ 361,206