

1 **Q. Reference: Schedule 1, Exhibit 1, Line 3**

2
3 **With respect to growth in total contribution from sales (i.e. revenue minus**
4 **purchased power expense), please complete the following table:**
5

Weather Normalized Contributions (\$000's)	2010	2011	2012	2013	2014	2015	2016
Actual							
Test Year							

6
7 A. Contribution in Schedule 1, Exhibit 1 should reference Line 10.

8
9 Table 1 provides the total contribution from sales (i.e. revenue minus purchased power
10 expense).
11
12

Table 1
Weather Normalized Contribution (\$000's)¹

	2010	2011	2012	2013	2014	2015	2016
Actual	\$181,115	\$192,072	\$192,619	\$202,128	\$216,165	N/A	N/A
Test Year	\$177,749	N/A	N/A	\$202,698	\$212,942	218,425	220,651

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14
15 In the calculation contribution margin, revenue includes the impact of the energy supply
16 cost variance mechanism while purchased power expense includes the impact of the
17 demand management incentive mechanism. Amortizations related to deferrals and other
18 costs are excluded from the calculation of contribution margin.

¹ Weather Normalized contribution includes the Energy Supply Cost Variance and the Demand Management Incentive.