

1 **Q. With respect to growth in total contribution from sales (i.e. revenue minus**
2 **purchased power expense), please complete the following table:**
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Weather Normalized Contributions (\$000's)	2010	2011	2012	2013	2014	2015	2016	2017
Actual								
Test Year								

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5 **Please complete a comparison of weather normalized sales by customer class,**
6 **between the 2013 actual and 2013 Test Year, and the 2014 actual and the 2014 Test**
7 **Year. Please provide the forecast sales growth by customer class for 2015, 2016 and**
8 **2017.**
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10 A. Table 1 provides the total contribution from sales (i.e. revenue minus purchased power
11 expense).
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Table 1
Weather Normalized Contribution (\$000's)¹

	2010	2011	2012	2013	2014	2015	2016F	2017F ²
Actual	181,115	192,072	192,619	202,128	216,165	N/A	N/A	N/A
Test Year	177,749	N/A	N/A	202,698	212,942	217,798	226,014	234,651

¹ Actual weather normalized contribution includes the impact of the operation of the Energy Supply Cost Variance and the Demand Management Incentive mechanisms. Amortizations related to deferrals and other costs are excluded from the calculation of contribution margin.

² The contribution margin for 2016 and 2017 includes the proposed July 1, 2016 customer rate increase.

1 Table 2 provides the weather normalized sales information requested.
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Table 2
Weather Normalized Sales by Class (GWh)

Class	Test Year	2013		2014		
		Actual	Diff.	Test Year	Actual	Diff.
Domestic	3,532.4	3,530.6	(1.8)	3,557.3	3,613.1	55.8
0-100 kW (110 kVA)	783.6	778.0	(5.6)	793.5	782.8	(10.7)
110-1000 kVA	941.1	939.9	(1.2)	955.8	965.1	9.3
1000 kVA and Over	<u>475.6</u>	<u>483.3</u>	<u>7.7</u>	<u>497.9</u>	<u>505.6</u>	<u>7.7</u>
Total General Service	2,200.3	2,201.2	0.9	2,247.2	2,253.5	6.3
Street and Area Lighting	<u>30.9</u>	<u>31.5</u>	<u>0.6</u>	<u>31.1</u>	<u>31.9</u>	<u>0.8</u>
Total	5,763.6	5,763.3	(0.3)	5,835.6	5,898.5	62.9

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6 Table 3 provides the forecast sales growth, year over year, for 2015, 2016, and 2017.
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Table 3
Annual Weather Normalized Sales Growth by Class
(GWh)

Class	Forecast ³		
	2015	2016F	2017F
Domestic	42.6	22.7	12.3
0-100 kW (110 kVA)	8.5	9.4	3.8
110-1000 kVA	37.8	2.0	10.8
1000 kVA and Over	<u>(24.5)</u>	<u>(12.7)</u>	<u>(21.6)</u>
Total General Service	21.8	(1.3)	(7.0)
Street and Area Lighting	<u>0.2</u>	<u>0.1</u>	<u>0.2</u>
Total	64.6	21.5	5.5

³ The forecast weather normalized sales in 2016 and 2017 include the impact of Newfoundland Power's July 1, 2016 proposed customer rate increase.