

|             | KWH SOLD    |            |            |            |            |            | TOTAL<br>REVENUE | YTD<br>REVENUE |
|-------------|-------------|------------|------------|------------|------------|------------|------------------|----------------|
|             | RESIDENTIAL |            | COMMERCIAL |            | INDUSTRIAL |            |                  |                |
|             | KWH         | MONEY      | KWH        | MONEY      | MONEY      |            |                  |                |
| <b>2017</b> |             |            |            |            |            |            |                  |                |
| JANUARY     | 1,514,036   | 164,151.56 | 3,054,598  | 317,584.11 |            | 481,735.67 | 481,735.67       |                |
| FEBRUARY    | 1,860,344   | 193,520.01 | 3,036,141  | 326,022.09 |            | 519,542.10 | 1,001,277.77     |                |
| MARCH       | 1,516,094   | 164,224.23 | 3,272,624  | 341,730.00 |            | 505,954.23 | 1,507,232.00     |                |
| APRIL       | 1,199,517   | 136,023.47 | 2,961,879  | 315,462.05 |            | 451,485.52 | 1,958,717.52     |                |
| MAY         | 1,222,644   | 137,394.90 | 3,388,266  | 344,905.00 |            | 482,299.90 | 2,441,017.42     |                |
| JUNE        | 1,255,615   | 141,887.64 | 2,889,665  | 311,236.51 |            | 453,124.15 | 2,894,141.57     |                |
| JULY        | 1,763,458   | 185,794.74 | 3,105,281  | 328,455.17 |            | 514,249.91 | 3,408,391.48     |                |
| AUGUST      | 2,381,006   | 241,437.11 | 3,359,508  | 364,222.40 |            | 605,659.51 | 4,014,050.99     |                |
| SEPTEMBER   | 2,617,790   | 261,989.14 | 3,585,475  | 367,381.97 |            | 629,371.11 | 4,643,422.10     |                |
| OCTOBER     | 1,960,378   | 202,214.00 | 3,532,777  | 352,527.89 |            | 554,741.89 | 5,198,163.99     |                |
| NOVEMBER    | 1,688,187   | 178,943.55 | 3,053,085  | 313,732.98 |            | 492,676.53 | 5,690,840.52     |                |
| DECEMBER    | 1,306,757   | 145,372.42 | 2,810,177  | 291,229.11 |            | 436,601.53 | 6,127,442.05     |                |
|             | 20,285,826  | 2,152,953  | 38,049,476 | 3,974,489  |            | 6,127,442  |                  |                |
| <b>2018</b> |             |            |            |            |            |            |                  |                |
| JANUARY     | 1,419,393   | 185,756.00 | 2,260,520  | 256,705.92 | 10,851.65  | 442,461.92 | 442,461.92       |                |
| FEBRUARY    | 1,982,842   | 203,984.96 | 2,455,831  | 274,046.70 | 11,986.28  | 478,031.66 | 920,493.58       |                |
| MARCH       | 1,834,613   | 189,938.20 | 2,951,986  | 392,937.81 | 11,269.62  | 582,876.01 | 1,503,369.59     |                |
| APRIL       | 1,337,800   | 146,173.65 | 2,324,037  | 256,634.36 | 11,480.02  | 402,808.01 | 1,906,177.60     |                |
| MAY         | 1,353,163   | 148,396.68 | 2,483,860  | 268,432.14 | 11,208.99  | 416,828.82 | 2,323,006.42     |                |
| JUNE        | 1,188,680   | 148,247.49 | 2,443,782  | 267,137.64 | 10,613.84  | 415,385.13 | 2,738,391.55     |                |
| JULY        | 2,303,491   | 233,554.62 | 2,857,990  | 303,811.41 | 10,801.61  | 537,366.03 | 3,275,757.58     |                |
| AUGUST      | 2,842,976   | 279,638.05 | 3,078,339  | 325,205.64 | 11,660.15  | 604,843.69 | 3,880,601.27     |                |
| SEPTEMBER   | 2,502,452   | 247,374.02 | 3,428,322  | 340,953.97 | 11,935.18  | 588,327.99 | 4,468,929.26     |                |
| OCTOBER     | 2,165,742   | 220,530.14 | 2,995,459  | 316,688.19 | 12,478.45  | 537,218.33 | 5,006,147.59     |                |
| NOVEMBER    | 1,642,717   | 165,001.27 | 2,839,253  | 301,804.37 | 12,784.55  | 466,805.64 | 5,472,953.23     |                |
| DECEMBER    | 1,359,965   | 145,875.89 | 2,726,892  | 287,828.11 | 12,062.24  | 433,704.00 | 5,906,657.23     |                |
| TOTAL       | 21,933,834  | 2,314,471  | 32,846,271 | 3,592,186  | 139,132.58 | 5,906,657  |                  |                |