

**Sales for Resale Margins
Total Company Actual Results**

Description	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
1996:													
Kwh Sales	43,099,000	47,089,000	68,998,000	34,198,000	9,584,000	30,410,000	25,890,000	18,244,000	12,013,826	4,500,638	31,737,616	48,771,000	374,535,080
Revenues	\$ 669,023	\$ 716,303	\$ 1,075,132	\$ 492,011	\$ 138,431	\$ 546,309	\$ 463,977	\$ 342,244	\$ 250,771	\$ 89,504	\$ 609,287	\$ 860,539	\$ 6,253,531
Fuel Cost	480,822	498,168	755,687	378,555	103,464	306,504	306,504	230,844	168,202	63,784	420,591	573,451	4,337,665
Margin	\$ 188,202	\$ 218,135	\$ 319,445	\$ 113,456	\$ 34,967	\$ 188,715	\$ 157,473	\$ 111,400	\$ 82,568	\$ 25,720	\$ 188,696	\$ 287,089	\$ 1,915,866
1997:													
Kwh Sales	33,549,000	47,962,884	33,383,000	1,802,000	9,395,000	34,576,000	33,514,000	6,563,813	30,534,000	29,218,616	42,451,000	59,004,232	361,953,545
Revenues	\$ 668,282	\$ 849,641	\$ 571,568	\$ 40,748	\$ 148,874	\$ 569,671	\$ 864,976	\$ 170,593	\$ 524,535	\$ 548,992	\$ 920,598	\$ 1,145,722	\$ 7,024,199
Fuel Cost	452,227	520,395	375,299	27,942	106,474	416,782	571,803	112,047	375,590	380,487	521,839	671,322	4,532,206
Margin	\$ 216,055	\$ 329,245	\$ 196,269	\$ 12,806	\$ 42,400	\$ 152,888	\$ 293,173	\$ 58,546	\$ 148,945	\$ 168,505	\$ 398,759	\$ 474,401	\$ 2,491,993
1998:													
Kwh Sales	40,758,000	41,158,000	47,459,000	69,442,000	53,699,000	57,016,000	50,459,000	35,733,080	26,003,616	21,977,000	66,180,000	76,655,000	586,539,696
Revenues	\$ 713,799	\$ 753,900	\$ 835,338	\$ 1,118,367	\$ 1,200,784	\$ 1,245,262	\$ 1,209,636	\$ 840,455	\$ 550,019	\$ 438,991	\$ 1,368,436	\$ 1,584,417	\$ 11,859,402
Other Revenue						17,496							17,496
Fuel Cost	428,263	426,256	553,276	725,085	698,860	654,840	689,581	530,819	360,616	266,744	857,315	868,514	7,060,171
Margin	\$ 285,535	\$ 327,643	\$ 282,062	\$ 393,282	\$ 501,924	\$ 607,917	\$ 520,055	\$ 309,636	\$ 189,403	\$ 172,247	\$ 511,121	\$ 715,903	\$ 4,816,728
1999:													
Kwh Sales	80,306,000	78,158,000	110,119,000	92,440,000	87,283,000	68,950,000	66,689,000	61,202,616	59,340,000	72,200,000	83,644,000	83,189,000	943,520,616
Revenues	\$ 1,633,112	\$ 1,535,893	\$ 2,071,592	\$ 1,831,966	\$ 1,657,264	\$ 1,817,207	\$ 2,115,693	\$ 1,820,147	\$ 1,106,080	\$ 1,172,225	\$ 1,487,568	\$ 1,457,583	\$ 19,706,329
Other Revenue					45,000	45,000	45,000	45,000	45,000	45,000			270,000
Fuel Cost	968,071	874,968	1,150,294	1,018,737	952,531	1,025,788	1,209,373	882,061	642,217	678,265	933,575	867,600	11,203,480
Margin	\$ 665,041	\$ 660,925	\$ 921,298	\$ 813,229	\$ 749,733	\$ 836,419	\$ 951,320	\$ 983,086	\$ 508,863	\$ 538,960	\$ 553,992	\$ 589,982	\$ 8,772,849
2000:													
Kwh Sales	75,705,000	96,622,848	84,450,000	54,665,000	59,466,624	87,269,000	55,742,000	66,350,000	100,316,000	112,189,000	66,611,000	70,932,000	930,318,472
Revenues	\$ 1,675,303	\$ 1,906,357	\$ 1,640,229	\$ 996,686	\$ 1,200,524	\$ 2,477,281	\$ 1,787,453	\$ 2,235,065	\$ 2,100,033	\$ 2,199,392	\$ 1,793,522	\$ 1,826,411	\$ 21,838,257
Other Revenue						240,000	120,000	120,000	120,000	120,000	33,333	33,333	786,667
Other Cost						106,667	53,333	53,333	53,333	53,333			320,000
Fuel Cost	1,204,392	1,086,355	919,542	618,452	605,942	1,305,412	1,262,406	1,123,689	1,135,337	1,322,646	863,247	939,160	12,386,578
Margin	\$ 470,911	\$ 820,002	\$ 720,687	\$ 378,234	\$ 594,582	\$ 1,305,203	\$ 591,714	\$ 1,178,043	\$ 1,031,363	\$ 943,413	\$ 963,608	\$ 920,585	\$ 9,918,345
2001													
Kwh Sales	83,940,000	85,312,848	98,385,000	82,021,000	50,891,000	47,452,000	59,468,848	67,520,848	74,006,000	80,514,000	80,066,000	88,600,616	898,178,160
Revenues	\$ 2,336,055	\$ 2,212,104	\$ 2,678,562	\$ 2,274,682	\$ 1,345,245	\$ 2,088,900	\$ 3,582,406	\$ 4,084,659	\$ 1,437,175	\$ 1,575,604	\$ 1,530,192	\$ 1,606,122	\$ 26,751,706
Other Revenue	33,333	33,333	33,333	33,333									133,333
Other Cost								280,000				177,836	457,836
Ins. Recovery													810,841
Fuel Cost	1,020,048	966,638	1,113,921	938,823	885,793	692,303	942,106	1,114,853	793,112	983,871	891,079	957,605	11,300,152
Margin	\$ 1,349,341	\$ 2,196,591	\$ 1,597,975	\$ 1,189,725	\$ 531,969	\$ 1,396,597	\$ 2,640,300	\$ 2,689,806	\$ 644,063	\$ 591,733	\$ 639,113	\$ 470,681	\$ 15,937,892

