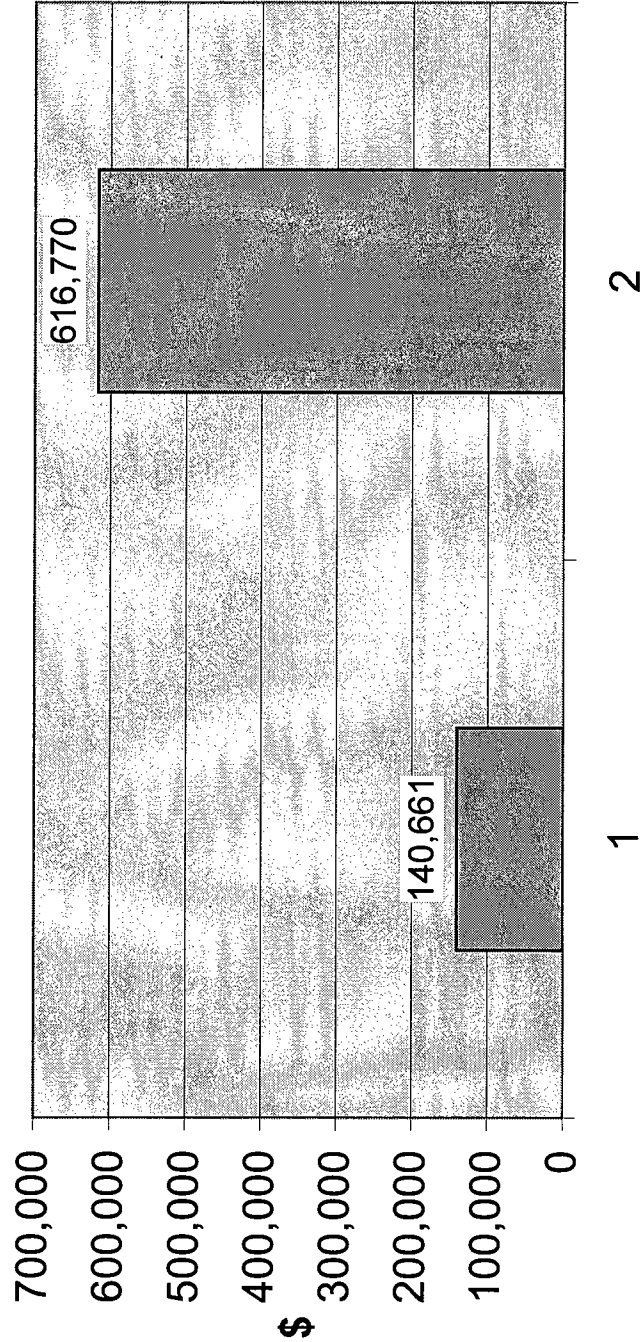


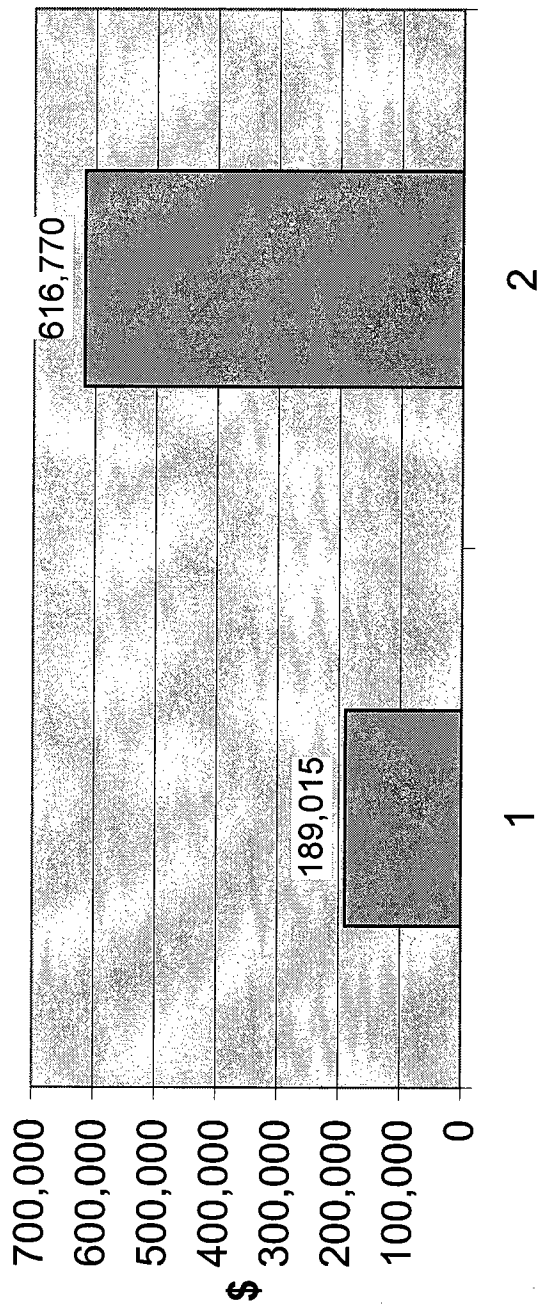
### Sch. 101 Lost Margin From Company Sponsored Conservation versus Total Deferral Amount for July 2005-June 2006 (\$)



1. Sch. 101 Lost Margin Company Sponsored DSM, 2. Total Deferral



**Total Lost Margin From Company Sponsored  
Conservation versus Total Deferral Amount for July  
2005-June 2006 (\$)**



1. Total Lost Margin, 2. Total Deferral

A	B	C	D	E	F	G	H
		Total Lost Margin(\$)/ and below deferral amount for July 2005-June 2006(\$)					
Estimated Sch. 111 therm savings achieved in 2005	378,287	189,015		Lost Therms(Sch 111)	2005	1st half of 2006	Cumulative lost therms from Company sponsored conservation from 2005 through July 2005-June 2006
Sch. 101 therm decline from 2004 to July 2005-June 2006 period	3,327,507	616,770		Effect of DSM achieved in 2005 from Company sponsored Conservation	189,144	189,144	378,287
Sch. 111 Margin per therm (\$/therm)	0.10226	3.3		Effect of DSM achieved in 2006 from Company sponsored conservation in 2006	0	94,572	94571.75
Absolute Difference		427,755		Total			472,859
Sch. 101 Margin per therm	0.20595						

Assumes same DSM savings in 2006 as 2005