

BEFORE THE WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION

DOCKET NO. UE-17 _____

DOCKET NO. UG-17 _____

EXH. AMM-12

ADRIEN M. MCKENZIE

REPRESENTING AVISTA CORPORATION

DIVIDEND YIELD

			(a)	(b)	
	<u>Company</u>	<u>Industry Group</u>	<u>Price</u>	<u>Dividends</u>	<u>Yield</u>
1	AT&T Inc.	Telecommunications	\$ 41.83	\$ 1.97	4.7%
2	Church & Dwight	Household Products	\$ 49.95	\$ 0.76	1.5%
3	Coca-Cola	Beverage	\$ 42.27	\$ 1.48	3.5%
4	Colgate-Palmolive	Household Products	\$ 73.57	\$ 1.62	2.2%
5	ConAgra Brands	Food Processing	\$ 40.75	\$ 0.80	2.0%
6	Gen'l Mills	Food Processing	\$ 59.71	\$ 1.92	3.2%
7	Hormel Foods	Food Processing	\$ 34.74	\$ 0.68	2.0%
8	Kellogg	Food Processing	\$ 73.63	\$ 2.10	2.9%
9	Kimberly-Clark	Household Products	\$ 132.91	\$ 3.88	2.9%
10	Lilly (Eli)	Drug Industry	\$ 84.29	\$ 2.08	2.5%
11	McDonald's Corp.	Restaurant	\$ 128.70	\$ 3.80	3.0%
12	PepsiCo, Inc.	Beverage	\$ 110.93	\$ 3.04	2.7%
13	Procter & Gamble	Household Products	\$ 90.61	\$ 2.68	3.0%
14	Public Storage	REIT	\$ 223.18	\$ 8.15	3.7%
15	Smucker (J.M.)	Food Processing	\$ 136.02	\$ 3.00	2.2%
16	Sysco Corp.	Wholesale Food	\$ 52.22	\$ 1.32	2.5%
17	Verizon Communic.	Telecommunications	\$ 49.52	\$ 2.31	4.7%
18	Wal-Mart Stores	Retail Store	\$ 70.63	\$ 2.04	2.9%
19	Waste Management	Environmental	\$ 72.86	\$ 1.70	2.3%
	Average				2.9%

(a) Average of closing prices for 30 trading days ended Apr. 7, 2017.

(b) The Value Line Investment Survey, *Summary & Index* (Apr. 7, 2017).

GROWTH RATES

	(a)	(b)	(c)
	<u>Earnings Growth</u>		
<u>Company</u>	<u>V Line</u>	<u>IBES</u>	<u>Zacks</u>
1 AT&T Inc.	5.50%	7.40%	4.80%
2 Church & Dwight	7.50%	7.73%	8.90%
3 Coca-Cola	4.00%	3.01%	5.70%
4 Colgate-Palmolive	12.00%	8.73%	9.30%
5 ConAgra Brands	1.00%	12.95%	8.00%
6 Gen'l Mills	6.00%	6.43%	7.40%
7 Hormel Foods	13.00%	9.88%	9.50%
8 Kellogg	5.00%	6.88%	6.70%
9 Kimberly-Clark	12.00%	7.35%	7.20%
10 Lilly (Eli)	11.00%	12.31%	11.90%
11 McDonald's Corp.	6.50%	8.66%	8.90%
12 PepsiCo, Inc.	7.00%	6.42%	7.20%
13 Procter & Gamble	7.50%	7.40%	7.90%
14 Public Storage	NA	8.30%	5.20%
15 Smucker (J.M.)	7.50%	5.22%	6.20%
16 Sysco Corp.	12.00%	11.93%	8.70%
17 Verizon Communic.	3.00%	1.81%	4.30%
18 Wal-Mart Stores	2.00%	4.24%	6.90%
19 Waste Management	7.50%	10.38%	9.50%

(a) The Value Line Investment Survey (Jan. 20, Jan. 27, Feb. 24, Mar. 17, Mar. 24, & Apr. 7, 2017).

(b) www.finance.yahoo.com (retrieved Apr. 7, 2017).

(c) www.zacks.com (retrieved Apr. 7, 2017).

DCF COST OF EQUITY ESTIMATES

	<u>Company</u>	(a)	(a)	(a)
		<u>Earnings Growth</u>		
		<u>V Line</u>	<u>IBES</u>	<u>Zacks</u>
1	AT&T Inc.	10.2%	12.1%	9.5%
2	Church & Dwight	9.0%	9.3%	10.4%
3	Coca-Cola	7.5%	6.5%	9.2%
4	Colgate-Palmolive	14.2%	10.9%	11.5%
5	ConAgra Brands	3.0%	14.9%	10.0%
6	Gen'l Mills	9.2%	9.6%	10.6%
7	Hormel Foods	15.0%	11.8%	11.5%
8	Kellogg	7.9%	9.7%	9.6%
9	Kimberly-Clark	14.9%	10.3%	10.1%
10	Lilly (Eli)	13.5%	14.8%	14.4%
11	McDonald's Corp.	9.5%	11.6%	11.9%
12	PepsiCo, Inc.	9.7%	9.2%	9.9%
13	Procter & Gamble	10.5%	10.4%	10.9%
14	Public Storage	NA	12.0%	8.9%
15	Smucker (J.M.)	9.7%	7.4%	8.4%
16	Sysco Corp.	14.5%	14.5%	11.2%
17	Verizon Communic.	7.7%	6.5%	9.0%
18	Wal-Mart Stores	4.9%	7.1%	9.8%
19	Waste Management	9.8%	12.7%	11.8%
	Average (b)	10.2%	10.8%	10.4%
	Midpoint (c)	11.0%	11.0%	11.4%

(a) Sum of dividend yield (Exh. AMM-12, p. 1) and respective growth rate (Exh. AMM-12, p. 2).

(b) Excludes highlighted figures.

(c) Average of low and high values.