

SUMMARY OF RECENT HISTORICAL ENERGY SALES FOR RATE SCHEDULES THAT AVISTA PROPOSES TO REFLECT "LOST SALES" ATTRIBUTABLE TO DSM INITIATIVES.

	Residential Rate Schedule 1			Small General Rate Schedule 11/12			Large General Rate Schedule 21/22			Extra Large Rate Schedule 25			Sum of Schedule Nos. 1, 11/12, 21/22, and 25		
	kWhs	Year % Change	Year over	kWhs	Year % Change	Year over	kWhs	Year % Change	Year over	kWhs	Year % Change	Year over	kWhs	Year % Change	Year over
Total Annual Actual Sales (Not weather-normalized)															
2008	2,380,895,525			416,704,101		1,575,845,243		930,332,149		133,924,708		5,437,701,726			
2009	2,451,686,995	2.97%		415,935,013	-0.18%	1,556,929,228	-1.20%	879,232,638	-5.49%	135,998,573	1.55%	5,439,782,447	0.04%		
2010	2,369,443,876	-3.35%		411,044,840	-1.18%	1,542,454,566	-0.93%	1,028,354,044	16.96%	121,600,426	-10.559%	5,472,897,752	0.61%		
2011	2,425,025,822	2.35%		445,118,651	8.29%	1,532,907,878	-0.62%	1,064,920,825	3.56%	123,844,494	1.85%	5,591,817,670	2.17%		
Total Annual Weather Normalized Sales															
2008	2,362,474,535			417,457,452		1,594,398,862		931,705,932		134,605,950		5,440,642,731			
2009	2,392,280,181	1.26%		412,421,524	-1.21%	1,570,620,394	-1.49%	887,436,261	-4.75%	136,356,060	1.30%	5,399,114,420	-0.76%		
2010	2,400,600,212	0.35%		412,773,798	0.09%	1,534,219,600	-2.32%	1,033,324,498	16.44%	121,381,473	-10.988%	5,502,299,581	1.91%		
2011	2,390,086,210	-0.44%		444,630,416	7.72%	1,526,237,326	-0.52%	1,062,880,842	2.86%	124,198,378	2.32%	5,548,033,172	0.83%		
Annual Weather Normalized Usage Per Customer															
2008	11,882			15,528		481,062		42,350,270		58,025		42,916,766			
2009	11,947	0.55%		15,194	-2.15%	468,658	-2.58%	40,338,012	-4.75%	57,602	-0.73%	40,891,413	-4.72%		
2010	11,956	0.08%		15,011	-1.21%	468,874	0.04%	46,976,518	16.46%	50,892	-11.65%	47,523,200	16.22%		
2011	11,857	-0.83%		15,907	5.97%	502,220	7.12%	48,312,766	2.84%	51,601	1.39%	48,894,350	2.89%		

Source: PC Data Request 112