## COMMONWEALTH OF KENTUCKY

BEFORE THE PUBLIC SERVICE COMMISSION

## In the Matter of:

APPLICATION OF DELTA NATURAL
GAS COMPANY, INC. FOR AN )
CASE NO. 2010-00116 ADJUSTMENT OF RATES

## VERIFICATION

The undersigned, John B. Brown, being duly sworn, deposes and states that he is Chief Financial Officer, Treasurer and Secretary of Delta Natural Gas Company, Inc. and that he has personal knowledge of the matters set forth in the responses for which he is identified as the witness, and the answers contained therein are true and correct to the best of his information, knowledge and belief.


John B. Brown
Subscribed and sworn to before me, a Notary Public in and before said County and State, this $28^{+ \pm}$day of June, 2010.
Toil P. Burnet
Notary Public

My Commission Expires:
$6 / 20 / 12$

## COMMONWEALTH OF KENTUCKY

## BEFORE THE PUBLIC SERVICE COMMISSION

## In the Matter of:

## APPLICATION OF DELTA NATURAL ) GAS COMPANY, INC. FOR AN ) <br> CASE NO. 2010-00116 ADJUSTMENT OF RATES

## VERIFICATION

The undersigned, Matthew Wesolosky, being duly sworn, deposes and states that he is Manager - Accounting \& IT of Delta Natural Gas Company, Inc. and that he has personal knowledge of the matters set forth in the responses for which he is identified as the witness, and the answers contained therein are true and correct to the best of his information, knowledge and belief.


Subscribed and sworn to before me, a Notary Public in and before said County and State, this $28 \not 2$ day of June, 2010.


My Commission Expires:
$6 / 20 / 12$

## COMMONWEALTH OF KENTUCKY

## BEFORE THE PUBLIC SERVICE COMMISSION

## In the Matter of:

## APPLICATION OF DELTA NATURAL ) GAS COMPANY, INC. FOR AN ) <br> CASE NO. 2010-00116 ADJUSTMENT OF RATES

## VERIFICATION

The undersigned, Martin J. Blake, being duly sworn, deposes and states that he is a Member and Principal of The Prime Group, LLC, and that he has personal knowledge of the matters set forth in the responses for which he is identified as the witness, and the answers contained therein are true and correct to the best of his information, knowledge and belief.


Subscribed and sworn to before me, a Notary Public and before said County and State, this 23 rodday of June, 2010.

My Commission Expires:

$\square$

## COMMONWEALTH OF KENTUCKY

## BEFORE THE PUBLIC SERVICE COMMISSION

## In the Matter of:

APPLICATION OF DELTA NATURAL ) GAS COMPANY, INC. FOR AN ) ADJUSTMENT OF RATES

CASE NO. 2010-00116

VERIFICATION

The undersigned, William Steven Seelye, being duly sworn, deposes and states that he is a Principal and Senior Consultant of The Prime Group, LLC, and that he has personal knowledge of the matters set forth in the responses for which he is identified as the witness, and the answers contained therein are true and correct to the best of his information, knowledge and belief.


Subscribed and sworn to before me, a Notary Publidfand before said County and State, this 23 day of June, 2010.

My Commission Expires:


## COMMONWEALTH OF KENTUCKY

## BEFORE THE PUBLIC SERVICE COMMISSION

## In the Matter of:

| APPLICATION OF DELTA NATURAL | ) |
| :--- | :--- |
| GAS COMPANY, INC. FOR AN | () CASE NO. 2010-00116 |
| ADJUSTMENT OF RATES |  |

## VERIFICATION

The undersigned, Glenn R. Jennings, being duly sworn, deposes and states that he is Chairman of the Board, President and CEO of Delta Natural Gas Company, Inc. and that he has personal knowledge of the matters set forth in the responses for which he is identified as the witness, and the answers contained therein are true and correct to the best of his information, knowledge and belief.


Subscribed and sworn to before me, a Notary Public in and before said County and State, this 2842 day of June, 2010.


My Commission Expires:
$6 / 20 / 12$

## 1. Refer to Delta's response to Item 4.b.(1) of Commission Staff's Second Data Request ("Staff's Second Request").

a. In Schedule 1, numerous employees are identified as salaried and are paid overtime hours. Explain why employees classified as salaried are paid for overtime hours.
b. In Schedule 1, the column identified as "Actual Hours Worked, 01/01/09 12/31/09, Regular, shows 2,088 is used for a regular work year rather than 2,080, the standard number of hours for a work year. Explain why 2,088 hours were used in the schedule and provide the number of annual hours Delta used for its annualized salary and wages calculation.

Response:
a. All full-time employees employed at Delta are considered salaried. All positions are divided into two categories, non-exempt and exempt. Positions that are considered nonexempt are paid overtime for all hours worked in excess of 8 hours per day. Those jobs considered to be exempt positions are not paid any overtime.
b. The 2,088 hours shown on Schedule 1 were the number of "Actual Hours" worked in 2009 (261 days excluding weekends). Delta utilizes a standard work year of 2080 hours for salary calculations. The annualized regular salary, effective December 31, 2009, was used.

Sponsoring Witness:
John B. Brown

# DELTA NATURAL GAS COMPANY, INC. <br> CASE NO. 2010-00116 <br> THIRD PSC DATA REQUEST <br> DATED JUNE 21, 2010 

2. Refer to Delta's response to Item 4.b.(2) of Staff's Second Request. Explain what is meant by the comment "seasonality of its operations" and how this relates to Delta's annualized salary calculations.

Response:
The company hires part-time/seasonal employees each year during the summer when the weather is more conducive to outside work and then terminates them each year well in advance of December 31, the end of the test year.

A proforma calculation that includes only employees on payroll at December 31 in a given year would be understated, as it would include no allowance for the amounts that will be paid in the upcoming year to these seasonal employees.

Sponsoring Witness:
John B. Brown

## DELTA NATURAL GAS COMPANY, INC.

CASE NO. 2010-00116

## THIRD PSC DATA REQUEST

DATED JUNE 21, 2010
3. Refer to Delta's response to Item 6 of Staff's Second Request.
a. Provide the annual amounts for major medical claims incurred for each year from 2005 through 2008.
b. Provide a detailed description of the reasons for the level of major medical claims incurred, $\$ 408,000$ during the test year.

Response:

3a. 2005-\$582,817 (16 claims)
2006 - $\$ 240,745$ ( 12 claims)
2007-\$669,298 (22 claims)
2008 - $\$ 601,024$ ( 10 claims)
2009-\$648,765 (17 claims)
Large claims represent any single payment from our self-insured medical plan in excess of $\$ 10,000$.
b. As noted in part a.) of this response, major medical claims incurred for 2009 were $\$ 648,465$. The $\$ 408,000$ represents the increase from 2006 , not the level of claims incurred during the 2009 test year. The $\$ 408,000$ increase from 2006 is due to claims incurred in the 2006 test year being unusually low as compared to our historical experience. Under HIPPA we are not provided a detail of the circumstances giving rise to a claim.

Sponsoring Witness:
Matthew D. Wesolosky

## DELTA NATURAL GAS COMPANY, INC.

CASE NO. 2010-00116
THIRD PSC DATA REQUEST
DATED JUNE 21, 2010
4. Refer to Delta's response to Item 7.a. of Staff's Second Request.
a. Explain why the Annual Pipeline Replacement Program ("PRP") adjustment is allocated to customer classes based on their proportion of customer charge revenue at proposed rates instead of the proportion of base rate revenue contribution at proposed rates.
b. Provide a calculation of the PRP increase allocated to each customer class if allocations are based on "Adjusted Billings at Base Rates" under the "Calculated Net Revenue @ Proposed Rates" column from Seelye Exhibit 4 as opposed to "Customer Charge" billings under the "Calculated Net Revenue @ Proposed Rates" column.

Response:
a. Delta proposed one alternative but has no preference in how the fixed charge adjustment is allocated to customer classes.
b. See attached.

Sponsoring Witness:
John B. Brown
DELTA NATUR" ${ }^{\text {Э }}$ AS COMPANY, INC.
Pipe Replaceı. .t Program Example



Residential Large Non-Residential Interruptible

## DELTA NATURAL GAS COMPANY, INC. CASE NO. 2010-00116

## THIRD PSC DATA REQUEST <br> DATED JUNE 21, 2010

5. Refer to Delta's response to Item 8 of Staff's Second Request.
a. In using historical booked uncollectible gas cost to estimate expected uncollectible gas cost for the corresponding quarter, explain whether Delta is proposing to adjust the expected gas cost based on differences in the expected cost of gas as opposed to the cost of gas in the historical three-month period.
b. Did Delta consider other methodologies for estimating uncollectible gas cost? If so, identify the methodologies considered and provide the reason Delta chose the method proposed.

Response:
5a. Yes, Delta's proposal adjusts the expected gas cost based on differences in the expected cost of gas as opposed to the cost of gas in the historical three-month period. Delta's proposed methodology takes advantage of the "dollar-tracking" feature of the gas cost recovery mechanism. In the gas cost recovery mechanism, only the amounts booked to the unrecovered gas cost account on the balance sheet ultimately get recovered from the customer. Differences between actual costs and expected costs are settled through the actual and balancing adjustments.

5b. Delta first reviewed the methodologies recently proposed by Columbia and Atmos and developed a method that in substance accomplishes the same result in a manner that is simple to administer and review given Delta's environment. Utilizing historical actual amounts as a basis for estimating expected uncollectible gas cost is more straightforward than developing a separate calculation and is consistent with the "dollar-tracking" methodology employed in our GCR mechanism.

Sponsoring Witness:
John B. Brown

# DELTA NATURAL GAS COMPANY, INC. <br> CASE NO. 2010-00116 

THIRD PSC DATA REQUEST
DATED JUNE 21, 2010
6. Refer to Delta's response to Item 12 of Staff's Second Request. It appears from the response that the negative 44.8 percent earnings-per-share growth rate that causes Delta to compare unfavorably with the panel of natural gas distribution companies on Exhibit MJB-7 is due in large part to unregulated activities.
a. Explain whether the comparison companies in the natural gas distribution panel have similar unregulated activities.
b. Explain whether Delta is proposing that the effect of its unregulated activities on its relative riskiness should be reflected in its allowed return on equity.

Response:
(a) Dr. Blake does not know whether any of the other companies in his panel have unregulated activities, and if they do, the extent of those unregulated activities.
(b) Delta is not proposing that the effect of its unregulated activities be reflected in its allowed return on equity. The negative $44.8 \%$ earnings per share growth rate reported by Edward Jones Company was not used in developing Dr. Blake's recommendation for a $12.1 \%$ ROE. He included this information in Exhibit MJB-7 to show how Delta compares to other natural gas distribution utilities with respect to earnings per share growth rate. Exhibits MJB-2 through MJB-9 were included in my testimony to show how Delta compares to other natural gas distribution utilities with respect to relevant financial measures. These exhibits demonstrate that Delta is in a relatively worse position than other natural gas distribution companies with respect to these relevant financial measures. Furthermore, Exhibit MJB-11 shows that with the impact of the unregulated activities removed Delta has an actual earned ROE in 2009 of $5 \%$, which is less than half of the Commission allowed ROE of $10.5 \%$.

Sponsoring Witness:
Martin J. Blake

# DELTA NATURAL GAS COMPANY, INC. <br> CASE NO. 2010-00116 

THIRD PSC DATA REQUEST DATED JUNE 21, 2010
7. Refer to Item 16 of Staff's Second Request. Provide the requested copies of Board minutes, including financial presentations, for 2008 and 2009, irrespective of the failure to pass any resolutions concerning equity levels.

Response:
Item 16 of the second PSC data request asked Delta to "provide copies of Board minutes where equity levels were discussed and determined to be too low." No copies of minutes were provided because in no Board meeting since the last rate case has a discussion taken place regarding equity levels being too low.

The Board takes action based on equity levels when Delta makes financing decisions. When financing is necessary, the equity levels will influence the Company's decision as to whether to issue new equity, new debt or a combination of the two. Since Delta has not pursued financing since the last rate case, the related discussion with the Board of Directors regarding the raising of equity levels through equity offerings has not taken place.

As explained in the response to Item 16, while no resolutions concerning equity levels and the need to raise them have been passed, the Board is kept informed of the current debt/equity ratio through the discussion of financial results in each quarterly meeting.

The financial exhibit to Board minutes is entitled the "Quarterly Summary Report" and is mailed to each Director prior to each meeting. Data in this report serves as the basis for the financial presentation that is made to the Board by the CFO each quarter. The current debt/equity ratio is derived from the Balance Sheet in the Quarterly Summary Report and is discussed in conjunction with the financial presentation. The financial exhibits to the Board minutes for 2008-2009 are attached.

Delta's Board minutes for 2007, 2008, 2009 and 2010 to date have been filed under seal with motion for confidential treatment in response to Item 2 of the Attorney General's Initial Request For Information.

Sponsoring Witness:
John B. Brown

# Delta Natural Gas Company, Inc. Board of Directors' Meeting - 2/22/08 Quarterly Summary Report 

|  | Periods ended December 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6 months |  |  | 12 months |  |
|  | $\begin{gathered} 2007 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { Budget } \end{gathered}$ | $\begin{gathered} 2006 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2006 \\ \text { Actual } \end{gathered}$ |
| System Throughput (million cu. Ft.) |  |  |  |  |  |
| Regulated Gas Sales Volumes | 1.102 | 1.373 | 1,248 | 3.137 | 3,046 |
| Transportation Volumes |  |  |  |  |  |
| - off system | 5,911 | 4,271 | 4,245 | 11,440 | 8,526 |
| - on system | 2,416 | 2,643 | $\underline{2} \mathbf{6 2 7}$ | 4.950 | 5,375 |
| Total Transportation | 8,327 | 6,914 | 6,872 | 16,390 | 13,901 |
| Total Throughput | 9.429 | 8.287 | $\underline{8,120}$ | $\underline{19.527}$ | $\underline{16,947}$ |
| Actual Lexington Calendar Degree |  |  |  |  |  |
| Days as \% of 30 Year Average | 85 | 100 | 93 | 92 | 89 |
| Net Income (\$000) | 1,644 | 473 | 1,844 | 5,099 | 4,550 |
| Net Income Per Common Share (\$) | . 50 | . 14 | . 57 | 1.56 | 1.40 |

The attached detailed financial data is provided for further information and review.
In summary, net income before income taxes decreased $\$ 351,000$ for the six months ended December 31, 2007 compared to the previous year primarily due to a $\$ 481,000$ decrease in non-regulated net income before income taxes. In addition, regulated operating and maintenance expenses increased $\$ 346,000$ due mainly to increased labor and employee benefit costs. These decreases in net income before income taxes were partially offset by a $\$ 525,000$ increase in off-system transportation revenue and a $\$ 108,000$ increase in regulated retail sales margins, attributable to the implementation of the new rate order in November.

Net income before income taxes was $\$ 1,908,000$ higher than budgeted for the six months ended December 31, 2007 primarily resulting from the non-regulated subsidiaries netting $\$ 833,000$ more than budgeted. In addition, off-system transportation revenue was $\$ 520,000$ more than budgeted and regulated retail gas margins were $\$ 203,000$ more than budgeted.

Capital expenditures exceeded budget primarily because of the unplanned cost to rework a storage well at Canada Mountain.

## DELTA NATURAL GAS COMPANY, INC. <br> BALANCE SHEET <br> December 31, 2007

| ASSETS | 2007 |  | 2006 |  |
| :---: | :---: | :---: | :---: | :---: |
| GAS UTILITY PLANT, AT COST | \$ | 187,647,489 | \$ | 182,615,712 |
| Less - Reserve for Depreciation |  | 64,861,328 |  | 61,435,867 |
|  | \$ | 122,786,161 | \$ | 121,179,845 |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 680,811 | \$ | 385,644 |
| Receivables |  | 13,597,102 |  | 11,182,535 |
| Deferred Gas Cost |  | 3,377,138 |  | 1,117,889 |
| Gas in Storage, at Cost |  | 7,970,201 |  | 9,809,341 |
| Materials and Supplies, at Cost |  | 503,029 |  | 480,166 |
| Prepayments |  | 2,406,409 |  | 1,032,803 |
|  | \$ | 28,534,690 | \$ | 24,008,378 |
| OTHER ASSETS: |  |  |  |  |
| Cash Surrender Value of Life Insurance | \$ | 425,609 | \$ | 379,661 |
| Unamortized Expenses |  | 5,316,910 |  | 5,704,177 |
| Receivable/lnvestment in Subsidiaries |  | 11,584,212 |  | 8,225,272 |
| Other |  | 6,773,649 |  | 5,186,763 |
|  | \$ | 24,100,380 | \$ | 19,495,873 |
| TOTAL ASSETS | \$ | 175,421,231 | \$ | 164,684,096 |
| LIABILIties |  |  |  |  |
| CAPITALIZATION: |  |  |  |  |
| Common Stock | \$ | 3,286,276 | \$ | 3,267,942 |
| Paid-in Surplus |  | 46,373,067 |  | 45,929,039 |
| Capital Stock Expense |  | $(2,643,353)$ |  | $(2,643,353)$ |
| Retained Earnings |  | 7,184,458. |  | 6,183,319 |
| Total Common Equity | \$ | 54,200,448 | \$ | 52,736,947 |
| Long-term Debt |  | 58,402,000 |  | 58,670,000 |
| Total Capitalization | \$ | 112,602,448 | \$ | 111,406,947 |
| CURRENT LIABILITIES: |  |  |  |  |
| Notes Payable | \$ | 23,798,147 | \$ | 17,146,346 |
| Current Portion of Long-Term Debt |  | 1,200,000 |  | 1,200,000 |
| Accounts Payable |  | 6,609,080 |  | 4,712,879 |
| Accrued Taxes |  | $(303,136)$ |  | 498,346 |
| Refunds Due Customers |  | 58 |  | 1,440 |
| Customer Deposits |  | 610,958 |  | 596,453 |
| Accrued Interest |  | 869,543 |  | 863,201 |
| Current Deferred Income Taxes |  | 963,559 |  | 701,000 |
| Other |  | 1,066,469 |  | 952,844 |
|  | \$ | 34,814,678 | \$ | 26,672,509 |
| deferred credits and other: |  |  |  |  |
| Deferred Income Taxes | \$ | 23,824,112 | \$ | 22,191,088 |
| Deferred Investment Tax Credit |  | 195,700 |  | 232,100 |
| Regulatory ltems |  | 2,348,392 |  | 2,491,478 |
| Advances for Construction and Other |  | 1,635,901 |  | 1,689,974 |
|  | \$ | 28,004,105 | \$ | 26,604,640 |
| total liabilities | \$ | 175,421,231 | \$ | 164,684,096 |

## DELTA NATURAL GAS COMPANY, INC. STATEMENT OF INCOME

December 31, 2007

6 MONTHS TO DATE
12 MONTHS ENDED

|  | 2007 |  |  | 2006 |  | 2007 |  | 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPERATING REVENUES | \$ | 23,472,682 | \$ | 24,214,421 | \$ | 56,400,189 | \$ | 63,515,558 |
| OPERATING EXPENSES \& TAXES: |  |  |  |  |  |  |  |  |
| Gas Purchased | \$ | 11,341,054 | \$ | 12,663,211 | \$ | 29,564,868 | \$ | 38,363,849 |
| Operations |  | 5,533,990 |  | 5,335,786 |  | 11,243,051 |  | 10,822,603 |
| Maintenance |  | 436,300 |  | 288,399 |  | 815,307 |  | 679,744 |
| Depreciation |  | 2,243,300 |  | 2,156,686 |  | 4,665,455 |  | 4,234,739 |
| Property \& Other Taxes |  | 859,618 |  | 863,338 |  | 1,822,914 |  | 1,767,480 |
| Income Taxes |  | 259,997 |  | 237,300 |  | 1,319,997 |  | 956,300 |
| Total | \$ | 20,674,259 | \$ | 21,544,720 | \$ | 49,431,592 | \$ | 56,824,715 |
| Operating Income | \$ | 2,798,423 | \$ | 2,669,701 | \$ | 6,968,597 |  | 6,690,843 |
| OTHER INCOME/(EXPENSES),NET |  | 1,250,343 |  | 1,548,801 |  | 2,659,930 |  | 2,826,879 |
| Gross Income | \$ | 4,048,766 | \$ | 4,218,502 | \$ | 9,628,527 |  | 9,517,722 |
| OTHER DEDUCTIONS: |  |  |  |  |  |  |  |  |
| Interest on Debt | \$ | 2,210,795 | \$ | 2,180,979 | \$ | 4,142,650 | \$ | 4,618,815 |
| Amortization |  | 193,631 |  | 193,447 |  | 387,266 |  | 348,890 |
| Other |  |  |  |  |  | - |  | - |
| Total | \$ | 2,404,426 | \$ | 2,374,426 | \$ | 4,529,916 |  | 4,967,705 |
| NET INCOME(LOSS) APPLICABLE TO |  |  |  |  |  |  |  |  |
| EARNINGS PER AVERAGE |  |  |  |  |  |  |  |  |
| CUSTOMERS AT END OF PERIOD 37,836 |  |  |  |  |  |  |  |  |
| AVERAGE SHARES |  | 3,280,704 |  | 3,260,389 |  | 3,276,034 |  | 3,254,475 |
|  |  | FISCAL |  | FISCAL |  | 12 MONTH |  | 12 MONTH |
|  |  | YTD |  | YTD |  | ENDED |  | ENDED |

DELTA NATURAL GAS CO., INC. COMPARISON OF MCF, REVENUE AND GAS COST December 31, 2007

|  |  |  | MONTH |  |  | RTODATE |  | YEAR | DED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEGREE DAYS BILIED-LEXINGTON AREA |  | This Year Over (Under) Burget | This Year | Last Year | This Year Over (Under) Buoget | This Year | Last Year | This Year | Last Year |
|  |  | (327) | 571 | 639 | (960) | 829 | 1,080 | 4,168 | 4,466 |
| ucF'S: | delta natural |  |  |  |  |  |  |  |  |
|  | RESIDENTIAL | (137,054) | 185,546 | 252,325 | $(374,468)$ | 366,432 | 480,466 | 1,689,988 | 1,779,377 |
|  | SMALL COMMERCIAL | $(43,460)$ | 53,940 | 74,948 | $(116,560)$ | 114,240 | 146,897 | 521,733 | 544,497 |
|  | COMMERCIAL - OTHER | $(65,251)$ | 77,049 | 102,912 | (173,052) | 214,348 | 254,052 | 751,252 | 784,015 |
|  | INDUSTRIAL. | 5,104 | 11,604 | 17,330 | 15,611 | 29,811 | 41,227 | 124,064 | 140,108 |
|  | TOTAL SOLD | $(240,661)$ | 328,139 | 447,515 | (648,469) | 724,831 | 922,642 | 3,087,037 | 3,247,997 |
|  | OFF SYSTEM | 389,873 | 1,216,773 | 798,239 | 1,640,278 | 5,911,278 | 4,244,888 | 11,439,961 | 8,525,855 |
|  | ONSYSTEM | (40,378) | 453,622 | 485,430 | (226,924) | 2,415,876 | 2,626,960 | 4,950,043 | 5,375,394 |
|  | TOTAL TRANSPORTED | 349,495 | 1,670,395 | 1,283,669 | 1,413,354 | 8,377,154 | 6,871,848 | 16,390,004 | 13,901,249 |
|  | TOTAL DELTANATURAL | 108,834 | 1,998,534 | 1,731,184 | 764,885 | 9,051,985 | 7,794,490 | 19,477,041 | 17,149,245 |
|  | RESOURCES ON SYS INCL | $(42,298)$ | 176,602 | 181,719 | (143,442) | 884,358 | 972,697 | 1,846,413 | 1,999,941 |
|  | DELGASCO OFF SYS INCL. | 191,118 | 439,218 | 373,405 | 47,560 | 1,328,960 | 1,072,574 | 3,144,462 | 2,201,491 |
|  | ENPRO - SALES TO AFFILLATES | 347 | 10,347 | 45,197 | 1,269 | 61,269 | 97,038 | 147,548 | 179,534 |
|  | Unbilled MCF | 159,103 | 159,103 | 39.412 | 2,016 | 377,447 | 325,402 | 49,728 | $(201,647)$ |
| revenues: | delta natural |  |  |  |  |  |  |  |  |
|  | RETALL SALES | $(4,884,953)$ | 5,275,247 | 6,661,710 | (12,454,456) | 13,632,444 | 15,795,473 | 47,630,277 | 60,316,580 |
|  | UNBILLED REVENUE | 2,553,163 | 2,553,163 | 1,081,205 | 5,923,520 | 5,923,520 | 4,974,232 | 819,004 | ( $3,875,402$ ) |
|  | MISC OPERATING | (567) | 22,033 | 22,972 | (2,77) | 104,223 | 107,603 | 237,826 | 261,301 |
|  | OFF SYS TRANSPORT | 144,764 | 385,564 | 235,882 | 519,952 | 1,763,652 | 1,238,740 | 3,504,149 | 2,484,947 |
|  | ON SYS TRANSPORT | (39,595) | 449,204 | 413,024 | (80,758) | 2,048,842 | 2,098,373 | 4,208,932 | 4,328,132 |
|  | total deltanatural | (2,227,189) | 8,685,211 | 8,414,793 | $(6,094,519)$ | 23,472,681 | 24,214,421 | 56,400,188 | 63,515,559 |
|  | RESOURCES ON SYS SALES | 56,103 | 1,530,803 | 1,747,912 | 317,199 | 7,240,799 | 8,442,030 | 15,615,174 | 19,458,580 |
|  | DELGASCO OFF SYS SALES | 2,445,678 | 4,109,978 | 3,614,891 | 2,262,577 | 10,858,577 | 8,816,109 | 26,088,512 | 19,385,554 |
|  | ENPRO-SALES TO AFFILIATES | (1.899) | 74,601 | 374,231 | 6,403 | 403,103 | 692,043 | 1,031,944 | 1,378,122 |
|  | TOTAL CONSOLIDATED | 272,693 | 14,400,593 | 14,151,827 | (3,508,340) | 41,975,160 | 42,164,603 | 99,135,818 | 103.737,815 |
| GAS COSTS: | DELTA NATURAL | $(4,227,596)$ | 3,258,804 | 4,464,211 | $(10,460,049)$ | 7,614,751 | 9,510,312 | 29,088,042 | 41,730,337 |
|  | delta natural unbuled gas cost | 1,580,142 | 1,580,142 | 393,497 | 3,726,304 | 3,726,304 | 3,152,899 | 476,827 | $(3,366,488)$ |
|  | delta resources | $(8,210)$ | 1,305,190 | 1,395,259 | 166,729 | 6,333,529 | 7,134,319 | 13,572,187 | 16,980,274 |
|  | dELGASCO | 1,853,198 | 3,472,598 | 3,133,244 | 1,538,993 | 9,903,393 | 8,0688,619 | 23,721,601 | 17,855,809 |
|  | TOTAL CONSOLIDATED | (802.466) | 9,616,734 | 9,386,211 | (5,028,023) | 27,577,977 | 27,866,149 | 66,858,657 | 73,199,932 |
| NET SALES: | delta natural excluding unbilled | (657,357) | 2,016,443 | 2,197,499 | (1,994,407) | 6,017,693 | 6,285,161 | 18,542,235 | 18,586,243 |
|  | delta natural unbilled | 973,021 | 973,021 | 687,708 | 2,197,216 | 2,197,216 | 1,821,333 | 342,177 | (508,914) |
|  | delta Resources total | 64,313 | 225,613 | 352,653 | 150,470 | 907,270 | 1,307,719 | 2,042,987 | 2,478,306 |
|  | delgasco | 592,480 | 637,380 | 481,647 | 723,584 | 955,184 | 747,490 | 2,366,911 | 1,529,745 |
|  | TOTAL CONSOLIDATED | 972,457 | 3,852,457 | 3,719,507 | 1,076,863 | 10,077,363 | 10,161,695 | 23,294,310 | 22,085,380 |
| PER MCF: | delta natural |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | 20.2981 | 16.0763 | 14.8860 | 19.2059 | 18.8078 | 17.1998 | 15.4291 | 18.5704 |
|  | COST OF GAS | 17.5666 | 9.9312 | 9.9756 | 16.1304 | 10.5056 | 10.3077 | 9.4226 | 128480 |
|  | NET SALES | 2.7345 | 6.1451 | 4.9104 | 3.0756 | 8.3022 | 6.8121 | 6.0065 | 5.7224 |
|  | deltaresources |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | (1.3264) | 8.6681 | 9.6188 | (2.2113) | 8.1876 | 8.6790 | 8.4570 | 9.7296 |
|  | COST OF GAS | 0.1941 | 7.3906 | 7.6781 | (1.1623) | 7.1617 | 7.3346 | 7.3506 | 8.4904 |
|  | NET SALES | (1.5205) | 1.2775 | 1.9407 | (1.0490) | 1.0259 | 1.3444 | 1.1055 | 1.2392 |
|  | delgasco |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | 127967 | 9.3575 | 9.6809 | 47.5731 | 8.1707 | 8.2196 | 8.2967 | 8.8068 |
|  | COST OF GAS | 9.6966 | 7.9063 | 8.3910 | 32.3590 | 7.4520 | 7.5227 | 7.5439 | 8.1119 |
|  | NET SALES | 3.1001 | 1.4512 | 1.2899 | 15.2141 | 0.7187 | 0.6969 | 0.7527 | 0.6950 |
| deita natural OnLY:\% Change to Customers Between Yrs: |  |  |  |  |  |  |  |  |  |
|  |  | Total Cost | 8.0\% |  |  | 9.9\% |  | -16.9\% |  |
|  |  | Gas Cost | -0.3\% |  |  | 1.2\% |  | -18.4\% |  |
|  |  | Net Sales | 8.3\% |  |  | 8.7\% |  | 1.5\% |  |


|  |  | QUARTER ENDED <br> 31-Dec |  | PRICE VOLUME ANALYSIS: |  | Gas <br> Expense | Gas <br> Revenue |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | This Year | Last Year | Qtr Ended | Price Variance | 60,523 | 1,237,940 |
|  |  |  |  |  | Price VarianceNolume | $(15,893)$ | $(325,069)$ |
| DEGREE DAYS BILLED - LEXINGTON AREA |  | 829 | 1,075 |  | Volume Variance | (1,959,504) | $(3,071,004)$ |
|  |  |  |  |  | Sub Total | (1,914,874) | $(2,158,134)$ |
| MCF'S: | deltanatural |  |  |  | Misc Operating |  | 4,612 |
|  | RESIDENTIAL | 294,265 | 404,250 |  | Off System Transportation |  | 328,821 |
|  | SMALL COMMERCIAL | 86,526 | 118,494 |  | On System Transportation | - | 28,195 |
|  | COMMERCLAL - OTHER | 145,215 | 185,922 |  | Deita Natural Difference | (1,914,874) | (1,796,506) |
|  | INDUSTRIAL | 20,094 | 31,898 |  |  |  |  |
|  | TOTAL SOLD | 546,100 | 740,564 |  | Price Variance | 189,284 | (55,792) |
|  | OFF SYSTEM | 3,086,149 | 2,082,440 |  | Price VarianceNolume | (9,719) | 2,865 |
|  | ONSYSTEM | 1,297,578 | 1,395,761 |  | Volume Variance | (196,307) | (238,991) |
|  | TOTAL TRANSPORTED | 4,383,727 | 3,478,201 |  | Resources Difference | (16,741) | (291,918) |
|  | TOTAL DELTANATURAL. | 4,929,827 | 4,218,765 |  | Price Variance | $(105,144)$ | $(120,255)$ |
|  |  |  |  |  | Price VarianceNolume | $(40,528)$ | (46,353) |
|  | RESOURCES ON SYS INCL. | 516,374 | 544,322 |  | Volume Variance | 1,864,664 | 2,094,833 |
|  | DELGASCO OFF SYS INCL | 857,839 | 619,176 |  | Delgasco Difference | 1,718,992 | 1,928,225 |
|  | ENPRO-SALES TO AFFILIATES | 30,932 | 66,093 |  |  |  |  |
|  |  | - |  |  |  |  |  |
|  | Unbilled MCF | 374,178 | 309,001 |  |  |  |  |
| revenues: |  |  |  |  |  |  |  |
|  | delta natural |  |  | YTD | Price Variance | 182,553 | 1,557,352 |
|  | RETAIL SALES | 9,536,963 | 11,695,097 |  | Price VarianceNolume | $(39,139)$ | $(333,890)$ |
|  | UNBILLED REVENUE | 5,744,661 | 4,744,646 |  | Volume Variance | (2,038,975) | (3,386,490) |
|  | MISC OPERATING | 71,978 | 67,366 |  | Sub Total | $(1,895,561)$ | $(2,163,029)$ |
|  | OFF SYS TRANSPORT | 938,495 | 609,674 |  | Misc Operating |  | $(3,380)$ |
|  | ON SYS TRANSPORT | 1,216,284 | 1,188,089 |  | Of System Transportation |  | 524,912 |
|  | total deltanatural. | 17,508,381 | 18,304,872 |  | On System Transportation | - | (49,531) |
|  | RESOURCES ON SYS SALES | 4,362,725 | 4,654,643 |  | Delta Natural Difference | (1,895,561) | (1,691,028) |
|  | DELGASCO OFF SYS SALES | 7,362,960 | 5,434,735 |  |  |  |  |
|  | ENPRO. SALES TO AFFILLATES | 215,223 | 490,490 |  |  |  |  |
|  | total consolidated | 29,449,289 | 28,884,740 |  | Price Variance | (168,130) | $(477,944)$ |
| GAS COSTS: |  |  |  |  | Price VarianceNolume | 15,269 | 43,406 |
|  | DELTA NATURAL | 5,547,372 | 7,462,246 |  | Volume Variance | (647,929) | $(766,694)$ |
|  | DELTA NATURAL UNBILLED GAS COST | 3,605,625 | 3,018,190 |  | Resources Difference | (800,790) | (1,201,231) |
|  | delta resources | 3,806,574 | 3,823,315 |  | Price Variance | (75,811) | $(52,393)$ |
|  | DELGASCO | 6,556,588 | 4,837,596 |  | Price VarianceNolume | $(18,122)$ | (12,524) |
|  | TOTAL CONSOLIDATED | 19,516,159 | 19,141,347 |  | Volume Variance | 1,928,707 | 2,107,386 |
| NET SALES: |  |  |  |  | Delgasco Difference | 1,834,774 | 2,042,468 |
|  | delta natural total | 3,989,591 | 4,232,851 |  |  |  |  |
|  | delta natural unbilled | 2,139,036 | 1,726,456 | Yr Ended | Price Variance | (11, 125,627) | $(10,202,832)$ |
|  | DELTARESOURCES TOTAL | 556,151 | 831,328 |  | Price VarianceNolume | 551,349 | 505,619 |
|  | DELGASCO | 806,372 | 597,139 |  | Votume Variance | (2,068,018) | (2,989,090) |
|  | TOTAL CONSOLIDATED | 7,491,150 | 7,387,774 |  | Sub Total | $(12,642,295)$ | $(12,686,303)$ |
| PER MCF: |  |  |  |  | Misc Operating |  | (23,475) |
|  | delta natural |  |  |  | Off System Transportation |  | 1,019,202 |
|  | TOTAL SALES | 17.4638 | 15.7921 |  | On System Transportation | - | $(119,200)$ |
|  | COST OF GAS | 10.1582 | 10.0764 |  | Delta Natural Difference | (12,642,295) | (11,809,777) |
|  | NET SALES | 7.3056 | 5.7157 |  |  |  |  |
|  | DELTA RESOURCES |  |  |  | Price Variance | $(2,279,569)$ | $(2,545,015)$ |
|  | TOTAL SALES | 8.4488 | 8.5513 |  | Prica VarianceNolume | 174,994 | 195,371 |
|  | COST OF SALES | 7.3717 | 7.0240 |  | Volume Variance | $(1,303,512)$ | $(1,493,762)$ |
|  | NET SALES | 1.0770 | 1.5273 |  | Resources Difference | (3,408,087) | $(3,843,406)$ |
|  | delgasco |  |  |  | Price Variance | (1,250,178) | $(1,123,035)$ |
|  | TOTAL SALES | 8.5831 | 8.7774 |  | Price VarianceNolume | $(535,736)$ | $(481,251)$ |
|  | COST OF SALES | 7.6431 | 7.8130 |  | Volume Variance | 7,651,706 | 8,307,244 |
|  | NET SALES | 0.9400 | 0.9644 |  | Delgasco Difference | 5,865,792 | 6,702,958 |

## delta natural only:

\% CHANGE TO CUSTOMERS BETWEEN YRS:

| TOTAL COST | $10.6 \%$ |
| :--- | ---: |
| GAS COST | $0.5 \%$ |
| NET SALES | $10.1 \%$ |








delta natural gas co., inc. and substdiaries





delta natural gas co., inc
























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Y-T-D (-)
$26,197.41 \mathrm{CR}$
$14,644.57$
$45,850.87 \mathrm{CR}$
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$1,163.57 \mathrm{CR}$
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.00
.00
.00
.00

$$
1,877,343.14
$$

$1.050,643.14 \mathrm{CR}$

Page $\quad 3$
GBVCRC/GBVCRPW
Percentage
Expended











| $\begin{aligned} & \mathrm{Y}-\mathrm{T}-\mathrm{D}(-1 \\ & \mathrm{T}-\mathrm{D} \text { Amount } \end{aligned}$ |
| :---: |
| 277,743.90 |
| 4,436. |
|  |
| 273.307.12 |



L00z/te/zt - LOOT/to/L potaad zoas


| 80．zzt＇t9s＇t | 4ว96． $210^{\prime} 688$ | $66^{*} \angle 6$＇$^{\prime}$＇995 |  | 26.650 .97 | 4098＇zゅて＇208 | 80．0ヶ8＇ь98 |
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| st＇8Lb＇6TE |  | 26．668＇5b |  | ษอL\％＇Ts\％＇9\％ | T9．869．88 | Lb．tspobi |
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| ot＇ezo＇tot | or cro． 2 m | doss＇sel＇g | 06．966．9 | Lb．989＇bz | H2L 9 989 5 ¢ | 4DL\％．989＇st |
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# Delta natural gas company, Inc. BOARD OF DIRECTORS' MEETING -5/09/08 QUARTERLY SUMMARYREPORT 

|  | Periods ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9 months |  |  | 12 months |  |
|  | $\begin{gathered} 2008 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Budget } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { Actual } \end{gathered}$ |
| System Throughput (million cu. ft.) Retail Gas Sales Volumes | $\underline{-2,753}$ | 2.949 | 2,875 | 3.160 | 3,190 |
| Transportation Volumes |  |  |  |  |  |
| - off system | 9,507 | 6,666 | 7,328 | 11,952 | 9,232 |
| - on system | 3,823 | -4,172 | -4.018 | 4.967 | 5,268 |
| Total Transportation | 13,330 | $\underline{10,838}$ | 11,346 | 16.919 | 14,500 |
| Total Throughput | 16.083 | 13,787 | 14,221 | 20.079 | 17.690 |
| Actual Lexington Calendar Degree Days as \% of 30 Year Average | 95 | 100 | 94 | 95 | 93 |
| Net Income (\$000) | 7,065 | 3,491 | 5,509 | 6,854 | 4,875 |
| Net Income Per Common Share (\$) | 2.15 | 1.06 | 1.69 | 2.09 | 1.50 |

In summary, net income before income taxes increased $\$ 2,372,000$ for the nine months ended March 31, 2008 compared to the previous year. Regulated retail sales margins increased $\$ 1,131,000$ attributable to the implementation of the new rate order in November net of decreases caused by $4.1 \%$ lower sales volumes. Transportation revenue increased $\$ 857,000$ compared to the previous year. In addition, there was a $\$ 460,000$ increase in non-regulated net income before income taxes.

Net income before income taxes was $\$ 5,792,000$ higher than budgeted for the nine months ended March 31, 2008 resulting from the non-regulated subsidiaries net income before income taxes being $\$ 2,903,000$ more than budgeted, regulated retail sales margins being $\$ 1,370,000$ more than budgeted and transportation revenue being $\$ 963,000$ more than budgeted.

Capital expenditures exceeded budget primarily because of the unplanned cost to rework a storage well at Canada Mountain.

DELTA NATURAL GAS COMPANY, INC.
BALANCE SHEET
March 31, 2008

| ASSETS | 2008 |  | 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| GAS UTILITY PLANT, AT COST | \$ | 188,312,219 | \$ | 184,267,309 |
| Less - Reserve for Depreciation |  | 65,182,802 |  | 63,292,173 |
|  | \$ | 123,129,417 | \$ | 120,975,136 |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 1,944,259 | \$ | 1,615,077 |
| Receivables |  | 13,078,178 |  | 9,052,327 |
| Deferred Gas Cost |  | 1,900,797 |  | 826,698 |
| Gas in Storage, at Cost |  | 2,914,533 |  | 1,921,648 |
| Materials and Supplies, at Cost |  | 510,897 |  | 852,871 |
| Prepayments |  | 1,553,727 |  | 1,059,649 |
|  | \$ | 21,902,391 | \$ | 15,328,270 |
| OTHER ASSETS: |  |  |  |  |
| Cash Surrender Value of Life Insurance | \$ | 425,609 | \$ | 379,661 |
| Unamortized Expenses |  | 5,220,095 |  | 5,607,359 |
| Receivable/Investment in Subsidiaries |  | 2,094,024 |  | 5,632,553 |
| Other |  | 6,700,709 |  | 6,643,530 |
|  | \$ | 14,440,437 | \$ | 18,263,103 |
| TOTAL ASSETS | \$ | 159,472,245 | \$ | 154,566,509 |
| LIABILITIES |  |  |  |  |
| CAPITALIZATION: |  |  |  |  |
| Common Stock | \$ | 3,291,557 | \$ | 3,272,687 |
| Paid-in Surplus |  | 46,499,200 |  | 46,042,913 |
| Capital Stock Expense |  | $(2,643,354)$ |  | $(2,643,354)$ |
| Retained Earnings |  | 11,586,428 |  | 8,851,793 |
| Total Common Equity | \$ | 58,733,831 | \$ | 55,524,039 |
| Long-term Debt |  | 58,402,000 |  | 58,645,000 |
| Total Capitalization | \$ | 117,135,831 | \$ | 114,169,039 |
| CURRENT LIABILITIES: |  |  |  |  |
| Notes Payable | \$ | 3,287,182 | \$ | 3,803,634 |
| Current Portion of Long-Term Debt |  | 1,200,000 |  | 1,200,000 |
| Accounts Payable |  | 3,718,569 |  | 4,721,904 |
| Accrued Taxes |  | 2,625,170 |  | 1,646,267 |
| Refunds Due Customers |  | 58 |  | 428 |
| Customer Deposits |  | 612,744 |  | 594,435 |
| Accrued Interest |  | 862,990 |  | 858,695 |
| Current Deferred Income Taxes |  | 935,804 |  | 701,000 |
| Other |  | 1,092,308 |  | 1,083,217 |
|  | \$ | 14,334,825 | \$ | 14,609,580 |
| DEFERRED CREDITS AND OTHER: |  |  |  |  |
| Deferred Income Taxes | \$ | 23,855,643 | \$ | 22,191,088 |
| Deferred Investment Tax Credit |  | 186,750 |  | 222,850 |
| Regulatory liems |  | 2,305,714 |  | 1,644,300 |
| Advances for Construction and Other |  | 1,653,482 |  | 1,729,652 |
|  | \$ | 28,001,589 | \$ | 25,787,890 |
| - . TOTAL LIABILITIES | \$ | 159,472,245 | \$ | 154,566,509 |

## DELTA NATURAL GAS COMPANY, INC.

STATEMENT OF INCOME

March 31, 2008

9 MONTHS TO DATE
12 MONTHS ENDED

|  | 2008 |  |  | 2007 |  | 2008 |  | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPERATING REVENUES | \$ | 51,980,151 | \$ | 48,167,234 | \$ | 60,954,845 | \$ | 56,037,318 |
| OPERATING EXPENSES \& TAXES: |  |  |  |  |  |  |  |  |
| Gas Purchased | \$ | 28,539,532 | \$ | 26,736,056 | \$ | 32,690,501 | \$ | 30,548,131 |
| Operations |  | 8,675,899 |  | 8,592,964 |  | 11,127,782 |  | 11,134,252 |
| Maintenance |  | 567,676 |  | 451,167 |  | 783,915 |  | 642,654 |
| Depreciation |  | 3,143,048 |  | 3,336,626 |  | 4,385,263 |  | 4,383,643 |
| Property \& Other Taxes |  | 1,349,624 |  | 1,338,272 |  | 1,837,986 |  | 1,777,601 |
| Income Taxes |  | 2,336,470 |  | 1,700,350 |  | 1,933,420 |  | 1,019,450 |
| Total | \$ | 44,612,249 | \$ | 42,155,435 | \$ | 52,758,867 | \$ | 49,505,731 |
| Operating Income | \$ | 7,367,902 | \$ | 6,011,799 | \$ | 8,195,978 |  | 6,531,587 |
| OTHER INCOME/(EXPENSES),NET |  | 3,199,189 |  | 2,944,097 |  | 3,213,480 |  | 3,117,017 |
| Gross Income | \$ | 10,567,091 | \$ | 8,955,896 | \$ | 11,409,458 |  | 9,648,604 |
| OTHER DEDUCTIONS: |  |  |  |  |  |  |  |  |
| Interest on Debt | \$ | 3,211,196 | \$ | 3,156,225 | \$ | 4,167,805 | \$ | 4,386,589 |
| Amortization |  | 290,447 |  | 290,265 |  | 387,264 |  | 386,661 |
| Other |  |  |  |  |  | - |  | - |
| Total | \$ | 3,501,643 | \$ | 3,446,490 | \$ | 4,555,069 |  | 4,773,250 |
| NET INCOME(LOSS) APPLICABLE TO |  |  |  |  |  |  |  |  |
| EARNINGS PER AVERAGE SHARES OUTSTANDING | \$ | 2.15 | \$ | 1.69 | \$ | 2.09 | \$ | 1.50 |
| CUSTOMERS AT END OF PERIOD |  |  |  |  |  | 37,935 |  | 38,632 |
| AVERAGE SHARES |  | 3,283,147 |  | 3,263,194 |  | 3,280,809 |  | 3,260,442 |
|  |  | FISCAL |  | FISCAL |  | 12 MONTH |  | 12 MONTH |
|  |  | YTD |  | YTD |  | ENDED |  | ENDED |

March 31, 2008

|  |  | MONTH |  |  | YEAR TODATE |  |  | YEAR ENDED |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| degree days billed - $E$ EXINGTON AREA |  | This Year Over (Under ) Budget | This Year | LastYear | This Year Over (Under) Budget | This Year | Last Year | This Year | -Last Year |
|  |  | 169 | 795 | 939 | (830) | 3,415 | 3,700 | 4,134 | 4,685 |
| MCF'S: | delta natural |  |  |  |  |  |  |  |  |
|  | RESIDENTIAL | 76,047 | 305,047 | 362,953 | $(304,499)$ | 1,327,801 | 1,487,248 | 1,644,575 | 1,858,728 |
|  | SMALL COMMERCIAL. | 27,496 | 97,296 | 112,444 | $(80,871)$ | 419,629 | 462,489 | 511,530 | 567,690 |
|  | COMMERCIAL - OTHER | 14,463 | 119,963 | 134,902 | $(188,453)$ | 595,747 | 642,979 | 743,724 | 814,898 |
|  | INOUSTRIAL | 15,810 | 21,210 | 25,494 | 65,472 | 97,472 | 112,003 | 120,949 | 140,390 |
|  | total sold | 133,816 | 543,516 | 635,793 | (508,351) | 2,440,649 | 2704,719 | 3,020,778 | 3,381,712 |
|  | OfF SYSTEM | 333,696 | 1,185,996 | 1,166,558 | 2,840,829 | 9,506,729 | 7,328,408 | 11,951,892 | 9,231,904 |
|  | ONSYSTEM | (29,582) | 453,919 | 445,911 | (348,952) | 3,823,148 | 4,017,521 | 4,966,754 | 5,267,787 |
|  | TOTAL TRANSPORTED | 304,114 | 1,639,914 | 1,612,469 | 2,491,877 | 13,329,877 | 11,345,929 | 16,918,646 | 14,499,691 |
|  | total deltanatural | 437,930 | 2,183,430 | 2,248,262 | 1,983,526 | 15,770,526 | 14,050,648 | 19,939,424 | 17,881,403 |
|  | RESOURCES ON SYS INCL | $(23,935)$ | 169,765 | 156,371 | $(178,407)$ | 1,445,693 | 1,526,691 | 1,853,754 | 1,970,293 |
|  | DELGASCO OFF SYS INCL | 206,011 | 461,711 | 572,989 | 842,158 | 2,842,058 | 2,543,166 | 3,186,968 | 2,868,930 |
|  | ENPRO - SALES TO AFFLLIATES | 338 | 10,338 | 25,677 | (12,498) | 132,502 | 143,032 | 172,787 | 174,352 |
|  | Unbilled MCF | (111,073) | (111.073) | (324,181) | 2,016 | 312,696 | 170,356 | 140,023 | $(192,040)$ |
| REvenues: | delta natural |  |  |  |  |  |  |  |  |
|  | RETAIL SALES | 1,026,530 | 8,478,630 | 8,063,203 | ( $13,887,969$ ) | 40,462,031 | 40,262,719 | 49,992,618 | 53,613,551 |
|  | unbilled revenue | $(1,556,595)$ | $(1,556,595)$ | $(3,521,176)$ | 4,983,676 | 4,983,676 | 2,248,785 | 2,604,607 | $(4,832,522)$ |
|  | MISC OPERATING | $(1,855)$ | 25,845 | 13,801 | 11,778 | 179,078 | 157,443 | 262,841 | 250,907 |
|  | OFF SYS TRANSPORT | 124,651 | 372,851 | 347,155 | 959,918 | 2,901,018 | 2,157,865 | 3,722,390 | 2,706,635 |
|  | ON SYS TRANSPORT | 14,073 | 432,073 | 365,901 | 3,147 | 3,454,347 | 3,340,422 | 4,372,388 | 4,298,747 |
|  | total deltanatural | $(393,196)$ | 7,752,804 | 5,268,884 | (7,929,450) | 51,980,150 | 48,167,234 | 60,954,844 | 56,037,318 |
|  | RESOURCES ON SYS SALES | 381,542 | 1,686,542 | 1,400,547 | 1,511,781 | 12,452,681 | 13,189,302 | 16,079,784 | 17,167,087 |
|  | DELGASCO OFF SYS SALES | 2,969,306 | 4,684,706 | 4,981,536 | 12,052,154 | 25,468,254 | 21,098,967 | 28,415,331 | 23,639,109 |
|  | ENPRO - SALES TO AFFLIATES | 16,886 | 94,386 | 192,578 | (90,811) | 978,089 | 1,011,865 | 1,287,108 | 1,226,218 |
|  | TOTAL CONSOLIDATED | 2,974,538 | 14,218,438 | 11,843,545 | 5,543,674 | 90,879,174 | 83,467,368 | 106,737,067 | 98,069,732 |
| GAS COSTS: | delta natural. | 281,581 | 5,673,981 | 5,476,539 | $(13,539,970)$ | 25,273,830 | 25,430,596 | 30,826,837 | 34,757,135 |
|  | delta natural unbilled gas cost | $(1,159,895)$ | (1,159,895) | $(2,793,173)$ | 3,265,702 | 3,265,702 | 1,305,460 | 1,863,664 | $(4,209,003)$ |
|  | delta resources | 226,935 | 1,389,135 | 1,169,394 | 944,275 | 10,688,875 | 11,064,405 | 13,997,447 | 14,603,174 |
|  | delgasco | 2,431,018 | 4,100,118 | 4,513,204 | 9,493,140 | 22,547,640 | 19,090,905 | 25,343,562 | 21,523,902 |
|  | TOTAL CONSOLDATED | 1,779,639 | 10,003,339 | 8,365,964 | \$63,147 | 61,776,047 | 56,891,366 | 72,031,510 | 66,675,208 |
| NET SALES: | delta natural excludng unbilled | 744,949 | 2,804,649 | 2586,664 | (347,999) | 15,188,201 | 14,832,123 | 19,165,781 | 18,856,416 |
|  | delta natural unbrlled | (396,700) | $(396,700)$ | (728,003) | 1,717,974 | 1,717,974 | 943,325 | 740,943 | (623,519) |
|  | delta resources total. | 154,607 | 297,407 | 231,153 | 567,506 | 1,763,806 | 2,124,897 | 2,082,337 | 2,563,913 |
|  | delgasco | 538,288 | 584,588 | 468,332 | 2,559,014 | 2,920,614 | 2,008,062 | 3,071,769 | 2,115,207 |
|  | TOTAL CONSOLIDATED | 1,041,144 | 3,289,944 | 2,558.146 | 4,496,495 | 21,590,595 | 19,908,407 | 25,060,830 | 22,912,017 |
| PER MCF: | delta natural |  |  |  |  |  |  |  |  |
|  | TOTAL. SALES | 7.6712 | 15.5996 | 12.6821 | 27.3196 | 16.5784 | 14.8861 | 16.5496 | 15.8540 |
|  | COST OF GAS | 2.1042 | 10.4394 | 8.6137 | 26.6351 | 10.3554 | 9.4023 | 10.2049 | 10.2780 |
|  | NET SALES | 5.5670 | 5.1602 | 4.0684 | 0.6846 | 6.2230 | 5.4838 | 6.3447 | 5.5760 |
|  | delta resources |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | (15.9408) | 9.9346 | 8.9566 | (8.4738) | 8.6136 | 8.6391 | 8.6742 | 8.7130 |
|  | COST OF GAS | (9.4813) | 8.1827 | 7.4783 | (5.2928) | 7.3936 | 7.2473 | 7.5509 | 7.4117 |
|  | NET SALES | (6.4595) | 1.7519 | 1.4782 | (3.1810) | 1.2200 | 1.3918 | 1.1233 | 1.3013 |
|  | delgasco |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | 14.4133 | 10.1464 | 8.6939 | 143110 | 8.9612 | 8.2963 | 8.9161 | 8.2397 |
|  | COST OF GAS | 11.8004 | 8.8803 | 7.8766 | 11.2724 | 7.9336 | 7.5067 | 7.9522 | 7.5024 |
|  | NET SALES | 2.6129 | 1.2661 | 0.8173 | 3.0386 | 1.0276 | 0.7896 | 0.9639 | 0.7373 |
| DELTA NATURAL ONLY: <br> \% Change to Customers Between Yrs: |  |  |  |  |  |  |  |  |  |
|  |  | Total Cost | 23.0\% |  |  | 11.4\% |  | 4.4\% |  |
|  |  | Gas Cost | 14.4\% |  |  | 6.4\% |  | -0.5\% |  |
|  |  | Net Sales | 8.6\% |  |  | 5.0\% |  | 4.8\% |  |





 436.629.99CR





Y-T-D Amount มว09'999'z00'bц


















 Income statement - De`
31. 2008
Current year
Y-T-D Budget
31,168, 100.00CR
 $\stackrel{y}{0}$
$\stackrel{\circ}{\circ}$
$\stackrel{\circ}{\square}$
$\stackrel{\rightharpoonup}{-}$ $\therefore \therefore \therefore$
 $\stackrel{0}{0}$
$\stackrel{\circ}{\circ}$
$\vdots$
$\vdots$
$\stackrel{\circ}{\circ}$
$\stackrel{\circ}{\circ}$

$$
\begin{gathered}
\text { Current } \\
\text { Y-T-D Amount }
\end{gathered}
$$





 $28,539,531.65$
.00
$\ldots \ldots \ldots \ldots \ldots$
$28.539,531.65$
$\ldots \ldots \ldots \ldots .$.



|  | Current <br> Month Amount | Last year Curr Month Amount |
| :---: | :---: | :---: |
| 03 |  |  |
| operating revenus |  |  |
| General Service Rate billed |  |  |
| Residential | 4.064,509.94CR | 2,952,944,37CR |
| Smali Comnercial | 1,200,617.62CR | 835,406.59CR |
| Other Commercial | 1,502,139.25CR | 931,644.28CR |
| Industrial | 173.227.11CR | 115,323.35CR |
| Unmetered Gas Light | 635.10 CR | 593.96 CR |
| Residential wra | 55,685.40 | 259.144 .28 |
| Small Non-Residential wna | 14,815.62 | 68,227,19 |
| Weather Normalization Revenu | 70,501.02 | 327,371.47 |
| Total General Service Ra | 6,870,628.00CR | 4,508,541.08CR |
| Interuptible Rate billed |  |  |
| Commercial | 5.944.82CR | 4,175.21CR |
| Industrial | 45.461.89CR | 29,311.13CR |
| Total Interruptible Rate | 51,406.71CR | 33,486.34CR |
| total gas Revenue | 6,922,034.71CR | 4,542,027.42CR |
| Miscellaneous operating Revenue | 25,845.0008 | 13.801.00CR |
| Off system Transportation Reven | 372,850.83CR | 347.154.34CR |
| On System Transportation Revenu | 432.073 .05 CR | 365.901.00CR |
| total operating revenue | 7.752,803.59CR | 5,268, 883.76CR |
| operating expenses |  |  |
| Purchased Gas | 4.514,085.94 | 2,683,365.78 |
| Recovery of Canada Mountain | . 00 | . 00 |
| Purchased Gas, net | 4,514,085.94 | 2,683,365.78 |
| Operation Expense |  |  |
| Labor | 611.044.50 | 608,199.22 |
| Transportation | 105.485.64 | 98,788.78 |









delta natural gas co., inc.
Income Statemen'
July 01,2007 M

$$
\begin{gathered}
\text { Current } \\
\text { Y-T-D amount }
\end{gathered}
$$

7,367,902.25CR
 36.362.27CR 3.199.189.27CR
10,567.091.52CR




|  | Current <br> Month Amount |
| :---: | :---: |
| OPERATING INCOME | 1,176,218.47CR |
|  |  |
| non regutated income |  |
| Net Income from Subsidiaries | 575,774,00CR |
| Income Tax Non Regulated | 1,100.00 |
| Other Net Inc Before Inc Taxes | 3,037.11CR |
|  |  |
| Net Non Regulated Income | 577.711.11CR |
| Income Before Interest Charges | 1.753.929.58CR |
| $\qquad$ |  |
| interest charges |  |
| ...-----.... |  |
| Interest on Long-Term Debt | 306.356.88 |
| Interest on Short-Term Debt | 9,182,84 |
| other Incerest | 3.065.52 |
| Amortization of Debe Expense | 32.271 .88 |
|  | --- |
| Total Interest charges | 350,877,12 |
| NET INCOME | 1.403,052.46CR |










Current Year
Y-T-D Budget
$5,100.00 \mathrm{CR}$
.00
$13,122.200 .00 \mathrm{CR}$
$\cdots \cdots \cdots \cdots \cdots$
$13,127.300 .00 \mathrm{CR}$

| 13,127,300.00CR |  |  |
| :---: | :---: | :---: |

$9,744,600.00$
$2,181,200.00$
.00
$32,000.00$
.00
$438,600.00$
$\cdots \cdots \cdots \cdots$
$12,396,400.00$
 delta natural gas co.. Income statement - DeJ
July 01, 2007
Surrent
Y-T-D amount



1,081,959.97CR


1.389 .135 .00
$276,400.75$
.00
$8,966.00$
.00
106.600 .00
$\ldots \ldots \ldots \ldots \ldots$
1.781 .051 .75
 184,331.16C
Revenues
othex Revenue
Sales To Parent
Saies To Others
Total Revenues

Expenses
Purchased Gas
Transportation Fee
Uncollectible Accounts
Outside Services
Taxes - Non Income
Income Taxes
Total Expenses










| Current <br> Month Amount | Cury Month Amt（－） <br> Last Yr Month Amt | Adopted <br> Cur Mo Budget（－1 Cur Mo Actual | Current Y－T－D Amount | Current Y－T－D（－） <br> Last Y －T－D Amount | Adopted <br> Cur YTD Budgt i－1 CuI YTD Actual | Adopted <br> Cur Yr Budget（－） Cur ytd Actual | Percentage <br> Expended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | 3，017．00 | 3.017 .00 | 3．017．00CR | 3，017．00CR | ． 00 |
| 2，466．10 | 2，466．10 | 2．466．10CR | 2.770 .39 | 2，770．39 | 2，770．39CR | 2，770．39CR | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | 28，000．00 | 28，000．00 | ． 00 |
| 10，109．88 | 10，109．88 | 10．109．88CR | 107．688．55 | 107．688．55 | 107，688，55CR | 107．688．55CR | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | 18，358．42CR | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| 141，484．84 | 141．484．84 | 141，484．84CR | 1．220．547．67 | 1．220，547．67 | 1，220．547．67CR | 1，220，547，67CR | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 \％ |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | 00 |
| ． 00 | ． 00 | ． 00 | 7，590．14 | 7.590 .14 | 7，590．14CR | 7，590．14CR | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 ＊ |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 | ． 00 |
| 13.00 | 13.00 | 13.00 CR | 43.00 | 14，807．50CR | 19．957．00 | 19，957．00 | ． 21 |
| ． 00 | 5．814．83CR | ． 00 | 2，968．00 | 16，631．28CR | 32.00 | 32.00 | 98.93 |
| 317，825．39CR | 375．799．08CR | 317，825．39 | 78.153 .51 | 7，366．54CR | 16．953．53CR | 16，952．51CR | 127．70 |
| 17.81 | 290．784．70CR | 17．81CR | 376．915．19 | 1，576．766．55CR | 45，284．81 | 45，284．81 | 89.27 |
| 8，000．00CR | 141，982．66CR | 18，000．00 | 173．935．03 | 174．763．14CR | 123，935．03CR | 123．935．03CR | 347.87 |
| 3.703 .34 | 3，703．34 | 3，703，34CR | 3，733．24 | 3，698．31CR | 11.266 .76 | 11． 266.76 | 24.88 |
| 30，964．45 | 28．668．00 | 18，964．46CR | 115，829．43 | 186，605．59CR | 7．829．43CR | 28，170．57 | 80.43 |

[^0]B00z/TE/E - L00z/TO/L pof̧aod zoa

CAPITAL EXPENDITURES
All Agents
alh alan l heath
1383 REGULATORS
1385 IND METERS
1395 LAB EQUIP
139901 MAPPING
5117 CUSHN GAS
532503 MIN RIGHTS
532521 LEASEH-GAS
532523 INT INVESM
533101 GAS WELL E
535006 GAS RGT ST
Total alh alh
sUBSIDIARIES

$$
\begin{aligned}
& 764.025 .22 \mathrm{CR}
\end{aligned}
$$

|  | Current <br> Month Amount | Curr Month Amt (-) <br> Last Yr Month Amt | Acopted <br> Cur Mo Budget (-) Cur Mo Actual | Current Y-T-D Amount | Current Y-T-D (-) <br> Last Y-T-D Amount | Adopted <br> Cur YTD Budge (-) Cur YTD Actual | Adopted <br> Cur Yr Budget (-) Cur yTD Actual | Percentage Expended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 139909 CONTINGENC | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | 275,000.00 | . 00 * |
| Total GRJ GRJ | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | 275,000.00 |  |

CAPItal expenditures
All Agents
GRJ GLenn r Jennings 139909 CONTINGENC
Total GRJ GRJ
${ }^{\text {mamespang }}$



139902 COMP SOFTW
139903 COMP HWARE
Total JBE JBB

| － | 50．coz＇6se | HอS6．250＇pb6 | 4069．524 | 56．256＇89E＇5 | 90．655．045 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tb＇zit＇ort＇t | Tb．2T8．b8i | 80．160．ELb | 65＇LbL＇2bs＇z | tb＇054．65b | 4000．LOZ Let | घวtu－0¢L＇6It |
| $\pm 00^{\circ}$ | 00．000．0E | 00．000．02 |  | 00. | $00^{\circ}$ | 4200． $2800^{\circ}+1$ | $00^{\circ}$ |
| \＆ $00{ }^{\circ}$ | 00. | 00. | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ |
| － $00^{\circ}$ | 00．000＇z\％ | 00．000＇9 | 8．990． $269^{\prime} \mathrm{E}$ | 00. | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ |
| － $02 \cdot \mathrm{LB}$ | 29．92\％＇¢T | 29．928．9 | L6．89E＇ | er．elc＇pb | 00．005＇z | $00^{\circ}$ | $00^{\circ}$ |
| － $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | 00. | $00^{\circ}$ | 00. | $00^{\circ}$ | $00^{\circ}$ |
| 4 Lbers | 85．025 ${ }^{\circ} \mathrm{L}$ | 8¢．02b＇98 | 40es． 800.04 | 29．6LD＇25 | 00．009＇$\varepsilon$ |  | $00^{\circ}$ |
| ＊ 00. | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ |
| 465.05 | 55．8L5＇2\％r | 55．8L5＇28t | to．e9l＇9 | 50•Tとがくbr | 00．000\％ 02 | 8205＇895．98 | 00. |
| 4 58．02T |  | צว2T＊＊62．b | 65．2日c＇6 |  | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ |
| 1 09．52 | 10．654．62 | 10．65L．05 | צDT6．STS．L2 | 66．0b2＇0t | 00．891．2 | 4289．080．\％2 | 00．988＇2 |
| $400^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | 00. |
| 488.85 | 8E． 5 ES＇$\angle 6$ |  | צวO¢＇2T | 29．596． 69 | E9．5sz＇0 | ใว6¢．5¢6＇โ | LE＇もロを＇s |
| （ 16.69 | T8． $560 \cdot 652$ | 18． 660.62 | $56 \cdot \mathrm{E} 69.02$ | 6T＊904＇E90 | 05＇296＇s2 | HOt5．9E6．9 | 05． 210.01 |
| 400. | 00．000＇sz | $00^{\circ}$ | $90^{\circ} \mathrm{zT}$ | $00^{\circ}$ | $00^{\circ}$ | 00. | $00^{\circ}$ ． |
| （ of．oz | 20．190．98 | 20＇490＇65 | \＄1006．p | 96＇ze6＇tr | 88．06t＇9 | 97．60s＇ E | 9t．505＇z |
| －08． t 8 | 94．96E．6pt | \％วอ2＇ร09＇06t | 96．759＇055 | ャ2．E09＇0L5＇T | －6tutibut | 4．385．888＇562 |  |
| 1 00. | 00．000＇s | 00．000＇$\varepsilon$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | 00. |
| t cist | 00．0ce＇s | 00．0EL＇E | 4200． $289^{\prime} \mathrm{T}$ | 00.026 | 00．998 | 8200 ＇ts | 00．08 |
| － 00. | 00. | $00^{\circ}$ | $00^{\circ}$ | 00. | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ |
| papuadx 3 <br>  | Tenazy als $\operatorname{zn}$ （－）ఫəБpna $x x$ xnว padoopy | Teņoy alx $\operatorname{mos}$ （－）76png aix $x$ n pajaopy | จunowy $a-I-x$ 75ez <br>  | zunowy $\square-I-\lambda$ วบอมมกร | Tenzov ow an <br> （－）วəEpng ow ano pazdopy | วuy yauow 2 A วser <br> 1－）ашу y̧uow axio | วunouy ч2uow วบวมェกร |

CAPITAL EXPENDITURES
All Agents


## 1121 NON U PROP 1374 LAND \＆ROW  1378 reg statns 1379 CG REG STA 1380 DIST SERV 1382 MET\＆REG IN   1391 FURNGEQUIP  1393 STORES EQP 1394 TOOLSGEQUP 139401 CNG EQUIPM 1396 PO EQUIPMT 1398 MISC EQUIP 

Total JLC JLC
Grand Total

# Delta Natural Gas Company, Inc Board of Directors' Meeting - 8/22/08 QUARTERLY SUMMARY REPORT 

| System Throughput (million cu. ft.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Retail Gas Sales Volumes | 3,102 | 3,380 | 3,282 |
| Transportation Volumes |  |  |  |
| - off system | 12,623 | 8,550 | 9,774 |
| - on system | 4,975 | 5,435 | 5,161 |
| Total Transportation | 17,598 | 13,985 | 14,935 |
| Total Throughput | $\underline{\mathbf{2 0 , 7 0 0}}$ | 17,365 | 18,217 |
| Actual Lexington Calendar Degree |  |  |  |
| Days as \% of 30 Year Average | 96 | 100.0 | 95 |
| Net Income (\$000) | 6,830 | 3,197 | 5,298 |
| Net Income Per Common Share (\$) | 2.08 | . 97 | 1.62 |

The attached detailed financial data is provided for further information and review.
In summary, net income before taxes increased $\$ 2,522,000$ for the twelve months ended June 30, 2008 compared to the previous year. Regulated retail sales margins increased $\$ 1,349,000$ attributable to the implementation of the new rate order in November net of decreases caused by $5.4 \%$ lower sales volumes. Transportation revenue increased $\$ 1,087,000$ compared to the previous year. In addition, there was a $\$ 915,000$ increase in non-regulated net income before income taxes.

Net income before income taxes was $\$ 5,861,000$ higher than budgeted for the twelve months ended June 30, 2008 resulting from the non-regulated subsidiaries net income before income taxes being $\$ 2,800,000$ more than budgeted, regulated retail sales margins being $\$ 1,532,000$ more than budgeted and transportation revenue being $\$ 1,421,000$ more than budgeted.

Capital expenditures exceeded budget primarily because of the unplanned cost to re-work a storage well at Canada Mountain.

DELTA NATURAL GAS COMPANY, INC.

## BALANCE SHEET

June 30, 2008

| ASSETS | 2008 |  | 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| GAS UTILITY PLANT, AT COST | \$ | 189,893,167 | \$ | 184,874,437 |
| Less - Reserve for Depreciation |  | 65,920,346 |  | 63,154,290 |
|  | \$ | 123,972,821 | \$ | 121,720,147 |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 249,859 | \$ | 187,820 |
| Receivables |  | 6,182,844 |  | 5,792,697 |
| Deferred Gas Cost |  | 4,612,752 |  | 2,941,826 |
| Gas in Storage, at Cost |  | 13,274,777 |  | 8,855,277 |
| Materials and Supplies, at Cost |  | 565,333 |  | 559,087 |
| Prepayments |  | 1,899,389 |  | 1,390,383 |
|  | \$ | 26,784,954 | \$ | 19,727,090 |
| OTHER ASSETS: |  |  |  |  |
| Cash Surrender Value of Life Insurance | \$ | 444,312 | \$ | 425,608 |
| Unamortized Expenses |  | 5,123,276 |  | 5,510,542 |
| Receivable/Investment in Subsidiaries |  | 2,901,536 |  | 1,142,931 |
| Other |  | 6,848,742 |  | 6,645,775 |
|  | \$ | 15,317,866 | \$ | 13,724,856 |
| TOTAL ASSETS | \$ | 166,075,641 | \$ | 155,172,093 |
| LIABILITIES |  |  |  |  |
| CAPITALIZATION: |  |  |  |  |
| Common Stock | \$ | 3,295,759 | \$ | 3,277,106 |
| Paid-in Surplus |  | 46,610,835 |  | 46,152,333 |
| Capital Stock Expense |  | $(2,643,354)$ |  | ( $2,643,354$ ) |
| Retained Earnings |  | 10,330,345 |  | 7,642,386 |
| Total Common Equity | \$ | 57,593,585 | \$ | 54,428,471 |
| Long-term Debt |  | 58,318,000 |  | 58,625,000 |
| Total Capitalization | \$ | 115,911,585 | \$ | 113,053,471 |
| CURRENT LIABILITIES: |  |  |  |  |
| Notes Payable | \$ | 6,828,791 | \$ | 4,189,918 |
| Current Portion of Long-Term Debt |  | 1,200,000 |  | 1,200,000 |
| Accounts Payable |  | 8,416,070 |  | 6,482,585 |
| Accrued Taxes |  | 1,098,165 |  | $(289,324)$ |
| Refunds Due Customers |  | 58 |  | 9 |
| Customer Deposits |  | 505,000 |  | 482,437 |
| Accrued Interest |  | 865,727 |  | 865,871 |
| Current Deferred Income Taxes |  | 1,483,700 |  | 1,273,000 |
| Other |  | 1,138,865 |  | 1,162,172 |
|  | \$ | 21,536,376 | \$ | 15,366,668 |
| DEFERRED CREDITS AND OTHER: |  |  |  |  |
| Deferred Income Taxes | \$ | 24,607,800 | \$ | 22,507,500 |
| Deferred Investment Tax Credit |  | 177,800 |  | 213,600 |
| Regulatory Items |  | 2,144,951 |  | 2,503,256 |
| Advances for Construction and Other |  | 1,697,129 |  | 1,527,598 |
|  | \$ | 28,627,680 | \$ | 26,751,954 |
| total liabilities | \$ | 166,075,641 | \$ | 155,172,093 |

## DELTA NATURAL GAS COMPANY, INC. STATEMENT OF INCOME

June 30, 2008


|  |  |  | MONTH |  |  | AR TO DATE |  | YEAR | DED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEGREE DAYS BILLED-LEXINGTON AREA |  | This Year Over (Under) Budget | This Year | Last Year | This Year Over (Under) Budget | This Year | Last Year | This Year | Last Year |
|  |  | 110 | 121 | 59 |  | 4,464 | 4,419 | 4,464 | 4,419 |
| MCF'S: | delta natural |  |  |  | (207) |  |  |  |  |
|  | RESIDENTIAL | 16,913 | 45,613 | 41,310 | $(159,499)$ | 1,692,801 | 1,804,022 | 1,692,801 | 1,804,022 |
|  | SMALL COMMERCIAL | 2,442 | 13,042 | 13,287 | $(47,725)$ | 524,275 | 554,390 | 524,275 | 554,390 |
|  | COMMERCIAL - OTHER | 1,031 | 28,431 | 32,136 | $(158,959)$ | 759,641 | 790,956 | 759,641 | 790,956 |
|  | INDUSTRIAL | 2.353 | 3,553 | 4,713 | 82,924 | 120,724 | 135,480 | 120,724 | 135,480 |
|  | TOTAL SOL | 22.739 | 90,639 | 91,446 | (283,259) | 3,097,441 | 3,284,848 | 3,097,441 | 3,284,848 |
|  | OFF SYSTEM | 449,959 | 1,066,359 | 944,556 | 4,072,916 | 12,623,116 | 9,773,571 | 12,623,116 | 9,773,571 |
|  | ON SYSTEM | (25,291) | 358,509 | 353,564 | (459,880) | 4,975,020 | 5,161,127 | 4,975,020 | 5,161,127 |
|  | TOTAL TRANSPORTED | 424,668 | 1,424,868 | 1,298,120 | 3,613,036 | 17,598,136 | 14,934,698 | 17,598,136 | 14,934,698 |
|  | TOTAL DELTA NATURAL | 447,407 | 1,515,507 | 1,389,566 | 3,329,777 | 20,695,577 | 18,219,546 | 20,695,577 | 18,219,546 |
|  | RESOURCES ON SYS INCL | $(13,081)$ | 126,219 | 116,123 | $(246,986)$ | 1,840,214 | 1,934,752 | 1,840,214 | 1,934,752 |
|  | delgasco off SYS Incl | $(3,302)$ | 181,598 | 61,233 | 870,985 | 3,436,085 | 2,888,076 | 3,436,085 | 2,888,076 |
|  | ENPRO-SALES TO AFFILLATES | (405) | 9,595 | 9,922 | $(12,956)$ | 162,044 | 183,317 | 162,044 | 183,317 |
|  | Unbilled MCF | (32,919) | (32,919) | (34.227) | 2,016 | 3.755 | $(2,317)$ | 3,755 | (2,317) |
| Revenues: | delta natural |  |  |  |  |  |  |  |  |
|  | RETAIL SALES | 723,743 | 2,332,443 | 1,761,645 | (9,991,708) | 53,098,492 | 49,793,306 | 53,098,492 | 49,793,306 |
|  | UNBILLED REVENUE | $(573,259)$ | $(573,259)$ | (498,671) | 521,091 | 521,091 | $(130,284)$ | 521,091 | (130,284) |
|  | MISC OPERATING | $(5,535)$ | 26,865 | 29,819 | 31,638 | 292,538 | 241,206 | 292,538 | 241,206 |
|  | OFF SYS TRANSPORT | 167,031 | 346,531 | 267,345 | 1,374,547 | 3,864,347 | 2,979,237 | 3,864,347 | 2,979,237 |
|  | ON SYS TRANSPORT | 19,142 | 308,942 | 273,421 | 46,757 | 4,460,557 | 4,258,463 | 4,460,557 | 4,258,463 |
|  | TOTAL DELTA NATURAL | 331,122 | 2,441,522 | 1,833,559 | $(8,017,675)$ | 62,237,025 | 57,141,928 | 62,237,025 | 57,141,928 |
|  | RESOURCES ON SYS SALES | 682,749 | 1,621,049 | 1,042,518 | 3,070,869 | 17,131,369 | 16,816,405 | 17,131,369 | 16,816,405 |
|  | DELGASCO OFF SYS SALES | 1,321,430 | 2,562,030 | 554,085 | 15,804,632 | 33,013,132 | 24,046,044 | 33,013,132 | 24,046,044 |
|  | ENPRO-SALES TO AFFLLIATES | 49,096 | 116,196 | 77,193 | 37,172 | 1,307,672 | 1,320,884 | 1,307,672 | 1,320,884 |
|  | TOTAL CONSOLIDATED | 2,384,397 | 6,740,797 | 3,507,355 | 10,894,998 | 113,589,198 | 99,325,261 | 113,689,198 | 99,325,261 |
| GAS COSTS: | delta natural | 402,394 | 1,295,994 | 952,867 | $(11,241,056)$ | 33,254,644 | 30,983,603 | 33,254,644 | 30,983,603 |
|  | delta natural unbilled gas cost | $(471,084)$ | $(471,084)$ | $(356,768)$ | 238,770 | 238,770 | $(96,578)$ | 238,770 | $(96,578)$ |
|  | delta resources | 693, 105 | 1,528,905 | 967,700 | 2,469,536 | 14,992,736 | 14,372,977 | 14,992,736 | 14,372,977 |
|  | delgasco | 1,131,019 | 2,338,119 | 492,292 | 12,758,886 | 29,503,586 | 21,886,827 | 29,503,586 | 21,886,827 |
|  | TOTAL CONSOLIDATED | 1,755,434 | 4,691,934 | 2,056,091 | 4,226,136 | 77,989,736 | 67,146,829 | 77,989,736 | 67,146,829 |
| NET SALES: | delta natural excluding unbilled | 321,349 | 1,036,449 | 808,778 | 1,249,348 | 19,843,848 | 18,809,703 | 19,843,848 | 18,809,703 |
|  | delta natural unbilled | $(102,175)$ | $(102,175)$ | $(141,903)$ | 282,321 | 282,321 | $(33,706)$ | 282,321 | (33,706) |
|  | delta resources total. | $(10,356)$ | 92,144 | 74,818 | 601,333 | 2,138,633 | 2,443,428 | 2,138,633 | 2,443,428 |
|  | delgasco | 190,411 | 223,911 | 61,793 | 3,045,746 | 3,509,546 | 2,159,217 | 3,509,546 | 2,159,217 |
|  | TOTAL CONSOLIDATED | 399,229 | 1,250,329 | 803,486 | 5,178,748 | 25,774,348 | 23,378,642 | 25,774,348 | 23,378,642 |
| PER MCF: | delta natural |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | 31.8283 | 25.7333 | 19.2643 | 35.2741 | 17.1427 | 15.1585 | 17.1427 | 15.1585 |
|  | COST OF GAS | 17.6962 | 14.2984 | 10.4200 | 39.6847 | 10.7362 | 9.4323 | 10.7362 | 9.4323 |
|  | net sales | 14.1321 | 11.4349 | 8.8443 | (4.4106) | 6.4065 | 5.7262 | 6.4065 | 5.7262 |
|  | delta resources |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | (52.1939) | 12.8431 | 8.9777 | (12.4334) | 9.3094 | 8.6918 | 9.3094 | 8.6918 |
|  | COST OFGAS | (52.9856) | 12.1131 | 8.3334 | (9.9987) | 8.1473 | 7.4288 | 8.1473 | 7.4288 |
|  | NET SALES | 0.7917 | 0.7300 | 0.6443 | (2.4347) | 1.1622 | 1.2629 | 1.1622 | 1.2629 |
|  | delgasco |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | (400.1908) | 14.1083 | 9.0488 | 18.1457 | 9.6078 | 8.3260 | 9.6078 | 8.3260 |
|  | COST OF GAS | (342.5254) | 12.8752 | 8.0397 | 14.6488 | 8.5864 | 7.5783 | 8.5864 | 7.5783 |
|  | NET SALES | (57.6654) | 1.2330 | 1.0091 | 3.4969 | 1.0214 | 0.7476 | 1.0214 | 0.7476 |
| DELTA NATURAL ONLY: <br> \% Change to Customers Between Yrs: |  |  |  |  |  |  |  |  |  |
|  |  | Total Cost | 33.6\% |  |  | 13.1\% |  | 13.1\% |  |
|  |  | Gas Cost | 20.1\% |  |  | 8.6\% |  | 8.6\% |  |
|  |  | Net Sales | 13.4\% |  |  | 4.5\% |  | 4.5\% |  |






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Month Amount

212, 470.05
$37,117.63$
$57,601.17 \mathrm{CR}$
$49,099.20$
$50,334.13$
67.473 .12
$247,396.89$
58.139 .22
$889,758.89 C R$
71.130 .79
1.222,411.66
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$14,230.19$
$6,359.24$
34,781.51
$1,943.20$
$150,735.06$
.-................-
208.057.50


305,234.35
305,234.35
37.154 .78
93.537 .32
130.692.10
total operating expenses 2,691,305.69
Total Operation Expense

Maintenance Expense


Total Other Taxes
Depreciation Expense

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160.191 .61 \mathrm{CR} \\
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| 1383 REGULATORS |
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delta natural gas co.. inc. . subsidiaries
For Períod 7/01/2007 - 6/30/2008



[^1]Current
Month Amount

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27.646 .10
13.648 .62
.00
47.738 .01
6.488 .15
.00
4.800 .00
4.340 .70
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12.409 .63
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154.688 .98
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## 1375 DIS STRUCT




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 1394 TOOLS\&EQUP
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> Grand Total

# Delta Natural Gas Company, Inc. Board of Directors' Meeting - 11/20/2008 Quarterly Summary Report 

|  | Periods ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 months |  |  | 12 months |  |
|  | $\begin{gathered} 2008 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Budget } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { Actual } \end{gathered}$ |
| System Throughput (million cu. ft.) Regulated Gas Sales Volumes | 170 | 204 | 182 | $\underline{3,089}$ | 3,266 |
| Transportation Volumes <br> - off system <br> - on system | $\begin{array}{r} 3,094 \\ 1,044 \\ \hline \end{array}$ | $\begin{aligned} & 2,515 \\ & 1,071 \\ & \hline \end{aligned}$ | $\begin{array}{r} 2,825 \\ 1,118 \\ \hline \end{array}$ | $\begin{array}{r} 12,892 \\ 4,900 \\ \hline \end{array}$ | $\begin{array}{r} 10,436 \\ 5,048 \\ \hline \end{array}$ |
| Total Transportation | 4,138 | 3,586 | -3,943 | 17.792 | 15,484 |
| Total Throughput | 4,308 | 3.790 | $\underline{4,125}$ | $\underline{\underline{20,881}}$ | $\underline{18,750}$ |
| Actual Lexington Calendar Degree Days as \% of 30 Year Average | 4 | 100 | 27 | 95 | 93 |
| Net Income (Loss) (\$000) | 273 | (531) | (811) | 7,914 | 5,024 |
| Net Income (Loss) Per Common Share (\$) | . 08 | (.16) | (.25) | 2.41 | 1.54 |

In summary, the increase in net income of $\$ 0.33$ per share for the quarter ended September 30,2008 compared to the preceding year was due to an increase in operating income of $\$ 1,673,000$.. Regulated gross margins increased $\$ 656,000$ primarily resulting from increased base rates which became effective October 20, 2007. Non-regulated gross margins increased $\$ 634,000$ primarily due to higher sales prices. Depreciation expense decreased $\$ 309,000$ due to decreased depreciation rates which became effective October 20, 2007. In addition, there was a non-recurring increase in operating income of $\$ 156,000$ due to the gains on the sales of two surplus office buildings.

Net income per share was $\$ 0.24$ per share higher than budgeted and net income before income taxes was $\$ 1,273,000$ higher than budgeted. Non-regulated gross margins were higher than budgeted by $\$ 654,000$. We recorded $\$ 156,000$ of unbudgeted gains on the sales of two surplus office buildings. Interest Expenses and uncollectible debt expenses were $\$ 125,000$ and $\$ 102,000$ less than budgeted, respectively. Regulated margins were $\$ 80,000$ higher than budgeted due to higher off-system transportation volumes partially offset by lower margins on retail sales.

Capital expenditures are $\$ 664,500$ less than budgeted for the quarter ended September 30,2008 primarily due to purchasing some power operated equipment in fiscal 2008 that was originally budgeted for this quarter.

DELTA NATURAL GAS COMPANY, INC.
BALANCE SHEET
September 30, 2008

| ASSETS | 2008 |  | 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| GAS UTILITY PLANT, AT COST | \$ | 192,030,012 | \$ | 186,085,861 |
| Less - Reserve for Depreciation |  | 66,682,522 |  | 64,102,102 |
|  | \$ | 125,347,490 | \$ | 121,983,759 |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 885,554 | \$ | 283,736 |
| Receivables |  | 3,002,602 |  | 5,715,675 |
| Deferred Gas Cost |  | 8,101,290 |  | 3,352,647 |
| Gas in Storage, at Cost |  | 13,274,777 |  | 8,975,227 |
| Materials and Supplies, at Cost |  | 577,757 |  | 565,704 |
| Prepayments |  | 2,625,280 |  | 2,196,913 |
|  | \$ | $\underline{\mathbf{2 8 , 4 6 7 , 2 6 0}}$ | \$ | 21,089,902 |
| OTHER ASSETS: |  |  |  |  |
| Cash Surrender Value of Life Insurance | \$ | 444,312 | \$ | 425,609 |
| Unamortized Expenses |  | 5,026,461 |  | 5,413,726 |
| Receivable/lnvestment in Subsidiaries |  | 11,886,759 |  | 9,825,559 |
| Other |  | 7,210,067 |  | 6,874,621 |
|  | \$ | 24,567,599 | \$ | $\underline{22.539,515}$ |
| TOTAL ASSETS | \$ | 178,382,349 | \$ | 165,613,176 |
| LiAbilities |  |  |  |  |
| CAPITALIZATION: |  |  |  |  |
| Common Stock | \$ | 3,301,117 | \$ | 3,281,814 |
| Paid-in Surplus |  | 46,749,375 |  | 46,263,647 |
| Capital Stock Expense |  | $(2,643,354)$ |  | $(2,643,354)$ |
| Retained Earnings |  | 9,454,081 |  | 5,746,715 |
| Total Common Equity | \$ | 56,861,219 | \$ | 52,648,822 |
| Long-term Debt |  | 58,242,000 |  | 58,507,000 |
| Total Capitalization | \$ | 115,103,219 | \$ | 111,155,822 |
| CURRENT LIABILITIES: |  |  |  |  |
| Notes Payable | \$ | 24,698,334 | \$ | 18,589,434 |
| Current Portion of Long-Term Debt |  | 1,200,000 |  | 1,200,000 |
| Accounts Payable |  | 4,805,730 |  | 4,800,094 |
| Accrued Taxes |  | 69,806 |  | $(92,095)$ |
| Refunds Due Customers |  | 0 |  | 58 |
| Customer Deposits |  | 490,868 |  | 479,407 |
| Accrued Interest |  | 862,003 |  | 866,822 |
| Current Deferred Income Taxes |  | 1,628,913 |  | 956,140 |
| Other |  | 1,143,787 |  | 1,162,723 |
|  | \$ | 34,899,441 | \$ | 27,962,583 |
| DEFERRED CREDITS AND OTHER: |  |  |  |  |
| Deferred Income Taxes | \$ | 24,548,481 | \$ | 22,341,483 |
| Deferred Investment Tax Credit |  | 169,475 |  | 204,650 |
| Regulatory Items |  | 1,948,841 |  | 2,394,220 |
| Advances for Construction and Other |  | 1,712,892 |  | 1,554,418 |
|  | \$ | 28,379,689 | \$ | $\underline{26,494,771}$ |
| total liabilities | \$ | 178,382,349 | \$ | 165,613,176 |

DELTA NATURAL GAS COMPANY, INC. statement of income

## September 30, 2008

3 MONTHS TO DATE
12 MONTHS ENDED

|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPERATING REVENUES | \$ | 7,411,103 | \$ | 5,964,300 | \$ | 63,683,828 | \$ | 57,196,680 |
| OPERATING EXPENSES \& TAXES: |  |  |  |  |  |  |  |  |
| Gas Purchased | \$ | 2,912,174 |  | 2,188,057 | \$ | 34,217,531 | \$ | 30,892,307 |
| Operations |  | 2,708,758 |  | 2,669,816 |  | 12,087,575 |  | 11,224,402 |
| Maintenance |  | 224,906 |  | 176,291 |  | 1,052,046 |  | 684,788 |
| Depreciation |  | 920,602 |  | 1,229,520 |  | 3,744,196 |  | 4,702,823 |
| Property \& Other Taxes |  | 438,701 |  | 442,713 |  | 1,783,846 |  | 1,816,681 |
| Income Taxes |  | $(363,684)$ |  | (723,634) |  | 2,350,450 |  | 1,205,516 |
| Total | \$ | 6,841,457 | \$ | 5,982,763 | \$ | 55,235,644 | \$ | 50,526,517 |
| Operating Income | \$ | 569,646 | \$ | $(18,463)$ | \$ | 8,448,184 |  | 6,670,163 |
| OTHER INCOME(EXPENSES),NET |  | 824,536 |  | 397,780 |  | 3,952,937 |  | 2,868,223 |
| Gross Income | \$ | 1,394,182 | \$ | 379,317 | \$ | 12,401,121 |  | 9,538,386 |
| OTHER DEDUCTIONS: |  |  |  |  |  |  |  |  |
| Interest on Debt | \$ | 1,024,151 | \$ | 1,093,446 | \$ | 4,099,828 | + | 4,127,001 |
| Amortization |  | 96,816 |  | 96,816 |  | 387,266 |  | 387,238 |
| Other |  |  |  |  |  | - |  | - |
| Total | \$ | 1,120,967 | \$ | 1,190,262 | \$ | 4,487,094 |  | 4,514,239 |
| NET INCOME(LOSS) APPLICABLE TO |  |  |  |  |  |  |  |  |
| EARNINGS PER AVERAGE |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| AVERAGE SHARES |  | 3,297,671 |  | 3,278,556 |  | 3,290,273 |  | 3,271,031 |
|  |  | FISCAL |  | FISCAL |  | 12 MONTH |  | 12 MONTH |
|  |  | YTD |  | YTD |  | ENDED |  | ENDED |

DELTA NATURAL GAS CO., INC. COMPARISON OF MCF, REVENUE AND GAS COST September 30, 2008






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| :---: | :---: |
| －－－－－－－－－－－－－ | －－－－－－－－－－－．－．－． |
| 00．00L＇TL | 9L．00L＇8Eb |
| －－－－－－．－．－．－． | －． |
| 00．00L＇Ebt | 9く＇btz＇zzi |
| 00．000＇8zع | 00．98も＇9ヶE |
|  | －－－－－－－ |
| 00．00¢＇816 | zS＇t09＇026 |
| －－－－－－－－－．－－－－－ | －－－－－－－－－－－．．．．． |
| －－－－－－－－－．．．．．－ | －－－－－－－－－－．．．．．． |
| 00＇008＇002＇£ | \＄2＇599＇Eと6＇z |
| －－－－．．－－－．．．．．－ | －－－－－－－－－－．．．．．． |
| －－－－－－－．．．．．．．－ | －－－－－－．．．．．．．．．．． |
| 00．00ع＇5\＆z | L． 506 ＇ஏ2 |
| －－－－－－．－－－－－．－． | －．－－－－－－－．．－．．．－ |
| 00．008＇bet | 95．0ヶ9．0zt |
| 00＇000＇zT | 00＇206＇$\tau \tau$ |
| 00．005．88 | 69．LEE＇9才 |
| $00^{\circ}$ | 60＇88L＇zT |
|  | £\％＇レとて＇ひを |
| －－－－－－－ | －－－－－－－－－－ |
| 00．005＇596＇z | L6．654．804＇z |
| －－ | －－－－－－－．－．－－－－－－－ |
| 00．00ع＇6tI |  |
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| 00．008＇z9t | L6．66I＇z¢ |
| 00．000．099 | 8T•ท9を＇と65 |
| 00．000＇685 | z5．985＇L8T |
| 00．006．0tz | ご・をて6＇レてz |
| 00．006．5st | 6T＇ロT6．LヵT |
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| 00．002＇s9 | 56． 125.92 |
| 00．006．£さโ | โT•88ャ＇โと |
| 7วБрna $a-$－- ג xeax 7uaxin | Junoury $a-$－$-\pi$ <br> 7uวxin |
| 8002 ＇0£ xaquądas－8002＇to Kinf <br>  |  |
| saruyiarsans | －00 suo twanen khitag |



|  | Current <br> Month Amount |
| :---: | :---: |
| General operations | 46，875．74 |
| Customer Billing | 21，730，34 |
| Uncollectible Accounts | ． 00 |
| Administrative | 50，047．30 |
| Outside Services | 84，420．54 |
| Insurance | 57．929．29 |
| Employee Benefits | 155，278．57 |
| General Administration | 54，742．78 |
| Expenses Transferred | 251，234．57CR |
| other | 35，017．68 |
| Total operation Expense | 875，329．04 |
| Maintenance Expense |  |
| Labor | 11．535．92 |
| Transportation | 4，503．04 |
| Mains | 11．892，73 |
| Meter \＆Regulators | 7，147．29 |
| other | 28．713．89 |
| Total Maintenance Expens | 63，792．87 |
| Total Operation and Maintenance | 939，121．91 |
|  |  |
| Depreciation Expense | 307，470．09 |
| Taxes other Than income Taxes |  |
| property Taxes | 105，387．00 |
| Payroll Taxes | 41，837．39 |
| Total other taxes | 147．224．39 |
| total operating expenses | 2，366，538．65 |




| 305,429.17 |
| :---: |
| 37,059.07 |
| 2,514.75 |
| 32,271.88 |
| 377,274.87 |



$87,009.00 \mathrm{CR}$
.00
$5,350.00 \mathrm{CR}$
$2,775.00 \mathrm{CR}$
$6,400.00 \mathrm{CR}$
101,534.00CR
126,678.95
196, 031.00CR
69.352 .05 CR
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\begin{gathered}
\text { Income Statement - snpro } \\
\text { July 01, } 2008 \text { - September } 30,2
\end{gathered}
$$


1117 CuSh gas $\qquad$ 1327 STRUCTURES 1331 WELL EQUIP 1333 COMP Equip 1333 COMP EQUIP
1334 REG STAT 135001 Storage lo 135002 STOR ROW 1351 STRUCTURES
 135201 storage rt
 135203 NONR NAT G 1353 storage ln








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Johns
Capital expenditures
all agents
JLC johnny l caudill

##  <br> Total JLC JLC Grand Total

# Delta Natural Gas Company, Inc. Board of Directors' Meeting = 2/20/09 Quarterly Summary Report 

|  | Periods ended December 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6 months |  |  | 12 months |  |
|  | $\begin{gathered} 2008 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Budget } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { Actual } \end{gathered}$ |
| System Throughput (million cu. ft.) Regulated Gas Sales Volumes | 1.275 | 1,356 | 1,102 | 3.274 | -3,137 |
| Transportation Volumes <br> - off system <br> - on system | $\begin{array}{r} 6,438 \\ 2,253 \\ \hline \end{array}$ | $\begin{array}{r} 5,563 \\ 2,348 \\ \hline \end{array}$ | $\begin{array}{r} 5,911 \\ 2,416 \\ \hline \end{array}$ | $\begin{array}{r} 13,149 \\ 4.812 \\ \hline \end{array}$ | $\begin{array}{r} 11,440 \\ 4,950 \\ \hline \end{array}$ |
| Total Transportation | 8.691 | 7,911 | 8,327 | 17,961 | $\underline{16,390}$ |
| Total Throughput | 9,966 | 9,267 | 9,429 | $\underline{\underline{21.235}}$ | $\underline{\underline{19,527}}$ |
| Actual Lexington Calendar Degree Days as \% of 30 Year Average | 104 | 100 | 85 | 103 | 92 |
| Net Income (\$000) | 1,502 | 1,773 | 1,644 | 6,688 | 5,099 |
| Net Income Per Common Share (\$) | . 46 | . 54 | . 50 | 2.03 | 1.56 |

The attached detailed financial data is provided for further information and review.
In summary, the decrease in net income of $\$ .04$ per share for the six months ended December 31, 2008 compared to the preceding year was primarily due to a decrease in operating income of $\$ 303,000$. Operations and maintenance expenses increased $\$ 2,052,000$ due to recording a reserve against gas in storage ( $\$ 1,350,000$ ), higher uncollectible expenses ( $\$ 487,000$ ) and increased medical expenses ( $\$ 147,000$ ). Gross Margins improved $\$ 1,202,000$ for regulated gas sales ( $\$ 705,000$ ) due to higher sales volumes, non-regulated sales ( $\$ 191,000$ ) due to higher sales prices and off-system transportation increases ( $\$ 187,000$ ). Depreciation expense decreased $\$ 391,000$ due to decreased depreciation rates which became effective October 20, 2007.

Net income per share was $\$ .08$ per share less than budgeted and net income before income taxes was $\$ 471,000$ less than budgeted. Operations and maintenance expenses were $\$ 1,679,000$ higher than budgeted due to recording a recording a reserve against gas in storage ( $\$ 1,350,000$ ) and higher uncollectible expenses ( $\$ 459,000$ ). Gross Margins were $\$ 941,000$ higher than budgeted due to non-regulated gross margins being higher than budgeted partially offset by regulated gross margins being lower than budgeted. Interest charges are $\$ 165,000$ less than budgeted due to interest rates being lower than budgeted.

Capital expenditures are $\$ 659,000$ less than budgeted for the six months ended December 31, 2008 due to purchasing some power operated equipment in fiscal 2008 that was originally budgeted for this year. Also, we have delayed some computer implementation projects. We spent more than budgeted re-working the Canada Mountain wells, partially offsetting these decreases.

# DELTA NATURAL GAS COMPANY, INC. 

BALANCE SHEET
December 31, 2008

| ASSETS | 2008 |  | 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| GAS UTILITY PLANT, AT COST | \$ | 193,142,355 | \$ | 187,647,489 |
| Less - Reserve for Depreciation |  | 67,372,694 |  | 64,861,328 |
|  | \$ | 125,769,661 | \$ | 122,786,161 |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 324,863 | \$ | 680,811 |
| Receivables |  | 11,318,167 |  | 13,597,102 |
| Deferred Gas Cost |  | 6,032,930 |  | 3,377,138 |
| Gas in Storage, at Cost |  | 8,605,408 |  | 7,970,201 |
| Materials and Supplies, at Cost |  | 588,409 |  | 503,029 |
| Prepayments |  | 2,999,144 |  | 2,406,409 |
|  | \$ | 29,868,921 | \$ | 28,534,690 |
| OTHER ASSETS: |  |  |  |  |
| Cash Surrender Value of Life Insurance | \$ | 384,940 | \$ | 425,609 |
| Unamortized Expenses |  | 4,929,645 |  | 5,316,910 |
| Receivable/Investment in Subsidiaries |  | 17,086,168 |  | 11,584,212 |
| Other |  | 7,155,057 |  | 6,773,649 |
|  | \$ | $\underline{29,555,810}$ | \$ | 24,100,380 |
| TOTAL ASSETS | \$ | 185,194,392 | \$ | 175,421,231 |
| LIABILITIES |  |  |  |  |
| CAPITALIZATION: |  |  |  |  |
| Common Stock | \$ | 3,307,446 | \$ | 3,286,276 |
| Paid-in Surplus |  | 46,887,782 |  | 46,373,067 |
| Capital Stock Expense |  | $(2,643,353)$ |  | $(2,643,353)$ |
| Retained Earnings |  | 9,626,142 |  | 7,184,458 |
| Total Common Equity | \$ | 57,178,017 | \$ | 54,200,448 |
| Long-term Debt |  | 58,063,000 |  | 58,402,000 |
| Total Capitalization | \$ | 115,241,017 | \$ | 112,602.448 |
| CURRENT LIABILITIES: |  |  |  |  |
| Notes Payable | \$ | 28,652,755 | \$ | 23,798,147 |
| Current Portion of Long-Term Debt |  | 1,200,000 |  | 1,200,000 |
| Accounts Payable |  | 6,605,985 |  | 6,609,080 |
| Accrued Taxes |  | $(212,794)$ |  | $(303,136)$ |
| Refunds Due Customers |  | 0 |  | 58 |
| Customer Deposits |  | 621,511 |  | 610,958 |
| Accrued Interest |  | 859,592 |  | 869,543 |
| Current Deferred Income Taxes |  | 1,628,814 |  | 963,559 |
| Other |  | 1,075,476 |  | 1.066,469 |
|  | \$ | 40,431,339 | \$ | 34,814,678 |
| DEFERRED CREDITS AND OTHER: |  |  |  |  |
| Deferred Income Taxes | \$ | 25,727,548 | \$ | 23,824,112 |
| Deferred Investment Tax Credit |  | 161,150 |  | 195,700 |
| Regulatory Items |  | 1,872,704 |  | 2,348,392 |
| Advances for Construction and Other |  | 1,760,634 |  | 1,635,901 |
|  | \$ | 29,522,036 | \$ | 28,004,105 |
| TOTAL LIABILITIES | \$ | 185,194,392 | \$ | 175,421,231 |

DELTA NATURAL GAS COMPANY, INC. statement of income

December 31, 2008

|  |  | 6 MONTHS TO DATE |  |  | 12 MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |  | 2008 |  | 2007 |
| OPERATING REVENUES | \$ | 30,559,368 | \$ | 23,472,682 | \$ | 69,323,711 | \$ | 56,400,189 |
| OPERATING EXPENSES \& TAXES: |  |  |  |  |  |  |  |  |
| Gas Purchased | \$ | 17,464,358 |  | 11,341,054 | \$ | 39,616,718 | \$ | 29,564,868 |
| Operations |  | 6,303,479 |  | 5,533,990 |  | 12,818,122 |  | 11,243,051 |
| Maintenance |  | 378,698 |  | 436,300 |  | 945,829 |  | 815,307 |
| Depreciation |  | 1,852,662 |  | 2,243,300 |  | 3,662,476 |  | 4,665,455 |
| Property \& Other Taxes |  | 860,960 |  | 859,618 |  | 1,789,200 |  | 1,822,914 |
| Income Taxes |  | 187,691 |  | 259,997 |  | 1,918,194 |  | 1,319,997 |
| Total | \$ | 27,047,848 | \$ | 20,674,259 | \$ | 60,750,539 | \$ | 49,431,592 |
| Operating Income | \$ | 3,511,520 | \$ | 2,798,423 | \$ | 8,573,172 |  | 6,968,597 |
| OTHER INCOME/(EXPENSES),NET |  | 264,276 |  | 1,250,343 |  | 2,540,114 |  | 2,659,930 |
| Gross Income | \$ | 3,775,796 | \$ | 4,048,766 | \$ | 11,113,286 |  | 9,628,527 |
| OTHER DEDUCTIONS: |  |  |  |  |  |  |  |  |
| Interest on Debt | \$ | 2,079,946 | \$ | 2,210,795 | \$ | 4,038,274 | \$ | 4,142,650 |
| Amortization |  | 193,631 |  | 193,631 |  | 387,266 |  | 387,266 |
| Other |  |  |  |  |  | 425 |  | - |
| Total | \$ | 2,273,577 | \$ | 2,404,426 | \$ | 4,425,540 |  | 4,529,916 |
| NET INCOME(LOSS) APPLICABLE TO COMMON STOCK | \$ | 1,502,219 | \$ | 1,644,340 | \$ | 6,687,746 |  | 5,098,611 |
| EARNINGS PER AVERAGE <br> SHARES OUTSTANDING <br> $\$ \quad 0.46 \$$ <br> $0.50 \$$ <br> 2.03 \$ <br> 1.56 |  |  |  |  |  |  |  |  |
| CUSTOMERS AT END OF PERIOD |  |  |  |  |  | 36,645 |  | 37,283 |
| average shares |  | $\begin{array}{r} 3,300,403 \\ \text { FISCAL } \\ \text { YTD } \end{array}$ |  | $\begin{array}{r} \text { 3,280,704 } \\ \text { FISCAL } \\ \text { YTD } \end{array}$ |  | $\begin{aligned} & 3,295,341 \\ & \text { 12 MONTH } \\ & \text { ENDED } \end{aligned}$ |  | $\begin{gathered} 3,276,034 \\ 12 \text { MONTH } \\ \text { ENDED } \end{gathered}$ |
















|  | Current <br> Monen Amount |
| :---: | :---: |
| 02 |  |
| Operating Revenues |  |
| Sales to Parent | . 00 |
| Sales to orhers | 1,476,013.28CR |
| Total Operating Revenues | $1,476,013,28 \mathrm{CR}$ |
| Operating Expenses |  |
| Purchased Gas | 1,073,031.22 |
| Total Operation, Maintenance and | 249,327.18 |
| Taxes other than Income fax | . 00 |
| Total Operating Expenses | 1.322,358.40 |
| Toral other Income and Expenses | 104,800.00 |
| Operating Income | 48.854.88CR |
| Incerest Expense | 4,100.00 |
| Net Income before Income taxes | 44,754.88CR |
| Income Tax Expense | 15,000.00 |
| Net Income | 29,754.88CR |


|  <br>  |  |  |  | มว98．070＇058 |  |  | วwozur zen |
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|  | －－－－ | －－．－．－．－－－－－－－－－ | 00．00t．02 | 00．00f．etz | 00．009＇zzz | 00．006．02 | asuedxa med awosus |
| 00．004＇699 | 00．001＇9L6 | 00．002＇062 | 00．00t＇02 | OO Doe eez | 00.009 zzz | 00.00620 |  |
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| ¢8．bbs＇vaz | 00．006＇92\％ | 00．002．EsI | $00 \cdot 00 \chi^{\prime} \mathrm{ESt}$ | 00＇00s＇EET | 00．009＇s ${ }^{\text {b }}$ | 00．006 | asuedxa 7səxajut tejor |
| －－－－－ | －－－－－－－－－－－ | －－－－－ | －－．－．－．－．－． | －．．－－－ | －－－－－－－ | －－－ |  |
| －－－．．．．．．．．．．．．．－ | －－－－－－－－－．－－－－ | －－－－．－－－ | －－－－－－－－－ |  |  |  |  |
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|  | oq． | $00^{*}$ | $0{ }^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | on ${ }^{-}$ | xed zwozul ueyi yeyzo saxel |
| 0 |  |  |  | －－ | －－－－－－－－ | －－－－－－－－－－－ |  |
| －－－－－－－－－－－ | －－－－－－－－－－－－－－－ | －－－－－－－－ | －－ | －－－－－．．－－．．．． | －．．－－－－－－－－－－－－ | －－－－－－－－－－－－ |  |
| 20＇rı9＇5EE＇โ | ＊5＊986＇E99＊T | $02 \cdot 685^{*}$ E6 | 00＇008＇Lb5 | L6＇TES＇L6E | 98．0s8＇L9I | sc． $290{ }^{\text {c }}$ Let |  |
| －－ | －－－－－－－－－－－－ | ．－．－－－－．．．．．．－ | －－－． | －－－．－－－－－ | －－．－－－ | －－－－－－－－－－－－ |  |
| 20＇88 ＇$^{\prime}$ と 6 Z＇LE | －－－－＊－－－－－－－－－－ | L6＇tz6＇96z＇9I | 00．009＇565＇zt |  | 60．88L＇LLL＇＊ | т0．02¢＇6ع\％＇ь | ses paseyornd |
| －${ }^{\text {a }}$（ |  | －．．．－－－ | －－ | －．．．．．．－．．．．．．．－ | －－－－－．．．．．－ | －－－－ | вəsuədxa Бuţjexədo |
|  |  |  | －－－－－－－ | －－．．．－．－．－．．．－．．－ | －－－－－－－－－－－－－－－ | －－－－－－－－－－－ |  |
|  | มวtz＇9tz＇0xs＇zs |  | 8500＇00L＇6be＇$¢ \tau$ | มวอง＇626＇900＇т2 | ¢ว50＇2£̌＇855＇s | ¢ว¢t＇tet＇sto＇s | senuanay Guţexado frjol |
| צ $998^{\circ} \angle 89^{\circ} 9 \angle 0^{\circ} \angle Z$ | H208．60L＇8L0＇LE | ¢0L6．6L6．582＇T1 | มว00＇00L＇6ปE＇ET |  |  | ชวг6．6тt＇£ヶ6＇£ | sxayzo ol sates |
| 4วe8＇981＇2Ls＇¢t | タวt\％＇905＇т¢ъ＇st |  | $00^{\circ}$ | タวで．66z＇zLL＇9 | 8089＊68T＇s0¢＇T |  | sедетtufu ol sotes <br>  |
|  |  |  |  |  |  |  | $\varepsilon 0$ |
|  | ．－．．－－－－－－ | －－－－－－－．－－－－ | $----m+-=-=-=$ | －－－－－－－－－．．．－ | －－－－－－．－－－－－ | －－－－－－－－－－－ |  |
| zunowy yzuow <br> z！snotnaxa | zunoury a－I－ג <br> чวчоผ гт |  |  <br> xeวx zuaxins | 7unowy $0-\ddagger-\pi$ <br> มบวェมทา | zuncow yzuow xin xeax 7set | วunouy yวuow <br> วบวェากร |  |
|  |  |  |  | $\text { קәa - 800г 'to } \mathrm{K}_{\mathrm{Ln}}$ <br> บวшอวอาร อшоวนบ <br>  |  |  |  |


|  |  |  |  |  |  | มวเ9．6ะ8＇0t | awojui zan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | －－－－－－－－－－－－－－－ |  |  | －－．－－－－－－．．．．． |  |
| 00．001＇662 | 00．000：ssb | 00．002＇\＆もT | 00．002＇95t | 00．001＇56T | 00．002＇bT | 00.0089 | asuodxa xelu awozur |
| －－ | －．－－－－．－．－－．－－－－ | －－－－－－－－－－－－－－－ | － | －－－ | －－－－－－－－－－－－－－－ | －－－－－－－－－－－－－－ |  |
| －－．－－－－－－－．．．．． | ．－．．－．．．．－．．．．．．－ | －－－－． | －．－－－－－－－－－－－－－ | －－ | －－－－－－－－－－－－－－－ |  |  |
| 8058． $506^{\prime}$ FLL |  | \％OLT．tz9＊ble |  | มวto 25 て＇80s |  | ¢ว¢9．6E9 2 LT | saxed awoour arojas amosul 3 gn |
| －－－－－ | －－－－＊ | －－．．－ | －－－－－－－－－－ | －－－－－ | $\qquad$ |  |  |
| y $900.00 z^{\prime}$ os | $8300 \cdot 000^{\prime} 0 z^{\prime}$ | 4000．005 ${ }^{\text {\％}}$ | $8000 \cdot 008^{\prime 5}$ | 4000．002：01 | 8300．00t | 00.005 |  |
| －－－．．．．－．．．－－ | －－－－－－－－－－－－ | －－－－－－－－－－－ | ．－．．．．．． | －－．．．．．－－－－－ | －－－－－－－－－ | －－－－－－－－－－－－－ |  |
| ．－．－－－－－．－．－－－ | －．．．－．－．．．．．．－ | －－．－－－－－ | －．－．－－－－－－－ | －－．－ | －－－－－－－－－－－－－－－ | －－－－－－．．．．．．． |  |
| $00^{\circ}$ | TE＇186＇tt | $00^{*}$ | $00^{\circ}$ | $00 \cdot 588^{\prime \prime}$ tit | 00. | $00.528^{\prime} \mathrm{t}$ | sosuadxa pue awosui xeyzo tejod |
| －－－－－－－－－－ | －－－－－－－－－－－－ | －－－－－－．．．．．－－－ | －．．．－－－－．．．－－ | －－－－．．－－－－－－－ | －－－－－．－－－－ | －－－－－－－－－－－－ |  |
| －－－－－－－－－－．－－－ | ．－．．．－ | －．－．．．．．．－．－．－ | －－－－－ | －－－－ | －－－－－－－－－－－－－－－ |  |  |
|  | 408t＇280＇06t＇t |  | 9000．00 ${ }^{\prime}$＇58E | צวto $288 \times 609$ |  | ชวเ9＊ 996 ＇6z | วшоэuı 6uţexado |
| －－－－－－－－－－－－－－－ | －－－－－－－－－－－－－ | －－－－－－．．．．．－－－ | －－－－．．．．．．．．． | －－－－－．．．．－ | －．．．．．－－．．．－－－－ | －－－－－－－－－－－－－ |  |
| －．．－－．．．．．．－．．．．． | －－－－－－－－－－－ | －．－－－．－．－－－－－－ | －－－－－－－－．－－－ | －－－－－ | －．．－ |  |  |
| 6\％ 28.6 ＇9zs | L3．bs5＇9LS | と日＇配＂E8T | 00．00z＇liz | bz＇62S＇L0z | 69．6和＇66 | oz＇ere＇os | səsuadxa butperedo tejor |
| －．．．－．－．．．－－－－．．．－ | －．．．－－－ | －－．．－ | －－－－－ | －－ | $\cdots$ |  |  |
| ．．．．．．．．．．．．．．． | －－－－－－ | －－－－ | $\cdots$ |  |  |  | sexpl amozut upur yauzo saxed |
| LL＇tLE＇cz | 9t＇ste\％z |  | $00 \cdot 000 \cdot 5 z$ | 9T•ste＇とz |  | 9T＇stE＇£ | รexel zwosul urul xay |
| －．－．－．．．．．．．．．．－－ | －－－－－－－－－－－－ | －－－－－ | －－－－ | －－ |  |  |  |
| 9t＊02b＇8it | 82．6E9 4 Lt | $80^{\circ} 410 \% 65$ | 00＇009＇0s | pr－bz9＇89 | 89．988 6 | 6T＇B8L＇6 |  |
| －－－ | ．－－－．．．．．．．－． | －－－－．．．－．－－－－－－ | －－－－－．－－－．－－－－ | －－－－－－ | －－－－－－－－－－－ | －－－－－－－－－－－－－ |  |
| －．．－－－－－．．．．．． | －－－－－－－－－－－－－ | －－－ | －－－－－ | －－－ |  |  |  |
| se＇rse＇zoz | L5－208：602 | p6．95z＇te | $00 \cdot 00 L^{\prime} 98$ | st＇9\％p＇6z | $58.685^{\circ}$ | ta＇t9x＇p |  |
| ．．．－－－－－－．．．－ | －－－－．－－－－－－．．． | －－．－－ | －－－－－－－－－ | －．．－－－．－．－．－－－－ |  | －－－－－－．．．．．．．． | әวueuəzutew pue suorjexado |
| －－－－－ | －－－－－ | －．．．－．－－－．．．－ | －．．．．．．．．．．．．．． | －－－－－－．．．．－－－ | －－－－－－．． | －－－－－－－－－ |  |
| Iz＇90t＇z6T | 95＇L59＇922 | 50＇694＇69 | 00.006 .907 |  | 68．t16＇tt | bobstiey | ses paseyoxna |
| －．－．－．－．．．－－－．．．－． | ．．．．．－．－．－．－．－．．．． | －－－－－－－－－－ | － | －－－－－ | －－－－－ |  | ธэsuədxa 6urfexado |
| $\cdots$ | －－．－－ | －．．．－ | －－－－－－ | ．．－－－．－．．．－．－－－ | －．．－－－－－－－－－ | －－－．－－ |  |
|  | 8ว59．960＇L9L＇t |  | 8000＇006＇209 |  | 4วLb＇tLs＇98 | 8088＇LFE＇0日 | senuanay 6uţexado trjol |
| －－－－－ | －－－－－－－－．－．－．－－ | －－－－－－－－－－－－－ | －－－－－－－．．．－ | －．．．．－－－－－－ | －－－－－－－－－ | －．．－－－－－－．．．． |  |
| 00. | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00^{\circ}$ | $00 \cdot$ | $00^{\circ}$ | хәчэо |
| แวLL•8E6＇06T | มวLT＇086＇tez | צัzz＇もSL＇sot | 2000＇000＇207 | צวLz＇LzL．vti |  | ¢ $28 L^{\circ} 60 L^{\prime} L$ | Aatekoy |
| yอLt＇t09＇az |  |  | $82000.002 \cdot 51$ | 女ว6を．£ь9＇9т |  | ชจ06．ETt＇z | иотзэпроха тто |
|  | yอ5z＇809＇065＇โ |  | y $9000^{\circ} 00 L^{\prime}$ 18\％ | 8065．000＇985 | （02L8．tog＇t |  | иотววnpoxi seg яәпиәләу Битдедәдо |
|  |  |  |  |  |  |  | 50 |
| zunowy yzuow гt snoṭnəxd | zunowy 0 －$-\mathrm{x}-\mathrm{x}$ <br> чzuои zт | $\begin{gathered} \text { zuncow } \mathrm{d}-\mathrm{I}+\mathrm{X} \\ \text { xeen } 75 \mathrm{E} \end{gathered}$ | эә6png $\mathrm{a}-\mathrm{L}-\mathrm{s}$ <br>  |  <br> วบอมเทา | วunowy чวuow $x$ n деәス 7set | Junouv yวuow <br> วบวะรกร |  |
|  |  |  |  | $\text { - } 800 z \text { 'то } \chi_{\text {tn }}$ <br> шอวeวs วwaวuI |  |  |  |
|  |  |  | saibuide ing | $\cdots \mathrm{Cos}$ sto texnlun yit |  |  |  |

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1/31/09 8:16 A
1
CAPITAL EXPENDitures
All Agents
BSR BRIAN S RAMSEY

1/31/09 9:16 F


GRJ GLEAN R JENnings 139909 CONTINGENC

Total GRJ GRJ JBE JOHN B BROWN 139902 COMP SOFTW
139903 COMP GWARE Total JBE JBb juc johnay l caudill 1121 NON U PROP
136501 LAND RGHTS 136502 tRAN ROW 1371 othr equip 1374 Land \& ROW






# delta natural gas company, inc. BOARD OF DIRECTORS' MEETING -5/22/09 QUARTERLY SUMMARYREPORT 

|  | Periods ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9 months |  |  | 12 months |  |
|  | 2009 | 2009 | 2008 | 2009 | 2008 |
|  | Actual | Budget | Actual | Actual | Actual |
| System Throughput (million cu. ft.) |  |  |  |  |  |
| Retail Gas Sales Volumes | 2.843 | 2.926 | 2.753 | 3.191 | 3.160 |
| Transportation Volumes |  |  |  |  |  |
| - off system | 9,495 | 9,188 | 9,507 | 12,611 | 11,952 |
| - on system | 3.409 | 3.748 | 3.823 | 4,561 | 4.967 |
| Total Transportation | 12.904 | 12.936 | $\underline{13.330}$ | 17.172 | 16.919 |
| Total Throughput | 15.747 | 15.862 | 16.083 | 20,363 | $\underline{20.079}$ |
| Actual Lexington Calendar Degree Days as \% of 30 Year Average | 101 | 100 | 95 | 101 | 95 |
| Net Income (\$000) | 5,762 | 5,761 | 7,065 | 5,527 | 6,854 |
| Net Income Per Common Share (\$) | 1.74 | 1.74 | 2.15 | 1.67 | 2.09 |

The attached detailed financial data is provided for further information and review.
In summary, the decrease in net income of $\$ .41$ per share for the nine months ended March 31, 2009 compared to the preceding year was primarily due to a decrease in operating income of $\$ 2,268,000$. Operations and maintenance expenses increased due to adjusting gas in storage ( $\$ 1,350,000$ ) and higher uncollectible expenses ( $\$ 398,000$ ). Gross margins decreased due to lower non-regulated sales volumes and prices ( $\$ 1,263,000$ ) partially offset by an increase in regulated sales prices ( $\$ 556,000$ ). Depreciation expense decreased $\$ 354,000$ due to decreased depreciation rates which became effective October 20, 2007.

Net income per share and net income before income taxes approximately equaled budget for the nine months ended March 31, 2009. The unbudgeted adjustment to gas in storage was approximately offset by gross margins being higher than budgeted.

Capital expenditures are $\$ 1,477,000$ more than budgeted for the nine months ended March 31, 2009 due to spending $\$ 2,172,000$ to develop the Gabbard's Fork compressor station site, which was not budgeted. Partially offsetting this increase, we purchased some power operated equipment in fiscal 2008 that was originally budgeted for this year.

## BALANCE SHEET

| ASSETS |  | 2009 | 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
| GAS UTILITY PLANT, AT COST | \$ | 196,018,297 | \$ | 188,312,219 |
| Less - Reserve for Depreciation |  | 68,044,903 |  | 65,182,802 |
|  | \$ | 127,973,394 | \$ | 123,129,417 |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 873,672 | \$ | 1,944,259 |
| Receivables |  | 8,199,321 |  | 13,078,178 |
| Deferred Gas Cost |  | 2,702,140 |  | 1,900,797 |
| Gas in Storage, at Cost |  | 355,980 |  | 2,914,533 |
| Materials and Supplies, at Cost |  | 607,140 |  | 510,897 |
| Prepayments |  | 2,085,292 |  | 1,553,727 |
|  | \$ | 14,823,545 | \$ | 21,902,391 |
| OTHER ASSETS: |  |  |  |  |
| Cash Surrender Value of Life Insurance | \$ | 378,047 | \$ | 425,609 |
| Unamortized Expenses |  | 4,832,829 |  | 5,220,095 |
| Receivable/Investment in Subsidiaries |  | 10,938,437 |  | 2,094,024 |
| Other |  | 9,009,022 |  | 6,700,709 |
|  | \$ | 25,158,335 | \$ | 14,440,437 |
| TOTAL ASSETS | \$ | 167,955,274 | \$ | 159,472,245 |
| LIABILITIES |  |  |  |  |
| CAPITALIZATION: |  |  |  |  |
| Common Stock | \$ | 3,313,275 | \$ | 3,291,557 |
| Paid-in Surplus |  | 47,002,787 |  | 46,499,200 |
| Capital Stock Expense |  | $(2,643,354)$ |  | $(2,643,354)$ |
| Retained Earnings |  | 12,827,315 |  | 11,586,428 |
| Total Common Equity | \$ | 60,500,023 | \$ | 58,733,831 |
| Long-term Debt |  | 57,709,000 |  | 58,402,000 |
| Total Capitalization | \$ | 118,209,023 | \$ | 117,135,831 |
| CURRENT LIABILITIES: |  |  |  |  |
| Notes Payable | \$ | 10,658,133 | \$ | 3,287,182 |
| Current Portion of Long-Term Debt |  | 1,200,000 |  | 1,200,000 |
| Accounts Payable |  | 2,623,505 |  | 3,718,569 |
| Accrued Taxes |  | 1,473,725 |  | 2,625,170 |
| Refunds Due Customers |  | 0 |  | 58 |
| Customer Deposits |  | 614,141 |  | 612,744 |
| Accrued Interest |  | 855,966 |  | 862,990 |
| Current Deferred Income Taxes |  | 1,626,836 |  | 935,804 |
| Other |  | 1,152,455 |  | 1,092,308 |
|  | \$ | 20,204,761 | \$ | 14,334,825 |
| DEFERRED CREDITS AND OTHER: |  |  |  |  |
| Deferred Income Taxes | \$ | 25,751,838 | \$ | 23,855,643 |
| Deferred Investment Tax Credit |  | 152,825 |  | 186,750 |
| Regulatory Items |  | 1,863,913 |  | 2,305,714 |
| Advances for Construction and Other |  | 1,772,914 |  | 1,653,482 |
|  | \$ | 29,541,490 | \$ | 28,001,589 |
| total liabilities | \$ | 167,955,274 | \$ | 159,472,245 |

DELTA NATURAL GAS COMPANY, INC.
STATEMENT OF INCOME

March 31, 2009


March 31, 2009



| Last Year Y-T-D Amount | $\stackrel{12 \text { Month }}{\text { y-T-D Amount }}$ |
| :---: | :---: |
|  | -.........- |
| 26,017,944,41CR | 34,985.401.52CR |
| 7,780,693.78CR | 10,544,387.02CR |
| 9, 960, 298.43CR | 14,423,333.12CR |
| 1,122,502.72CR | 1,442,462.87CR |
| 6,003.33CR | 8,323.24CR |
| 138,404.44CR | 201.333.47 |
| ${ }^{41,637.65 C R}$ | 63,147.52 |
| 180,042.09CR | 264,480.99 |
| . 00 | 400.64CR |
| 45.067,484.76CR | $61,139,827.42 \mathrm{CR}$ |
| -.............. | .-........- |
| 31,994.21CR | 37.121.08CR |
| 346,227.79CR | 414, 865. 05CR |
| $378,222.00 \mathrm{CR}$ | 451,986.13cR |
| ................. | .. |
| 45,445,706.76CR | 61.591.813.55cR |
| .-............ | -.... |
| 179,078.00CR | 342,230.00CR |
| 2,901,018.60CR | 3,907,114.09CR |
| 3,454,347.34CR | 4,299, 768.53CR |
| -... | -....... |
| 51,980,150.70cR | 70,240,926.17CR |
| ....-.-........ |  |
| 28,539,531.65 | 40,909,812.03 |
| . 00 | . 00 |
| 28.539,531.65 | 40,909، 812.03 |
| ................. |  |
| 4,756,104.99 | 7,204,774.37 |
| 661,960.96 | 912,824.75 |








01 inting revenues

 548.78CR $107,959.81 \mathrm{CR}$
$30,996.61 \mathrm{CR}$
$138,956.42 \mathrm{CR}$
171.83 CR

Current Month Amount

to
 small Commercial
 Unmetered Gas Lignt Residential wNA
Smail Non-Residential wNA
Weather Normalization Revenu
Demand-Side Management Revenue
Total General service Ra

## Interuptible Rate Billed

Comercial
5,591.35CR
37,331,16CR
Total Interruptible Rate $42,922,51 \mathrm{CR}$
6,432,002.23CR


total operating revenue 7,155.568.02CR ..................


$\stackrel{\stackrel{7}{\dot{m}}}{\stackrel{y}{3}}$




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| 00. | 8000.988 ＇日tı | 00. | 00. | อวeas 3uәxan |
| 00．00s＇601＇2 | 00．986．L0t＇t | $00 \cdot 18 L L^{\prime 28}$ | 00．006＇588 |  |
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| $8300 \cdot 006.07 \%^{\prime} L$ | \％019＇57x＇zul＇s |  |  |  |
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| 00．006＇L2 | $05.983^{\prime} \mathrm{rz}$ | z6．590＇$ร$ | £¢．$\frac{80}{}{ }^{\circ}$ | зรэхวзиу хачวо |
| 00．000＇L0 | te．oss＇gez | $88.88 \mathrm{C}_{6} 6$ | 95＊665．6 |  |
| 00．009＇LsL＇z |  | 88．958．905 | TLCLbe＇zog |  |
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#### Abstract

Purchased gas

Tocal operation, Maintenance and


Taxes Other than Income Tax
Total opexating Expenses
Total other Income and Expenses
Total other Income and Expenses
operating Income
Interest Expense
Net Income Before Income Taxes

$$
\begin{gathered}
\text { Last Year } \\
\text { Y-T-D Amount }
\end{gathered}
$$


$\begin{aligned} & \text { erating Revenues } \\ & \text { Sales To affil }\end{aligned}$
operating Expense

> | $\stackrel{\circ}{0}$ |
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| Current <br> Month Amount | Curr Monch Amt (-) <br> Last Yr Month Ame | Adopted <br> Cur Mo Budget (-) Cur Mo Actual | $\begin{array}{cc} \text { Current } & \mathrm{Cu} \\ \text { Y-T-D Amount } & \text { La } \end{array}$ | Current y-T-D (-) <br> Last Y-T-D Amount | Adopted <br> Cur yrn Budge (-) Cur YTD Actual | Adopted <br> Cur Yr Budget (- ) Cur YTD Actual | Percentag Expended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | \% |
| . 00 | . 00 | . 00 | . 00 | 3,017.00CR | . 00 | . 00 | . 00 | - |
| . 00 | 2,466.10CR | . 00 | . 00 | 2.770.39CR | . 00 | . 00 | . 00 | 1 |
| . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | 1 |
| . 00 | . 00 | . 00 | . 00 | . 00 | 5,000.00 | 5,000.00 | . 00 | 1 |
| . 00 | 10,109.88CR | . 00 | . 00 | 107.688.55CR | . 00 | . 00 | . 00 | - |
| . 00 | . 00 | . 00 | 10,360.00 | 10,360.00 | 10,360.00CR | 10,360.00CR | . 00 | - |
| . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | 1 |
| . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | \% |
| . 00 | . 00 | . 00 | 5,405.30 | 5.405 .30 | 5.405.30CR | 5,405.30CR | . 00 | * |
| . 00 | 141.484.84CR | . 00 | 1,369,374.62 | 148,826.95 | 396,374.62CR | 396,374.62CR | 140.73 | \% |
| . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | 1 |
| . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | t |
| . 00 | . 00 | . 00 | . 00 | . 00 | .00 | . 00 | . 00 | * |
| 3,001.36 | 3,001.36 | 3,001.36CR | 8,319.30 | 8,319,30 | 8,319.30CR | 8,319.30CR | . 00 | * |
| . 00 | . 00 | . 00 | 11,362.03 | 83,702.17CR | 11,362.03CR | 11.362.03CR | . 00 | * |
| 172.37 | 172.37 | 172.37CR | 21.821.65 | 21,821.65 | 7,821.65CR | 7.821.65CR | 155.86 | * |
| . 00 | . 00 | . 00 | 113,218.62 | 113,218.62 | 16,618.62CR | 16,618.62CR | 117.20 | * |
| . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | : |
| 3,856.41 | 3.856.41 | 3,856.41CR | 3,856.41 | 888.41 | 3,856.41CR | 3,856.41CR | . 00 | 5 |
| 30,802.41 | 348,627.80 | 30,802.41CR | 274,932.97 | 96,780.46 | 65,532.97CR | 65,532.97CR | 159.90 | \% |
| 397,261.57 | 397,243.76 | 397,261.57CR | 2,453,675.84 | 2,164,234.71 | 2,453,675.84CR | 2,453.675.84CR | . 00 | - |
| 35,958.74 | 43,958.74 | 25.958.74CR | 57,806.48 | 116.128.55CR | R 28.193.52 | 62,193.52 | 48.17 | t |
| 16,277.45 | 16.277 .45 | 16,277.45CR | 61.089 .29 | 106.586.61 | 30,489.29CR | 30,489.29CR | 199.63 | 1 |
| 2,764.33CR | R 712.18 | 2,764.33 | 27.511.98CR | $R \quad 1,940.11$ | 27.511.98 | 27.511.98 | . 00 | , |
| . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | . 00 | , 0 |  |
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CAPITAL EXPENDITURES
All Agents
ESR GRIAN S RAMSEY
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533201 GAS WELL E
535006 GAS RGT ST
Total bsR bsR
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139909 contingenc
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J8B JOHN E BROWN
139902 COMP SOFTW
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[^2]|  |  |  |  | $\begin{aligned} & \stackrel{n}{0} \\ & \stackrel{0}{5} \\ & \stackrel{0}{5} \\ & \stackrel{0}{2} \end{aligned}$ | 응 |  |  | $\begin{aligned} & \stackrel{\circ}{0} \\ & \stackrel{\rightharpoonup}{\square} \\ & \stackrel{\rightharpoonup}{\leftrightarrows} \end{aligned}$ |  | $\begin{aligned} & \text { 品 } \\ & \underset{\sim}{i} \\ & \text { in } \\ & \text { id } \end{aligned}$ |  |  | 믐 |  |  |
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# delta natural gas company, inc BOARD OF DIRECTORS MEETING:8/21/09 QUARTERLY SUMMARY REPORT 

|  | 12 months ended June 30 |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 2009 \\ & \text { Actual } \end{aligned}$ | $\begin{gathered} 2009 \\ \text { Budget } \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Actual } \end{gathered}$ |
| System Throughput (million cu. ft.) |  |  |  |
| Retail Gas Sales Volumes | 3.180 | 3,349 | 3,102 |
| Transportation Volumes |  |  |  |
| - off system | 11,908 | 11,840 | 12,623 |
| - on system | 4,215 | 4,823 | -4,975 |
| Total Transportation | 16,123 | 16.663 | 17,598 |
| Total Throughput | 19,303 | $\underline{20,012}$ | $\underline{20,700}$ |
| Actual Lexington Calendar Degree Days as \% of 30 Year Average | 101 | 100 | 96 |
| Net Income (\$000) | 5,211 | 5,619 | 6,830 |
| Net Income Per Common Share (\$) | 1.58 | 1.70 | 2.08 |

The attached detailed financial data is provided for further information and review.
In summary, the decrease in net income of $\$ .50$ per share for the year ended June 30, 2009 compared to the preceding year was due to a decrease in net income before taxes of $\$ 2,758,000$. Gross margins on our non-regulated segment decreased $\$ 2,830,000(26 \%)$ due to a $22 \%$ decrease in volumes sold and lower sales prices. Operations and maintenance expenses increased due to adjusting gas in storage $(\$ 1,350,000)$. These decreases in net income before income taxes were partially offset by lower natural gas storage field expenses and a lower bonus accrual in 2009.

Net income per share for the year ended June 30, 2009 was $\$ .12$ lower than budgeted due to net income before income taxes being $\$ 838,000$ less than budgeted. Operations and maintenance expenses were higher than budget due to adjusting gas in storage ( $\$ 1,350,000$ ) and experiencing higher bad debt expense $(\$ 423,000)$ than budgeted. Regulated revenues were $\$ 1,285,000$ lower than budgeted. These unfavorable budget variances were partially offset by gross margins on our non-regulated segment being $\$ 1,543,000$ higher than budgeted and interest expense and bonus expense being lower than budgeted.

Capital expenditures exceeded budget by $\$ 970,000$ for the year ended June 30,2009 due to spending $\$ 2,542,000$ to develop the Gabbard's Fork compressor station site, which was not budgeted and spending $\$ 396,000$ above budget for storage well projects. These unfavorable budget variances were partially offset by spending less than planned on computer hardware and software, distribution mains and power operated equipment.

DELTA NATURAL GAS COMPANY, INC.
BALANCE SHEET
June 30, 2009

| ASSETS |  | 2009 | 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
| GAS UTILITY PLANT, AT COST | \$ | 197,013,166 | \$ | 189,893,167 |
| Less - Reserve for Depreciation |  | 68,674,112 |  | 65,920,346 |
|  | \$ | 128,339,054 | \$ | 123,972,821 |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 122,589 | \$ | 249,859 |
| Receivables |  | 3,041,547 |  | 6,182,844 |
| Deferred Gas Cost |  | 2,356,943 |  | 4,612,752 |
| Gas in Storage, at Cost |  | 2,888,068 |  | 13,274,777 |
| Materials and Supplies, at Cost |  | 662,805 |  | 565,333 |
| Prepayments |  | 1,099,453 |  | 1,899,389 |
|  | \$ | 10,171,405 | \$ | 26,784,954 |
| OTHER ASSETS: |  |  |  |  |
| Cash Surrender Value of Life Insurance | \$ | 412,661 | \$ | 444,312 |
| Unamortized Expenses |  | 4,736,014 |  | 5,123,276 |
| Receivable/Investment in Subsidiaries |  | 7,670,851 |  | 2,901,536 |
| Other |  | 8,898,082 |  | 6,848,742 |
|  | \$ | 21,717,608 | \$ | 15,317,866 |
| TOTAL ASSETS | \$ | 160,228,067 | \$ | 166,075,641 |
| LIABILITIES |  |  |  |  |
| CAPITALIZATION: |  |  |  |  |
| Common Stock | \$ | 3,318,046 | \$ | 3,295,759 |
| Paid-in Surplus |  | 47,108,955 |  | 46,610,835 |
| Capital Stock Expense |  | $(2,643,354)$ |  | $(2,643,354)$ |
| Retained Earnings |  | 11,215,535 |  | 10,330,345 |
| Total Common Equity | \$ | 58,999,182 | \$ | 57,593,585 |
| Long-term Debt |  | 57,599,000 |  | 58,318,000 |
| Total Capitalization | \$ | 116,598,182 | \$ | 115,911,585 |
| CURRENT LIABILITIES: |  |  |  |  |
| Notes Payable | \$ | 3,653,103 | \$ | 6,828,791 |
| Current Portion of Long-Term Debt |  | 1,200,000 |  | 1,200,000 |
| Accounts Payable |  | 4,131,835 |  | 8,416,070 |
| Accrued Taxes |  | $(157,834)$ |  | 1,098,165 |
| Refunds Due Customers |  | 0 |  | 58 |
| Customer Deposits |  | 508,209 |  | 505,000 |
| Accrued Interest |  | 857,810 |  | 865,727 |
| Current Deferred Income Taxes |  | 992,580 |  | 1,483,700 |
| Other |  | 1,200,144 |  | 1,138,865 |
|  | \$ | 12,385,847 | \$ | 21,536,376 |
| DEFERRED CREDITS AND OTHER: |  |  |  |  |
| Deferred Income Taxes | \$ | 27,592,561 | \$ | 24,607,800 |
| Deferred Investment Tax Credit |  | 144,500 |  | 177,800 |
| Regulatory Items |  | 1,710,099 |  | 2,144,951 |
| Advances for Construction and Other |  | 1,796,878 |  | 1,697,129 |
|  | \$ | 31,244,038 | \$ | 28,627,680 |
| TOTAL LIABILITIES | \$ | 160,228,067 | \$ | 166,075,641 |

## DELTA NATURAL GAS COMPANY, INC.

STATEMENT OF INCOME

June 30, 2009

|  |  | 12 MONTHS TO DATE |  |  | 12 MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  | 2009 |  | 2008 |  |
| OPERATING REVENUES | \$ | 67,904,309 | \$ | 62,237,025 | \$ | 67,904,309 | \$ | 62,237,025 |
| OPERATING EXPENSES \& TAXES: |  |  |  |  |  |  |  |  |
| Gas Purchased | \$ | 39,137,525 |  | 33,493,414 | \$ | 39,137,525 | \$ | 33,493,414 |
| Operations |  | 12,816,724 |  | 12,048,633 |  | 12,816,724 |  | 12,048,633 |
| Maintenance |  | 728,219 |  | 1,003,431 |  | 728,219 |  | 1,003,431 |
| Depreciation |  | 3,737,140 |  | 4,053,113 |  | 3,737,141 |  | 4,053,113 |
| Property \& Other Taxes |  | 1,857,292 |  | 1,787,858 |  | 1,857,292 |  | 1,787,858 |
| Income Taxes |  | 1,908,933 |  | 1,990,500 |  | 1,908,933 |  | 1,990,500 |
| Total | \$ | 60,185,833 | \$ | 54,376,949 | \$ | 60,185,834 | \$ | 54,376,949 |
| Operating Income | \$ | 7,718,476 | \$ | 7,860,076 | \$ | 7,718,475 |  | 7,860,076 |
| OTHER INCOME/(EXPENSES),NET |  | 1,796,910 |  | 3,526,181 |  | 1,796,910 |  | 3,526,181 |
| Gross Income | \$ | 9,515,386 | \$ | 11,386,257 | \$ | 9,515,385 |  | 11,386,257 |
| OTHER DEDUCTIONS: |  |  |  |  |  |  |  |  |
| Interest on Debt | \$ | 3,917,394 | \$ | 4,169,123 | \$ | 3,917,394 | \$ | 4,169,123 |
| Amortization |  | 387,263 |  | 387,266 |  | 387,263 |  | 387,266 |
| Other |  |  |  |  |  | - |  |  |
| Total | \$ | 4,304,657 | \$ | 4,556,389 | \$ | 4,304,657 |  | 4,556,389 |
| NET INCOME(LOSS) APPLICABLE TO COMMON STOCK |  |  |  |  |  |  |  |  |
| EARNINGS PER AVERAGE <br> SHARES OUTSTANDING <br> \$ $\quad 1.58$ \$ <br> 2.08 \$ <br> 1.58 \$ <br> 2.08 |  |  |  |  |  |  |  |  |
| CUSTOMERS AT END OF PERIOD |  |  |  |  |  | 35,219 |  | 35,909 |
| AVERAGE SHARES |  | 3,306,026 |  | 3,285,464 |  | 3,306,026 |  | 3,285,464 |
|  |  | FISCAL |  | FISCAL |  | 12 MONTH |  | 12 MONTH |
|  |  | YTD |  | YTD |  | ENDED |  | ENDED |

DELTA NATURAL GAS CO., INC. COMPARISON OF MCF, REVENUE AND GAS COST June 30, 2009

|  |  |  | MONTH |  |  | AR TO DATE |  | YEAR | DED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DEGREE DAYS BILLED - LEXINGTON AREA |  | This Year Over (Under) Budget | This Year | Last Year | This Year Over (Under) Budget | This Year | Last Year | This Year | Last Year |
|  |  | 59 | 69 | 121 | (34) | 4,642 | 4,464 | 4,642 | 4,464 |
| MCFS: | delta natural |  |  |  |  |  |  |  |  |
|  | RESIDENTIAL | 6,287 | 33,987 | 45,613 | $(130,929)$ | 1,719,171 | 1,692,801 | 1,719,171 | 1,692,801 |
|  | SMALL COMMERCIAL | 122 | 10,422 | 13,042 | $(15,511)$ | 544,389 | 524,275 | 544,389 | 524,275 |
|  | LARGE NON-RESIDENTIAL. | 1,134 | 28,234 | 31,040 | $(18,456)$ | 884,644 | 846,658 | 884,644 | 746,546 |
|  | INTERRUPTIBLE | (610) | 690 | 944 | $(6,874)$ | 29,326 | 33,707 | 29,326 | 133,818 |
|  | TOTAL SOLD | 6,933 | 73,333 | 90,639 | (171,770) | 3,177,530 | 3,097,441 | 3,177,530 | 3,097,440 |
|  | OFF SYSTEM | $(103,565)$ | 814,335 | 1,066,359 | 68,419 | 11,908,219 | 12,623,116 | 11,908,219 | 12,623,116 |
|  | ON SYSTEM | $(62,008)$ | 262,292 | 358,509 | (607,008) | 4,215,492 | 4,975,020 | 4,215,492 | 4,975,020 |
|  | TOTAL TRANSPORTED | $(165,573)$ | 1,076,627 | 1,424,868 | ( 538.589 ) | 16,123,711 | 17,598,136 | 16,123,711 | 17,598,136 |
|  | total delta natural | (158,640) | 1,149,960 | 1,515,507 | $(710,359)$ | 19,301,241 | 20,695,577 | 19,301,241 | 20,695,576 |
|  | RESOURCES ON SYS INCL | $(20,929)$ | 91,171 | 126,219 | $(371,740)$ | 1,462,860 | 1,840,214 | 1,462,860 | 1,840,214 |
|  | DELGASCO OFF SYS INCL | $(216,073)$ | 59,327 | 181,598 | (879,811) | 2,672,089 | 3,436,085 | 2,672,089 | 3,436,085 |
|  | ENPRO - SALES TO AFFILIATES | 579 | 10,479 | 9,595 | $(32,095)$ | 142,905 | 162,044 | 142,905 | 162,044 |
|  | Unbilled MCF | (14.958) | $(14,958)$ | (32,919) | 3,108 | 3,108 | 3.755 | 3,108 | 3,755 |
| REVENUES: | delta natural |  |  |  |  |  |  |  |  |
|  | RETAIL SALES | 86,302 | 1,649,502 | 2,332,443 | 6,433,948 | 59,860,748 | 53,098,492 | 59,860,748 | 53,098,492 |
|  | UNBILLED REVENUE | $(173,372)$ | $(173,372)$ | $(573,259)$ | $(193,174)$ | $(193,174)$ | 521,091 | $(193,174)$ | 521,091 |
|  | DEMAND-SIDE MANAGEMENT REVENUE | 20 | 20 |  | 594 | 594 | - | 594 | - |
|  | MISC OPERATING | 26,135 | 26,135 | 26,865 | 82,070 | 332,370 | 292,538 | 332,370 | 292,538 |
|  | OFF SYS TRANSPORT | $(18,915)$ | 248,385 | 346,531 | 338,068 | 3,785,868 | 3,864,347 | 3,785,868 | 3,864,347 |
|  | ON SYS TRANSPORT | $(14,223)$ | 262,677 | 308,942 | $(286,497)$ | 4,117,903 | 4,460,557 | 4,117,903 | 4,460,557 |
|  | TOTAL DELTA NATURAL | $(94,053)$ | 2,013,347 | 2,441,522 | 6,375,009 | 67,904,309 | 62,237,025 | 67,904,309 | 62,237,025 |
|  | RESOURCES ON SYS SALES | $(334,303)$ | 532,597 | 1,621,049 | $(1,792,492)$ | 12,397,108 | 17,131,369 | 12,397,108 | 17,131,369 |
|  | DELGASCO OFF SYS SALES | $(1,876,144)$ | 246,556 | 2,562,030 | $(2,228,597)$ | 25,152,603 | 33,013,132 | 25,152,603 | 33,013,132 |
|  | ENPRO - SALES TO AFFILIATES | $(36,702)$ | 32,798 | 116,196 | $(563,215)$ | 833,385 | 1,307,672 | 833,385 | 1,307,672 |
|  | TOTAL CONSOLIDATED | $(2,341,202)$ | 2,825,298 | 6,740,797 | 1,790,705 | 106,287,405 | 113,689,198 | 106,287,405 | 113,689,198 |
| GAS COSTS: | DELTA NATURAL | 71,790 | 697,490 | 1,295,994 | 7,795,506 | 39,354,506 | 33,254,644 | 39,354,506 | 33,254,644 |
|  | DELTA NATURAL UNBILLED GAS COST | $(142,904)$ | $(142,904)$ | (471,084) | $(216,981)$ | $(216,981)$ | 238,770 | $(216,981)$ | 238,770 |
|  | delta resources | $(307,234)$ | 477,466 | 1,528,905 | $(1,808,154)$ | 11,034,046 | 14,992,736 | 11,034,046 | 14,992,736 |
|  | delgasco | $(1,859,541)$ | 218,959 | 2,338,119 | $(4,227,430)$ | 22,582,570 | 29,503,586 | 22,582,570 | 29,503,586 |
|  | TOTAL CONSOLIDATED | $(2,237,889)$ | 1,251,011 | 4,691,934 | 1,542,941 | 72,754,141 | 77,989,736 | 72,754,141 | 77,989,736 |
| NET SALES: | DELTA NATURAL EXCLUDING UNBILLED | 14,512 | 952,012 | 1,036,449 | $(1,361,558)$ | 20,506,242 | 19,843,848 | 20,506,242 | 19,843,848 |
|  | DELTA NATURAL UNBILLED | $(30,468)$ | $(30,468)$ | $(102,175)$ | 23,807 | 23,807 | 282,321 | 23,807 | 282,321 |
|  | DELTA RESOURCES TOTAL | $(27,069)$ | 55,131 | 92,144 | 15,662 | 1,363,062 | 2,138,633 | 1,363,062 | 2,138,633 |
|  | DELGASCO | $(16,603)$ | 27,597 | 223,911 | 1,998,833 | 2,570,033 | 3,509,546 | 2,570,033 | 3,509,546 |
|  | TOTAL CONSOLIDATED | $(59,628)$ | 1,004,272 | 1,250,329 | 676,744 | 24,463,144 | 25,774,348 | 24,463,144 | 25,774,348 |
| PER MCF: | delta natural |  |  |  |  |  |  |  |  |
|  | Total sales | 12.448 | 22.493 | 25.733 | (37.457) | 18.839 | 17.143 | 18.839 | 17.143 |
|  | COST OF GAS | 10.355 | 9.511 | 14.298 | (45.383) | 12.385 | 10.736 | 12.385 | 10.736 |
|  | NET SALES | 2.093 | 12.982 | 11.435 | 7.927 | 6.454 | 6.407 | 6.454 | 6.407 |
|  | delta resources |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | 15.973 | 5.842 | 12.843 | 4.822 | 8.475 | 9.309 | 8.475 | 9.309 |
|  | COST OF GAS | 14.680 | 5.237 | 12.113 | 4.864 | 7.543 | 8.147 | 7.543 | 8.147 |
|  | NET SALES | 1.293 | 0.605 | 0.730 | (0.042) | 0.932 | 1.162 | 0.932 | 1.162 |
|  | DELGASCO |  |  |  |  |  |  |  |  |
|  | TOTAL SALES | 8.683 | 4.956 | 14.108 | 2.533 | 9.413 | 9.608 | 9.413 | 9.608 |
|  | COST OF GAS | 8.606 | 3.691 | 12.875 | 4.805 | 8.451 | 8.586 | 8.451 | 8.586 |
|  | NET SALES | 0.077 | 0.465 | 1.233 | (2.272) | 0.962 | 1.021 | 0.962 | 1.021 |
| DELTA NATURAL ONLY: <br> \% Change to Customers Between Yrs: |  |  |  |  |  |  |  |  |  |
|  |  | Total Cost | -12.6\% |  |  | 9.9\% |  | 9.9\% |  |
|  |  | Gas Cost | -18.6\% |  |  | 9.6\% |  | 9.6\% |  |
|  |  | Net Sales | 6.0\% |  |  | 0.3\% |  | 0.3\% |  |




| 8/12/09 3:01F B | dedta natural gas co., inc. anl sdiaries$\begin{aligned} & \text { Income Statement - Delca } \\ & \text { July 01, 200B - June 30. } 2009 \end{aligned}$ |  |  |  |  |  | page |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  | Current Monch Amount | Last Year <br> Curr Month Amount | Current Y-T-D Amount | Current Year <br> X-T-D Budget | Last Year y-T-D Amount | $\begin{gathered} 12 \text { Month } \\ \text { Y-T-D Amount } \end{gathered}$ | Previous 12 <br> Month Amount |
| General Operations | 43.479.94 | 212,470.05 | 491,892.60 | 601,000.00 | 801,366.28 | 491.892.60 | 801,366.28 |
| Customer Billing | 22,671.05 | 37,217.63 | 328,994.44 | 261,400.00 | 267,974.70 | 328.994.44 | 267,974.70 |
| Uncoliectible Accounts | 533.412.06CR | 57,601.17CR | 361,587.94 | 408,000.00 | 599,344.83 | 361.587.94 | 599,344.83 |
| Administrative | 46,508.09 | 49,099.20 | 568,321.03 | 627,900.00 | 574,985.39 | 568,321.03 | 574,985.39 |
| Outside Services | 96,841.08 | 50,334.13 | 931,849.76 | 848.600 .00 | 808,063.38 | 931.849.76 | 808.063 .38 |
| Insurance | 66,672.49 | 67.473.12 | 804,450.60 | 766.800 .00 | 809,571.09 | 804,450.60 | 809.571.09 |
| Employee Benefits | 353.834 .09 | 247,396.89 | 2,780.652.24 | 2,709,000.00 | 2,477,579.01 | 2,780,652.24 | 2,477.579.01 |
| General Administration | 63,151.32 | 58,139.22 | 735,698.96 | 775,500.00 | 781.448.61 | 735.698 .96 | 781.448.6I |
| Expenses Transferred | 526.689.00CR | 889.758 .89 CR | 3,224,109.41CR | 2.937, 700.00 CR | 3.524,229.63CR | 3,224,109.41CR | 3,524,229.63CR |
| Other | 68,095.76 | 71,130.79 | 1.289.345.93 | 466,100.00 | 465,523.56 | 1,289.345.93 | 465:523.56 |
| Total Operation Expense | 711,981.73 | 1,222.411.66 | 12,816,724.50 | 12,674,500,00 | 12,048,633.22 | 12,816,724.50 | 12.048.633.22 |
|  |  |  |  |  |  |  |  |
| Labor | 11,169.27 | 14,238.49 | 106.951.60 | . 00 | 121.037.13 | 106,951.60 | 121,037.13 |
| Transportation | 3.539.45 | 6,359.24 | 41,555.15 | . 00 | 47,069.27 | 41,555.15 | 47,069.24 |
| Mains | 8,672.85 | 34,781.51 | 99,054.72 | 210,000.00 | 198,069.27 | 99,054.72 | 198,069.27 |
| Meter \& Regulators | 10,189.16 | 1,943.20 | 49.720 .45 | 48,000.00 | 49,991.59 | 49,720.45 | $49,991.59$ 597.254 .06 |
| ocher | 57,668.01 | 150,735.06 | 430,937.36 | 558,500.00 | 587,254.06 | 430,937.36 |  |
| Total Maintenance Expens | 91,238.74 | 208,057.50 | 728,219.28 | 816,500.00 | 1,003,431.29 | 728,219.28 | 1,003,431.29 |
|  | 803. 220.47 | 1.430,469.16 | 13.544.943.78 | 13,491,100.00 | 13.052,064.51 | 13.544,943.78 | 13,052,064.51 |
| Depreciation Expense | 317, 868.19 | 305,234.35 | 3.737.140.0.-......- | 3.733,000.0.-.--- | 4.053.113.17 | 3,737,140.09 | 4.053.113.17 |
| Taxes orher Than Income Taxes <br> Property Taxes <br> Payroll Taxes | 129.309 .00 72.132 .56 | 37.154 .78 93.537 .32 | $2,281,766.23$ $575,525.68$ | $1,312.600 .00$ 574.200 .00 | $1,197,547.78$ $590,309.91$ | $1.281,766.23$ $575,525.68$ | $\begin{array}{r} 1,197.547,78 \\ 590,309.91 \end{array}$ |
| Total Ocher Taxes | 201,441.56 | 130,692.10 | 1,857,291.91 | 1,886,800.00 | 1,787,857.69 | 1.857,291.91 | 1,787.857.69 |
| total operating expenses | 1,877,115.41 | 2,691,305.69 | 58,276,900,36 | 50,669,900,00 | 52,386,448.99 | 58,276,900.36 | 52,386,448.99 |


| 8/12/09 3:01F B | dedta natural gas co., inc. anl sdiaries$\begin{aligned} & \text { Income Statement - Delca } \\ & \text { July 01, 200B - June 30. } 2009 \end{aligned}$ |  |  |  |  |  | page |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  | Current Monch Amount | Last Year <br> Curr Month Amount | Current Y-T-D Amount | Current Year <br> X-T-D Budget | Last Year y-T-D Amount | $\begin{gathered} 12 \text { Month } \\ \text { Y-T-D Amount } \end{gathered}$ | Previous 12 <br> Month Amount |
| General Operations | 43.479.94 | 212,470.05 | 491,892.60 | 601,000.00 | 801,366.28 | 491.892.60 | 801,366.28 |
| Customer Billing | 22,671.05 | 37,217.63 | 328,994.44 | 261,400.00 | 267,974.70 | 328.994.44 | 267,974.70 |
| Uncoliectible Accounts | 533.412.06CR | 57,601.17CR | 361,587.94 | 408,000.00 | 599,344.83 | 361.587.94 | 599,344.83 |
| Administrative | 46,508.09 | 49,099.20 | 568,321.03 | 627,900.00 | 574,985.39 | 568,321.03 | 574,985.39 |
| Outside Services | 96,841.08 | 50,334.13 | 931,849.76 | 848.600 .00 | 808,063.38 | 931.849.76 | 808.063 .38 |
| Insurance | 66,672.49 | 67.473.12 | 804,450.60 | 766.800 .00 | 809,571.09 | 804,450.60 | 809.571.09 |
| Employee Benefits | 353.834 .09 | 247,396.89 | 2,780.652.24 | 2,709,000.00 | 2,477,579.01 | 2,780,652.24 | 2,477.579.01 |
| General Administration | 63,151.32 | 58,139.22 | 735,698.96 | 775,500.00 | 781.448.61 | 735.698 .96 | 781.448.6I |
| Expenses Transferred | 526.689.00CR | 889.758 .89 CR | 3,224,109.41CR | 2.937, 700.00 CR | 3.524,229.63CR | 3,224,109.41CR | 3,524,229.63CR |
| Other | 68,095.76 | 71,130.79 | 1.289.345.93 | 466,100.00 | 465,523.56 | 1,289.345.93 | 465:523.56 |
| Total Operation Expense | 711,981.73 | 1,222.411.66 | 12,816,724.50 | 12,674,500,00 | 12,048,633.22 | 12,816,724.50 | 12.048.633.22 |
|  |  |  |  |  |  |  |  |
| Labor | 11,169.27 | 14,238.49 | 106.951.60 | . 00 | 121.037.13 | 106,951.60 | 121,037.13 |
| Transportation | 3.539.45 | 6,359.24 | 41,555.15 | . 00 | 47,069.27 | 41,555.15 | 47,069.24 |
| Mains | 8,672.85 | 34,781.51 | 99,054.72 | 210,000.00 | 198,069.27 | 99,054.72 | 198,069.27 |
| Meter \& Regulators | 10,189.16 | 1,943.20 | 49.720 .45 | 48,000.00 | 49,991.59 | 49,720.45 | $49,991.59$ 597.254 .06 |
| ocher | 57,668.01 | 150,735.06 | 430,937.36 | 558,500.00 | 587,254.06 | 430,937.36 |  |
| Total Maintenance Expens | 91,238.74 | 208,057.50 | 728,219.28 | 816,500.00 | 1,003,431.29 | 728,219.28 | 1,003,431.29 |
|  | 803. 220.47 | 1.430,469.16 | 13.544.943.78 | 13,491,100.00 | 13.052,064.51 | 13.544,943.78 | 13,052,064.51 |
| Depreciation Expense | 317, 868.19 | 305,234.35 | 3.737.140.0.-......- | 3.733,000.0.-.--- | 4.053.113.17 | 3,737,140.09 | 4.053.113.17 |
| Taxes orher Than Income Taxes <br> Property Taxes <br> Payroll Taxes | 129.309 .00 72.132 .56 | 37.154 .78 93.537 .32 | $2,281,766.23$ $575,525.68$ | $1,312.600 .00$ 574.200 .00 | $1,197,547.78$ $590,309.91$ | $1.281,766.23$ $575,525.68$ | $\begin{array}{r} 1,197.547,78 \\ 590,309.91 \end{array}$ |
| Total Ocher Taxes | 201,441.56 | 130,692.10 | 1,857,291.91 | 1,886,800.00 | 1,787,857.69 | 1.857,291.91 | 1,787.857.69 |
| total operating expenses | 1,877,115.41 | 2,691,305.69 | 58,276,900,36 | 50,669,900,00 | 52,386,448.99 | 58,276,900.36 | 52,386,448.99 |


| 8/12/09 3:01F B | dedta natural gas co., inc. anl sdiaries$\begin{aligned} & \text { Income Statement - Delca } \\ & \text { July 01, 200B - June 30. } 2009 \end{aligned}$ |  |  |  |  |  | page |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  | Current Monch Amount | Last Year <br> Curr Month Amount | Current Y-T-D Amount | Current Year <br> X-T-D Budget | Last Year y-T-D Amount | $\begin{gathered} 12 \text { Month } \\ \text { Y-T-D Amount } \end{gathered}$ | Previous 12 <br> Month Amount |
| General Operations | 43.479.94 | 212,470.05 | 491,892.60 | 601,000.00 | 801,366.28 | 491.892.60 | 801,366.28 |
| Customer Billing | 22,671.05 | 37,217.63 | 328,994.44 | 261,400.00 | 267,974.70 | 328.994.44 | 267,974.70 |
| Uncoliectible Accounts | 533.412.06CR | 57,601.17CR | 361,587.94 | 408,000.00 | 599,344.83 | 361.587.94 | 599,344.83 |
| Administrative | 46,508.09 | 49,099.20 | 568,321.03 | 627,900.00 | 574,985.39 | 568,321.03 | 574,985.39 |
| Outside Services | 96,841.08 | 50,334.13 | 931,849.76 | 848.600 .00 | 808,063.38 | 931.849.76 | 808.063 .38 |
| Insurance | 66,672.49 | 67.473.12 | 804,450.60 | 766.800 .00 | 809,571.09 | 804,450.60 | 809.571.09 |
| Employee Benefits | 353.834 .09 | 247,396.89 | 2,780.652.24 | 2,709,000.00 | 2,477,579.01 | 2,780,652.24 | 2,477.579.01 |
| General Administration | 63,151.32 | 58,139.22 | 735,698.96 | 775,500.00 | 781.448.61 | 735.698 .96 | 781.448.6I |
| Expenses Transferred | 526.689.00CR | 889.758 .89 CR | 3,224,109.41CR | 2.937, 700.00 CR | 3.524,229.63CR | 3,224,109.41CR | 3,524,229.63CR |
| Other | 68,095.76 | 71,130.79 | 1.289.345.93 | 466,100.00 | 465,523.56 | 1,289.345.93 | 465:523.56 |
| Total Operation Expense | 711,981.73 | 1,222.411.66 | 12,816,724.50 | 12,674,500,00 | 12,048,633.22 | 12,816,724.50 | 12.048.633.22 |
|  |  |  |  |  |  |  |  |
| Labor | 11,169.27 | 14,238.49 | 106.951.60 | . 00 | 121.037.13 | 106,951.60 | 121,037.13 |
| Transportation | 3.539.45 | 6,359.24 | 41,555.15 | . 00 | 47,069.27 | 41,555.15 | 47,069.24 |
| Mains | 8,672.85 | 34,781.51 | 99,054.72 | 210,000.00 | 198,069.27 | 99,054.72 | 198,069.27 |
| Meter \& Regulators | 10,189.16 | 1,943.20 | 49.720 .45 | 48,000.00 | 49,991.59 | 49,720.45 | $49,991.59$ 597.254 .06 |
| ocher | 57,668.01 | 150,735.06 | 430,937.36 | 558,500.00 | 587,254.06 | 430,937.36 |  |
| Total Maintenance Expens | 91,238.74 | 208,057.50 | 728,219.28 | 816,500.00 | 1,003,431.29 | 728,219.28 | 1,003,431.29 |
|  | 803. 220.47 | 1.430,469.16 | 13.544.943.78 | 13,491,100.00 | 13.052,064.51 | 13.544,943.78 | 13,052,064.51 |
| Depreciation Expense | 317, 868.19 | 305,234.35 | 3.737.140.0.-......- | 3.733,000.0.-.--- | 4.053.113.17 | 3,737,140.09 | 4.053.113.17 |
| Taxes orher Than Income Taxes <br> Property Taxes <br> Payroll Taxes | 129.309 .00 72.132 .56 | 37.154 .78 93.537 .32 | $2,281,766.23$ $575,525.68$ | $1,312.600 .00$ 574.200 .00 | $1,197,547.78$ $590,309.91$ | $1.281,766.23$ $575,525.68$ | $\begin{array}{r} 1,197.547,78 \\ 590,309.91 \end{array}$ |
| Total Ocher Taxes | 201,441.56 | 130,692.10 | 1,857,291.91 | 1,886,800.00 | 1,787,857.69 | 1.857,291.91 | 1,787.857.69 |
| total operating expenses | 1,877,115.41 | 2,691,305.69 | 58,276,900,36 | 50,669,900,00 | 52,386,448.99 | 58,276,900.36 | 52,386,448.99 |


| 8/12/09 3:01F B | dedta natural gas co., inc. anl sdiaries$\begin{aligned} & \text { Income Statement - Delca } \\ & \text { July 01, 200B - June 30. } 2009 \end{aligned}$ |  |  |  |  |  | page |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  | Current Monch Amount | Last Year <br> Curr Month Amount | Current Y-T-D Amount | Current Year <br> X-T-D Budget | Last Year y-T-D Amount | $\begin{gathered} 12 \text { Month } \\ \text { Y-T-D Amount } \end{gathered}$ | Previous 12 <br> Month Amount |
| General Operations | 43.479.94 | 212,470.05 | 491,892.60 | 601,000.00 | 801,366.28 | 491.892.60 | 801,366.28 |
| Customer Billing | 22,671.05 | 37,217.63 | 328,994.44 | 261,400.00 | 267,974.70 | 328.994.44 | 267,974.70 |
| Uncoliectible Accounts | 533.412.06CR | 57,601.17CR | 361,587.94 | 408,000.00 | 599,344.83 | 361.587.94 | 599,344.83 |
| Administrative | 46,508.09 | 49,099.20 | 568,321.03 | 627,900.00 | 574,985.39 | 568,321.03 | 574,985.39 |
| Outside Services | 96,841.08 | 50,334.13 | 931,849.76 | 848.600 .00 | 808,063.38 | 931.849.76 | 808.063 .38 |
| Insurance | 66,672.49 | 67.473.12 | 804,450.60 | 766.800 .00 | 809,571.09 | 804,450.60 | 809.571.09 |
| Employee Benefits | 353.834 .09 | 247,396.89 | 2,780.652.24 | 2,709,000.00 | 2,477,579.01 | 2,780,652.24 | 2,477.579.01 |
| General Administration | 63,151.32 | 58,139.22 | 735,698.96 | 775,500.00 | 781.448.61 | 735.698 .96 | 781.448.6I |
| Expenses Transferred | 526.689.00CR | 889.758 .89 CR | 3,224.109.41CR | 2.937, 700.00 CR | 3.524,229.63CR | 3,224,109.41CR | 3,524,229.63CR |
| other | 68,095.76 | 71,130.79 | 1.289.345.93 | 466,100.00 | 465,523.56 | 1,289.345.93 | 465:523.56 |
| Total Operation Expense | 711,981.73 | 1,222.411.66 | 12,816,724.50 | 12,674,500,00 | 12,048,633.22 | 12,816,724.50 | 12.048.633.22 |
|  |  |  |  |  |  |  |  |
| Labor | 11,169.27 | 14,238.49 | 106.951.60 | . 00 | 121.037.13 | 106,951.60 | 121,037.13 |
| Transportation | 3.539.45 | 6,359.24 | 41,555.15 | . 00 | 47,069.27 | 41,555.15 | 47,069.24 |
| Mains | 8,672.85 | 34,781.51 | 99,054.72 | 210,000.00 | 198,069.27 | 99,054.72 | 198,069.27 |
| Meter \& Regulators | 10,189.16 | 1,943.20 | 49.720 .45 | 48,000.00 | 49,991.59 | 49,720.45 | $49,991.59$ 597.254 .06 |
| ocher | 57,668.01 | 150,735.06 | 430,937.36 | 558,500.00 | 587,254.06 | 430,937.36 | 587.264 .06 |
| Total Maintenance Expers | 91,238.74 | 208,057.50 | 728,219.28 | 816,500.00 | 1,003,431.29 | 728,219.28 | 1,003,431.29 |
|  | 803. 220.47 | 1.430,469.16 | 13.544.943.78 | 13,491,100.00 | 13.052,064.51 | 13.544,943.78 | 13,052,064.51 |
| Depreciation Expense | 317.868.19 | 305, 234.35 | 3.737, 140.0.-......- | 3.733,000.0.-.--- | 4.053.113.17 | 3,737,140.09 | 4.053.113.17 |
| Taxes orher Than Income Taxes <br> Property Taxes <br> Payroll Taxes | 129.309 .00 72.132 .56 | 37.154 .78 93.537 .32 | $2,281,766.23$ $575,525.68$ | $1,312.600 .00$ 574.200 .00 | $1,197,547.78$ $590,309.91$ | $1.281,766.23$ $575,525.68$ | $\begin{array}{r} 1,197.547 .78 \\ 590.309 .91 \end{array}$ |
| Total Ocher Taxes | 201,441.56 | 130,692.10 | 1,857,291.91 | 1,886,800.00 | 1,787,857.69 | 1.857,291.91 | 1,787.857.69 |
| total operating expenses | 1,877,115.41 | 2,691,305.69 | 58,276,900,36 | 50,669,900,00 | 52,386,448.99 | 58,276,900.36 | 52,386,448.99 |


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|  |  |  |  |  |  |  |  |
|  | Current Monch Amount | Last Year <br> Curr Month Amount | Current Y-T-D Amount | Current Year <br> X-T-D Budget | Last Year y-T-D Amount | $\begin{gathered} 12 \text { Month } \\ \text { Y-T-D Amount } \end{gathered}$ | Previous 12 <br> Month Amount |
| General Operations | 43.479.94 | 212,470.05 | 491,892.60 | 601,000.00 | 801,366.28 | 491.892.60 | 801,366.28 |
| Customer Billing | 22,671.05 | 37,217.63 | 328,994.44 | 261,400.00 | 267,974.70 | 328.994.44 | 267,974.70 |
| Uncoliectible Accounts | 533.412.06CR | 57,601.17CR | 361,587.94 | 408,000.00 | 599,344.83 | 361.587.94 | 599,344.83 |
| Administrative | 46,508.09 | 49,099.20 | 568,321.03 | 627,900.00 | 574,985.39 | 568,321.03 | 574,985.39 |
| Outside Services | 96,841.08 | 50,334.13 | 931,849.76 | 848.600 .00 | 808,063.38 | 931.849.76 | 808.063 .38 |
| Insurance | 66,672.49 | 67.473.12 | 804,450.60 | 766.800 .00 | 809,571.09 | 804,450.60 | 809.571.09 |
| Employee Benefits | 353.834 .09 | 247,396.89 | 2,780.652.24 | 2,709,000.00 | 2,477,579.01 | 2,780,652.24 | 2,477.579.01 |
| General Administration | 63,151.32 | 58,139.22 | 735,698.96 | 775,500.00 | 781.448.61 | 735.698 .96 | 781.448.6I |
| Expenses Transferred | 526.689.00CR | 889.758 .89 CR | 3,224,109.41CR | 2.937, 700.00 CR | 3.524,229.63CR | 3,224,109.41CR | 3,524,229.63CR |
| Other | 68,095.76 | 71,130.79 | 1.289.345.93 | 466,100.00 | 465,523.56 | 1,289.345.93 | 465:523.56 |
| Total Operation Expense | 711,981.73 | 1,222.411.66 | 12,816,724.50 | 12,674,500,00 | 12,048,633.22 | 12,816,724.50 | 12.048.633.22 |
|  |  |  |  |  |  |  |  |
| Labor | 11,169.27 | 14,238.49 | 106.951.60 | . 00 | 121.037.13 | 106,951.60 | 121,037.13 |
| Transportation | 3.539.45 | 6,359.24 | 41,555.15 | . 00 | 47,069.27 | 41,555.15 | 47,069.24 |
| Mains | 8,672.85 | 34,781.51 | 99,054.72 | 210,000.00 | 198,069.27 | 99,054.72 | 198,069.27 |
| Meter \& Regulators | 10,189.16 | 1,943.20 | 49.720 .45 | 48,000.00 | 49,991.59 | 49,720.45 | $49,991.59$ 597.254 .06 |
| ocher | 57,668.01 | 150,735.06 | 430,937.36 | 558,500.00 | 587,254.06 | 430,937.36 |  |
| Total Maintenance Expens | 91,238.74 | 208,057.50 | 728,219.28 | 816,500.00 | 1,003,431.29 | 728,219.28 | 1,003,431.29 |
|  | 803. 220.47 | 1.430,469.16 | 13.544.943.78 | 13,491,100.00 | 13.052,064.51 | 13.544,943.78 | 13,052,064.51 |
| Depreciation Expense | 317, 868.19 | 305,234.35 | 3.737.140.0.-......- | 3.733,000.0.-.--- | 4.053.113.17 | 3,737,140.09 | 4.053.113.17 |
| Taxes orher Than Income Taxes <br> Property Taxes <br> Payroll Taxes | 129.309 .00 72.132 .56 | 37.154 .78 93.537 .32 | $2,281,766.23$ $575,525.68$ | $1,312.600 .00$ 574.200 .00 | $1,197,547.78$ $590,309.91$ | $1.281,766.23$ $575,525.68$ | $\begin{array}{r} 1,197.547,78 \\ 590,309.91 \end{array}$ |
| Total Ocher Taxes | 201,441.56 | 130,692.10 | 1,857,291.91 | 1,886,800.00 | 1,787,857.69 | 1.857,291.91 | 1,787.857.69 |
| total operating expenses | 1,877,115.41 | 2,691,305.69 | 58,276,900,36 | 50,669,900,00 | 52,386,448.99 | 58,276,900.36 | 52,386,448.99 |










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July 01, 2008 - June 30, 2009



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1398 NISC EQUIP 1398 MISC EQUIP
139901 MAPPING 139931 OFFC EQUIP ToLal JLC JLC
Grand total

# Delta Natural Gas Company, Inc. Board of Directors' Meeting - 11/19/2009 Quarterly Summary Report 

|  | Periods ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 months |  |  | 12 months |  |
|  | $\begin{gathered} 2009 \\ \text { Actual } \\ \hline \end{gathered}$ | $\begin{gathered} 2009 \\ \text { Budget } \\ \hline \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Actual } \end{gathered}$ | $\begin{gathered} 2009 \\ \text { Actual } \\ \hline \end{gathered}$ | $\begin{gathered} 2008 \\ \text { Actual } \\ \hline \end{gathered}$ |
| System Throughput (million cu. ft.) Regulated Gas Sales Volumes | 179 | 169 | 170 | 3,190 | 3,089 |
| Transportation Volumes - off system <br> - on system | $\begin{array}{r} 2,369 \\ 921 \\ \hline \end{array}$ | $\begin{array}{r} 2,671 \\ 1,048 \\ \hline \end{array}$ | $\begin{aligned} & 3,094 \\ & 1,044 \\ & \hline \end{aligned}$ | $\begin{array}{r} 11,190 \\ 4,093 \\ \hline \end{array}$ | $\begin{array}{r} 12,892 \\ 4,900 \\ \hline \end{array}$ |
| Total Transportation | 3,290 | 3,719 | 4,138 | 15,283 | 17,792 |
| Total Throughput | 3,469 | 3,888 | 4,308 | 18,473 | 20,881 |
| Actual Lexington Calendar Degree Days as \% of 30 Year Average | 67 | 100 | 4 | 101 | 95 |
| Net Income (Loss) (\$000) | (563) | (705) | 273 | 4,375 | 7,914 |
| Net Income (Loss) Per Common Share (\$) | (.17) | (.21) | . 08 | 1.32 | 2.41 |

The attached detailed financial data is provided for further information and review.
In summary, the decrease in net income of $\$ .25$ per share for the quarter ended September 30, 2009 compared to the preceding year was due to a decrease in net income before taxes of $\$ 1,366,000$. This decrease was primarily due to decreased non-regulated gross margins of $\$ 1,043,000(51 \%)$ due to a $49 \%$ decrease in volumes sold and a $52 \%$ decline in sales prices. Gross margins on regulated sales decreased $\$ 95,000(3 \%)$. Pension expense increased $\$ 110,000$ in response to the decline in the market value of our pension assets through March 31, 2009 and medical expense increased $\$ 82,000$.

Net loss per share for the quarter ended September 30, 2009 was $\$ .04$ less than budgeted due to net loss before income taxes being $\$ 186,000$ lower than budgeted. O\&M and interest expenses were lower than budgeted, partially offset by nonregulated gross margins and off-system transportation revenue also being lower than budgeted. Note that for comparison purposes, the budgeted numbers shown above have been reduced to correct for an error made in allocating large nonresidential volumes between months in the fiscal 2010 budget as approved by the board. The error did not impact the annual budget, only the allocation of the volumes and revenues between months. To correct the error, $150,000 \mathrm{mcf}$ in retail gas sales volumes have been shifted from this quarter. This reduction in volume resulted in a $\$ 332,000$ increase in budgeted net loss and a $\$ .10$ increase in budgeted loss per share for the quarter.

Budgeted capital expenditures exceeded actual expenditures by $\$ 933,000$ for the quarter ended September 30, 2009 due to the delay of certain budgeted jobs.

DELTA NATURAL GAS COMPANY, INC.
BALANCE SHEET
September 30, 2009

| ASSETS | 2009 |  | \$ | 2008 |
| :---: | :---: | :---: | :---: | :---: |
| GAS UTILITY PLANT, AT COST | \$ | 198,158,454 |  | 192,030,012 |
| Less - Reserve for Depreciation |  | 69,418,676 |  | 66,682,522 |
|  | \$ | 128,739,778 | \$ | 125,347,490 |
| CURRENT ASSETS: |  |  |  |  |
| Cash | \$ | 107,626 | \$ | 885,554 |
| Receivables |  | 2,862,421 |  | 3,002,602 |
| Deferred Gas Cost |  | 2,629,270 |  | 8,101,290 |
| Gas in Storage, at Cost |  | 4,397,283 |  | 13,274,777 |
| Materials and Supplies, at Cost |  | 577,794 |  | 577,757 |
| Prepayments |  | 2,124,807 |  | 2,625,280 |
|  | \$ | 12,699,201 | \$ | 28,467,260 |
| OTHER ASSETS: |  |  |  |  |
| Cash Surrender Value of Life Insurance | \$ | 432,752 | \$ | 444,312 |
| Unamortized Expenses |  | 4,639,198 |  | 5,026,461 |
| Receivable/lnvestment in Subsidiaries |  | 7,033,000 |  | 11,886,759 |
| Other |  | 9.373,414 |  | 7,210,067 |
|  | \$ | 21,478,364 | \$ | 24,567.599 |
| TOTAL ASSETS | \$ | 162,917,343 | \$ | 178,382,349 |
| LIABILITIES |  |  |  |  |
| CAPITALIZATION: |  |  |  |  |
| Common Stock | \$ | 3,323,385 | \$ | 3,301,117 |
| Paid-in Surplus |  | 47,234,115 |  | 46,749,375 |
| Capital Stock Expense |  | $(2,643,354)$ |  | $(2,643,354)$ |
| Retained Earnings |  | 9,573,734 |  | 9,454,081 |
| Total Common Equity | \$ | 57,487,880 | \$ | 56,861,219 |
| Long-term Debt |  | 57,391,000 |  | 58,242,000 |
| Total Capitalization | \$ | 114,878,880 | \$ | 115,103,219 |
| CURRENT LIABILITIES: |  |  |  |  |
| Notes Payable | \$ | 9,595,839 | \$ | 24,698,334 |
| Current Portion of Long-Term Debt |  | 1,200,000 |  | 1,200,000 |
| Accounts Payable |  | 2,773,426 |  | 4,805,730 |
| Accrued Taxes |  | $(4,195,634)$ |  | 69,806 |
| Refunds Due Customers |  | 0 |  | 0 |
| Customer Deposits |  | 493,441 |  | 490,868 |
| Accrued Interest |  | 853,515 |  | 862,003 |
| Current Deferred Income Taxes |  | 872,433 |  | 1,628,913 |
| Other |  | 1,219,780 |  | 1,143,787 |
|  | \$ | 12,812,800 | \$ | 34,899,441 |
| DEFERRED CREDITS AND OTHER: |  |  |  |  |
| Deferred Income Taxes | \$ | 31,522,567 | \$ | 24,548,481 |
| Deferred Investment Tax Credit |  | 136,850 |  | 169,475 |
| Regulatory Items |  | 1,517,776 |  | 1,948,841 |
| Advances for Construction and Other |  | 1,858,284 |  | 1,712,892 |
| Accumulated Provision for Pensions |  | 190,186 |  | 0 |
|  | \$ | 35,225,663 | \$ | 28,379,689 |
| TOTAL LIABILITIES | \$ | 162,917,343 | \$ | 178,382,349 |

## DELTA NATURAL GAS COMPANY, INC. <br> STATEMENT OF INCOME

September 30, 2009

|  |  | 3 MONTHS TO DATE |  |  | 12 MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | \$ | 2008 | 2009 |  | \$ | 2008 |
| OPERATING REVENUES | \$ | 5,818,847 |  | 7,411,103 | \$ | 66,312,053 |  | 63,683,828 |
| OPERATING EXPENSES \& TAXES: |  |  |  |  |  |  |  |  |
| Gas Purchased | \$ | 1,623,442 |  | 2,912,174 | \$ | 37,848,793 | \$ | 34,217,531 |
| Operations |  | 3,037,809 |  | 2,708,758 |  | 13,145,775 |  | 12,087,575 |
| Maintenance |  | 156,792 |  | 224,906 |  | 660,105 |  | 1,052,046 |
| Depreciation |  | 954,958 |  | 920,602 |  | 3,771,497 |  | 3,744,196 |
| Property \& Other Taxes |  | 453,744 |  | 438,701 |  | 1,872,335 |  | 1,783,846 |
| Income Taxes |  | (566,353) |  | ( 363,684 ) |  | 1,706,264 |  | $\underline{2,350,450}$ |
| Total | \$ | 5,660,392 | \$ | 6,841,457 | \$ | 59,004,769 | \$ | 55,235,644 |
| Operating Income | \$ | 158,455 | \$ | 569,646 | \$ | 7,307,284 |  | 8,448,184 |
| OTHER INCOME/(EXPENSES),NET |  | 293,101 |  | 824,536 |  | 1,265,475 |  | 3,952,937 |
| Gross Income | \$ | 451,556 | \$ | 1,394,182 | \$ | 8,572,759 |  | 12,401,121 |
| OTHER DEDUCTIONS: |  |  |  |  |  |  |  |  |
| Interest on Debt | \$ | 917,744 | \$ | 1,024,151 | \$ | 3,810,987 | \$ | 4,099,828 |
| Amortization |  | 96,816 |  | 96,816 |  | 387,263 |  | 387,266 |
| Other |  |  |  |  |  | - |  | - |
| Total | \$ | 1,014,560 | \$ | 1,120,967 | \$ | 4,198,250 |  | 4,487,094 |
| NET INCOME(LOSS) APPLICABLE TO COMMON STOCK | \$ | $(563,004)$ | \$ | 273,215 | \$ | 4,374,509 |  | 7,914,027 |
| EARNINGS PER AVERAGE SHARES OUTSTANDING | \$ | (0.17) | \$ | 0.08 | \$ | 1.32 | \$ | 2.41 |
| CUSTOMERS AT END OF PERIOD |  |  |  |  |  | 34,297 |  | 34,787 |
| AVERAGE SHARES |  | 3,320,006 |  | 3,297,671 |  | 3,311,596 |  | 3,290,273 |
|  |  | FISCAL |  | FISCAL |  | 12 MONTH |  | 12 MONTH |
|  |  | YTD |  | YTD |  | ENDED |  | ENDED |




















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# DELTA NATURAL GAS COMPANY, INC. CASE NO. 2010-00116 <br> THIRD PSC DATA REQUEST <br> DATED JUNE 21, 2010 

8. For comparison purposes, provide updates of calculations for Exhibits MJB 1 through 20 resulting from updated data (for example, any updates attributable to The Value Line Investment Survey - Small and Mid-Cap Edition, June 11, 2010).

Response:
Dr. Blake has revised Exhibits MJB-2 through MJB-20 to reflect the most current data and have attached them to this response.

Exhibits MJB-1 and MJB-11 through MJB-13 do not require updating.

Sponsoring Witness:
Martin J. Blake

# Ranking By Total Capitalization 

## Exhibit MJB-2

|  | 12 Months Ending |  | $\begin{array}{r} \text { Total } \\ \text { Cap }(000) \\ \hline \end{array}$ | Percent Equity |
| :---: | :---: | :---: | :---: | :---: |
| Atmos Energy Corp. | 12/31/2009 | \$ | 4,607,389 | 49.0\% |
| AGL Resources, Inc. | 12/31/2009 | \$ | 4,395,000 | 40.5\% |
| Piedmont Natural Gas Company | 1/31/2010 | \$ | 2,077,918 | 47.8\% |
| WGL Holdings, Inc. | 12/31/2009 | \$ | 2,027,260 | 55.6\% |
| Northwest Natural Gas Company | 12/31/2009 | \$ | 1,399,767 | 47.2\% |
| New Jersey Resources, Inc. | 12/31/2009 | \$ | 1,389,232 | 52.0\% |
| South Jersey Industries, Inc. | 12/31/2009 | \$ | 1,089,076 | 49.9\% |
| Laclede Group | 12/31/2009 | \$ | 1,065,968 | 49.9\% |
| Delta Natural Gas Company | 12/31/2009 | \$ | 128,912 | 45.3\% |
| RGC Resources, Inc. | 12/31/2009 | \$ | 74,347 | 62.3\% |
| Energy Inc | 12/31/2009 | \$ | 63,339 | 56.2\% |
| Mean |  | \$ | 1,665,292 | 50.5\% |
| Median |  | \$ | 1,389,232 | 49.9\% |

Source: Natural Gas Industry Summary Quarterly Financial \& Common Stock Information,

## Ranking By Equity Percentage

## Exhibit MJB-3

|  | 12 Months <br> Ending | Total <br> Cap (000) | Percent <br> Equity |
| :--- | ---: | ---: | ---: |
| RGC Resources, Inc. | $12 / 31 / 2009$ | $\$$ | 74,347 |
| Energy Inc | $12 / 31 / 2009$ | $\$$ | 63,339 |
| WGL. Holdings, Inc. | $12 / 31 / 2009$ | $\$$ | $2,027,260$ |
| New Jersey Resources, Inc. | $12 / 31 / 2009$ | $\$$ | $1,389,232$ |
| South Jersey Industries, Inc. | $12 / 31 / 2009$ | $\$$ | $1,089,076$ |
| Laclede Group | $12 / 31 / 2009$ | $\$$ | $1,065,968$ |
| Atmos Energy Corp. | $12 / 31 / 2009$ | $\$$ | $4,607,389$ |
| Piedmont Natural Gas Company | $1 / 31 / 2010$ | $\$$ | $2,077,918$ |
| Northwest Natural Gas Company | $12 / 31 / 2009$ | $\$$ | $1,399,767$ |
| Delta Natural Gas Company | $12 / 31 / 2009$ | $\$$ | $\mathbf{1 2 8 , 9 1 2}$ |
| AGL Resources, Inc. | $12 / 31 / 2009$ | $\$ 87.8 \%$ |  |
|  |  | $4,395,000$ | $47.2 \%$ |
| Mean |  | $\$$ | $1,665,292$ |
| Median |  | $\$$ | $1,389,232$ |

Source: Natural Gas Industry Summary Quarterly Financial \& Common Stock Information,

## Ranking By Return On Common Equity

## Exhibit MJB-4

Energy, Inc. ..... 21.3\%
Piedmont Natural Gas Company, Inc. ..... 16.3\%
AGL Resources Inc. ..... 12.9\%
Northwest Natural Gas Company ..... 11.5\%
South Jersey Industries, Inc. ..... 10.9\%
Laclede Group, Inc. ..... 10.6\%
RGC Resources, Inc. ..... 10.5\%
WGL Holdings, Inc. ..... 10.1\%
Atmos Energy Corp. ..... 9.5\%
Delta Natural Gas Company, Inc. ..... 8.6\%
New Jersey Resources Corporation ..... 6.9\% ..... 6.9\%
Mean ..... $11.7 \%$
Source: Natural Gas Industry Summary Quarterly Financial \& Common Stock Information, Edward Jones Co., March 31, 2010

## Ranking By Dividend Payout

New Jersey Resources Corporation ..... 106
Delta Natural Gas Company, Inc. ..... 84
WGL Holdings, Inc. ..... 65
South Jersey Industries, Inc. ..... 63
Laclede Group, Inc. ..... 62
RGC Resources, Inc. ..... 61
AGL Resources Inc. ..... 60
Atmos Energy Corp. ..... 59
Northwest Natural Gas Company ..... 57
Piedmont Natural Gas Company, Inc. ..... 51
Energy, Inc. ..... 34
Mean ..... 64
Source: Natural Gas Industry Summary Quarterly Financial \& Common Stock Information,Edward Jones Co., March 31, 2010
Ranking By Pre-Tax Interest Coverage
Energy, Inc. ..... 7.30
South Jersey Industries, Inc. ..... 5.75
WGL Holdings, Inc. ..... 5.35
RGC Resources, Inc. ..... 5.18
Piedmont Natural Gas Company, Inc. ..... 4.72
AGL Resources Inc. ..... 4.58
Laclede Group, Inc. ..... 3.94
Northwest Natural Gas Company ..... 3.91
New Jersey Resources Corporation ..... 3.74
Atmos Energy Corp. ..... 3.01
Delta Natural Gas Company, Inc. ..... 2.85
Mean ..... 4.58
Exhibit MJB-6

Source: Natural Gas Industry Summary Quarterly Financial \& Common Stock Information, Edward Jones Co., March 31, 2010

## Ranking By Earnings Per Share Growth

## Energy, Inc.

194.2\%

Piedmont Natural Gas Company, Inc. $43.2 \%$
Atmos Energy Corp. $\quad 11.9 \%$
Northwest Natural Gas Company $\quad 8.4 \%$
AGL Resources Inc. $\quad 1.4 \%$
RGC Resources, Inc. $\quad 1.0 \%$
WGL Holdings, Inc.
Delta Natural Gas Company, Inc. $-24.1 \%$
South Jersey Industries, Inc. -24.8\%
Laclede Group, Inc. -37.6\%
New Jersey Resources Corporation $\quad-57.8 \%$
Mean $-10.1 \%$
Source: Natural Gas Industry Summary Quarterly Financial \& Common Stock Information, Edward Jones Co., March 31, 2010

## Ranking By 5-Year Total Return

## Exhibit MJB-8

Energy, Inc. ..... 165.8\%
South Jersey Industries, Inc. ..... 74.2\%
Northwest Natural Gas Company ..... 53.8\%
New Jersey Resources Corporation ..... 52.6\%
RGC Resources, Inc. ..... 50.9\%
Delta Natural Gas Company, Inc. ..... 46.5\%
Piedmont Natural Gas Company, Inc. ..... 45.2\%
Laclede Group, Inc. ..... 43.5\%
WGL Holdings, Inc. ..... 39.3\%
AGL Resources Inc. ..... 38.7\%
Atmos Energy Corp. ..... 33.9\%
Mean ..... 58.6\%

Source: Natural Gas Industry Summary Quarterly Financial \& Common Stock Information, Edward Jones Co., March 31, 2010

## Ranking By 5-Year Dividend Growth

Energy, Inc. ..... NM
South Jersey Industries, Inc. ..... 9.2\%
New Jersey Resources Corporation ..... 8.4\%
AGL Resources Inc. ..... 7.3\%
Northwest Natural Gas Company ..... 5.0\%
Piedmont Natural Gas Company, Inc. ..... 4.0\%
Laclede Group, Inc. ..... 2.7\%
WGL Holdings, Inc. ..... 2.6\%
RGC Resources, Inc. ..... 2.3\%
Delta Natural Gas Company, Inc. ..... 2.0\%
Atmos Energy Corp. ..... 1.6\%
Mean ..... 4.5\%
Source: Natural Gas Industry Summary Quarterly Financial \& Common Stock Information,Edward Jones Co., March 31, 2010

## Exhibit MJB-10 <br> Historical Comparison of Allowed and Actual ROE Delta Natural Gas Company

|  | Return on Equity ${ }^{1}$ | Allowed ROE | Difference |
| :---: | :---: | :---: | :---: |
| 1995 | 8.50\% Black box settlement in last rate case |  |  |
| 1996 | 11.30\% Black box settlement in last rate case |  |  |
| 1997 | 5.80\% Black box settlement in last rate case |  |  |
| 1998 | 8.20\% | 11.60\% | -3.40\% New Rates Effective Jan. 1998 |
| 1999 | 7.20\% | 11.60\% | -4.40\% |
| 2000 | 11.10\% | 11.60\% | -0.50\% New Rates Effective Jan. 2000 |
| 2001 | 11.10\% | 11.60\% | -0.50\% |
| 2002 | 10.60\% | 11.60\% | -1.00\% |
| 2003 | 8.60\% | 11.60\% | -3.00\% |
| 2004 | 7.90\% | 10.50\% | -2.60\% New Rates Effective Oct. 2004 |
| 2005 | 9.80\% | 10.50\% | -0.70\% |
| 2006 | 9.50\% | 10.50\% | -1.00\% |
| 2007 | 9.70\% | 10.50\% | -0.80\% New Rates Effective Nov 2007 |
| 2008 | 11.90\% | 10.50\% | 1.40\% |
| 2009 | 8.80\% | 10.50\% | -1.70\% |

1: The Value Line Investment Survey - Small and Mid-Cap Edition, June 11, 2.010

Exhibit MJB-14
Results of DCF Model for Delta Natural Gas
Using 5-Year Average Growth for Edward Jones Natural Gas Distribution Utility Panel
Exhibit MJB-14
0862 s
82 ts

$R O E=D / P+g$

$\$ 61,495,226 \times .1143=\quad \$ 7,031,309$
$\$ 7.031,309$

| $\$ 99.271 .816 \times .088=$ |
| :--- |
|  |
| Expected Shareholder |
| Returns Low Stock Price |


| Market Capitalization 2009 High Stock Price |
| :--- |
| $3.331,269 \times 29.80=\quad \$ 99.271,816$ |
| Market Capitalization 2009 Low Stock Price |
| $3,331,269 \times 18.46=\quad \$ 61,495,226$ |

告

ตเ-8「W $1!9!4 \times \exists$
Results of DCF Model for Delta Natural Gas Company
Using Average Growth Rate for the Eight Companies in the Vaiue Line Survey

$$
\begin{aligned}
& 2009 \text { Annual Dividend } \\
& \text { High Price During } 2009 \\
& \text { Low Price During } 2009 \\
& \text { Average Growth Rate } \\
& \text { Shares Outstanding } \\
& \text { Earnings per Share in } 2009 \\
& \text { Book Equity } \\
& \text { Using the DCF formula: ROE = D/P +g } \\
& \text { ROE Based on the } 2009 \text { High Stock Price } \\
& \text { ROE }=(1.28 \text { / 29.80 })+.0393= \\
& \text { ROE Based on the } 2009 \text { Low Stock Price } \\
& \text { ROE }=(1.28 / 18.46)+.0393=
\end{aligned}
$$

Return on Book Equity 2009 High Stock Price
$\$ 8,048,762 / \$ 59,229,963=$
Return on Book Equity 2009 Low Stock Price
$\$ 6,608,530 / \$ 59,229,963=$

1. The Value Line Investment Survey - Small and Mid-Cap Edition, June 11, 2010


A No of analysls changing earn est in last 29 days: 0 up, 0 down, consensus 5 -year eamings growth not available. BBased upon one analyst's estimate

| ANNUAL RATES |  |  |  |  |  | ASSETS (\$mill) | 2008 | 2009 | 3/31/10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| of change (per share) |  |  | 5 Yrs |  |  | Cash Assets | 3 | 1 | 62 |
| Sales |  |  | 70\% |  | $70 \%$ | Receivables | 11.4 | 41 | 126 |
| "Cash Flow" |  |  | 25\% | -17.0\% |  | Inventory (Avg cosi) | 150 | 104 | 42 |
|  |  |  | 50\% | -240\% |  | Other | 7.3 | 4.8 | 1.1 |
| Dividends |  |  | 3.5\% $20 \%$ |  |  | Current Assets | 340 | 194 | 241 |
| Book Value |  |  |  |  |  |  |  |  |  |
| Fiscal Year | QUARTERLY SALES (\$mill.) |  |  |  | Full Year | Property, Plant \& Equip, at cost | 192.1 | 1993 |  |
|  | 1Q | 2Q | 3Q | 4Q |  |  |  |  |  |  |
| 06/30/07 | 13.1 | 28.4 | 41.0 | 157 | 982 | Net Property | 1244 | 128.6 | 1292 |
| 06/30/08 | 12.4 | 293 | 48.4 | 226 | 112.7 | Other | 12.4 | 14.5 | 14.5 |
| 06/30/09 | 181 | 33.9 | 432 | 10.4 | 105.6 | Total Assets | 1708 | 1625 | 167.8 |
| 06/30/10 | 81 | 21.1 | 361 |  |  |  |  |  |  |
| Fiscal Year | EARNINGS PER SHARE |  |  |  | Full <br> Year |  |  |  |  |
|  | 10 | 2 Q | 3Q | 4Q |  | Debt Due Other | 80 | 4.9 | 1.2 |
| 06/30/06 <br> $06 / 30 / 07$ <br> $06 / 30 / 08$ <br> $06 / 30 / 09$ <br> $06 / 30 / 10$ | d. 18 | 89 | 1.03 | d. 19 | 155 |  | 5.6 | 4.3 | 4.8 |
|  | d. 16 | 73 | 112 | d. 07 | 1.62 | Current Liab | 258 | 139 | 12.5 |
|  | d 25 | 75 | 1.65 | d. 07 | 1.081.58 |  |  |  |  |
|  | 08 | 37 | 1.29 | d. 16 |  |  |  |  |  |
|  | d. 17 | 58 | 1.30 |  |  | LONG-TERM DEBT AND EQUITY as of $3 / 31 / 10$ |  |  |  |
| Calendar | QUARTERLY DIVIDENDS PAID |  |  |  | Full Year |  |  |  |  |  |  |  |
|  | 1Q | 2Q | 3Q | 4Q |  | Total Debt $\$ 58.4$ mill LT Debt $\$ 572$ mill. Including Cap. Leases NA |  | Due in 5 Yrs NA |  |
| 2007 | 305 | 305 | 31 | 31 | $\begin{aligned} & 1.23 \\ & 1.26 \\ & 1.29 \end{aligned}$ |  |  |  |  |
| 2008 | 31 | 31 | 32 | 32 |  |  |  |  | of Cap'l) |
| 2009 | 32 | 32 | 325 | 325 |  | Leases, Uncapitalized Annual rentals NA |  |  |  |
| 2010 | 325 | 325 |  |  |  |  |  |  |  |  |  |  |
| INSTITUTIONAL DECISIONS |  |  |  |  |  | bility \$ 4 mill in '09 vs. None in '08 |  |  |  |
|  | 2Q'09 |  | 3Q'09 |  | 4Q'09 | Pfd Stock None |  | Pfd Div'd Paid None |  |
| to Buy |  | 9 | 11 |  | 12 | Common Stock 3,331,269 shares |  |  |  |
| to Sell |  | 9 | 6 |  | 8 |  |  | (52\% of Cap') |  |
| HId's(000) |  | 568 | 588 |  | 15 |  |  |  |  |  |

BUSINESS: Delta Natural Gas Company, Inc. sells natural gas to approximately 37,000 retail customers on its distribution system in central and southeastern Kentucky Its Regulated segment sells natural gas to its retail customers, primarily in 23 rural counties. This segment also transports gas to industrial customers on its system who purchase gas in the open market, as well as transports gas on behalf of local producers not on its distribution system. The company's Non-Regulated segment purchases natural gas on the open market and from Kentucky producers, and resells this gas to industrial customers on its distribution system and to others not on its system. This segment also produces natural gas that is sold to Delgasco for resale. As of June 30, the company owned approximately 2,500 miles of natural gas gathering, transmission, distribution, storage, and service lines, as well as interests in oil and gas leases on 10,300 acres in Bell, Knox, and Whitley counties. Has 155 employees. Chairman, C.E.O. \& President: Glenn R. Jennings. Inc.: KY Address: 3617 Lexington Road, Winchester, KY 40391. Tel.: (859) 744-6171. Internet: http.//www deltagas com.
L. Y.

## June 11, 2010

TOTAL SHAREHOLDER RETURN
Dividends plus appreciation as of 5/31/2010

| 3 Mos. | 6 Mos. | 1 Yr. | 3 Yrs. | 5 Yrs. |
| :---: | :---: | :---: | :---: | :---: |
| $0.08 \%$ | $1167 \%$ | $3530 \%$ | $33.31 \%$ | $44.78 \%$ |

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| $\square$ Employment \| Seminars | Monetary Aggregates | |  | Employment \| Seminars | Monetary Aggregates | $\begin{array}{r}\text { Tracking the Economy }\end{array}$ |  |  |  |  |
| conomic Data - FRED Search Tracking the Economy |  |  |  |  |  |  |

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Graph: Edit I Print | PDF I Save

Type: Line \| Bar | Pie \| Scatter
Range: 1yr 5yrs 10yrs Max

Size: Medium | Large | X-Large
Recession Bars: On | Off

Units: Levels
Notes: Growth Rate Calculations | US recession dates

## Latest Observations:

Date 2010-05-21 2010-05-28 2010-06-04 2010-06-11 2010-06-18

| Value 4.04 | 3.99 | 4.05 | 3.96 | 4.00 |
| :---: | :---: | :---: | :---: | :---: |
| Series Properties: |  |  |  |  |
| Series ID: | WGS20YR |  |  |  |
| Source(s): | Board of G | ors of | eral R | Syst |
| Release: | H. 15 Sele | terest |  |  |
| Units: | Percent |  |  |  |
| Frequency: | Weekly, E | Friday |  |  |
| Seasonal Adjustment: | Not Applic |  |  |  |
| Observation Range: | 1993-10-0 | 210-06 |  |  |
| Last Updated: | 2010-06-2 | 8 AM C |  |  |
| Notes: | Averages constant <releases/ finance/de | ness d <br> y data <br> urrent/ <br> nagem | or furth <br> e refer df and terest-r | rmat <br> ://w WWW. dex.h |
| Other | Daily |  |  |  |
| Formats: | Monthly |  |  |  |
| Related Categories: |  |  |  |  |
| U.S. Financial Data > Interest Rates |  |  |  |  |
| Interest Rates > Treasury Constant Maturity |  |  |  |  |

## Exhibit MJB-18 Results of the CAPM Analysis Delta Natural Gas Company

Variable
Name Data Source
20 - Year U. S. Treasury Bond Yield ..... 3.96\%
Rf ..... 1
Long - Horizon Expected Equity Risk Premium 6.70\% Rm-Rf ..... 2 for Large Companies
Calculated Beta Coefficient ..... 0.60
B ..... 3 for Delta Natural Gas
Micro-Cap Size Premium for Delta 4.91\% ..... 4
Using the CAPM Formulc $\mathrm{ROE}=\mathrm{Rf}+\mathrm{B}(\mathrm{Rm}-\mathrm{Rf})+$ size premium $=3.96+0.60(6.70)+4.91=12.89$
ROE Estimate Including Micro-Cap Size Premium = ..... 12.8900\%
Data Sources:

1. Yield for 20-Year Treasury Constant Maturity Rate, June 11, 2010 Federal Reserve Bank of St. Louis Economic Research
2. Ibbotson 2010 SBBI Valuation Yearbook, Morningstar, Inc., 2010, p. ..... 59
3. The Value Line Investment Survey - Small and Mid-Cap Edition, June 11, 2010
4. Ibbotson 2010 SBBI Valuation Yearbook, Morningstar, Inc., 2010, p. ..... 92

# Exhibit MJB-19 <br> Results of the Risk Premium Analysis Delta Natural Gas Company 

DataSource
20- Year U. S. Treasury Bond Yield ..... 3.96\% ..... 1
Long - Horizon Expected Equity Risk Premium ..... 9.69\% ..... 2
for Micro-Cap Companies (category 10x)
Risk Premium Calculation
ROE $=0.0396+0.0969=$ ..... 13.65\%
Data Sources:

1. Yield for 20-Year Treasury Constant Maturity Rate, June 11, 2010Federal Reserve Bank of St. Louis Economic Research
2. Ibbotson 2010 SBBI Valuation Yearbook, Morningstar, Inc., 2010, p. 92

\% Return

on

| Ticker |  |  | ommon |
| :---: | :---: | :---: | :---: |
| Symbol | Industry | Beta | Equity |
| ABT | DRUG | 0.6 | 27.08 |
| ABVV | BIOTECH | 0.6 | 191.28 |
| ANCX | BANK | 0.6 | 14.21 |
| AVEW | ADVERT | 0.6 | 50 |
| ADK | MEDSERV | 0.6 | 5.66 |
| AIM | DEFENSE | 0.6 |  |
| ALNC | BANK | 0.6 | 8.8 |
| AHPI | MEDSUPPL | 0.6 | -2.93 |
| ADSV | COMPUTER | 0.6 | 13.6 |
| ACCY | BUILDING | 0.6 | 76.77 |
| AMAR | DRUG | 0.6 | 36.46 |
| DIT | GROCERY | 0.6 | 34.28 |
| AMRB | BANK | 0.6 | 1.81 |
| APOL | EDUC | 0.6 | 58.02 |
| KAD | MEDSUPPL | 0.6 |  |
| ATYM | INSTRMNT | 0.6 | 25.24 |
| ACOY.TO | FGNEUTIL | 0.6 | 14.09 |
| AWRE | SOFTWARE | 0.6 | -6.34 |
| AXST | TELEQUIP | 0.6 | 152.99 |
| BOSC | INTERNET | 0.6 |  |
| BWEBF | INTERNET | 0.6 | -96.73 |
| BADU.TO | MACHINE | 0.6 | 26.96 |
| BCR | MEDSUPPL | 0.6 | 23.22 |
| BDX | MEDSUPPL | 0.6 | 23.72 |
| BNCL | THRIFT | 0.6 | 2.71 |
| BFCFB | THRIFT | 0.6 |  |
| BSTC | BIOTECH | 0.6 | -32.12 |
| BTRNQ | DRUG | 0.6 |  |
| BFLY | RETAILSP | 0.6 | -18.96 |
| BPIGF | OILPROD | 0.6 | -74.46 |
| CPB | FOODPROC | 0.6 | 105.9 |
| CAM.TO | STEELINT | 0.6 | 5.37 |
| CPHC | HOTELGAM | 0.6 | 0.22 |
| CPLA | EDUC | 0.6 | 23.15 |
| CAPS | BIOTECH | 0.6 | -37.78 |
| CDBK | BANK | 0.6 | 1.79 |
| CARV | THRIFT | 0.6 | -15.65 |
| ROX | BEVERAGE | 0.6 | -99.46 |
| CDSI | SOFTWARE | 0.6 | 132 |
| CVBK | BANK | 0.6 | -64.83 |
| TRUE | BANKMID | 0.6 | -49.89 |


|  | Ticker |  | \% Return on |  |
| :---: | :---: | :---: | :---: | :---: |
| Company Name | Symbol | Industry | Beta | Equity |
| Chicago Rivet \& Mach Co | CVR | METALFAB | 0.6 | -6.06 |
| Chino Commercial Bancorp | CCBC | BANK | 0.6 | 5.42 |
| Church \& Dwight | CHD | HOUSEPRD | 0.6 | 15.08 |
| Cicero Inc | CICN | SOFTWARE | 0.6 | 26.19 |
| Ckrush Inc. | CKRU | ADVERT | 0.6 | 55.59 |
| Clean Diesel Technologies Inc | CDTI | CHEMSPEC | 0.6 | -66.06 |
| ClearStory Systems Inc | CSYS | SOFTWARE | 0.6 |  |
| Clorox Co. | CLX | HOUSEPRD | 0.6 |  |
| Coca-Cola | KO | BEVERAGE | 0.6 | 27.51 |
| Cogeco Cable Inc. | CCA.TO | CABLETV | 0.6 | -24.88 |
| Colony Bankcorp | CBAN | BANK | 0.6 | -33.25 |
| Commercial Bancshares Inc /OH | CMOH | BANK | 0.6 | 4.85 |
| Competitive Technologies Inc. | CTT | INDUSRV | 0.6 |  |
| Comprehensive Care Corp. | CHCR | MEDSERV | 0.6 | 71.76 |
| Conrad Inds Inc | CNRD | INDUSRV | 0.6 | 18.38 |
| Consolidated Energy Inc. | CEIW | POWER | 0.6 |  |
| Consolidated Mercantile Inc. | CSLMF | FURNITUR | 0.6 | -1.7 |
| Continental Energy Corp. | CPPXF | OILPROD | 0.6 |  |
| CopyTele Inc. | COPY | COMPUTER | 0.6 |  |
| Crazy Woman Creek Bcp | CRZY | THRIFT | 0.6 |  |
| CTI Group Holdings Inc | CTIG | SOFTWARE | 0.6 | -15.61 |
| Daleen Technologies Inc | DALN | SOFTWARE | 0.6 |  |
| Delta Natural Gas | DGAS | GASDIVRS | 0.6 | 8.83 |
| Derma Sciences Inc | DSCI | MEDSUPPL | 0.6 | -23.05 |
| DeVry Inc. | DV | EDUC | 0.6 | 17.86 |
| Dollar Tree Inc. | DLTR | RETAIL | 0.6 | 22.42 |
| DPL Inc. | DPL | UTILCENT | 0.6 | 20.73 |
| Dynex Cap Inc | DX | REIT | 0.6 |  |
| Eagle Financial Services Inc | EFSI | BANK | 0.6 | 8.65 |
| Ecology \& Environment | EEI | ENVIRONM | 0.6 | 12.75 |
| eGain Communications Corp | EGAN | INTERNET | 0.6 | -53.26 |
| Energy Inc | EGAS | GASDISTR | 0.6 | 19.16 |
| Environmental Elements Corp | EECPQ | ENVIRONM | 0.6 |  |
| EPIQ Sys Inc | EPIQ | SOFTWARE | 0.6 | 4.47 |
| Eurobancshares Inc. | EUBK | BANK | 0.6 | -8.24 |
| Female Health Co | FHCO | MEDSUPPL | 0.6 | 49.63 |
| First Business Fin'l Svcs | FBIZ | BANK | 0.6 | 1.91 |
| First Capital Bancorp Inc | FCVA | BANK | 0.6 | 0.48 |
| First Chester County Corp | FCEC | BANK | 0.6 | 7.49 |
| First Fed Bancshares of Ark. | FFBH | THRIFT | 0.6 |  |
| First Keystone Finl Inc | FKFS | THRIFT | 0.6 |  |

Exhibit MJB-20
Return on Equity for Companies of Comparable Risk As Measured by a Beta Value of 0.65

|  | Ticker |  |  | \% Return on Common |
| :---: | :---: | :---: | :---: | :---: |
| Company Name | Symbol | Industry | Beta | Equity |
| First M\&F Corp | FMFC | BANK | 0.6 | -81.56 |
| Firstbank Corp Mich | FBMI | BANK | 0.6 | 10.62 |
| Flagstone Reinsurance Hldgs | FSR | INSPRPTY | 0.6 | -18.99 |
| Fox Chase Bancorp Inc | FXCB | THRIFT | 0.6 | 1 |
| FRMO Corporation | FRMO | FINSERV | 0.6 |  |
| Gallery Of History Inc. | HIST | RETAILSP | 0.6 | -18.92 |
| Geoworks | GWRX | SOFTWARE | 0.6 |  |
| Global Environmental Energy C | GEECF | MEDSUPPL | 0.6 | 23.71 |
| Golfsmith Intl Hldgs | GOLF | RETAILSP | 0.6 | -5.24 |
| Gottschalks | GOTTQ | RETAIL | 0.6 | -10.73 |
| Great China Intl HIdgs Inc | GCIH | HOMEBILD | 0.6 | 0.3 |
| GSI Technology Inc | GSIT | SEMICOND | 0.6 | 10.96 |
| GTC Telecom Corp | GTCC | TELESERV | 0.6 | 68.09 |
| Guardian Capital Group ' ${ }^{\text {' }}$ | GCG/A.TO | FUND-FGN | 0.6 | 4.49 |
| Haemonetics Corp. | HAE | MEDSUPPL | 0.6 | 11.85 |
| Hampshire Group Ltd. | HAMP | APPAREL | 0.6 | -10.21 |
| Hanger Orthopedic Grp | HGR | MEDSERV | 0.6 | 11.42 |
| Hawthorn Bancshares Inc | HWBK | BANK | 0.6 | 4.62 |
| HF Financial Corp. | HFFC | THRIFT | 0.6 | 8.04 |
| Hickory Tech Corp | HTCO | TELESERV | 0.6 | 32.63 |
| Hydron Technologies Inc. | HTEC | COSMETIC | 0.6 | 112.92 |
| ImaRx Therapeutics Inc | IMRX | DRUG | 0.6 |  |
| Immunotech Laboratories Inc | IMMB | BIOTECH | 0.6 |  |
| Implant Sciences Corp. | IMSC | MEDSUPPL | 0.6 |  |
| Inca Designs Inc | IDGI | APPAREL | 0.6 | 76.77 |
| InfuSystems Holdings Inc | INHI | MEDSUPPL | 0.6 | 0.95 |
| Inhibitex Inc | INHX | BIOTECH | 0.6 | -50.61 |
| Integrated Environmental Tech | IEVM | MINING | 0.6 |  |
| Integrity Bancshres Inc | ITYCQ | BANK | 0.6 | 12.61 |
| IntelliPharmaceutics Int'I In | 1 PCl | BIOTECH | 0.6 |  |
| International Fuel Tech. Inc. | IFUE | ENVIRONM | 0.6 |  |
| IntriCon Corp | IIN | MACHINE | 0.6 | -10.3 |
| ITT Educational | ESI | EDUC | 0.6 | 191.75 |
| Johnson \& Johnson | JNJ | MEDSUPPL | 0.6 | 25.51 |
| Johnson Outdoors | JOUT | RECREATE | 0.6 | -8.38 |
| JPS Industries | JPST | DIVERSIF | 0.6 |  |
| K V Pharmaceutical 'A' | KV/A | DRUG | 0.6 |  |
| Kellogg | K | FOODPROC | 0.6 | 53.34 |
| Kroger Co. | KR | GROCERY | 0.6 | 23.22 |
| Lance Inc. | LNCE | FOODPROC | 0.6 | 13.03 |
| Landmark Bancorp Inc | LARK | THRIFT | 0.6 | 12.2 |


| Company Name | Ticker | Industry | Beta |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  |  |  |  |  |
|  | Symbol |  |  | Equity |
| LaPolla Industries Inc | LPAD | CHEMSPEC | 0.6 | 32.99 |
| Leadis Technology Inc. | LDIS | SEMICOND | 0.6 |  |
| Lexon Technologies Inc | LEXO | INTERNET | 0.6 | 6.55 |
| Life Quotes Inc | QUOT | INDUSRV | 0.6 | 13.15 |
| LiveDeal Inc | LIVE | INTERNET | 0.6 | -91.39 |
| Loblaw Companies Limited | L.TO | GROCERY | 0.6 | 10.45 |
| Mac-Gray Corp | TUC | INDUSRV | 0.6 | 0.99 |
| Magellan Health Svcs. | MGLN | MEDSERV | 0.6 | 11.22 |
| Magyar Bancorp Inc | MGYR | THRIFT | 0.6 | 3.21 |
| MedClean Technologies Inc | MCLS | ENVIRONM | 0.6 |  |
| MER Telemgmt | MTSL | TELEQUIP | 0.6 | -32.08 |
| MicroFinancial Inc | MFI | FINSERV | 0.6 | 6.18 |
| Midsouth Bancorp | MSL | BANK | 0.6 | 3.43 |
| Milestone Scientific | MLSS | MEDSUPPL | 0.6 | -57.93 |
| MIV Therapeutics Inc | MIVI | MEDSUPPL | 0.6 |  |
| Molson Coors Brewing | TAP | BEVERAGE | 0.6 | 9.99 |
| Monarch Cement Co | MCEM | BUILDING | 0.6 | 4.83 |
| Nationwide Utilities Corp | NWUC | INTERNET | 0.6 | 58.53 |
| Nat'l Healthcare Exchg Srvcs | NHCR | HLTHSYS | 0.6 |  |
| New Horizons Worldwide | NWRZ | EDUC | 0.6 | -14.99 |
| Nexxus Lighting Inc | NEXS | INDUSRV | 0.6 | -38.04 |
| Nobel Learning Communities Inc | NLCl | EDUC | 0.6 | 8.57 |
| Norsat Intl Inc | NII.TO | TELEQUIP | 0.6 | 34.05 |
| Nortech Systems Inc | NSYS | ELECTRNX | 0.6 | -20.75 |
| North American Gaming and Ent | NAGM | HOTELGAM | 0.6 | -10.28 |
| Northwest Bancorporation Inc. | NBCT | BANK | 0.6 | -16.59 |
| Northwest Nat. Gas | NWN | GASDISTR | 0.6 | 11.38 |
| Novadel Pharma Inc. | NVDL | DRUG | 0.6 | 174.54 |
| Novartis AG ADR | NVS | DRUG | 0.6 | 14.71 |
| NTS Realty Holdings Ltd | NLP | REIT | 0.6 |  |
| Onstream Media Corporation | ONSM | ADVERT | 0.6 | -62.3 |
| OPTi Inc. | OPTI | SOFTWARE | 0.6 | -69.99 |
| Orchids Paper Products Co | TIS | PAPER | 0.6 | 21.47 |
| Oryx Technology Corp | ORYX | INSTRMNT | 0.6 | -73.19 |
| P\&F Industries | PFIN | METALFAB | 0.6 | -33.02 |
| Pacific CMA Inc. | PACC | AIRTRANS | 0.6 | -24.5 |
| Palatin Technologies Inc | PTN | BIOTECH | 0.6 |  |
| Patch International Inc | PTCHF | OILPROD | 0.6 | 3.36 |
| Payment Data Systems Inc | PYDS | INTERNET | 0.6 | 90.95 |
| PepsiCo Inc. | PEP | beverage | 0.6 | 34.15 |
| Pervasive Software | PVSW | SOFTWARE | 0.6 | 6.39 |



# Exhibit MJB-20 <br> Return on Equity for Companies of Comparable Risk As Measured by a Beta Value of 0.65 

|  | Ticker |  | \% Return <br> Common |  |
| :---: | :---: | :---: | :---: | :---: |
| Company Name | Symbol | Industry | Beta | Equity |
| Stephan Co | SPCO | COSMETIC | 0.6 | 3.67 |
| Strayer Education | STRA | EDUC | 0.6 | 55.35 |
| Streamline Health Solutions | STRM | HLTHSYS | 0.6 | 14.75 |
| Tandy Leather Factory Inc | TLF | RETAILSP | 0.6 | 9.77 |
| TCW Strategic Income Fund | TSI | FUND-INC | 0.6 |  |
| Teamstaff Inc | TSTF | INDUSRV | 0.6 | 2.87 |
| TearLab Corp | TEAR | MEDSUPPL | 0.6 | -64.89 |
| Technology Research | TRCI | ELECTRNX | 0.6 | 7.63 |
| TELUS Corporation | T.TO | TELESERV | 0.6 | 13.22 |
| TESSCO Tech. Inc | TESS | TELEQUIP | 0.6 | 10.51 |
| TGFIN Holdings Inc | TGFN | INDUSRV | 0.6 | 39.19 |
| Tidelands Bancshares Inc | TDBK | BANK | 0.6 | -44.57 |
| Titan Technologies Inc | TITT | ENVIRONM | 0.6 | 35.02 |
| Todd Shipyards | TOD | MARITIME | 0.6 | 7.35 |
| Tofutti Brands | TOF | FOODPROC | 0.6 | 12.28 |
| Tollgrade Communic. | TLGD | INSTRMNT | 0.6 | -5.93 |
| Top Image Systems | TISA | COMPUTER | 0.6 | 26.13 |
| Transtech Inds Inc. | TRTI | INDUSRV | 0.6 | -36.58 |
| TreeHouse Foods | THS | FOODPROC | 0.6 | 9.66 |
| Union National Financial Corp | UNNF | BANK | 0.6 | -2.37 |
| United Financial Bancorp | UBNK | THRIFT | 0.6 | 3.57 |
| United Fuel \& Energy Crop | UFEN | B2B | 0.6 | -12.19 |
| United Security Bancshares Inc | USBI | BANK | 0.6 | 5.83 |
| United-Guardian Inc. | UG | DRUG | 0.6 | 24.77 |
| Velocity Portfolio Group Inc | VPGI | FINSERV | 0.6 | -39.51 |
| Veridien Corp | VRDE | BIOTECH | 0.6 |  |
| ViewCast.com Inc | VCST | SOFTWARE | 0.6 | 8.14 |
| Wal-Mart Stores | WMT | RETAIL | 0.6 | 20.07 |
| WCA Waste Corp | WCAA | ENVIRONM | 0.6 | 1.56 |
| Wegener Corp. | WGNR | TELEQUIP | 0.6 |  |
| Wesco Financial Corp. | WSC | DIVERSIF | 0.6 | 2.12 |
| Weststar Financial Services Co | WFSC | BANK | 0.6 | -0.43 |
| Williams Industries Inc. | WMSI | MACHINE | 0.6 |  |
| Willis Lease Finance | WLFC | AIRTRANS | 0.6 | 10.34 |
| Womens Golf Unlimited Inc | WGLF | RECREATE | 0.6 |  |
|  |  | Mean |  | 6.37 |
|  |  | Median |  | 6.48 |

# DELTA NATURAL GAS COMPANY, INC. CASE NO. 2010-00116 <br> THIRD PSC DATA REQUEST DATED JUNE 21, 2010 

9. Refer to Delta's response to Item 27 of Staff's Second Request. For the years 2005 through 2009 provide:
a. Collection revenues;
b. Reconnect revenues;
c. Number of reconnects, broken down by reconnects following non-pay disconnects and reconnects following disconnect at customers' request;
d. Meter test revenue;
e. Bad check revenue; and
f. Other operating revenue.

Response:

|  | $\underline{\mathbf{2 0 0 9}}$ | $\underline{\mathbf{2 0 0 8}}$ | $\underline{\mathbf{2 0 0 7}}$ | $\underline{\mathbf{2 0 0 6}}$ | $\underline{\underline{\mathbf{2 0 0 5}}}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| a. 1.488.01 Collection Revenues | $\$(177,360)$ | $\$(194,200)$ | $\$(123,110)$ | $\$(137,310)$ | $\$(119,865)$ |
| b. 1.488 .02 Reconnect Revenues | $\$(111,420)$ | $\$(135,480)$ | $\$(103,680)$ | $\$(113,856)$ | $\$(106,272)$ |
| c. Total Reconnects | 1,857 | 2,257 | 1,991 | 2,372 | 2,214 |

Delta does not separately track reconnects following non-pay disconnects versus reconnects following disconnect at customers' request.
d. 1.488 .03 Meter Test Revenue $\$ \quad \$ \quad-\quad \$ \quad(16) \quad \$ \quad$ (40) $\$$
e. 1.488 .04 Bad Check Revenue $\quad \$(13,800) \quad \$(16,665) \quad \$(11,020) \quad \$(10,095) \quad \$ \quad(9,370)$
f. 1.488.10 Other Operating Revenue $\$ \quad-\$ \quad-\$$

Sponsoring Witness:
Matthew D. Wesolosky

## THIRD PSC DATA REQUEST DATED JUNE 21, 2010

10. Refer to Delta's response to Item 29 of Staff's Second Request. Describe what Delta is willing to consider in terms of simplifying its rate structure.

Response:
In the current economic environment, Delta proposes to retain its current rate structure. While there were no sales volumes for sales under the two tail blocks of its Large Non-Residential General Service schedule, there were significant transportation volumes under Large NonResidential General Service - Transportation service. Although the Company does not have major concerns with eliminating the two tail blocks for sales service, Delta does not believe that it is appropriate in the current economic environment to flatten the block structure of its transportation rates. The Company is concerned that increasing the tail blocks for transportation service could prompt customers to close their facilities or relocate their facilities outside of Delta's service territory thus causing the loss of employment opportunities in Eastern Kentucky. However, it should be pointed out that flattening the block structure of the rates for sales service but not for transportation service would require major changes to the transportation service schedule which is linked to the rates for sales service. Specifically, the rates for on-system transportation service are "net margin rates" based on the charges set forth in the rate schedules for sales service. Therefore, it is Delta's recommendation to retain its current rate structure in this proceeding and to consider flattening the block structure of its rates for sales service in its next rate case, when the economic environment may have improved.

Sponsoring Witness:
William Steven Seelye

## DELTA NATURAL GAS COMPANY, INC. <br> CASE NO. 2010-00116 <br> THIRD PSC DATA REQUEST <br> DATED JUNE 21, 2010

11. Refer to Delta's response to Item 30 of Staff's Second Request. Give examples of alternative rate structures that Delta is willing to consider along with what it considers appropriate revisions to the balance of rates for each alternative.

Response:
Please see response to PSC 3-10.

Sponsoring Witness:
William Steven Seelye

## DELTA NATURAL GAS COMPANY, INC.

CASE NO. 2010-00116

## THIRD PSC DATA REQUEST

DATED JUNE 21, 2010
12. Refer to Delta's response to Item 42 of Staff's Second Request, Seelye Exhibit C, and Tab 27, Schedule 4, of Delta's application. Provide a revised Exhibit C and Schedule 4 which reflect the adjusted level of depreciation expense based on the corrections to the various depreciation rates shown in the data response.

Response:
Delta presumes that reference in the question to Seelye Exhibit $C$ refers to Seelye Exhibit 11 Appendix C, in the Depreciation Study. The corrections to the various depreciation rates do not impact Appendix C as filed. This appendix tabulates the historical data and average remaining life calculations for each account. The only Appendix that must be revised as a result of the corrected depreciation rates is Appendix A, which was provided in response to item 42 of Staff's Second Request.

See attached for the revision of Schedule 4.

Sponsoring Witness:
John B. Brown and William Steven Seelye

DELTA NATURAL GAS COMPANY, INC.
Depreciation Expense
Test Year Ended 12/31/09

| LINE | ACCT |  | PLANT | DEPR | DEPR |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NUMBER | NO | DESCRIPTION | 12/31/2009 | RATE | EXPENSE |
| 1 | 301 | Organization | 53,151 | 0.00\% | 0 |
| 2 | 302 | Franchise \& Consent |  | 0.00\% | 0 |
| 3 |  | Sub Total | 53,151 |  | 0 |
|  |  | PRODUCTION |  |  |  |
| 4 | 304 | Land \& Rights |  | 0.00\% | 0 |
| 5 | 305 | Structures \& Improvements |  | 2.20\% | 0 |
| 6 | 325 | Right of Ways | 79,004 | 3.00\% | 2,370 |
| 7 | 327 | Comp Stations Structures | 45,721 | 3.00\% | 1,372 |
| 8 | 331 | Well Equipment | 7,795 | 4.00\% | 312 |
| 9 | 332 | Field Lines | 1,915,975 | 2.25\% | 43,109 |
| 10 | 333 | Compressor Station Equipment | 749,211 | 4.00\% | 29,968 |
| 11 | 334 | Measuring \& Regulator Stations | 147,297 | 2.72\% | 4,006 |
| 12 |  | Sub Total | 2,945,003 |  | 81,137 |
|  |  | STORAGE \& PROCESSING |  |  |  |
| 13 | 35001 | Storage Land | 14,142 | 0.00\% | 0 |
| 14 | 35002 | Storage Right of Way | 177,425 | 0.00\% | 0 |
| 15 | 35005 | Gas Rights Well | 1,495 | 0.00\% | 0 |
| 16 | 35006 | Gas Rights Storage |  | 5.00\% | 0 |
| 17 | 351 | Structures and Improvements | 292,484 | 2.58\% | 7,546 |
| 18 | 352 | Storage Wells | 2,876,146 | 3.19\% | 91,749 |
| 19 | 35201 | Storage Rights | 860,396 | 1.85\% | 15,917 |
| 20 | 35202 | Storage Reservoirs | 1,881,731 | 1.83\% | 34,436 |
| 21 | 35203 | Non-Recoverable Natural Gas | 294,307 | 1.75\% | 5,150 |
| 22 | 353 | Storage Lines | 5,102,436 | 2.05\% | 104,600 |
| 23 | 354 | Storage Compressor Station Equipment | 2,526,069 | 1.96\% | 49,511 |
| 24 | 355 | Storage Measuring \& Regulator Equipment | 438,951 | 2.59\% | 11,369 |
| 25 | 356 | Purification Equipment | 409,570 | 3.19\% | 13,065 |
| 26 | 357 | Storage Other Equipment | 47,209 | 0.51\% | 241 |
| 27 |  | Sub Total | 14,922,361 |  | 333,584 |
|  |  | TRANSMISSION |  |  |  |
| 28 | 3651 | Land and Rights | 140,670 | 0.00\% | 0 |
| 29 | 3652 | Rights of Way | 1,215,558 | 0.00\% | 0 |
| 30 | 3653 | Land Rights CVPL | 163,626 | 2.50\% | 4,091 |
| 31 | 366 | Structures and Improvements | 250,172 | 2.30\% | 5,754 |
| 32 | 367 | Transmission Mains | 42,032,176 | 2.35\% | 987,756 |
| 33 | 368 | Compressor Station Equipment | 7,576,006 | 3.26\% | 246,978 |
| 34 | 369 | Measuring \& Regulator Station Equipment | 3,384,707 | 3.53\% | 119,480 |
| 35 | 371 | Other Equipment | 448,106 | 2.19\% | 9,814 |
| 36 |  | Sub Total | 55,211,021 |  | 1,373,873 |

DELTA NATURAL GAS COMPANY, INC.
Depreciation Expense
Test Year Ended 12/31/09


Depreciation Expense
Test Year Ended 12/31/09

| LINE <br> NUMBER | ACCT NO | DESCRIPTION | $\begin{gathered} \text { PLANT } \\ 12 / 31 / 2009 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { DEPR } \\ & \text { RATE } \end{aligned}$ | DEPR <br> EXPENSE |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ACQUISITION ADJUSTMENT |  |  |  |  |  |
| 1 | 1.114 | Tranex | $(1,045,704)$ |  | $(58,800)$ |
| 2 | 1.114 .01 | Mt. Olivet | 464,945 |  | 0 |
| 3 |  | Total Acquisition Adjustment | $(580,759)$ |  | $(58,800)$ |
| 4 | 1.117 | Gas Stored Underground | 4,208,069 |  |  |
| 5 |  |  |  |  |  |
| 6 | Total Util | Plant In Service | 199,027,425 |  | 5,966,735 |
| ASSET RETIREMENT OBLIGATION |  |  |  |  |  |
|  | 339 | Gathering Asset Retirement Cost | 10,790 |  |  |
|  | 358 | Storage Asset Retirement Cost | 11,721 |  |  |
|  | 372 | Transmission Asset Retirement Cost | 34,920 |  |  |
|  | 388 | Distribution Asset Retirement Cost | 80,914 |  |  |
|  |  | Excluded from plant accounts above | 138,345 |  |  |
| 10 | Reconciled Total |  | 199,165,770 |  |  |
| 11 | Per Delta Balance Sheet |  | 199,165,770 |  |  |
| 12 | Difference |  | 0 |  |  |
| TRANSPORTATION CLEARING |  |  |  |  |  |
| 13 | Transportation Equipment |  |  |  | $(339,000)$ |
| 14 | Power Operated Equipment |  |  |  | $(65,400)$ |
| 15 | Pro Forma Depreciation Expense |  |  |  | 5,562,335 |
| 16 | Per Delta Income Statement |  |  |  | 3,792,258 |
| 17 | Depreciation Expense Adjustment |  |  |  | 1,770,077 |

# DELTA NATURAL GAS COMPANY, INC. <br> CASE NO. 2010-00116 <br> THIRD PSC DATA REQUEST <br> DATED JUNE 21, 2010 

13. Refer to Delta's response to Item 43 of Staff's Second Request. Identify the historical period reviewed in performing the visual review of retirements for each plant account and explain why that specific historical period was chosen.

Response:
For Accounts $369,378,379,382,383,385$, and 390 , the historical period reviewed was 1951 through 2009. This period was reviewed because it includes the most recent set of retirement data available for these accounts.

For Accounts 391, 392, 394, 396, 397, and 398, the historical period reviewed was 1951 through 2002. This period was reviewed because it is identical to that utilized in Delta's last rate case, Case No. 2007-00089.

Sponsoring Witness:
William Steven Seelye

# DELTA NATURAL GAS COMPANY, INC. 

CASE NO. 2010-00116
THIRD PSC DATA REQUEST DATED JUNE 21, 2010
14. Refer to Delta's response to Item 45 of Staff's Second Request and Item 3 of Staff's Initial Data Request dated March 31, 2010. In the same format as used in the response to Item 3 of the initial request, provide Delta's capital structure for each month since the end of the calendar year 2009 test year.

Response:
See attached.

Sponsoring Witness:
John B. Brown
DELTA NATURr. jAS COMPANY, INC.

| Line No. | Item |  | Total Capital | Long-Term Debt | Short-Term Debt | Preferred Stock | Common Stock | Retained <br> Earnings | Total Common Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (a) |  | (b) | (c) | (d) | (e) | (f) | (g) | (h) |
| 2 | 1st Month | -- January '10 | 125,116 | 58,434 | 8,368 |  | 48,040 | 10,274 | 58,314 |
| 3 | 2nd Month | -- February '10 | 120,793 | 58,429 | 2,646 |  | 48,043 | 11,675 | 59,718 |
| 4 | 3rd Month | -- March '10 | 118,534 | 58,379 | 0 |  | 48,112 | 12,043 | 60,155 |
| 5 | 4th Month | -- April' '10 | 119,443 | 58,365 | 0 |  | 48,116 | 12,962 | 61,078 |

# DELTA NATURAL GAS COMPANY, INC. CASE NO. 2010-00116 

THIRD PSC DATA REQUEST<br>DATED JUNE 21, 2010

15. Refer to Delta's response to Item 46 of Staff's Second Request.
a. Provide all correspondence, e-mails, notes from telephone calls, and any other communication between Delta and its insurance carrier, regarding the storage gas loss that occurred from October 2006 through October 2007.
b. Given that the gas loss in question occurred in 2006 and 2007, explain why the original charge was not booked until December 2008.
c. Given that the expense for the gas storage loss was initially booked in December 2008, explain how the "[t]iming of the base rate case," filed 16 months after the expense was initially booked, factored into the proposed method of recovery.
d. While there may be merit to the claim that the gas storage loss is a "[l]egitimate above-the-line expense," explain why the expense for a loss that occurred prior to the test year should be recognized for ratemaking purposes. Also, give the infrequency of such losses, explain why such a cost should be recovered and "locked-in" to Delta's base rates.

## Response:

a. See CD containing communications saved in PDF format.
b. Although the gas was lost between the latter part of 2006 and December, 2007, Delta did not have sufficient data prior to December, 2008 to estimate the amount of gas lost. Twice annually Delta performs a shut-in of the storage wells which allows the Company to analyze the volumes, pressure and other data relating to the storage field in order to substantiate the gas inventory carried in its perpetual inventory records. Additional shutin data, obtained after December, 2007, was required to determine the quantity of lost gas. That data and the subsequent determination of the estimate of the amount of gas lost was not available prior to January, 2009, at which point the original expense was accrued on Delta's December, 2008 financial statements.
c. Delta's original strategy was to resolve the issue with the insurance company prior to seeking regulatory recovery. In the sixteen months after the expense was initially booked, Delta actively pursued recovery of the cost of the lost gas from its insurance carrier. While drafting the filing requirements for the current case, Delta re-evaluated its strategy knowing that the rate filing would give Delta the opportunity to bring the issue before the Commission to consider the expense along with other Company expenses and revenues in their entirety. Given the passage of time and the lack of progress with respect to the recovery of the cost of the lost gas from the insurance carrier, Delta

## DELTA NATURAL GAS COMPANY, INC. CASE NO. 2010-00116

## THIRD PSC DATA REQUEST DATED JUNE 21, 2010

determined that sufficient uncertainty surrounded the insurance recovery to warrant seeking regulatory recovery in the rate filing.

Therefore, the timing of the case influenced the decision of when to seek regulatory recovery more than the method of recovery.
d. The expense for this gas storage loss should be recognized for ratemaking purposes because it is a legitimate above-the-line expense. While the loss itself occurred prior to the test year, the loss became known and measureable during the test year (on January 28, 2009). The loss was accrued on Delta's books as of December, 2008 for SEC reporting purposes because the Company became aware of the amount prior to releasing Delta's December, 2008 financial statements. The plan with respect to recovery of the cost of the lost gas was publicly disclosed in Note 12 to the Consolidated Financial Statements in Delta's December, 2008 Form 10Q as follows: "Depending on the outcome of our pursuit of insurance recovery, we will also evaluate whether any unreimbursed gas losses are eligible for regulatory recovery under our gas cost recovery mechanism, or other appropriate methods." The insurance carrier's position surrounding Delta's ability to recover insurance proceeds for the lost gas did not become clear until the beginning of 2010. Delta was of the opinion that seeking regulatory recovery of the loss, although known and measurable, was premature while insurance recovery seemed probable.

Delta agrees that losses of this magnitude are infrequent and is not opposed to the treatment of this amount as a regulatory asset rather than the inclusion of the full amount in test year expenses. Delta has not historically suffered losses such as this and therefore has no precedent with the Commission for recovering such costs. In this regard, the gas storage loss is more analogous to the costs that electric utilities incur for uncommonly severe storms, which are more aptly dealt with via regulatory asset treatment. The Company recognizes that to "lock in" the full amount annualized in base rates is not the preferred method to recover these costs. In hindsight, Delta acknowledges that it would have been preferable for the Company to propose in its Application the establishment of a regulatory asset for this amount, rather than including the full amount of the gas storage losses in test year expenses. An amortization over three years would be a more appropriate way to recover these costs since the full amount considerably exceeds the normal annual amount of gas storage losses Delta incurs.

Finally, another cost recovery vehicle -- albeit a less conventional one -- is the GCR. Prospectively, Delta suggests that the GCR is an appropriate mechanism for allowing recovery of gas storage losses like this, and other storage inventory adjustments, on a near-real-time basis, without the undesired base rate "lock-in" effect noted above. See the proposed revisions to the Gas Cost Adjustment Clause, Sheet No. 13, found in the Application Filing Requirements, Volume 1 of 3, Tab 8.

Sponsoring Witness:
John B. Brown and Matthew D. Wesolosky

## DELTA NATURAL GAS COMPANY, INC. <br> CASE NO. 2010-00116 <br> THIRD PSC DATA REQUEST <br> DATED JUNE 21, 2010

16. Refer to Delta's responses to Items 49 and 52 of Staff's Second Request.
a. Of the $\$ 138,935$ increase in Outside Services Accounting attributed to additional work performed by Deloitte and Touche, LLP ("Deloitte"), provide the amount specifically related to its review of the accounting and disclosure treatment of the storage gas loss.
b. Provide the amount charged by Delotitte for its services related to the change in income tax method of accounting repairs under IRC Section 162 and explain whether Delta undertakes this type of change on a regular recurring basis.
c. Identify the third party currently providing the consulting services that were provided by former employees Heath and Russell during the test year.

Response:
a. $\quad \$ 4,750$.
b. $\quad \$ 132,589$ was charged for the method change under IRC section 162 . Delta has filed a different method change in each of its three most recent tax years. The costs incurred for the method change under IRC 162 have already proved beneficial to the customer by accelerating tax deductions which reduced rate base in this case by approximately $\$ 3,200,000$.
c. Paul Dubois, John Wright and Nitec.

Sponsoring Witness:
Matthew D. Wesolosky

## DELTA NATURAL GAS COMPANY, INC.

CASE NO. 2010-00116

## THIRD PSC DATA REQUEST DATED JUNE 21, 2010

17. Refer to Delta's responses to Items 49 and 53 of Staff's Second Request. The response in Item 49 regarding medical coverage refers to insurance premiums charged to employees increasing 15 percent. The response to Item 53 refers to the change effective May 9, 2008, under which new hires are not eligible for the defined benefit pension plan. Identify and describe any other actions undertaken by Delta since May 2008 to minimize its costs for employee pensions and benefits.

## Response:

Question 68 of the Attorney General's Initial Request For Information lists all of the steps the Company has taken to reduce the cost of medical insurance. No significant changes have been made to the retirement plans since the defined benefit plan was frozen to new entrants effective May 9, 2008.

Sponsoring Witness:
John B. Brown

# 18. Refer to Delta's response to Item 53.b. of Staff's Second Request. Delta states that $\$ 1,200$ was contributed to account 1.926.03, Employee 401(k) Plan, for one participant. Provide an explanation for the amount of $\$ 297,261$ recorded in the same account on the Trial Balance at Item 10 of Delta's Response to Commission Staff's First Data Request. 

Response:

Account 1.926 .03 includes $\$ 296,061$ of expense for the company matching of employee contributions to our $401(\mathrm{k})$ Plan and related Plan expenses. The remaining $\$ 1,200$ of expense relates to the nonelective contribution to the one participant who is ineligible to participate in Delta's defined benefit plan.

Sponsoring Witness:
John B. Brown

## DELTA NATURAL GAS COMPANY, INC. <br> CASE NO. 2010-00116

THIRD PSC DATA REQUEST
DATED JUNE 21, 2010
19. Refer to Delta's response to Item 6 of Attorney General's Data Request ("AG's Data Request"). Provide an explanation for the amount of $\$ 890,662$ identified as "Misc Non Operating Income" for 2009.

Response:
As noted in our response to PSC-2, Item 46 in April, 2009 we reclassified the gas storage losses from Miscellaneous Non-Operating Expenses to Gas Storage Losses. The credit balance in Misc Non-Operating Expenses is primarily due to the reclassification.

Sponsoring Witness:
Matthew D. Wesolosky

## THIRD PSC DATA REQUEST

 DATED JUNE 21, 201020. Refer to Delta's response to Item 10 of AG's Data Request, page 5 of 5, JE \#132, Reclass Bad Debt Reserve to Delgasco in the amount of $\$ 938,000$. Provide an explanation of why the amount of $\$ 938,000$ differs from the amount of $\$ 469,000$ described as "Transfer of reserve for Subsidiaries to Subsidiary books" in Item 27, Schedule 3.3, of Delta's Application, Volume 1.

Response:
The amount $\$ 938,000$ is the control total for the entire entry. As the attached journal entry copy shows, JE132 includes both a $\$ 469,000$ entry to remove the expense from Delta's books and a $\$ 469,000$ entry to record the expense on Delgasco's books.

Sponsoring Witness:
John B. Brown



# DELTA NATURAL GAS COMPANY, INC. CASE NO. 2010-00116 <br> THIRD PSC DATA REQUEST <br> DATED JUNE 21, 2010 

21. Refer to Delta's response to Item 22 of AG's Data Request. Delta's response in Item 5 as its answer to the AG's questions in Item 22 is incomplete. Provide the requested information to the AG's Item 22, specifically stating whether, when and in what manner the property sold had been included in rate base and show the details of how the gain or loss was calculated.

## Response:

See attached schedules.

The company has not sold any property included in Plant Held for Future Use but has sold Plant Utility Property (Account 101) for the years requested.

Sponsoring Witness:
Matthew D. Wesolosky


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2002
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1984
2001
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| Cost | Salvage <br> Received | Gain/(Loss) <br> Realized |
| ---: | ---: | ---: |
| 80.36 | 60.00 | 0.00 |
| $34,125.00$ | $8,025.00$ | 0.00 |
|  |  |  |
| $25,230.28$ | $1,015.62$ | 0.00 |
| $25,905.27$ | $1,015.63$ | 0.00 |
|  |  |  |
| $1,841.53$ | 130.00 | 0.00 |
| $2,224.15$ | 371.00 | 0.00 |
| $2,378.39$ | 371.00 | 0.00 |
| $3,650.38$ | 371.00 | 0.00 |
| $798,540.59$ | 186.465 .87 | 0.00 || $798,540.59$ | $186,465.87$ | 0.00 |
| :--- | :--- | :--- |

[^4]| Cost | Salvage <br> Received | Gain／（Loss） <br> Realized |
| ---: | ---: | ---: |
| 20.61 | 24.00 | 0.00 |
| 28.10 | 24.00 | 0.00 |
| 483.36 | 616.00 | 0.00 |
| 56.21 | 48.00 | 0.00 |



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Delta ivatural Gas Plant Property Sold
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| Plant <br> Account | Asset <br> Number | Description | Year Purchased ** | Month Sold | $\underline{\text { Cost }}$ | Saivage Received | Gain/(Loss) Realized |
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| 383 * | 9555551 | REGULATOR, FISHER 1 1/2'S301D | 2006 | 10/1/2007 | 329.40 | 290.19 | 0.00 |
| 383 * | 9555919 | REGULATOR, AMER 1" 1813C | 2007 | 12/1/2007 | 331.13 | 264.00 | 0.00 |
| 389 | 9548958 | OFFICE LAND AND LOT CORBIN, KY | 1983 | 10/1/2007 | 32,600.00 | 49,555.00 | 16,955.00 *** |
| 390 * | 9549199 | ROOF ON CONCRETE BLDG - CORBIN: MAIN ST | 1999 | 10/1/2007 | 2,300.00 | 1,878.00 | 0.00 |
| 390 * | 9549209 | ROOF ON CORBIN OFFICE | 2000 | 10/1/2007 | 10,000.00 | 8,384.00 | 0.00 |
| 390 * | 9549062 | CONCRETE BLDG-601 S MAIN ST. | 1983 | 10/1/2007 | 7,000.00 | 11,331.00 | 0.00 |
| 390 * | 9549063 | BRICK OFFC BLDG-513 S MAIN ST | 1983 | 10/1/2007 | 44,800.00 | 87,427.00 | 0.00 |
| 392 * | 1920487 | 2002 CHEVROLET EXPRESS VAN | 2006 | 1/1/2007 | 4,875.00 | 4,207.44 | 0.00 |
| 392 * | 9550330 | 2001 CHEVROLET IMPALA | 2001 | 2/1/2007 | 18,950.20 | 4,192.00 | 0.00 |
| 392 * | 9550304 | 2000 CHEV VENTURE VAN | 2000 | 3/1/2007 | 15,082.25 | 2,530.00 | 0.00 |
| 392* | 9550329 | 2001 CHEVROLET IMPALA | 2001 | 3/1/2007 | 19,920.60 | 4,192.00 | 0.00 |
| 392 * | 9550407 | 2003 CHEV SUBURBAN | 2003 | 3/1/2007 | 38,865.50 | 11,852.40 | 0.00 |
| 392* | 9550044 | 95 CHEVROLET PICKUP TRUCK | 1995 | 4/1/2007 | 11,980.08 | 2,070.00 | 0.00 |
| 392 * | 9550295 | 2000 FORD F150 4X2 TRUCK | 1999 | 4/1/2007 | 15,472.00 | 2,547.93 | 0.00 |
| 392* | 9550128 | 96 FORD F155 4X2 TRUCK | 1995 | 5/1/2007 | 18,243.00 | 1,175.00 | 0.00 |
| 392 * | 9550353 | 2002 CHEV SILVERADO TRUCK | 2002 | 5/1/2007 | 20,089.16 | 6,000.00 | 0.00 |
| 392* | 9550349 | 2002 CHEV SILVERADO TRUCK | 2002 | 5/1/2007 | 21,524.00 | 5,000.00 | 0.00 |
| 392 * | 9550451 | 2005 CHEV TAHOE | 2005 | 6/1/2007 | 37,158.53 | 26,100,00 | 0.00 |
| 392 * | 9550260 | 99 FORD F550 TRUCK | 1998 | 8/1/2007 | 31,743.62 | 4,400.00 | 0.00 |
| 396 * | 9551581 | DITCH WITCH TRENCHER: MIDDLESBORO | 1989 | 10/1/2007 | $3,656.50$ | 800.00 | 0.00 |
| 398 * | 9552280 | BREATH ALCOHOL TEST INSTRUMENT | 1996 | 3/1/2007 | 2,849.30 | 47.17 | 0.00 |
| 398 * | 9552281 | BREATH ALCOHOL TEST INSTRUMENT | 1996 | 3/1/2007 | 2,849.30 | 47.17 | 0.00 |

22. Refer to Delta's response to Item 42 of AG's Data Request. Provide a description of the facts for protesting the 2009 property tax assessment and the amount in dispute. Include in the response an estimate of the likelihood of success in the proceeding.

Response:
Delta has protested the 2009 Kentucky Department of Revenue's property tax assessment of $\$ 155,791,000$. The Department utilized three methods to determine the 2009 assessed value of Delta's property: the cost approach, the income approach and the market approach. The market approach typically yields the highest assessed value and is more heavily weighted in the final assessed value by the Department than the other two methodologies. Delta believes that an assessment based on the cost approach is the method most representative of the value of Delta's property in its regulated environment as historical cost is the basis for the rates Delta charges its customers. An assessment based on the cost approach produces an assessment of $\$ 136,536,000$. Delta is unable to predict the likelihood of success in the proceeding.

Sponsoring Witness:
Matthew D. Wesolosky
23. Refer to Delta's response to Item 100 of AG's Data Request. State whether the four percent portion of Delta's American Gas Association dues attributable to lobbying activities has been removed for rate making purposes.

Response:

Four percent of Delta's American Gas Association dues attributable to lobbying activities have been removed for rate making purposes.

Sponsoring Witness:
Matthew D. Wesolosky


[^0]:    capital expenditures
    All Agents
    
     135001 Storage id 135002 STOR ROW 1351 structures
    
    
    
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[^2]:    delta natural gas co., inc. and subsidiaries
    budget report ay agent
    For period 7/01/2008 - $3 / 31 / 2$

[^3]:    CAPItal expenditures
    all agents
    bsR brians ramsey

[^4]:    No gain or loss recognized for this plant account. Salvage in excess of cost is charged to accumulated depreciation, as Delta utilizes group depreciation for these assets.
    Any assets purchased prior to December, 2006 were included in rate base in Case No. 2007-00089, as a componet of utility plant in service. These assets, as they have been sold, are not included in rate base for the current case.

