

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 47 - 807 KAR 5:001 Section 16(7)(q)
Sponsoring Witness: Andrea Schroeder

Description of Filing Requirement:

The independent auditor's annual opinion report, with any written communication from the auditor to the utility that indicates the existence of a material weakness in internal controls.

Response:

See attached.

Delta last received an independent auditor's annual opinion report in 2017, prior to being acquired. The most recent independent auditor's annual opinion for Essential, Delta's parent company, is included in the Forms 10-K provided as part of the response to Filing Requirement 807 KAR 5:001 Section 16(7)(p)[Tab No. 46]. There were no findings of material weakness in internal controls.

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549

FORM 10-K

(Mark one)

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended June 30, 2017

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____
Commission File No. 0-8788

DELTA NATURAL GAS COMPANY, INC.

(Exact name of registrant as specified in its charter)

Kentucky
(State or other jurisdiction of incorporation or organization)

61-0458329
(I.R.S. Employer Identification No.)

3617 Lexington Road, Winchester, Kentucky
(Address of principal executive offices)

40391
(Zip code)

859-744-6171

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class
Common Stock \$1 Par Value

Name of each exchange on which registered
NASDAQ

Securities registered pursuant to Section 12(g) of the Act:

None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15 (d) of the Act. Yes No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (Section 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (Section 229.405 of this chapter) is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer", "accelerated filer", and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer (Do not check if a smaller reporting company)

Smaller reporting company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

State the aggregate market value of the voting and non-voting common equity held by non-affiliates computed by reference to the price at which the common equity was last sold, or the average bid and asked price of such common equity, as of the last business day of the registrant's most recent completed second fiscal quarter. \$208,936,596.

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of the latest practicable date. As of August 31, 2017, Delta Natural Gas Company, Inc. had outstanding 7,135,373 shares of common stock \$1 par value.

DOCUMENTS INCORPORATED BY REFERENCE

The Registrant's definitive proxy statement, to be filed with the Commission not later than 120 days after June 30, 2017, is incorporated by reference in Part III of this Report.

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PART I

Item 1. Business

References to “Delta”, “the Company”, “we”, “us” and “our” refer to Delta Natural Gas Company, Inc. and its consolidated subsidiaries, except as otherwise stated. We were incorporated under the laws of the Commonwealth of Kentucky on October 7, 1949. Unless otherwise stated, “2017”, “2016” and “2015” refers to the respective twelve month periods ending June 30. Delta’s NASDAQ symbol is DGAS.

General

Delta distributes or transports natural gas to approximately 36,000 customers. Our distribution and transmission systems are located in central and southeastern Kentucky, and we own and operate an underground natural gas storage field in southeastern Kentucky. We transport natural gas to industrial customers who purchase their natural gas in the open market. We also transport natural gas on behalf of local producers and customers not on our distribution system and extract liquids from natural gas in our storage field and on our pipeline systems that are sold at market prices. We have three wholly-owned subsidiaries. Delta Resources, Inc. (“Delta Resources”) buys natural gas and resells it to industrial or large-volume customers on Delta’s system. Delgasco, Inc. (“Delgasco”) buys natural gas and resells it to Delta Resources and to customers not on Delta’s system. Enpro, Inc. (“Enpro”) owns and operates natural gas production properties and undeveloped acreage.

We seek to provide dependable, high-quality service to our customers while steadily enhancing value for our shareholders. Our efforts have been focused on developing a balance of regulated and non-regulated businesses to contribute to our earnings by profitably selling, transporting, producing and processing natural gas in our service territory.

We strive to achieve operational excellence through economical, reliable service with an emphasis on responsiveness to customers. We continue to invest in facilities for the distribution, transportation and storage of natural gas. We believe that our responsiveness to customers and the dependability of the service we provide afford us additional opportunities for growth. While we seek those opportunities, we will continue a conservative strategy of managing market risk arising from fluctuations in the prices of natural gas and natural gas liquids.

We operate through two segments, a regulated segment and a non-regulated segment.

Our executive offices are located at 3617 Lexington Road, Winchester, Kentucky 40391. Our telephone number is (859) 744-6171. Our website is www.deltagas.com.

On February 20, 2017, we entered into an Agreement and Plan of Merger (“Merger Agreement”) with PNG Companies, LLC (“PNG”), hereinafter referred to as the “Merger”. For further information, see Note 18 of the Notes to Consolidated Financial Statements.

Regulated Operations

Distribution and Transportation

Through our regulated segment, we distribute natural gas to our retail customers in 23 predominantly rural counties. In addition, our regulated segment transports natural gas to large-volume customers on our system who purchase their natural gas in the open market. Our regulated segment also transports natural gas on behalf of local producers and other customers not on our distribution system.

The economy of our service area is based principally on coal mining, farming and light industry. The communities we serve typically contain populations of less than 20,000. Our three largest service areas are Nicholasville, Corbin and Berea, Kentucky. In Nicholasville we serve approximately 8,000 customers, in Corbin we serve approximately 6,000 customers and in Berea we serve approximately 4,000 customers. Some of the communities we serve continue to expand, resulting in growth opportunities for us. Industrial parks have been developed in our service areas, which could result in additional growth in industrial customers.

The Kentucky Public Service Commission exercises regulatory authority over our retail natural gas distribution and transportation services. Their regulation of our business includes approving the rates we are permitted to charge our regulated

customers. The impact of this regulation is further discussed in Note 14 of the Notes to Consolidated Financial Statements in Item 8 and under “Regulatory Matters” in Item 1.

Factors that affect our regulated revenues include the rates we charge our customers, economic conditions in our service areas, competition, the cost of natural gas and weather. Our current rate design lessens the impact weather has on our regulated revenues as our rates include both fixed customer charges and volumetric rates which include a weather normalization tariff that adjusts rates due to variations in weather. Market risk arising from fluctuations in the price of natural gas is mitigated through the natural gas cost recovery rate mechanism which permits us to pass through to our regulated customers changes in the price we must pay for our natural gas supply. However, increases in our rates may cause our customers to conserve or to use alternative energy sources.

Our regulated sales are seasonal and temperature sensitive since the majority of the natural gas we sell is used for heating. During 2017, 74% of the regulated volumes were sold during the heating season (December through April). Variations in the average temperature during the winter impact our volumes sold. Our weather normalization tariff permits us to adjust the rates we charge our customers in response to winter weather that is warmer or colder than normal temperatures.

We compete with alternate sources of energy for our regulated distribution customers. These alternate sources include electricity, geo-thermal, coal, oil, propane, wood and solar.

Our large-volume regulated customers can obtain their natural gas supply by purchasing directly from interstate suppliers, local producers or marketers. Customers for whom we transport natural gas could by-pass our transportation system to directly connect to interstate pipelines or other transportation providers. Customers may undertake such a by-pass in order to seek lower prices for their natural gas transportation services. Our large-volume customers who are in close proximity to alternative supplies are likely to consider taking this action. Additionally, some of our industrial customers are able to switch to alternative sources of energy. These are competitive concerns that we continue to address by utilizing our non-regulated segment to offer these customers natural gas supply at competitive market-based rates.

Some natural gas producers in our service area can access pipeline systems other than ours, which generates competition for our transportation services. We continue our efforts to purchase or transport natural gas that is produced in reasonable proximity to our transportation facilities through our regulated segment.

As an active participant in many areas of the natural gas industry, we plan to continue efforts to expand our natural gas transmission and distribution system and customer base. We continue to consider acquisitions of other natural gas systems, some of which are contiguous to our existing service areas, as well as expansion within our existing service areas.

Natural Gas Supply

We maintain an active natural gas supply management program that emphasizes long-term reliability and the pursuit of cost-effective sources of natural gas for our customers. We purchase our natural gas from a combination of interstate and Kentucky sources. Our distribution and transportation system interconnects with interstate pipelines owned by Columbia Gas Transmission Corporation (“Columbia Gas”), Columbia Gulf Transmission Corporation (“Columbia Gulf”), Tennessee Gas Pipeline (“Tennessee”) and Texas Eastern Transmission Corporation (“Texas Eastern”). In our fiscal year ended June 30, 2017, we purchased approximately 99% of our natural gas from interstate sources.

Interstate Natural Gas Supply

Our regulated segment acquires its interstate natural gas supply from natural gas marketers. We currently have commodity requirements agreements with CenterPoint Energy Services, Inc. (“CenterPoint”) (formerly Atmos Energy Marketing) for our Columbia Gas, Columbia Gulf, Tennessee and Texas Eastern supplied areas. Under these commodity requirements agreements, CenterPoint is obligated to supply the volumes consumed by our regulated customers in defined sections of our service areas. We are not obligated to purchase any minimum quantities from CenterPoint or to purchase natural gas from them for any period longer than one month at a time. The natural gas we purchase under these agreements is priced at index-based prices, NYMEX or at mutually agreed-to fixed prices based on forward market prices. The index-based market prices are determined based on the prices published on the first of each month in Platts' Inside FERC's Gas Market Report, plus or minus an agreed-to fixed price adjustment per million British Thermal Units of natural gas purchased. Consequently, the price we pay for interstate natural gas is based on current market prices.

Our agreements with CenterPoint for the Columbia Gas, Columbia Gulf, Tennessee and Texas Eastern supplied service areas continue year-to-year unless canceled by either party by written notice at least sixty days prior to the annual anniversary

date (April 30) of the agreement. In our fiscal year ended June 30, 2017, approximately 57% of our regulated natural gas supply was purchased under our agreements with CenterPoint.

Our regulated segment purchases natural gas from Midwest Energy Services, LLC (“Midwest”) for injection into our underground natural gas storage field and to supply a portion of our system. We are not obligated to purchase any minimum quantities from Midwest, nor are we required to purchase natural gas for any periods longer than one month at a time. The natural gas is priced at index-based market prices or at mutually agreed-to fixed prices based on forward market prices. Our agreement with Midwest may be terminated upon 30 days prior written notice by either party. In our fiscal year ended June 30, 2017, approximately 42% of our regulated natural gas supply was purchased under our agreement with Midwest.

We also purchase interstate natural gas from other natural gas marketers as needed at current market prices, determined by industry publications.

Transportation of Interstate Natural Gas Supply

Our interstate natural gas supply is transported to us from market hubs, production fields and storage fields by Tennessee, Columbia Gas, Columbia Gulf and Texas Eastern.

Our agreements with Tennessee currently extend through October, 2019 and thereafter automatically renew for subsequent five-year terms unless Delta notifies Tennessee of its intent not to renew the agreements at least one year prior to the expiration of any renewal terms. At this time, we expect to renew our agreements with Tennessee. Subject to the terms of Tennessee's Federal Energy Regulatory Commission natural gas tariff, Tennessee is obligated under these agreements to transport up to 19,600 thousand cubic feet (“Mcf”) per day for us. During fiscal 2017, Tennessee transported for us a total of 1,827,000 Mcf, or approximately 50% of our regulated supply requirements, under these agreements. We have natural gas storage agreements with Tennessee under the terms of which we reserve a defined storage space in Tennessee's storage fields, which we have assigned to CenterPoint, and we reserve the right to withdraw daily natural gas volumes up to certain specified fixed quantities. These natural gas storage agreements renew on the same schedule as our transportation agreements with Tennessee.

Under our agreements with Columbia Gas and Columbia Gulf, Columbia Gas is obligated to transport, including utilization of our defined storage space as required, up to 12,600 Mcf per day for us, and Columbia Gulf is obligated to transport up to a total of 4,300 Mcf per day for us. During fiscal 2017, Columbia Gas and Columbia Gulf transported for us a total of 266,000 Mcf, or approximately 7% of our regulated natural gas supply, under all of our agreements with them. Our transportation agreements with Columbia Gas continue on a year-to-year basis unless terminated by one of the parties. Our transportation agreements with Columbia Gulf extend through October, 2020 and may be extended by mutual agreement.

Columbia Gulf also transported additional volumes under agreements it has with Midwest to a point of interconnection between Columbia Gulf and us where we purchase the natural gas to inject into our storage field. The amounts transported and sold to us under the agreements Columbia Gulf has with Midwest for fiscal 2017 constituted 1,552,000 Mcf, or approximately 42% of our regulated natural gas supply. We are not a party to any of these separate transportation agreements on Columbia Gulf.

We have no direct agreement with Texas Eastern. However, CenterPoint has an arrangement with Texas Eastern to transport the natural gas to us that we purchase from CenterPoint to supply our customers' requirements in specific geographic areas. In our fiscal year ended June 30, 2017, Texas Eastern transported approximately 11,000 Mcf of natural gas to our system, which constituted less than 1% of our natural gas supply.

Kentucky Natural Gas Supply

We have an agreement with Vinland Energy Operations, LLC (“Vinland”) to purchase natural gas on a year-to-year basis unless terminated by one of the parties. We purchased 31,000 Mcf from Vinland during fiscal 2017. The price for the natural gas we purchase from Vinland is based on the index price of spot natural gas delivered to Columbia Gas in the relevant region as reported in Platts' Inside FERC's Gas Market Report. Vinland delivers this natural gas to our customer meters directly from its own pipelines. In fiscal 2017, the natural gas we purchased from Vinland constituted approximately 1% of our regulated natural gas supply.

Natural Gas in Storage

We own and operate an underground natural gas storage field that we use to store a significant portion of our natural gas supply needs. This storage capability permits us to purchase and store natural gas during the non-heating months and then withdraw and sell the natural gas during the peak usage months. We have a legal obligation to retire wells located at this underground natural

gas storage facility. However, since we expect to utilize the storage facility as long as we provide natural gas to our customers, we have determined the wells have an indeterminate life and have therefore not recorded a liability associated with the cost to retire the wells.

Regulatory Matters

The Kentucky Public Service Commission exercises regulatory authority over our retail natural gas distribution and transportation services, which includes approval of our regulated rates and tariffs. We monitor our need to file requests with them for a general rate increase for our natural gas distribution and transportation services. The Kentucky Public Service Commission has historically utilized cost-of-service ratemaking where our base rates are established to recover normal operating expenses, exclusive of natural gas costs, and a reasonable rate of return on our rate base. Rate base consists primarily of our regulated segment's property, plant and equipment, natural gas in storage and unamortized debt expense offset by accumulated depreciation and certain deferred income taxes. Our regulated rates were most recently adjusted in our 2010 rate case. We do not have any matters pending before the Kentucky Public Service Commission which would have a material impact on our results of operations, financial position or cash flows.

Our pipe replacement program tariff allows us to adjust our regulated rates annually to earn a return on capital expenditures incurred subsequent to our last rate case which are associated with the replacement of pipe and related facilities. The pipe replacement program tariff is designed to additionally recover the costs associated with the mandatory retirement or relocation of facilities.

Our natural gas cost recovery tariff permits us to adjust the rates charged to our customers to reflect changes in our natural gas supply costs and any bad debt expense related to natural gas cost. Although we are not required to file a general rate case to adjust rates pursuant to the natural gas cost recovery tariff, we are required to make quarterly filings with the Kentucky Public Service Commission. Under and over-recovered natural gas costs are collected or refunded through adjustments to customer bills beginning three months after the end of the quarter in which the actual natural gas costs were incurred.

Our weather normalization provision tariff provides for the adjustment of our rates to residential and small non-residential customers to reflect variations from thirty-year average weather for our December through April billing cycles. These adjustments to customer bills are made on a real time basis such that there is no lag in collecting from or refunding to customers the related dollar amounts.

Additionally, we have a conservation and efficiency program tariff for our residential customers, which allows us to adjust our rates for activities performed through the program. Through this program, we perform energy audits, promote conservation awareness and provide rebates on the purchase of certain high efficiency appliances. The program helps to align our interests with our residential customers' interests by reimbursing us for the gross margins on lost sales due to operating the program and providing incentives for us to promote customer conservation. Our rates are adjusted annually to recover the costs incurred under these programs, the reimbursement of margins on lost sales and the incentives provided to us.

In addition to regulation by the Kentucky Public Service Commission, we may obtain non-exclusive franchises from the cities in which we operate authorizing us to place our facilities in the streets and public grounds. No utility may obtain a franchise until it has obtained approval from the Kentucky Public Service Commission to bid on such franchise. We hold franchises in seven of the cities we serve, and we continue to operate under the conditions of expired franchises in fifteen other cities we serve. In the other cities and areas we serve, there are no governmental organizations authorized to grant franchises or the city governments do not require a franchise. We attempt to acquire or reacquire franchises whenever feasible. Without a franchise, a city could require us to cease our occupation of the streets and public grounds or prohibit us from extending our facilities into any new area of that city. To date, the absence of a franchise has not adversely affected our operations.

On March 17, 2017, we and PNG filed a joint application with the Kentucky Public Service Commission seeking regulatory approval of the Merger, as further discussed in Note 18 of the Notes to Consolidated Financial Statements. Under Kentucky Law, the Kentucky Public Service Commission had up to 120 days to approve the Merger and such approval is granted if the acquirer of a public utility demonstrates they possess the financial, technical, and managerial abilities to provide reasonable service. On August 15, 2017, the Kentucky Public Service Commission issued an order granting unconditional approval of the Merger and we anticipate closing to occur by September 30, 2017.

Non-Regulated Operations

Natural Gas Marketing

Our non-regulated segment includes three wholly-owned subsidiaries. Two of these subsidiaries, Delta Resources and Delgasco, purchase natural gas in the open market, including natural gas from Kentucky producers. We resell this natural gas to industrial customers on our distribution system and to others not on our system.

Factors that affect our non-regulated revenues include the rates we charge our customers, our supply cost for the natural gas we purchase for resale, economic conditions in our service areas, weather and competition.

Our non-regulated customers can obtain their natural gas supply by purchasing directly from interstate suppliers, local producers or marketers and arranging for alternate transportation of the natural gas to their plants or facilities. Additionally, some of our industrial customers are able to switch economically to alternative sources of energy. We continue to address these competitive concerns by offering these customers natural gas supply at competitive, market-based rates.

In our fiscal year ended June 30, 2017, approximately 98% of our non-regulated revenue was derived from our natural gas marketing activities. In our non-regulated segment, two customers each provided more than 5% of our operating revenues for 2017. CenterPoint provided approximately \$4,744,000, \$5,656,000 and \$7,127,000 of non-regulated revenues during 2017, 2016 and 2015, respectively. Greystone, LLC provided approximately \$15,889,000, \$11,555,000 and \$17,852,000 of non-regulated revenues during 2017, 2016 and 2015, respectively. There is no assurance that revenues from these customers will continue at these levels.

Natural Gas Production

Our subsidiary, Enpro, produces natural gas that is sold to Delgasco for resale in the open market when favorable market conditions arise. Item 2 further describes Enpro's oil and natural gas leases and production properties. Enpro produced a total of 111,000 Mcf of natural gas during 2017, which was approximately 2% of our non-regulated volumes sold.

Natural Gas Liquids

We process a portion of the natural gas in our distribution, transmission and storage system to extract liquids, enhancing the reliability and efficiency of our system. The profitability from the sales of the natural gas liquids is dependent on the amount of liquids extracted, the pricing for any such liquids as determined by a national non-regulated market and the volumes of natural gas liquids sold. In our fiscal year ended June 30, 2017, approximately 2% of our non-regulated revenue was derived from the sale of natural gas liquids.

Natural Gas Supply

Our non-regulated segment purchases natural gas from Midwest. Our underlying agreement with Midwest does not obligate us to purchase any minimum quantities, nor to purchase natural gas for any periods longer than one month at a time. The natural gas is priced at index-based market prices or at mutually agreed-to fixed prices based on forward market prices. Our agreement with Midwest may be terminated upon 30 days prior written notice by either party. Any purchase agreements to supply our non-regulated sales activities may have longer terms or multiple month purchase commitments. In our fiscal year ended June 30, 2017, 91% of our non-regulated natural gas supply was purchased under our agreement with Midwest.

Additionally, our non-regulated segment purchases natural gas from CenterPoint as needed. This spot purchasing arrangement is pursuant to an agreement with CenterPoint containing an evergreen clause which permits either party to terminate the agreement by providing not less than sixty days written notice. Our purchases from CenterPoint under this spot purchase agreement are generally month-to-month. However, we have the option of forward-pricing natural gas for one or more months. The price of natural gas under this agreement is based on current market prices. In our fiscal year ended June 30, 2017, approximately 4% of our non-regulated natural gas supply was purchased under our agreement with CenterPoint.

We also purchase intrastate natural gas from Kentucky producers as needed at either current market prices, determined by industry publications, or at forward market prices.

We anticipate continuing our non-regulated activities and intend to pursue and increase these activities wherever practicable. We continue to consider acquisitions of additional production properties which are contiguous to our regulated distribution and transmission system as well as opportunities to process additional volumes of natural gas.

Merger with PNG Companies, LLC

On February 20, 2017, we entered into a Merger Agreement with PNG and Drake Merger Sub Inc. (“Merger Sub”), a new wholly owned subsidiary of PNG. The Merger Agreement provides for the merger of Merger Sub with and into Delta, with Delta surviving as a wholly owned subsidiary of PNG. A special meeting of shareholders was held on June 1, 2017 where shareholders voted and approved the Merger and on August 15, 2017, the Kentucky Public Service Commission issued an order granting unconditional approval of the Merger. At the effective time of the Merger, subject to customary closing conditions, each share of Delta common stock issued and outstanding immediately prior to the closing will be converted automatically into the right to receive \$30.50 in cash per share, without interest, less any applicable withholding taxes. Upon consummation of the Merger, Delta common stock will be delisted from NASDAQ and the bank line of credit will be terminated. We anticipate closing to occur by September 30, 2017.

Subsequent to closing, a stub period dividend will be paid to Delta’s shareholders of record immediately prior to closing which is a prorated quarterly dividend calculated in accordance with the terms of the Merger Agreement.

In connection with this transaction, in 2017 we incurred \$1,612,000 of Merger-related expenses for costs paid to outside parties, which are reflected in operation and maintenance in the Consolidated Statement of Income. This amount does not include the cost of company personnel participating in Merger-related activities. Refer to Note 13 of the Notes to Consolidated Financial Statements for a discussion of litigation related to the Merger.

Capital Expenditures

Capital expenditures during 2017 were \$8.7 million and for 2018 are estimated to be \$7.8 million. Our expenditures include system extensions, the replacement and improvement of existing transmission, distribution, gathering, production and storage systems as well as general facilities.

Financing

Our capital expenditures and operating cash requirements are primarily met through the use of internally generated funds. Our short-term bank line of credit is \$40 million, all of which was available at June 30, 2017.

Our current bank line of credit extends through June 30, 2019, but will be terminated upon closing of the Merger. If the Merger does not close, the bank line of credit would be available to meet capital expenditure and operating cash requirements. Additionally, the amounts and types of future long-term debt and equity financings would depend upon our capital needs and market conditions.

We currently have long-term debt with contractual maturities of \$50,500,000 in the form of our Series A Notes. The Series A Notes are unsecured, bear interest at 4.26% per annum and mature on December 20, 2031. Accrued interest on the Series A Notes is payable quarterly and we are required to make a \$1,500,000 principal reduction payment on the Series A Notes each December.

Employees

On June 30, 2017, we had 148 full-time employees. We consider our relationship with our employees to be satisfactory. Our employees are not represented by unions nor are they subject to any collective bargaining agreements.

Available Information

We make available free of charge on our Internet website <http://www.deltagas.com> under our “Investor Relations” tab, our Business Code of Conduct and Ethics, Vendor Code of Conduct and Ethics, annual report on Form 10-K, quarterly reports on Form 10-Q, extensible business reporting language (XBRL) interactive data files, current reports on Form 8-K and amendments to those reports filed or furnished pursuant to 13(a) or 15(d) of the Exchange Act as soon as reasonably practicable after we electronically file such material with, or furnish it to, the Securities and Exchange Commission (“SEC”). The SEC also maintains an Internet site <http://www.sec.gov> that contains reports, proxy and information statements and other information regarding Delta. The public may read and copy any materials the Company files with the SEC at the SEC’s Public Reference Room at 100 F Street, NE, Washington, DC 20549. The SEC’s phone number is 1-800-732-0330.

Consolidated Statistics

| For the Years Ended June 30, | 2017 | 2016 | 2015 | 2014 | 2013 |
|---|----------------------|----------------------|----------------------|----------------------|----------------------|
| Average Regulated Customers Served | 34,532 | 34,415 | 34,384 | 34,490 | 34,701 |
| Operating Revenues (\$000) (a) | | | | | |
| Regulated revenues | | | | | |
| Natural gas sales | 36,040 | 35,319 | 46,828 | 51,542 | 41,202 |
| Natural gas transportation | 8,901 | 9,225 | 9,366 | 9,163 | 9,037 |
| Other | 300 | 289 | 356 | 390 | 333 |
| Total regulated revenues | <u>45,241</u> | <u>44,833</u> | <u>56,550</u> | <u>61,095</u> | <u>50,572</u> |
| Non-regulated revenues | 27,045 | 22,888 | 33,507 | 38,792 | 34,238 |
| Intersegment eliminations (b) | <u>(3,446)</u> | <u>(3,591)</u> | <u>(3,869)</u> | <u>(4,041)</u> | <u>(4,145)</u> |
| Total | <u><u>68,840</u></u> | <u><u>64,130</u></u> | <u><u>86,188</u></u> | <u><u>95,846</u></u> | <u><u>80,665</u></u> |
| System Throughput (Million Cu. Ft.) (a) | | | | | |
| Regulated | | | | | |
| Natural gas sales | 2,531 | 2,623 | 3,261 | 3,351 | 3,057 |
| Natural gas transportation | 17,066 | 17,413 | 16,855 | 16,423 | 16,783 |
| Total regulated throughput | <u>19,597</u> | <u>20,036</u> | <u>20,116</u> | <u>19,774</u> | <u>19,840</u> |
| Non-regulated | 7,210 | 7,436 | 7,357 | 7,241 | 7,650 |
| Intersegment eliminations (b) | <u>(7,066)</u> | <u>(7,288)</u> | <u>(7,210)</u> | <u>(7,096)</u> | <u>(7,497)</u> |
| Total | <u><u>19,741</u></u> | <u><u>20,184</u></u> | <u><u>20,263</u></u> | <u><u>19,919</u></u> | <u><u>19,993</u></u> |
| Average Annual Consumption Per Average Residential Customer (Thousand Cu. Ft.) | 44 | 47 | 59 | 61 | 56 |
| Lexington, Kentucky Degree Days | | | | | |
| Actual | 3,476 | 3,765 | 4,964 | 4,855 | 4,667 |
| Percent of 30 year average | 77 | 83 | 110 | 107 | 104 |

(a) Additional financial information related to our segments can be found in Management's Discussion and Analysis of Financial Condition and Results of Operations and Note 15 of the Notes to Consolidated Financial Statements.

(b) Intersegment eliminations represent the natural gas transportation costs from the regulated segment to the non-regulated segment.

Item 1A. Risk Factors

The risk factors below should be carefully considered.

OUR BUSINESS, EARNINGS AND CASH REQUIREMENTS ARE HIGHLY WEATHER-SENSITIVE AND SEASONAL.

Our revenues vary from year-to-year, depending on weather conditions. We estimate that approximately 74% of our annual natural gas sales are temperature sensitive. As a result, mild winter temperatures can decrease the amount of natural gas we sell in any year, which would reduce our revenues and profits. Our weather normalization tariff, approved by the Kentucky Public Service Commission, only partially mitigates this risk. Under our weather normalization provision in our tariff, we adjust our rates for our residential and small non-residential customers to reflect variations from thirty-year average weather for our December through April billing cycles. Deviations from normal weather conditions and the seasonal nature of our business can create fluctuations in earnings and short-term cash requirements.

OUR ABILITY TO MEET CUSTOMERS' NATURAL GAS REQUIREMENTS MAY BE IMPAIRED IF CONTRACTED NATURAL GAS SUPPLIES AND INTERSTATE PIPELINE SERVICES ARE NOT AVAILABLE, ARE NOT DELIVERED IN A TIMELY MANNER OR IF FEDERAL REGULATIONS DECREASE OUR AVAILABLE CAPACITY.

We are responsible for acquiring sufficient natural gas supplies, interstate pipeline capacity and storage capacity to meet current and future customers' annual and seasonal natural gas requirements. We purchase almost all of our natural gas supply from interstate sources and rely on interstate pipelines to transport natural gas to our system. The Federal Energy Regulatory Commission regulates the transportation of the natural gas we receive from interstate sources, and it could increase our transportation costs or decrease our available pipeline capacity by changing its regulatory policies. Additionally, federal legislation could restrict or limit drilling which could decrease the supply of available natural gas. A decrease in interstate pipeline capacity available to us or an increase in competition for interstate pipeline transportation service could reduce our normal interstate supply of natural gas. If we are not able to maintain a reliable and adequate natural gas supply and sufficient pipeline capacity to deliver that supply, we may be unable to meet our customers' requirements resulting in a loss of customers and decrease in profits.

OUR CUSTOMERS ARE ABLE TO BY-PASS OUR DISTRIBUTION AND TRANSMISSION SYSTEMS.

Our large-volume customers can obtain their natural gas supply by purchasing directly from interstate suppliers, local producers or marketers. Customers for whom we transport natural gas could by-pass our transportation system to directly connect to interstate pipelines or other transportation providers. Customers may by-pass us in order to achieve lower prices for their natural gas or transportation services. Our large-volume customers who are in close proximity to alternative supply would be most likely to consider taking this action. This potential to by-pass our distribution and transportation systems creates a risk of the loss of large-volume customers and thus could result in lower revenues and profits.

THE EFFECTS OF REGULATION ON OUR BUSINESS COULD DECREASE FUTURE PROFITABILITY.

The Kentucky Public Service Commission approves the rates we charge our regulated customers and has historically utilized cost-of-service ratemaking where our base rates are established based on normal operating expenses, exclusive of natural gas costs, and a reasonable rate of return on our rate base. We routinely evaluate our need to file for a general rate increase and in doing so weigh the need to increase rates with the potential risks associated with a rate case. The Kentucky Public Service Commission has ultimate discretion in determining what constitutes a reasonable return, what constitutes reasonable rates for our customers, and in any proceeding may disallow or limit the recovery of certain costs.

The Kentucky Public Service Commission sets our base rates using a twelve month test period which assumes revenues are generated based on thirty-year average temperatures and normal operating expenses. While the Kentucky Public Service Commission approves our rates, we may not earn our allowed return if we experience warmer than normal temperatures, infrequent or non-recurring expenses, increased expenses above amounts included in the test period or capital (debt and equity) which exceeds our rate base.

Additionally, there is a lag from the time a request is made to adjust rates to when the rates are approved and implemented as the Kentucky Public Service Commission reviews the reasonableness of any rate adjustment. Therefore, the need to adjust rates may be identified in one reporting period and the new rates implemented in a subsequent period.

Our regulated segment has recognized regulatory assets representing costs incurred in prior periods that are probable of recovery from customers in future rates. Disallowance of such costs in future proceedings before the Kentucky Public Service Commission could require us to write-off regulatory assets, which could have a material impact on our results of operations.

Our tariff provides for recovery of certain costs outside of a rate case which includes costs incurred under our natural gas cost recovery tariff, our pipe replacement program tariff and our conservation and efficiency program. Recovery of costs through these mechanisms is subject to the same risks associated with adjustment to our base rates.

VOLATILITY IN PRICES COULD REDUCE OUR PROFITS.

Significant increases or lack of stability in the price of natural gas will likely cause our regulated retail customers to increase conservation or switch to alternate sources of energy. Any decrease in the volume of natural gas we sell that is caused by such actions will reduce our revenues and profits. Higher prices also make it more difficult to add new customers. Significant decreases in the price of natural gas will likely cause our non-regulated segment's gross margins to decrease. The price of natural gas liquids is determined by a national non-regulated market, and decreases in the price could result in a decrease in our non-regulated gross margins.

THIRD PARTY RESTRICTIONS ON INTERSTATE AND OTHER PIPELINES DELTA INTERCONNECTS WITH CAN ADVERSELY AFFECT OUR RESULTS OF OPERATIONS OR CASH FLOWS.

The pipelines interconnected to Delta's system are owned and operated by third parties who can impose restrictions on the quantity and quality of natural gas they will accept into their pipelines. To the extent natural gas on Delta's system does not conform to these restrictions, Delta could experience a decrease in volumes sold or transported to these pipelines, which could have a negative impact on our financial position, results of operations and cash flows.

FUTURE PROFITABILITY OF THE NON-REGULATED SEGMENT IS IMPACTED BY FLUCTUATIONS IN NATURAL GAS PRICES AND A FEW INDUSTRIAL AND OTHER LARGE-VOLUME CUSTOMERS.

Our non-regulated customers are primarily industrial and other large-volume customers. Fluctuations in natural gas prices and the natural gas requirements of these customers can have a significant impact on the profitability of the non-regulated segment.

A DECLINE IN THE LIQUIDS PRESENT IN OUR SYSTEM OR LIQUIDS SALES PRICES COULD REDUCE OUR NON-REGULATED REVENUES.

To improve the operations of our distribution, transmission and storage system, we operate a facility that is designed to extract liquids from the natural gas in our system. We are able to sell these liquids at a price determined by a national non-regulated market. A reduction in the quantity of liquids present in our system, or reductions in the prices we receive for such liquids sales, could result in a reduction of the earnings of our non-regulated segment.

WE RELY ON ACCESS TO CAPITAL TO MAINTAIN LIQUIDITY.

To the extent that internally generated cash coupled with short-term borrowings under our bank line of credit is not sufficient for our operating cash requirements and normal capital expenditures, we may need to obtain additional financing. Additionally, market disruptions may increase our cost of borrowing or adversely affect our access to capital markets. Such disruptions could include: economic downturns, the bankruptcy of an unrelated energy company, general capital market conditions, market prices for natural gas, terrorist attacks or the overall financial health of the energy industry. There is no guarantee we could obtain needed capital in the future.

POOR INVESTMENT PERFORMANCE OF OUR DEFINED BENEFIT RETIREMENT PLAN HOLDINGS AND OTHER FACTORS IMPACTING PENSION COSTS COULD UNFAVORABLY IMPACT OUR LIQUIDITY AND RESULTS OF OPERATIONS.

Our cost of providing a non-contributory defined benefit retirement plan is dependent upon a number of factors, such as the rates of return on plan assets, discount rates, the level of interest rates used to measure the required minimum funding level of the plan, future government regulation and our required or voluntary contributions made to the plan. Without sustained growth in the pension investments over time to increase the value of the plan assets and depending upon the other factors impacting our costs as listed above, we could be required to fund our plan with additional significant amounts of cash. Additionally, investment performance less than our expected return on plan assets increases our pension expense in subsequent years. Both cash funding obligations and increased expense could have a material impact on our financial position, results of operations or cash flows.

WE ARE EXPOSED TO CREDIT RISKS OF CUSTOMERS AND OTHERS WITH WHOM WE DO BUSINESS.

Adverse economic conditions affecting, or financial difficulties of, customers and others with whom we do business could impair the ability of these customers and others to pay for our services or fulfill their contractual obligations or cause them to delay such payments or obligations. We depend on these customers and others to remit payments on a timely basis. Any delay or default in payment could adversely affect our financial position, results of operations or cash flows.

SUBSTANTIAL OPERATIONAL RISKS ARE INVOLVED IN OPERATING A NATURAL GAS DISTRIBUTION, TRANSPORTATION, LIQUIDS EXTRACTION AND STORAGE SYSTEM AND SUCH OPERATIONAL EVENTS COULD REDUCE OUR REVENUES AND INCREASE EXPENSES.

There are substantial risks associated with the operation of a natural gas distribution, transportation, liquids extraction and storage system, such as operational hazards and unforeseen interruptions caused by events beyond our control. These include adverse weather conditions, accidents, leaks, the breakdown or failure of equipment or processes, the performance of pipeline and storage facilities below expected levels of capacity and efficiency, loss of natural gas from storage facilities, measurement issues and catastrophic events such as explosions, fires, earthquakes, floods, landslides or other similar events beyond our control. These risks could result in injury or loss of life, extensive property damage or environmental pollution, which in turn could lead to substantial financial losses to us. In accordance with customary industry practice, we maintain insurance against some, but not all, of these risks. Liabilities incurred that are not fully covered by insurance could adversely affect our results of operations and financial condition. Additionally, interruptions to the operation of our natural gas distribution, transmission, liquids extraction or storage system caused by such events could reduce our revenues and increase our expenses.

WE MAY FACE CERTAIN REGULATORY AND FINANCIAL RISKS RELATED TO PIPELINE SAFETY LEGISLATION.

Increased regulatory oversight over pipeline operations and increased investment to inspect pipeline facilities, upgrade pipeline facilities or control the impact of a breach of such facilities at the federal level could require additional operating expenses and capital expenditures to remain in compliance with any increased federal oversight. While we cannot predict with certainty the extent of these expenses and expenditures or when they might become effective, this could result in significant additional compliance costs to us and we may be unable to recover from our customers, through the regulatory process, all or some of these costs and an authorized rate of return on these costs.

HURRICANES, EXTREME WEATHER, WELL-HEAD OR PIPELINE DISASTERS COULD DISRUPT OUR NATURAL GAS SUPPLY AND INCREASE NATURAL GAS PRICES.

Hurricanes, extreme weather, well-head or pipeline disasters could damage production or transportation facilities, which could result in decreased supplies of natural gas, increased supply costs for us and higher prices for our customers.

OUR BORROWING ARRANGEMENTS INCLUDE VARIOUS FINANCIAL AND NEGATIVE COVENANTS AND A PREPAYMENT PENALTY THAT COULD RESTRICT OUR ACTIVITIES.

Our bank line of credit and Series A Notes contain financial covenants. A default on the performance of any single obligation incurred in connection with our borrowings, or a default on other indebtedness that exceeds \$2,500,000, simultaneously creates an event of default with the bank line of credit and the Series A Notes. If we breach any of the financial covenants under these agreements, our debt repayment obligations under the bank line of credit and Series A Notes could be accelerated. For example, if we default we may not be able to refinance, repay all our indebtedness, pay dividends or have sufficient liquidity to meet our operating and capital expenditure requirements, all of which could result in a material adverse effect on our financial position, results of operations or cash flows.

OUR LONG-TERM DEBT ARRANGEMENTS LIMIT THE AMOUNT OF DIVIDENDS WE MAY PAY AND OUR ABILITY TO REPURCHASE OUR STOCK.

Under the terms of our 4.26% Series A Notes, the aggregate amount we may pay in dividends on our common stock and to repurchase our common stock is limited based on our cumulative net income and dividends paid. Consequently, as of June 30, 2017 our Series A Notes permit us to pay up to an additional \$21,464,000 in dividends and for the repurchase of our common stock. However, if we fail to generate sufficient net income in the future, our ability to continue to pay our regular quarterly dividend may be impaired and the value of our common stock would likely decline.

A SECURITY BREACH COULD DISRUPT OUR INFORMATION TECHNOLOGY SYSTEMS, INTERRUPT THE NATURAL GAS SERVICE WE PROVIDE TO OUR CUSTOMERS, COMPROMISE THE SAFETY OF OUR NATURAL GAS DISTRIBUTION, TRANSMISSION, LIQUIDS EXTRACTION AND STORAGE SYSTEMS OR EXPOSE CONFIDENTIAL PERSONAL INFORMATION.

Security breaches of our information technology infrastructure, including cyber-attacks and cyber-terrorism, could lead to information system disruptions or shutdowns, result in the interruption of our ability to provide natural gas to our customers or compromise the safety of our distribution, transmission, liquids extraction and storage systems. If such an attack or security breach were to occur, our business, results of operations and financial condition could be materially adversely affected. In addition, such an attack could affect our ability to service our indebtedness, our ability to raise capital and our future growth opportunities.

Additionally, a breakdown or a breach in our systems that results in the unauthorized release of individually identifiable customer, employee, vendor, investor or other sensitive data could have a material adverse effect on our reputation, operating results and financial condition. We could also be exposed to claims by persons harmed by such a breakdown or breach. Such a breakdown or breach could also materially increase the costs we incur to protect against such risks. There is no guarantee that the procedures we have implemented to protect against unauthorized access to secured data are adequate to safeguard against all data security breaches.

FAILURE TO ATTRACT AND RETAIN AN APPROPRIATELY QUALIFIED WORKFORCE COULD UNFAVORABLY IMPACT OUR RESULTS OF OPERATIONS.

Certain situations, such as an aging workforce, mismatch of skill sets to complement future needs, or unavailability of a qualified workforce, may lead to increased operational risks and costs. As a result, we may be unable to hire an adequate number of individuals who are knowledgeable about public utilities and the natural gas industry or face a lengthy time period associated with skill development and knowledge transfer. Failure to address this risk may result in increased operational and safety risks as well as increased costs. Even if we have reasonable plans in place to address succession planning and workforce training, we cannot control the future availability of qualified labor. If we are unable to successfully attract and retain an appropriately qualified workforce, our financial position or results of operations could be negatively affected.

NEW LAWS OR REGULATIONS COULD HAVE A NEGATIVE IMPACT ON OUR FINANCIAL POSITION, RESULTS OF OPERATIONS OR CASH FLOWS.

Changes in laws and regulations, including new accounting standards and tax laws, could change the way in which we are required to record revenues, expenses, assets and liabilities. Additionally, governing bodies may choose to re-interpret laws and regulations. These changes could have a negative impact on our financial position, results of operations, cash flows or access to capital.

WE MAY FACE CERTAIN REGULATORY AND FINANCIAL RISKS RELATED TO CLIMATE CHANGE LEGISLATION.

Future proposals to limit greenhouse gas emissions, measured in carbon dioxide equivalent units, could adversely affect our operating and service costs and demand for our product. In the past, the United States Congress has considered legislative proposals to limit greenhouse gas emissions and the United States Environmental Protection Agency has adopted regulations to limit carbon emissions. Future legislation and the implementation of existing regulations could increase utility costs and prices charged to utility customers. Unless we are able to timely recover the costs of such impacts from customers through the regulatory process, costs associated with any such regulatory or legislative changes could adversely affect our financial position, results of operations or cash flows.

FAILURE TO COMPLETE THE MERGER COULD ADVERSELY AFFECT OUR STOCK PRICE AND FUTURE BUSINESS OPERATIONS AND FINANCIAL RESULTS.

Completion of the Merger is subject to risks, including the risks that certain closing conditions will not be satisfied. If we are unable to complete the Merger, holders of Delta common stock will not receive any payment for their shares pursuant to the Merger Agreement, our ongoing business may be adversely affected, and we would be subject to a number of risks, including the following:

- we will have paid certain significant transaction costs, including legal, financial advisory and filing, printing and mailing fees, and in certain circumstances, a termination fee to PNG Companies LLC of \$4,340,000;
- the potential loss of key personnel during the pendency of the Merger as employees may experience uncertainty about their future roles with the combined company;
- we will have been subject to certain restrictions on the conduct of our business, which may prevent us from making certain acquisitions or dispositions, pursuing otherwise attractive business opportunities or making other changes to our business while the Merger is pending; and
- the trading price of our common stock may decline if the market believes the Merger may not be completed.

A failure to complete the Merger may also result in negative publicity, additional litigation against Delta or its directors and officers, and a negative impression of Delta in the investment community. The occurrence of any of these events, individually or in combination, could have a material adverse effect on our results of operations or the trading price of our common stock.

WE ARE SUBJECT TO CONTRACTUAL RESTRICTIONS IN THE MERGER AGREEMENT THAT MAY HINDER OPERATIONS PENDING THE MERGER.

The Merger Agreement restricts Delta, without PNG's consent, from certain specified actions until the Merger occurs or the Merger Agreement terminates. These restrictions may prevent us from pursuing otherwise attractive business opportunities and making other changes to our business prior to completion of the Merger or termination of the Merger Agreement.

WE WILL BE SUBJECT TO VARIOUS UNCERTAINTIES WHILE THE MERGER IS PENDING THAT MAY CAUSE DISRUPTION AND MAY MAKE IT MORE DIFFICULT TO MAINTAIN RELATIONSHIPS WITH EMPLOYEES, SUPPLIERS OR CUSTOMERS.

Uncertainty about the effect of the Merger on employees, suppliers and customers may have an adverse effect on us. Although we have taken, and intend to continue to take, steps designed to reduce any adverse effects, these uncertainties may impair our abilities to attract, retain and motivate key personnel until the Merger is completed and for a period of time thereafter, and could cause customers, suppliers and others that deal with us to seek to change or terminate existing business relationships with us or not enter into new relationships or transactions.

LITIGATION AGAINST DELTA AND ITS DIRECTORS CHALLENGING THE MERGER MAY PREVENT THE MERGER FROM BEING COMPLETED WITHIN THE AGREED-UPON TERMS AND THE ANTICIPATED TIMEFRAME.

Delta and its directors are named as defendants in class action lawsuits filed on behalf of shareholders challenging the Merger and potentially seeking, among other things, to enjoin the defendants from consummating the Merger on the agreed-upon terms. Although Delta has entered into a Memorandum of Understanding with the plaintiffs in the current litigation, which is subject to court approval, other litigation may be filed seeking an injunction prohibiting the parties from completing the Merger on the terms contemplated by the Merger Agreement, and such injunction may prevent the completion of the Merger in the expected timeframe or altogether.

Item 1B. Unresolved Staff Comments

None.

Item 2. Properties

We own our corporate headquarters in Winchester, Kentucky. We own eleven buildings used for field operations in the cities we serve.

We own approximately 2,600 miles of natural gas gathering, transmission, distribution and storage lines. These lines range in size up to twelve inches in diameter.

We hold leases for the storage of natural gas under 8,000 acres located in Bell County, Kentucky. We developed this property for the underground storage of natural gas.

We use all the properties described in the three paragraphs immediately above principally in connection with our regulated segment, as further discussed in Item 1.

Through our wholly-owned subsidiary, Enpro, we produce natural gas as part of the non-regulated segment of our business. Enpro owns interests in oil and natural gas leases on 10,300 acres located in southeastern Kentucky. Thirty-five natural gas wells are producing from these properties. The remaining proved, developed natural gas reserves on these properties are estimated at 1.9 million Mcf. Also, Enpro owns the natural gas underlying 15,400 additional acres in southeastern Kentucky. These properties have been leased to others for further drilling and development and Enpro reserves the option to participate in any wells drilled and also retains certain working and royalty interests in any production from future wells. We have performed no reserve studies on these properties. Enpro produced a total of 111,000 Mcf of natural gas during fiscal 2017 from all the properties described in this paragraph.

Our assets have no significant encumbrances.

Item 3. Legal Proceedings

(a) *Jacob Halberstam, et al v. Delta Natural Gas Company, Inc., et al.* Clark Circuit Court, Kentucky. The plaintiff filed this complaint on April 13, 2017, on behalf of himself and all Delta shareholders against Delta, its directors and PNG and Merger Sub. The plaintiff alleges that the defendants breached fiduciary duties to the Delta shareholders and aided and abetted breaches of fiduciary duties in connection with the Merger Agreement, under the terms of which Delta would be merged with and into Merger Sub, with Delta being the surviving corporation and becoming a wholly owned subsidiary of PNG. The plaintiff seeks to enjoin the consummation of the proposed transaction or, if the proposed transaction is closed, damages from Delta's directors.

(b) *Paul Parshall, et al. v. Delta Natural Gas Company, Inc., et al.* United States District Court for the Eastern District of Kentucky at Lexington. The plaintiff filed this complaint on April 28, 2017, on behalf of himself and all Delta shareholders against Delta, its directors, PNG, Merger Sub and SteelRiver Infrastructure Fund North America, LP. The plaintiff alleges that the defendants violated Sections 14(a) and 20(a) of the Securities Exchange Act of 1934 in connection with the Merger Agreement. The complaint has been dismissed without prejudice.

(c) *Judy Cole, et al. v. Delta Natural Gas Company, Inc., et al.* Clark Circuit Court, Kentucky. The plaintiff filed this complaint on May 5, 2017, on behalf of herself and all Delta shareholders against Delta and its directors. The plaintiff alleges that the defendants breached fiduciary duties to the Delta shareholders in connection with the Merger Agreement and the proxy statement sent to Delta shareholders describing the transaction. The plaintiff seeks to enjoin the consummation of the proposed transaction.

Counsel for Delta, counsel for PNG, Merger Sub and SteelRiver Infrastructure Fund North America, LP and counsel for the plaintiffs in the three lawsuits described above have entered a confidential memorandum of understanding dated May 25, 2017, under the terms of which the litigation will be settled, subject to court approval, with Delta making additional disclosures to its shareholders, which has been done. It is anticipated that the plaintiffs will seek an order from the Clark Circuit Court requiring Delta to pay attorneys' fees and expenses of the plaintiffs. The amount of the anticipated fee request and any amount of settlement is unknown. During 2017, no expense has been recognized related to the fee request or settlement in the Consolidated Statement of Income. Delta is insured for such litigation, subject to a \$1 million deductible.

We are not currently a party to any other legal proceedings that are expected to have a materially adverse impact on our financial position, results of operations or cash flows.

Item 4. Mine Safety Disclosures

None.

PART II**Item 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities**

We have paid cash dividends on our common stock each year since 1964. The frequency and amount of future dividends will depend upon our earnings, financial requirements and other relevant factors, including limitations imposed by our Series A Notes as described in Note 10 of the Notes to Consolidated Financial Statements.

Our common stock is listed on NASDAQ and trades under the symbol "DGAS". There were 1,283 record holders of our common stock as of August 31, 2017. The accompanying table sets forth, for the periods indicated, the high and low sales prices for the common stock on the NASDAQ stock market and the cash dividends declared per share.

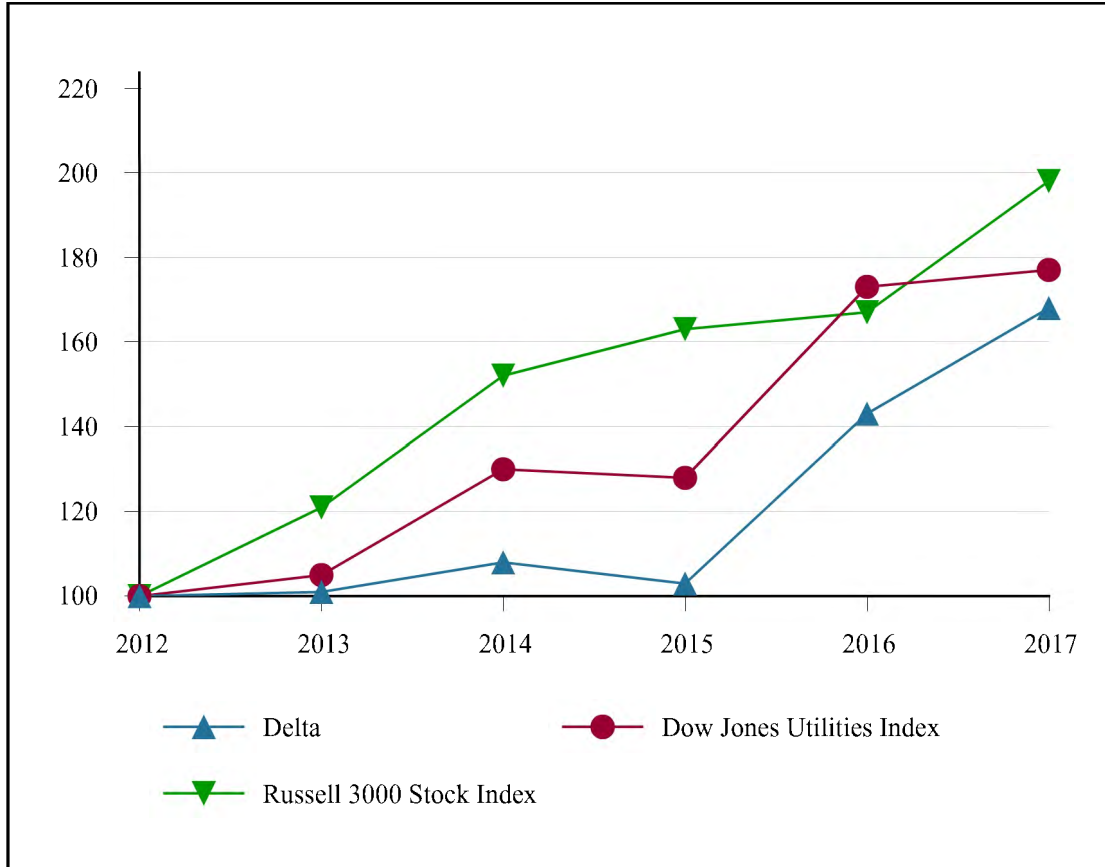
| Quarter | Range of Stock Prices (\$) | | Dividends |
|-------------|----------------------------|-------|----------------|
| | High | Low | Per Share (\$) |
| <hr/> | | | |
| Fiscal 2017 | | | |
| First | 27.36 | 23.19 | .2075 |
| Second | 31.29 | 22.06 | .2075 |
| Third | 30.85 | 25.00 | .2075 |
| Fourth | 30.82 | 29.70 | .415 (a) |
| <hr/> | | | |
| Fiscal 2016 | | | |
| First | 20.75 | 19.96 | .205 |
| Second | 21.38 | 20.26 | .205 |
| Third | 23.70 | 20.83 | .205 |
| Fourth | 28.22 | 22.11 | .205 |

The sales prices shown above reflect prices between dealers and do not include markups or markdowns or commissions and may not necessarily represent actual transactions.

- (a) In contemplation of the Merger closing, Delta's Board of Directors declared the quarterly dividend for June's financial results on June 30, 2017. Historically, the dividend based on June's financial results is declared each August.

Comparison of Five-Year Cumulative Total Shareholder Return

The following graph sets forth a comparison of five-year cumulative total shareholder returns (equal to dividends plus stock price appreciation) among our common shares, the Dow Jones Utilities Index and the Russell 3000 Stock Index during the past five fiscal years. Information reflected on the graph assumes an investment of \$100 on June 30, 2012 in each of our common shares, the Dow Jones Utilities Index and the Russell 3000 Stock Index. Cumulative total return assumes quarterly reinvestment of dividends. The total shareholder returns shown are not necessarily indicative of future returns.



| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|---------------------------|------|------|------|------|------|------|
| Delta | 100 | 101 | 108 | 103 | 143 | 168 |
| Dow Jones Utilities Index | 100 | 105 | 130 | 128 | 173 | 177 |
| Russell 3000 Stock Index | 100 | 121 | 152 | 163 | 167 | 198 |

Item 6. Selected Financial Data

The following selected financial data is derived from the Company's audited consolidated financial statements and should be read in conjunction with those financial statements and notes thereto.

| For the Years Ended June 30, | <u>2017</u> | <u>2016</u> | <u>2015</u> | <u>2014</u> | <u>2013</u> |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| Summary of Operations (\$) | | | | | |
| Operating revenues | 68,840,169 | 64,130,220 | 86,188,238 | 95,845,871 | 80,664,837 |
| Operating income | 11,003,516 | 11,433,992 | 12,963,861 | 15,603,439 | 13,188,679 |
| Net income | 5,516,343 | 5,529,378 | 6,496,081 | 8,275,128 | 7,200,776 |
| Earnings per common share | | | | | |
| Basic and diluted | .77 | .78 | .92 | 1.19 | 1.05 |
| Cash dividends declared per common share (a) | 1.0375 | .82 | .80 | .76 | .72 |
| Weighted Average Number of Common Shares | | | | | |
| Basic and Diluted | 7,118,170 | 7,066,925 | 7,002,694 | 6,918,725 | 6,843,455 |
| Total Assets (\$) | 189,956,927 | 188,879,129 | 187,711,166 | 185,934,857 | 183,832,911 |
| Capitalization (\$) | | | | | |
| Common shareholders' equity | 76,494,995 | 77,726,969 | 77,221,654 | 74,728,352 | 70,005,415 |
| Long-term debt | 48,929,196 | 50,422,796 | 51,916,296 | 53,409,696 | 54,902,896 |
| Total capitalization | <u>125,424,191</u> | <u>128,149,765</u> | <u>129,137,950</u> | <u>128,138,048</u> | <u>124,908,311</u> |
| Current Portion of Long-Term Debt (\$) | 1,500,000 | 1,500,000 | 1,500,000 | 1,500,000 | 1,500,000 |
| Other Items (\$) | | | | | |
| Capital expenditures | 8,725,635 | 6,302,666 | 9,010,876 | 8,077,642 | 7,179,473 |
| Property, plant and equipment | 249,611,353 | 241,833,771 | 236,780,490 | 229,367,319 | 223,545,925 |

(a) In contemplation of the Merger closing, Delta's Board of Directors declared the quarterly dividend for June's financial results on June 30, 2017. Historically, the dividend based on June's financial results is declared each August.

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

Overview of 2017 and Future Outlook

Overview

The following is a discussion of the segments we operate, our corporate strategy for the conduct of our business within these segments and significant events that have occurred during 2017. Our Company has two segments: a regulated segment, and a non-regulated segment. Our regulated segment includes our natural gas distribution and transportation services, which are regulated by the Kentucky Public Service Commission. Our non-regulated segment includes our natural gas marketing activities and the sales of natural gas liquids.

Earnings from the regulated segment are primarily influenced by sales and transportation volumes, the rates we charge our customers and the expenses we incur. In order for us to achieve our strategy of maintaining reasonable long-term earnings, cash flow and stock value, we must successfully manage each of these factors. Regulated sales volumes are temperature sensitive and in any period reflect the impact of weather, with colder temperatures generally resulting in increased sales volumes. The impact of winter temperatures on our revenues is partially reduced by our ability to adjust our winter rates for residential and small non-residential customers based on the degree to which actual winter temperatures deviate from historical average temperatures.

Our non-regulated segment markets natural gas to large-volume customers. We endeavor to enter sales agreements matching supply with estimated demand while providing an acceptable gross margin. The non-regulated segment produces a portion of its natural gas supply, which is stored and sold when favorable market conditions arise. The non-regulated segment also sells liquids extracted from natural gas.

Consolidated income per common share of \$0.77 for 2017 decreased, as compared to our consolidated income of \$0.78 for 2016, due to incurring \$1,612,000 of Merger-related costs which were partially offset by increased non-regulated revenues, net of natural gas costs (as further discussed in Results of Operations). Our non-regulated segment experienced increased revenues, net of natural gas costs, due to increased sales prices for natural gas and natural gas liquids and the sale of our production inventory. Our non-regulated segment produces and stores natural gas which it sells when favorable market conditions arise.

Future Outlook

Future profitability of the regulated segment is contingent on the adequate and timely adjustment of the rates we charge our regulated customers and our ability to earn our allowed return. The Kentucky Public Service Commission approves these rates. We monitor our need to file for a general rate increase for our regulated services with the Kentucky Public Service Commission who has historically utilized cost-of-service ratemaking where our base rates are established to recover normal operating expenses, exclusive of natural gas costs, and a reasonable rate of return on our rate base. Rate base consists primarily of our regulated segment's property, plant and equipment, natural gas in storage and unamortized debt expense offset by accumulated depreciation and certain deferred income taxes. The Kentucky Public Service Commission determines what constitutes reasonable rates for our customers and in any proceeding may disallow or limit the recovery of certain costs and has ultimate discretion determining what constitutes a reasonable return. We may not earn our allowed return if we experience warmer than normal temperatures, infrequent or non-recurring expenses, increased expenses above amounts included in the test period or capital (debt and equity) which exceeds our rate base. The regulated segment's largest expense is natural gas supply, which we are permitted to pass through to our customers. We manage remaining expenses through budgeting, approval and review.

Future profitability of the non-regulated segment is dependent on the business plans of some of our industrial and other large-volume customers and the market prices of natural gas and natural gas liquids, all of which are out of our control. We anticipate our non-regulated segment will continue to contribute to our consolidated net income in fiscal 2018. If natural gas prices increase, we would expect to experience a corresponding increase in our non-regulated revenues, net of natural gas costs, related to our natural gas marketing activities. However, if natural gas prices decrease, we would expect a decrease in our non-regulated revenues, net of natural gas costs, related to our natural gas marketing activities. We process a portion of the natural gas in our distribution, transmission and storage system to extract liquids, enhancing the reliability and efficiency of our system. The profitability from the sales of the natural gas liquids is dependent on the amounts of liquids extracted and the prices for any such liquids as determined by a national non-regulated market.

Proposed Merger

On February 20, 2017, we entered into an Agreement and Plan of Merger (“Merger Agreement”) with PNG Companies, LLC (“PNG”), hereinafter referred to as the “Merger”. For further information, see Note 18 of the Notes to Consolidated Financial Statements.

Liquidity and Capital Resources

Sources and Uses of Cash

Operating activities provide our primary source of cash. Cash provided by operating activities consists of net income adjusted for non-cash items, including depreciation, amortization, deferred income taxes, share-based compensation and changes in working capital. Our sales and cash requirements are seasonal. The largest portion of our sales occurs during the heating months (December - April), whereas significant cash requirements for the purchase of natural gas for injection into our storage field and capital expenditures occur during non-heating months. Therefore, when cash provided by operating activities is not sufficient to meet our capital requirements, our ability to maintain liquidity depends on our bank line of credit. The current bank line of credit with Branch Banking and Trust Company extends through June 30, 2019 and permits borrowings up to \$40,000,000. There were no borrowings outstanding on the bank line of credit as of June 30, 2017 or June 30, 2016.

Cash and cash equivalents were \$13,279,000 at June 30, 2017 compared with \$18,607,000 at June 30, 2016 and \$16,924,000 at June 30, 2015. These changes in cash and cash equivalents are summarized in the following table:

| \$(000) | 2017 | 2016 | 2015 |
|--|----------------|--------------|--------------|
| Provided by operating activities | 10,253 | 14,740 | 18,765 |
| Used in investing activities | (8,521) | (6,087) | (8,910) |
| Used in financing activities | (7,060) | (6,971) | (6,607) |
| (Decrease) increase in cash and cash equivalents | <u>(5,328)</u> | <u>1,682</u> | <u>3,248</u> |

In 2017, cash provided by operating activities decreased \$4,487,000 (30%), as compared to 2016, due to a \$4,597,000 increase in cash paid for natural gas partially offset by a \$2,234,000 increase in cash received from customers, as further discussed in Results of Operations. Additionally, discretionary contributions to our deferred benefit retirement plan increased \$1,000,000, as compared to the prior year, and we incurred \$1,612,000 in Merger-related costs.

In 2016, cash provided by operating activities decreased \$4,025,000 (21%), as compared to 2015, due to a \$22,074,000 decrease in cash received from customers partially offset by a \$16,192,000 decrease in cash paid for natural gas, as further discussed in Results of Operations. Additionally, cash paid for income taxes decreased \$1,249,000 as a result of decreased earnings.

Changes in cash used in investing activities result primarily from changes in the level of capital expenditures between years.

In 2017 and 2016 there were no significant changes in cash used in financing activities, as compared to 2016 and 2015, respectively.

Cash Requirements

Our capital expenditures result in a continued need for cash. These capital expenditures are being made for system extensions and for the replacement and improvement of existing transmission, distribution, gathering, production and storage systems, as well as general facilities. We expect our capital expenditures for fiscal 2018 to be approximately \$7.8 million.

The following is provided to summarize our contractual cash obligations for indicated periods after June 30, 2017:

| \$(000) | Payments Due by Fiscal Year | | | | Total |
|-----------------------------------|-----------------------------|-------------|-------------|------------|--------|
| | 2018 | 2019 - 2020 | 2021 - 2022 | After 2022 | |
| Interest payments (a) | 2,172 | 4,043 | 3,788 | 14,471 | 24,474 |
| Long-term debt (b) | 1,500 | 3,000 | 3,000 | 43,000 | 50,500 |
| Pension contributions (c) | 500 | 1,000 | 1,000 | 4,500 | 7,000 |
| Natural gas purchases (d) | 350 | 199 | — | — | 549 |
| Total contractual obligations (e) | 4,522 | 8,242 | 7,788 | 61,971 | 82,523 |

- (a) Our long-term debt, notes payable and customers' deposits all require interest payments. Interest payments are projected based on fiscal 2017 interest payments until the underlying obligation is satisfied.
- (b) See Note 10 of the Notes to Consolidated Financial Statements for a description of this debt.
- (c) This represents currently projected contributions to the defined benefit retirement plan through 2031, as recommended by our actuary.
- (d) As of June 30, 2017, our non-regulated segment had forward purchase contracts for natural gas which had minimum purchase obligations that expire in June, 2019. The remainder of our natural gas purchase contracts are either requirements-based contracts, or contracts with a minimum purchase obligation extending for a time period not exceeding one month.
- (e) We have other long-term liabilities which include deferred income taxes (\$44,815,000), regulatory liabilities (\$1,135,000), asset retirement obligations (\$4,031,000) and deferred compensation (\$1,219,000). Based on the nature of these items their expected settlement dates cannot be estimated.

All of our operating leases are year-to-year and cancelable at our option.

See Note 13 of the Notes to Consolidated Financial Statements for other commitments and contingencies.

Sufficiency of Future Cash Flows

Our ability to maintain liquidity, finance capital expenditures and pay dividends is contingent on the adequate and timely adjustment of the regulated rates we charge our customers. The Kentucky Public Service Commission approves these rates and we monitor our need to file for rate increases for our regulated segment. Our regulated base rates were most recently adjusted in our 2010 rate case and became effective in October, 2010. We expect that cash provided by operations combined with our bank line of credit will be sufficient to satisfy our operating and normal capital expenditure requirements and to pay dividends for the next twelve months.

Our Series A Notes are unsecured, bear interest at a rate of 4.26% per annum, which is payable quarterly, and mature on December 20, 2031. We are required to make an annual \$1,500,000 principal payment on the Series A Notes each December. Any refinance of the Series A Notes, or any additional prepayments of principal, may be subject to a prepayment penalty.

With our bank line of credit agreement and Series A Notes, we have agreed to certain financial covenants. Noncompliance with these covenants can make the obligations immediately due and payable. We have agreed to the following financial covenants:

- The Company must at all times maintain a tangible net worth of at least \$25,800,000.
- The Company must at the end of each fiscal quarter maintain a total debt to capitalization ratio of no more than 70%. The total debt to capitalization ratio is calculated as the ratio of (i) the Company's total debt to (ii) the sum of the Company's shareholders' equity plus total debt.
- The Company must maintain a fixed charge coverage ratio for the twelve months ending each quarter of not less than 1.20x. The fixed charge coverage ratio is calculated as the ratio of (i) the Company's earnings adjusted for

certain unusual or non-recurring items, before interest, taxes, depreciation and amortization plus rental expense to (ii) the Company's interest and rental expense.

- The Company may not pay aggregate dividends on its capital stock (plus amounts paid in redemption of its capital stock) in excess of the sum of \$15,000,000 plus the Company's cumulative earnings after September 30, 2011 adjusted for certain unusual or non-recurring items.

The following table shows the required and actual financial covenants under our Series A Notes as of June 30, 2017:

| | Requirement | Actual |
|------------------------------|---------------------------|---------------|
| Tangible net worth | no less than \$25,800,000 | \$75,852,000 |
| Debt to capitalization ratio | no more than 70% | 40% |
| Fixed charge coverage ratio | no less than 1.20x | 7.68x |
| Dividends paid | no more than \$48,619,000 | \$32,672,000 |

Our 4.26% Series A Notes restrict us from:

- with limited exceptions, granting or permitting liens on or security interests in our properties,
- selling a subsidiary, except in limited circumstances,
- incurring secured debt, or permitting a subsidiary to incur debt or issue preferred stock to any third party, in an aggregate amount that exceeds 10% of our tangible net worth,
- changing the general nature of our business,
- merging with another company, unless (i) we are the survivor of the merger or the survivor of the merger is another domestic company that assumes the 4.26% Series A Notes, (ii) there is no event of default under the 4.26% Series A Notes and (iii) the continuing company has a tangible net worth at least as high as our tangible net worth immediately prior to such merger, or
- selling or transferring assets, other than (i) the sale of inventory in the ordinary course of business, (ii) the transfer of obsolete equipment and (iii) the transfer of other assets in any 12 month period where such assets constitute no more than 5% of the value of our tangible assets and, over any period of time, the cumulative value of all assets transferred may not exceed 15% of our tangible assets.

Without the consent of the bank that has extended to us our bank line of credit or terminating our bank line of credit, we may not:

- merge with another entity;
- sell a material portion of our assets other than in the ordinary course of business,
- issue stock which in the aggregate exceeds thirty-five percent (35%) of our outstanding shares of common stock, or
- permit any person or group of related persons to hold more than twenty percent (20%) of the Company's outstanding shares of stock.

Furthermore, the agreement governing our 4.26% Series A Notes contains a cross-default provision which provides that we will be in default under the 4.26% Series A Notes if we are in default on any other outstanding indebtedness that exceeds \$2,500,000. Similarly, the loan agreement governing the bank line of credit contains a cross-default provision which provides that we will be in default under the bank line of credit if we are in default under our 4.26% Series A Notes and fail to cure the default within ten days of notice from the bank. We were in compliance with the covenants under our bank line of credit and 4.26% Series A Notes for all periods presented in the Consolidated Financial Statements.

Critical Accounting Policies and Estimates

Preparation of financial statements and related disclosures in compliance with generally accepted accounting principles requires the use of assumptions and estimates regarding future events, including the likelihood of success of particular investments or initiatives, estimates of future prices or rates, legal and regulatory challenges and anticipated recovery of costs. Therefore, the possibility exists for materially different reported amounts under different conditions or assumptions. We consider an accounting estimate to be critical if (i) the accounting estimate requires us to make assumptions about matters that were reasonably uncertain at the time the accounting estimate was made and (ii) changes in the estimate are reasonably likely to occur from period to period.

These critical accounting estimates should be read in conjunction with the Notes to Consolidated Financial Statements. We have other accounting policies that we consider to be significant; however, these policies do not meet the definition of critical accounting estimates, because they generally do not require us to make estimates or judgments that are particularly difficult or subjective.

Regulatory Accounting

Our accounting policies reflect the effects of the ratemaking process in accordance with regulatory accounting standards. Our regulated segment continues to be cost-of-service rate regulated, and we believe the application of regulatory accounting standards to that segment is appropriate. If, as a result of a change in circumstances, it is determined that the regulated segment no longer meets the criteria to apply regulatory accounting, the regulated segment would have to discontinue regulatory accounting and write-off the respective regulatory assets and liabilities. Such a write-off could have a material impact on our consolidated financial statements.

The application of regulatory accounting standards results in recording regulatory assets and liabilities. Regulatory assets represent the deferral of incurred costs that are probable of future recovery in customer rates. In some cases, we record regulatory assets before approval for recovery has been received from the Kentucky Public Service Commission. We must use judgment to conclude that costs deferred as regulatory assets are probable of future recovery. We base this conclusion on certain factors, including changes in the regulatory environment, recent rate orders issued by the Kentucky Public Service Commission and the status of any potential new legislation. Regulatory liabilities represent revenues received from customers to fund expected costs that have not yet been incurred, or they represent probable future refunds to customers.

We use our best judgment when recording regulatory assets and liabilities; however, regulatory commissions can reach different conclusions about the recovery of costs, and those conclusions could have a material impact on our consolidated financial statements. We believe it is probable that we will recover the regulatory assets that have been recorded.

Defined Benefit Retirement Plan

We have a non-contributory, defined benefit retirement plan covering all eligible employees hired prior to May 9, 2008. The net periodic benefit costs ("pension costs") for our defined benefit retirement plan as described in Note 6 of the Notes to Consolidated Financial Statements are dependent upon numerous factors resulting from actual plan experience and assumptions concerning future experience. These costs, for example, are impacted by employee demographics (including age, compensation levels and employment periods), the level of contributions we make to the plan and earnings on plan assets. Additionally, changes made to the provisions of the plan may impact current and future pension costs. Pension costs may also be significantly affected by changes in key actuarial assumptions, including anticipated rates of return on plan assets and the discount rates used in determining the projected benefit obligation and pension costs. For the years ended June 30, 2017, 2016 and 2015, we recorded pension costs for our defined benefit retirement plan of \$1,312,000, \$812,000 and \$493,000, respectively.

Changes in pension obligations associated with the above factors may not be immediately recognized as pension costs in the Consolidated Statements of Income, but may be deferred and amortized over the average remaining service period of the active plan participants. As of June 30, 2017, \$7,126,000 of accumulated net losses have been deferred for amortization as pension costs into future periods.

Our defined benefit retirement plan's assets are principally comprised of equity and fixed income investments. Differences between actual portfolio returns and expected returns result in increased or decreased pension costs in future periods. Likewise, changes in assumptions regarding current discount rates and expected rates of return on plan assets could also increase or decrease pension costs in future periods.

In selecting our discount rate assumption we considered rates of return on high-quality fixed-income investments that are expected to be available through the maturity dates of the pension benefits. Our expected long-term rate of return on the defined benefit retirement plan's assets was 5.5% for 2017 and was based on our targeted asset allocation assumption for 2017 of approximately 65% equity investments and approximately 35% fixed income investments. Our targeted investment allocation for equity investments includes allocations to domestic, global and real estate markets. For additional diversification, we also invest in absolute return strategy mutual funds, which include both equity and fixed income securities. Our asset allocation is designed to achieve a moderate level of overall portfolio risk in keeping with our desired risk objective. The plan has amended its investment policy to allow for liability driven investments which, over time, will match a portion of the plan's liability with the underlying assets. We regularly review our asset allocation and periodically rebalance our investments to our targeted allocation as appropriate.

The funded status of our plan reflects investment gains or losses in the year in which they occur based on the market value of assets at the measurement date.

Based on an assumed long-term rate of return of 5.5%, discount rate of 3.75%, and various other assumptions, we estimate that our pension costs associated with our defined benefit retirement plan will decrease from \$1,312,000 in 2017 to \$729,000 in 2018. Modifying the expected long-term rate of return on our defined benefit retirement plan assets by .25% would change pension costs for 2018 by approximately \$81,000. Increasing the discount rate assumption by .25% would decrease pension costs by approximately \$143,000. Decreasing the discount rate assumption by .25% would increase pension costs by approximately \$151,000.

Unbilled Revenues and Natural Gas Costs

At each month-end, we estimate the volumes of natural gas that have been used from the date the customer's meter was last read to month-end. This estimate of unbilled usage is based on projected base load (non-weather-sensitive) usage for each day unbilled plus projected weather-sensitive usage for each degree day during the unbilled period. Unbilled revenues and natural gas costs are calculated from the estimate of unbilled usage multiplied by the rates in effect at month-end. Actual usage patterns may vary from these assumptions and may impact operating income.

New Accounting Pronouncements

Significant management judgment is generally required during the process of adopting new accounting pronouncements. See Note 2 of the Notes to Consolidated Financial Statements for a discussion of these pronouncements.

Forward-Looking Statements

Management's Discussion and Analysis of Financial Condition and Results of Operations and the other sections of this report contain forward-looking statements that relate to future events or our future performance. We have attempted to identify these statements by using words such as "estimates", "attempts", "expects", "monitors", "plans", "anticipates", "intends", "continues", "could", "strives", "seeks", "will rely", "believes" and similar expressions.

These forward-looking statements include, but are not limited to, statements about:

- operational plans,
- the cost and availability of our natural gas supplies,
- capital expenditures,
- sources and availability of funding for our operations and expansion,
- anticipated growth and growth opportunities through system expansion and acquisition,
- competitive conditions that we face,
- production, storage, gathering, transportation, marketing and natural gas liquids activities,
- acquisition of service franchises from local governments,
- retirement plan costs and management,
- contractual obligations and cash requirements,
- management of natural gas in our system and risks due to potential fluctuation in the price of natural gas and natural gas liquids,
- revenues, income, margins and profitability,
- efforts to purchase and transport locally produced natural gas,
- recovery of regulatory assets,
- litigation and other contingencies,
- regulatory and legislative matters, and
- dividends.

Such statements are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Our forward-looking statements are not guarantees of future performance and are based upon currently available competitive, financial and economic data along with our operating plans.

Item 1A lists factors that, among others, could cause future results to differ materially from those expressed in or implied by the forward-looking statements or historical results.

Results of Operations

Gross Margins

Our operating revenues are derived primarily from the sale and delivery of natural gas, the sale of natural gas liquids and the provision of natural gas transportation services. Our operating revenues are significantly impacted by the prices we pay for natural gas. Therefore, we view gross margins as an important performance measure of the core profitability of our operations and believe investors benefit from having access to the same financial measures that our management uses. We define “gross margins” as natural gas sales less the corresponding purchased natural gas expenses, plus transportation, natural gas liquids and other revenues. Gross margins can be derived directly from our Consolidated Statements of Income included in Item 8, as follows:

| (\$000) | 2017 | 2016 | 2015 |
|-------------------------------------|----------|----------|----------|
| Operating revenues | 68,840 | 64,130 | 86,188 |
| Regulated purchased natural gas | (12,562) | (11,704) | (22,729) |
| Non-regulated purchased natural gas | (19,981) | (17,621) | (26,713) |
| Consolidated gross margins | 36,297 | 34,805 | 36,746 |

Operating Income, as presented in the Consolidated Statements of Income, is the most directly comparable financial measure calculated and presented in accordance with accounting principles generally accepted in the United States (“GAAP”). Gross margin is a “non-GAAP financial measure”, as defined in accordance with SEC rules.

Natural gas prices are determined by a non-regulated national market. Therefore, the prices that we pay for natural gas fluctuate with national supply and demand. See Item 7A for a discussion of our forward contracts.

In the following table we set forth variations in our gross margins for the last two years compared with the same periods in the preceding year. The variation amounts and percentages presented in the following tables for regulated and non-regulated gross margins include intersegment transactions. These intersegment revenues and expenses are eliminated in the Consolidated Statements of Income.

| (\$000) | 2017 compared to 2016 | 2016 compared to 2015 |
|---|-----------------------------|-----------------------------|
| Increase (decrease) in gross margins | | |
| Regulated segment | | |
| Natural gas sales | (137) | (484) |
| Natural gas transportation | (324) | (141) |
| Other | 11 | (67) |
| Intersegment elimination (a) | 145 | 278 |
| Total | <u>(305)</u> | <u>(414)</u> |
| Non-regulated segment | | |
| Natural gas sales | 1,659 | (616) |
| Natural gas liquids | 274 | (578) |
| Other | 9 | (55) |
| Intersegment elimination (a) | (145) | (278) |
| Total | <u>1,797</u> | <u>(1,527)</u> |
| Increase (decrease) in consolidated gross margins | <u><u>1,492</u></u> | <u><u>(1,941)</u></u> |
| (%) | | |
| Percentage increase (decrease) in volumes | | |
| Regulated segment | | |
| Natural gas sales (Mcf) | (3) | (20) |
| Natural gas transportation (Mcf) | (2) | 3 |
| Non-regulated segment | | |
| Natural gas sales (Mcf) | (3) | 1 |
| Natural gas liquids (gallons) | (7) | (22) |

(a) Intersegment eliminations represent the natural gas transportation costs from the regulated segment to the non-regulated segment.

Heating degree days were 77% of the normal thirty-year average temperatures for fiscal 2017, as compared with 83% and 110% of normal temperatures for 2016 and 2015, respectively. A heating degree day is each degree that the average of the high and the low temperatures for a day is below 65 degrees in a specific geographic location. Heating degree days are used in the natural gas industry to measure the relative coldness of weather and to estimate the demand for natural gas. Normal temperatures are based on historical thirty-year average heating degree days, as calculated from data provided by the National Weather Service for the same geographic location.

In 2017, consolidated gross margins increased \$1,492,000 (4%), as compared to 2016, primarily due to increased non-regulated gross margins on natural gas sales and natural gas liquids. Gross margins on non-regulated gas sales increased due to the sale of our non-regulated segment's production inventory and increased sales prices. Gross margins on the sale of natural gas liquids increased due to a 128% increase in the average sales price.

In 2016, consolidated gross margins decreased \$1,941,000 (5%), as compared to 2015, due to decreased non-regulated gross margins on natural gas sales and decreased sales prices of natural gas liquids. Gross margins on non-regulated natural gas sales decreased due to the prior year sale of our non-regulated segment's production inventory and decreased sales prices, partially offset by an increase in volumes sold. During 2015, we experienced a 46% decline in the average sales price of natural gas liquids. We process a portion of the natural gas in our distribution, transmission and storage system to extract liquids, enhancing the reliability and efficiency of our system. The profitability from the sales of the natural gas liquids is dependent on the amounts of liquids extracted and the prices for any such liquids as determined by a national non-regulated market.

Operating Expenses

In 2017, operation and maintenance increased \$1,998,000 (14%), as compared to 2016, due to incurring \$1,612,000 of Merger-related expenses for costs paid to outside parties related to the proposed Merger, as further discussed in Note 18 of the Notes to Consolidated Financial Statements, and a \$500,000 increase in the net periodic benefit cost for our defined benefit retirement plan.

In 2017 and 2016, there were no significant changes in depreciation and amortization and taxes other than income taxes as compared to 2016 and 2015, respectively.

In 2016, there were no significant changes to operation and maintenance, as compared to 2015.

Other Income

In 2017, other income increased \$202,000 (5,050%), as compared to 2016, due to an increase in the earnings from the supplemental retirement trust and an increase in interest received on the cash surrender value of our life insurance policies. The increase in the earnings from the supplemental retirement trust was offset by an increase in operating expense resulting from a corresponding change in the liability of the trust.

In 2016, there were no significant changes in other income, as compared to 2015.

Interest Charges

In 2017 and 2016, there were no significant changes in interest on long-term debt, amortization of debt expense and other interest expense, as compared to 2016 and 2015, respectively.

Income Tax Expense

In 2017, there were no significant changes in income tax expense, as compared to 2016.

In 2016, income tax expense decreased \$515,000 (13%) due to decreases in net income before income taxes, as compared to 2015. There were no significant changes in our effective tax rate for 2017 and 2016, as compared to 2016 and 2015, respectively.

Basic and Diluted Earnings Per Common Share

For 2017 and 2016, our basic and diluted earnings per common share changed, as compared to 2016 and 2015, respectively, as a result of changes in net income and an increase in the number of our common shares outstanding. We increased our number of common shares outstanding as a result of shares issued through our Dividend Reinvestment and Stock Purchase Plan as well as those awarded through our Incentive Compensation Plan. Our computation of basic and diluted earnings per share is set forth in Note 11 of the Notes to Consolidated Financial Statements.

Item 7A. Quantitative and Qualitative Disclosures About Market Risk

We purchase our natural gas supply primarily through a combination of requirements contracts with no minimum purchase obligations, monthly spot purchase contracts and forward purchase contracts. The price we pay for natural gas acquired under forward purchase contracts is fixed prior to the delivery of the natural gas. Additionally, we inject some of our natural gas purchases into our underground natural gas storage facility in the non-heating months and withdraw this natural gas from storage for delivery to customers during the heating months. For our regulated segment, we utilize requirements contracts, spot purchase contracts

and our underground storage to meet our regulated customers' natural gas requirements, all of which have minimal price risk because we are permitted to pass these natural gas costs on to our regulated customers through our natural gas cost recovery tariff.

Price risk for the non-regulated segment is mitigated by efforts to balance supply and demand. However, there are greater risks in the non-regulated segment because of the practical limitations on the ability to perfectly predict demand. In addition, we are exposed to changes in the market price of natural gas on uncommitted natural gas inventory of our non-regulated segment. The pricing of the natural gas liquids sold by our non-regulated segment is determined in the national non-regulated market.

None of our natural gas contracts are accounted for using the fair value method of accounting. While some of our natural gas purchase and natural gas sales contracts meet the definition of a derivative, we have designated these contracts as normal purchases and normal sales. As of June 30, 2017, we had forward purchase contracts through June, 2019 totaling \$549,000 which are at a fixed price and not impacted by changes in the market price of natural gas.

When we have a balance outstanding on our variable rate bank line of credit, we are exposed to risk resulting from changes in interest rates. The interest rate on our bank line of credit with Branch Banking and Trust Company is benchmarked to the monthly London Interbank Offered Rate. There were no borrowings outstanding on our bank line of credit as of June 30, 2017 or June 30, 2016. As of June 30, 2017 and June 30, 2016, the weighted average interest rate on our bank line of credit was 2.3% and 1.5%, respectively. During 2017 and 2016, we did not have any borrowings on our bank line of credit. A one percent (one hundred basis point) increase in our average interest rate would not have impacted our annual pre-tax net income.

Item 8. Financial Statements and Supplementary Data

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Schedules other than those listed above are omitted because they are not required, are not applicable or the required information is shown in the financial statements or notes thereto.

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None.

Item 9A. Controls and Procedures**Disclosure Controls and Procedures**

Disclosure controls and procedures are our controls and other procedures that are designed to provide reasonable assurance that information required to be disclosed by us in the reports that we file or submit under the Securities Exchange Act of 1934 (“Exchange Act”) is recorded, processed, summarized, and reported within the time periods specified in the SEC’s rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to provide reasonable assurance that information required to be disclosed by us in the reports that we file under the Exchange Act is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

Under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, we have evaluated the effectiveness of our disclosure controls and procedures (as such term is defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act) as of June 30, 2017 and based upon this evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that these controls and procedures are effective in providing reasonable assurance of compliance.

Changes in Internal Control over Financial Reporting

Under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, we have evaluated any changes in our internal control over financial reporting (as such term is defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) during the fiscal year ended June 30, 2017 and found no change that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

Our management is responsible for establishing and maintaining an adequate system of internal control over financial reporting, as such term is defined in Exchange Act Rules 13a-15(f) and 15d-15(f). Our internal control system was designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes, in accordance with generally accepted accounting principles.

Management’s Annual Report on Internal Control over Financial Reporting

Our management, including our Chief Executive Officer and Chief Financial Officer, has conducted an evaluation of the effectiveness of our internal control over financial reporting as of June 30, 2017 based on the framework in *Internal Control - Integrated Framework* issued in 2013 by the Committee of Sponsoring Organizations of the Treadway Commission. Based on that evaluation, management concluded that our internal control over financial reporting was effective as of June 30, 2017.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies and procedures may deteriorate.

Deloitte & Touche LLP, our independent registered public accounting firm, has issued an attestation report on our internal control over financial reporting. That report immediately follows:

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Shareholders of
Delta Natural Gas Company, Inc.
Winchester, Kentucky

We have audited the internal control over financial reporting of Delta Natural Gas Company, Inc. and subsidiaries (the "Company") as of June 30, 2017, based on criteria established in *Internal Control - Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission. The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Annual Report on Internal Control over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed by, or under the supervision of, the company's principal executive and principal financial officers, or persons performing similar functions, and effected by the company's board of directors, management, and other personnel to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the consolidated financial statements.

Because of the inherent limitations of internal control over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may not be prevented or detected on a timely basis. Also, projections of any evaluation of the effectiveness of the internal control over financial reporting to future periods are subject to the risk that the controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of June 30, 2017, based on the criteria established in *Internal Control - Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated financial statements and financial statement schedule as of and for the year ended June 30, 2017 of the Company and our report dated September 1, 2017 expressed an unqualified opinion on those consolidated financial statements and the financial statement schedule.

/s/ DELOITTE & TOUCHE LLP

Cincinnati, Ohio

September 1, 2017

Item 9B. Other Information

None.

PART III**Item 10. Directors, Executive Officers and Corporate Governance**

We have a Business Code of Conduct and Ethics that applies to all directors, officers and employees, including our principal executive officer, principal financial officer and principal accounting officer. Our Business Code of Conduct and Ethics, which includes our Insider Trading Policy, can be found on our website by going to the following address: <http://www.deltagas.com/governance>. We will post any amendments to the Business Code of Conduct and Ethics, as well as any waivers that are required to be disclosed by the rules of either the Securities and Exchange Commission or the NASDAQ OMX Group, on our website.

Our Board of Directors has adopted charters for the Audit, Corporate Governance and Compensation and Executive Committees of the Board of Directors as well as Corporate Governance Guidelines. These documents can be found on our website by going to the following address: <http://www.deltagas.com/governance>.

A printed copy of any of the materials referred to above can be obtained by contacting us at the following address:

Delta Natural Gas Company, Inc.
Attn: John B. Brown
3617 Lexington Road
Winchester, KY 40391
(859) 744-6171

The Audit Committee of our Board of Directors is an “audit committee” for purposes of Section 3(a)(58) of the Securities Exchange Act of 1934.

The other information required by this Item is contained under the captions “Election of Directors”, “Board Leadership, Committees and Meetings”, “Executive Officers”, “Certain Relationships and Related Transactions” and “Section 16(a) Beneficial Ownership Reporting Compliance” in our definitive Proxy Statement for the 2017 Annual Meeting of Shareholders, which will be filed with the Securities and Exchange Commission no later than 120 days after June 30, 2017. We incorporate that information in this document by reference.

Item 11. Executive Compensation

Information in response to this item is contained under the captions “Director Compensation”, “Corporate Governance and Compensation Committee Interlocks and Insider Participation”, “Compensation Discussion and Analysis”, “Compensation Risks”, “Corporate Governance and Compensation Committee Report”, “Summary Compensation Table”, “Grants of Plan Based Awards”, “Outstanding Equity Awards at Fiscal Year-End”, “Retirement Benefits”, “Potential Payments Upon Termination Or Change in Control” and “Termination Table” in our definitive Proxy Statement for the 2017 Annual Meeting of Shareholders, which will be filed with the Securities and Exchange Commission no later than 120 days after June 30, 2017. We incorporate that information in this document by reference.

Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters**Equity Compensation Plans**

Pursuant to our shareholder approved incentive compensation plan, we have the ability to grant stock, performance shares and restricted stock to employees, officers and directors. The plan does not provide for the awarding of options, warrants or rights. We do not have any equity compensation plans which have not been approved by our shareholders.

The following table sets forth certain information with respect to our equity compensation plan at June 30, 2017:

| Column A | Column B | Column C |
|---|---|---|
| Number of securities to be issued upon exercise of outstanding options, warrants and rights | Weighted-average exercise price of outstanding options, warrants and rights | Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in Column A) |
| — | — | 750,902 |

The other information required by this Item is contained under the captions “Security Ownership of Certain Beneficial Owners” and “Security Ownership of Management” in our definitive Proxy Statement for the 2017 Annual Meeting of Shareholders, which will be filed with the Securities and Exchange Commission no later than 120 days after June 30, 2017. We incorporate that information in this document by reference.

Item 13. Certain Relationships and Related Transactions, and Director Independence

The information required by this item is contained under the captions “Election of Directors”, “Board Leadership, Committees and Meetings” and “Certain Relationships and Related Transactions” in our definitive Proxy Statement for the 2017 Annual Meeting of Shareholders, which will be filed with the Securities and Exchange Commission no later than 120 days after June 30, 2017. We incorporate that information in this document by reference.

Item 14. Principal Accountant Fees and Services

The information required by this item is contained under the caption “Audit Committee Report” in our definitive Proxy Statement for the 2017 Annual Meeting of Shareholders, which will be filed with the Securities and Exchange Commission no later than 120 days after June 30, 2017. We incorporate that information in this document by reference.

PART IV**Item 15. Exhibits and Financial Statement Schedule**

- (a) Financial Statements, Schedule and Exhibits
- (1) Financial Statements
See Index at Item 8
- (2) Financial Statement Schedule
See Index at Item 8
- (3) Exhibits

Exhibit No.

-
- 3.1 Registrant's Amended and Restated Articles of Incorporation (dated November 16, 2006) are incorporated herein by reference to Exhibit 3(i) to Registrant's Form 10-K/A (File No. 000-08788) for the period ended June 30, 2007.
- 3.2 Registrant's Amended and Restated By-Laws (dated August 14, 2015) are incorporated herein by reference to Exhibit 3.1 to Registrant's Form 8-K (File No. 000-8788) dated August 17, 2015.
- 4 Note Purchase and Private Shelf Agreement dated December 8, 2011 in respect of 4.26% Senior Notes, Series A, due December 20, 2031 is incorporated herein by reference to Exhibit 10.01 to Registrant's Form 8-K (File No. 000-08788) dated December 13, 2011.
- 10.01 Natural Gas Sales Agreement, dated May 1, 2000 by and between Atmos Energy Marketing, LLC and Registrant is incorporated herein by reference to Exhibit 10(c) to Registrant's Form S-2/A (Reg. No. 333-100852) dated December 13, 2002. Atmos Energy Marketing, LLC is now CenterPoint Energy Services, Inc.
- 10.02 Base Contract for Short-Term Sale and Purchase of Natural Gas, dated January 1, 2002, by and between M & B Gas Services, Inc. and Registrant is incorporated herein by reference to Exhibit 10(n) to Registrant's Form S-2 (Reg. No. 333-104301) dated April 4, 2003.
- 10.03 Natural Gas Sales Agreement, dated May 1, 2003, by and between Atmos Energy Marketing, LLC and Registrant is incorporated herein by reference to Exhibit 10(d) to Registrant's Form 10-K (File No. 000-08788) for the period ended June 30, 2003. Atmos Energy Marketing, LLC is now CenterPoint Energy Services, Inc.
- 10.04 Base contract for the Sale and Purchase of Natural Gas, dated May 1, 2005 and Exhibit A, dated May 1, 2010 by and between Atmos Energy Marketing, LLC and Registrant are incorporated herein by reference to Exhibit 10.04 to Registrant's Form 10-K (File No. 000-08788) for the period ended June 30, 2012. Atmos Energy Marketing, LLC is now CenterPoint Energy Services, Inc.
- 10.05 Base contracts for the Sale and Purchase of Natural Gas, dated May 1, 2013, by and between Midwest Energy L.L.C. and Registrant are incorporated herein by reference to Registrant's Form 10-K (File No. 000-08788) for the period ended June 30, 2013.
- 10.06 Natural Gas Transportation Agreement (Service Package 9069), dated December 19, 1994, by and between Tennessee Gas Pipeline Company and Registrant is incorporated herein by reference to Exhibit 10(e) to Registrant's Form S-2/A (Reg. No. 333-100852) dated December 13, 2002.
- 10.07 Agreement to transport natural gas between Nami Resources Company L.L.C. and Registrant, dated March 10, 2005 is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated March 23, 2005.
- 10.08 Amendment, dated July 22, 2010, of agreement to transport natural gas between Nami Resources Company, L.L.C. and Registrant is incorporated herein by reference to Exhibit 10(f) to Registrant's Form 10-K (File No. 000-08788) for the period ended June 30, 2010.
- 10.09 GTS Service Agreements, dated October 29, 2015 (Service Agreement Nos. 37,813, 37,814 and 37,815) and Appendix A to respective Service Agreements, effective November 1, 2015, by and between Columbia Gulf Transmission, LLC and Registrant are incorporated herein by reference to Exhibit 10.01 to Registrant's Form 10-Q (File No. 000-08788) for the period ended September 30, 2015.
- 10.10 FTS-1 Service Agreements, dated October 29, 2015, (Service Agreement Nos. 43,827, 43,828 and 43,829) and Appendix A to respective Service Agreements, effective November, 2010, by and between Columbia Gulf Transmission, LLC and Registrant are incorporated herein by reference to Exhibit 10.02 to Registrant's Form 10-Q (File No. 000-08788) for the period ended September 30, 2015.
- 10.11 Underground Natural Gas Storage Lease and Agreement, dated March 9, 1994, by and between Equitable Resources Exploration, a division of Equitable Resources Energy Company, and Lonnie D. Ferrin and Amendment No. 1 and Novation to Underground Natural Gas Storage Lease and Agreement, dated March 22, 1995, by and between Equitable Resources Exploration, Lonnie D. Ferrin and Registrant is incorporated herein by reference to Exhibit 10(m) to Registrant's Form S-2 (Reg. No. 333-104301) dated April 4, 2003.

- 10.12 Oil and Natural Gas Lease, dated July 19, 1995, by and between Meredith J. Evans and Helen Evans and Paddock Oil and Gas, Inc.; Assignment, dated June 15, 1995, by Paddock Oil and Gas, Inc., as assignor, to Lonnie D. Ferrin, as assignee; Assignment, dated August 31, 1995, by Paddock Oil and Gas, Inc., as assignor, to Lonnie D. Ferrin, as assignee; and Assignment and Assumption Agreement, dated November 10, 1995, by and between Lonnie D. Ferrin and Registrant is incorporated herein by reference to Exhibit 10(o) to Registrant's Form S-2 (Reg. No. 333-104301) dated April 4, 2003.
- 10.13 Natural Gas Storage Lease, dated October 4, 1995, by and between Judy L. Fuson, Guardian of Jamie Nicole Fuson, a minor, and Lonnie D. Ferrin and Assignment and Assumption Agreement, dated November 10, 1995, by and between Lonnie D. Ferrin and Registrant is incorporated herein by reference to Exhibit 10(j) to Registrant's Form S-2 (Reg. No. 333-104301) dated April 4, 2003.
- 10.14 Natural Gas Storage Lease, dated November 6, 1995, by and between Thomas J. Carnes, individually and as Attorney-in-fact and Trustee for the individuals named therein, and Registrant is incorporated herein by reference to Exhibit 10(k) to Registrant's Form S-2 (Reg. No. 333-104301) dated April 4, 2003.
- 10.15 Deed and Perpetual Natural Gas Storage Easement, dated December 21, 1995, by and between Katherine M. Cornelius, William Cornelius, Frances Carolyn Fitzpatrick, Isabelle Fitzpatrick Smith and Kenneth W. Smith and Registrant is incorporated herein by reference to Exhibit 10(l) to Registrant's Form S-2 (Reg. No. 333-104301) dated April 4, 2003.
- 10.16 Loan Agreement, dated October 31, 2002, by and between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(i) to Registrant's Form S-2/A (Reg. No. 333-100852) dated December 13, 2002.
- 10.17 Promissory Note, in the original principal amount of \$40,000,000, made by Registrant to the order of Branch Banking and Trust Company is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 10-Q (File No. 000-08788) for the period ended September 30, 2002.
- 10.18 Modification Agreement extending to October 31, 2004 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 10-Q (File No. 000-08788) for the period ended September 30, 2003.
- 10.19 Modification Agreement extending to October 31, 2005 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 10-Q (File No. 000-08788) for the period ended September 30, 2004.
- 10.20 Modification Agreement extending to October 31, 2007 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated August 19, 2005.
- 10.21 Modification Agreement extending to October 31, 2009 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 10-Q (File No. 000-08788) for the period ended September 30, 2007.
- 10.22 Modification Agreement extending to June 30, 2011 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated June 30, 2009.
- 10.23 Modification Agreement extending to June 30, 2013 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated June 30, 2011.
- 10.24 Modification Agreement extending to June 30, 2015 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated June 30, 2013.
- 10.25 Modification Agreement extending to June 30, 2017 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated June 30, 2015.
- 10.26 Modification Agreement extending to June 30, 2019 the Promissory Note and Loan Agreement dated October 31, 2002 between Branch Banking and Trust Company and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated June 30, 2017.
- 10.27 Employment agreement dated March 1, 2000, between Glenn R. Jennings, Registrant's Chairman of the Board, President and Chief Executive Officer, and Registrant is incorporated herein by reference to Exhibit (k) to Registrant's Form 10-Q (File No. 000-08788) dated March 31, 2000.
- 10.28 Officer agreements dated March 1, 2000, between two officers, those being John B. Brown and Johnny L. Caudill, and Registrant are incorporated herein by reference to Exhibit 10(k) to Registrant's Form 10-Q (File No. 000-08788) for the period ended March 31, 2000.

- 10.29 Officer agreement dated November 20, 2008, between Brian S. Ramsey and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated November 21, 2008.
- 10.30 Officer agreement dated November 19, 2010, between Matthew D. Wesolosky and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated November 24, 2010.
- 10.31 Amendment to Employment Agreement dated November 17, 2016, between Glenn R. Jennings and Registrant is incorporated herein by reference to Exhibit 10.2 to Registrant's Form 8-K (File No. 000-08788) dated November 17, 2016.
- 10.32 Amendment to Officer Agreement, dated November 17, 2016, between John B. Brown and Registrant is incorporated herein by reference to Exhibit 10.4 to Registrant's Form 8-K (File No. 000-08788) dated November 17, 2016.
- 10.33 Amendment to Officer Agreement, dated November 17, 2016, between Johnny L. Caudill and Registrant is incorporated herein by reference to Exhibit 10.6 to Registrant's Form 8-K (File No. 000-08788) dated November 17, 2016.
- 10.34 Amendment to Officer Agreement, dated November 17, 2016, between Brian S. Ramsey and Registrant is incorporated herein by reference to Exhibit 10.8 to Registrant's Form 8-K (File No. 000-08788) dated November 17, 2016.
- 10.35 Amendment to Officer Agreement, dated November 17, 2016, between Matthew D. Wesolosky and Registrant is incorporated herein by reference to Exhibit 10.10 to Registrant's Form 8-K (File No. 000-08788) dated November 17, 2016.
- 10.36 Supplemental retirement benefit agreement and trust agreement between Glenn R. Jennings and Registrant is incorporated herein by reference to Exhibit 10(a) to Registrant's Form 8-K (File No. 000-08788) dated February 25, 2005.
- 10.37 Registrant's Amended and Restated Dividend Reinvestment and Stock Purchase Plan, dated November 17, 2005 is incorporated herein by reference to Exhibit 99(b) to Registrant's S-3D (Reg. No. 333-130301) dated December 14, 2005 and Post-Effective Amendment No. 1 to Registrant's S-3 (Reg. No. 333-130301) dated August 29, 2012.
- 10.38 Registrant's Incentive Compensation Plan, dated January 1, 2008 is incorporated herein by reference to Exhibit 4.1 to Registrant's S-8 (Reg. No. 333-165210) dated March 4, 2010.
- 10.39 Notices of Performance Shares Award between five officers, those being John B. Brown, Johnny L. Caudill, Glenn R. Jennings, Brian S. Ramsey and Matthew D. Wesolosky, and Registrant are incorporated herein by reference to Exhibit 10.1, 10.2, 10.3, 10.4 and 10.5, respectively, of Registrant's Form 8-K (File No. 000-08788) dated August 21, 2013.
- 10.40 Form of Notice of Performance Shares Award is incorporated herein by reference to Exhibit 10.03 to Registrant's Form 10-Q (File No. 000-08788) for the period ended September 30, 2015.
- 10.41 Agreement and Plan of Merger with PNG Companies, LLC and Drake Merger Sub, Inc. dated February 20, 2017 is incorporated herein by reference to Exhibit 2.1 to Registrant's Form 8-K (File No. 000-08788) dated February 21, 2017.
- 12 Computation of the Consolidated Ratio of Earnings to Fixed Charges.
- 21 Subsidiaries of the Registrant.
- 23 Consent of Independent Registered Public Accounting Firm.
- 31.1 Certification of the Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.2 Certification of the Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32.1 Certification of the Chief Executive Officer pursuant to 18 U.S.C. Section 1350 as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 32.2 Certification of the Chief Financial Officer pursuant to 18 U.S.C. Section 1350 as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

- 101 Attached as Exhibit 101 to this Annual Report are the following documents formatted in extensible business reporting language (XBRL):
- (i) Document and Entity Information;
 - (ii) Consolidated Statements of Income for the years ended June 30, 2017, 2016 and 2015;
 - (iii) Consolidated Statements of Cash Flows for the years ended June 30, 2017, 2016 and 2015;
 - (iv) Consolidated Balance Sheets as of June 30, 2017 and 2016;
 - (v) Consolidated Statements of Changes in Shareholders' Equity for the years ended June 30, 2017, 2016 and 2015;
 - (vii) Schedule II – Valuation and Qualifying Accounts for the years ended June 30, 2017, 2016 and 2015.

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized, on the 1st day of September, 2017.

DELTA NATURAL GAS COMPANY, INC.

By: /s/Glenn R. Jennings

Glenn R. Jennings

Chairman of the Board, President and Chief
Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

(i) Principal Executive Officer:

| | | |
|--|---|-------------------|
| <u>/s/Glenn R. Jennings</u> (Glenn R. Jennings) | Chairman of the Board, President and Chief Executive Officer | September 1, 2017 |
|--|---|-------------------|

(ii) Principal Financial Officer:

| | | |
|--|---|-------------------|
| <u>/s/John B. Brown</u> (John B. Brown) | Chief Operating Officer, Treasurer and Secretary | September 1, 2017 |
|--|---|-------------------|

(iii) Principal Accounting Officer:

| | | |
|--|-----------------------------|-------------------|
| <u>/s/Matthew D. Wesolosky</u> (Matthew D. Wesolosky) | Vice President - Controller | September 1, 2017 |
|--|-----------------------------|-------------------|

(iv) A Majority of the Board of Directors:

| | | |
|--|---|-------------------|
| <u>/s/Glenn R. Jennings</u> (Glenn R. Jennings) | Chairman of the Board, President and Chief Executive Officer | September 1, 2017 |
|--|---|-------------------|

| | | |
|--|----------|-------------------|
| <u>/s/Linda K. Breathitt</u> (Linda K. Breathitt) | Director | September 1, 2017 |
|--|----------|-------------------|

| | | |
|--|----------|-------------------|
| <u>/s/Jacob P. Cline, III</u> (Jacob P. Cline, III) | Director | September 1, 2017 |
|--|----------|-------------------|

| | | |
|--|----------|-------------------|
| <u>/s/Sandra C. Gray</u> (Sandra C. Gray) | Director | September 1, 2017 |
|--|----------|-------------------|

| | | |
|--|----------|-------------------|
| <u>/s/Edward J. Holmes</u> (Edward J. Holmes) | Director | September 1, 2017 |
|--|----------|-------------------|

| | | |
|--|----------|-------------------|
| <u>/s/Michael J. Kistner</u> (Michael J. Kistner) | Director | September 1, 2017 |
|--|----------|-------------------|

| | | |
|--|----------|-------------------|
| <u>/s/Fred N. Parker</u> (Fred N. Parker) | Director | September 1, 2017 |
|--|----------|-------------------|

| | | |
|--|----------|-------------------|
| <u>/s/Rodney L. Short</u> (Rodney L. Short) | Director | September 1, 2017 |
|--|----------|-------------------|

| | | |
|--|----------|-------------------|
| <u>/s/Arthur E. Walker, Jr.</u> (Arthur E. Walker, Jr.) | Director | September 1, 2017 |
|--|----------|-------------------|

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Shareholders of
Delta Natural Gas Company, Inc.
Winchester, Kentucky

We have audited the accompanying consolidated balance sheets of Delta Natural Gas Company, Inc. and subsidiaries (the "Company") as of June 30, 2017 and 2016, and the related consolidated statements of income, changes in shareholders' equity, and cash flows for each of the three years in the period ended June 30, 2017. Our audits also included the financial statement schedule listed in the Index at Item 8. These consolidated financial statements and financial statement schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on the consolidated financial statements and financial statement schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such consolidated financial statements present fairly, in all material respects, the financial position of Delta Natural Gas Company, Inc. and subsidiaries as of June 30, 2017 and 2016, and the results of their operations and their cash flows for each of the three years in the period ended June 30, 2017, in conformity with accounting principles generally accepted in the United States of America. Also, in our opinion, such financial statement schedule, when considered in relation to the basic consolidated financial statements taken as a whole, presents fairly, in all material respects, the information set forth therein.

As discussed in Note 18 to the financial statements, the Company entered into a Merger Agreement with People's Natural Gas and Drake Merger Sub Inc., a new wholly-owned subsidiary of People's Natural Gas.

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the Company's internal control over financial reporting as of June 30, 2017, based on the criteria established in *Internal Control-Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission and our report dated September 1, 2017 expressed an unqualified opinion on the Company's internal control over financial reporting.

/s/ DELOITTE & TOUCHE LLP

Cincinnati, Ohio

September 1, 2017

Delta Natural Gas Company, Inc.**Consolidated Statements of Income**

| For the Year Ended June 30, | <u>2017</u> | <u>2016</u> | <u>2015</u> |
|--|----------------------|----------------------|----------------------|
| Operating Revenues | | | |
| Regulated revenues | \$ 41,795,560 | \$ 41,242,094 | \$ 52,681,120 |
| Non-regulated revenues | 27,044,609 | 22,888,126 | 33,507,118 |
| Total operating revenues | <u>\$ 68,840,169</u> | <u>\$ 64,130,220</u> | <u>\$ 86,188,238</u> |
| Operating Expenses | | | |
| Regulated purchased natural gas | \$ 12,561,849 | \$ 11,704,178 | \$ 22,728,766 |
| Non-regulated purchased natural gas | 19,980,989 | 17,621,069 | 26,713,424 |
| Operation and maintenance | 15,988,178 | 13,989,510 | 14,608,835 |
| Depreciation and amortization | 6,415,660 | 6,416,221 | 6,377,743 |
| Taxes other than income taxes | 2,889,977 | 2,965,250 | 2,795,609 |
| Total operating expenses | <u>\$ 57,836,653</u> | <u>\$ 52,696,228</u> | <u>\$ 73,224,377</u> |
| Operating Income | <u>\$ 11,003,516</u> | <u>\$ 11,433,992</u> | <u>\$ 12,963,861</u> |
| Other Income | <u>\$ 205,826</u> | <u>\$ 4,124</u> | <u>\$ 25,097</u> |
| Interest Charges | | | |
| Interest on long-term debt | \$ 2,181,324 | \$ 2,245,224 | \$ 2,309,124 |
| Other interest expense | 54,062 | 52,533 | 51,538 |
| Amortization of debt expense | 227,000 | 233,500 | 240,000 |
| Total interest charges | <u>\$ 2,462,386</u> | <u>\$ 2,531,257</u> | <u>\$ 2,600,662</u> |
| Net Income Before Income Taxes | <u>\$ 8,746,956</u> | <u>\$ 8,906,859</u> | <u>\$ 10,388,296</u> |
| Income Tax Expense | <u>3,230,613</u> | <u>3,377,481</u> | <u>3,892,215</u> |
| Net Income | <u>\$ 5,516,343</u> | <u>\$ 5,529,378</u> | <u>\$ 6,496,081</u> |
| Earnings Per Common Share (Note 11) | | | |
| Basic and Diluted | \$.77 | \$.78 | \$.92 |
| Dividends Declared Per Common Share | \$ 1.0375 | \$.82 | \$.80 |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

Delta Natural Gas Company, Inc.**Consolidated Statements of Cash Flows****For the Year Ended June 30,**

| | <u>2017</u> | <u>2016</u> | <u>2015</u> |
|---|-----------------------|-----------------------|-----------------------|
| Cash Flows From Operating Activities | | | |
| Net income | \$ 5,516,343 | \$ 5,529,378 | \$ 6,496,081 |
| Adjustments to reconcile net income to net cash from operating activities | | | |
| Depreciation and amortization | 6,642,660 | 6,649,721 | 6,617,743 |
| Deferred income taxes and investment tax credits | 1,346,242 | 1,193,793 | 1,449,471 |
| Change in cash surrender value of officer's life insurance | (51,071) | 6,198 | (19,036) |
| Share-based compensation | 292,174 | 452,230 | 1,095,051 |
| Excess tax deficiency from share-based compensation | 42,603 | (5,508) | 9,249 |
| (Increase) decrease in assets | | | |
| Accounts receivable | (1,335,920) | 1,091,517 | 871,270 |
| Natural gas in storage | (2,152,990) | 1,344,242 | 2,491,337 |
| Deferred natural gas cost | (1,423,973) | (674,077) | 724,923 |
| Materials and supplies | (112,827) | (4,549) | (12,578) |
| Prepayments | 1,437,116 | (1,226,279) | (363,263) |
| Other assets | (283,540) | (288,867) | 225,771 |
| Increase (decrease) in liabilities | | | |
| Accounts payable | 2,207,356 | (1,181,356) | (1,135,821) |
| Accrued taxes | (47,140) | 106,856 | (80,925) |
| Asset retirement obligations | (59,085) | (85,068) | 375,073 |
| Other liabilities | (1,765,233) | 1,832,112 | 20,658 |
| Net cash provided by operating activities | <u>\$ 10,252,715</u> | <u>\$ 14,740,343</u> | <u>\$ 18,765,004</u> |
| Cash Flows From Investing Activities | | | |
| Capital expenditures | \$ (8,725,635) | \$ (6,302,666) | \$ (9,010,876) |
| Proceeds from sale of property, plant and equipment | 265,239 | 275,397 | 161,311 |
| Other | (60,000) | (60,000) | (60,000) |
| Net cash used in investing activities | <u>\$ (8,520,396)</u> | <u>\$ (6,087,269)</u> | <u>\$ (8,909,565)</u> |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

Delta Natural Gas Company, Inc.**Consolidated Statements of Cash Flows (continued)**

| For the Year Ended June 30, | <u>2017</u> | <u>2016</u> | <u>2015</u> |
|---|-----------------------------|-----------------------------|-----------------------------|
| Cash Flows From Financing Activities | | | |
| Dividends on common shares | \$ (5,913,888) | \$ (5,822,259) | \$ (5,639,791) |
| Issuance of common shares | 619,532 | 614,518 | 532,712 |
| Payment of minimum tax withholdings on share-based compensation | (266,005) | (263,044) | — |
| Repayment of long-term debt | (1,500,000) | (1,500,000) | (1,500,000) |
| Borrowings on bank line of credit | — | — | 126,430 |
| Repayment of bank line of credit | — | — | (126,430) |
| | <u>—</u> | <u>—</u> | <u>(126,430)</u> |
| Net cash used in financing activities | <u>\$ (7,060,361)</u> | <u>\$ (6,970,785)</u> | <u>\$ (6,607,079)</u> |
| Net (Decrease) Increase in Cash and Cash Equivalents | <u>\$ (5,328,042)</u> | <u>\$ 1,682,289</u> | <u>\$ 3,248,360</u> |
| Cash and Cash Equivalents, Beginning of Year | <u>18,606,567</u> | <u>16,924,278</u> | <u>13,675,918</u> |
| Cash and Cash Equivalents, End of Year | <u><u>\$ 13,278,525</u></u> | <u><u>\$ 18,606,567</u></u> | <u><u>\$ 16,924,278</u></u> |
| Supplemental Disclosures of Cash Flow Information | | | |
| Cash paid during the year for | | | |
| Interest | \$ 2,240,428 | \$ 2,298,228 | \$ 2,369,078 |
| Income taxes (net of refunds) | \$ 2,281,475 | \$ 2,064,005 | \$ 3,312,944 |
| Significant non-cash transactions | | | |
| Accrued capital expenditures | \$ 374,469 | \$ 157,808 | \$ 207,169 |
| Accrued dividends on common shares | \$ 1,480,130 | \$ — | \$ — |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

Delta Natural Gas Company, Inc.**Consolidated Balance Sheets**

| As of June 30, | <u>2017</u> | <u>2016</u> |
|---|-----------------------------|-----------------------------|
| Assets | | |
| Current Assets | | |
| Cash and cash equivalents | \$ 13,278,525 | \$ 18,606,567 |
| Accounts receivable, less accumulated allowances for doubtful accounts of \$172,000 and \$301,000 in 2017 and 2016, respectively | 6,201,732 | 4,741,595 |
| Natural gas in storage, at average cost (Note 1) | 5,442,910 | 3,289,920 |
| Deferred natural gas costs (Notes 1 and 14) | 2,098,050 | 674,077 |
| Materials and supplies, at average cost | 676,919 | 544,342 |
| Prepayments | 3,217,770 | 3,051,665 |
| | <u> </u> | <u> </u> |
| Total current assets | \$ 30,915,906 | \$ 30,908,166 |
| | <u> </u> | <u> </u> |
| Property, Plant and Equipment | \$ 249,611,353 | \$ 241,833,771 |
| Less - Accumulated provision for depreciation | (109,804,512) | (104,192,898) |
| | <u> </u> | <u> </u> |
| Net property, plant and equipment | \$ 139,806,841 | \$ 137,640,873 |
| | <u> </u> | <u> </u> |
| Other Assets | | |
| Cash surrender value of life insurance (face amount of \$957,000 and \$954,000 in 2017 and 2016, respectively) | \$ 466,056 | \$ 414,985 |
| Prepaid Pension (Note 6) | 2,113,785 | — |
| Regulatory assets (Note 1) | 15,435,233 | 18,881,126 |
| Other non-current assets | 1,219,106 | 1,033,979 |
| | <u> </u> | <u> </u> |
| Total other assets | \$ 19,234,180 | \$ 20,330,090 |
| | <u> </u> | <u> </u> |
| Total assets | <u>\$ 189,956,927</u> | <u>\$ 188,879,129</u> |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

Delta Natural Gas Company, Inc.**Consolidated Balance Sheets (continued)**

| As of June 30, | <u>2017</u> | <u>2016</u> |
|---|------------------------------|------------------------------|
| Liabilities and Shareholders' Equity | | |
| Current Liabilities | | |
| Accounts payable | \$ 8,110,424 | \$ 4,200,298 |
| Current portion of long-term debt (Note 10) | 1,500,000 | 1,500,000 |
| Accrued taxes | 1,537,535 | 1,584,675 |
| Customers' deposits | 616,661 | 618,137 |
| Accrued interest on debt | 106,783 | 111,825 |
| Accrued vacation | 750,994 | 756,138 |
| Other liabilities | 665,551 | 585,342 |
| | <u> </u> | <u> </u> |
| Total current liabilities | <u>\$ 13,287,948</u> | <u>\$ 9,356,415</u> |
| | <u> </u> | <u> </u> |
| Long-Term Debt (Notes 1 and 10) | <u>\$ 48,929,196</u> | <u>\$ 50,422,796</u> |
| | <u> </u> | <u> </u> |
| Long-Term Liabilities | | |
| Deferred income taxes (Note 5) | \$ 44,815,170 | \$ 43,405,098 |
| Regulatory liabilities (Note 1) | 1,135,362 | 1,138,141 |
| Accrued Pension (Note 6) | — | 1,833,780 |
| Asset retirement obligations (Note 4) | 4,030,786 | 3,917,585 |
| Other long-term liabilities | 1,263,470 | 1,078,345 |
| | <u> </u> | <u> </u> |
| Total long-term liabilities | <u>\$ 51,244,788</u> | <u>\$ 51,372,949</u> |
| | <u> </u> | <u> </u> |
| Commitments and Contingencies (Note 13) | | |
| Total liabilities | <u>\$ 113,461,932</u> | <u>\$ 111,152,160</u> |
| | <u> </u> | <u> </u> |
| Shareholders' Equity | | |
| Common shares (\$1.00 par value), 20,000,000 shares authorized; 7,133,148 and 7,087,762 shares outstanding at June 30, 2017 and June 30, 2016, respectively | \$ 7,133,148 | \$ 7,087,762 |
| Premium on common shares | 50,072,857 | 49,472,542 |
| Retained earnings | 19,288,990 | 21,166,665 |
| | <u> </u> | <u> </u> |
| Total shareholders' equity | <u>\$ 76,494,995</u> | <u>\$ 77,726,969</u> |
| | <u> </u> | <u> </u> |
| Total liabilities and shareholders' equity | <u><u>\$ 189,956,927</u></u> | <u><u>\$ 188,879,129</u></u> |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

Delta Natural Gas Company, Inc.**Consolidated Statements of Changes in Shareholders' Equity**

| | Year Ended June 30, 2017 | | | |
|--|---------------------------------|-------------------------------------|------------------------------|---------------------------------|
| | Common Shares | Premium on Common Shares | Retained Earnings | Shareholders' Equity |
| Balance, beginning of year | \$ 7,087,762 | \$ 49,472,542 | \$ 21,166,665 | \$ 77,726,969 |
| Net income | — | — | 5,516,343 | 5,516,343 |
| Issuance of common shares | 22,682 | 596,850 | — | 619,532 |
| Issuance of common shares under the incentive compensation plan, net of cancellations | 22,704 | (288,709) | — | (266,005) |
| Share-based compensation expense | — | 292,174 | — | 292,174 |
| Dividends on common shares | — | — | (7,394,018) | (7,394,018) |
| Balance, end of year | <u>\$ 7,133,148</u> | <u>\$ 50,072,857</u> | <u>\$ 19,288,990</u> | <u>\$ 76,494,995</u> |
| | Year Ended June 30, 2016 | | | |
| | Common Shares | Premium on Common Shares | Retained Earnings | Shareholders' Equity |
| Balance, beginning of year | \$ 7,026,500 | \$ 48,735,608 | \$ 21,459,546 | \$ 77,221,654 |
| Net income | — | — | 5,529,378 | 5,529,378 |
| Issuance of common shares | 28,437 | 586,081 | — | 614,518 |
| Issuance of common shares under the incentive compensation plan, net of cancellations | 32,825 | (295,869) | — | (263,044) |
| Share-based compensation expense | — | 452,230 | — | 452,230 |
| Tax benefit from share-based compensation | — | (5,508) | — | (5,508) |
| Dividends on common shares | — | — | (5,822,259) | (5,822,259) |
| Balance, end of year | <u>\$ 7,087,762</u> | <u>\$ 49,472,542</u> | <u>\$ 21,166,665</u> | <u>\$ 77,726,969</u> |
| | Year Ended June 30, 2015 | | | |
| | Common Shares | Premium on Common Shares | Retained Earnings | Shareholders' Equity |
| Balance, beginning of year | \$ 6,942,758 | \$ 47,182,338 | \$ 20,603,256 | \$ 74,728,352 |
| Net income | — | — | 6,496,081 | 6,496,081 |
| Issuance of common shares | 26,412 | 506,300 | — | 532,712 |
| Issuance of common shares under the incentive compensation plan | 57,330 | 385,251 | — | 442,581 |
| Share-based compensation expense | — | 652,470 | — | 652,470 |
| Tax benefit from share-based compensation | — | 9,249 | — | 9,249 |
| Dividends on common shares | — | — | (5,639,791) | (5,639,791) |
| Balance, end of year | <u>\$ 7,026,500</u> | <u>\$ 48,735,608</u> | <u>\$ 21,459,546</u> | <u>\$ 77,221,654</u> |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

DELTA NATURAL GAS COMPANY, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(1) Summary of Significant Accounting Policies

Principles of Consolidation

Delta Natural Gas Company, Inc. (“Delta” or “the Company”) distributes or transports natural gas to approximately 36,000 customers. Our distribution and transportation systems are located in central and southeastern Kentucky and we own and operate an underground storage field in southeastern Kentucky. We transport natural gas to our industrial customers who purchase their natural gas in the open market. We also transport natural gas on behalf of local producers and customers not on our distribution system and extract liquids from natural gas in our storage field and our pipeline systems that are sold at market prices. We have three wholly-owned subsidiaries. Delta Resources, Inc. buys natural gas and resells it to industrial or other large use customers on Delta's system. Delgasco, Inc. buys natural gas and resells it to Delta Resources, Inc. and to customers not on Delta's system. Enpro, Inc. owns and operates natural gas production properties and undeveloped acreage. All subsidiaries of Delta are included in the consolidated financial statements. Intercompany balances and transactions have been eliminated.

On February 20, 2017, we entered into an Agreement and Plan of Merger (“Merger Agreement”) with PNG Companies, LLC (“PNG”), hereinafter referred to as the “Merger”. For further information, see Note 18 of the Notes to Consolidated Financial Statements.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash Equivalents

For the purposes of the Consolidated Statements of Cash Flows, all temporary cash investments with a maturity of three months or less at the date of purchase are considered cash equivalents.

Property, Plant and Equipment and Depreciation

Property, plant and equipment is stated at original cost, which includes materials, labor, labor related costs and an allocation of general and administrative costs. A betterment or replacement of a unit of property is accounted for as an addition of utility plant. Construction work in progress has been included in the rate base for determining customer rates, and therefore an allowance for funds used during construction has not been recorded. The cost of regulated plant retired or disposed of in the normal course of business is deducted from plant accounts and such cost, less salvage value, is charged to the accumulated provision for depreciation.

Property, plant and equipment is comprised of the following major classes of assets:

| (\$000) | 2017 | 2016 |
|--|---------|---------|
| Regulated segment | | |
| Distribution, transmission and storage | 219,477 | 214,660 |
| General, miscellaneous and intangibles | 23,578 | 23,145 |
| Construction work in progress | 3,902 | 1,422 |
| Total regulated segment | 246,957 | 239,227 |
| Non-regulated segment | | |
| Total property, plant and equipment | 249,611 | 241,834 |

All expenditures for maintenance and repairs of units of property are charged to the appropriate maintenance expense accounts in the month incurred.

We determine the provision for depreciation using the straight-line method and by the application of rates to various classes of utility plant. The rates are based upon the estimated service lives of the properties and were equivalent to composite rates of 2.7% of average depreciable plant for 2017, and 2.8% for 2016 and 2015.

As approved by the Kentucky Public Service Commission, we accrue asset removal costs for certain types of property through depreciation expense with a corresponding increase to regulatory liabilities on the Consolidated Balance Sheets. When this depreciable utility plant and equipment is retired any related removal costs incurred are charged against the regulatory liability.

Our pipe replacement program tariff allows us to adjust our regulated rates annually to earn a return on capital incurred subsequent to our last rate case which are associated with the replacement of pipe and related facilities. The pipe replacement program is designed to additionally recover the costs associated with the mandatory retirement or relocation of facilities.

Impairment of Long-Lived Assets

We evaluate long-lived assets for impairment when events or changes in circumstances indicate that the carrying value of such assets may not be recoverable. The determination of whether an impairment has occurred is based on an estimate of undiscounted future cash flows attributable to the assets, as compared with the carrying value of the assets. If an impairment has occurred, the amount of the impairment recognized is determined by estimating the fair value of the assets and recording a provision for an impairment loss if the carrying value is greater than the fair value. In the opinion of management, our long-lived assets are appropriately valued in the accompanying consolidated financial statements. There were no impairments of long-lived assets during 2017, 2016 or 2015.

Natural Gas In Storage

We operate a natural gas underground storage field that we utilize to inject and store natural gas during the non-heating season, and we then withdraw natural gas during the heating season to meet our customers' needs. The potential exists for differences between actual volumes stored versus our perpetual records primarily due to differences in measurement of injections and withdrawals or the risks of natural gas escaping from the field. We periodically analyze the volumes, pressure and other data relating to the storage field in order to substantiate the natural gas inventory carried in our perpetual inventory records. The periodic analysis of the storage field data utilizes trends in the underlying data and can require multiple periods of observation to determine if differences exist. The analysis can result in adjustments to our perpetual inventory records. The natural gas in storage inventory is recorded at average cost.

Regulated Revenues

We bill our regulated sales of natural gas at tariff rates approved by the Kentucky Public Service Commission. Our customers are billed on a monthly basis; however, the billing cycle for certain classes of customers do not necessarily coincide with the calendar month-end. For these customers, we apply the unbilled method of accounting, where we estimate and accrue revenues applicable to customers, but not yet billed. The related natural gas costs are charged to expense. At the end of each month, natural gas service which has been rendered from the date the customer's meter was last read to the month-end is unbilled. Unbilled revenues are included in accounts receivable and unbilled natural gas costs are included in deferred natural gas costs on the accompanying Consolidated Balance Sheets. Unbilled amounts include the following:

| (000) | 2017 | 2016 |
|---------------------------------|-------|-------|
| Unbilled revenues (\$) | 1,653 | 1,452 |
| Unbilled natural gas costs (\$) | 445 | 319 |
| Unbilled volumes (Mcf) | 70 | 63 |

We record on-system transportation services in the period in which we transport natural gas to the end-use customer within our system. On-system transportation customers receive their natural gas supply from third-party shippers delivering natural gas into Delta's system. We bill on-system transportation services at tariff rates, as approved by the Kentucky Public Service Commission, which include both fixed monthly charges and volumetric rates. Delta Resources utilizes Delta's on-system transportation service and Delta recognizes revenue from Delta Resources at tariff rates, which eliminates upon consolidation.

We record off-system transportation services in the period in which we transport natural gas to an interstate pipeline on behalf of third-party shippers delivering natural gas into Delta's system. We bill off-system transportation services at tariff rates, as approved by the Kentucky Public Service Commission, which are volumetric rates. Delgasco utilizes Delta's off-system transportation service and Delta recognizes revenue from Delgasco at tariff rates, which eliminates upon consolidation.

The daily volumes of natural gas delivered from third-party shippers supplying our transportation customers rarely equal the daily volumes billed to our customers, resulting in periodic transportation imbalances. These imbalances are short-term in duration, and Delta monitors the activity and regularly notifies the shippers when they have an imbalance. Transportation imbalances in turn create imbalances of the natural gas supply on Delta's system, thus requiring Delta to purchase either more or less volumes of natural gas to meet our customers' natural gas requirements, and they are included on the Consolidated Balance Sheets in either accounts payable or prepayments, respectively. Consistent with the regulatory treatment for our natural gas cost recovery tariff (as further discussed in Note 14 of the Notes to Consolidated Financial Statements), imbalances do not impact our results of operations, as the net impact of the imbalances offset against the regulatory asset/liability related to our natural gas cost recovery tariff.

Non-Regulated Revenues

Delta Resources enters into contracts whereby it is obligated to supply one-hundred percent of its customers' natural gas requirements at either fixed or index-based rates. Delta Resources recognizes revenue in the period in which actual metered volumes are delivered to the customer. Delta Resources utilizes Delta's on-system transportation service and records such transportation expenses at tariff rates that eliminate upon consolidation.

Delgasco enters into contracts to deliver fixed quantities of natural gas to its customers at either fixed or index-based rates. Delgasco recognizes revenue based upon the period in which the customer takes possession of the natural gas. Delgasco utilizes Delta's off-system transportation service and records such transportation expenses at tariff rates that eliminate upon consolidation.

Enpro produces natural gas which supplies a portion of Delgasco's natural gas requirements and recognizes the sale of natural gas in the period in which Delgasco takes possession of the natural gas. Revenues and related natural gas costs between Enpro and Delgasco are both within the non-regulated segment and eliminate upon consolidation.

We recognize revenue from natural gas liquids in the period in which the customer takes possession of the natural gas liquids. Factors that affect revenue from the sale of natural gas liquids include the hydrocarbon content of the liquids, the market price for natural gas liquids and the volumes of natural gas liquids sold.

Regulated Purchased Natural Gas Expense

Our regulated natural gas rates include a natural gas cost recovery tariff approved by the Kentucky Public Service Commission which provides for a dollar-tracker that matches revenues and natural gas costs and provides eventual dollar-for-dollar recovery of all natural gas costs incurred by the regulated segment and recovery of the uncollectible natural gas cost portion of bad debt expense. We expense natural gas costs based on the amount of natural gas costs recovered through revenue. Any differences between actual natural gas costs and those natural gas costs billed are deferred and reflected in the computation of future billings to customers using the natural gas cost recovery mechanism.

Excise Taxes

Delta collects certain excise taxes levied by state or local governments from our customers. These taxes are accounted for on a net basis and therefore are not included as revenues in the accompanying Consolidated Statements of Income.

Accounts Receivable / Allowance for Doubtful Accounts

We record an allowance for doubtful accounts to reflect the expected net realizable value of accounts receivable. Accounts receivable are charged off when deemed to be uncollectible or when turned over to a collection agency to pursue.

Rate Regulated Basis of Accounting

We account for our regulated segment in accordance with applicable regulatory guidance. The economic effects of regulation can result in a regulated company recovering costs from customers in a period different from the period in which the costs would be charged to expense by a non-regulated enterprise. When this results, costs are deferred as assets on the Consolidated Balance Sheets (“regulatory assets”) and recorded as expenses when such amounts are reflected in rates. Additionally, regulators can impose liabilities upon a regulated company for amounts previously collected from customers and for current collection in rates of costs that are expected to be incurred in the future (“regulatory liabilities”). The amounts recorded as regulatory assets and regulatory liabilities are as follows:

| (\$000) | 2017 | 2016 |
|--|--------|--------|
| Regulatory assets | | |
| Current assets | | |
| Deferred natural gas costs | 2,098 | 674 |
| Other assets | | |
| Conservation/efficiency program expenses | 258 | 243 |
| Loss on extinguishment of debt | 2,468 | 2,689 |
| Asset retirement obligations | 5,640 | 5,121 |
| Accrued pension | 7,069 | 10,828 |
| Total other assets | 15,435 | 18,881 |
| Total regulatory assets | 17,533 | 19,555 |
| Regulatory liabilities | | |
| Long-term liabilities | | |
| Accrued cost of removal on long-lived assets | 549 | 487 |
| Regulatory liability for deferred income taxes | 586 | 651 |
| Total regulatory liabilities | 1,135 | 1,138 |

All of our regulatory assets and liabilities have been approved for recovery by the Kentucky Public Service Commission and are currently being recovered or refunded through our regulated natural gas rates. In addition, the unrecovered balance of the loss on extinguishment of debt is included in rate base and, therefore, earns a return. The weighted average recovery period of the other regulatory assets which are not earning a return is 28 years.

Derivatives

Certain of our natural gas purchase and sale contracts qualify as derivatives. All such contracts have been designated as normal purchases and sales and as such are accounted for under the accrual basis and are not recorded at fair value in the accompanying consolidated financial statements.

Marketable Securities

We have a supplemental retirement benefit agreement with Glenn R. Jennings, our Chairman of the Board, President and Chief Executive Officer, that is a non-qualified deferred compensation plan. The agreement establishes an irrevocable rabbi trust, in which the assets of the trust are earmarked to pay benefits under the agreement. We have recognized a liability related to the obligation to pay these benefits to Mr. Jennings. We make discretionary contributions to the trust in order to fund the related deferred compensation liability.

The assets of the trust consist of exchange traded securities and exchange traded mutual funds and are classified as trading securities. The assets are recorded at fair value on the Consolidated Balance Sheets based on observable market prices from active markets. Net realized and unrealized gains and losses are included in earnings each period to effectively offset the corresponding earnings impact associated with the change in the fair value of the deferred compensation liability to which the assets relate.

Fair Value

Fair value is defined as the exchange price in an orderly transaction between market participants to sell an asset or transfer a liability at the measurement date. Fair value focuses on an exit price, which is the price that would be received by us to sell an asset or paid to transfer a liability versus an entry price, which would be the price paid to acquire an asset or received to assume a liability.

We determine fair value based on the following fair value hierarchy which prioritizes the inputs to valuation techniques used to measure fair value into three levels:

- Level 1 - Observable inputs consisting of quoted prices in active markets for identical assets or liabilities;
- Level 2 - Inputs, other than quoted prices in active markets, that are observable either directly or indirectly; and
- Level 3 - Unobservable inputs which require the reporting entity to develop its own assumptions.

Although accounting standards permit entities to elect to measure many financial instruments and certain other items at fair value, we do not currently have any financial assets or financial liabilities for which this provision has been elected. However, in the future, we may elect to measure certain financial instruments at fair value in accordance with these standards.

(2) Accounting Pronouncements

Recently Issued Pronouncements

In May, 2014, the Financial Accounting Standards Board issued guidance revising the principles and standards for revenue recognition. The guidance creates a framework for recognizing revenue to improve comparability of revenue recognition practices across entities and industries focusing on when a customer obtains control of goods or services, rather than the current risks and rewards model of recognition. The core principle of the new standard is that an entity recognizes revenue when it transfers goods or services to its customers in an amount that reflects the consideration an entity expects to be entitled to for those goods or services. The new disclosure requirements include information intended to communicate the nature, amount, timing and any uncertainty of revenue and cash flows from applicable contracts, including any significant judgments. Entities will generally be required to make more estimates and use more judgment under the new standard. The guidance is effective for our quarter ending September 30, 2018.

As of June 30, 2017, we are evaluating our sources of revenue and are assessing the effect that the new guidance will have on our financial position, results of operations and cash flows. The conclusion of our assessment is contingent, in part, upon the completion of deliberations currently in progress by our industry, notably in connection with efforts to produce an accounting guide intended to be developed by the American Institute of Certified Public Accountants. In association with this undertaking, the American Institute of Certified Public Accountants formed a number of industry task forces, including a Power & Utilities Task Force (“Task Force”).

Currently, the industry is working with the Task Force to address several items including 1) the evaluation of collectability from customers if a utility has regulatory mechanisms to help assure recovery of uncollected accounts from ratepayers; 2) the accounting for funds received from third parties to partially or fully reimburse the cost of construction of an asset and 3) the accounting for alternative revenue programs, such as performance-based ratemaking. Existing alternative revenue program guidance, though excluded by the Financial Accounting Standards Board in updating specific guidance associated with revenue from contracts with customers, was continued without substantial modification. It will require separate presentation of such revenues (subject to the above-noted deliberations) in the statement of comprehensive income, effective at the same time that updated guidance associated with revenue from contracts with customers becomes effective.

Currently, a timeline for the resolution of these deliberations has not been established. Additionally, we are actively working with our peers in the rate-regulated natural gas industry to determine the accounting treatment for several other issues that are not expected to be addressed by the Task Force. Given the uncertainty with respect to the conclusions that might arise from these deliberations, we are currently unable to determine the effect the new guidance will have on our financial position, results of operations, cash flows, internal controls or the transition method we will utilize to adopt the new guidance.

In July, 2015, the Financial Accounting Standards Board issued guidance simplifying the measurement of inventory. The guidance requires inventory to be measured at the lower of cost or net realizable value. The guidance, effective for our quarter

ending September 30, 2017, is not expected to have a material impact on our results of operations, financial position and cash flows.

In January, 2016, the Financial Accounting Standards Board issued guidance to improve the recognition, measurement, presentation and disclosure of financial instruments. The improvements include guidance on estimating fair value for financial instruments measured at amortized cost on the balance sheet, the classification of financial assets and liabilities on the balance sheet and reduced disclosure for the fair value of financial instruments recognized on the balance sheet at amortized cost. The guidance, effective for our quarter ending September 30, 2018, is not expected to have a material impact on our results of operations, financial position, cash flows and disclosures.

In February, 2016, the Financial Accounting Standards Board issued guidance revising the principles and standards for recognizing leases. The guidance requires a lessee to recognize on the statement of financial position a liability for the lease payments and a right-of-use asset representing the lessee's right to use the underlying asset for the lease term. The recognition and measurement of lease expenses have not significantly changed from previous guidance. The guidance is effective for our quarter ending September 30, 2018 and we are evaluating the impact the guidance is expected to have on our results of operations, financial position, cash flows and disclosures.

In March, 2017, the Financial Accounting Standards Board issued guidance to improve the recognition and presentation of net periodic pension cost. The guidance requires employers who sponsor defined benefit pension plans to disaggregate the service cost component of net periodic benefit cost from the other components of net periodic benefit cost in the income statement. The guidance also allows only the service cost component to be eligible for capitalization, which is a departure from current accounting guidance where all components of net periodic benefit cost are eligible for capitalization. The guidance is effective for our quarter ending September 30, 2018 and we are evaluating the impact the guidance is expected to have on our results of operations, financial position, cash flows, disclosures and internal controls.

Recently Adopted Pronouncements

In March, 2016, the Financial Accounting Standards Board issued guidance simplifying the accounting and disclosure requirements for share-based compensation, including income tax consequences, classification of the awards as equity or liability and classification on the statement of cash flows. The guidance is effective for our quarter ending September 30, 2017; however, we have elected early adoption.

The guidance changed the accounting for excess tax benefits and deficiencies, where previously the difference in compensation cost recognized for financial reporting purposes versus the deduction on the corporate tax return was recognized as additional paid-in capital to the extent the cumulative tax benefits exceeded tax deficiencies. Effective July 1, 2016, on a prospective basis, we began recognizing the effect of vested awards as discrete items in the period in which they occur with excess tax benefits and deficiencies recognized in the Consolidated Statements of Income as an adjustment to income tax expense. We do not have any previously unrecognized excess tax benefits which require a cumulative effect adjustment upon adoption. The guidance also requires the classification of excess tax benefits and deficiencies as an operating activity on the Consolidated Statements of Cash Flows, which has been adopted retrospectively and resulted in an immaterial reclassification between financing activities and operating activities on the Consolidated Statements of Cash Flows.

Entities may elect an accounting policy for forfeitures where they can either continue the current method of recognizing forfeitures based on the number of awards expected to vest or as forfeitures occur. We have elected to recognize forfeitures as they occur. The adoption of this accounting policy did not result in a cumulative effect adjustment.

The threshold increased for an award to qualify for equity classification where shares are redeemed to meet statutory withholding obligations. Shares can now be redeemed up to the maximum statutory tax rates in the applicable jurisdiction, rather than the minimum statutory tax rates. The adoption of this guidance did not result in a change in classification of the award requiring a cumulative effect adjustment.

(3) Fair Value Measurements

Our financial assets and liabilities measured at fair value on a recurring basis consist of the assets of our supplemental retirement benefit trust, which are included in other non-current assets on the Consolidated Balance Sheets. Contributions to the trust are presented in other investing activities on the Consolidated Statements of Cash Flows. The assets of the trust consist of exchange traded securities and exchange traded mutual funds. The securities and mutual funds are recorded at fair value using

observable market prices from active markets, which are categorized as Level 1 in the fair value hierarchy. The trust assets are as follows:

| (\$000) | 2017 | 2016 |
|---------------------------------------|-------|-------|
| Money market | 48 | 44 |
| U.S. equity securities | 539 | 435 |
| Foreign equity funds | 246 | 168 |
| U.S. fixed income funds | 269 | 223 |
| Foreign fixed income funds | 23 | 19 |
| Absolute return strategy mutual funds | 94 | 145 |
| Total trust assets | 1,219 | 1,034 |

The carrying amounts of our other financial instruments including cash equivalents, accounts receivable, notes receivable and accounts payable approximate their fair value. The fair value of the assets in our defined benefit retirement plan are disclosed in Note 6 of the Notes to Consolidated Financial Statements.

Our Series A Notes, presented as current portion of long-term debt and long-term debt on the Consolidated Balance Sheets, are stated at historical cost, net of unamortized debt issuance costs. The fair value of our long-term debt is based on the expected future cash flows of the debt discounted using a credit adjusted risk-free rate. The credit adjusted risk-free rate for our 4.26% Series A Notes is the estimated cost to borrow a debt instrument with the same terms from a private lender at the measurement date. The fair value of our long-term debt is categorized as Level 3 in the fair value hierarchy.

| (\$000) | 2017 | | 2016 | |
|----------------------|--------------------|---------------|--------------------|---------------|
| | Carrying Amount | Fair Value | Carrying Amount | Fair Value |
| 4.26% Series A Notes | 50,429 | 52,978 | 51,923 | 55,324 |

(4) Asset Retirement Obligations

Legal obligations

As of June 30, 2017 and 2016, we have accrued liabilities and related assets, net of accumulated depreciation, relative to the legal obligation to retire certain natural gas wells, storage tanks, mains and services. For asset retirement obligations related to regulated assets, accretion of the liability and depreciation of the asset retirement costs are recorded as regulatory assets, pursuant to regulatory accounting standards, as we recover the cost of removing our regulated assets through our depreciation rates.

The following is a summary of our asset retirement obligations as shown on the accompanying Consolidated Balance Sheets:

| (\$000) | 2017 | 2016 |
|-----------------------------------|-------|-------|
| Balance, beginning of year | 3,918 | 3,796 |
| Liabilities incurred | 38 | 28 |
| Liabilities settled | (357) | (266) |
| Accretion | 280 | 271 |
| Revisions in estimated cash flows | 152 | 89 |
| Balance, end of year | 4,031 | 3,918 |

We have an additional asset retirement obligation related to the retirement of wells located at our underground natural gas storage facility. Since we expect to utilize the storage facility as long as we provide natural gas to our customers, we have determined the underlying asset has an indeterminate life. Therefore, we have not recorded a liability associated with the cost to retire the wells.

Non-legal obligations

In accordance with established regulatory practices, we accrue costs of removal on long-lived assets through depreciation expense to the extent recovery of such costs is granted by the Kentucky Public Service Commission even though such costs do not represent legal obligations. In accordance with regulatory accounting standards, \$549,000 and \$487,000 of such accrued cost of removal was recorded as a regulatory liability on the accompanying Consolidated Balance Sheets as of June 30, 2017 and 2016, respectively.

(5) Income Taxes

We provide for income taxes on temporary differences resulting from the use of alternative methods of income and expense recognition for financial and tax reporting purposes. The differences result primarily from the use of accelerated tax depreciation methods for certain properties versus the straight-line depreciation method for financial reporting purposes, differences in capitalization thresholds for tax reporting purposes versus financial reporting purposes, differences in recognition of purchased natural gas costs and certain accruals which are not currently deductible for income tax purposes. We utilize the asset and liability method for accounting for income taxes, which requires that deferred income tax assets and liabilities be computed using tax rates that will be in effect when the book and tax temporary differences reverse. Changes in tax rates applied to accumulated deferred income taxes are not immediately recognized in operating results because of ratemaking treatment. A regulatory liability has been established to recognize the regulatory obligation to refund these excess deferred taxes through customer rates. The net deferred income tax liability is presented as non-current in deferred income taxes on the accompanying Consolidated Balance Sheets. The temporary differences which gave rise to the net accumulated deferred income tax liability for the periods are as follows:

| (\$000) | 2017 | 2016 |
|--|----------|----------|
| Deferred Tax Liabilities | | |
| Deferred natural gas cost | (796) | (256) |
| Prepaid expenses | (339) | (392) |
| Accelerated depreciation | (39,603) | (38,862) |
| Prepaid pension | (982) | — |
| Regulatory assets - asset retirement obligations | (1,078) | (981) |
| Regulatory assets - loss on extinguishment of debt | (937) | (1,021) |
| Regulatory assets - unrecognized accrued pension | (2,684) | (4,110) |
| Regulatory liabilities | (837) | (837) |
| Other | (1,082) | (1,084) |
| Total deferred tax liabilities | (48,338) | (47,543) |
| Deferred Tax Assets | | |
| Bad debt reserve | 65 | 114 |
| Accrued pension | — | 516 |
| Accrued employee benefits | 783 | 875 |
| Asset retirement obligations | 1,468 | 1,425 |
| Regulatory liabilities | 1,060 | 1,084 |
| Section 263(a) capitalized costs | 58 | 32 |
| Other | 89 | 92 |
| Total deferred tax assets | 3,523 | 4,138 |
| Net accumulated deferred income tax liability | (44,815) | (43,405) |

The components of the income tax provision are comprised of the following for the years ended June 30:

| (\$000) | 2017 | 2016 | 2015 |
|--------------------|---------------------|---------------------|---------------------|
| Current | | | |
| Federal | 1,605 | 1,817 | 1,950 |
| State | 279 | 366 | 493 |
| Total | <u>1,884</u> | <u>2,183</u> | <u>2,443</u> |
| Deferred | 1,347 | 1,194 | 1,449 |
| Income tax expense | <u><u>3,231</u></u> | <u><u>3,377</u></u> | <u><u>3,892</u></u> |

Reconciliation of the statutory federal income tax rate to the effective income tax rate is shown in the table below:

| (%) | 2017 | 2016 | 2015 |
|--|--------------------|--------------------|--------------------|
| Statutory federal income tax rate | 34.0 | 34.0 | 34.0 |
| State income taxes, net of federal benefit | 4.0 | 4.0 | 4.0 |
| Amortization of investment tax credits | — | (0.1) | (0.1) |
| Other differences, net | (1.1) | — | (0.4) |
| Effective income tax rate | <u><u>36.9</u></u> | <u><u>37.9</u></u> | <u><u>37.5</u></u> |

We recognize the income tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by the taxing authorities, based on the technical merits of the position. The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than fifty percent likelihood of being realized upon ultimate settlement. The liability for unrecognized tax benefits expected to be recognized within the next twelve months has partially offset our prepaid income taxes and been presented in prepayments on the Consolidated Balance Sheets. The liability for unrecognized tax benefits not expected to be recognized within the next twelve months has been presented in other long-term liabilities on the Consolidated Balance Sheets. Interest and penalties on tax uncertainties are classified in income tax expense in the Consolidated Statements of Income.

As of June 30, 2017 and 2016, we did not have any unrecognized tax positions, which, if recognized, would impact the effective tax rate.

We file income tax returns in federal and Kentucky jurisdictions. Tax years previous to June 30, 2014 and June 30, 2013 are no longer subject to examination for federal and Kentucky income taxes, respectively.

(6) Employee Benefit Plans

Defined Benefit Retirement Plan

We have a trustee, noncontributory, defined benefit retirement plan covering all eligible employees hired prior to May 9, 2008. Retirement income is based on the number of years of service and annual rates of compensation. The Company has historically made annual contributions to fund the plan adequately.

Generally accepted accounting principles (“GAAP”) require employers who sponsor defined benefit retirement plans to recognize the funded status of a defined benefit retirement plan on the balance sheet and to recognize through comprehensive income the changes in the funded status in the year in which the changes occur. However, regulatory accounting standards provide that regulated entities can defer recoverable costs that would otherwise be charged to expense or equity by non-regulated entities. Current cost-of-service ratemaking in Kentucky allows recovery of net periodic benefit cost as determined under GAAP. The Kentucky Public Service Commission has been clear and consistent with its historical treatment of such rate recovery; therefore, we have recorded a regulatory asset representing the probable recovery of the portion of the change in funded status of the defined benefit retirement plan that is expected to be recognized in future net periodic benefit cost. The regulatory asset is adjusted annually as prior service cost and actuarial losses are recognized in net periodic benefit cost.

Our obligations and the funded status of our plan, measured at June 30, 2017 and 2016, respectively, are as follows:

| (\$000) | 2017 | 2016 |
|---|---------------|----------------|
| Change in Benefit Obligation | | |
| Benefit obligation at beginning of year | 31,572 | 28,838 |
| Service cost | 1,021 | 1,004 |
| Interest cost | 1,053 | 1,157 |
| Actuarial (gain) loss | (1,317) | 1,517 |
| Benefits paid | (721) | (944) |
| Benefit obligation at end of year | <u>31,608</u> | <u>31,572</u> |
| Change in Plan Assets | | |
| Fair value of plan assets at beginning of year | 29,738 | 30,984 |
| Actual return on plan assets | 3,205 | (802) |
| Employer contributions | 1,500 | 500 |
| Benefits paid | (721) | (944) |
| Fair value of plan assets at end of year | <u>33,722</u> | <u>29,738</u> |
| Recognized Amounts | | |
| Projected benefit obligation | (31,608) | (31,572) |
| Plan assets at fair value | 33,722 | 29,738 |
| Funded status | <u>2,114</u> | <u>(1,834)</u> |
| Net amount recognized as prepaid (accrued) pension on the Consolidated Balance Sheets | <u>2,114</u> | <u>(1,834)</u> |
| Items Not Yet Recognized as a Component of Net Periodic Benefit Cost | | |
| Prior service cost | (57) | (144) |
| Accumulated net losses | 7,126 | 10,972 |
| Amounts recognized as regulatory assets | <u>7,069</u> | <u>10,828</u> |

The accumulated benefit obligation was \$28,320,000 and \$28,124,000 for 2017 and 2016, respectively.

| (\$000) | 2017 | 2016 | 2015 |
|--|--------------|------------|------------|
| Components of Net Periodic Benefit Cost | | | |
| Service cost | 1,021 | 1,004 | 990 |
| Interest cost | 1,053 | 1,157 | 1,056 |
| Expected return on plan assets | (1,623) | (1,636) | (1,711) |
| Amortization of unrecognized net loss | 947 | 373 | 244 |
| Amortization of prior service cost | (86) | (86) | (86) |
| Net periodic benefit cost | <u>1,312</u> | <u>812</u> | <u>493</u> |

(%)

Weighted-Average Assumptions Used to Determine Benefit Obligations

| | | | |
|-------------------------------|------|------|------|
| Discount rate | 3.75 | 3.50 | 4.25 |
| Rate of compensation increase | 4.0 | 4.0 | 4.0 |

Weighted-Average Assumptions Used to Determine Net Periodic Benefit Cost

| | | | |
|--|-----|------|------|
| Discount rate | 3.5 | 4.25 | 4.25 |
| Expected long-term return on plan assets | 5.5 | 5.5 | 6.0 |
| Rate of compensation increase | 4.0 | 4.0 | 4.0 |

Plan Assets

Our target investment allocations have been developed using an asset allocation model which weighs risk versus return of various investment indices to create a target asset allocation to maximize return subject to a moderate amount of portfolio risk. Risk tolerance is established through careful consideration of plan liabilities, plan funded status and corporate financial condition. The investment portfolios contain a diversified blend of equity and fixed income investments. Our target investment allocations are approximately 65% equity investments and 35% fixed income investments. Our equity investment target allocations are heavily weighted toward domestic equity securities, with allocations to domestic real estate securities and foreign equity securities for the purposes of diversification. Fixed income securities primarily include U.S. government obligations and corporate debt securities. For additional diversification, we invest in absolute return strategy mutual funds, which include both equity and fixed income securities, with the objective of providing a return greater than inflation. The plan has amended its investment policy to allow for liability driven investments which, over time, will match a portion of the plan's liability with the underlying assets. We regularly review our asset allocation and periodically rebalance our investments to our targeted allocations as appropriate.

The assets of the plan are comprised of investments in individual securities and mutual funds.

| (%) | Target Allocations | Actual Allocations | |
|---------------------------------------|--------------------|--------------------|------------|
| Asset Class | | 2017 | 2016 |
| Cash and cash equivalents | 3 | 4 | 3 |
| Equity Securities | | | |
| U.S. equity securities | 44 | 34 | 35 |
| Foreign equity securities | 21 | 17 | 17 |
| | <u>65</u> | <u>51</u> | <u>52</u> |
| Fixed Income Securities | | | |
| U. S. fixed income security | 13 | 23 | 21 |
| Foreign fixed income security | 2 | 4 | 2 |
| | <u>15</u> | <u>27</u> | <u>23</u> |
| Other Securities | | | |
| Absolute return strategy mutual funds | 7 | 10 | 14 |
| Real estate investment trusts | 10 | 8 | 8 |
| | <u>17</u> | <u>18</u> | <u>22</u> |
| | <u>100</u> | <u>100</u> | <u>100</u> |

Individual exchange traded equity securities, exchange traded mutual funds and treasury securities are categorized as Level 1 in the fair value hierarchy as the fair value of the investments is determined based on the quoted market price of each investment. Mutual funds are categorized based on their primary investment strategy. The respective level within the fair value hierarchy is determined as described in Note 1 of the Notes to Consolidated Financial Statements. Corporate bonds, municipal bonds and U.S. agency securities are valued based on a calculation using interest rate curves and credit spreads applied to the terms of the debt (maturity and coupon rate) supported by observable transactions and are categorized as Level 2 in the fair value hierarchy. The following represents the fair value of the plan assets:

| (\$000) | 2017 | Level 1 | Level 2 | Level 3 |
|---|--------|---------|---------|---------|
| Asset Class | | | | |
| Cash | 1,169 | 1,169 | — | — |
| Equity Securities | | | | |
| U.S. equity securities | 11,293 | 11,293 | — | — |
| Foreign equity securities | 5,658 | 5,658 | — | — |
| | 16,951 | 16,951 | — | — |
| Fixed Income Securities | | | | |
| U.S. treasury securities | 1,301 | 1,301 | — | — |
| U.S. corporate bonds | 1,664 | — | 1,664 | — |
| High yield funds | 4,418 | 4,418 | — | — |
| Foreign bond funds | 1,326 | 1,326 | — | — |
| Other | 636 | — | 636 | — |
| | 9,345 | 7,045 | 2,300 | — |
| Other | | | | |
| Absolute return strategy mutual funds | 3,517 | 3,517 | — | — |
| Real estate investment trusts and master-limited partnerships | 2,740 | 2,153 | 587 | — |
| | 6,257 | 5,670 | 587 | — |
| Total investments at fair value | 33,722 | 30,835 | 2,887 | — |
| (\$000) | 2016 | Level 1 | Level 2 | Level 3 |
| Asset Class | | | | |
| Cash | 807 | 807 | — | — |
| Equity Securities | | | | |
| U.S. equity securities | 10,355 | 10,355 | — | — |
| Foreign equity securities | 4,952 | 4,952 | — | — |
| | 15,307 | 15,307 | — | — |
| Fixed Income Securities | | | | |
| U.S. treasury securities | 387 | 387 | — | — |
| U.S. corporate bonds | 990 | — | 990 | — |
| High yield funds | 4,397 | 4,397 | — | — |
| Foreign bond funds | 624 | 624 | — | — |
| Other | 680 | — | 680 | — |
| | 7,078 | 5,408 | 1,670 | — |
| Other | | | | |
| Absolute return strategy mutual funds | 4,300 | 4,300 | — | — |
| Real estate investment trusts and master-limited partnerships | 2,246 | 2,084 | 162 | — |
| | 6,546 | 6,384 | 162 | — |
| Total investments at fair value | 29,738 | 27,906 | 1,832 | — |

We determined the expected long-term rate of return for plan assets with input from plan actuaries and investment consultants based upon many factors including asset allocations, historical asset returns and expected future market conditions. The discount rates used by the Company for valuing pension liabilities are based on a review of high-quality corporate bond yields with maturities approximating the remaining life of the projected benefit obligations.

We made \$1,500,000 in discretionary contributions to the defined benefit retirement plan in fiscal 2017. In August, 2017, we made a \$500,000 discretionary contribution to the defined benefit retirement plan.

The following benefit payments, which reflect expected future service, as appropriate, are expected to be paid:

(\$000)

| | |
|-------------|-------|
| 2018 | 3,211 |
| 2019 | 1,699 |
| 2020 | 1,281 |
| 2021 | 1,176 |
| 2022 | 1,375 |
| 2023 - 2027 | 9,035 |

Effective May 9, 2008, any employees hired on and after that date were not eligible to participate in our defined benefit retirement plan. Freezing the defined benefit retirement plan for new entrants did not impact the level of benefits for existing participants.

We do not provide postretirement or postemployment benefits other than the defined benefit retirement plan for retired employees and the supplemental retirement agreement described below.

Employee Savings Plan

We have an employee savings plan under which eligible employees may elect to contribute a portion of their annual compensation up to the maximum amount permitted by law. The Company matches 100% of the employee's contribution up to a maximum company contribution of 4% of the employee's annual compensation. Employees hired after May 9, 2008, who are not eligible to participate in the defined benefit retirement plan, annually receive an additional 4% non-elective contribution into their employee savings plan account. Company contributions are discretionary and subject to change with approval from our Board of Directors. For 2017, 2016 and 2015, our employee savings plan expense was \$396,000, \$379,000 and \$359,000, respectively.

Supplemental Retirement Agreement

We sponsor a nonqualified defined contribution supplemental retirement agreement for Glenn R. Jennings, Delta's Chairman of the Board, President and Chief Executive Officer. Delta makes discretionary contributions into an irrevocable trust until Mr. Jennings' retirement. At retirement, the trustee will make annual payments of \$100,000 to Mr. Jennings until the trust is depleted. For 2017, 2016 and 2015, Delta contributed \$60,000 each year to the trust. As of June 30, 2017 and 2016, the irrevocable trust assets are \$1,219,000 and \$1,034,000, respectively. These amounts are included in other non-current assets on the accompanying Consolidated Balance Sheets. Liabilities, in corresponding amounts, are included in other long-term liabilities on the accompanying Consolidated Balance Sheets.

(7) Dividend Reinvestment and Stock Purchase Plan

Our Dividend Reinvestment and Stock Purchase Plan ("Reinvestment Plan") provides that shareholders of record can reinvest dividends and also make limited additional investments of up to \$50,000 per year in shares of common stock of the Company. Under the Reinvestment Plan we issued 22,682, 28,437 and 26,412 shares in 2017, 2016 and 2015, respectively. We registered 400,000 shares for issuance under the Reinvestment Plan in 2006, and as of June 30, 2017 there were approximately 15,000 shares available for issuance. The Reinvestment Plan was terminated effective June 30, 2017.

(8) Risk Management and Derivative Instruments

To varying degrees, our regulated and non-regulated segments are exposed to commodity price risk. We purchase our natural gas supply through a combination of requirements contracts with no minimum purchase obligations, monthly spot purchase contracts and forward purchase contracts. We mitigate price risk related to the sale of natural gas by efforts to balance supply and demand. For our regulated segment, we utilize requirements contracts, spot purchase contracts and our underground storage to meet our regulated customers' natural gas requirements, all of which have minimal price risk because we are permitted to pass these natural gas costs on to our regulated customers through our natural gas cost recovery tariff. None of our natural gas contracts are accounted for using the fair value method of accounting. While some of our natural gas purchase contracts and natural gas sales contracts meet the definition of a derivative, we have designated these contracts as normal purchases and normal sales.

(9) Notes Payable

The current bank line of credit with Branch Banking and Trust Company permits borrowings up to \$40,000,000, all of which was available as of June 30, 2017 and June 30, 2016. During 2017 and 2016, we did not have any borrowing on our bank line of credit. The bank line of credit extends through June 30, 2019, but will be terminated upon the closing of the Merger. The interest rate on the used line of credit is the London Interbank Offered Rate plus 1.075%. The annual cost of the unused bank line of credit is 0.125%. Our most restrictive covenants are discussed in Note 10 of the Notes to Consolidated Financial Statements.

(10) Long-Term Debt

Our Series A Notes are unsecured, bear interest at a rate of 4.26% per annum, which is payable quarterly, and mature on December 20, 2031. We are required to make an annual \$1,500,000 principal payment on the Series A Notes each December. The following table summarizes the contractual maturities of our Series A Notes by fiscal year:

(\$000)

| | |
|---------------------|---------------|
| 2018 | 1,500 |
| 2019 | 1,500 |
| 2020 | 1,500 |
| 2021 | 1,500 |
| Thereafter | 44,500 |
| Total maturing debt | <u>50,500</u> |

Any additional prepayment of principal by the Company may be subject to a prepayment premium which varies depending on the yields of United States Treasury securities with a maturity equal to the remaining average life of the Series A Notes.

We amortize debt issuance expenses over the life of the related debt using the effective interest method. As of June 30, 2017 and 2016, \$71,000 and \$77,000 of debt issuance costs, respectively, were reflected as an adjustment to the carrying amount of our long-term debt on the accompanying Consolidated Balance Sheets. As of June 30, 2017 and 2016, we had a loss on extinguishment of debt of \$2,468,000 and \$2,689,000, respectively, which has been deferred as a regulatory asset and is being amortized over the term of the debt, as further discussed in Note 1 of the Notes to Consolidated Financial Statements.

With our bank line of credit and Series A Notes, we have agreed to certain financial and other covenants. Noncompliance with these covenants can make the obligations immediately due and payable. Our financial covenants include covenants related to our tangible net worth, total debt to capitalization ratio and fixed charge ratio. Additionally, the Company may not pay aggregate dividends on its capital stock (plus amounts paid in redemption of its capital stock) in excess of the sum of \$15,000,000 plus the Company's cumulative earnings after September 30, 2011 adjusted for certain unusual or non-recurring items. We believe we were in compliance with the financial covenants under our bank line of credit and 4.26% Series A Notes for all periods presented in the Consolidated Financial Statements.

Furthermore, the agreement governing our 4.26% Series A Notes contains a cross-default provision which provides that we will be in default under the 4.26% Series A Notes if we are in default on any other outstanding indebtedness that exceeds \$2,500,000. Similarly, the loan agreement governing the bank line of credit contains a cross-default provision which provides that we will be in default under the bank line of credit if we are in default under our 4.26% Series A Notes and fail to cure the default within ten days of notice from the bank.

(11) Earnings per Share

The following table sets forth the computation of basic and diluted earnings per common share:

| | 2017 | 2016 | 2015 |
|--|------------------|------------------|------------------|
| Numerator - Basic and Diluted (\$000) | | | |
| Net income | 5,516 | 5,529 | 6,496 |
| Dividends declared | (7,394) | (5,822) | (5,640) |
| Undistributed earnings (loss) (a) | <u>(1,878)</u> | <u>(293)</u> | <u>856</u> |
| Allocated to common shares: | | | |
| Undistributed earnings (loss) (a) | (1,878) | (293) | 851 |
| Dividends declared (b) | 7,391 | 5,798 | 5,609 |
| Earnings allocated to common shares | <u>5,513</u> | <u>5,505</u> | <u>6,460</u> |
| Denominator - Basic and Diluted | | | |
| Weighted average common shares (c) | <u>7,118,170</u> | <u>7,066,925</u> | <u>7,002,694</u> |
| Earnings per Common Share - Basic and Diluted (\$) | <u>0.77</u> | <u>0.78</u> | <u>0.92</u> |
| (a) Percentage allocated to common shares: | | | |
| Weighted average: | | | |
| Common shares outstanding | 7,118,170 | 7,066,925 | 7,002,694 |
| Unvested participating shares outstanding (d) | — | — | 45,500 |
| Total | <u>7,118,170</u> | <u>7,066,925</u> | <u>7,048,194</u> |
| Percentage allocated to common shares | 100.0% | 100.0% | 99.4% |
| Undistributed earnings (loss) (\$000) | (1,878) | (293) | 856 |
| Allocated to common shares | <u>(1,878)</u> | <u>(293)</u> | <u>851</u> |

- (b) Represents dividends paid on common shares, exclusive of unvested participating shares.
- (c) Under our Incentive Compensation Plan, recipients of performance share awards receive unvested non-participating shares, as further discussed in Note 16 of the Notes to Consolidated Financial Statements. Unvested non-participating shares become dilutive in the interim quarter-end in which the performance objective is met. If the performance objective continues to be met through the end of the performance period, these shares become unvested participating shares as of the fiscal year-end, as further discussed below in Note (c). The weighted average number of unvested non-participating shares outstanding during a period is included in the diluted earnings per common share calculation using the treasury stock method, unless the effect of including such shares would be antidilutive. There were no unvested non-participating shares outstanding as of June 30, 2017, 2016 and 2015.
- (d) Certain awards under our shareholder approved incentive compensation plan, as further discussed in Note 16 of the Notes to Consolidated Financial Statements, provide the recipients of the awards all the rights of a shareholder of Delta including the right to dividends declared on common shares. Any unvested shares which are participating in dividends are considered participating securities and are included in our computation of basic and diluted earnings per share using the two-class method unless the effect of including such shares would be antidilutive. As of June 30, 2017 and 2016, there were 4,000 and 28,000 participating shares outstanding, respectively, which were excluded from the computation of earnings allocated to common shares, as the holders of the unvested participating shares do not have a contractual obligation to share in losses. There were no antidilutive shares in 2015. There were 4,000, 28,000 and 65,000 unvested participating shares outstanding as of June 30, 2017, 2016 and 2015, respectively.

(12) Operating Leases

We have no non-cancellable operating leases. Our operating leases relate primarily to well and compressor station site leases and are cancellable at our option. Rental expense under operating leases was \$68,000, \$78,000 and \$69,000 for the years ended June 30, 2017, 2016 and 2015, respectively.

(13) Commitments and Contingencies

We have entered into an employment agreement with our Chairman of the Board, President and Chief Executive Officer and change in control agreements with our other four officers. The agreements expire or may be terminated at various times. The agreements provide for continuing monthly payments and the continuation of specified benefits over varying periods following defined changes in ownership of the Company if the officer is either terminated without cause during the term of the agreement or the officer terminates his employment because the officer cannot in good faith effectively carry out his duties. In the event all of these agreements were exercised in the form of lump sum payments, approximately \$4.7 million of wages would be paid in addition to continuation of specified benefits for up to five years. Additionally, the agreements provide for a reimbursement of excise taxes levied on such payments and a gross-up of income taxes attributable to the reimbursement. If all agreements were exercised by the officers, based on the \$30.50 per share price offered by PNG, approximately \$14.7 million would be paid, which includes wages, benefits, unvested shares awarded under our Incentive Compensation Plan and any tax gross-ups.

Jacob Halberstam, et al v. Delta Natural Gas Company, Inc., et al. Clark Circuit Court, Kentucky. The plaintiff filed this complaint on April 13, 2017, on behalf of himself and all Delta shareholders against Delta, its directors and PNG and Merger Sub. The plaintiff alleges that the defendants breached fiduciary duties to the Delta shareholders and aided and abetted breaches of fiduciary duties in connection with the Merger Agreement, under the terms of which Delta would be merged with and into Merger Sub, with Delta being the surviving corporation and becoming a wholly owned subsidiary of PNG. The plaintiff seeks to enjoin the consummation of the proposed transaction or, if the proposed transaction is closed, damages from Delta's directors.

Paul Parshall, et al. v. Delta Natural Gas Company, Inc., et al., United States District Court for the Eastern District of Kentucky at Lexington. The plaintiff filed this complaint on April 28, 2017, on behalf of himself and all Delta shareholders against Delta, its directors, PNG, Merger Sub and SteelRiver Infrastructure Fund North America, LP. The plaintiff alleges that the defendants violated Sections 14(a) and 20(a) of the Securities Exchange Act of 1934 in connection with the Merger Agreement. The complaint has been dismissed without prejudice.

Judy Cole, et al. v. Delta Natural Gas Company, Inc., et al. Clark Circuit Court, Kentucky. The plaintiff filed this complaint on May 5, 2017, on behalf of herself and all Delta shareholders against Delta and its directors. The plaintiff alleges that the defendants breached fiduciary duties to the Delta shareholders in connection with the Merger Agreement and the proxy statement sent to Delta shareholders describing the transaction. The plaintiff seeks to enjoin the consummation of the proposed transaction.

Counsel for Delta, counsel for PNG, Merger Sub and SteelRiver Infrastructure Fund North America, LP and counsel for the plaintiffs in the three lawsuits described above have entered a confidential memorandum of understanding dated May 25, 2017, under the terms of which the litigation will be settled, subject to court approval, with Delta making additional disclosures to its shareholders, which has been done. It is anticipated that the plaintiffs will seek an order from the Clark Circuit Court requiring Delta to pay attorneys' fees and expenses of the plaintiffs. The amount of the anticipated fee request and any amount of settlement is unknown. During 2017, no expense has been recognized related to the fee request or settlement in the Consolidated Statement of Income. Delta is insured for such litigation, subject to a \$1 million deductible.

We are not a party to any other material pending legal proceedings that are expected to have a materially adverse impact on our liquidity, financial position or results of operations.

In connection with the Merger, we retained Tudor Pickering, Holt & Co. Advisors, LLC ("TPH") to act as financial advisors in connection with the transaction contemplated by the Merger Agreement and \$1,853,000 is payable to TPH upon closing of the Merger. Additionally, upon closing of the Merger, Delta is required to purchase runoff insurance coverage for six years which will cost an estimated \$158,000. During 2017, none of these amounts have been recognized as an expense in the Consolidated Statement of Income.

We have entered into forward purchase agreements for a portion of our non-regulated segment's natural gas purchases through June, 2019. The agreements require us to purchase minimum amounts of natural gas throughout the term of the agreements.

The agreements are established in the normal course of business to ensure adequate natural gas supply to meet our non-regulated customers' natural gas requirements. The agreements have aggregate minimum purchase obligations of \$350,000 and \$199,000 for our fiscal years ending June 30, 2018 and 2019, respectively.

(14) Regulatory Matters

The Kentucky Public Service Commission exercises regulatory authority over our retail natural gas distribution and transportation services, which includes approval of our regulated rates and tariffs. We monitor our need to file requests with them for a general rate increase for our natural gas distribution and transportation services. The Kentucky Public Service Commission has historically utilized cost-of-service ratemaking where our base rates are established to recover normal operating expenses, exclusive of natural gas costs, and a reasonable rate of return on our rate base. Rate base consists primarily of our regulated segment's property, plant and equipment, natural gas in storage and unamortized debt expense offset by accumulated depreciation and certain deferred income taxes. Our regulated rates were most recently adjusted in our 2010 rate case and became effective in October, 2010. We do not have any matters before the Kentucky Public Service Commission which would have a material impact on our results of operations, financial position or cash flows.

Our pipe replacement program tariff allows us to adjust rates annually to earn a return on capital expenditures incurred subsequent to our last rate case which are associated with the replacement of pipe and related facilities. The pipe replacement program is designed to additionally recover the costs associated with the mandatory retirement or relocation of facilities.

Our natural gas cost recovery tariff permits us to adjust the rates charged to our customers to reflect changes in our natural gas supply costs and any bad debt expense related to natural gas cost. Although we are not required to file a general rate case to adjust rates pursuant to the natural gas cost recovery tariff, we are required to make quarterly filings with the Kentucky Public Service Commission. Under and over-recovered natural gas costs are collected or refunded through adjustments to customer bills beginning three months after the end of the quarter in which the actual natural gas costs were incurred.

Our weather normalization tariff provides for the adjustment of our rates to residential and small non-residential customers to reflect variations from thirty-year average weather for our December through April billing cycles. These adjustments to customer bills are made on a real time basis such that there is no lag in collecting from or refunding to customers the related dollar amounts.

Additionally, we have a conservation and efficiency program tariff for our residential customers, which allows us to adjust our rates for activities performed through the program. Through this program, we perform energy audits, promote conservation awareness and provide rebates on the purchase of certain high-efficiency appliances. The program helps to align our interests with our residential customers' interests by reimbursing us for the gross margins on lost sales due to operating the program and providing incentives for us to promote customer conservation. Our rates are adjusted annually to recover the costs incurred under these programs, the reimbursement of margins on lost sales and the incentives provided to us.

In addition to regulation by the Kentucky Public Service Commission, we may obtain non-exclusive franchises from the cities in which we operate authorizing us to place our facilities in the streets and public grounds. No utility may obtain a franchise until it has obtained approval from the Kentucky Public Service Commission to bid on such franchise. We hold franchises in seven of the cities we serve, and we continue to operate under the conditions of expired franchises in fifteen other cities we serve. In the other cities and areas we serve, the areas served do not have governmental organizations authorized to grant franchises or the city governments do not require a franchise. We attempt to acquire or reacquire franchises whenever feasible. Without a franchise, a city could require us to cease our occupation of the streets and public grounds or prohibit us from extending our facilities into any new area of that city. To date, the absence of a franchise has not adversely affected our operations.

On March 17, 2017, we and PNG filed a joint application with the Kentucky Public Service Commission seeking regulatory approval of the Merger, as further discussed in Note 18 of the Notes to Consolidated Financial Statements. On August 15, 2017, the Kentucky Public Service Commission issued an order granting unconditional approval of the Merger and we anticipate closing to occur by September 30, 2017.

(15) Segment Information

Our Company has two reportable segments: a regulated segment and a non-regulated segment. Our regulated segment includes our natural gas distribution and transportation services, which are regulated by the Kentucky Public Service Commission. Our non-regulated segment includes our natural gas marketing activities and the sales of natural gas liquids. The non-regulated segment produces a portion of the natural gas it markets to its customers. The division of these segments into separate revenue

generating components is based upon regulation, products and services. Both segments operate in the single geographic area of central and southeastern Kentucky. Our chief operating decision maker is our Chief Executive Officer. We evaluate performance based on net income of the respective segment.

In our non-regulated segment, two customers each provided more than 5% of our operating revenues for 2017. Our largest customer provided approximately \$15,889,000, \$11,555,000 and \$17,852,000 of non-regulated revenues during 2017, 2016 and 2015, respectively. Our second largest customer provided approximately \$4,744,000, \$5,656,000 and \$7,127,000 of non-regulated revenues during 2017, 2016 and 2015, respectively. There is no assurance that revenues from these customers will continue at these levels.

Our regulated segment purchased approximately 99% of its natural gas from CenterPoint Energy Services and Midwest Energy Services in 2017, 2016 and 2015.

Our non-regulated segment purchased approximately 95% of its natural gas from CenterPoint Energy Services and Midwest Energy Services in 2017. We purchased approximately 99% of our natural gas from CenterPoint Energy Services and Midwest Energy Services in 2016 and 2015.

The reportable segments follow the accounting policies as described in the Summary of Significant Accounting Policies in Note 1 of the Notes to Consolidated Financial Statements. Intersegment revenues and expenses represent the natural gas transportation costs from the regulated segment to the non-regulated segment at our tariff rates. Operating expenses, taxes and interest are allocated to the non-regulated segment.

Segment information is shown in the following table:

| (\$000) | 2017 | 2016 | 2015 |
|-------------------------------|----------------------|----------------------|----------------------|
| Operating Revenues | | | |
| Regulated | | | |
| External customers | 41,795 | 41,242 | 52,681 |
| Intersegment | 3,446 | 3,591 | 3,869 |
| Total Regulated | <u>45,241</u> | <u>44,833</u> | <u>56,550</u> |
| Non-regulated | | | |
| External customers | 27,045 | 22,888 | 33,507 |
| Eliminations for intersegment | (3,446) | (3,591) | (3,869) |
| Total operating revenues | <u><u>68,840</u></u> | <u><u>64,130</u></u> | <u><u>86,188</u></u> |
| Operating Expenses | | | |
| Regulated | | | |
| Purchased natural gas | 12,562 | 11,704 | 22,729 |
| Depreciation and amortization | 6,323 | 6,328 | 6,293 |
| Other | 18,240 | 16,033 | 15,819 |
| Total regulated | <u>37,125</u> | <u>34,065</u> | <u>44,841</u> |
| Non-regulated | | | |
| Purchased natural gas | 19,981 | 17,621 | 26,713 |
| Depreciation and amortization | 93 | 88 | 84 |
| Other | 4,084 | 4,513 | 5,455 |
| Total non-regulated | <u>24,158</u> | <u>22,222</u> | <u>32,252</u> |
| Eliminations for intersegment | (3,446) | (3,591) | (3,869) |
| Total operating expenses | <u><u>57,837</u></u> | <u><u>52,696</u></u> | <u><u>73,224</u></u> |
| Other Income | | | |
| Regulated | 206 | 4 | 25 |
| Non-regulated | — | — | — |
| Total other income | <u>206</u> | <u>4</u> | <u>25</u> |
| Interest Charges | | | |
| Regulated | 2,415 | 2,486 | 2,551 |
| Non-regulated | 47 | 45 | 50 |
| Total interest charges | <u>2,462</u> | <u>2,531</u> | <u>2,601</u> |
| Income Tax Expense | | | |
| Regulated | 2,153 | 3,238 | 3,553 |
| Non-regulated | 1,078 | 139 | 339 |
| Total income tax expense | <u>3,231</u> | <u>3,377</u> | <u>3,892</u> |
| Net Income | | | |
| Regulated | 3,754 | 4,982 | 5,748 |
| Non-regulated | 1,762 | 547 | 748 |
| Total net income | <u>5,516</u> | <u>5,529</u> | <u>6,496</u> |
| Assets | | | |
| Regulated | 184,843 | 185,634 | 183,482 |
| Non-regulated | 5,114 | 3,245 | 4,229 |
| Total assets | <u>189,957</u> | <u>188,879</u> | <u>187,711</u> |
| Capital Expenditures | | | |
| Regulated | 8,679 | 6,293 | 8,991 |
| Non-regulated | 47 | 10 | 20 |
| Total capital expenditures | <u>8,726</u> | <u>6,303</u> | <u>9,011</u> |

(16) Share-Based Compensation

We have a shareholder approved incentive compensation plan (the “Plan”) that provides for compensation payable in shares of our common stock. The Plan is administered by our Corporate Governance and Compensation Committee of our Board of Directors, which has complete discretion in determining our employees, officers and outside directors who shall be eligible to participate in the Plan, as well as the type, amount, terms and conditions of each award, subject to the limitations of the Plan.

The number of shares of our common stock that may be issued pursuant to the Plan may not exceed in the aggregate 1,000,000 shares. As of June 30, 2017, approximately 751,000 shares of common stock were available for issuance under the Plan, subject to the limitations imposed by our Corporate Governance Guidelines. Shares of common stock may be available from authorized but unissued shares, shares reacquired by us or shares that we purchase in the open market. Upon vesting, the Plan allows for withholding a number of shares equal in fair value to the taxes required to satisfy statutory withholding requirements. The following table sets forth the number of shares granted by fiscal year:

| | 2017 | | 2016 | | 2015 | |
|--------------------|---------------|-------------------------------|---------------|-------------------------------|---------------|-------------------------------|
| | Shares | Grant Date Fair Value (000's) | Shares | Grant Date Fair Value (000's) | Shares | Grant Date Fair Value (000's) |
| Stock Awards | 9,600 | \$ 247 | 8,400 | \$ 169 | 22,000 | 443 |
| Performance Shares | 41,000 | 1,056 | 39,000 | 787 | 39,000 | 773 |
| Total | <u>50,600</u> | <u>\$ 1,303</u> | <u>47,400</u> | <u>\$ 956</u> | <u>61,000</u> | <u>1,216</u> |

Compensation expense for share-based compensation is recorded in the non-regulated segment in operation and maintenance expense in the Consolidated Statements of Income based on the fair value of the awards at the grant date and is amortized over the requisite service period. Fair value is the closing price of our common shares at the grant date. The grant date is the date at which our commitment to issue the share-based awards arises, which is generally when the award is approved and the terms of the awards are communicated to the employee or director. We initially recognize expense for our performance shares when it is probable that any stipulated performance criteria will be met. Forfeitures of awards are recognized as they occur. The following table sets forth our share-based compensation expense by fiscal year:

| (\$000) | 2017 | 2016 | 2015 |
|--------------------|------------|------------|--------------|
| Stock Awards | 247 | 169 | 443 |
| Performance Shares | 45 | 283 | 652 |
| Total | <u>292</u> | <u>452</u> | <u>1,095</u> |

Stock Awards

In 2017, 2016 and 2015, common stock was awarded to Delta's outside directors as the equity component of their compensation and in 2015 common stock was additionally awarded to virtually all Delta employees. The recipients vested in the awards shortly after the awards were granted, but during the time between the grant dates and the vesting dates the shares awarded were not transferable by the holders. Once the shares were vested, the shares received under the stock awards were immediately transferable.

Performance Shares

In 2017, 2016 and 2015, performance shares were awarded to the Company's executive officers. The performance shares vest only if the performance objectives of the awards are met, which are based on the Company's earnings per common share for the fiscal year in which the performance shares are awarded, before any cash bonuses or share-based compensation. Upon satisfaction of the performance objectives, unvested shares are issued to the recipients and vest in one-third increments each August 31 subsequent to achieving the performance objectives as long as the recipients are employees throughout each such service period. Unvested shares of executive officers, while still employed by the Company, will fully vest upon them attaining the age of sixty-seven. The recipients of the awards also become vested as a result of certain events such as death or disability of the holders. The unvested shares have both dividend participation rights and voting rights during the remaining terms of the awards. Holders of performance shares may not sell, transfer or pledge their shares until the shares vest.

The performance objectives for the performance shares awarded in 2017 and 2016 were not satisfied and the awards were forfeited. Performance objectives for the performance shares awarded in 2015 were met and 4,000 of these shares remain unvested as of June 30, 2017. The Company will recognize the remaining \$4,000 of expense associated with these shares in 2018.

Our performance shares have graded vesting schedules, and each separate annual vesting tranche is treated as a separate award for expense recognition. Compensation expense is amortized over the vesting period of the individual awards based on the probable outcome of meeting the performance objectives.

Since the performance condition has been satisfied for the shares granted in 2015, the holder of performance shares will have both dividend participation rights and voting rights during the remaining term of the awards. The holder becomes vested as a result of certain events such as death or disability of the holder. Subject to the satisfaction of the performance condition, the weighted average expected remaining vesting period at June 30, 2017 is 2 months.

The following summarizes the activity for performance shares:

| | Performance shares | |
|----------------------------------|--------------------|---|
| | Number of shares | Weighted-average grant date fair value (\$ per share) |
| Unvested shares at June 30, 2016 | 28,000 | 20.15 |
| Granted (a) | 41,000 | 25.75 |
| Vested | (24,000) | 20.21 |
| Forfeited | (41,000) | 25.75 |
| Unvested shares at June 30, 2017 | <u>4,000</u> | <u>19.82</u> |

(a) Represents the maximum number of shares which could be issued based on achieving the performance criteria.

(17) Quarterly Financial Data (Unaudited)

The quarterly data reflects, in the opinion of management, all normal recurring adjustments necessary to present fairly the results for the interim periods.

(\$000, except per share amounts)

| Quarter Ended | Operating Revenues | Operating Income (Loss) | Net Income (Loss) | Basic and Diluted Earnings (Loss) per Common Share |
|---------------|--------------------|-------------------------|-------------------|--|
| Fiscal 2017 | | | | |
| September 30 | 10,508 | (260) | (458) | (.06) |
| December 31 | 18,937 | 4,534 | 2,444 | .34 |
| March 31 | 26,787 | 6,993 | 4,021 | .56 |
| June 30 | 12,608 | (263) | (491) | (.07) |
| Fiscal 2016 | | | | |
| September 30 | 10,393 | (133) | (524) | (.08) |
| December 31 | 16,673 | 3,478 | 1,803 | .25 |
| March 31 | 26,202 | 7,084 | 3,983 | .56 |
| June 30 | 10,861 | 1,004 | 267 | .05 |

(18) Merger with PNG Companies, LLC

On February 20, 2017, we entered into a Merger Agreement with PNG and Drake Merger Sub Inc. (“Merger Sub”), a new wholly owned subsidiary of PNG. A special meeting of shareholders was held on June 1, 2017 where shareholders voted and approved the Merger and on August 15, 2017, the Kentucky Public Service Commission issued an order granting unconditional approval of the Merger. The Merger Agreement provides for the merger of Merger Sub with and into Delta, with Delta surviving as a wholly owned subsidiary of PNG. At the effective time of the Merger, subject to customary closing conditions, each share of Delta common stock issued and outstanding immediately prior to the closing will be converted automatically into the right to receive \$30.50 in cash per share, without interest, less any applicable withholding taxes. Upon consummation of the Merger, Delta common stock will be delisted from NASDAQ and the bank line of credit will be terminated. We anticipate closing to occur by September 30, 2017.

Subsequent to closing of the Merger, a stub period dividend will be paid to Delta’s shareholders of record immediately prior to closing which is a prorated quarterly dividend calculated in accordance with the terms of the Merger Agreement.

In connection with this transaction, in 2017 we incurred \$1,612,000 of Merger-related expenses for costs paid to outside parties, which are reflected in operation and maintenance in the Consolidated Statement of Income. This amount does not include the cost of company personnel participating in Merger-related activities. Refer to Note 13 of the Notes to Consolidated Financial Statements for a discussion of litigation related to the Merger.

DELTA NATURAL GAS COMPANY, INC.
VALUATION AND QUALIFYING ACCOUNTS
FOR THE YEARS ENDED JUNE 30, 2017, 2016 and 2015

| Column A | Column B | Column C Additions | Column D Deductions | Column E | |
|---|--------------------------------------|-------------------------------------|---|-----------------------------------|-----------------------------|
| Description | Balance at Beginning of Period | Charged to Costs and Expenses | Charged to Other Accounts - Recoveries | Amounts Charged Off Or Paid | Balance at End of Period |
| Deducted From the Asset to Which it Applies - Allowance for doubtful accounts for the years ended: | | | | | |
| June 30, 2017 | \$ 300,696 | \$ 1,240 | \$ 40,716 | \$ 170,861 | \$ 171,791 |
| June 30, 2016 | 258,400 | 247,724 | 122,364 | 327,792 | 300,696 |
| June 30, 2015 | 360,000 | 170,631 | 237,267 | 509,498 | 258,400 |

DELTA NATURAL GAS COMPANY, INC.
COMPUTATION OF THE CONSOLIDATED RATIO OF EARNINGS
TO FIXED CHARGES

| | <u>2017</u> | <u>2016</u> | <u>2015</u> | <u>2014</u> | <u>2013</u> |
|---|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Earnings | | | | | |
| Net income | \$ 5,516,343 | \$ 5,529,378 | \$ 6,496,081 | \$ 8,275,128 | \$ 7,200,776 |
| Provisions for income taxes (a) | 3,230,613 | 3,377,481 | 3,892,215 | 4,858,586 | 4,268,784 |
| Fixed charges | <u>2,485,386</u> | <u>2,557,257</u> | <u>2,623,662</u> | <u>2,694,187</u> | <u>2,770,935</u> |
| Total | <u>\$11,232,342</u> | <u>\$11,464,116</u> | <u>\$13,011,958</u> | <u>\$15,827,901</u> | <u>\$14,240,495</u> |
| Fixed Charges | | | | | |
| Interest on debt (a) | \$ 2,235,386 | \$ 2,297,757 | \$ 2,360,662 | \$ 2,424,587 | \$ 2,493,135 |
| Amortization of debt expense | 227,000 | 233,500 | 240,000 | 246,600 | 253,800 |
| One third of rental expense | <u>23,000</u> | <u>26,000</u> | <u>23,000</u> | <u>23,000</u> | <u>24,000</u> |
| Total | <u>\$ 2,485,386</u> | <u>\$ 2,557,257</u> | <u>\$ 2,623,662</u> | <u>\$ 2,694,187</u> | <u>\$ 2,770,935</u> |
| Ratio of earnings to fixed charges | 4.52x | 4.48x | 4.96x | 5.87x | 5.14x |

(a) Interest accrued on uncertain tax positions, in accordance with Accounting Standards Codification Topic 740 - Income Taxes, is presented in income taxes on the Consolidated Statements of Income. This interest has been excluded from the determination of fixed charges.

Subsidiaries of the Registrant

Delgasco, Inc., Enpro, Inc. and Delta Resources, Inc. are wholly-owned subsidiaries of the Registrant, are incorporated in the state of Kentucky and do business under their corporate names.

CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

We consent to the incorporation by reference in Post-Effective Amendment No. 1 to Registration Statement No. 333-130301 on Form S-3 of our reports dated September 1, 2017, relating to the consolidated financial statements and financial statement schedule of Delta Natural Gas Company, Inc. and subsidiaries (“the Company”), and the effectiveness of the Company's internal control over financial reporting, appearing in this Annual Report on Form 10-K of Delta Natural Gas Company, Inc. for the year ended June 30, 2017.

/s/ DELOITTE & TOUCHE LLP

Cincinnati, Ohio

September 1, 2017

CERTIFICATION OF THE CHIEF EXECUTIVE OFFICER
PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

I, Glenn R. Jennings, certify that:

1. I have reviewed this annual report on Form 10-K of Delta Natural Gas Company, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's Board of Directors (or persons performing the equivalent functions):
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

DATE: September 1, 2017

/s/Glenn R. Jennings

Glenn R. Jennings

Chairman of the Board, President and Chief Executive Officer

CERTIFICATION OF THE CHIEF FINANCIAL OFFICER
PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

I, John B. Brown, certify that:

1. I have reviewed this annual report on Form 10-K of Delta Natural Gas Company, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's Board of Directors (or persons performing the equivalent functions):
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

DATE: September 1, 2017

/s/John B. Brown

John B. Brown

Chief Operating Officer, Treasurer and Secretary

CERTIFICATION OF THE
CHIEF EXECUTIVE OFFICER PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Annual Report of Delta Natural Gas Company, Inc. on Form 10-K for the period ending June 30, 2017 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Glenn R. Jennings, Chairman of the Board, President and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, to the best of my knowledge and belief, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of Delta Natural Gas Company, Inc.

DATE: September 1, 2017

/s/Glenn R. Jennings

Glenn R. Jennings

Chairman of the Board, President and Chief Executive Officer

CERTIFICATION OF THE
CHIEF FINANCIAL OFFICER PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Annual Report of Delta Natural Gas Company, Inc. on Form 10-K for the period ending June 30, 2017 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, John B. Brown, Chief Operating Officer, Treasurer and Secretary of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, to the best of my knowledge and belief, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of Delta Natural Gas Company, Inc.

DATE: September 1, 2017

/s/John B. Brown

John B. Brown

Chief Operating Officer, Treasurer and Secretary

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 48 - 807 KAR 5:001 Section 16(7)(r)
Sponsoring Witness: Andrea Schroeder

Description of Filing Requirement:

The quarterly reports to the stockholders for the most recent five (5) quarters.

Response:

Delta has not had any quarterly reports to stockholders during the time period set forth in this filing requirement but has provided Essential Utilities, Inc.'s reports for the applicable time period.



Essential Utilities Reports Financial Results for Q1 2020

May 6, 2020

Essential closes on Peoples acquisition and secures financing

BRYN MAWR, Pa.--(BUSINESS WIRE)--May 6, 2020-- Essential Utilities Inc. (NYSE:WTRG) ("Essential"), formerly Aqua America Inc., today reported results for the first quarter ended March 31, 2020.

First Quarter Highlights

On March 16, 2020, Essential closed the \$750 million previously announced investment from the Canada Pension Plan Investment Board and completed the acquisition of Peoples, a natural gas distribution utility, serving over 747,000 customers in Western Pennsylvania, Kentucky and West Virginia, increasing its utility footprint to serve approximately 5 million people across 10 states. This followed the Feb. 3, 2020, name change of Aqua America, Inc. to Essential Utilities, Inc. in recognition of creating one of the largest publicly traded water, wastewater and natural gas providers in the U.S.

During the first quarter, Essential also filed the DELCORA wastewater acquisition application with the Pennsylvania PUC, for a municipal acquisition that will be the largest in both the company's history and that of the Commonwealth of Pennsylvania.

"The first quarter of 2020 will be remembered as a significant milestone in the company's history. While the company changed its name and closed on a transformative acquisition, Essential was able to provide continuous water, wastewater and natural gas service to the five million people we serve during the challenging COVID-19 pandemic," said Essential's Chairman and CEO Christopher Franklin. "The company remains strongly positioned to play an important role in solving today's infrastructure challenges and supporting our mission of delivering safe and reliable natural resources that are essential to everyday life."

Operating Results

Essential reported net income for the first quarter 2020 of \$51.8 million (GAAP), or \$0.20 per share (GAAP), compared to \$16.9 million, or \$0.09 per share, for the first quarter 2019. Results for the first quarter of 2020 include Peoples transaction-related items and include the operating results of Peoples, Essential's regulated natural gas segment, from the closing on March 16, 2020 until the quarter end. In order to provide a meaningful comparison to other periods, adjusted income and adjusted income per share (both non-GAAP financial measures) for the first quarter of 2020 exclude Peoples-related transaction expenses and include a normalized pro forma adjustment for the Peoples operating results for the period January 1, 2020 to March 15, 2020 to provide the basis for a 2020 full-year run rate of operating results. Adjusting for those items, Essential's adjusted net income in the first quarter of 2020 was \$153.7 million (non-GAAP), or \$0.60 per share (non-GAAP), an increase in adjusted income per share of 114.3 percent from the prior year. Please refer to the reconciliation of GAAP to non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Essential's revenues for the quarter were \$255.6 million, an increase of 27.1 percent compared to \$201.1 million in the first quarter of 2019. The recently acquired natural gas utility contributed \$38.5 million of this revenue growth, while the remainder was largely due to rate increases in the regulated water segment. Operations and maintenance expenses increased to \$106.6 million for the first quarter of 2020 compared to \$79.3 million in the first quarter of 2019. The increase in operations and maintenance expenses was primarily a result of an increase in Peoples transaction-related expenses of \$18.8 million and regulated natural gas segment operations and maintenance expenses of \$8.8 million.

Essential's regulated water segment reported revenues for the quarter of \$216.2 million, an increase of 8.0 percent compared to \$200.2 million in the first quarter of 2019. Rates and customer growth from both organic growth and acquisitions were the largest contributors to the increase in revenues for the period. Operations and maintenance expenses for Essential's regulated water segment decreased 0.9 percent to \$73.7 million for the first quarter of 2020 compared to \$74.3 million.

Essential's regulated natural gas segment reported revenues for the period since Peoples was acquired, between March 16, 2020 and March 31, 2020, of \$38.5 million. Operations and maintenance for the same period for Essential's regulated natural gas segment were \$8.8 million, and purchased gas costs were \$12.8 million.

In March, the company elected the repair tax accounting method change, as permitted under IRS regulations, for its Peoples Natural Gas subsidiary in Pennsylvania, Essential's largest natural gas subsidiary. This change allows a tax deduction for qualifying infrastructure investments that were formerly capitalized for tax purposes and reduced income tax expense by \$5.9 million for the first quarter of 2020. The company will use flow-through accounting for the repair benefit, allowing the tax impact to be reflected on its financial statements. The ongoing tax accounting change allows Peoples Natural Gas to continue its infrastructure improvement program benefiting customers, the community and shareholders. This should also benefit customers by providing more time between rate cases and mitigate future rate increases.

Dividend

On April 2, 2020, Essential's board of directors declared a quarterly cash dividend of \$0.2343 per share of common stock. This dividend will be payable on June 1, 2020 to shareholders of record on May 15, 2020. Essential has paid a consecutive quarterly cash dividend for 75 years.

Financing

As a preventive measure to address liquidity concerns related to COVID-19 and its potential economic and capital markets impacts, the company

secured and borrowed an additional \$500 million on a 364-day term loan in early April 2020. As a conservative measure, the company maintains these cash balances and is evaluating the timing of repayment as the impacts to revenue and bad debt become more apparent in light of challenging business conditions and increased unemployment.

On April 13, the company completed a \$1.1 billion public debt offering, with \$500 million of 10-year notes issued at 2.70 percent and \$600 million of 30-year notes issued at 3.35 percent, for a weighted-average tenor of 20.9 years and a weighted-average coupon of 3.06 percent. The company used these proceeds to pay down short-term borrowings and credit lines. On April 14, the company priced \$175 million of First Mortgage Bonds ("FMB") for Aqua Pennsylvania. The bonds have three tranches with a weighted-average tenor of 33.5 years and a weighted-average coupon rate of 3.52 percent. Upon closing on May 1, 2020, the proceeds of these bonds were used to pay off short-term borrowings and will be used to fund a pending acquisition. As of May 1, after considering the effects of these financings, the company had \$1.1 billion of capacity to borrow on various credit facilities.

"In the face of uncertain economic and capital markets conditions, we took the prudent action of securing the term loan, and then, after the credit markets normalized, issued \$1.1 billion of public debt at favorable terms for our customers and shareholders. Next, we'll select the appropriate steps to repay the term loan, as the COVID-19 situation develops and its impacts become clearer," stated Franklin.

Water utility acquisition growth

Essential's continued acquisition growth allows the company to provide safe and reliable water and wastewater service to an even larger customer base. On Jan. 24, 2020, Essential Utilities closed its acquisition of the water system of Campbell, Ohio, a utility with approximately 3,100 customer connections. For the quarter, customer growth for the company's water utilities totaled 0.6 percent including organic growth.

Essential also has signed purchase agreements for other municipal water and wastewater acquisitions that are expected to add the equivalent of over 205,000 water and wastewater retail customers and approximately \$327 million in expected rate base. This includes the previously announced signed purchase agreement between Essential's regulated water segment subsidiary, Aqua Pennsylvania Wastewater, and the Delaware County Regional Water Quality Control Authority (DELCORA) to acquire the municipal authority's wastewater assets for \$276.5 million. DELCORA serves a population of approximately 500,000 people in 42 municipalities in Southeast Pennsylvania. This represents the equivalent of 198,000 retail customers.

In April, fair market value legislation was passed in Virginia. The law allows regulated water companies to pay fair market values for the purchase of water and wastewater systems, benefiting local governments and other water utility owners, customers and the environment. This vital legislation has now been enacted in all eight states in which Essential Utilities provides regulated water services.

Capital expenditures

Essential invested \$118.7 million in the first three months of the year to improve its regulated water and natural gas infrastructure systems. This does not include an additional \$53.5 million that was invested by Peoples, pre-closing, during the period from Jan. 1, 2020 to March 15, 2020. The company remains on track to replace and expand its water and wastewater utility infrastructure by investing approximately \$550 million in 2020. Additionally, the company expects to invest approximately \$400 million in 2020 to replace and upgrade its natural gas utility infrastructure (including capital invested in 2020 prior to Essential's ownership). In total, infrastructure investments of approximately \$2.8 billion are expected through 2022 to improve water and natural gas systems (including capital invested at Peoples in 2020 prior to Essential's ownership). The capital investments made to rehabilitate and expand the infrastructure of the communities Essential serves are critical to its mission of safely and reliably delivering Earth's most essential resources.

Rate activity

To date in 2020, Essential's regulated water segment has received rate awards or infrastructure surcharges in Illinois, North Carolina, Ohio and Virginia totaling an estimated increase in annualized revenues of \$5.2 million. Additionally, Essential's regulated natural gas segment has received rate awards or infrastructure surcharges in Kentucky and Pennsylvania totaling an estimated increase to annualized revenues of \$977,000. The company currently has proceedings pending in Indiana, New Jersey, North Carolina and Ohio for its regulated water segment totaling \$10.1 million.

"The company is pleased that despite the difficult economic environment, we are able to reaffirm the guidance we provided earlier this year," said Franklin.

Reaffirms 2020 Essential guidance highlights

The company is monitoring the global outbreak of COVID-19 and will update guidance impacts from the outbreak in the future if needed. At this time, the following continues to be the 2020 full-year guidance:

- Adjusted income per diluted common share (non-GAAP) of \$1.53 to \$1.58
- Earnings growth CAGR of 5 to 7 percent for 2019 through 2022
- Regulated water segment infrastructure investments of approximately \$550 million in 2020
- Regulated natural gas segment infrastructure investments of approximately \$400 million in 2020 on full-year basis (adjusted to include capital invested in 2020 prior to Essential's ownership)
- Infrastructure investments of approximately \$2.8 billion through 2022 in existing operations to rehabilitate and strengthen water, wastewater, and natural gas systems (including regulated natural gas segment capital invested in 2020 prior to Essential's ownership)
- Regulated water segment rate base compound annual growth rate of 6 to 7 percent through 2022
- Regulated natural gas segment rate base compound annual growth rate of 8 to 10 percent through 2022
- Total annual regulated water segment customer growth of between 2 and 3 percent on average depending upon regulatory approval
- Gas customer count expected to be relatively stable for 2020

Please refer to the reconciliation of GAAP and non-GAAP financial measures later in this press release for additional information on Essential's use of

non-GAAP financial measures as a supplement to its GAAP results.

Essential Utilities does not guarantee future results of any kind. Guidance is subject to risks and uncertainties, including, without limitation, those factors outlined in the "Forward Looking Statements" of this release and the "Risk Factors" section of the company's annual and quarterly reports filed with the Securities and Exchange Commission.

Earnings Call Information

Date: May 7, 2020

Time: 11 a.m. EDT (please dial in by 10:45 a.m.)

Webcast and slide presentation link: <https://www.essential.co/events-and-presentations/events-calendar>

Replay Dial-in #: 888.203.1112 (U.S.) & +1 719.457.0820 (International)

Confirmation code: 3971811

The company's conference call with financial analysts will take place Thurs., May 7, 2020 at 11 a.m. Eastern Daylight Time. The call and presentation will be webcast live so that interested parties may listen over the internet by logging on to [Essential.co](https://www.essential.co) and following the link for [Investors](#). The conference call will be archived in the Investor Relations section of the company's website for 90 days following the call. Additionally, the call will be recorded and made available for replay at 2 p.m. on May 7, 2020 for 10 business days following the call. To access the audio replay in the U.S., dial 888-203-1112 (pass code 3971811). International callers can dial +1 719-457-0820 (pass code 3971811).

About Essential

Essential is one of the largest publicly traded water, wastewater and natural gas providers in the U.S., serving approximately 5 million people across 10 states under the Aqua and Peoples brands. Essential is committed to excellence in proactive infrastructure investment, regulatory expertise, operational efficiency and environmental stewardship. The company recognizes the importance water and natural gas play in everyday life and is proud to deliver safe, reliable services that contribute to the quality of life in the communities it serves. For more information, visit <http://www.essential.co>.

Forward-looking statements

This release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others: the guidance range of adjusted income per diluted common share for the fiscal year ending in 2020; the 3-year earnings growth from 2019 to 2022; the projected total regulated water segment customer growth for 2020; the anticipated amount of capital investment in 2020; the anticipated amount of capital investment from 2020 through 2022; and the company's anticipated rate base growth from 2020 through 2022. There are important factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements including: disruptions in the global economy, the spread of the COVID-19 virus resulting in business disruptions, the continuation of the company's growth-through-acquisition program; the company's continued ability to adapt itself for the future and build value by fully optimizing company assets; general economic business conditions; the company's ability to fund needed infrastructure; housing and customer growth trends; unfavorable weather conditions; the success of certain cost-containment initiatives; changes in regulations or regulatory treatment; availability and access to capital; the cost of capital; disruptions in the credit markets; the success of growth initiatives; the company's ability to successfully close municipally owned systems presently under agreement; the company's ability to continue to deliver strong results; the company's ability to continue to pay its dividend, add shareholder value and grow earnings; municipalities' willingness to privatize their water and/or wastewater utilities; the company's ability to control expenses and create and maintain efficiencies; the company's ability to acquire municipally owned water and wastewater systems listed in its "pipeline"; and other factors discussed in our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q, which are filed with the Securities and Exchange Commission. For more information regarding risks and uncertainties associated with Essential's business, please refer to Essential's annual, quarterly and other SEC filings. Essential is not under any obligation - and expressly disclaims any such obligation - to update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

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Essential Utilities, Inc. and Subsidiaries

Selected Operating Data

(In thousands, except per share amounts)

(Unaudited)

| | Quarter Ended | |
|------------------------------------|---------------|------------|
| | March 31, | |
| | 2020 | 2019 |
| Operating revenues | \$ 255,585 | \$ 201,132 |
| Operations and maintenance expense | \$ 106,637 | \$ 79,314 |
| Net income | \$ 51,781 | \$ 16,924 |

| | | |
|---|---------|---------|
| Basic net income per common share | \$ 0.22 | \$ 0.09 |
| Diluted net income per common share | \$ 0.20 | \$ 0.09 |
| Basic average common shares outstanding | 236,122 | 178,213 |
| Diluted average common shares outstanding | 255,054 | 178,552 |

Essential Utilities, Inc. and Subsidiaries
Consolidated Statement of Operations
(In thousands, except per share amounts)
(Unaudited)

| | Quarter Ended | |
|---|---------------|------------|
| | March 31, | |
| | 2020 | 2019 |
| Operating revenues | \$ 255,585 | \$ 201,132 |
| Cost & expenses: | | |
| Operations and maintenance | 106,637 | 79,314 |
| Purchased gas | 12,770 | - |
| Depreciation | 45,566 | 39,074 |
| Amortization | 679 | 336 |
| Taxes other than income taxes | 16,436 | 14,969 |
| Total | 182,088 | 133,693 |
| Operating income | 73,497 | 67,439 |
| Other expense (income): | | |
| Interest expense | 35,122 | 27,869 |
| Interest income | (5,035) | (19) |
| Allowance for funds used during construction | (2,948) | (4,056) |
| Change in fair value of interest rate swap agreements | - | 34,782 |
| Gain on sale of other assets | (105) | (220) |
| Equity loss (earnings) in joint venture | 127 | (543) |

| | | |
|------------------------------------|-----------|-----------|
| Other | 1,679 | 872 |
| Income before income taxes | 44,657 | 8,754 |
| Provision for income tax benefit | (7,124) | (8,170) |
| Net income | \$ 51,781 | \$ 16,924 |
| Net income per common share: | | |
| Basic | \$ 0.22 | \$ 0.09 |
| Diluted | \$ 0.20 | \$ 0.09 |
| Average common shares outstanding: | | |
| Basic | 236,122 | 178,213 |
| Diluted | 255,054 | 178,552 |

Essential Utilities, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Financial Measures
(In thousands, except per share amounts)
(Unaudited)

The Company is providing disclosure of the reconciliation of the non-GAAP financial measures to the most comparable GAAP financial measures. The Company believes that the non-GAAP financial measures "adjusted income" and "adjusted income per common share" provide investors the ability to measure the Company's financial operating performance by adjustment, which is more indicative of the Company's ongoing performance and is more comparable to measures reported by other companies. The Company further believes that the presentation of these non-GAAP financial measures is useful to investors as a more meaningful way to compare the Company's operating performance against its historical financial results.

This reconciliation includes a presentation of the non-GAAP financial measures "adjusted income" and "adjusted income per common share" and have been adjusted for the following items:

(1) Transaction-related expenses for the Company's Peoples acquisition that closed on March 16, 2020, which consists of costs recorded as operations and maintenance expenses for the three months ended March 31, 2020 and 2019 of \$25,397 and \$6,646, respectively, primarily representing expenses associated with investment banking fees, obtaining regulatory approvals, legal expenses, and integration planning. Additionally included in transaction-related expenses for the three months ended March 31, 2019 are mark-to-market fair value adjustments of \$34,782 associated with interest rate swap agreements for debt issued related to the Peoples transaction. The interest rate swap agreements were settled on April 24, 2019, which coincided with the debt financings to partially fund the Peoples acquisition;

(2) In order to illustrate the full-year 2020 effects of the Peoples acquisition as if this transaction closed on January 1, 2020, this adjustment includes both the estimated impact of Peoples Gas pre-tax operating results for the period in 2020 prior to closing from January 1, 2020 to March 15, 2020, as well as the additional net interest expense expected to have been incurred for partially funding the estimated purchase price of Peoples;

(3) The income tax impact of the non-GAAP adjustments described above.

These financial measures are measures of the Company's operating performance that do not comply with U.S. generally accepted accounting principles (GAAP), and are thus considered to be "non-GAAP financial measures" under applicable Securities and Exchange Commission regulations. These non-GAAP financial measures are derived from our consolidated financial information, if available, and is provided to supplement the Company's GAAP measures, and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles our GAAP results to the non-GAAP information we disclose :

| | Quarter Ended | |
|-------------------------------------|---------------|-----------|
| | March 31, | |
| | 2020 | 2019 |
| Net income (GAAP financial measure) | \$ 51,781 | \$ 16,924 |

Adjustments:

| | | |
|--|------------|-----------|
| (1) Transaction-related expenses for the Peoples transaction closed March 16, 2020 | 25,573 | 41,428 |
| (2) Adjustments to provide full-year 2020 run rate of Peoples operating results, including additional net interest expense | 108,132 | - |
| (3) Income tax effect of non-GAAP adjustments | (31,803) | (8,628) |
| Adjusted income (Non-GAAP financial measure) | \$ 153,683 | \$ 49,724 |

Net income per common share (GAAP financial measure):

| | | |
|---------|---------|---------|
| Basic | \$ 0.22 | \$ 0.09 |
| Diluted | \$ 0.20 | \$ 0.09 |

Adjusted income per common share (Non-GAAP financial measure):

| | | |
|---------|---------|---------|
| Basic | \$ 0.65 | \$ 0.28 |
| Diluted | \$ 0.60 | \$ 0.28 |

Average common shares outstanding:

| | | |
|---------|---------|---------|
| Basic | 236,122 | 178,213 |
| Diluted | 255,054 | 178,552 |

Essential Utilities, Inc. and Subsidiaries
 Reconciliation of GAAP to Non-GAAP Financial Measure
 (Unaudited)

The Company is providing disclosure of the reconciliation of the Company's outlook of the non-GAAP financial measure "adjusted diluted income per common share" to the most comparable GAAP financial measure "diluted net income per common share." The diluted income per share guidance for 2020 reflects the completion of the Peoples acquisition March 16, 2020. The Company believes that the non-GAAP financial measure "adjusted diluted income per common share" for Essential's 2020 full-year illustrative guidance provides investors the ability to measure the Company's future financial operating performance with adjustments, by providing an estimate of the full-year effects of the Peoples acquisition as if this transaction closed on January 1, 2020. The adjusted results are more indicative of the Company's future performance and are more comparable to measures reported by other companies. The Company believes that the presentation of this non-GAAP financial measure is more indicative of the Company's future performance and is more comparable to measures reported by other companies.

This reconciliation includes a presentation of the non-GAAP financial measure "adjusted diluted income per common share" for Essential's 2020 full-year guidance and has been adjusted for the following items:

- (1) Excludes transaction-related expenses for the Company's Peoples acquisition completed in March 2020, which consisted of costs primarily representing expenses associated with obtaining regulatory approvals, investment banking fees, legal expenses, and integration planning;
- (2) Excludes the impact of Peoples transaction-related rate credits of \$23 million to be granted to Pennsylvania water and gas customers;
- (3) In order to illustrate the full-year 2020 effects of the Peoples acquisition as if this transaction closed on January 1, 2020, this adjustment includes both the estimated impact of Peoples Gas pre-tax operating results for the period in 2020 prior to closing, as well as the additional net interest expense expected to have been incurred for partially funding the estimated purchase price of Peoples;
- (4) Excludes the income tax impact of the non-GAAP adjustments described above.

This financial measure is a measure of the Company's operating performance that does not comply with U.S. generally accepted accounting principles (GAAP), and is thus considered to be a "non-GAAP financial measure" under applicable Securities and Exchange Commission regulations. The non-GAAP financial measure is provided to supplement the Company's GAAP outlook and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles Essential's 2020 full-year guidance GAAP outlook to the non-GAAP information that we have provided:

| | |
|---|-------------------------|
| Diluted net income per common share for Essential's full year 2020 guidance (GAAP financial measure) | \$1.05 to \$1.10 |
|---|-------------------------|

Adjustments on a per share basis:

| | |
|--|---------------------|
| (1) Transaction-related expenses for Peoples transaction completed in March 2020 | \$0.10 |
| (2) Peoples transaction-related commitment to grant rate credits to utility customers | \$0.09 +/- \$0.01 |
| (3) Adjustment to provide full-year run rate of Peoples operating results, including additional net interest expense | \$0.42 |
| (4) Income tax effect of non-GAAP adjustments | (\$0.15) +/- \$0.02 |

Adjusted diluted income per common share for Essential's full year 2020 guidance (Non-GAAP financial measure) \$1.53 to \$1.58

Essential Utilities, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets
(In thousands of dollars)
(Unaudited)

| | March 31, 2020 | December 31, 2019 |
|---|-------------------|----------------------|
| Net property, plant and equipment | \$ 8,889,836 | \$ 6,345,790 |
| Current assets | 368,008 | 2,015,127 |
| Regulatory assets and other assets | 3,671,142 | 1,001,068 |
| | \$ 12,928,986 | \$ 9,361,985 |
| | | |
| Total equity | \$ 4,613,163 | \$ 3,880,860 |
| Long-term debt, excluding current portion, net of debt issuance costs | 4,729,034 | 2,943,327 |
| Current portion of long-term debt and loans payable | 496,016 | 130,775 |
| Other current liabilities | 331,358 | 192,686 |
| Deferred credits and other liabilities | 2,759,415 | 2,214,337 |
| | \$ 12,928,986 | \$ 9,361,985 |

View source version on [businesswire.com](https://www.businesswire.com/news/home/20200506006075/en/): <https://www.businesswire.com/news/home/20200506006075/en/>

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Essential Utilities Reports Financial Results for Q2 2020

August 5, 2020

*Earns \$0.29 earnings per share; reaffirms annual earnings guidance
Strong residential water consumption offsets declines in other customer classes
Declares 7% dividend increase*

BRYN MAWR, Pa.--(BUSINESS WIRE)--Aug. 5, 2020-- Essential Utilities Inc. (NYSE: WTRG), formerly Aqua America Inc., today reported results for the second quarter ended June 30, 2020.

Company Highlights

Despite the considerable work to overcome challenges associated with the COVID-19 pandemic, Essential has remained focused on operational excellence, the integration of Peoples and advancing the DELCORA transaction process. With many customers working from home, as well as favorable weather across the company's states, residential water consumption was up year over year, more than offsetting consumption declines in commercial, industrial, and other segments. Essential Chairman and CEO Christopher Franklin said, "We are pleased with our strong financial results for the first full quarter following the closing of Peoples. The company continues to take the COVID-19 pandemic very seriously and thus far has seen little financial impact. In addition to concerns for the health and safety of our employees and customers, we are working with our customers on bill payment options where necessary. We are pleased that most of the states in which we operate have provided constructive regulatory treatment for this customer support. Additionally, the board of directors' action earlier this week declaring a 7% increase to the quarterly dividend reflects confidence in our strategy and execution, continuing 75 years of consecutive quarterly cash dividends."

Operating Results

Essential reported net income of \$74.6 million (GAAP) for the second quarter 2020, or \$0.29 per share (GAAP), compared to \$54.9 million, or \$0.25 per share, for the second quarter 2019. Results for the second quarter of 2020 include the operating results of Peoples, which largely comprises Essential's regulated natural gas segment, and results for the second quarter of 2019 include Peoples transaction-related items.

Essential's revenues for the quarter were \$384.5 million, an increase of 75.6% compared to \$218.9 million in the second quarter of 2019. The natural gas utility acquired in the first quarter contributed \$149.6 million of this revenue growth, while the remainder was due to rate and surcharge increases, increased volume and growth in the regulated water segment. Operations and maintenance expenses increased to \$128.6 million for the second quarter of 2020 compared to \$86.4 million in the second quarter of 2019. The increase in operations and maintenance expenses was primarily a result of operations and maintenance expenses of \$52.8 million from the acquisition of Peoples.

Essential's regulated water segment reported revenues for the quarter of \$234.1 million, an increase of 7.4% compared to \$218.0 million in the second quarter of 2019. Rates and increased volume were the largest contributors to the increase in revenues for the period, in addition to customer growth from both organic growth and acquisitions. Operations and maintenance expenses for Essential's regulated water segment increased 3.5% to \$76.6 million for the second quarter of 2020 compared to \$74.1 million. Excluding the impact of growth, the increase in regulated water segment operations and maintenance expenses for the second quarter of 2020 were in line with historical experience.

Essential's regulated natural gas segment reported revenues for the second quarter of 2020 of \$146.9 million. Operations and maintenance for the same period for Essential's regulated natural gas segment were \$50.9 million and purchased gas costs were \$41.6 million.

For the first six months of 2020, the company reported revenues of \$640.1 million compared to \$420.0 million in the first half of 2019. Operations and maintenance expenses for the first half of 2020 were \$235.2 million compared to \$165.8 million in 2019. Adjusted for the Peoples transaction items, O&M would have been in line year over year.

As of June 30, 2020, Essential reported year-to-date net income of \$126.4 million or \$0.50 per share (GAAP) compared to \$71.8 million or \$0.36 per share (GAAP) reported through the same period of 2019. Adjusted income and adjusted income per share (both non-GAAP financial measures) for the first half of 2020, excludes the impact of the Peoples transaction-related expenses and includes a normalized pro forma adjustment for the Peoples operating results for the period Jan. 1, 2020 to March 15, 2020 to provide the basis for a 2020 full-year run rate of operating results. Adjusted income for the first six months of 2020 was \$228.3 million or \$0.90 per share (non-GAAP). Please refer to the reconciliation of GAAP to non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Dividend

On Aug. 4, 2020, Essential's board of directors declared a quarterly cash dividend of \$0.2507 per share of common stock. This increase represents a 7% increase to the quarterly dividend rate and is the company's 30th increase in the last 29 years. This dividend will be payable on Sept. 1, 2020 to shareholders of record on Aug. 14, 2020. Essential has paid a consecutive quarterly cash dividend for 75 years.

Financing

As previously announced, as a preventive measure to address liquidity concerns related to COVID-19 and its potential economic and capital markets impacts, the company secured and borrowed an additional \$500 million on a 364-day term loan in early April 2020. Subsequent to the company's \$1.1 billion public debt offering on April 15, 2020 and after gaining more knowledge as to the COVID-related impacts to Essential's revenue and bad debt,

the company repaid the term loan in full with payments in May and June.

Water utility acquisition growth

Essential's continued acquisition growth allows the company to provide safe and reliable water and wastewater service to an even larger customer base. On June 22, 2020, Essential Utilities closed its acquisition of the East Norriton Township wastewater system in Pennsylvania, a utility with approximately 5,000 customer connections. In the first six months of 2020, customer growth for the company's water utilities has totaled 1.2% including organic growth.

As previously announced, fair market value legislation has been enacted in all eight states in which Essential Utilities provides regulated water services. This legislation allows regulated water companies to pay fair market value for the purchase of water and wastewater systems, benefiting local governments and other water utility owners, customers and the environment. Essential recently announced that its regulated water subsidiary, Aqua Texas, signed a purchase agreement to acquire Commons Water Supply, Inc. in Texas, an investor owned utility with approximately 1,000 customer connections in the Houston suburbs. This will be Essential's first fair market value transaction in Texas.

Essential has signed purchase agreements for other municipal water and wastewater acquisitions that are expected to add the equivalent of over 200,000 water and wastewater retail customers and over \$300 million in expected rate base. This includes the previously announced signed purchase agreement between Essential's regulated water segment subsidiary, Aqua Pennsylvania Wastewater, and the Delaware County Regional Water Quality Control Authority (DELCORA).

Capital expenditures

Essential invested \$293.1 million in the first half of the year to improve its regulated water and natural gas infrastructure systems. This does not include an additional \$53.5 million that was invested by Peoples, pre-closing, during the period from Jan. 1, 2020 to March 15, 2020. The company remains on track to replace and expand its water and wastewater utility infrastructure by investing approximately \$550 million in 2020. Additionally, the company expects to invest approximately \$400 million in 2020 to replace and upgrade its natural gas utility infrastructure (including capital invested in 2020 prior to Essential's ownership). In total, infrastructure investments of approximately \$2.8 billion are expected through 2022 to improve water and natural gas systems (including capital invested at Peoples in 2020 prior to Essential's ownership). The capital investments made to rehabilitate and expand the infrastructure of the communities Essential serves are critical to its mission of safely and reliably delivering Earth's most essential resources. The company's plan to accelerate the replacement of approximately 2,700 miles of aged gas pipe at Peoples is underway. This program will enable significant reduction in methane emissions that occur in aged gas pipes.

Rate activity

To date in 2020, Essential's regulated water segment has received rate awards or infrastructure surcharges in Illinois, Indiana, North Carolina, Ohio, Virginia and Pennsylvania totaling an estimated increase in annualized revenues of \$10.2 million. Additionally, Essential's regulated natural gas segment has received rate awards or infrastructure surcharges in Kentucky and Pennsylvania totaling an estimated increase to annualized revenues of \$1.0 million. The company currently has proceedings pending in New Jersey, Virginia and Ohio for its regulated water segment totaling \$5.2 million.

Essential reaffirms 2020 guidance

The company continues to monitor the global outbreak of COVID-19 and will update guidance impacts from the outbreak in the future if needed. At this time, the following continues to be the 2020 full-year guidance:

- Adjusted income per diluted common share (non-GAAP) of \$1.53 to \$1.58
- Earnings growth CAGR of 5 to 7 percent for 2019 through 2022
- Regulated water segment infrastructure investments of approximately \$550 million in 2020
- Regulated natural gas segment infrastructure investments of approximately \$400 million in 2020 on full-year basis (adjusted to include capital invested in 2020 prior to Essential's ownership)
- Infrastructure investments of approximately \$2.8 billion through 2022 in existing operations to rehabilitate and strengthen water, wastewater, and natural gas systems (including regulated natural gas segment capital invested in 2020 prior to Essential's ownership)
- Regulated water segment rate base compound annual growth rate of 6 to 7 percent through 2022
- Regulated natural gas segment rate base compound annual growth rate of 8 to 10 percent through 2022
- Total annual regulated water segment customer growth of between 2 and 3 percent on average depending upon regulatory approval
- Gas customer count expected to be relatively stable for 2020

Please refer to the reconciliation of GAAP and non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Essential Utilities does not guarantee future results of any kind. Guidance is subject to risks and uncertainties, including, without limitation, those factors outlined in the "Forward Looking Statements" of this release and the "Risk Factors" section of the company's annual and quarterly reports filed with the Securities and Exchange Commission.

Earnings Call Information

Date: Aug. 6, 2020

Time: 11 a.m. EDT (please dial in by 10:45 a.m.)

Webcast and slide presentation link: <https://www.essential.co/events-and-presentations/events-calendar>

Replay Dial-in #: 888.203.1112 (U.S.) & +1 719.457.0820 (International)

Confirmation code: 7052213

The company's conference call with financial analysts will take place Thursday, Aug. 6, 2020 at 11 a.m. Eastern Daylight Time. The call and presentation will be webcast live so that interested parties may listen over the internet by logging on to Essential.co and following the link for [Investors](#). The conference call will be archived in the Investor Relations section of the company's website for 90 days following the call. Additionally, the call will be recorded and made available for replay at 2 p.m. on Aug. 6, 2020 for 10 business days following the call. To access the audio replay in the U.S., dial 888-203-1112 (pass code 7052213). International callers can dial +1 719-457-0820 (pass code 7052213).

About Essential

Essential is one of the largest publicly traded water, wastewater and natural gas providers in the U.S., serving approximately 5 million people across 10 states under the Aqua and Peoples brands. Essential is committed to excellence in proactive infrastructure investment, regulatory expertise, operational efficiency and environmental stewardship. The company recognizes the importance water and natural gas play in everyday life and is proud to deliver safe, reliable services that contribute to the quality of life in the communities it serves. For more information, visit <http://www.essential.co>.

Forward-looking statements

This release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others: the guidance range of adjusted income per diluted common share for the fiscal year ending in 2020; the 3-year earnings growth from 2019 to 2022; the projected total regulated water segment customer growth for 2020; the anticipated amount of capital investment in 2020; the anticipated amount of capital investment from 2020 through 2022; and the company's anticipated rate base growth from 2020 through 2022. There are important factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements including: disruptions in the global economy; financial and workforce impacts from the COVID-19 virus; the continuation of the company's growth-through-acquisition program; the company's continued ability to adapt itself for the future and build value by fully optimizing company assets; general economic business conditions; the company's ability to fund needed infrastructure; housing and customer growth trends; unfavorable weather conditions; the success of certain cost-containment initiatives; changes in regulations or regulatory treatment; availability and access to capital; the cost of capital; disruptions in the credit markets; the success of growth initiatives; the company's ability to successfully close municipally owned systems presently under agreement; the company's ability to continue to deliver strong results; the company's ability to continue to pay its dividend, add shareholder value and grow earnings; municipalities' willingness to privatize their water and/or wastewater utilities; the company's ability to control expenses and create and maintain efficiencies; the company's ability to acquire municipally owned water and wastewater systems listed in its "pipeline"; and other factors discussed in our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q, which are filed with the Securities and Exchange Commission. For more information regarding risks and uncertainties associated with Essential's business, please refer to Essential's annual, quarterly and other SEC filings. Essential is not under any obligation - and expressly disclaims any such obligation - to update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

WTRGF

Essential Utilities, Inc. and Subsidiaries
Selected Operating Data
(In thousands, except per share amounts)
(Unaudited)

| | Quarter Ended | | Six Months Ended | |
|---|---------------|------------|------------------|------------|
| | June 30, | | June 30, | |
| | 2020 | 2019 | 2020 | 2019 |
| Operating revenues | \$ 384,468 | \$ 218,892 | \$ 640,053 | \$ 420,024 |
| Operations and maintenance expense | \$ 128,604 | \$ 86,445 | \$ 235,241 | \$ 165,759 |
| Net income | \$ 74,629 | \$ 54,903 | \$ 126,410 | \$ 71,827 |
| Basic net income per common share | \$ 0.29 | \$ 0.25 | \$ 0.52 | \$ 0.36 |
| Diluted net income per common share | \$ 0.29 | \$ 0.25 | \$ 0.50 | \$ 0.36 |
| Basic average common shares outstanding | 254,167 | 219,055 | 245,144 | 198,747 |
| Diluted average common shares outstanding | 254,434 | 219,790 | 254,452 | 199,303 |

Essential Utilities, Inc. and Subsidiaries
Consolidated Statement of Income
(In thousands, except per share amounts)

(Unaudited)

| | Quarter Ended | | Six Months Ended | |
|---|---------------|------------|------------------|------------|
| | June 30, | | June 30, | |
| | 2020 | 2019 | 2020 | 2019 |
| Operating revenues | \$ 384,468 | \$ 218,892 | \$ 640,053 | \$ 420,024 |
| Cost & expenses: | | | | |
| Operations and maintenance | 128,604 | 86,445 | 235,241 | 165,759 |
| Purchased gas | 43,420 | - | 56,190 | - |
| Depreciation | 67,925 | 39,550 | 113,491 | 78,624 |
| Amortization | 1,967 | (2,920) | 2,646 | (2,584) |
| Taxes other than income taxes | 19,433 | 14,868 | 35,869 | 29,837 |
| Total | 261,349 | 137,943 | 443,437 | 271,636 |
| Operating income | 123,119 | 80,949 | 196,616 | 148,388 |
| Other expense (income): | | | | |
| Interest expense | 51,666 | 31,727 | 86,788 | 59,596 |
| Interest income | (196) | (8,418) | (5,231) | (8,437) |
| Allowance for funds used during construction | (2,230) | (3,611) | (5,178) | (7,667) |
| Change in fair value of interest rate swap agreements | - | (11,040) | - | 23,742 |
| Loss on debt extinguishment | - | 18,935 | - | 18,935 |
| Gain on sale of other assets | (20) | (48) | (125) | (268) |
| Equity earnings in joint venture | (470) | (1,240) | (343) | (1,783) |
| Other | (722) | 1,912 | 957 | 2,784 |
| Income before income taxes | 75,091 | 52,732 | 119,748 | 61,486 |
| Provision for income taxes (benefit) | 462 | (2,171) | (6,662) | (10,341) |
| Net income | \$ 74,629 | \$ 54,903 | \$ 126,410 | \$ 71,827 |
| Net income per common share: | | | | |
| Basic | \$ 0.29 | \$ 0.25 | \$ 0.52 | \$ 0.36 |

| | | | | |
|------------------------------------|---------|---------|---------|---------|
| Diluted | \$ 0.29 | \$ 0.25 | \$ 0.50 | \$ 0.36 |
| Average common shares outstanding: | | | | |
| Basic | 254,167 | 219,055 | 245,144 | 198,747 |
| Diluted | 254,434 | 219,790 | 254,452 | 199,303 |

Essential Utilities, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Financial Measures
(In thousands, except per share amounts)
(Unaudited)

The Company is providing disclosure of the reconciliation of the non-GAAP financial measures to the most comparable GAAP financial measures. The Company believes that the non-GAAP financial measures "adjusted income" and "adjusted income per common share" provide investors the ability to measure the Company's financial operating performance by adjustment, which is more indicative of the Company's ongoing performance and is more comparable to measures reported by other companies. The Company further believes that the presentation of these non-GAAP financial measures is useful to investors as a more meaningful way to compare the Company's operating performance against its historical financial results.

This reconciliation includes a presentation of the non-GAAP financial measures "adjusted income" and "adjusted income per common share" and have been adjusted for the following items:

- (1) Transaction-related expenses for the Company's Peoples acquisition that closed on March 16, 2020, which consists of costs of \$12,744 recorded as operations and maintenance expenses for the three months ended June 30, 2019 and \$25,397 and \$19,390 for the six months ended June 30, 2020 and 2019, respectively, primarily representing expenses associated with investment banking fees, obtaining regulatory approvals, legal expenses, and integration planning. Additionally included in transaction-related expenses for the three months ended June 30, 2019 are mark-to-market fair value adjustments of \$(11,040) and \$23,742 for the six months ended June 30, 2020 associated with interest rate swap agreements for debt issued related to the Peoples transaction. The interest rate swap agreements were settled on April 24, 2019, which coincided with the debt financings to partially fund the Peoples acquisition. Further, expenses of \$18,954 associated with the refinancing of existing debt that occurred in May 2019 are included in transaction-related expenses;
- (2) In order to illustrate the full-year 2020 effects of the Peoples acquisition as if this transaction closed on January 1, 2020, this adjustment includes both the estimated impact of Peoples Gas pre-tax operating results for the period in 2020 prior to closing from January 1, 2020 to March 15, 2020, as well as the additional net interest expense expected to have been incurred for partially funding the estimated purchase price of Peoples;
- (3) Pre-acquisition interest expense of \$3,492, net of interest income of \$2,174, commencing in the second quarter of 2019 for funds borrowed prior to the completion of the Company's Peoples acquisition on March 16, 2020;
- (4) On April 26, 2019, the Company issued \$313,500 of notes so as to complete an early extinguishment of \$313,500 of existing debt on May 18, 2019. The Company incurred overlapping interest expense during this 22-day period of \$858, net of interest income earned of \$406, on the borrowed funds, and considers this overlapping net interest expense of \$452 to be a transaction-related expense;
- (5) Interest income earned on the proceeds received from our April 2019 equity offerings of common shares and tangible equity units prior to the completion of the Company's Peoples acquisition on March 16, 2020;
- (6) The income tax impact of the non-GAAP adjustments described above; and
- (7) The effect on average diluted shares outstanding of the shares issued in April 2019 for our common share and tangible equity unit issuances prior to the completion of the Company's Peoples acquisition on March 16, 2020.

These financial measures are measures of the Company's operating performance that do not comply with U.S. generally accepted accounting principles (GAAP), and are thus considered to be "non-GAAP financial measures" under applicable Securities and Exchange Commission regulations. These non-GAAP financial measures are derived from our consolidated financial information, if available, and is provided to supplement the Company's GAAP measures, and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles our GAAP results to the non-GAAP information we disclose :

| | Quarter Ended June 30, | | Six Months Ended June 30, | |
|--|---------------------------|-----------|------------------------------|-----------|
| | 2020 | 2019 | 2020 | 2019 |
| Net income (GAAP financial measure) | \$ 74,629 | \$ 54,903 | \$ 126,410 | \$ 71,827 |
| (1) Transaction-related expenses for the Peoples transaction closed March 16, 2020 | - | 20,658 | 25,573 | 62,086 |

| | | | | |
|--|-----------|-----------|------------|------------|
| (2) Adjustments to provide full-year 2020 run rate of Peoples operating results, including additional net interest expense | - | - | 108,132 | - |
| (3) Pre-acquisition interest expense for funds borrowed for acquisition of Peoples, net | - | 1,318 | - | 1,318 |
| (4) Overlapping interest expense on refinanced debt | - | 452 | - | 452 |
| (5) Interest income earned on proceeds from April 2019 equity offerings | - | (7,408) | - | (7,408) |
| (6) Income tax effect of non-GAAP adjustments | - | (3,108) | (31,803) | (11,736) |
| Adjusted income (Non-GAAP financial measure) | \$ 74,629 | \$ 66,815 | \$ 228,312 | \$ 116,539 |
| Net income per common share (GAAP financial measure): | | | | |
| Basic | \$ 0.29 | \$ 0.25 | \$ 0.52 | \$ 0.36 |
| Diluted | \$ 0.29 | \$ 0.25 | \$ 0.50 | \$ 0.36 |
| Adjusted income per common share (Non-GAAP financial measure): | | | | |
| Diluted | \$ 0.29 | \$ 0.37 | \$ 0.90 | \$ 0.65 |
| Average common shares outstanding: | | | | |
| Basic | 254,167 | 219,055 | 245,144 | 198,747 |
| Diluted | 254,434 | 219,790 | 254,452 | 199,303 |
| Average common shares outstanding: | | | | |
| Shares used in calculating diluted net income per common share | 254,434 | 219,790 | 254,452 | 199,303 |
| (5) Less: Adjustment for effects of April 2019 common share issuance | - | (28,336) | - | (14,246) |
| (5) Less: Adjustment for effects of April 2019 tangible equity unit issuance | - | (12,760) | - | (6,415) |
| Shares used in calculating adjusted diluted income per common share (Non-GAAP financial measure) | 254,434 | 178,694 | 254,452 | 178,642 |

Essential Utilities, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Financial Measure
(Unaudited)

The Company is providing disclosure of the reconciliation of the Company's outlook of the non-GAAP financial measure "adjusted diluted income per common share" to the most comparable GAAP financial measure "diluted net income per common share." The diluted income per share guidance for 2020 reflects the completion of the Peoples acquisition March 16, 2020. The Company believes that the non-GAAP financial measure "adjusted diluted income per common share" for Essential's 2020 full-year illustrative guidance provides investors the ability to measure the Company's future financial operating performance with adjustments, by providing an estimate of the full-year effects of the Peoples acquisition as if this transaction closed on January 1, 2020. The adjusted results are more indicative of the Company's future performance and are more comparable to measures reported by other companies. The Company believes that the presentation of this non-GAAP financial measure is more indicative of the Company's future performance and is more comparable to measures reported by other companies.

This reconciliation includes a presentation of the non-GAAP financial measure "adjusted diluted income per common share" for Essential's 2020 full-year guidance and has been adjusted for the following items:

- (1) Excludes transaction-related expenses for the Company's Peoples acquisition completed in March 2020, which consisted of costs primarily representing expenses associated with obtaining regulatory approvals, investment banking fees, legal expenses, and integration planning;
- (2) Excludes the impact of Peoples transaction-related rate credits of \$23 million to be granted to Pennsylvania water and gas customers;
- (3) In order to illustrate the full-year 2020 effects of the Peoples acquisition as if this transaction closed on January 1, 2020, this adjustment includes both the estimated impact of Peoples Gas pre-tax operating results for the period in 2020 prior to closing, as well as the additional net interest expense

expected to have been incurred for partially funding the estimated purchase price of Peoples;

(4) Excludes the income tax impact of the non-GAAP adjustments described above.

This financial measure is a measure of the Company's operating performance that does not comply with U.S. generally accepted accounting principles (GAAP), and is thus considered to be a "non-GAAP financial measure" under applicable Securities and Exchange Commission regulations. The non-GAAP financial measure is provided to supplement the Company's GAAP outlook and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles Essential's 2020 full-year guidance GAAP outlook to the non-GAAP information that we have provided:

| | |
|--|-------------------------|
| Diluted net income per common share for Essential's full year 2020 guidance (GAAP financial measure) | \$1.05 to \$1.10 |
| Adjustments on a per share basis: | |
| (1) Transaction-related expenses for Peoples transaction completed in March 2020 | \$0.10 |
| (2) Peoples transaction-related commitment to grant rate credits to utility customers | \$0.09 +/- \$0.01 |
| (3) Adjustment to provide full-year run rate of Peoples operating results, including additional net interest expense | \$0.42 |
| (4) Income tax effect of non-GAAP adjustments | (\$0.15) +/- \$0.02 |
| Adjusted diluted income per common share for Essential's full year 2020 guidance (Non-GAAP financial measure) | \$1.53 to \$1.58 |

Essential Utilities, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets
(In thousands of dollars)
(Unaudited)

| | June 30, 2020 | December 31, 2019 |
|---|------------------|----------------------|
| Net property, plant and equipment | \$ 9,050,760 | \$ 6,345,790 |
| Current assets | 312,454 | 2,015,127 |
| Regulatory assets and other assets | 3,665,194 | 1,001,068 |
| Total assets | \$ 13,028,408 | \$ 9,361,985 |
| Total equity | \$ 4,635,534 | \$ 3,880,860 |
| Long-term debt, excluding current portion, net of debt issuance costs | 5,174,601 | 2,943,327 |
| Current portion of long-term debt and loans payable | 102,839 | 130,775 |
| Other current liabilities | 345,340 | 192,686 |
| Deferred credits and other liabilities | 2,770,094 | 2,214,337 |
| Total liabilities and equity | \$ 13,028,408 | \$ 9,361,985 |

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Source: Essential Utilities Inc.



Essential Utilities Reports Financial Results for Q3 2020

November 3, 2020

*Earns \$0.22 per share (GAAP) and adjusted earnings per share of \$0.23 (Non-GAAP)
Refines 2020 annual adjusted earnings guidance to the top end of the \$1.53 to \$1.58 range
Signs agreement with Lower Makefield for 11,000 customer connections
Publishes Environmental, Social and Governance (ESG) report*

BRYN MAWR, Pa.--(BUSINESS WIRE)--Nov. 3, 2020-- Essential Utilities Inc. (NYSE: WTRG), today reported results for the third quarter ended Sept. 30, 2020.

Company Highlights

"Our commitment to providing safe, reliable, affordable resources during these uncertain times has never been more important for our customers and the communities we serve," said Essential Chairman and CEO Christopher Franklin. The company has made donations to several nonprofits to support communities in need and enhanced the low-income assistance program to ensure customers continue to receive its services.

"We are pleased to have published our 2019 Environmental, Social and Governance (ESG) report, highlighting our commitment to environmental stewardship, sustainable business practices, employee safety, diversity and inclusion, customer experience and community engagement. We look to bring the same ESG focus to the natural gas business as we expect to announce a companywide emissions reduction target in the next six months. We are also pleased that, due to the combined efforts across our 10-state footprint, we are able to refine our annual adjusted earnings per share guidance to the top end of the \$1.53 to \$1.58 range," stated Franklin.

Operating Results

Essential reported net income of \$55.7 million (GAAP) for the third quarter 2020, or \$0.22 per share (GAAP), compared to \$88.5 million, or \$0.38 per share, for the third quarter 2019. Results for the third quarter of 2020 include the operating results of Peoples, which largely comprises the company's regulated natural gas segment, and results for the third quarter of 2019 include Peoples transaction-related items. Adjusting for transaction-related water rate credits issued to utility customers, adjusted net income in the third quarter of 2020 was \$58.6 million (non-GAAP), or \$0.23 per share (non-GAAP). Please refer to the reconciliation of GAAP to non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Revenues for the quarter were \$348.6 million, an increase of 43.1% compared to \$243.6 million in the third quarter of 2019. The natural gas utility acquired in the first quarter contributed \$92.1 million of this revenue growth, while the remainder was due to increased volume, growth and rate and surcharge increases in the regulated water segment. Adjusted revenues for the third quarter of 2020, which exclude water rate credits issued to utility customers, were \$352.7 million (non-GAAP). Operations and maintenance expenses increased to \$136.2 million for the third quarter of 2020 compared to \$82.0 million in the third quarter of 2019. The increase in operations and maintenance expenses was primarily a result of operations and maintenance expenses of \$62.2 million from the acquisition of Peoples.

The regulated water segment reported revenues for the quarter of \$255.7 million, an increase of 5.3% compared to \$242.9 million in the third quarter of 2019. Increased volume and rates and surcharges were the largest contributors to the increase in revenues for the period, in addition to customer growth from both organic growth and acquisitions. Operations and maintenance expenses for the regulated water segment decreased by 2.2% to \$79.3 million for the third quarter of 2020.

The regulated natural gas segment reported revenues for the third quarter of 2020 of \$88.9 million. Operations and maintenance for the same period for the regulated natural gas segment were \$59.6 million and purchased gas costs were \$14.8 million.

For the first nine months of 2020, the company reported revenues of \$988.7 million compared to \$663.7 million in the first nine months of 2019. Adjusted revenues for the first nine months, which exclude water rate credits issued to utility customers, were \$992.8 million (non-GAAP). Operations and maintenance expenses for the first nine months of 2020 were \$371.4 million compared to \$247.8 million in 2019.

As of Sept. 30, 2020, Essential reported year-to-date net income of \$182.1 million or \$0.71 per share (GAAP) compared to \$160.3 million or \$0.76 per share (GAAP) reported through the same period of 2019. Adjusted income and adjusted income per share (both non-GAAP financial measures) for the first nine months of 2020, exclude the impact of both the Peoples transaction-related water rate credits issued to utility customers of \$4.1 million and Peoples transaction-related expenses, and include a normalized pro forma adjustment for the Peoples operating results for the period Jan. 1, 2020 to March 15, 2020 to provide the basis for a 2020 full-year run rate of operating results. Adjusted income for the first nine months of 2020 was \$286.9 million or \$1.12 per share (non-GAAP). The fourth quarter of 2020 will include additional rate credits to be issued to gas utility customers of \$18.9 million. Please refer to the reconciliation of GAAP to non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Dividend

On Oct. 21, 2020, Essential's board of directors declared a quarterly cash dividend of \$0.2507 per share of common stock. This dividend will be payable on Dec. 1, 2020 to shareholders of record on Nov. 13, 2020. The company has paid a consecutive quarterly cash dividend for more than 75 years.

Financing

In August, Essential announced an offering of 6.7 million shares of common stock via a forward equity sale agreement. The company will not receive any proceeds from the sale of our common stock by the forward purchaser until settlement of all or a portion of the agreement. If assuming full settlement today, the company would receive approximately \$306 million in proceeds which are expected to be used to fund general corporate purposes, including the acquisition of the Delaware County Regional Water Quality Control Authority (DELCORA) and other water and wastewater acquisitions in its pipeline. The forward sale agreement allows the company to settle the transaction between now and Aug. 10, 2021.

Water utility acquisition growth

Essential's continued acquisition growth allows the company to provide safe and reliable water and wastewater service to an even larger customer base. On October 8, 2020, the company's regulated water segment subsidiary, Aqua Illinois, closed its acquisition of the Rockwell Utilities water and wastewater system, adding approximately \$5.15 million in rate base. In the first nine months of 2020, customer growth for the company's water utilities has totaled 1.5% including organic growth.

The company has signed purchase agreements for other municipal water and wastewater acquisitions that are expected to add the equivalent of over 212,000 water and wastewater retail customers and approximately \$363 million in expected rate base. This includes the recently announced, signed purchase agreement to acquire the wastewater system of Lower Makefield, a Pennsylvania utility with approximately 11,000 customer connections and the previously announced, signed purchase agreement between Essential's regulated water segment subsidiary, Aqua Pennsylvania Wastewater, and DELCORA.

"We remain focused on advancing the DELCORA acquisition, while continuing to partner with municipalities, like Lower Makefield, to provide the operational excellence that has become synonymous with our 134-year-old company," added Franklin.

Capital expenditures

Essential invested \$554.1 million in the first nine months of the year to improve its regulated water and natural gas infrastructure systems and to enhance its customer service across its operations. This does not include an additional \$53.5 million that was invested by Peoples, pre-closing, during the period from Jan. 1, 2020 to March 15, 2020. The company remains on track to replace and expand its water and wastewater utility infrastructure by investing approximately \$550 million in 2020. Additionally, the company expects to invest approximately \$400 million in 2020 to replace and upgrade its natural gas utility infrastructure (including capital invested in 2020 prior to Essential's ownership), leading to significant reductions in methane emissions that occur in aged gas pipes. In total, infrastructure investments of approximately \$2.8 billion are expected through 2022 to improve water and natural gas systems (including capital invested at Peoples in 2020 prior to Essential's ownership) and better serve our customers through improved information technology. The capital investments made to rehabilitate and expand the infrastructure of the communities Essential serves are critical to its mission of safely and reliably delivering Earth's most essential resources.

Rate activity

To date in 2020, the regulated water segment has received rate awards or infrastructure surcharges in Illinois, Indiana, North Carolina, Ohio, Virginia and Pennsylvania totaling an estimated increase in annualized revenues of \$21.0 million. Additionally, the regulated natural gas segment has received infrastructure surcharges in Kentucky and Pennsylvania totaling an estimated increase to annualized revenues of \$1.0 million. The company currently has proceedings pending in New Jersey, Virginia and Indiana for its regulated water segment, which would add \$2.9 million in incremental revenue.

Essential refines 2020 guidance

The company continues to monitor the effects of the COVID-19 pandemic on its customers, employees and the business and will update guidance impacts from the pandemic in the future if needed. At this time, the company's updated 2020 full-year guidance is:

- Expects adjusted income per diluted common share (non-GAAP) at the top end of the \$1.53 to \$1.58 range
- Earnings growth CAGR of 5 to 7 percent for 2019 through 2022
- Regulated water segment infrastructure investments of approximately \$550 million in 2020
- Regulated natural gas segment infrastructure investments of approximately \$400 million in 2020 on full-year basis (adjusted to include capital invested in 2020 prior to Essential's ownership)
- Infrastructure investments of approximately \$2.8 billion through 2022 in existing operations to rehabilitate and strengthen water, wastewater, and natural gas systems (including regulated natural gas segment capital invested in 2020 prior to Essential's ownership)
- Regulated water segment rate base compound annual growth rate of 6 to 7 percent through 2022
- Regulated natural gas segment rate base compound annual growth rate of 8 to 10 percent through 2022
- Total annual regulated water segment customer growth of between 2 and 3 percent on average depending upon regulatory approval
- Gas customer count expected to be relatively stable for 2020

Please refer to the reconciliation of GAAP and non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Essential Utilities does not guarantee future results of any kind. Guidance is subject to risks and uncertainties, including, without limitation, those factors outlined in the "Forward Looking Statements" of this release and the "Risk Factors" section of the company's annual and quarterly reports filed with the Securities and Exchange Commission.

Earnings Call Information

Date: Nov. 4, 2020

Time: 11 a.m. EST (please dial in by 10:45 a.m.)

Webcast and slide presentation link: <https://www.essential.co/events-and-presentations/events-calendar>

Replay Dial-in #: 888.203.1112 (U.S.) & +1 719.457.0820 (International)

Confirmation code: 8195013

The company's conference call with financial analysts will take place Wednesday, Nov. 4, 2020 at 11 a.m. Eastern Standard Time. The call and presentation will be webcast live so that interested parties may listen over the internet by logging on to [Essential.co](https://www.essential.co) and following the link for [Investors](#). The conference call will be archived in the Investor Relations section of the company's website for 90 days following the call. Additionally, the call will be recorded and made available for replay at 2 p.m. on Nov. 4, 2020 for 10 business days following the call. To access the audio replay in the U.S., dial 888-203-1112 (pass code 8195013). International callers can dial +1 719-457-0820 (pass code 8195013).

About Essential

Essential is one of the largest publicly traded water, wastewater and natural gas providers in the U.S., serving approximately 5 million people across 10 states under the Aqua and Peoples brands. Essential is committed to excellence in proactive infrastructure investment, regulatory expertise, operational efficiency and environmental stewardship. The company recognizes the importance water and natural gas play in everyday life and is proud to deliver safe, reliable services that contribute to the quality of life in the communities it serves. For more information, visit <http://www.essential.co>.

Forward-looking statements

This release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others: the guidance range of adjusted income per diluted common share for the fiscal year ending in 2020; the 3-year earnings growth from 2019 to 2022; the projected total regulated water segment customer growth for 2020; the anticipated amount of capital investment in 2020; the anticipated amount of capital investment from 2020 through 2022; and the company's anticipated rate base growth from 2020 through 2022. There are important factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements including: disruptions in the global economy; financial and workforce impacts from the COVID-19 pandemic; the continuation of the company's growth-through-acquisition program; the company's continued ability to adapt itself for the future and build value by fully optimizing company assets; general economic business conditions; the company's ability to fund needed infrastructure; housing and customer growth trends; unfavorable weather conditions; the success of certain cost-containment initiatives; changes in regulations or regulatory treatment; availability and access to capital; the cost of capital; disruptions in the credit markets; the success of growth initiatives; the company's ability to successfully close municipally owned systems presently under agreement; the company's ability to continue to deliver strong results; the company's ability to continue to pay its dividend, add shareholder value and grow earnings; municipalities' willingness to privatize their water and/or wastewater utilities; the company's ability to control expenses and create and maintain efficiencies; the company's ability to acquire municipally owned water and wastewater systems listed in its "pipeline"; and other factors discussed in our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q, which are filed with the Securities and Exchange Commission. For more information regarding risks and uncertainties associated with Essential's business, please refer to Essential's annual, quarterly and other SEC filings. Essential is not under any obligation - and expressly disclaims any such obligation - to update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

WTRGF

Essential Utilities, Inc. and Subsidiaries

Selected Operating Data

(In thousands, except per share amounts)

(Unaudited)

| | Quarter Ended | | Nine Months Ended | |
|-------------------------------------|---------------|------------|-------------------|------------|
| | September 30, | | September 30, | |
| | 2020 | 2019 | 2020 | 2019 |
| Operating revenues | \$ 348,647 | \$ 243,626 | \$ 988,700 | \$ 663,650 |
| Operations and maintenance expense | \$ 136,174 | \$ 82,022 | \$ 371,415 | \$ 247,781 |
| Net income | \$ 55,732 | \$ 88,489 | \$ 182,142 | \$ 160,316 |
| Basic net income per common share | \$ 0.22 | \$ 0.38 | \$ 0.73 | \$ 0.76 |
| Diluted net income per common share | \$ 0.22 | \$ 0.38 | \$ 0.71 | \$ 0.76 |

| | | | | |
|---|---------|---------|---------|---------|
| Basic average common shares outstanding | 254,280 | 232,053 | 248,212 | 209,971 |
|---|---------|---------|---------|---------|

| | | | | |
|---|---------|---------|---------|---------|
| Diluted average common shares outstanding | 255,162 | 232,464 | 255,139 | 210,335 |
|---|---------|---------|---------|---------|

Essential Utilities, Inc. and Subsidiaries
Consolidated Statement of Income
(In thousands, except per share amounts)
(Unaudited)

| | Quarter Ended | | Nine Months Ended | |
|---|---------------|------------|-------------------|------------|
| | September 30, | | September 30, | |
| | 2020 | 2019 | 2020 | 2019 |
| Operating revenues | \$ 348,647 | \$ 243,626 | \$ 988,700 | \$ 663,650 |
| Cost & expenses: | | | | |
| Operations and maintenance | 136,174 | 82,022 | 371,415 | 247,781 |
| Purchased gas | 16,744 | - | 72,934 | - |
| Depreciation | 68,175 | 39,489 | 181,666 | 118,113 |
| Amortization | 1,766 | 444 | 4,412 | (2,140) |
| Taxes other than income taxes | 20,555 | 15,201 | 56,424 | 45,038 |
| Total | 243,414 | 137,156 | 686,851 | 408,792 |
| Operating income | 105,233 | 106,470 | 301,849 | 254,858 |
| Other expense (income): | | | | |
| Interest expense | 49,861 | 32,643 | 136,650 | 92,239 |
| Interest income | (114) | (9,680) | (5,346) | (18,117) |
| Allowance for funds used during construction | (3,543) | (4,613) | (8,721) | (12,280) |
| Change in fair value of interest rate swap agreements | - | - | - | 23,742 |
| Loss on debt extinguishment | - | - | - | 18,920 |
| Gain on sale of other assets | (233) | (175) | (358) | (443) |
| Equity loss (earnings) in joint venture | 3,626 | (135) | 3,283 | (1,918) |
| Other | (4,127) | 1,494 | (3,170) | 4,293 |
| Income before income taxes | 59,763 | 86,936 | 179,511 | 148,422 |

| | | | | |
|--------------------------------------|-----------|-----------|------------|------------|
| Provision for income taxes (benefit) | 4,031 | (1,553) | (2,631) | (11,894) |
| Net income | \$ 55,732 | \$ 88,489 | \$ 182,142 | \$ 160,316 |
| Net income per common share: | | | | |
| Basic | \$ 0.22 | \$ 0.38 | \$ 0.73 | \$ 0.76 |
| Diluted | \$ 0.22 | \$ 0.38 | \$ 0.71 | \$ 0.76 |
| Average common shares outstanding: | | | | |
| Basic | 254,280 | 232,053 | 248,212 | 209,971 |
| Diluted | 255,162 | 232,464 | 255,139 | 210,335 |

Essential Utilities, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Financial Measures
(In thousands, except per share amounts)
(Unaudited)

The Company is providing disclosure of the reconciliation of the non-GAAP financial measures to the most comparable GAAP financial measures. The Company believes that the non-GAAP financial measures "adjusted operating revenues," "adjusted income," and "adjusted income per common share" provide investors the ability to measure the Company's financial operating performance by adjustment, which is more indicative of the Company's ongoing performance and is more comparable to measures reported by other companies. The Company further believes that the presentation of these non-GAAP financial measures is useful to investors as a more meaningful way to compare the Company's operating performance against its historical financial results.

This reconciliation includes a presentation of the non-GAAP financial measures "adjusted operating revenues," "adjusted income," and "adjusted income per common share" and have been adjusted for the following items:

- (1) Transaction-related water rate credits issued to Pennsylvania utility customers in September 2020.
- (2) Transaction-related expenses for the Company's Peoples acquisition that closed on March 16, 2020, which consists of costs of \$2,496 recorded as operations and maintenance expenses for the three months ended September 30, 2019 and \$25,397 and \$21,886 for the nine months ended September 30, 2020 and 2019, respectively, primarily representing expenses associated with investment banking fees, obtaining regulatory approvals, legal expenses, and integration planning. Additionally included in transaction-related expenses for the nine months ended September 30, 2019 are mark-to-market fair value adjustments of \$23,742 associated with interest rate swap agreements for debt issued related to the Peoples transaction. The interest rate swap agreements were settled on April 24, 2019, which coincided with the debt financings to partially fund the Peoples acquisition. Further, expenses of \$871 for the three months ended September 30, 2019 and \$19,825 for the nine months ended September 30, 2019 associated with the refinancing of existing debt that occurred in May 2019 are included in transaction-related expenses;
- (3) In order to illustrate the full-year 2020 effects of the Peoples acquisition as if this transaction closed on January 1, 2020, this adjustment includes both the estimated impact of Peoples Gas pre-tax operating results for the period in 2020 prior to closing from January 1, 2020 to March 15, 2020, as well as the additional net interest expense expected to have been incurred for partially funding the estimated purchase price of Peoples;
- (4) Pre-acquisition interest expense of \$4,757, net of interest income of \$2,757, for the three months ended September 30, 2019 and \$8,249, net of interest income of \$4,931 for the nine months ended September 30, 2019, commencing in the second quarter of 2019 for funds borrowed prior to the completion of the Company's Peoples acquisition on March 16, 2020;
- (5) On April 26, 2019, the Company issued \$313,500 of notes so as to complete an early extinguishment of \$313,500 of existing debt on May 18, 2019. The Company incurred overlapping interest expense during this 22-day period of \$858, net of interest income earned of \$406, on the borrowed funds, and considers this overlapping net interest expense of \$452 to be a transaction-related expense;
- (6) Interest income earned on the proceeds received from our April 2019 equity offerings of common shares and tangible equity units prior to the completion of the Company's Peoples acquisition on March 16, 2020;
- (7) The income tax impact of the non-GAAP adjustments described above; and
- (8) The effect on average diluted shares outstanding of the shares issued in April 2019 for our common share and tangible equity unit issuances prior to the completion of the Company's Peoples acquisition on March 16, 2020.

These financial measures are measures of the Company's operating performance that do not comply with U.S. generally accepted accounting principles (GAAP), and are thus considered to be "non-GAAP financial measures" under applicable Securities and Exchange Commission regulations. These non-GAAP financial measures are derived from our consolidated financial information, if available, and is provided to supplement the Company's GAAP measures, and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles our GAAP results to the non-GAAP information we disclose :

| | Quarter Ended | | Nine Months Ended | |
|--|---------------|------------|-------------------|------------|
| | September 30, | | September 30, | |
| | 2020 | 2019 | 2020 | 2019 |
| Operating revenues (GAAP financial measure) | \$ 348,647 | \$ 243,626 | \$ 988,700 | \$ 663,650 |
| (1) Transaction-related water rate credits issued to utility customers | 4,080 | - | 4,080 | - |
| Adjusted operating revenues (Non-GAAP financial measure) | \$ 352,727 | \$ 243,626 | \$ 992,780 | \$ 663,650 |
| Net income (GAAP financial measure) | \$ 55,732 | \$ 88,489 | \$ 182,142 | \$ 160,316 |
| (1) Transaction-related water rate credits issued to utility customers | 4,080 | - | 4,080 | - |
| (2) Transaction-related expenses for the Peoples transaction closed March 16, 2020 | - | 3,367 | 25,573 | 65,453 |
| (3) Adjustments to provide full-year 2020 run rate of Peoples operating results, including additional net interest expense | - | - | 108,132 | - |
| (4) Pre-acquisition interest expense for funds borrowed for acquisition of Peoples, net | - | 2,000 | - | 3,318 |
| (5) Overlapping interest expense on refinanced debt | - | - | - | 452 |
| (6) Interest income earned on proceeds from April 2019 equity offerings | - | (9,071) | - | (16,479) |
| (7) Income tax effect of non-GAAP adjustments | (1,179) | 810 | (32,982) | (10,926) |
| Adjusted income (Non-GAAP financial measure) | \$ 58,633 | \$ 85,595 | \$ 286,945 | \$ 202,134 |
| Net income per common share (GAAP financial measure): | | | | |
| Basic | \$ 0.22 | \$ 0.38 | \$ 0.73 | \$ 0.76 |
| Diluted | \$ 0.22 | \$ 0.38 | \$ 0.71 | \$ 0.76 |
| Adjusted income per common share (Non-GAAP financial measure): | | | | |
| Diluted | \$ 0.23 | \$ 0.48 | \$ 1.12 | \$ 1.13 |
| Average common shares outstanding: | | | | |
| Basic | 254,280 | 232,053 | 248,212 | 209,971 |
| Diluted | 255,162 | 232,464 | 255,139 | 210,335 |
| Average common shares outstanding: | | | | |
| Shares used in calculating diluted net income per common share | 255,162 | 232,464 | 255,139 | 210,335 |
| (8) Less: Adjustment for effects of April 2019 common share issuance | - | (37,370) | - | (22,039) |

| | | | | |
|--|---------|-----------|---------|----------|
| (8) Less: Adjustment for effects of April 2019 tangible equity unit issuance | - | (16,270) | - | (9,595) |
| Shares used in calculating adjusted diluted income per common share (Non-GAAP financial measure) | 255,162 | 178,824 | 255,139 | 178,701 |

Essential Utilities, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Financial Measure
(Unaudited)

The Company is providing disclosure of the reconciliation of the Company's outlook of the non-GAAP financial measure "adjusted diluted income per common share" to the most comparable GAAP financial measure "diluted net income per common share." The diluted income per share guidance for 2020 reflects the completion of the Peoples acquisition March 16, 2020. The Company believes that the non-GAAP financial measure "adjusted diluted income per common share" for Essential's 2020 full-year illustrative guidance provides investors the ability to measure the Company's future financial operating performance with adjustments, by providing an estimate of the full-year effects of the Peoples acquisition as if this transaction closed on January 1, 2020. The adjusted results are more indicative of the Company's future performance and are more comparable to measures reported by other companies. The Company believes that the presentation of this non-GAAP financial measure is more indicative of the Company's future performance and is more comparable to measures reported by other companies.

This reconciliation includes a presentation of the non-GAAP financial measure "adjusted diluted income per common share" for Essential's 2020 full-year guidance and has been adjusted for the following items:

- (1) Excludes transaction-related expenses of \$25.6 million for the Company's Peoples acquisition completed in March 2020, which consisted of costs primarily representing expenses associated with obtaining regulatory approvals, investment banking fees, legal expenses, and integration planning;
- (2) Excludes the impact of Peoples transaction-related rate credits of \$23.0 million granted to Pennsylvania water and gas customers, which includes \$4.1 million of water rate credits issued to Pennsylvania utility customers in the third quarter of 2020;
- (3) In order to illustrate the full-year 2020 effects of the Peoples acquisition as if this transaction closed on January 1, 2020, this adjustment of \$108.1 million includes both the estimated impact of Peoples Gas pre-tax operating results for the period in 2020 prior to closing, as well as the additional net interest expense expected to have been incurred for partially funding the estimated purchase price of Peoples;
- (4) Excludes the income tax impact of \$38.4 million for the non-GAAP adjustments described above.

This financial measure is a measure of the Company's operating performance that does not comply with U.S. generally accepted accounting principles (GAAP), and is thus considered to be a "non-GAAP financial measure" under applicable Securities and Exchange Commission regulations. The non-GAAP financial measure is provided to supplement the Company's GAAP outlook and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles Essential's 2020 full-year guidance GAAP outlook to the non-GAAP information that we have provided:

| | |
|--|-------------------------|
| Diluted net income per common share for Essential's full year 2020 guidance (GAAP financial measure) | \$1.05 to \$1.10 |
| Adjustments on a per share basis: | |
| (1) Transaction-related expenses for Peoples transaction completed in March 2020 | \$0.10 |
| (2) Peoples transaction-related commitment to grant rate credits to utility customers | \$0.09 +/- \$0.01 |
| (3) Adjustment to provide full-year run rate of Peoples operating results, including additional net interest expense | \$0.42 |
| (4) Income tax effect of non-GAAP adjustments | (\$0.15) +/- \$0.02 |
| Adjusted diluted income per common share for Essential's full year 2020 guidance (Non-GAAP financial measure) | \$1.53 to \$1.58 |

Essential Utilities, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets
(In thousands of dollars)
(Unaudited)

September 30, December 31,

2020 2019

| | | |
|---|---------------|--------------|
| Net property, plant and equipment | \$ 9,260,460 | \$ 6,345,790 |
| Current assets | 311,238 | 2,015,127 |
| Regulatory assets and other assets | 3,827,790 | 1,001,068 |
| Total assets | \$ 13,399,488 | \$ 9,361,985 |
| | | |
| Total equity | \$ 4,635,753 | \$ 3,880,860 |
| Long-term debt, excluding current portion, net of debt issuance costs | 5,152,973 | 2,943,327 |
| Current portion of long-term debt and loans payable | 253,026 | 130,775 |
| Other current liabilities | 413,933 | 192,686 |
| Deferred credits and other liabilities | 2,943,803 | 2,214,337 |
| Total liabilities and equity | \$ 13,399,488 | \$ 9,361,985 |

View source version on [businesswire.com](https://www.businesswire.com/news/home/20201103005753/en/): <https://www.businesswire.com/news/home/20201103005753/en/>

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Source: Essential Utilities Inc.



Essential Utilities Reports Financial Results For 2020

February 24, 2021

Reports results at the top of the guidance range

Over 20,500 water and wastewater customer connections added

Invests a record amount in infrastructure improvements

BRYN MAWR, Pa.--(BUSINESS WIRE)--Feb. 24, 2021-- Essential Utilities Inc. (NYSE: WTRG), today reported results for the fourth quarter and year ended Dec. 31, 2020.

"2020 marks another remarkable year in our company's history. We changed our name, acquired Peoples, reported another year of operational excellence and strong growth and invested a record amount in infrastructure," said Essential Chairman and Chief Executive Officer Christopher Franklin. "These accomplishments during a year filled with so many challenges are what allowed us to remain strong and dedicated to our mission of providing essential natural resources to our customers."

"As we look to 2021, I am confident that we have positioned ourselves to play a critical role in solving our country's infrastructure challenges while recognizing our responsibility to be an industry leader in protecting our environment," said Franklin.

Full-year 2020 Operating Results

Essential reported total operating revenues of \$1.46 billion in 2020, an increase of 64.4% compared to \$889.7 million in the prior year. The acquisition of Peoples in the first quarter contributed \$520.9 million of this revenue growth, while the remainder was due to rate and surcharge increases, increased volume and growth in the regulated water segment. Water usage was up 0.8% year over year due to the work-from-home orders and favorable weather. Adjusted revenues for 2020, which exclude water and gas rate credits issued one time to utility customers, were \$1.49 billion (non-GAAP).

Operations and maintenance expenses were \$528.6 million for 2020 compared to \$333.1 million in the prior year. The increase in operations and maintenance expenses was primarily a result of operations and maintenance expenses of \$199.9 million from the acquisition of Peoples.

Essential reported adjusted net income for the full year 2020 of \$403.1 million (non-GAAP), or \$1.58 per share (non-GAAP) compared to \$1.47 per share (non-GAAP) in 2019, an increase of 7.5% from the prior year. Adjusted income and adjusted income per share (both non-GAAP financial measures) for 2020 exclude the impact of both the Peoples transaction-related one-time rate credits issued to utility customers of \$23.0 million and Peoples transaction-related expenses, and include a normalized pro forma adjustment for the Peoples operating results for the period Jan. 1, 2020 to March 15, 2020 to provide the basis for a 2020 full-year run rate of operating results. Please refer to the reconciliation of GAAP to non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Essential's net income of \$284.8 million (GAAP), or \$1.12 per share (GAAP), compared to \$224.5 million, or \$1.04 per share in 2019, an increase in net income of 26.9% from the prior year. Results for the full year 2020 include the operating results of Peoples, representing the company's regulated natural gas segment, and results for the full year 2019 include Peoples transaction-related items.

Fourth Quarter 2020 Operating Results

Revenues increased to \$474.0 million in the fourth quarter compared to \$226.0 million in the same period of 2019, an increase of 109.7%. The Peoples acquisition contributed \$240.6 million of this revenue growth, while the remainder was due to increased volume, growth and rate and surcharge increases in the regulated water segment. Adjusted revenues for the fourth quarter of 2020, which exclude gas rate credits issued one-time to Pennsylvania utility customers, were \$492.9 million (non-GAAP).

Operations and maintenance expenses increased to \$157.2 million for the fourth quarter of 2020 compared to \$85.3 million in the fourth quarter of 2019. The increase in operations and maintenance expenses was primarily a result of operations and maintenance expenses of \$72.6 million from the acquisition of Peoples.

For the fourth quarter 2020, Essential reported net income of \$102.7 million (GAAP), or \$0.40 per share (GAAP), compared to \$64.2 million, or \$0.28 per share, for the fourth quarter 2019. Results for the fourth quarter of 2020 include the operating results of Peoples, which largely comprises the company's regulated natural gas segment, and results for the fourth quarter of 2019 include Peoples transaction-related items. Adjusting for transaction-related gas rate credits issued to utility customers, adjusted net income in the fourth quarter of 2020 was \$116.2 million (non-GAAP), or \$0.46 per share (non-GAAP). Please refer to the reconciliation of GAAP to non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Dividend

On Jan. 27, 2021, Essential's board of directors declared a quarterly cash dividend of \$0.2507 per share of common stock. This dividend will be payable on March 1, 2021 to shareholders of record on Feb. 12, 2021. The company has paid a consecutive quarterly cash dividend for more than 76 years.

Water Utility Acquisition Growth

In 2020, Essential invested approximately \$62.9 million to acquire six water and wastewater systems. These acquisitions added approximately 12,000 new customer equivalents to the company's footprint. Coupled with organic growth, the company increased its water and wastewater customer base by 2.0% with over 20,500 new customer connections. Essential's continued acquisition growth allows the company to provide safe and reliable water and wastewater service to an even larger customer base.

The company currently has six signed purchase agreements for additional water and wastewater systems that are expected to serve approximately 227,000 equivalent retail customers or equivalent dwelling units and add approximately \$438 million in rate base. This includes the recently announced agreements to acquire East Whiteland Township's wastewater system for \$54.9 million and Willistown Township's wastewater system for \$17.5 million, together serving approximately 10,475 customer equivalents in Pennsylvania. Also included is the company's 2019 agreement to acquire the Delaware County Regional Water Quality Control Authority (DELCORA) for \$276.5 million. DELCORA, a Pennsylvania sewer authority, serves approximately 198,000 equivalent dwelling units in the Philadelphia suburbs. According to the statutory timeline, the company expects a PUC decision on the DELCORA acquisition in March 2021.

The pipeline of potential water and wastewater municipal acquisitions the company is actively pursuing represents approximately 375,000 total customers.

Capital Expenditures

In 2020, Essential invested approximately \$900 million to improve its regulated water and natural gas infrastructure systems and to enhance its customer service across its operations. This includes \$53.5 million that was invested by Peoples, pre-closing, during the period from Jan. 1, 2020 to March 15, 2020. The company expects to invest approximately \$550 million in 2021 to replace and expand its water and wastewater utility infrastructure and \$450 million in 2021 to replace and upgrade its natural gas utility infrastructure, leading to significant reductions in methane emissions that occur in aged gas pipes. In total, infrastructure investments of approximately \$3 billion are expected through 2023 to improve water and natural gas systems and better serve our customers through improved information technology. The capital investments made to rehabilitate and expand the infrastructure of the communities Essential serves are critical to its mission of safely and reliably delivering Earth's most essential resources.

Environmental, Social and Governance

As announced in January, Essential is committed to substantially reducing Scope 1 and 2 greenhouse gas emissions and by 2035, the company plans to reduce its emissions by 60% from its 2019 baseline. This will be achieved by extensive gas pipeline replacement, renewable energy purchasing, accelerated methane leak detection and repair, and various other currently planned initiatives that are highly feasible with proven technology. In a further commitment to ESG, the company's 2021 Proxy Statement will include compensation metrics that include a multiyear plan to increase the amount of diverse supplier spend to 15% and a multiyear plan to achieve 17% employees of color.

Financing

At year-end 2020, Essential's weighted average cost of fixed-rate long-term debt was 3.73%, and the company had \$749 million available on its credit lines.

Rate Activity

In 2020, the regulated water segment received rate awards or infrastructure surcharges in Illinois, Indiana, North Carolina, Ohio, Virginia and Pennsylvania totaling an estimated increase in annualized revenues of \$21.0 million. Additionally, the regulated natural gas segment has received infrastructure surcharges in Kentucky and Pennsylvania totaling an estimated increase to annualized revenues of \$1.0 million.

To date in 2021, the company's regulated water segment received rate awards in New Jersey, North Carolina, Ohio and Pennsylvania of \$8.5 million. The company currently has proceedings pending in Virginia and Indiana for its regulated water segment, which would add an estimated \$1.8 million in incremental revenue.

2021 Essential Guidance

Essential continues to monitor the effects of the COVID-19 pandemic on its customers, employees and the business and will update guidance impacts from the pandemic in the future if needed. The following is the company's 2021 full-year guidance:

- Net income per diluted common share of \$1.64 to \$1.69
- Earnings per share growth CAGR of 5 to 7% for 2020 through 2023
- Regulated water segment infrastructure investments of approximately \$550 million in 2021
- Regulated natural gas segment infrastructure investments of approximately \$450 million in 2021
- Infrastructure investments of approximately \$3 billion through 2023 to rehabilitate and strengthen water, wastewater and natural gas systems
- Regulated water segment rate base compound annual growth rate of 6 to 7% through 2023
- Regulated natural gas segment rate base compound annual growth rate of 8 to 10% through 2023
- Average annual regulated water segment customer (or equivalent dwelling units) growth of between 2 and 3% from acquisitions and organic customer growth
- Gas customer count stable for 2021
- Reduction of Scope 1 and Scope 2 greenhouse gas emissions by 60% by 2035
- Multiyear plan to increase diverse supplier spend to 15%
- Multiyear plan to achieve 17% employees of color

Essential Utilities does not guarantee future results of any kind. Guidance is subject to risks and uncertainties, including, without limitation, those factors outlined in the "Forward Looking Statements" of this release and the "Risk Factors" section of the company's annual and quarterly reports filed

with the Securities and Exchange Commission.

Earnings Call Information

Date: Feb. 25, 2021

Time: 11 a.m. EST (please dial in by 10:45 a.m.)

Webcast and slide presentation link: <https://www.essential.co/events-and-presentations/events-calendar>

Replay Dial-in #: 888.203.1112 (U.S.) & +1 719.457.0820 (International)

Confirmation code: 7428652

The company's conference call with financial analysts will take place Thursday, Feb. 25, 2021 at 11 a.m. Eastern Standard Time. The call and presentation will be webcast live so that interested parties may listen over the internet by logging on to [Essential.co](https://www.essential.co) and following the link for [Investors](#). The conference call will be archived in the Investor Relations section of the company's website for 90 days following the call. Additionally, the call will be recorded and made available for replay at 2 p.m. on Feb. 25, 2021 for 10 business days following the call. To access the audio replay in the U.S., dial 888-203-1112 (pass code 7428652). International callers can dial +1 719-457-0820 (pass code 7428652).

About Essential

Essential is one of the largest publicly traded water, wastewater and natural gas providers in the U.S., serving approximately 5 million people across 10 states under the Aqua and Peoples brands. Essential is committed to excellence in proactive infrastructure investment, regulatory expertise, operational efficiency and environmental stewardship. The company recognizes the importance water and natural gas play in everyday life and is proud to deliver safe, reliable services that contribute to the quality of life in the communities it serves. For more information, visit <http://www.essential.co>.

Forward-looking statements

This release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others: the company's role in the United States' infrastructure investments; its ability to be an industry leader in protecting the environment; the guidance range of adjusted income per diluted common share for the fiscal year ending in 2021; the 3-year earnings growth from 2021 to 2023; the projected total regulated water segment customer growth for 2021; the anticipated amount of capital investment in 2021; the anticipated amount of capital investment from 2021 through 2023; and the company's anticipated rate base growth from 2021 through 2023. There are important factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements including: disruptions in the global economy; financial and workforce impacts from the COVID-19 pandemic; the continuation of the company's growth-through-acquisition program; the company's continued ability to adapt itself for the future and build value by fully optimizing company assets; general economic business conditions; the company's ability to fund needed infrastructure; housing and customer growth trends; unfavorable weather conditions; the success of certain cost-containment initiatives; changes in regulations or regulatory treatment; availability and access to capital; the cost of capital; disruptions in the credit markets; the success of growth initiatives; the company's ability to successfully close municipally owned systems presently under agreement; the company's ability to continue to deliver strong results; the company's ability to continue to pay its dividend, add shareholder value and grow earnings; municipalities' willingness to privatize their water and/or wastewater utilities; the company's ability to control expenses and create and maintain efficiencies; the company's ability to acquire municipally owned water and wastewater systems listed in its "pipeline"; and other factors discussed in our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q, which are filed with the Securities and Exchange Commission. For more information regarding risks and uncertainties associated with Essential's business, please refer to Essential's annual, quarterly and other SEC filings. Essential is not under any obligation - and expressly disclaims any such obligation - to update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

WTRGF

Essential Utilities, Inc. and Subsidiaries

Selected Operating Data

(In thousands, except per share amounts)

(Unaudited)

| | Quarter Ended | | Year Ended | |
|------------------------------------|---------------|------------|--------------|------------|
| | December 31, | | December 31, | |
| | 2020 | 2019 | 2020 | 2019 |
| Operating revenues | \$ 473,998 | \$ 226,042 | \$ 1,462,698 | \$ 889,692 |
| Operations and maintenance expense | \$ 157,196 | \$ 85,321 | \$ 528,611 | \$ 333,102 |

| | | | | |
|---|------------|-----------|------------|------------|
| Net income | \$ 102,707 | \$ 64,227 | \$ 284,849 | \$ 224,543 |
| Basic net income per common share | \$ 0.40 | \$ 0.28 | \$ 1.14 | \$ 1.04 |
| Diluted net income per common share | \$ 0.40 | \$ 0.28 | \$ 1.12 | \$ 1.04 |
| Basic average common shares outstanding | 254,403 | 232,107 | 249,768 | 215,550 |
| Diluted average common shares outstanding | 254,774 | 232,581 | 254,629 | 215,931 |

Essential Utilities, Inc. and Subsidiaries

Consolidated Statement of Income

(In thousands, except per share amounts)

(Unaudited)

| | Quarter Ended | | Year Ended | |
|-------------------------------|---------------|------------|--------------|------------|
| | December 31, | | December 31, | |
| | 2020 | 2019 | 2020 | 2019 |
| Operating revenues | \$ 473,998 | \$ 226,042 | \$ 1,462,698 | \$ 889,692 |
| Cost & expenses: | | | | |
| Operations and maintenance | 157,196 | 85,321 | 528,611 | 333,102 |
| Purchased gas | 92,811 | - | 165,745 | - |
| Depreciation | 69,777 | 40,066 | 251,443 | 158,179 |
| Amortization | 1,204 | 437 | 5,616 | (1,703) |
| Taxes other than income taxes | 20,173 | 14,917 | 76,597 | 59,955 |
| Total | 341,161 | 140,741 | 1,028,012 | 549,533 |
| Operating income | 132,837 | 85,301 | 434,686 | 340,159 |
| Other expense (income): | | | | |
| Interest expense | 51,785 | 33,142 | 188,435 | 125,383 |
| Interest income | (17) | (7,287) | (5,363) | (25,406) |

| | | | | |
|---|------------|-----------|------------|------------|
| Allowance for funds used during construction | (3,966) | (3,892) | (12,687) | (16,172) |
| Change in fair value of interest rate swap agreements | - | - | - | 23,742 |
| Loss on debt extinguishment | - | - | - | 18,528 |
| Gain on sale of other assets | (303) | (480) | (661) | (923) |
| Equity loss (earnings) in joint venture | 91 | (292) | 3,374 | (2,210) |
| Other | (213) | 1,006 | (3,383) | 5,691 |
| Income before income taxes | 85,460 | 63,104 | 264,971 | 211,526 |
| Provision for income tax benefit | (17,247) | (1,123) | (19,878) | (13,017) |
| Net income | \$ 102,707 | \$ 64,227 | \$ 284,849 | \$ 224,543 |
| Net income per common share: | | | | |
| Basic | \$ 0.40 | \$ 0.28 | \$ 1.14 | \$ 1.04 |
| Diluted | \$ 0.40 | \$ 0.28 | \$ 1.12 | \$ 1.04 |
| Average common shares outstanding: | | | | |
| Basic | 254,403 | 232,107 | 249,768 | 215,550 |
| Diluted | 254,774 | 232,581 | 254,629 | 215,931 |

Essential Utilities, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Financial Measures
(In thousands, except per share amounts)
(Unaudited)

The Company is providing disclosure of the reconciliation of the non-GAAP financial measures to the most comparable GAAP financial measures. The Company believes that the non-GAAP financial measures "adjusted operating revenues," "adjusted income," and "adjusted income per common share" provide investors the ability to measure the Company's financial operating performance by adjustment, which is more indicative of the Company's ongoing performance and is more comparable to measures reported by other companies. The Company further believes that the presentation of these non-GAAP financial measures is useful to investors as a more meaningful way to compare the Company's operating performance against its historical financial results.

This reconciliation includes a presentation of the non-GAAP financial measures "adjusted operating revenues," "adjusted income," and "adjusted income per common share" and have been adjusted for the following items:

- (1) Transaction-related rate credits issued to Pennsylvania utility customers in September and December 2020.
- (2) Transaction-related expenses for the Company's Peoples acquisition that closed on March 16, 2020, which consists of costs of \$1,005 recorded as operations and maintenance expenses for the three months ended December 31, 2019 and \$25,397 and \$22,891 for the year ended December 31, 2020 and 2019, respectively, primarily representing expenses associated with investment banking fees, obtaining regulatory approvals, legal expenses, and integration planning. Additionally included in transaction-related expenses for the year ended December 31, 2019 are mark-to-market fair value adjustments of \$23,742 associated with interest rate swap agreements for debt issued related to the Peoples transaction. The interest rate swap agreements were settled on April 24, 2019, which coincided with the debt financings to partially fund the Peoples acquisition. Further, expenses of \$19,433 for the year ended December 31, 2019 associated with the refinancing of existing debt that occurred in May 2019 are included in transaction-related expenses;
- (3) In order to illustrate the full-year 2020 effects of the Peoples acquisition as if this transaction closed on January 1, 2020, this adjustment includes both the estimated impact of Peoples Gas pre-tax operating results for the period in 2020 prior to closing from January 1, 2020 to March 15, 2020, as well as the additional net interest expense expected to have been incurred for partially funding the estimated purchase price of Peoples;
- (4) Pre-acquisition interest expense of \$4,684, net of interest income of \$2,041, for the three months ended December 31, 2019 and \$12,933, net of interest income of \$6,972 for the year ended December 31, 2019, commencing in the second quarter of 2019 for funds borrowed prior to the

completion of the Company's Peoples acquisition on March 16, 2020;

(5) On April 26, 2019, the Company issued \$313,500 of notes so as to complete an early extinguishment of \$313,500 of existing debt on May 18, 2019. The Company incurred overlapping interest expense during this 22-day period of \$858, net of interest income earned of \$406, on the borrowed funds, and considers this overlapping net interest expense of \$452 to be a transaction-related expense;

(6) Interest income earned on the proceeds received from our April 2019 equity offerings of common shares and tangible equity units prior to the completion of the Company's Peoples acquisition on March 16, 2020;

(7) The income tax impact of the non-GAAP adjustments described above; and

(8) The effect on average diluted shares outstanding of the shares issued in April 2019 for our common share and tangible equity unit issuances prior to the completion of the Company's Peoples acquisition on March 16, 2020.

These financial measures are measures of the Company's operating performance that do not comply with U.S. generally accepted accounting principles (GAAP), and are thus considered to be "non-GAAP financial measures" under applicable Securities and Exchange Commission regulations. These non-GAAP financial measures are derived from our consolidated financial information, if available, and is provided to supplement the Company's GAAP measures, and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles our GAAP results to the non-GAAP information we disclose :

| | Quarter Ended | | Year Ended | |
|--|---------------|------------|--------------|------------|
| | December 31, | | December 31, | |
| | 2020 | 2019 | 2020 | 2019 |
| Operating revenues (GAAP financial measure) | \$ 473,998 | \$ 226,042 | \$ 1,462,698 | \$ 889,692 |
| (1) Transaction-related rate credits issued to utility customers | 18,924 | - | 23,004 | - |
| Adjusted operating revenues (Non-GAAP financial measure) | \$ 492,922 | \$ 226,042 | \$ 1,485,702 | \$ 889,692 |
| Net income (GAAP financial measure) | \$ 102,707 | \$ 64,227 | \$ 284,849 | \$ 224,543 |
| (1) Transaction-related rate credits issued to utility customers | 18,924 | - | 23,004 | - |
| (2) Transaction-related expenses for the Peoples transaction closed March 16, 2020 | - | 613 | 25,573 | 66,066 |
| (3) Adjustments to provide full-year 2020 run rate of Peoples operating results, including additional net interest expense | - | - | 108,132 | - |
| (4) Pre-acquisition interest expense for funds borrowed for acquisition of Peoples, net | - | 2,643 | - | 5,961 |
| (5) Overlapping interest expense on refinanced debt | - | - | - | 452 |
| (6) Interest income earned on proceeds from April 2019 equity offerings | - | (6,898) | - | (23,377) |
| (7) Income tax effect of non-GAAP adjustments | (5,468) | 777 | (38,450) | (10,149) |
| Adjusted income (Non-GAAP financial measure) | \$ 116,163 | \$ 61,362 | \$ 403,108 | \$ 263,496 |
| Net income per common share (GAAP financial measure): | | | | |
| Basic | \$ 0.40 | \$ 0.28 | \$ 1.14 | \$ 1.04 |
| Diluted | \$ 0.40 | \$ 0.28 | \$ 1.12 | \$ 1.04 |

Adjusted income per common share (Non-GAAP financial measure):

| | | | | |
|--|---------|-----------|---------|-----------|
| Diluted | \$ 0.46 | \$ 0.34 | \$ 1.58 | \$ 1.47 |
| Average common shares outstanding: | | | | |
| Basic | 254,403 | 232,107 | 249,768 | 215,550 |
| Diluted | 254,774 | 232,581 | 254,629 | 215,931 |
| Average common shares outstanding: | | | | |
| Shares used in calculating diluted net income per common share | 254,774 | 232,581 | 254,629 | 215,931 |
| (8) Less: Adjustment for effects of April 2019 common share issuance | - | (37,370) | - | (25,903) |
| (8) Less: Adjustment for effects of April 2019 tangible equity unit issuance | - | (16,271) | - | (11,278) |
| Shares used in calculating adjusted diluted income per common share (Non-GAAP financial measure) | 254,774 | 178,940 | 254,629 | 178,750 |

Essential Utilities, Inc. and Subsidiaries

Condensed Consolidated Balance Sheets

(In thousands of dollars)

(Unaudited)

| | December 31, December 31, | |
|---|---------------------------|--------------|
| | 2020 | 2019 |
| Net property, plant and equipment | \$ 9,512,877 | \$ 6,345,790 |
| Current assets | 380,220 | 2,015,127 |
| Regulatory assets and other assets | 3,812,180 | 1,001,068 |
| Total assets | \$ 13,705,277 | \$ 9,361,985 |
| Total equity | \$ 4,683,877 | \$ 3,880,860 |
| Long-term debt, excluding current portion, net of debt issuance costs | 5,507,744 | 2,943,327 |
| Current portion of long-term debt and loans payable | 162,551 | 130,775 |
| Other current liabilities | 441,322 | 192,686 |

| | | |
|--|---------------|--------------|
| Deferred credits and other liabilities | 2,909,783 | 2,214,337 |
| Total liabilities and equity | \$ 13,705,277 | \$ 9,361,985 |

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Source: Essential Utilities Inc.



Essential Utilities Reports Financial Results for Q1 2021

May 5, 2021

Earns \$0.72 earnings per share; reaffirms annual earnings guidance

BRYN MAWR, Pa.--(BUSINESS WIRE)--May 5, 2021-- Essential Utilities Inc. (NYSE: WTRG) ("Essential"), today reported results for the first quarter ended March 31, 2021.

"We are pleased with our strong financial results for the first quarter of the year as we mark our one-year anniversary as Essential. As we move forward in 2021, we are reminded that it is the dedication to our mission of providing essential natural resources that has allowed us to become a 135-year-old company that has been on the New York Stock Exchange for 50 years," said Essential Chairman and Chief Executive Officer Christopher Franklin.

Operating Results

Year over year comparisons were impacted by the Peoples transaction, which closed on March 16, 2020, and thereby was only included for 16 days in the first quarter of 2020. Essential reported net income of \$183.7 million (GAAP) for the first quarter 2021, or \$0.72 per share (GAAP), compared to \$51.8 million, or \$0.20 per share, for the first quarter 2020. Results for the first quarter of 2021 include the operating results of Peoples, which comprises the company's regulated natural gas segment. For the first quarter of 2020, adjusted income and adjusted income per share (both non-GAAP financial measures) excluded Peoples-related transaction expenses and included a normalized pro forma adjustment for the Peoples operating results for the period January 1, 2020 to March 15, 2020 to provide the basis for a 2020 full-year run rate of operating results. Adjusting for those items, Essential's adjusted income in the first quarter of 2020 was \$153.7 million (non-GAAP), or \$0.60 per share (non-GAAP). When compared to the adjusted income in the first quarter 2020, earnings increased 19.5%. Please refer to the reconciliation of GAAP to non-GAAP financial measures later in this press release for additional information on Essential's use of non-GAAP financial measures as a supplement to its GAAP results.

Revenues for the quarter were \$583.6 million, an increase of 128.3% compared to \$255.6 million in the first quarter of 2020. The natural gas utility contributed \$315.8 million of this revenue growth, while the remainder was due to rate and surcharge increases, growth, and increased volume in the regulated water segment. Operations and maintenance expenses increased to \$125.1 million for the first quarter of 2021 compared to \$106.6 million in the first quarter of 2020. The increase in operations and maintenance expenses was primarily a result of additional operations and maintenance expenses of \$42.9 million from the acquisition of Peoples for the full period, offset by the impact of the Peoples transaction-related expenses of \$25.4 million in the prior year.

The regulated water segment reported revenues for the quarter of \$228.4 million, an increase of 5.6% compared to \$216.2 million in the first quarter of 2020. Rates and surcharges, growth, and increased volume were the largest contributors to the increase in revenues for the period. Operations and maintenance expenses for the regulated water segment increased to \$78.3 million for the first quarter of 2021. Adjusted for growth, COVID-related bad debt, and increased pension expenses, regulated water segment operations and maintenance increased in line with historical experience.

The regulated natural gas segment reported revenues for the first quarter of 2021 of \$343.1 million. Operations and maintenance for the same period for the regulated natural gas segment were \$51.3 million, and purchased gas costs were \$122.9 million.

Dividend

On April 14, 2021, Essential's board of directors declared a quarterly cash dividend of \$0.2507 per share of common stock. This dividend will be payable on June 1, 2021 to shareholders of record on May 14, 2021. The company has paid a consecutive quarterly cash dividend for more than 76 years.

Financing

On March 4, the company priced \$100 million of First Mortgage Bonds ("FMB") for Aqua Ohio with a weighted-average tenor of 20 years and a weighted-average coupon rate of 2.86%. Upon closing on April 15, 2021, the proceeds of these bonds were used for general corporate purposes. On April 19, Essential completed a \$400 million public debt offering of 10-year notes issued at 2.40%. The company used these proceeds to pay down short-term borrowings and credit lines. As of April 30, after considering the effects of these financings, the company had \$1.1 billion of capacity to borrow on various credit facilities.

Water Utility Acquisition Growth

Essential's continued acquisition growth allows the company to provide safe and reliable water and wastewater service to an even larger customer base. The company previously announced six signed purchase agreements for additional water and wastewater systems that are expected to serve approximately 227,000 equivalent retail customers or equivalent dwelling units and add approximately \$438 million in rate base in three of our existing states. This includes the company's previously announced agreement to acquire the Delaware County Regional Water Quality Control Authority (DELCORA) for \$276.5 million. DELCORA, a Pennsylvania sewer authority, serves approximately 198,000 equivalent dwelling units in the Philadelphia suburbs. In April 2021, the company signed an asset purchase agreement for a \$12.5 million acquisition of a municipal water system in Illinois, representing approximately 4,000 equivalent dwelling units.

The pipeline of potential water and wastewater municipal acquisitions the company is actively pursuing represents approximately 395,000 total customers or equivalent dwelling units. On average, the company remains on track to annually increase customers between 2 and 3% through acquisitions and organic customer growth.

Capital Expenditures

Essential invested approximately \$178 million in the first three months of the year to improve its regulated water and natural gas infrastructure systems

and to enhance its customer service across its operations. The company remains on track to invest approximately \$1 billion in 2021 to replace and expand its water and wastewater utility infrastructure and to replace and upgrade its natural gas utility infrastructure, leading to significant reductions in methane emissions that occur in aged gas pipes. In total, infrastructure investments of approximately \$3 billion are expected through 2023 to improve water and natural gas systems and better serve our customers through improved information technology. The capital investments made to rehabilitate and expand the infrastructure of the communities Essential serves are critical to its mission of safely and reliably delivering Earth's most essential resources.

Rate Activity

To date in 2021, the company's regulated water segment received rate awards or infrastructure surcharges in New Jersey, North Carolina, Ohio, Pennsylvania, Illinois, and Indiana of \$13.5 million. The company currently has a proceeding pending in Virginia for its regulated water segment, which would add an estimated \$1.7 million in incremental revenue. Additionally, the company's regulated natural gas segment has received rate awards or infrastructure surcharges in Pennsylvania and Kentucky totaling an estimated increase to annualized revenues of \$1.1 million.

Reaffirms 2021 Essential Guidance

Essential continues to monitor the effects of the COVID-19 pandemic on its customers, employees and the business and will update guidance impacts from the pandemic in the future if needed. The following continues to be the company's 2021 full-year guidance:

- Net income per diluted common share of \$1.64 to \$1.69
- Earnings per share growth CAGR of 5 to 7% for 2020 through 2023
- Regulated water segment infrastructure investments of approximately \$550 million in 2021
- Regulated natural gas segment infrastructure investments of approximately \$450 million in 2021
- Infrastructure investments of approximately \$3 billion through 2023 to rehabilitate and strengthen water, wastewater and natural gas systems
- Regulated water segment rate base compound annual growth rate of 6 to 7% through 2023
- Regulated natural gas segment rate base compound annual growth rate of 8 to 10% through 2023
- Average annual regulated water segment customer (or equivalent dwelling units) growth of between 2 and 3% from acquisitions and organic customer growth
- Gas customer count stable for 2021
- Reduction of Scope 1 and Scope 2 greenhouse gas emissions by 60% by 2035
- Multiyear plan to increase diverse supplier spend to 15%
- Multiyear plan to achieve 17% employees of color

Essential Utilities does not guarantee future results of any kind. Guidance is subject to risks and uncertainties, including, without limitation, those factors outlined in the "Forward Looking Statements" of this release and the "Risk Factors" section of the company's annual and quarterly reports filed with the Securities and Exchange Commission.

Earnings Call Information

Date: May 6, 2021

Time: 11 a.m. EDT (please dial in by 10:45 a.m.)

Webcast and slide presentation link: <https://www.essential.co/events-and-presentations/events-calendar>

Replay Dial-in #: 888.203.1112 (U.S.) & +1 719.457.0820 (International)

Confirmation code: 1612923

The company's conference call with financial analysts will take place Thursday, May 6, 2021 at 11 a.m. Eastern Daylight Time. The call and presentation will be webcast live so that interested parties may listen over the internet by logging on to [Essential.co](https://www.essential.co) and following the link for [Investors](#). The conference call will be archived in the Investor Relations section of the company's website for 90 days following the call. Additionally, the call will be recorded and made available for replay at 2 p.m. on May 6, 2021 for 10 business days following the call. To access the audio replay in the U.S., dial 888-203-1112 (pass code 1612923). International callers can dial +1 719-457-0820 (pass code 1612923).

About Essential

Essential is one of the largest publicly traded water, wastewater and natural gas providers in the U.S., serving approximately 5 million people across 10 states under the Aqua and Peoples brands. Essential is committed to excellence in proactive infrastructure investment, regulatory expertise, operational efficiency and environmental stewardship. The company recognizes the importance water and natural gas play in everyday life and is proud to deliver safe, reliable services that contribute to the quality of life in the communities it serves. For more information, visit <http://www.essential.co>.

Forward-looking statements

This release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others: the guidance range of adjusted income per diluted common share for the fiscal year ending in 2021; the 3-year earnings growth from 2021 to 2023; the projected total regulated water segment customer growth for 2021; the anticipated amount of capital investment in 2021; the anticipated amount of capital investment from 2021 through 2023; the reduction of Scope 1 and Scope 2 greenhouse gas emissions by 60% by 2035, the company's ability to increase diverse supplier spend to 15%, the company's ability to achieve 17% employees of color, and the company's anticipated rate base growth from 2021 through 2023. There are important factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements including: disruptions in the global economy; financial and workforce impacts from the COVID-19 pandemic; the continuation of the company's growth-through-acquisition program; the company's continued ability to adapt itself for the future and build value by fully optimizing company assets; general economic business conditions; the company's ability to fund needed infrastructure; housing and customer growth trends; unfavorable weather conditions; the success of certain cost-containment initiatives; changes in regulations or regulatory treatment; availability and access to capital; the cost of capital; disruptions in the credit markets; the success of growth initiatives; the company's ability to successfully close municipally owned systems presently under agreement; the company's ability to continue to deliver strong results; the company's ability to continue to pay its dividend, add shareholder value and grow earnings; municipalities' willingness to privatize their water and/or wastewater utilities; the company's ability to control expenses and create and maintain efficiencies; the company's ability to acquire municipally owned water and wastewater

systems listed in its "pipeline"; and other factors discussed in our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q, which are filed with the Securities and Exchange Commission. For more information regarding risks and uncertainties associated with Essential's business, please refer to Essential's annual, quarterly and other SEC filings. Essential is not under any obligation - and expressly disclaims any such obligation - to update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

WTRGF

Essential Utilities, Inc. and Subsidiaries

Selected Operating Data

(In thousands, except per share amounts)

(Unaudited)

| | Quarter Ended | |
|---|---------------|------------|
| | March 31, | |
| | 2021 | 2020 |
| Operating revenues | \$ 583,565 | \$ 255,585 |
| Operations and maintenance expense | \$ 125,075 | \$ 106,637 |
| Net income | \$ 183,689 | \$ 51,781 |
| Basic net income per common share | \$ 0.72 | \$ 0.22 |
| Diluted net income per common share | \$ 0.72 | \$ 0.20 |
| Basic average common shares outstanding | 254,565 | 236,122 |
| Diluted average common shares outstanding | 254,969 | 255,054 |

Essential Utilities, Inc. and Subsidiaries

Consolidated Statement of Operations

(In thousands, except per share amounts)

(Unaudited)

Quarter Ended

March 31,

2021 2020

| | | |
|--|------------|------------|
| Operating revenues | \$ 583,565 | \$ 255,585 |
| Cost & expenses: | | |
| Operations and maintenance | 125,075 | 106,637 |
| Purchased gas | 132,153 | 12,770 |
| Depreciation | 71,637 | 45,566 |
| Amortization | 1,307 | 679 |
| Taxes other than income taxes | 21,041 | 16,436 |
| Total | 351,213 | 182,088 |
| Operating income | 232,352 | 73,497 |
| Other expense (income): | | |
| Interest expense | 50,769 | 35,122 |
| Interest income | (387) | (5,035) |
| Allowance for funds used during construction | (2,934) | (2,948) |
| Gain on sale of other assets | (80) | (105) |
| Equity loss (earnings) in joint venture | - | 127 |
| Other | (3,471) | 1,679 |
| Income before income taxes | 188,455 | 44,657 |
| Provision for income taxes (benefit) | 4,766 | (7,124) |
| Net income | \$ 183,689 | \$ 51,781 |
| Net income per common share: | | |
| Basic | \$ 0.72 | \$ 0.22 |
| Diluted | \$ 0.72 | \$ 0.20 |
| Average common shares outstanding: | | |
| Basic | 254,565 | 236,122 |
| Diluted | 254,969 | 255,054 |

(In thousands, except per share amounts)
(Unaudited)

The Company is providing disclosure of the reconciliation of the non-GAAP financial measures to the most comparable GAAP financial measures. The Company believes that the non-GAAP financial measures "adjusted income" and "adjusted income per common share" provide investors the ability to measure the Company's financial operating performance by adjustment, which is more indicative of the Company's ongoing performance and is more comparable to measures reported by other companies. The Company further believes that the presentation of these non-GAAP financial measures is useful to investors as a more meaningful way to compare the Company's operating performance against its historical financial results.

This reconciliation includes a presentation of the non-GAAP financial measures "adjusted income" and "adjusted income per common share" and have been adjusted for the following items:

(1) Transaction-related expenses for the Company's Peoples acquisition that closed on March 16, 2020, which consists of costs recorded as operations and maintenance expenses for the three months ended March 31, 2020 of \$25,397, primarily representing expenses associated with investment banking fees, obtaining regulatory approvals, legal expenses, and integration planning;

(2) In order to illustrate the full-year 2020 effects of the Peoples acquisition as if this transaction closed on January 1, 2020, this adjustment includes both the estimated impact of Peoples Gas pre-tax operating results for the period in 2020 prior to closing from January 1, 2020 to March 15, 2020, as well as the additional net interest expense expected to have been incurred for partially funding the estimated purchase price of Peoples; and

(3) The income tax impact of the non-GAAP adjustments described above.

These financial measures are measures of the Company's operating performance that do not comply with U.S. generally accepted accounting principles (GAAP), and are thus considered to be "non-GAAP financial measures" under applicable Securities and Exchange Commission regulations. These non-GAAP financial measures are derived from our consolidated financial information, if available, and is provided to supplement the Company's GAAP measures, and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles our GAAP results to the non-GAAP information we disclose :

| | Quarter Ended | |
|---|---------------|------------|
| | March 31, | |
| | 2021 | 2020 |
| Net income (GAAP financial measure) | \$ 183,689 | \$ 51,781 |
| Adjustments: | | |
| (1) Transaction-related expenses for the Peoples transaction closed March 16, 2020 | - | 25,573 |
| (2) Adjustments to provide full-year 2020 run rate of Peoples operating results, including additional net interest expense | - | 108,132 |
| (3) Income tax effect of non-GAAP adjustments | - | (31,803) |
| Adjusted income (Non-GAAP financial measure) | \$ 183,689 | \$ 153,683 |
| Net income per common share (GAAP financial measure): | | |
| Basic | \$ 0.72 | \$ 0.22 |
| Diluted | \$ 0.72 | \$ 0.20 |
| Adjusted income per common share (Non-GAAP financial measure): | | |
| Basic | \$ 0.72 | \$ 0.65 |
| Diluted | \$ 0.72 | \$ 0.60 |

Average common shares outstanding:

| | | |
|---------|---------|---------|
| Basic | 254,565 | 236,122 |
| Diluted | 254,969 | 255,054 |

Essential Utilities, Inc. and Subsidiaries

Condensed Consolidated Balance Sheets

(In thousands of dollars)

(Unaudited)

| | March 31, 2021 | December 31, 2020 |
|---|-------------------|----------------------|
| Net property, plant and equipment | \$ 9,569,335 | \$ 9,512,877 |
| Current assets | 348,109 | 380,220 |
| Regulatory assets and other assets | 3,904,471 | 3,812,180 |
| | \$ 13,821,915 | \$ 13,705,277 |
| | | |
| Total equity | \$ 4,810,341 | \$ 4,683,877 |
| Long-term debt, excluding current portion, net of debt issuance costs | 5,547,936 | 5,507,744 |
| Current portion of long-term debt and loans payable | 155,244 | 162,551 |
| Other current liabilities | 348,150 | 441,322 |
| Deferred credits and other liabilities | 2,960,244 | 2,909,783 |
| | \$ 13,821,915 | \$ 13,705,277 |

View source version on [businesswire.com](https://www.businesswire.com/news/home/20210505006106/en/): <https://www.businesswire.com/news/home/20210505006106/en/>

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Source: Essential Utilities Inc.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 49 - 807 KAR 5:001 Section 16(7)(s)
Sponsoring Witness: William Steven Seelye

Description of Filing Requirement:

The summary of the latest depreciation study with schedules itemized by major plant accounts, except that telecommunications utilities that have adopted the Commission's average depreciation rates shall provide a schedule that identifies the current and base period depreciation rates used by major plant accounts. If the information has been filed in another Commission case, a reference to that case's number shall be sufficient.

Response:

A new depreciation study is included in the testimony and exhibits of William Steven Seelye.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 50 - 807 KAR 5:001 Section 16(7)(t)
Sponsoring Witness: Andrea Schroeder

Description of Filing Requirement:

A list of all commercially available or in-house developed computer software, programs, and models used in the development of the schedules and work papers associated with the filing of the utility's application. This list shall include each software, program, or model; what the software, program, or model was used for; the supplier of each software, program or model; a brief description of the software, program, or model; the specifications for the computer hardware and the operating system required to run program.

Response:

See attached.

| | | | |
|---|--|--|--|
| Supplier | SAP | SAP | PowerPlan |
| Software/Program/Model | SAP S/4 HANA | SAP Business Warehouse (BW) and associated tools | PowerTax |
| Description and Use in Application | Enterprise financial management (general accounting, financial reporting, fixed assets, A/P), human resource management, supply chain management, asset management, billing, A/R | Data Warehousing and Enterprise Reporting & Analytics | Tracks all Income Tax provisions, deferrals, etc. |
| Hardware Specifications | Intel Xeon Gold 3.6 GHz processors | Intel Xeon Gold 3.6 GHz processors | Intel Xeon Gold 3.8 GHz processors |
| Operating System Specification | Application server: Windows Server 2016 Database server: Redhat Linux 7.7 | Application server: Windows Server 2016 Database server: Redhat Linux 7.7 | Application server: Windows Server 2012r2 Database server: Redhat Linux 7.5 |

| | | | |
|---|---|--|---|
| Supplier | Adobe Acrobat | Microsoft | Microsoft |
| Software/Program/Model | Adobe Acrobat Reader DC 2020/012 | Excel – Microsoft 365 | Word – Microsoft Office 365 |
| Description and Use in Application | Preserve and secure the layout of documents created in other applications | Microsoft Excel was used for data analysis in the development of the load forecast and to prepare various analysis | Microsoft Word was used to prepare testimony and other miscellaneous schedules. Microsoft Word is an electronic word processing application |
| Hardware Specifications | Intel 2 GHz processor or greater | Intel 2 GHz processor or greater | Intel 2 GHz processor or greater |
| Operating System Specification | Windows 10 | Windows 10 | Windows 10 |

| | |
|---|--|
| Supplier | Prime Group SPR Model |
| Software/Program/Model | Proprietary Software |
| Description and Use in Application | Perform Simulated Property Records (SPR) analysis for depreciation study |
| Hardware Specifications | Intel 3.4 GHz processor; Intel Core i7-6800K CPU (6 Cores) (6 Cores) |
| Operating System Specification | Window 10 Pro; software compiled with MS Visual Studio 2019 |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 51 - 807 KAR 5:001 Section 16(7)(u)
Sponsoring Witness: William Packer / John B. Brown

Description of Filing Requirement:

If the utility had any amounts charged or allocated to it by an affiliate or general or home office or paid any monies to an affiliate or general or home office during the base period or during the previous three (3) calendar years, the utility shall file:

- 1. A detailed description of method of calculation and amounts allocated or charged to utility by affiliate or general or home office for each allocation or payment;*
- 2. The method and amounts allocated during base period and method and estimated amounts to be allocated during forecasted test period;*
- 3. An explanation of how the allocator for both base period and forecasted test period was determined; and*
- 4. All facts relied upon, including other regulatory approval, to demonstrate that each amount charged, allocated or paid during base period is reasonable;*

Response:

This portion of the response provides:

- (1) Detailed description of method of calculations
- (2) Method utilized during base period forecasted test period
- (3) How allocator for the base and forecast test period was determined
- (4) Facts relied upon to demonstrate each charge is reasonable

Delta both provides and receives affiliate services. Delta's affiliate activities are governed by its Cost Allocation Manual and Utility Services Agreement. The Commission recently approved changes to Delta's Cost Allocation Manual in Case No. 2021-00149. Delta's Utility Services Agreement was approved by the Commission in Case No. 2018-00379.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Delta receives affiliate services from its parent company, PNG Companies LLC (“PNG”). In 2020, Aqua America, Inc. acquired PNG and its subsidiaries, including Delta. Aqua subsequently changed its name to Essential Utilities Inc. (“Essential”). In April 2021, ownership of Peoples Gas of Kentucky LLC (“PKY”), a farm tap affiliate of Delta owned by PNG, was transferred to Delta. As part of the Essential family of utilities, Delta and PKY have access to and are the beneficiaries of a number of affiliate services, which include administrative, management, and other services. Costs from Essential are first allocated to PNG and then to Delta or PKY, in accordance with the Utility Services Agreement.

Costs incurred in rendering services to Delta or PKY that are identified as exclusively benefiting Delta or PKY are charged directly to that company. Costs incurred in rendering services to Delta or PKY and other companies are allocated among the group of companies receiving the service rendered by activity, project, program, work order, or another appropriate basis. Costs are often allocated using the number of customers or employees. Attached is detail of the amounts and method for allocation of affiliate costs in the base period. The first page of the attachment shows services (1) allocated to Delta from PNG and the allocation method, and (2) allocated to Delta’s affiliates from Delta and the allocation method. The second page of the attachment shows services allocated to PKY from PNG and the allocation method. For each of these services, the attachment also shows the estimated amounts to be allocated during the remainder of the base period and forecasted test period. Delta determined these amounts by analyzing previously incurred affiliate costs and estimating the affiliate costs for the remainder of the base period and forecasted test period based on the same prudent allocation methods utilized in the preceding years.

The amounts charged, allocated, or paid during the base period are reasonable because the allocations are based on objective criteria and appropriately reflect cost-causation relationships. Delta regularly reviews the allocations and charges to ensure they have been made in accordance with appropriate allocation methodologies and reflect appropriate cost-causation relationships. Additionally, as another point of control, Delta performs a monthly review of actual results against the budget and prior year. If allocations were out of line, Kentucky management would review and question the allocation. As described further in Mr. Packer’s testimony, Delta has the opportunity to challenge and question affiliate expenses and PNG and Essential expects that Delta’s management will do so. This helps ensure that the amounts charged, allocated, or paid are reasonable.

The attachment to this response provides:

1. The amounts allocated or charged in the preceding three years
2. The amounts allocated during the base period and forecasted period

Delta Natural Gas

| Service | Allocation Method | 2018* | 2019 | 2020 | Base Period | Forecasted |
|--|---------------------------------------|--------------|--------------|--------------|--------------|--------------|
| | | | | | | Test Year |
| Accounts Payable | Accounts Payable documents processed | | \$ 5,955 | \$ 5,958 | \$ 6,810 | \$ 6,800 |
| Billing Services | Customers | | | | 83,802 | 83,800 |
| Budget and Financial Strategy | O&M less purchased gas expense; capex | | | 90,872 | 226,521 | 226,500 |
| Cash Management | O&M less purchased gas expense; capex | | 9,914 | 9,330 | 9,845 | 9,800 |
| Community Relations | Customers | | | 10,070 | 34,881 | 34,900 |
| Customer Relations | Customers - Residential | | | 26,826 | 5,904 | 5,900 |
| Executive | O&M less purchased gas expense; capex | | | 132,679 | 327,393 | 327,400 |
| Fleet | Vehicles | | | 14,590 | 50,715 | 50,700 |
| General Accounting | O&M less purchased gas expense | | 21,510 | 79,702 | 129,675 | 129,700 |
| Human Resources | Employees | | | 63,651 | 135,160 | 135,200 |
| Information Technology Applications | Customers and Users (50/50) | | 65,550 | 401,805 | 365,087 | 365,100 |
| Internal Auditing | O&M less purchased gas expense; capex | | | 18,056 | 43,708 | 43,700 |
| Legal | O&M less purchased gas expense; capex | | | 34,070 | 85,036 | 85,000 |
| Operations | Budgeted Pipe Replacement | | | 4,943 | 8,474 | 8,500 |
| Regulatory and Legal | Regulated Revenue | | | 8,766 | 20,919 | 20,900 |
| Safety & Training | Field Union Employees | | | 12,652 | 21,689 | 21,700 |
| Supply Chain | \$ value of PO purchases | | | 4,507 | 10,908 | 10,900 |
| Tax Accounting | Income and deductions per tax return | | 10,543 | 6,492 | 26,015 | 26,000 |
| | | | \$ 113,472 | \$ 924,969 | \$ 1,592,544 | \$ 1,592,500 |
| Variable Costs of Gas Storage | Allocation Method | | | | - | |
| Inter-Company Operating Expenses-1800-Delgasco | Percentage of MCF Stored | \$ (169,865) | \$ (160,577) | \$ (205,294) | \$ (175,659) | \$ (175,700) |
| Inter-Company Operating Expenses-1900-ENPRO | Percentage of MCF Stored | (49,992) | (57,109) | (36,260) | (30,968) | (31,000) |
| | | \$ (219,857) | \$ (217,686) | \$ (241,554) | \$ (206,628) | \$ (206,700) |

*Delta's Services Agreement with Peoples was approved by the KPSC in February 2019, therefore there were no allocations in 2018.

Peoples Kentucky

| Service | Allocation Method | Forecasted | | | | |
|-------------------------------------|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| | | 2018 | 2019 | 2020 | Base Period | Test Year |
| Accounts Payable | Accounts Payable documents processed | \$ 3,589 | \$ 3,377 | \$ 3,233 | \$ 3,508 | \$ 3,500 |
| All Other Support Services | O&M less purchased gas expense; capex | 2,803 | 653 | 584 | 555 | 600 |
| AMR Support | Customers | 20 | 612 | 998 | 1,525 | 1,500 |
| Applications | Customers and Users (50/50) | 12,206 | 12,636 | 12,943 | 11,699 | 11,700 |
| Billing Services | Customers | 6,794 | 6,687 | 6,359 | 5,961 | 6,000 |
| Budgets and Financial Strategy | O&M less purchased gas expense; capex | 3,426 | 5,465 | 2,160 | 9,887 | 9,900 |
| Call Center - Billing, Credit, Etc. | Customers | 26,652 | 27,086 | 29,784 | 31,062 | 31,000 |
| Cash Management | O&M less purchased gas expense; capex | 5,368 | 2,927 | 996 | 927 | 900 |
| Community Relations | Customers | 4,296 | 4,984 | 5,789 | 8,517 | 8,500 |
| Customer Operations | Customers | 11,042 | 10,279 | 9,851 | 9,713 | 9,700 |
| Customer Relations | Customers - Residential | 4,427 | 4,776 | 4,895 | 4,841 | 4,800 |
| Energy Diversion | Customers | | | 60 | 240 | 200 |
| Engineering | Budget - Engineering | 358 | | | | |
| Executive | O&M less purchased gas expense; capex | 42,397 | 35,579 | 31,457 | 12,989 | 13,000 |
| Facility Services | Office square footage | 3,003 | 3,244 | 3,319 | 3,326 | 3,300 |
| Fixed Assets | Fixed Assets added, retired or transferred | 962 | 807 | 383 | 337 | 300 |
| Fleet Administration | Vehicles | 3,316 | 3,102 | 3,200 | 3,194 | 3,200 |
| Gas Operations | Miles (ft) of Pipeline | 1,156 | | | | |
| Gas Supply Planning | System throughput (Sales & Transp) | 860 | 999 | 1,060 | 999 | 1,000 |
| General Accounting | O&M less purchased gas expense | 13,176 | 14,806 | 16,950 | 21,767 | 21,800 |
| Help Desk | Employees | | | | 945 | 900 |
| Human Resources | Employees | 16,787 | 14,052 | 12,896 | 16,231 | 16,200 |
| Information Technology Applications | Customers and Users (50/50) | 20,052 | 20,109 | 19,348 | 19,544 | 19,500 |
| Internal Auditing | O&M less purchased gas expense; capex | 1,562 | 1,560 | 266 | 1,915 | 1,900 |
| Interns | Various | 312 | 385 | | | |
| Legal | O&M less purchased gas expense; capex | | | | 3,220 | 3,200 |
| Protection Programs | Time Study | | 751 | 867 | 749 | 700 |
| Purchasing | \$ value of PO purchases | 1,037 | 789 | 431 | 239 | 200 |
| Rates | Regulated Revenue | 3,152 | 4,033 | 4,330 | 4,509 | 4,500 |
| Regulatory and Legal | Regulated Revenue | | | | 447 | 400 |
| Residential Sales | Customers - Residential | 1,287 | | | | |
| Safety & Training | Field Union Employees | 13,357 | 13,039 | 11,771 | 12,215 | 12,200 |
| Sales and Transportation | Sales and delivery volumes | 706 | 476 | 460 | 433 | 400 |
| SAP Licenses | Numbers of users | | | | 12,742 | 12,700 |
| Short Term Incentive | AIP cost center charges | | (507) | 2,107 | 2,006 | 2,000 |
| Supply Chain | \$ value of PO purchases | | | | 41 | - |
| Tax Accounting | Income and deductions per tax return | 1,054 | 1,286 | 620 | 906 | 900 |
| Telecommunications Applications | Customers and Users (50/50) | 18,825 | 18,839 | 19,588 | 18,137 | 18,100 |
| Various | LTI per cost center | 3,752 | 30,045 | 3,359 | 10,689 | 10,700 |
| TOTAL | | \$ 227,735 | \$ 242,878 | \$ 210,062 | \$ 236,015 | \$ 224,700 |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 52 - 807 KAR 5:001 Section 16(7)(v)
Sponsoring Witness: William Steven Seelye

Description of Filing Requirement:

If the utility provides gas, electric, sewage or water utility service and has annual gross revenues greater than \$5,000,000 in the division for which a rate adjustment is sought, a cost of service study based on a methodology generally accepted within the industry and based on current and reliable data from a single time period.

Response:

Please refer to the testimony and exhibits of William Steven Seelye.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 53 - 807 KAR 5:001 Section 16(7)(w)
Sponsoring Witness: William Steven Seelye

Description of Filing Requirement:

Incumbent local exchange carriers with fewer than 50,000 access lines shall not be required to file cost of service studies, except as specifically directed by the Commission. Local exchange carriers with more than 50,000 access lines shall file:

- 1. A jurisdictional separations study consistent with 47 C.F.R. Part 36; and*
- 2. Service specific cost studies to support the pricing of all services that generate annual revenue greater than \$1,000,000 except local exchange access:*
 - a. Based on current and reliable data from a single time period; and*
 - b. Using generally recognized fully allocated, embedded, or incremental cost principles.*

Response:

Not applicable.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 54 - 807 KAR 5:001 Section 16(8)(a)
Sponsoring Witness: John B. Brown

Description of Filing Requirement:

A jurisdictional financial summary for both the base period and the forecasted period that details how the utility derived the amount of the requested revenue increase.

Response:

See attached.

Delta Natural Gas Company, Inc.
 Overall Financial Summary
 Forecasted Test Period 12 ME 12/31/22
 Base Period 12 ME 8/31/21

Tab 54 - Schedule A
 Page 1 of 1
 Witness: John B. Brown

| Line Number | | Calendar 2020 | Base Period 12ME 8/31/21 (7 Actual + 5 Budget) | Forecasted Period Calendar 2022 |
|----------------|----------------------------------|---------------------|---|---------------------------------------|
| 1 | Cost of gas | 12,442,135 | 12,503,349 | 15,821,884 |
| 2 | Operations & maintenance expense | 14,994,233 | 15,283,587 | 16,006,950 |
| 3 | Depreciation expense | 7,996,682 | 8,346,047 | 9,903,030 |
| 4 | Taxes other than income taxes | 3,831,982 | 3,521,376 | 3,893,352 |
| 5 | Return | 5,719,572 | 4,716,160 | 10,311,660 |
| 6 | Income tax liability | <u>916,597</u> | <u>966,765</u> | <u>2,512,596</u> |
| 7 | Total revenue requirements | 45,901,200 | 45,337,285 | 58,449,471 |
| 8 | Revenues at present rates | <u>(43,129,236)</u> | <u>(43,129,236)</u> | <u>(49,314,301)</u> |
| 9 | Revenue deficiency | <u>2,771,965</u> | <u>2,208,049</u> | <u>9,135,170</u> |
| 10 | Percent increase | | | <u>18.52%</u> |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 55 - 807 KAR 5:001 Section 16(8)(b)
Sponsoring Witness: John B. Brown

Description of Filing Requirement:

A jurisdictional rate base summary for both the base and the forecasted period with supporting schedules, which include detailed analyses of each component of the rate base.

Response:

See attached.

Delta Natural Gas Co., Inc.
Case No. 2021-00185
Jurisdictional Rate Base Summary
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Tab 55
Page 1 of 12

| | <u>Tab 55 Reference</u> | <u>Base Period</u> | <u>Forecasted Period</u> |
|--|-------------------------|----------------------|--------------------------|
| Total Utility Plant In Service per books | Pages 2 & 3 | <u>277,645,551</u> | <u>301,255,707</u> |
| Add: Materials & Supplies (13 mo avg) | Page 4 | 604,905 | 604,905 |
| Prepayments (13 mo avg) | Page 4 | 1,072,741 | 1,072,741 |
| Gas in Storage (13 mo avg) | Page 4 | 1,143,702 | 1,143,702 |
| Unamortized Debt Exp per books | Page 5 | 1,747,661 | 1,747,661 |
| Cash Working Capital Allowance (1/8 O&M) | Page 6 | <u>2,000,869</u> | <u>2,000,869</u> |
| Subtotal | | <u>6,569,877</u> | <u>6,569,877</u> |
| Deduct: Accumulated Depreciation | Pages 2 & 3 & 7 - 10 | (118,940,849) | (127,857,043) |
| Customer Adv for Construction | Page 11 | (457,600) | (457,600) |
| Accum Deferred Income Taxes | Pages 3, 12 | <u>(42,472,111)</u> | <u>(42,774,952)</u> |
| Subtotal | | <u>(161,870,560)</u> | <u>(171,089,595)</u> |
| Rate Base | | <u>122,344,868</u> | <u>136,735,989</u> |

Delta Natural Gas Co., Inc.
Case No. 2021-00185
Jurisdictional Rate Base Summary

| G/L Account Fiscal year/period | MAR 2020 | APR 2020 | MAY 2020 | JUN 2020 | JUL 2020 | AUG 2020 | SEP 2020 | OCT 2020 | NOV 2020 | DEC 2020 | JAN 2021 | FEB 2021 | MAR 2021 | Average |
|--|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|
| Plant Materials & Operating Supplies (154) | \$ 549,558 | \$ 553,801 | \$ 572,422 | \$ 671,986 | \$ 633,486 | \$ 617,949 | \$ 594,764 | \$ 575,295 | \$ 609,277 | \$ 601,154 | \$ 600,821 | \$ 593,694 | \$ 689,562 | \$ 604,905 |
| Gas Stored Underground - Current (164.1) | \$ 539,871 | \$ 1,249,916 | \$ 1,637,947 | \$ 1,638,107 | \$ 1,638,107 | \$ 1,560,039 | \$ 1,560,039 | \$ 1,560,039 | \$ 1,560,039 | \$ 875,744 | \$ 425,657 | \$ 401,059 | \$ 221,563 | \$ 1,143,702 |
| Prepayments (165) | \$ 747,432 | \$ 646,353 | \$ 494,022 | \$ 1,470,999 | \$ 1,354,673 | \$ 1,284,682 | \$ 2,096,975 | \$ 1,228,461 | \$ 1,176,704 | \$ 1,163,544 | \$ 1,163,366 | \$ 1,139,548 | \$ (21,130) | \$ 1,072,741 |

Delta Natural Gas Co., Inc.
 Case No. 2021-00185
 Jurisdictional Rate Base Summary

Debt Extinguishment and Issuance Costs - 3/31/21 - Base period

| | | |
|------|---------|--|
| 1600 | 1242150 | 1242150 Reg Asset - Loss on Extinguishment of Debt |
| 1600 | 1242207 | 1242207 Reg Asset - Debt Issuance Costs |

| | | |
|-----|-------|-------|
| PKY | Delta | Total |
|-----|-------|-------|

| | | |
|--|--------------|--------------|
| | \$ 1,699,057 | \$ 1,699,057 |
| | \$ 48,604 | \$ 48,604 |

Total 3/31/2021

\$ 1,747,661

Associated with Delta \$43,000,000 outstanding 4.26% bond

Delta Natural Gas Co., Inc.
Case No. 2021-00185
Jurisdictional Rate Base Summary

WORKING CAPITAL

O&M Expenses

| | | | |
|--------------------|--|--------------------------|--------------------------|
| | Per books | 15,283,587 | 15,283,587 |
| | Adjustments | | |
| | RECLASS TO FERC 3/31/21 Actual Statement | 599,120 | 599,120 |
| | | - | - |
| | | - | - |
| | | - | - |
| | Payroll | 327,946 | 327,946 |
| | Medical | 523,277 | 523,277 |
| | Dental | 81,949 | 81,949 |
| | 401(k) | 310,198 | 310,198 |
| | Pension expense | (1,298,734) | (1,298,734) |
| | Rate case expense | 210,000 | 210,000 |
| | Lobbying expenses 5399900 | (7,350) | (7,350) |
| | Advertising | (23,044) | (23,044) |
| | | - | - |
| | | - | - |
| | | - | - |
| | Total adjustments | <u>723,362</u> | <u>723,362</u> |
| Total O&M expenses | | <u>16,006,950</u> | <u>16,006,950</u> |
| X 1/8 | = Working Capital | \$ 2,000,869 | \$ 2,000,869 |

**DELTA
PLANT BALANCES AND CALCULATED DEPRECIATION EXPENSE**

Delta Natural Gas Co., Inc.
Case No. 2021-00185
Jurisdictional Rate Base Summary

Tab 55
Page 7 of 12

| FERC NO | ASSET GL | DEPR EXP GL | DESCRIPTION | 12/31/2020 ACTUAL PLANT PKY | 2021 ESTIMATED ADDITIONS | 12/31/2020 ACTUAL PLANT | 2021 ESTIMATED ADDITIONS | 2021 ESTIMATED RETIREMENTS | 12/31/2021 ESTIMATED PLANT | |
|---------------------------------|----------|-------------|------------------------------------|-----------------------------|--------------------------|-------------------------|--------------------------|----------------------------|----------------------------|-----------|
| INTANGIBLE | | | | | | | | | | |
| 301 | 1311020 | Non Depr | ORGANIZATION | - | | 53,151 | | (306) | 52,845 | |
| 303 | 1311020 | 5505010 | COMPUTER SOFTWARE OTHER | - | | 1,377,728 | | (7,923) | 1,369,805 | |
| 303 | 1311020 | 5505010 | COMPUTER SOFTWARE MAJOR | | 271,625 | 80,401 | 3,839,904 | 1,796,351 | (22,083) | 5,614,172 |
| SUB TOTAL | | | | 271,625 | 80,401 | 5,270,783 | 1,796,351 | (30,312) | 7,036,822 | |
| PRODUCTION | | | | | | | | | | |
| 3254 | 1311030 | 5501010 | RIGHT OF WAYS | - | | 97,055 | | (558) | 96,497 | |
| 327 | 1311050 | 5501030 | COMP STAT STRUCTURES | - | | 47,946 | | (276) | 47,670 | |
| 331 | 1311050 | 5501030 | WELL EQUIPMENT | | | | 24,000 | | 24,000 | |
| 332 | 1311050 | 5501030 | FIELD LINES | | | 2,290,299 | 42,000 | (13,171) | 2,319,128 | |
| 333 | 1311050 | 5501030 | COMPRESSOR STAT EQUIPMENT | - | | 862,610 | 28,100 | (4,961) | 885,749 | |
| 334 | 1311050 | 5501030 | MEASURING & REG STATIONS | - | | 355,534 | 18,000 | (2,045) | 371,489 | |
| SUB TOTAL | | | | - | | 3,653,444 | 112,100 | (21,011) | 3,744,533 | |
| STORAGE & PROCESSING | | | | | | | | | | |
| 35001 | 1311030 | Non Depr | STORAGE LAND | - | | 74,295 | | (427) | 73,868 | |
| 35002 | 1311030 | Non Depr | STORAGE RIGHT OF WAY | - | | 186,821 | | (1,074) | 185,747 | |
| 351 | 1311052 | 5501033 | STRUCTURES & IMPROVEMENTS | - | | 723,568 | | (4,161) | 719,407 | |
| 352 | 1311052 | 5501033 | STORAGE WELLS | - | | 8,249,077 | 10,800 | (47,440) | 8,212,437 | |
| 35201 | 1311030 | 5505300 | STORAGE RIGHTS | - | | 860,396 | | (4,948) | 855,448 | |
| 35202 | 1311052 | 5501033 | STORAGE RESERVOIRS | - | | 1,759,385 | | (10,118) | 1,749,267 | |
| 35203 | 1311052 | 5501033 | NONRECOVERABLE NATURAL GAS | - | | 294,307 | | (1,693) | 292,614 | |
| 353 | 1311052 | 5501033 | STORAGE LINES | - | | 6,086,342 | 10,500 | (35,002) | 6,061,840 | |
| 354 | 1311052 | 5501033 | STORAGE COMPRESSOR STAT EQUIP | - | | 4,526,580 | 82,500 | (26,032) | 4,583,048 | |
| 355 | 1311052 | 5501033 | STORAGE MEASURING & REG EQUIP | - | | 1,167,368 | 7,900 | (6,713) | 1,168,555 | |
| 356 | 1311052 | 5501033 | PURIFICATION EQUIPMENT | - | | 6,426,298 | 107,500 | (36,957) | 6,496,841 | |
| 357 | 1311052 | 5501033 | STORAGE OTHER EQUIPMENT | - | | 109,795 | | (631) | 109,164 | |
| SUB TOTAL | | | | - | | 30,464,232 | 219,200 | (175,199) | 30,508,233 | |
| TRANSMISSION | | | | | | | | | | |
| 3651 | 1311030 | Non Depr | LAND & RIGHTS | - | | 425,055 | | (2,444) | 422,611 | |
| 3652 | 1311030 | Non Depr | RIGHTS OF WAY | - | | 1,250,617 | 455,600 | (7,192) | 1,699,025 | |
| 366 | 1311060 | 5501040 | STRUCTURES & IMPROVEMENTS | - | | 355,404 | | (2,044) | 353,360 | |
| 367 | 1311060 | 5501040 | TRANSMISSION MAINS | - | | 46,804,548 | 4,006,400 | (269,171) | 50,541,777 | |
| 368 | 1311060 | 5501040 | COMPRESSOR STATION EQUIPMENT | - | | 8,795,497 | 397,600 | (50,583) | 9,142,514 | |
| 369 | 1311060 | 5501040 | MEASURING & REG STAT EQUIPMENT | - | | 4,599,023 | 616,200 | (26,449) | 5,188,774 | |
| 371 | 1311060 | 5501040 | OTHER EQUIP | - | | 391,134 | 9,200 | (2,249) | 398,085 | |
| SUB TOTAL | | | | - | | 62,621,278 | 5,485,000 | (360,133) | 67,746,145 | |
| DISTRIBUTION | | | | | | | | | | |
| 374 | 1311030 | Non Depr | DISTRIBUTION RIGHTS OF WAYS | - | | 287,367 | 6,000 | (1,653) | 291,714 | |
| 37401 | 1311030 | Non Depr | DISTRIBUTION LAND | - | | 71,587 | | (412) | 71,175 | |
| 375 | 1311070 | 5501050 | STRUCTURES & IMPROVEMENTS | - | | 113,377 | 5,000 | (652) | 117,725 | |
| 376 | 1311070 | 5501050 | DISTRIBUTION MAINS | - | | 97,654,498 | 5,676,400 | (561,607) | 102,769,291 | |
| 378 | 1311070 | 5501050 | MEAS & REG STAT - GENERAL | - | | 2,194,334 | 72,000 | (12,620) | 2,253,714 | |
| 379 | 1311070 | 5501050 | MEAS & REG STAT - CITY GATE | - | | 933,554 | 25,000 | (5,369) | 953,185 | |
| 380 | 1311070 | 5501050 | SERVICES | - | | 22,520,223 | 1,800,000 | (129,513) | 24,190,710 | |
| 381 | 1311070 | 5501050 | METERS | 722,839 | 175,000 | 10,072,659 | 652,400 | (57,927) | 10,667,132 | |
| 382 | 1311070 | 5501050 | METER & REGULATOR INSTALLATION | 1,267,318 | 25,000 | 5,370,341 | 325,000 | (30,885) | 5,664,456 | |
| 383 | 1311070 | 5501050 | HOUSE REGULATORS | - | | 4,456,306 | 150,800 | (25,628) | 4,581,478 | |
| 385 | 1311070 | 5501050 | INDUSTRIAL METER SETS | - | | 1,781,633 | 52,000 | (10,246) | 1,823,387 | |
| SUB TOTAL | | | | 1,990,157 | 200,000 | 145,455,879 | 8,764,600 | (836,511) | 153,383,967 | |
| GENERAL | | | | | | | | | | |
| 389 | 1331030 | Non Depr | LAND & RIGHTS | - | | 998,571 | | (5,743) | 992,828 | |
| 390 | 1331090 | 5501020 | STRUCTURES & IMPROVEMENTS | 58,881 | | 6,030,689 | 520,000 | (34,682) | 6,516,007 | |
| 391 | 1331090 | 5501070 | OFFICE FURN & EQUIP-FURNITURE | - | | 180,448 | | (1,038) | 179,410 | |
| 391 | 1331090 | 5501070 | OFFICE FURN & EQUIP-OFFC EQUIPMT | 18,135 | | 125,165 | 75,000 | (720) | 199,445 | |
| 3912 | 1331090 | 5501070 | OFFICE FURN & EQUIP-COMPUTER HARDW | - | | 820,786 | 501,050 | (4,720) | 1,317,116 | |
| 392 | 1331090 | 5501060 | AUTOS & TRUCKS | 442,100 | | 5,945,896 | 825,001 | (34,195) | 6,736,702 | |
| 393 | 1331090 | 5501070 | STORES EQUIPMENT | - | 175,001 | 36,011 | | (207) | 35,804 | |
| 394 | 1331090 | 5501070 | TOOLS & WORK EQUIPMENT | - | | 1,049,485 | 51,200 | (6,036) | 1,094,649 | |
| 39401 | 1331090 | 5501070 | COMP NG STAT & EQUIP | - | | 2,722 | | (16) | 2,707 | |
| 395 | 1331090 | 5501070 | LABORATORY EQUIPMENT | - | | 195,671 | | (1,125) | 194,546 | |
| 396 | 1331090 | 5501060 | POWER OPERATED EQUIPMENT | - | | 4,339,651 | 614,200 | (24,957) | 4,928,894 | |
| 397 | 1331090 | 5501070 | COMMUNICATION EQUIPMENT | - | | 237,626 | | (1,367) | 236,259 | |
| 398 | 1331090 | 5501070 | MISCELLANEOUS EQUIPMENT | - | | 50,132 | | (288) | 49,844 | |
| 39901 | 1331090 | 5501070 | OTHER TANG EQUIP-MAPPING COST | - | | 265,540 | | (1,527) | 264,013 | |
| SUB TOTAL | | | | 519,116 | 175,001 | 20,278,394 | 2,586,451 | (116,620) | 22,748,224 | |
| TOTAL | | | | 2,780,899 | 455,402 | 267,744,010 | 18,963,702 | (1,539,786) | 285,167,926 | |

\$ 19,570,083
\$ 455,402
267,744,010 \$ 20,025,485 \$ (1,539,786) **286,229,709**

Delta Natural Gas Co., Inc.
 Case No. 2021-00185
 Jurisdictional Rate Base Summary

| Work | Agreemt | Expiration | Agreement | Customers | 12/31/2020 | | Agreement | 12/31/2021 | | | |
|---------------------|------------|--------------|------------|----------------------|----------------------|------------|------------|------------|-----------|----------|------------|
| Order Number | WBS# | Date | Date | Name | Requirement | On Service | Balance | Receipts | Refund | Released | Balance |
| CASH DEPOSITS | | | | | | | | | | | |
| 1 | 501-301 | 12/18/2014 | 12/18/2024 | ██████████ | 1 | | 7,000.00 | | | | 7,000.00 |
| 1 | 10068393 | 501.19.021.1 | 5/17/2019 | 8/1/2024 | ████████████████████ | 1 | 85,668.91 | | 43,458.71 | | 42,210.20 |
| 1 | 10080425 | 501.20.026.1 | 7/15/2020 | 7/15/2030 | ████████████████████ | 1 | 3,350.00 | | | | 3,350.00 |
| 2 | | | | ████████████████████ | 1 | | | 300,000.00 | | | 300,000.00 |
| 2 | | | | ████████████████████ | 1 | | | 85,500.00 | | | 85,500.00 |
| 3 | 10069041 | 503.19.020.1 | 7/10/2019 | 7/10/2029 | ████████████████████ | 1 | 5,500.00 | | | | 5,500.00 |
| 7 | 507-197 | | 08/30/2012 | 08/30/2022 | ████████████████████ | 1 | 3,500.00 | | | | 3,500.00 |
| 7 | 10082603 | 507.20.008.1 | 9/15/2020 | 9/15/2030 | ██████████ | 1 | 470.00 | | | | 470.00 |
| 8 | 508-221 | | 7/29/2011 | 7/29/2021 | ████████████████████ | 1 | 2,270.00 | | | | 2,270.00 |
| 8 | 508-231 | | 5/14/2013 | 5/14/2023 | ████████████████████ | 1 | 4,800.00 | | | | 4,800.00 |
| 11 | 511-03-650 | | 09/06/2013 | 09/13/2023 | ██████████ | 1 | 3,000.00 | | | | 3,000.00 |
| TOTAL CASH DEPOSITS | | | | | | | 115,558.91 | 385,500.00 | 43,458.71 | - | 457,600.20 |

Delta Natural Gas Co., Inc.
Case No. 2021-00185
Jurisdictional Rate Base Summary

ACCUMULATED DEFERRED TAXES
3/31/2021

Source: Provision report 51051 Q1 2021
Co #1600

Source: Provision report 51051 Q1 2021
Co #1300

| SAP A/C# | PowerTax Description | Delta Natural Gas | | | PKY | | | Combined | | |
|--------------|---|-------------------|--------------------|-------------------|------------------|----------------|------------------|-------------------|--------------------|-------------------|
| | | Rate Base | Non Rate Base | Total | Rate Base | Non Rate Base | Total | Rate Base | Non Rate Base | Total |
| 242 | | | | | | | | | | |
| 1.242.13 | DEF INC TAX DEFERRED GAS COST | - | 45,917 | 45,917 | - | (5,487) | (5,487) | - | 40,430 | 40,430 |
| 1.242.14 | DEF INC TAX BAD DEBT RESERVE | - | (152,142) | (152,142) | - | (14,866) | (14,866) | - | (167,008) | (167,008) |
| 1.242.22 | DEF INC TAX ACCRUED VACATION | - | (8,433) | (8,433) | - | 3,516 | 3,516 | - | (4,917) | (4,917) |
| 1.242.16 | DEF INC TAX PREPAID INS | - | - | - | - | - | - | - | - | - |
| | DEF INC TAX ACCRUED INCENTIVE | - | (88,298) | (88,298) | - | (1,133) | (1,133) | - | (89,431) | (89,431) |
| | DEF INC TAX CHARITABLE CONTRIB LIMIT-FED | - | (10,112) | (10,112) | - | - | - | - | (10,112) | (10,112) |
| | DEF INC TAX CHARITABLE CONTRIB LIMIT-STATE | - | (1,902) | (1,902) | - | - | - | - | (1,902) | (1,902) |
| | DEF INC TAX NET OPER LOSS FED 2014 | - | - | - | (82,775) | - | (82,775) | (82,775) | - | (82,775) |
| | DEF INC TAX NET OPER LOSS FED 2016 | - | - | - | (162,607) | - | (162,607) | (162,607) | - | (162,607) |
| | DEF INC TAX NET OPER LOSS FED 2017 | - | (1,508) | (1,508) | - | - | - | - | (1,508) | (1,508) |
| | DEF INC TAX NET OPER LOSS FED 2019 | - | (7,647) | (7,647) | - | - | - | - | (7,647) | (7,647) |
| | DEF INC TAX IBNR | - | (2,968) | (2,968) | - | - | - | - | (2,968) | (2,968) |
| | CONTINGENT LIABILITY AMORTIZATION | - | - | - | - | 24,035 | 24,035 | - | 24,035 | 24,035 |
| | WORKERS COMP | - | - | - | - | 6,449 | 6,449 | - | 6,449 | 6,449 |
| | PERFORMANCE STOCK/RESTRICTED STOCK UNITS | - | (464) | (464) | - | - | - | - | (464) | (464) |
| | DEF INC TAX UNICAP 263A | (6,060) | - | (6,060) | - | - | - | (6,060) | - | (6,060) |
| | | (6,060) | (227,557) | (233,617) | (245,382) | 12,514 | (232,868) | (251,442) | (215,043) | (466,485) |
| 282 | 282 | | | | | | | | | |
| 1.282.02 | DEF INC TAX PENSION PLAN | - | (587,044) | (587,044) | - | - | - | - | (587,044) | (587,044) |
| 1.282.06 | DEF INC TAX ANNUAL LEAVE PLAN | - | - | - | - | - | - | - | - | - |
| 1.282.01 | DEF INC TAX ACCEL DEPR - FEDERAL | 26,057,218 | - | 26,057,218 | 114,367 | - | 114,367 | 26,171,585 | - | 26,171,585 |
| 1.282.01 | DEF INC TAX ACCEL DEPR - STATE | 4,294,872 | - | 4,294,872 | 31,816 | - | 31,816 | 4,326,688 | - | 4,326,688 |
| | DEF INC TAX BOOK DEPRECIATION | (1,972,466) | - | (1,972,466) | - | - | - | (1,972,466) | - | (1,972,466) |
| | DEF INC TAX BOOK AMORTIZATION INTANGIBLES | (90,500) | - | (90,500) | - | - | - | (90,500) | - | (90,500) |
| | DEF INC TAX BOOK AMORTIZATION | (4,141) | - | (4,141) | - | - | - | (4,141) | - | (4,141) |
| 1.282.07 | DEF INC TAX CONSTRUCTION CONTRIBUTIONS | (11,069) | - | (11,069) | - | - | - | (11,069) | - | (11,069) |
| 1.282.10 | DEF INC TAX DEBT EXPENSE | 423,915 | - | 423,915 | - | - | - | 423,915 | - | 423,915 |
| 1.282.18 | DEF INC TAX COST OF REMOVAL | 700,500 | - | 700,500 | - | - | - | 700,500 | - | 700,500 |
| | EXCESS DIT - 2005 KY ADOPTION (RATE CHANGE) | - | (278,356) | (278,356) | - | - | - | - | (278,356) | (278,356) |
| | EXCESS DIT - 2005 KY AMORTIZATION | - | 207,263 | 207,263 | - | - | - | - | 207,263 | 207,263 |
| | EXCESS DIT - 2018 FEDERAL AMORTIZATION | - | 617,183 | 617,183 | - | - | - | - | 617,183 | 617,183 |
| | EXCESS DIT - 2018 FEDERAL RATE CHANGE | - | (4,749,050) | (4,749,050) | - | - | - | - | (4,749,050) | (4,749,050) |
| | EXCESS DIT - KY ADOPTION (RATE CHANGE) | - | (258,161) | (258,161) | - | - | - | - | (258,161) | (258,161) |
| | EXCESS DIT - 2018 KY AMORTIZATION | - | 3,146 | 3,146 | - | - | - | - | 3,146 | 3,146 |
| | EXCESS DIT - PGKY AMORTIZATION | - | - | - | - | 94,263 | 94,263 | - | 94,263 | 94,263 |
| | APB28 ADJ or TOPSIDE ENTRY | - | (317,251) | (317,251) | - | (81,314) | (81,314) | - | (398,565) | (398,565) |
| | | 29,398,329 | (5,362,270) | 24,036,059 | 146,183 | 12,949 | 159,132 | 29,544,512 | (5,349,321) | 24,195,191 |
| 283 | 283 | | | | | | | | | |
| 1.283.03 | DEF INC TAX SUPPLEMENTAL RETIREMENT PLAN OPEB | - | (352,722) | (352,722) | - | (664) | (664) | - | (353,386) | (353,386) |
| | | - | - | - | - | (32,846) | (32,846) | - | (32,846) | (32,846) |
| | | - | (352,722) | (352,722) | - | (33,510) | (33,510) | - | (386,232) | (386,232) |
| 254 | | | | | | | | | | |
| | REGULATORY LIABILITY EXCESS - FED (NET) | 13,194,158 | - | 13,194,158 | (230,617) | - | (230,617) | 12,963,541 | - | 12,963,541 |
| | REGULATORY LIABILITY EXCESS - STATE (NET) | 215,500 | - | 215,500 | - | - | - | 215,500 | - | 215,500 |
| Total | | 42,801,927 | (5,942,549) | 36,859,378 | (329,816) | (8,047) | (337,863) | 42,472,111 | (5,950,596) | 36,521,515 |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 56 - 807 KAR 5:001 Section 16(8)(c)
Sponsoring Witness: John B. Brown

Description of Filing Requirement:

A jurisdictional operating income summary for both the base period and the forecasted period with supporting schedules which provide breakdowns by major account group and by individual account.

Response:

See attached.

Delta Natural Gas Company, Inc.
 Operating Income Summary
 Forecasted Test Period 12 ME 12/31/22
 Base Period 12 ME 8/31/21

Tab 56 - Schedule C-1
 Page 1 of 1
 Witness: John B. Brown

| Line Number | Base Period 12ME 8/31/21 (7 Actual + 5 Budget) | Adjustments | Forecast Period at Current Rates | Proposed Increase | Forecast Period at Proposed Rates |
|----------------|---|--------------------|-------------------------------------|----------------------|---|
| 1 | <u>Operating Revenues</u> | | | | |
| 2 | (45,830,343) | (3,401,538) | (49,231,881) | (9,135,170) | (58,367,051) |
| 3 | <u>(82,420)</u> | <u>-</u> | <u>(82,420)</u> | <u>-</u> | <u>(82,420)</u> |
| 4 | <u>(45,912,763)</u> | <u>(3,401,538)</u> | <u>(49,314,301)</u> | <u>(9,135,170)</u> | <u>(58,449,471)</u> |
| 5 | <u>Operating Expenses</u> | | | | |
| 6 | 27,786,936 | 4,041,987 | 31,828,923 | - | 31,828,923 |
| 7 | 8,346,047 | 1,556,983 | 9,903,030 | - | 9,903,030 |
| 8 | 3,521,376 | 371,975 | 3,893,351 | - | 3,893,351 |
| 9 | <u>966,765</u> | <u>(733,416)</u> | <u>233,349</u> | <u>2,279,225</u> | <u>2,512,574</u> |
| 10 | <u>40,621,124</u> | <u>5,237,529</u> | <u>45,858,653</u> | <u>2,279,225</u> | <u>48,137,878</u> |
| 11 | <u>(5,291,639)</u> | <u>1,835,991</u> | <u>(3,455,648)</u> | <u>(6,855,945)</u> | <u>(10,311,593)</u> |

Delta Natural Gas Company, Inc.
Adjusted Operating Income Statement
Forecasted Test Period 12 ME 12/31/22
Base Period 12 ME 8/31/21

| Line Number | | Base Period 12ME 8/31/21 (7 Actual + 5 Budget) | Adjustments | Forecast Period at Current Rates | Proposed Increase | Forecast Period at Proposed Rates |
|----------------|--|---|-------------|-------------------------------------|----------------------|--------------------------------------|
| 1 | INCOME STATEMENT | | | | | |
| 2 | INCOME BEFORE EXTRAORDINARY INCOME | | | | | |
| 3 | UTILITY OPERATING INCOME | | | | | |
| 4 | Operating Revenues (400) | | | | | |
| 5 | Sales of Gas (480-484) | (39,433,725) | (4,043,597) | (43,477,323) | (9,135,170) | (52,612,493) |
| 6 | Other Operating Revenues (485-496) | (6,479,037) | 642,059 | (5,836,979) | | (5,836,979) |
| 7 | Total Operating Revenues (400) | (45,912,763) | (3,401,538) | (49,314,302) | (9,135,170) | (58,449,472) |
| 8 | Operating Expenses: | | | | | |
| 9 | Operation Expenses (401) | | | | | |
| 10 | Gas Production Operating Expense: | | | | | |
| 11 | Natural Gas Production Oper Exp: | | | | | |
| 12 | Natural Gas Prod & Gath Operation Exp | 176,338 | 5,519 | 181,857 | | |
| 13 | Total Natural Gas Production Oper Exp | 176,338 | | 181,857 | | |
| 14 | Other Gas Supply Operation Expenses | 12,327,011 | 3,313,015 | 15,640,026 | | |
| 15 | Total Gas Production Operating Exp | 12,503,349 | | 15,821,883 | | |
| 16 | Nat Gas Storage, Term & Proc Oper Exp: | | | | | |
| 17 | Underground Storage Operation Expense | 319,489 | | 321,913 | | |
| 18 | Ttl Nat Gas Strg, Term & Proc Oper Exp | 319,489 | 2,424 | 321,913 | | |
| 19 | Gas Transmission Operations Exp | 3,593,355 | 160,027 | 3,753,382 | | |
| 20 | Gas Distribution Operations Exp | 2,050,422 | 63,905 | 2,114,327 | | |
| 21 | Customer Accounts Expense | 1,447,307 | 21,156 | 1,468,463 | | |
| 22 | Customer Service and Informational Expen | 592 | | 592 | | |
| 23 | Sales Expense | 553 | | 553 | | |
| 24 | Administrative & General Operations Exp | 7,345,484 | 470,504 | 7,815,988 | | |
| 25 | Total Operation Expenses (401) | 27,260,551 | | 31,297,101 | | |
| 26 | Maintenance Expenses (402) | | | | | |
| 27 | Gas Production Maintenance Expenses | | | - | | |
| 28 | Natural Gas Prod & Gath Maint Exp | 36,816 | | 38,105 | | |
| 29 | Total Nat Gas Production Maint Exp | 36,816 | | 38,105 | | |
| 30 | Total Gas Production Maintenance Exp | 36,816 | 1,289 | 38,105 | | |
| 31 | Nat Gas Storage, Term & Proc Maint Exp | | | - | | |
| 32 | Underground Storage Maintenance Exp | 26,011 | 762 | 26,773 | | |
| 33 | Ttl Nat Gas Stor, Term & Proc Maint | 26,011 | | 26,773 | | |
| 34 | Gas Transmission Maintenance Expense | (80,962) | | (80,962) | | |
| 35 | Gas Distribution Maintenance Expense | 487,552 | 3,383 | 490,935 | | |
| 36 | Administrative & General Maintenance Exp | 56,968 | | 56,968 | | |
| 37 | Total Maintenance Expenses (402) | 526,385 | | 531,819 | | |
| 38 | Operations and Maintenance Expenses | 27,786,936 | 4,041,984 | 31,828,920 | | 31,828,920 |
| 39 | Depreciation Expense (403) | 7,916,269 | 1,556,983 | 9,473,252 | | |
| 40 | Amort & Depletion of Util Plnt (404-405) | 429,778 | | 429,778 | | |
| 41 | Taxes Other than Income Taxes (408.1) | 3,521,376 | 371,975 | 3,893,351 | | |
| 42 | Income Taxes (409.1) | 1,654,654 | (733,416) | 921,238 | 2,279,225 | 3,200,463 |
| 43 | Prov for Deferred Income Taxes (410.1) | (687,889) | | (687,889) | | |
| 44 | Total Operating Expenses | 40,621,124 | 5,237,526 | 45,858,650 | 2,279,225 | 48,137,875 |
| 45 | NET UTILITY OPERATING INCOME | (5,291,639) | 1,835,988 | (3,455,652) | (6,855,945) | (10,311,597) |

Delta Natural Gas Company, Inc.
 Adjusted Operating Revenues and Expenses by Accounts
 Forecasted Test Period 12 ME 12/31/22
 Base Period 12 ME 8/31/21

| Line Number | Account Number | Base Period 12ME 8/31/21 (7 Actual + 5 Budget) | Adjustments | Forecast Period at Current Rates | Proposed Increase | Forecast Period at Proposed Rates |
|-------------|------------------------------------|--|--------------|--|----------------------|---|
| 1 | INCOME STATEMENT | | | | | |
| 2 | INCOME BEFORE EXTRAORDINARY INCOME | | | | | |
| 3 | UTILITY OPERATING INCOME | | | | | |
| 4 | Operating Revenues (400) | | | | | |
| 5 | 9480000 | 9480000 Residential Sales | (23,881,894) | (2,835,753) | (26,717,647) | |
| 6 | 9481000 | 9481000 Commercial and Industrial Sales | (15,551,832) | (1,207,844) | (16,759,676) | |
| 7 | | Sales of Gas (480-484) | (39,433,725) | (4,043,597) | (43,477,323) | (9,135,170) |
| 8 | 9487000 | 9487000 Forfeited Discounts | (1,244) | 1,244 | - | |
| 9 | 9488000 | 9488000 Miscellaneous Service Revenues | (82,420) | - | (82,420) | |
| 10 | 9489300 | 9489300 Revs from Transp of Gas of Others thru Distri Fac. | (7,846,694) | 732,799 | (7,113,895) | |
| 11 | 9490000 | 9490000 Sales of Products Extracted from Natural Gas | - | - | - | |
| 12 | 9495000 | 9495000 Other Gas Revenues | (1,248,100) | - | (1,248,100) | |
| 13 | 9496000 | 9496000 Provision for Rate Refunds | 2,699,420 | (91,984) | 2,607,436 | |
| 14 | | Other Operating Revenues (485-496) | (6,479,037) | 642,059 | (5,836,979) | |
| 15 | | Total Operating Revenues (400) | (45,912,763) | (3,401,538) | (49,314,302) | (9,135,170) |
| 16 | | Operating Expenses: | | | - | |
| 17 | | Operation Expenses (401) | | | - | |
| 18 | | Gas Production Operating Expense: | | | - | |
| 19 | | Natural Gas Production Oper Exp: | | | - | |
| 20 | 9753000 | 9753000 Nat Gas Prod/Gath Op - Field Lines Expenses | 46,826 | 5,519 | 52,345 | |
| 21 | 9754000 | 9754000 Nat Gas Prod/Gath Op - Field Compressor Sta Exps | 129,512 | - | 129,512 | |
| 22 | | Natural Gas Prod & Gath Operation Exp | 176,338 | | 181,857 | |
| 23 | | Total Natural Gas Production Oper Exp | 176,338 | | 181,857 | |
| 24 | 9803000 | 9803000 Oth Gas Supply Op - Nat Gas Transm Line Pur | 11,955,982 | 3,313,015 | 15,268,997 | |
| 25 | 9805100 | 9805100 Oth Gas Supply Op - Pur Gas Cost Adjustments | 369,965 | - | 369,965 | |
| 26 | 9813000 | 9813000 Oth Gas Supply Op - Other Gas Suppl | 1,064 | - | 1,064 | |
| 27 | | Other Gas Supply Operation Expenses | 12,327,011 | | 15,640,026 | |
| 28 | | Total Gas Production Operating Exp | 12,503,349 | | 15,821,883 | |
| 29 | | Nat Gas Storage, Term & Proc Oper Exp: | | | - | |
| 30 | 9816000 | 9816000 UG Storage Op - Well Expenses | 73,226 | 2,424 | 75,650 | |
| 31 | 9818000 | 9818000 UG Storage Op - Compressor Station Expenses | 87,868 | - | 87,868 | |
| 32 | 9821000 | 9821000 UG Storage Op - Purification Expenses | 102,594 | - | 102,594 | |
| 33 | 9823000 | 9823000 Gas Losses | 1,686 | - | 1,686 | |
| 34 | 9824000 | 9824000 UG Storage Op - Other Expenses | 3,546 | - | 3,546 | |
| 35 | 9825000 | 9825000 UG Storage Op - Storage Well Royalties | 50,569 | - | 50,569 | |
| 36 | | Underground Storage Operation Expense | 319,489 | | 321,913 | |
| 37 | | Ttl Nat Gas Strg, Term & Proc Oper Exp | 319,489 | | 321,913 | |
| 38 | 9851000 | 9851000 Gas Transmission Op - Sys Control & Load Dispatch | 111,655 | - | 111,655 | |
| 39 | 9856000 | 9856000 Gas Transmission Op - Mains Expenses | 3,191,457 | 160,026 | 3,351,483 | |
| 40 | 9858000 | 9858000 Gas Transmission Op - Transm/Compres Gas by Others | 290,244 | - | 290,244 | |
| 41 | | Gas Transmission Operations Exp | 3,593,355 | | 3,753,382 | |
| 42 | 9870000 | 9870000 Gas Distribution Op - Supervision and Engineering | (23,722) | - | (23,722) | |
| 43 | 9872000 | 9872000 Gas Distribution Op - Compr Sta Labor & Expense | 334,963 | 63,906 | 398,869 | |
| 44 | 9874000 | 9874000 Gas Distribution Op - Mains and Services Exps | 1,028,079 | - | 1,028,079 | |
| 45 | 9878000 | 9878000 Gas Distribution Op - Meter/House Reg Exps | 170,849 | - | 170,849 | |
| 46 | 9879000 | 9879000 Gas Distribution Op - Customer Installations Exps | 126,421 | - | 126,421 | |
| 47 | 9880000 | 9880000 Gas Distribution Op - Other Expenses | 413,831 | - | 413,831 | |
| 48 | | Gas Distribution Operations Exp | 2,050,422 | | 2,114,327 | |
| 49 | 9902000 | 9902000 Customer Accounts - Meter Reading Expenses | 410,092 | - | 410,092 | |
| 50 | 9903000 | 9903000 Customer Accounts - Customer Records & Collections | 875,506 | 21,155 | 896,661 | |
| 51 | 9904000 | 9904000 Customer Accounts - Uncollectible Accounts | 161,710 | - | 161,710 | |
| 52 | | Customer Accounts Expense | 1,447,307 | | 1,468,463 | |
| 53 | 9909000 | 9909000 Customer Service/Info - Info & Instructional Adver | 592 | - | 592 | |
| 54 | | Customer Service and Informational Expen | 592 | | 592 | |
| 55 | 9912000 | 9912000 Sales Expense - Demonstrating & Selling | 553 | - | 553 | |
| 56 | | Sales Expense | 553 | | 553 | |
| 57 | 9920000 | 9920000 Admin & General - Salaries | 2,120,737 | 74,999 | 2,195,736 | |
| 58 | 9921000 | 9921000 Admin & General - Office Supplies & Expenses | 1,516,190 | - | 1,516,190 | |
| 59 | 9922000 | 9922000 Admin & General - Admin Exp Transferred - Credit | (1,930,381) | - | (1,930,381) | |
| 60 | 9923000 | 9923000 Admin & General - Outside Services Employed | 1,114,263 | 202,650 | 1,316,913 | |
| 61 | 9924000 | 9924000 Admin & General - Property Insurance | 256,870 | - | 256,870 | |
| 62 | 9925000 | 9925000 Admin & General - Injuries & Damages | 1,093,498 | - | 1,093,498 | |
| 63 | 9926000 | 9926000 Admin & General - Employee Benefits | 2,832,340 | 215,901 | 3,048,241 | |

Delta Natural Gas Company, Inc.
Comparison of Total Account Balances
Base Period 12 ME 8/31/21

| | | | | | | | | | | | | | | | |
|-----|---------|--|-----------|-----------|-----------|-------------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| 56 | 9920000 | 9920000 Admin & General - Salaries | 177,038 | 206,215 | 188,635 | 208,894 | 186,123 | 181,374 | (78,752) | 211,085 | 205,299 | 210,629 | 211,018 | 213,179 | 2,120,737 |
| 57 | 9921000 | 9921000 Admin & General - Office Supplies & Expenses | 51,591 | 86,340 | 90,584 | 94,381 | 62,198 | 96,802 | 505,510 | 106,174 | 103,272 | 105,967 | 106,126 | 107,246 | 1,516,190 |
| 58 | 9922000 | 9922000 Admin & General - Admin Exp Transferred - Credit | (216,352) | (240,562) | (194,251) | (323,191) | (6,085) | (12,257) | (23,876) | (182,768) | (182,768) | (182,768) | (182,735) | (182,768) | (1,930,381) |
| 59 | 9923000 | 9923000 Admin & General - Outside Services Employed | 39,254 | 93,598 | 65,182 | 352,177 | 98,745 | 94,998 | 114,720 | 51,299 | 49,920 | 51,261 | 51,239 | 51,871 | 1,114,263 |
| 60 | 9924000 | 9924000 Admin & General - Property Insurance | 4,860 | 37,380 | 46,999 | 47,008 | 47,038 | (26,953) | 9,678 | 18,248 | 17,744 | 18,199 | 18,248 | 18,421 | 256,870 |
| 61 | 9925000 | 9925000 Admin & General - Injuries & Damages | 72,870 | (3,035) | 91,974 | 90,582 | 88,412 | 158,477 | 116,308 | 95,975 | 88,412 | 93,333 | 95,739 | 95,962 | 1,093,498 |
| 62 | 9926000 | 9926000 Admin & General - Employee Benefits | 195,174 | 120,548 | 85,905 | 209,837 | 200,783 | 236,623 | 248,567 | 309,414 | 296,826 | 309,787 | 309,411 | 309,464 | 2,832,340 |
| 63 | 9928000 | 9928000 Admin & General - Regulatory Commission Expenses | 15,847 | 15,933 | 15,832 | 15,832 | 15,832 | 15,832 | 15,163 | 17,944 | 17,448 | 17,894 | 17,945 | 18,112 | 199,612 |
| 64 | 9930100 | 9930100 Admin & General - General Advertising Expenses | 1,193 | 1,193 | 0 | 1,825 | 8,365 | 1,206 | 1,582 | 1,543 | 1,500 | 1,539 | 1,543 | 1,557 | 23,044 |
| 65 | 9930200 | 9930200 Admin & General - Miscellaneous Expenses | 9,119 | 17,562 | 6,620 | 3,118 | 12,504 | 11,035 | 7,069 | 8,928 | 8,682 | 8,904 | 8,929 | 9,012 | 111,482 |
| 66 | 9931000 | 9931000 Admin & General - Rents | 922 | 922 | 922 | 922 | 0 | 0 | 0 | 827 | 809 | 838 | 818 | 847 | 7,828 |
| 67 | | Administrative & General Operations Exp | 351,515 | 336,093 | 398,402 | 701,385 | 713,914 | 757,135 | 915,969 | 638,669 | 612,065 | 637,989 | 638,504 | 643,843 | 7,345,484 |
| 68 | | Total Operation Expenses (401) | 1,239,187 | 1,473,520 | 1,981,255 | 4,062,675 | 3,266,436 | 3,740,640 | 2,843,299 | 2,268,759 | 1,562,165 | 1,642,778 | 1,591,433 | 1,588,405 | 27,260,552 |
| 69 | | Maintenance Expenses (402) | | | 0 | 0 | 0 | 0 | 0 | | | | | | |
| 70 | | Gas Production Maintenance Expenses | | | 0 | 0 | 0 | 0 | 0 | | | | | | |
| 71 | 9764000 | 9764000 Nat Gas Prod/Gath Maint - Field Lines | | | | | | | | 216 | 210 | 215 | 216 | 218 | 1,075 |
| 72 | 9765000 | 9765000 Nat Gas Prod/Gath Maint -Fld Compres Sta Equip | 3,517 | 1,984 | 2,167 | 1,800 | 5,266 | 769 | 3,308 | 3,400 | 3,306 | 3,391 | 3,401 | 3,432 | 35,741 |
| 73 | | Natural Gas Prod & Gath Maint Exp | 3,517 | 1,984 | 2,167 | 1,800 | 5,266 | 769 | 3,308 | 3,616 | 3,516 | 3,606 | 3,617 | 3,650 | 36,816 |
| 74 | | Total Nat Gas Production Maint Exp | 3,517 | 1,984 | 2,167 | 1,800 | 5,266 | 769 | 3,308 | 3,616 | 3,516 | 3,606 | 3,617 | 3,650 | 36,816 |
| 75 | | Total Gas Production Maintenance Exp | 3,517 | 1,984 | 2,167 | 1,800 | 5,266 | 769 | 3,308 | 3,616 | 3,516 | 3,606 | 3,617 | 3,650 | 36,816 |
| 76 | | Nat Gas Storage, Term & Proc Maint Exp | | | | | | | | | | | | | |
| 77 | 9831000 | 9831000 UG Storage Maint - Structures/Improvements | 0 | 777 | 1,171 | 0 | 0 | 0 | 438 | 28 | 27 | 28 | 28 | 28 | 2,525 |
| 78 | 9832000 | 9832000 UG Storage Maint - Reservoirs and Wells | | | | | | 330 | 317 | 2,689 | 2,614 | 2,681 | 2,689 | 2,714 | 14,034 |
| 79 | 9834000 | 9834000 UG Storage Maint - Compressor Station Equipment | 1,332 | 199 | 692 | 1,339 | 1,016 | 0 | 0 | 852 | 828 | 849 | 852 | 860 | 8,819 |
| 80 | 9835000 | 9835000 UG Main Meas/Reg Equip | | | | | | | | 38 | 37 | 38 | 38 | 38 | 189 |
| 81 | 9837000 | 9837000 UG Storage Maint - Other Equipment | | | | | 183 | 0 | 0 | 29 | 28 | 29 | 29 | 29 | 327 |
| 82 | | Underground Storage Maintenance Exp | 1,332 | 976 | 1,980 | 1,339 | 1,199 | 330 | 755 | 3,636 | 3,534 | 3,625 | 3,636 | 3,669 | 26,011 |
| 83 | | Ttl Nat Gas Stor, Term & Proc Maint | 1,332 | 976 | 1,980 | 1,339 | 1,199 | 330 | 755 | 3,636 | 3,534 | 3,625 | 3,636 | 3,669 | 26,011 |
| 84 | 9863000 | 9863000 Gas Transmission Maint - Mains | (5,658) | (3,968) | (4,143) | (7,987) | (7,732) | (5,443) | (11,503) | (6,935) | (6,743) | (6,915) | (6,935) | (7,000) | (80,962) |
| 85 | | Gas Transmission Maintenance Expense | (5,658) | (3,968) | (4,143) | (7,987) | (7,732) | (5,443) | (11,503) | (6,935) | (6,743) | (6,915) | (6,935) | (7,000) | (80,962) |
| 86 | 9885000 | 9885000 Gas Distribution Maint - Supervision & Engineering | 12,002 | (6,498) | (4,200) | 25,150 | 9,722 | 11,592 | 14,012 | 9,722 | 9,453 | 9,695 | 9,723 | 9,813 | 103,774 |
| 87 | 9886000 | 9886000 Gas Distribution Maint - Structures/Improvements | 2,370 | 2,535 | 2,595 | 2,425 | 3,529 | 4,005 | 4,244 | 2,273 | 2,224 | 2,304 | 2,249 | 2,327 | 33,078 |
| 88 | 9887000 | 9887000 Gas Distribution Maint - Mains | (11,826) | (10,795) | (5,996) | (1,410) | 3,649 | 42,254 | (34,739) | (9,347) | (9,087) | (9,318) | (9,348) | (9,432) | (65,395) |
| 89 | 9889000 | 9889000 Gas Distribution Maint - Main Meas/Reg Eq-Gen | | | | | | | | 1 | 1 | 1 | 1 | 1 | 5 |
| 90 | 9892000 | 9892000 Gas Distribution Maint - Services | 2,719 | 2,929 | 879 | 3,658 | 2,768 | 7,976 | 10,448 | 3,816 | 3,729 | 3,853 | 3,786 | 3,893 | 50,454 |
| 91 | 9893000 | 9893000 Gas Distribution Maint - Meters/House Regulators | 13,573 | 11,609 | 22,858 | 31,707 | 4,330 | 4,543 | 8,498 | 16,165 | 15,718 | 16,120 | 16,165 | 16,317 | 177,602 |
| 92 | 9894000 | 9894000 Gas Distribution Maint - Other Equipment | 18,825 | 12,339 | 17,224 | 6,973 | 10,538 | 8,501 | 50,149 | 12,747 | 12,399 | 12,721 | 12,742 | 12,875 | 188,033 |
| 93 | | Gas Distribution Maintenance Expense | 37,664 | 12,119 | 33,358 | 68,503 | 28,125 | 78,870 | 52,611 | 35,377 | 34,437 | 35,376 | 35,318 | 35,794 | 487,552 |
| 94 | 9932000 | 9932000 Admin & General Maint -Other General Plant -Gas | 1,990 | 1,460 | 3,707 | 1,222 | 6,333 | 8,743 | 2,776 | 6,173 | 6,002 | 6,157 | 6,173 | 6,232 | 56,968 |
| 95 | | Administrative & General Maintenance Exp | 1,990 | 1,460 | 3,707 | 1,222 | 6,333 | 8,743 | 2,776 | 6,173 | 6,002 | 6,157 | 6,173 | 6,232 | 56,968 |
| 96 | | Total Maintenance Expenses (402) | 38,844 | 12,570 | 37,070 | 64,878 | 33,192 | 83,269 | 47,946 | 41,867 | 40,746 | 41,849 | 41,809 | 42,345 | 526,384 |
| 97 | 9403000 | 9403000 Depreciation Expense - Utility Plant | 637,564 | 643,729 | 646,116 | 648,885 | 648,563 | 648,999 | 650,272 | 678,018 | 678,127 | 678,425 | 678,584 | 678,987 | 7,916,269 |
| 98 | | Depreciation Expense (403) | 637,564 | 643,729 | 646,116 | 648,885 | 648,563 | 648,999 | 650,272 | 678,018 | 678,127 | 678,425 | 678,584 | 678,987 | 7,916,269 |
| 99 | 9404000 | 9404000 Amortization Expense - Utility Plant | 31,263 | 31,129 | 31,496 | 33,908 | 32,931 | 32,936 | 33,585 | 37,306 | 37,331 | 37,331 | 37,383 | 37,395 | 413,993 |
| 100 | 9404200 | 9404200 Amort & Depl of UG Storage Land & Land Rights | 1,326 | 1,326 | 1,326 | 1,326 | 1,326 | 1,326 | 1,326 | 1,300 | 1,300 | 1,300 | 1,300 | 1,300 | 15,785 |
| 101 | | Amort & Depletion of Util Plnt (404-405) | 32,589 | 32,455 | 32,823 | 35,234 | 34,258 | 34,262 | 34,911 | 38,606 | 38,631 | 38,631 | 38,683 | 38,695 | 429,778 |
| 102 | 9408100 | 9408100 Taxes Other than Income Taxes - Utility Operating | 295,810 | 294,455 | 287,254 | 294,923 | 125,147 | 312,129 | 294,721 | 324,021 | 320,870 | 323,410 | 323,763 | 324,874 | 3,521,376 |
| 103 | | Taxes Other than Income Taxes (408.1) | 295,810 | 294,455 | 287,254 | 294,923 | 125,147 | 312,129 | 294,721 | 324,021 | 320,870 | 323,410 | 323,763 | 324,874 | 3,521,376 |
| 104 | 9409100 | 9409100 Income Taxes - Utility Operating Income | (18,288) | 27,482 | 110,621 | 334,750 | 350,831 | 340,203 | 137,648 | 10,547 | (69,826) | (77,831) | (90,999) | (88,373) | 966,765 |
| 105 | | Income Taxes (409.1) | (18,288) | 27,482 | 110,621 | 334,750 | 350,831 | 340,203 | 137,648 | 10,547 | (69,826) | (77,831) | (90,999) | (88,373) | 966,765 |
| 106 | 9410100 | 9410100 Provision for Deferred Income Taxes - Utility Op I | | | | | | | | | | | | | 0 |
| 107 | | Prov for Deferred Income Taxes (410.1) | | | | | | | | | | | | | 0 |
| 108 | | Total Operating Expenses | 2,225,706 | 2,484,212 | 3,095,139 | 5,441,344 | 4,458,426 | 5,159,502 | 4,008,796 | 3,361,818 | 2,570,713 | 2,647,262 | 2,583,273 | 2,584,933 | 40,621,125 |
| 109 | | NET UTILITY OPERATING INCOME | 190,950 | (152,956) | (615,695) | (1,863,147) | (1,952,648) | (1,893,498) | (766,116) | (58,700) | 388,638 | 433,189 | 506,481 | 491,864 | (5,291,638) |

Delta Natural Gas Company, Inc.
Comparison of Total Account Balances
Forecasted Test Period 12 ME 12/31/22

| | | | | | | | | | | | | | | | | |
|-----|---------|--|----------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| 60 | 9924000 | 9924000 Admin & General - Property Insurance | | 47,038 | (26,953) | 9,678 | 18,248 | 17,744 | 18,199 | 18,248 | 18,421 | 4,860 | 37,380 | 46,999 | 47,008 | 256,870 |
| 61 | 9925000 | 9925000 Admin & General - Injuries & Damages | | 88,412 | 158,477 | 116,308 | 95,975 | 93,333 | 95,739 | 95,962 | 96,902 | 72,870 | (3,035) | 91,974 | 90,582 | 1,093,498 |
| 62 | 9926000 | 9926000 Admin & General - Employee Benefits | 17,992 | 218,775 | 254,615 | 266,559 | 327,406 | 314,818 | 327,779 | 327,403 | 327,456 | 213,166 | 138,540 | 103,897 | 227,829 | 3,048,240 |
| 63 | 9928000 | 9928000 Admin & General - Regulatory Commission Expenses | | 15,832 | 15,832 | 15,163 | 17,944 | 17,448 | 17,894 | 17,945 | 18,112 | 15,847 | 15,933 | 15,832 | 15,832 | 199,612 |
| 64 | 9930100 | 9930100 Admin & General - General Advertising Expenses | (1,920) | 6,445 | (714) | (339) | (377) | (420) | (381) | (377) | (363) | (728) | (728) | (1,920) | (95) | 0 |
| 65 | 9930200 | 9930200 Admin & General - Miscellaneous Expenses | | 12,504 | 11,035 | 7,069 | 8,928 | 8,682 | 8,904 | 8,929 | 9,012 | 9,119 | 17,562 | 6,620 | 3,118 | 111,482 |
| 66 | 9931000 | 9931000 Admin & General - Rents | | 0 | 0 | 0 | 827 | 809 | 838 | 818 | 847 | 922 | 922 | 922 | 922 | 7,828 |
| 67 | | Administrative & General Operations Exp | | 753,123 | 796,344 | 955,178 | 677,878 | 651,274 | 677,198 | 677,713 | 683,052 | 390,724 | 375,302 | 437,611 | 740,593 | 7,815,989 |
| 68 | | Total Operation Expenses (401) | | 3,602,816 | 4,077,020 | 3,179,678 | 2,605,138 | 1,898,544 | 1,979,157 | 1,927,812 | 1,924,784 | 1,575,566 | 1,842,767 | 2,317,634 | 4,366,186 | 31,297,103 |
| 69 | | Maintenance Expenses (402) | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 70 | | Gas Production Maintenance Expenses | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 71 | 9764000 | 9764000 Nat Gas Prod/Gath Maint - Field Lines | | 0 | 0 | 0 | 216 | 210 | 215 | 216 | 218 | 0 | 0 | 0 | 0 | 1,075 |
| 72 | 9765000 | 9765000 Nat Gas Prod/Gath Maint - Fld Compres Sta Equip | 107 | 5,373 | 876 | 3,415 | 3,507 | 3,413 | 3,498 | 3,508 | 3,539 | 3,624 | 2,091 | 2,274 | 1,907 | 37,030 |
| 73 | | Natural Gas Prod & Gath Maint Exp | | 5,373 | 876 | 3,415 | 3,723 | 3,623 | 3,713 | 3,724 | 3,757 | 3,624 | 2,091 | 2,274 | 1,907 | 38,105 |
| 74 | | Total Nat Gas Production Maint Exp | | 5,373 | 876 | 3,415 | 3,723 | 3,623 | 3,713 | 3,724 | 3,757 | 3,624 | 2,091 | 2,274 | 1,907 | 38,105 |
| 75 | | Total Gas Production Maintenance Exp | | 5,373 | 876 | 3,415 | 3,723 | 3,623 | 3,713 | 3,724 | 3,757 | 3,624 | 2,091 | 2,274 | 1,907 | 38,105 |
| 76 | | Nat Gas Storage, Term & Proc Maint Exp | | | | | | | | | | | | | | 0 |
| 77 | 9831000 | 9831000 UG Storage Maint - Structures/Improvements | | 0 | 0 | 438 | 28 | 27 | 28 | 28 | 28 | 0 | 777 | 1,171 | 0 | 2,525 |
| 78 | 9832000 | 9832000 UG Storage Maint - Reservoirs and Wells | 64 | 64 | 394 | 381 | 2,753 | 2,678 | 2,745 | 2,753 | 2,778 | 64 | 64 | 64 | 64 | 14,796 |
| 79 | 9834000 | 9834000 UG Storage Maint - Compressor Station Equipment | | 1,016 | 0 | 0 | 852 | 828 | 849 | 852 | 860 | 1,332 | 199 | 692 | 1,339 | 8,819 |
| 80 | 9835000 | 9835000 UG Main Meas/Reg Equip | | 0 | 0 | 0 | 38 | 37 | 38 | 38 | 38 | 0 | 0 | 0 | 0 | 189 |
| 81 | 9837000 | 9837000 UG Storage Maint - Other Equipment | | 183 | 0 | 0 | 29 | 28 | 29 | 29 | 29 | 0 | 0 | 117 | 0 | 444 |
| 82 | | Underground Storage Maintenance Exp | | 1,263 | 394 | 818 | 3,700 | 3,598 | 3,689 | 3,700 | 3,733 | 1,395 | 1,040 | 2,043 | 1,403 | 26,773 |
| 83 | | Ttl Nat Gas Stor, Term & Proc Maint | | 1,263 | 394 | 818 | 3,700 | 3,598 | 3,689 | 3,700 | 3,733 | 1,395 | 1,040 | 2,043 | 1,403 | 26,773 |
| 84 | 9863000 | 9863000 Gas Transmission Maint - Mains | | (7,732) | (5,443) | (11,503) | (6,935) | (6,743) | (6,915) | (6,935) | (7,000) | (5,658) | (3,968) | (4,143) | (7,987) | (80,962) |
| 85 | | Gas Transmission Maintenance Expense | | (7,732) | (5,443) | (11,503) | (6,935) | (6,743) | (6,915) | (6,935) | (7,000) | (5,658) | (3,968) | (4,143) | (7,987) | (80,962) |
| 86 | 9885000 | 9885000 Gas Distribution Maint - Supervision & Engineering | 282 | 3,594 | 11,874 | 14,294 | 10,004 | 9,735 | 9,977 | 10,005 | 10,095 | 12,284 | (6,216) | (3,918) | 25,432 | 107,159 |
| 87 | 9886000 | 9886000 Gas Distribution Maint - Structures/Improvements | | 3,529 | 4,005 | 4,244 | 2,273 | 2,224 | 2,304 | 2,249 | 2,327 | 2,370 | 2,535 | 2,595 | 2,425 | 33,078 |
| 88 | 9887000 | 9887000 Gas Distribution Maint - Mains | | 3,649 | 42,254 | (34,739) | (9,347) | (9,087) | (9,318) | (9,348) | (9,432) | (11,826) | (10,795) | (5,996) | (1,410) | (65,395) |
| 89 | 9889000 | 9889000 Gas Distribution Maint - Main Meas/Reg Eq-Gen | | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 5 |
| 90 | 9892000 | 9892000 Gas Distribution Maint - Services | | 2,768 | 7,976 | 10,448 | 3,816 | 3,729 | 3,853 | 3,786 | 3,893 | 2,719 | 2,929 | 879 | 3,658 | 50,454 |
| 91 | 9893000 | 9893000 Gas Distribution Maint - Meters/House Regulators | | 4,330 | 4,543 | 8,498 | 16,165 | 15,718 | 16,120 | 16,165 | 16,317 | 13,573 | 11,609 | 22,858 | 31,707 | 177,602 |
| 92 | 9894000 | 9894000 Gas Distribution Maint - Other Equipment | | 10,538 | 8,501 | 50,149 | 12,747 | 12,399 | 12,721 | 12,742 | 12,875 | 18,825 | 12,339 | 17,224 | 6,973 | 188,033 |
| 93 | | Gas Distribution Maintenance Expense | | 28,407 | 79,152 | 52,893 | 35,659 | 34,719 | 35,658 | 35,600 | 36,076 | 37,946 | 12,401 | 33,640 | 68,785 | 490,936 |
| 94 | 9932000 | 9932000 Admin & General Maint -Other General Plant -Gas | | 6,333 | 8,743 | 2,776 | 6,173 | 6,002 | 6,157 | 6,173 | 6,232 | 1,990 | 1,460 | 3,707 | 1,222 | 56,968 |
| 95 | | Administrative & General Maintenance Exp | | 6,333 | 8,743 | 2,776 | 6,173 | 6,002 | 6,157 | 6,173 | 6,232 | 1,990 | 1,460 | 3,707 | 1,222 | 56,968 |
| 96 | | Total Maintenance Expenses (402) | | 33,645 | 83,721 | 48,399 | 42,320 | 41,199 | 42,302 | 42,262 | 42,798 | 39,297 | 13,023 | 37,523 | 65,331 | 531,820 |
| 97 | 9403000 | 9403000 Depreciation Expense - Utility Plant | 129,749 | 778,311 | 778,748 | 780,020 | 807,767 | 807,876 | 808,174 | 808,333 | 808,736 | 767,312 | 773,478 | 775,865 | 778,633 | 9,473,252 |
| 98 | | Depreciation Expense (403) | | 778,311 | 778,748 | 780,020 | 807,767 | 807,876 | 808,174 | 808,333 | 808,736 | 767,312 | 773,478 | 775,865 | 778,633 | 9,473,252 |
| 99 | 9404000 | 9404000 Amortization Expense - Utility Plant | | 32,931 | 32,936 | 33,585 | 37,306 | 37,331 | 37,331 | 37,383 | 37,395 | 31,263 | 31,129 | 31,496 | 33,908 | 413,993 |
| 100 | 9404200 | 9404200 Amort & Depl of UG Storage Land & Land Rights | | 1,326 | 1,326 | 1,326 | 1,300 | 1,300 | 1,300 | 1,300 | 1,300 | 1,326 | 1,326 | 1,326 | 1,326 | 15,785 |
| 101 | | Amort & Depletion of Util Plnt (404-405) | | 34,258 | 34,262 | 34,911 | 38,606 | 38,631 | 38,631 | 38,683 | 38,695 | 32,589 | 32,455 | 32,823 | 35,234 | 429,778 |
| 102 | 9408100 | 9408100 Taxes Other than Income Taxes - Utility Operating | 30,998 | 156,145 | 343,126 | 325,719 | 355,019 | 351,868 | 354,408 | 354,761 | 355,872 | 326,808 | 325,453 | 318,252 | 325,921 | 3,893,352 |
| 103 | | Taxes Other than Income Taxes (408.1) | | 156,145 | 343,126 | 325,719 | 355,019 | 351,868 | 354,408 | 354,761 | 355,872 | 326,808 | 325,453 | 318,252 | 325,921 | 3,893,352 |
| 104 | 9409100 | 9409100 Income Taxes - Utility Operating Income | (61,118) | 289,713 | 279,085 | 76,530 | (50,571) | (130,944) | (138,949) | (152,117) | (149,491) | (79,406) | (33,636) | 49,503 | 273,632 | 233,349 |
| 105 | | Income Taxes (409.1) | | 289,713 | 279,085 | 76,530 | (50,571) | (130,944) | (138,949) | (152,117) | (149,491) | (79,406) | (33,636) | 49,503 | 273,632 | 233,349 |
| 106 | 9410100 | 9410100 Provision for Deferred Income Taxes - Utility Op I | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 107 | | Prov for Deferred Income Taxes (410.1) | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 108 | | Total Operating Expenses | | 4,894,887 | 5,595,963 | 4,445,257 | 3,798,279 | 3,007,174 | 3,083,723 | 3,019,734 | 3,021,394 | 2,662,166 | 2,953,540 | 3,531,599 | 5,844,937 | 45,858,653 |
| 109 | | NET UTILITY OPERATING INCOME | | (1,799,648) | (1,740,500) | (613,116) | 94,299 | 541,637 | 586,188 | 659,480 | 644,863 | 343,948 | 32,911 | (462,696) | (1,743,015) | (3,455,648) |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 57 - 807 KAR 5:001 Section 16(8)(d)
Sponsoring Witness: John B. Brown

Description of Filing Requirement:

A summary of jurisdictional adjustments to operating income by major account with supporting schedules for individual adjustments and jurisdictional factors

Response:

See attached.

Delta Natural Gas Company, Inc.
 Adjustments By Account
 Forecasted Test Period 12 ME 12/31/22
 Base Period 12 ME 8/31/21

Tab 57 - Schedule D-1
 Page 1 of 4
 Witness: John B. Brown

| Line Number | Acct. No. | Account Title | Base Period 12ME 8/31/21 (7 Actual + 5 Budget) | Adjustments | Forecast Period at Current Rates | Description of the Adjustment |
|-------------|-----------------|--|---|-------------|--|--|
| 1 | | INCOME STATEMENT | | | | |
| 2 | | INCOME BEFORE EXTRAORDINARY INCOME | | | | |
| 3 | | UTILITY OPERATING INCOME | | | | |
| 4 | | Operating Revenues (400) | | | | |
| 5 | 9480000 9480000 | Residential Sales | (23,881,894) | (2,835,753) | (26,717,647) | Increase gas cost to current GCR rate, PRP increase and Peoples KY rate increase |
| 6 | 9481000 9481000 | Commercial and Industrial Sales | (15,551,832) | (1,207,844) | (16,759,676) | Increase gas cost to current GCR rate, PRP increase |
| 7 | | Sales of Gas (480-484) | (39,433,725) | | (43,477,323) | |
| 8 | 9487000 9487000 | Forfeited Discounts | (1,244) | 1,244 | - | Variance not significant |
| 9 | 9488000 9488000 | Miscellaneous Service Revenues | (82,420) | - | (82,420) | |
| 10 | 9489300 9489300 | Revs from Transp of Gas of Others thru Distri Fac. | (7,846,694) | 732,799 | (7,113,895) | Reduction for some non-recurring revenue in base period |
| 11 | 9490000 9490000 | Sales of Products Extracted from Natural Gas | - | - | - | |
| 12 | 9495000 9495000 | Other Gas Revenues | (1,248,100) | - | (1,248,100) | |
| 13 | 9496000 9496000 | Provision for Rate Refunds | 2,699,420 | (91,984) | 2,607,436 | Balance to consumption analysis |
| 14 | | Other Operating Revenues (485-496) | (6,479,037) | | (5,836,979) | |
| 15 | | Total Operating Revenues (400) | (45,912,763) | | (49,314,302) | |
| 16 | | Operating Expenses: | | | | |
| 17 | | Operation Expenses (401) | | | | |
| 18 | | Gas Production Operating Expense: | | | | |
| 19 | | Natural Gas Production Oper Exp: | | | | |
| 20 | 9753000 9753000 | Nat Gas Prod/Gath Op - Field Lines Expenses | 46,826 | 5,519 | 52,345 | Labor |
| 21 | 9754000 9754000 | Nat Gas Prod/Gath Op - Field Compressor Sta Exps | 129,512 | - | 129,512 | |

Delta Natural Gas Company, Inc.
Adjustments By Account
Forecasted Test Period 12 ME 12/31/22
Base Period 12 ME 8/31/21

Tab 57 - Schedule D-1

Page 2 of 4

Witness: John B. Brown

| Line Number | Acct. No. | Account Title | Base Period | | Forecast Period at Current Rates | Description of the Adjustment |
|-------------|-----------|--|--|-------------|--|---------------------------------------|
| | | | 12ME 8/31/21 (7 Actual + 5 Budget) | Adjustments | | |
| 22 | | Natural Gas Prod & Gath Operation Exp | 176,338 | | 181,857 | |
| 23 | | Total Natural Gas Production Oper Exp | 176,338 | | 181,857 | |
| 24 | 9803000 | 9803000 Oth Gas Supply Op - Nat Gas Transm Line Pur | 11,955,982 | 3,313,015 | 15,268,997 | Increase gas cost to current GCR rate |
| 25 | 9805100 | 9805100 Oth Gas Supply Op - Pur Gas Cost Adjustments | 369,965 | - | 369,965 | |
| 26 | 9813000 | 9813000 Oth Gas Supply Op - Other Gas Suppl | 1,064 | - | 1,064 | |
| 27 | | Other Gas Supply Operation Expenses | 12,327,011 | | 15,640,026 | |
| 28 | | Total Gas Production Operating Exp | 12,503,349 | | 15,821,883 | |
| 29 | | Nat Gas Storage, Term & Proc Oper Exp: | | | - | |
| 30 | 9816000 | 9816000 UG Storage Op - Well Expenses | 73,226 | 2,424 | 75,650 | Labor |
| 31 | 9818000 | 9818000 UG Storage Op - Compressor Station Expenses | 87,868 | - | 87,868 | |
| 32 | 9821000 | 9821000 UG Storage Op - Purification Expenses | 102,594 | - | 102,594 | |
| 33 | 9823000 | 9823000 Gas Losses | 1,686 | - | 1,686 | |
| 34 | 9824000 | 9824000 UG Storage Op - Other Expenses | 3,546 | - | 3,546 | |
| 35 | 9825000 | 9825000 UG Storage Op - Storage Well Royalties | 50,569 | - | 50,569 | |
| 36 | | Underground Storage Operation Expense | 319,489 | | 321,913 | |
| 37 | | Ttl Nat Gas Strg, Term & Proc Oper Exp | 319,489 | | 321,913 | |
| 38 | 9851000 | 9851000 Gas Transmission Op - Sys Control & Load Dispatch | 111,655 | - | 111,655 | |
| 39 | 9856000 | 9856000 Gas Transmission Op - Mains Expenses | 3,191,457 | 160,026 | 3,351,483 | Labor |
| 40 | 9858000 | 9858000 Gas Transmission Op - Transm/Compres Gas by Others | 290,244 | - | 290,244 | |
| 41 | | Gas Transmission Operations Exp | 3,593,355 | | 3,753,382 | |
| 42 | 9870000 | 9870000 Gas Distribution Op - Supervision and Engineering | (23,722) | - | (23,722) | |
| 43 | 9872000 | 9872000 Gas Distribution Op - Compr Sta Labor & Expense | 334,963 | 63,906 | 398,869 | Labor |
| 44 | 9874000 | 9874000 Gas Distribution Op - Mains and Services Exps | 1,028,079 | - | 1,028,079 | |
| 45 | 9878000 | 9878000 Gas Distribution Op - Meter/House Reg Exps | 170,849 | - | 170,849 | |
| 46 | 9879000 | 9879000 Gas Distribution Op - Customer Installations Exps | 126,421 | - | 126,421 | |
| 47 | 9880000 | 9880000 Gas Distribution Op - Other Expenses | 413,831 | - | 413,831 | |
| 48 | | Gas Distribution Operations Exp | 2,050,422 | | 2,114,327 | |
| 49 | 9902000 | 9902000 Customer Accounts - Meter Reading Expenses | 410,092 | - | 410,092 | |
| 50 | 9903000 | 9903000 Customer Accounts - Customer Records & Collections | 875,506 | 21,155 | 896,661 | Labor |
| 51 | 9904000 | 9904000 Customer Accounts - Uncollectible Accounts | 161,710 | - | 161,710 | |
| 52 | | Customer Accounts Expense | 1,447,307 | | 1,468,463 | |
| 53 | 9909000 | 9909000 Customer Service/Info - Info & Instructional Adver | 592 | - | 592 | |
| 54 | | Customer Service and Informational Expen | 592 | | 592 | |

Delta Natural Gas Company, Inc.
 Adjustments By Account
 Forecasted Test Period 12 ME 12/31/22
 Base Period 12 ME 8/31/21

| Line Number | Acct. No. | Account Title | Base Period | | Forecast | Description of the Adjustment |
|-------------|-----------|--|--|-------------|-------------|---|
| | | | 12ME 8/31/21 (7 Actual + 5 Budget) | Adjustments | | |
| 55 | 9912000 | 9912000 Sales Expense - Demonstrating & Selling | 553 | - | 553 | |
| 56 | | Sales Expense | 553 | | 553 | |
| 57 | 9920000 | 9920000 Admin & General - Salaries | 2,120,737 | 74,999 | 2,195,736 | Labor |
| 58 | 9921000 | 9921000 Admin & General - Office Supplies & Expenses | 1,516,190 | - | 1,516,190 | |
| 59 | 9922000 | 9922000 Admin & General - Admin Exp Transferred - Credit | (1,930,381) | - | (1,930,381) | |
| 60 | 9923000 | 9923000 Admin & General - Outside Services Employed | 1,114,263 | 202,650 | 1,316,913 | Rate case expenses less lobbying expenses removed |
| 61 | 9924000 | 9924000 Admin & General - Property Insurance | 256,870 | - | 256,870 | |
| 62 | 9925000 | 9925000 Admin & General - Injuries & Damages | 1,093,498 | - | 1,093,498 | |
| 63 | 9926000 | 9926000 Admin & General - Employee Benefits | 2,832,340 | 215,901 | 3,048,241 | Increase in medical, 401k and dental offset by reduction in pension expense |
| 64 | 9928000 | 9928000 Admin & General - Regulatory Commission Expenses | 199,612 | - | 199,612 | |
| 65 | 9930100 | 9930100 Admin & General - General Advertising Expenses | 23,044 | (23,044) | - | Advertising expense removed |
| 66 | 9930200 | 9930200 Admin & General - Miscellaneous Expenses | 111,482 | - | 111,482 | |
| 67 | 9931000 | 9931000 Admin & General - Rents | 7,828 | - | 7,828 | |
| 68 | | Administrative & General Operations Exp | 7,345,484 | | 7,815,989 | |
| 69 | | Total Operation Expenses (401) | 27,260,551 | | 31,297,102 | |
| 70 | | Maintenance Expenses (402) | | | - | |
| 71 | | Gas Production Maintenance Expenses | | | - | |
| 72 | 9764000 | 9764000 Nat Gas Prod/Gath Maint - Field Lines | 1,075 | - | 1,075 | |
| 73 | 9765000 | 9765000 Nat Gas Prod/Gath Maint - Fld Compres Sta Equip | 35,741 | 1,289 | 37,030 | Labor |
| 74 | | Natural Gas Prod & Gath Maint Exp | 36,816 | | 38,105 | |
| 75 | | Total Nat Gas Production Maint Exp | 36,816 | | 38,105 | |
| 76 | | Total Gas Production Maintenance Exp | 36,816 | | 38,105 | |
| 77 | | Nat Gas Storage, Term & Proc Maint Exp | | | - | |
| 78 | 9831000 | 9831000 UG Storage Maint - Structures/Improvements | 2,525 | - | 2,525 | |
| 79 | 9832000 | 9832000 UG Storage Maint - Reservoirs and Wells | 14,034 | 762 | 14,796 | Labor |
| 80 | 9834000 | 9834000 UG Storage Maint - Compressor Station Equipment | 8,819 | - | 8,819 | |
| 81 | 9835000 | 9835000 UG Main Meas/Reg Equip | 189 | - | 189 | |
| 82 | 9837000 | 9837000 UG Storage Maint - Other Equipment | 444 | - | 444 | |
| 83 | | Underground Storage Maintenance Exp | 26,011 | | 26,773 | |
| 84 | | Ttl Nat Gas Stor, Term & Proc Maint | 26,011 | | 26,773 | |
| 85 | 9863000 | 9863000 Gas Transmission Maint - Mains | (80,962) | - | (80,962) | |

Delta Natural Gas Company, Inc.
 Adjustments By Account
 Forecasted Test Period 12 ME 12/31/22
 Base Period 12 ME 8/31/21

| Line Number | Acct. No. | Account Title | Base Period 12ME 8/31/21 (7 Actual + 5 Budget) | Adjustments | Forecast Period at Current Rates | Description of the Adjustment |
|-------------|-----------|--|---|-------------|--|--|
| 86 | | Gas Transmission Maintenance Expense | (80,962) | | (80,962) | |
| 87 | 9885000 | 9885000 Gas Distribution Maint - Supervision & Engineering | 103,774 | 3,384 | 107,158 | Labor |
| 88 | 9886000 | 9886000 Gas Distribution Maint - Structures/Improvements | 33,078 | - | 33,078 | |
| 89 | 9887000 | 9887000 Gas Distribution Maint - Mains | (65,395) | - | (65,395) | |
| 90 | 9889000 | 9889000 Gas Distribution Maint - Main Meas/Reg Eq-Gen | 5 | - | 5 | |
| 91 | 9892000 | 9892000 Gas Distribution Maint - Services | 50,454 | - | 50,454 | |
| 92 | 9893000 | 9893000 Gas Distribution Maint - Meters/House Regulators | 177,602 | - | 177,602 | |
| 93 | 9894000 | 9894000 Gas Distribution Maint - Other Equipment | 188,033 | - | 188,033 | |
| 94 | | Gas Distribution Maintenance Expense | 487,552 | | 490,935 | |
| 95 | 9932000 | 9932000 Admin & General Maint -Other General Plant -Gas | 56,968 | - | 56,968 | |
| 96 | | Administrative & General Maintenance Exp | 56,968 | | 56,968 | |
| 97 | | Total Maintenance Expenses (402) | 526,385 | | 531,819 | |
| | | Operations and Maintenance Expenses | 27,786,936 | | 31,828,922 | |
| 98 | 9403000 | 9403000 Depreciation Expense - Utility Plant | 7,916,269 | 1,556,983 | 9,473,252 | Increase primarily due to increased plant in service |
| 99 | | Depreciation Expense (403) | 7,916,269 | | 9,473,252 | |
| 100 | 9404000 | 9404000 Amortization Expense - Utility Plant | 413,993 | - | 413,993 | |
| 101 | 9404200 | 9404200 Amort & Depl of UG Storage Land & Land Rights | 15,785 | - | 15,785 | |
| 102 | | Amort & Depletion of Util Plnt (404-405) | 429,778 | | 429,778 | |
| 103 | 9408100 | 9408100 Taxes Other than Income Taxes - Utility Operating | 3,521,376 | 371,975 | 3,893,351 | Increase in property tax due to increased plant in service |
| 104 | | Taxes Other than Income Taxes (408.1) | 3,521,376 | | 3,893,351 | |
| 105 | 9409100 | 9409100 Income Taxes - Utility Operating Income | 1,654,654 | - | 1,654,654 | |
| 106 | | Income Taxes (409.1) | 1,654,654 | (733,416) | 921,238 | |
| 107 | 9410100 | 9410100 Provision for Deferred Income Taxes - Utility Op I | (687,889) | - | (687,889) | |
| 108 | | Prov for Deferred Income Taxes (410.1) | (687,889) | | (687,889) | |
| 109 | | Total Operating Expenses | 40,621,124 | | 45,858,652 | |
| 110 | | NET UTILITY OPERATING INCOME | (5,291,639) | 1,835,991 | (3,455,650) | |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Adjustments by Account

Tab 57 - Schedule D-2
Witness: John B. Brown

Forecast Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

| | Base Period 12 | D-2.1 | D-2.2 | D-2.3 | D-2.4 | D-2.5 | D-2.6 | D-2.7 | D-2.8 | D-2.9 | 2022 | |
|--------------------------------|----------------|-----------|-----------|-------------|----------|----------|----------|-----------|----------|-----------|-------------|--------------|
| | Mos Ended | Billed | Revenue | Gas Cost | Removed | Benefits | Labor | Property | Interest | Rate Case | Total | Forecasted |
| | 8/31/21 | Basis | | | Amounts | | | Related | Expense | Expense | Adjustments | Test Year |
| Operating Revenues | (45,912,763) | 497,288 | (270,931) | (3,629,139) | 1,244 | - | | | | | (3,401,538) | (49,314,301) |
| Purchased Gas | 12,503,349 | (316,124) | - | 3,629,139 | - | - | 5,519 | - | - | - | 3,318,534 | 15,821,883 |
| Gross Margin | (33,409,414) | 181,164 | (270,931) | - | 1,244 | - | 5,519 | - | - | - | (83,004) | (33,492,418) |
| | - | | | | | | | | | | - | |
| Operation & Maintenance | 15,283,587 | | | | 78,521 | 106,986 | 327,946 | | | 210,000 | 723,453 | 16,007,040 |
| | - | | | | | | | | | | - | |
| Depreciation & Amortization | 8,346,047 | | | | | | | 1,556,983 | | | 1,556,983 | 9,903,030 |
| | - | | | | | | | | | | - | |
| Other Taxes | 3,521,376 | | | | | | 36,664 | 335,312 | | | 371,975 | 3,893,351 |
| | - | | | | | | | | | | - | |
| Interest Expense | 2,383,594 | - | - | - | - | - | - | - | 370,137 | - | 370,137 | 2,753,731 |
| | - | | | | | | | | | | - | |
| Net Income Before Income Taxes | (3,874,810) | 181,164 | (270,931) | - | 79,765 | 106,986 | 370,129 | 1,892,295 | 370,137 | 210,000 | 2,939,544 | (935,266) |
| | | | | | | | | | | | | |
| Taxes at 24.95% | 966,765 | (45,200) | 67,597 | - | (19,901) | (26,693) | (92,347) | (472,128) | (92,349) | (52,395) | (733,416) | 233,349 |

Delta Natural Gas Company, Inc.

Tab 57 - Schedule D-2.1

Case No. 2021-00185

Witness: John B. Brown

Adjustments by Account

Forecast Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

| <u>Income Statement Impact of Unbilled</u> | 7 Months Ended 3/31/21 |
|---|------------------------------|
| 4111020 Residential Gas Sales - Unbilled | (332,509) |
| 4112020 Commercial Gas Sales - Unbilled | (442,306) |
| 4113020 Industrial Gas Sales - Unbilled | <u>277,527</u> |
| | (497,288) |
| 5205430 Purchased Gas Cost Adjustments - Unbilled Revenue | <u>316,125</u> |
| | <u><u>(181,163)</u></u> |

Delta completes its consumption and revenue analysis on the billed revenue method.

Delta makes this adjustment to remove the amount of unbilled revenues recorded during the base period to arrive at revenues for the 7 billed months ending 3/31/21 so that the base period represents 7 actual billed months and 5 budgeted months.

Delta Natural Gas Company, Inc.

Case No. 2021-00185

Adjustments by Account

Tab 57 - Schedule D-2.2

Witness: John B. Brown

Forecast Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

| | Calendar 2020 | | | Remove CEP | Subtotal | Adj for Rev Present Rates | Balance to | | Projected Increase in Use | Grand Total 2022 Pro Forma | Base Period 7+5 | ADJUST |
|---------------------------------------|---------------|-------------|--------------|---------------|--------------|------------------------------|----------------------|-----------|------------------------------|-------------------------------|--------------------|-------------|
| | Delta | PKY | Combined | | | | Consumption Study | Temp Norm | | | | |
| Residential Gas Sales - Billed | (22,662,092) | (1,286,216) | (23,948,308) | 119,852 | (23,828,456) | (1,100,777) | 196,606 | 70,158 | - | (24,662,468) | (23,549,385) | (1,113,083) |
| Commercial Gas Sales - Billed | (6,587,910) | | (6,587,910) | | (6,587,910) | (300,175) | | 16,763 | | (6,871,323) | (9,500,383) | 2,629,060 |
| Industrial Gas Sales - Billed | (8,280,960) | | (8,280,960) | - | (8,280,960) | (33,434) | - | - | - | (8,314,394) | (5,886,670) | (2,427,724) |
| GROSS BILLED | (37,530,962) | (1,286,216) | (38,817,178) | 119,852 | (38,697,326) | (1,434,386) | 196,606 | 86,921 | - | (39,848,184) | (38,936,438) | |
| Provision for Rate Refunds ** | 2,382,636 | | 2,382,636 | - | 2,382,636 | - | - | - | - | 2,382,636 | 2,699,420 | (316,784) |
| TOTAL RETAIL | (35,148,326) | (1,286,216) | (36,434,542) | 119,852 | (36,314,690) | (1,434,386) | 196,606 | 86,921 | - | (37,465,548) | (36,237,018) | |
| | | | - | | | | | | | | | |
| Rev from Transp of Gas - Commercial | (108,126) | | (108,126) | | (108,126) | | | | | (108,126) | (114,098) | 5,972 |
| Rev from Transp of Gas - Industrial | (3,884,825) | | (3,884,825) | | (3,884,825) | | | | | (3,884,825) | (4,243,148) | 358,323 |
| Rev from Transp of Gas - Residential | (1,477) | | (1,477) | | (1,477) | | | | | (1,477) | (1,676) | 199 |
| Provision for Rate Refunds ** | 224,800 | | 224,800 | | 224,800 | | | | | 224,800 | - | 224,800 |
| Transm & Compr of Gas by Affil - 1600 | (1,208,800) | | (1,208,800) | | (1,208,800) | | | | (459,043) | (1,667,843) | (1,378,573) | (289,270) |
| TOTAL ON SYSTEM | (4,978,428) | - | (4,978,428) | | (4,978,428) | - | - | - | (459,043) | (5,437,471) | (5,737,495) | |
| | | | - | | | | | | | | | |
| Rev from Transp of Gas - Off System | (929,552) | | (929,552) | | (929,552) | | | | | (929,552) | (1,021,911) | 92,359 |
| Transm & Compr of Gas by Affil - 1600 | (1,770,171) | | (1,770,171) | | (1,770,171) | | | | | (1,770,171) | (2,335,387) | 565,216 |
| TOTAL OFF SYSTEM | (2,699,723) | - | (2,699,723) | | (2,699,723) | | | | | (2,699,723) | (3,357,298) | |
| | | | - | | | | | | | | | |
| TOTAL GAS AND TRANSPORTATION | (42,826,477) | (1,286,216) | (44,112,693) | 119,852 | (43,992,841) | (1,434,386) | 196,606 | 86,921 | (459,043) | (45,602,742) | (45,331,811) | |
| Miscellaneous Revenue | (125,705) | (7,433) | (133,138) | - | (133,138) | 50,718 | - | | | (82,420) | (82,420) | - |
| ** booked in same account | | | | | | | | | | | | |
| TOTAL OPERATING INCOME (BILLED BASIS) | (42,952,182) | (1,293,649) | (44,245,831) | 119,852 | (44,125,979) | (1,383,668) | 196,606 | 86,921 | (459,043) | (45,685,162) | (45,414,231) | (270,931) |

Delta Natural Gas Company, Inc.

Case No. 2021-00185

Adjustments by Account

st Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

Tab 57 - Schedule D-2.3

Witness: John B. Brown

| | | Base Period |
|--|----------------|-------------------|
| 9753000 Nat Gas Prod/Gath Op - Field Lines Expenses | | 52,345 |
| 9754000 Nat Gas Prod/Gath Op - Field Compressor Sta Exps | | 129,512 |
| 9803000 Oth Gas Supply Op - Nat Gas Transm Line Pur | | 11,955,982 |
| 9805100 Oth Gas Supply Op - Pur Gas Cost Adjustments | | 369,965 |
| 9813000 Oth Gas Supply Op - Other Gas Suppl | | 1,064 |
| Remove Unbilled | | <u>(316,124)</u> |
| Gas Cost in Base Period | | 12,192,744 |
| Gas Cost in Forecasted Period | | |
| Residential | 1,401,423 | |
| Less: temp norm | (16,246) | |
| Small Non Res | 493,224 | |
| Less: temp norm | (3,882) | |
| Large Non Res | 736,644 | |
| Interruptible | 25,937 | |
| Farm Tap | <u>212,047</u> | |
| | 2,849,147 | |
| Current GCR | <u>5.5532</u> | |
| Pro Forma Gas Cost | | <u>15,821,883</u> |
| Adjustment for Change in GCR Rate | | <u>3,629,139</u> |
| Res + Farm Tap | 56.6% | 2,055,179 |
| Others | 43.4% | <u>1,573,960</u> |
| | | <u>3,629,139</u> |

Delta Natural Gas Company, Inc.

Tab 57 - Schedule D-2.4

Case No. 2021-00185

Witness: John B. Brown

Adjustments by Account

Forecast Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

| | |
|---|------------------|
| Forfeited Discounts - Gas | <u>(1,244)</u> |
| Advertising | 23,044 |
| Lobbying | 7,350 |
| Increase of cash surrender value of life insurance s/b below the line | <u>(108,915)</u> |
| | <u>(78,521)</u> |
| Total | (79,765) |

Delta Natural Gas Company, Inc.

Case No. 2021-00185

Adjustments by Account

Forecast Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

Tab 57 - Schedule D-2.5

Witness: John B. Brown

| | 2022 Test Year Expense | Base Year Expense | Adjustment |
|--|---------------------------|----------------------|-----------------------|
| Pension | | | |
| Pension benefit frozen 5/1/21 resulting in income from the pension plan during the test year | (389,705) | 418,734 | (808,439) |
| 401K | | | |
| Increase due to raising employer contribution due to freezing the pension plan | 714,994 | 404,796 | 310,198 |
| Medical | | | |
| Three months ended 3/31/21 | 499,378 | | |
| | <u>4</u> | | |
| Annualized | 1,997,512 | | |
| Expected increase | <u>5%</u> | | |
| | 2,097,388 | 1,574,112 | 523,276 |
| Dental | | | |
| Three months ended 3/31/21 | 50,278 | | |
| | <u>4</u> | | |
| Annualized | 201,113 | | |
| Expected increase | <u>5%</u> | | |
| | 211,169 | 129,221 | <u>81,948</u> |
| Total Adjustments for Benefits | | | <u><u>106,983</u></u> |

Delta Natural Gas Company, Inc.

Case No. 2021-00185

Adjustments by Account

Forecast Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

Tab 57 - Schedule D-2.7

Witness: John B. Brown

| | | |
|--------------------------------|------------------|----------------------|
| Pro Forma Depreciation Expense | 9,473,252 | (see Tab 55 Page 10) |
| Base Year | <u>7,916,269</u> | |
| Adjustment | | 1,556,983 |

Property Tax

Tax Year 2020 Property Tax 2,924,425

Gross Plant

| | |
|-------------------------|--------------------|
| Actual at 12/31/2019 | 268,574,121 |
| Projected at 12/31/2021 | <u>294,053,370</u> |
| | <u>25,479,249</u> |

Increase factor 1.095

Pro Forma Property Tax 3,201,861

Base Year 2,866,550

| | | |
|------------|--|-------------------------|
| Adjustment | | <u>335,311</u> |
| | | <u><u>1,892,294</u></u> |

Delta Natural Gas Company, Inc.
 Case No. 2021-00185
 Adjustments by Account
 Forecast Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

Tab 57 - Schedule D-2.8
 Witness: John B. Brown

| Line Number | | Amounts | Ratios | Cost Rates | Weighted Cost of Capital |
|-------------|-----------------|--------------------|--------|------------|--------------------------|
| 1 | Equity | | | | |
| 2 | Pro Forma | 71,903,674 | | | |
| 3 | | - | | | |
| 4 | Equity | 71,903,674 | 51.76% | 10.950% | 5.668% |
| 5 | Long Term Debt | 67,017,890 | 48.24% | 4.109% | 1.982% |
| 6 | Short Term Debt | - | 0.00% | 0.000% | <u>0.000%</u> |
| 7 | | <u>138,921,565</u> | | | <u>7.650%</u> |

Calculation of Pro Forma Interest Expense and Adjustment

| | | | | |
|----|--------|-----------------------------------|-------------------|------------------|
| 8 | 4.260% | LTD | 41,384,615 | 1,762,985 |
| 9 | 4.100% | LTD | 181,200 | 7,429 |
| 10 | 4.250% | LTD | 137,600 | 5,848 |
| 11 | 3.097% | LTD | 25,314,475 | 783,989 |
| | | | - | - |
| | | | <u>67,017,890</u> | <u>2,560,251</u> |
| 12 | | Debt Expense Amortization | | <u>193,480</u> |
| 13 | | Annual Long Term Debt Expense | | <u>2,753,731</u> |
| 14 | | Rate | <u>67,017,890</u> | <u>4.109%</u> |
| 15 | | Total Calculated Interest Expense | | 2,753,731 |
| 16 | | Per Books | | <u>2,383,594</u> |
| 17 | | Adjustment | | <u>370,137</u> |

Delta Natural Gas Company, Inc.

Case No. 2021-00185

Adjustments by Account

Forecast Test Period 12 ME 12/31/22 Base Period 12 ME 8/31/21

Tab 57 - Schedule D-2.9

Witness: John B. Brown

| Description of Expense | Estimated Billed Hours If Applicable | Vendor | Company Contact | Estimated Expense |
|--|---|-------------------------------|------------------|-------------------|
| Regulatory | 400 | Peoples Regulatory/Legal | Victoria Green | 54,000 |
| Aqua Service - Rate Dept. Expenses | 200 | Aqua Services, Inc. | Danny Allen | 18,000 |
| Case Preparation Assistance Lead Lag Study | | The Prime Group LLC. | Steve Seelye | 44,000 |
| Billing Analysis/Rate Design | | The Prime Group LLC. | Steve Seelye | 44,000 |
| Depreciation Study | | The Prime Group LLC. | Steve Seelye | 40,000 |
| Rate of Return | | Verizon | Paul Moul | 70,000 |
| Legal | | Stoll Keenon Ogden | Monica Braun | 200,000 |
| Cost of Service Study | | The Prime Group LLC. | Steve Seelye | 30,000 |
| Tax Consulting | | Regulated Capital Consultants | Panpilis Fischer | 30,000 |
| Travel Expenses | | | | 14,000 |
| Other Expenses: supplies, conference calls, transcripts, notification, printing, copying, postage, etc. | | Delta Natural Gas Company | Emily Bennett | 86,000 |
| Projected | 600 | | | 630,000 |
| Amortization Period | | | | 3 |
| Pro Forma Costs | | | | 210,000 |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 58 - 807 KAR 5:001 Section 16(8)(e)
Sponsoring Witness: William Packer

Description of Filing Requirement:

A jurisdictional federal and state income tax summary for both the base period and the forecasted period with all supporting schedules of the various components of jurisdictional income taxes.

Response:

See attached.

COMPUTATION OF FEDERAL AND STATE INCOME TAX
FOR THE BASE PERIOD TME AUGUST 31, 2021 AND FORECAST PERIOD TME DECEMBER 31, 2022

Data: Base Period Forecasted Period
Type of Filing: Original Updated
Workpaper Reference No(s): _____

TAB 58
SHEET 1 OF 2
WITNESS: PACKER

| Line No. | Description | | At Current Rates | | | At Proposed Rates | |
|----------|---|---|-------------------------|----------------------|------------------------------|----------------------|------------------------------|
| | | | Base Period TME 8/31/21 | Proforma Adjustments | Forecast Period TME 12/31/22 | Proforma Adjustments | Forecast Period TME 12/31/22 |
| | | | (1) | (2) | (3) | (4) | (5) |
| | | | \$ | \$ | \$ | \$ | \$ |
| 1 | Operating Income Before Income Taxes | | 3,689,086 | 9,135,169 | 12,824,255 | 0 | 12,824,255 |
| 2 | Interest Charges | | 2,753,731 | (43,323) | 2,710,408 | 0 | 2,710,408 |
| 3 | Book Net Income before Income Tax & Credits | LN 1 - 2 | 935,355 | 9,178,492 | 10,113,847 | 0 | 10,113,847 |
| 4 | Statutory Adjustments to Taxable Income | PG 2 | 133,829 | (189,242) | (55,413) | 0 | (55,413) |
| 5 | State Taxable Income | LN 3+4 | 1,069,184 | 8,989,250 | 10,058,434 | 0 | 10,058,434 |
| 6 | State Income Tax | LN 5 X Rate | 53,459 | 449,462 | 502,922 | 0 | 502,922 |
| 7 | Other Adjustments | | (2,194) | 2,194 | 0 | 0 | 0 |
| 8 | Total State Income Tax | LN 6+7 | 51,265 | 451,657 | 502,922 | 0 | 502,922 |
| 9 | Federal Taxable Income | LN 5 - 8 | 1,017,919 | 8,537,593 | 9,555,512 | 0 | 9,555,512 |
| 10 | Federal Net Operating Loss Carryforward | | 0 | | 0 | | 0 |
| 11 | Federal Income Tax | LN 9 x Rate | 213,763 | 1,792,895 | 2,006,658 | 0 | 2,006,658 |
| 12 | Prior Adjustment to Federal Income Tax | | 0 | 0 | 0 | 0 | 0 |
| 13 | Other Adjustments to Federal Income Tax | | 0 | 0 | 0 | 0 | 0 |
| 14 | Current Federal Income Tax | LN 10+11+12 | 213,763 | 1,792,895 | 2,006,658 | 0 | 2,006,658 |
| 15 | Current State Income Tax | | 51,265 | 451,657 | 502,922 | 0 | 502,922 |
| 16 | Total Current Income Tax | LN 13+14 | 265,028 | 2,244,551 | 2,509,579 | 0 | 2,509,579 |
| 17 | Amortization of Excess ADIT-Federal | | 0 | 0 | 0 | 0 | 0 |
| 18 | Provision for Deferred Federal Income Tax | | (32,183) | 32,183 | 0 | 0 | 0 |
| 19 | Deferred Federal Income Tax | LN 16+17 | (32,183) | 32,183 | 0 | 0 | 0 |
| 20 | Amortization of Excess ADIT-State | | 0 | 0 | 0 | 0 | 0 |
| 21 | Provision for Deferred State Income Tax | | (5,756) | 5,756 | 0 | 0 | 0 |
| 22 | Deferred State Income Tax | LN 19+20 | (5,756) | 5,756 | 0 | 0 | 0 |
| 23 | Total Provision for Deferred Income Taxes | LN 18+21 | (37,940) | 37,940 | 0 | 0 | 0 |
| 24 | Total Federal Income Taxes | LN 13+18 | 181,580 | 1,825,078 | 2,006,658 | 0 | 2,006,658 |
| 25 | Amortization of Investment Tax Credit | | 0 | 0 | 0 | 0 | 0 |
| 26 | Net Federal Income Taxes | LN 23+24 | 181,580 | 1,825,078 | 2,006,658 | 0 | 2,006,658 |
| 27 | Net State Income Taxes | LN 14+21 | 45,509 | 457,413 | 502,922 | 0 | 502,922 |
| 28 | Total Income Tax Expense | LN 25+26 | 227,088 | 2,282,491 | 2,509,579 | 0 | 2,509,579 |
| | | Tab 58e | 233,371 | | 2,512,596 | | |
| | | Difference (Permanent items Sheet 2, Line 6 X 24.95%) | (6,283) | | (3,016) | | |
| | | | 708,267 | | | | |

COMPUTATION OF FEDERAL AND STATE INCOME TAX
FOR THE BASE PERIOD TME AUGUST 31, 2021 AND FORECAST PERIOD TME DECEMBER 31, 2022

Data: Base Period Forecasted Period

Type of Filing: Original Updated

Workpaper Reference No(s): _____

TAB 58

SHEET 2 OF 2

WITNESS: PACKER

| Line No. | Description | At Current Rates | | | At Proposed Rates | |
|----------|--|------------------|-------------|-----------------|-------------------|-----------------|
| | | Base Period | Proforma | Forecast Period | Proforma | Forecast Period |
| | | TME 8/31/21 | Adjustments | TME 12/31/22 | Adjustments | TME 12/31/22 |
| | | (1) | (2) | (3) | | |
| | | \$ | \$ | \$ | | |
| 1 | Other Reconciling Items-Flow Through | | | | | |
| 2 | Political Action Expense/Penalties | 30,232 | (30,232) | 0 | 0 | 0 |
| 3 | Employee Fringe Benefits | 50,989 | 0 | 50,989 | 0 | 50,989 |
| 4 | Cash Surrender Value Life Insurance | (108,915) | 0 | (108,915) | 0 | (108,915) |
| 5 | Meals & Entertainment | 2,513 | 0 | 2,513 | 0 | 2,513 |
| 6 | Total Other Recon. Items-Flow Thru | (25,181) | (30,232) | (55,413) | 0 | (55,413) |
| 7 | Other Reconciling Items-Deferred | | | | | |
| 8 | Excess of Tax Accelerated over Book Depreciation | (236,049) | 236,049 | 0 | 0 | 0 |
| 9 | Cost of Removal | (187,311) | 187,311 | 0 | 0 | 0 |
| 10 | Basis Differences | 78,137 | (78,137) | 0 | 0 | 0 |
| 11 | Other Property | (40,879) | 40,879 | 0 | 0 | 0 |
| 12 | Bad Debts | 364,321 | (364,321) | 0 | 0 | 0 |
| 13 | Charitable Contr Limit | 46,983 | (46,983) | 0 | 0 | 0 |
| 14 | Accrued Liabilities | (81,506) | 81,506 | 0 | 0 | 0 |
| 15 | Unicap 263A | (38,549) | 38,549 | 0 | 0 | 0 |
| 16 | Accrued Incentive | (124,437) | 124,437 | 0 | 0 | 0 |
| 17 | Pension | (1,965) | 1,965 | 0 | 0 | 0 |
| 18 | Purchase Gas Adj - Cur Per | 398,157 | (398,157) | 0 | 0 | 0 |
| 19 | Performance Stock Units | 1,174 | (1,174) | 0 | 0 | 0 |
| 20 | Restricted Stock Units | 684 | (684) | 0 | 0 | 0 |
| 21 | Supplemental Executive Retirement Plan | 137,780 | (137,780) | 0 | 0 | 0 |
| 22 | Vacation Accrued | (45,131) | 45,131 | 0 | 0 | 0 |
| 23 | Contingent Liability Amortization | (14,406) | 14,406 | 0 | 0 | 0 |
| 24 | ASC 842 Lease Asset/Obligation | 0 | 0 | 0 | 0 | 0 |
| 25 | OPEB | (4,449) | 4,449 | 0 | 0 | 0 |
| 26 | Worker's Compensation | (93,544) | 93,544 | 0 | 0 | 0 |
| 27 | Other | 0 | 0 | 0 | 0 | 0 |
| 28 | Total Other Recon. Items-Deferred | 159,010 | (159,010) | 0 | 0 | 0 |
| 29 | Total Other Reconciling Items | 133,829 | (189,242) | (55,413) | 0 | (55,413) |
| 30 | State Bonus Disallowance & Fed Char Contr Limit | (43,884) | 43,884 | 0 | 0 | 0 |
| 31 | Total Other Reconciling Items-State | 89,945 | 231,195 | (55,413) | 0 | (55,413) |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 59 - 807 KAR 5:001 Section 16(8)(f)
Sponsoring Witness: Andrea Schroeder

Description of Filing Requirement:

Summary schedules for both the base period and the forecasted period (the utility may also provide a summary segregating those items it proposes to recover in rates) of organization membership dues; initiation fees; expenditures at country clubs; charitable contributions; marketing, sales, and advertising; professional service expenses; civic and political activity expenses; expenditures for employee parties and outings; employee gift expenses; and rate case expenses.

Response:

See attached.

| | Base Period | | | Future Test Year 2022 | | |
|--|--------------|---------------------|--------------|--------------------------|---------------------|--------------|
| | Delta | Peoples Kentucky | Total | Delta | Peoples Kentucky | Total |
| | | | | | | |
| Rate Case Expense [Tab 57 - Schedule D-2.9 has breakdown] | - | - | - | 210,000 | - | 210,000 |
| Outside Services | | | | | | |
| Legal | - | - | - | - | - | - |
| Darrell L Saunders | 2,970.50 | - | 2,970.50 | 2,971.00 | - | 2,971.00 |
| Goss Samford | 1,101.00 | - | 1,101.00 | 1,101.00 | - | 1,101.00 |
| McCarter & English LLP | 5,855.75 | - | 5,855.75 | 5,856.00 | - | 5,856.00 |
| Stoll Keenon & Ogden PLLC | 104,866.05 | - | 104,866.05 | 104,866.00 | - | 104,866.00 |
| | 114,793.30 | - | 114,793.30 | 114,794.00 | - | 114,794.00 |
| Accounting - Annual Audit | 45,451.07 | - | 45,451.07 | 45,451.00 | - | 45,451.00 |
| Accounting - Other | | | | | | |
| ADP | 25,494.84 | 3,405.40 | 28,900.24 | 25,495.00 | 3,405.00 | 28,900.00 |
| PwC | 47,659.05 | 5,191.32 | 52,850.37 | 47,659.00 | 5,191.00 | 52,850.00 |
| Schneider Downs | 30,514.00 | 1,365.17 | 31,879.17 | 30,514.00 | 1,365.00 | 31,879.00 |
| Various Accounting | 41,486.00 | 67.11 | 41,553.11 | 41,486.00 | 67.00 | 41,553.00 |
| | 145,153.89 | 10,029.00 | 155,182.89 | 145,154.00 | 10,028.00 | 155,182.00 |
| Professional Service Expenses | | | | | | |
| ALPHAGRAPHS #514 | - | 19.17 | 19.17 | - | 19.00 | 19.00 |
| AVEVA SOFTWARE LLC | - | 105.00 | 105.00 | - | 105.00 | 105.00 |
| BLUEGRASS NEWSMEDIA LLC | 386.00 | - | 386.00 | 386.00 | - | 386.00 |
| CAPITAL LINK CONSULTANTS ⁽¹⁾ | 26,550.00 | - | 26,550.00 | 26,550.00 | - | 26,550.00 |
| COLUMBIA GULF TRANSMISSION LLC | 18,360.00 | - | 18,360.00 | 18,360.00 | - | 18,360.00 |
| COVERALL SERVICE COMPANY | 14,407.74 | - | 14,407.74 | 14,408.00 | - | 14,408.00 |
| DATATRANS SOLUTIONS INC | 589.95 | 877.73 | 1,466.69 | 590.00 | 878.00 | 1,467.00 |
| DBA ZONE INC (THE) | 30.71 | 316.46 | 346.18 | 31.00 | 316.00 | 346.00 |
| Delgasco | (206,627.85) | - | (206,627.85) | (206,628.00) | - | (206,628.00) |
| ELINK DESIGN INC | 45.25 | - | 45.25 | 45.00 | - | 45.00 |
| ESKER INC | 5.28 | 29.08 | 35.36 | 5.00 | 29.00 | 35.00 |
| Essential Utilities Inc | 1,107,762.71 | 34,106.53 | 1,141,869.24 | 1,107,763.00 | 34,107.00 | 1,141,869.00 |
| EVAPAR INC | 4,524.02 | - | 4,524.02 | 4,524.00 | - | 4,524.00 |
| IDI CONSULTING LLC | 9,479.57 | 15,736.43 | 25,215.00 | 9,480.00 | 15,736.00 | 25,215.00 |
| INTERNATIONAL BUSINESS MACHINES | 1,967.80 | 2,927.70 | 4,895.49 | 1,968.00 | 2,928.00 | 4,895.00 |
| IRON MOUNTAIN INC | 5,277.87 | - | 5,277.87 | 5,278.00 | - | 5,278.00 |
| IRTH SOLUTIONS LLC | 19.10 | 28.52 | 47.62 | 19.00 | 29.00 | 48.00 |
| ITERES GROUP LP | 1,229.30 | 1,829.20 | 3,059.49 | 1,229.00 | 1,829.00 | 3,059.00 |
| KENTUCKY MSO LLC | 189.00 | - | 189.00 | 189.00 | - | 189.00 |
| KING BEE DELIVERY LLC | 45,768.10 | - | 45,768.10 | 45,768.00 | - | 45,768.00 |
| MARVEL TECHNOLOGIES INC | 1,151.38 | 1,711.88 | 2,863.25 | 1,151.00 | 1,712.00 | 2,863.00 |
| MCGREGOR & ASSOCIATES INC | 1,932.00 | - | 1,932.00 | 1,932.00 | - | 1,932.00 |
| MIMECAST NORTH AMERICA INC | - | 334.17 | 334.17 | - | 334.00 | 334.00 |
| NATIONAL FIRE PROTECTION ASSOCIATION | 391.60 | - | 391.60 | 392.00 | - | 392.00 |
| NATURAL ENERGY ENGINEERING SERVICES | 6,691.88 | - | 6,691.88 | 6,692.00 | - | 6,692.00 |
| NEW VISTA OF THE BLUEGRASS INC | 852.55 | - | 852.55 | 853.00 | - | 853.00 |
| OPEN TEXT INC | 504.18 | 750.68 | 1,254.85 | 504.00 | 751.00 | 1,255.00 |
| PANTECHS LABORATORIES INC | 16,924.97 | - | 16,924.97 | 16,925.00 | - | 16,925.00 |
| PEAK TECHNICAL STAFFING USA | 101.12 | 150.96 | 252.08 | 101.00 | 151.00 | 252.00 |
| Peoples Natural Gas | - | 5,460.46 | 5,460.46 | - | 5,460.00 | 5,460.00 |
| PNG COMPANIES LLC | 4,488.34 | 3,424.11 | 7,912.45 | 4,488.00 | 3,424.00 | 7,912.00 |
| PRESIDIO NETWORKED SOLUTIONS INC | - | 98.86 | 98.86 | - | 99.00 | 99.00 |
| PRIME GROUP LLC THE | 11,177.00 | - | 11,177.00 | 11,177.00 | - | 11,177.00 |
| SCHNEIDER DOWNS & CO INC | - | 16.61 | 16.61 | - | 17.00 | 17.00 |
| SECUREWORKS INC | - | 957.24 | 957.24 | - | 957.00 | 957.00 |
| SMART ENERGY WATER | 16.54 | 28.48 | 45.02 | 17.00 | 28.00 | 45.00 |

| | | | | | | |
|---|---------------------|------------------|---------------------|---------------------|------------------|---------------------|
| TACTICAL IT GROUP LLC | 1,812.50 | - | 1,812.50 | 1,813.00 | - | 1,813.00 |
| TESTA CONSULTING SERVICES INC | 89.48 | 134.08 | 223.56 | 89.00 | 134.00 | 224.00 |
| TIME WARNER | 697.90 | - | 697.90 | 698.00 | - | 698.00 |
| TOM MCCAY | 12,000.00 | - | 12,000.00 | 12,000.00 | - | 12,000.00 |
| S&P Global Platts | 15,965.14 | - | 15,965.14 | 15,965.00 | - | 15,965.00 |
| PNC Bank | 11,546.55 | - | 11,546.55 | 11,547.00 | - | 11,547.00 |
| Various vendors < \$1,000 | 10,267.61 | (931.53) | 9,336.08 | 10,268.00 | (932.00) | 9,336.00 |
| | <u>1,126,575.28</u> | <u>68,111.80</u> | <u>1,194,686.08</u> | <u>1,126,577.00</u> | <u>68,111.00</u> | <u>1,194,686.00</u> |
| Charitable Contributions (Delta not proposing to recover) ⁽²⁾ | | | | | | |
| Delta Energy Assistance Program | 77,143.00 | - | 77,143.00 | 77,143.00 | - | 77,143.00 |
| 44TH DISTRICT PROGRAM | 129.00 | - | 129.00 | 129.00 | - | 129.00 |
| DELTA NATURAL GAS - 10 | 51.00 | - | 51.00 | 51.00 | - | 51.00 |
| Other < \$1,000 | 3,304.55 | - | 3,304.55 | 3,305.00 | - | 3,305.00 |
| | <u>80,627.55</u> | <u>-</u> | <u>80,627.55</u> | <u>80,628.00</u> | <u>-</u> | <u>80,628.00</u> |
| Expenditures for Certain Civic, Political and Related Activities | | | | | | |
| KENTUCKY UTILITIES COMPANY | 708.21 | - | 708.21 | 708.00 | - | 708.00 |
| NORTH MANCHESTER WATER ASSOC | 833.41 | - | 833.41 | 833.00 | - | 833.00 |
| Other < \$1,000 | 2,284.63 | 4.69 | 2,289.32 | 2,285.00 | 5.00 | 2,289.00 |
| | <u>3,826.25</u> | <u>4.69</u> | <u>3,830.94</u> | <u>3,826.00</u> | <u>5.00</u> | <u>3,830.00</u> |
| Marketing, Sales, and Advertising (Delta not proposing to recover) | | | | | | |
| MANCHESTER ENTERPRISE (THE) | 1,286.00 | - | 1,286.00 | 1,286.00 | - | 1,286.00 |
| BEREA CITIZEN THE | 454.00 | - | 454.00 | 454.00 | - | 454.00 |
| SENTINEL-ECHO THE | 1,543.00 | - | 1,543.00 | 1,543.00 | - | 1,543.00 |
| TIMES-TRIBUNE THE | 2,191.04 | - | 2,191.04 | 2,191.00 | - | 2,191.00 |
| KY NEWSGROUP/MC INVESTMENTS INC | 617.00 | - | 617.00 | 617.00 | - | 617.00 |
| SOUTHLAND PRINTING COMPANY INC | 19,061.40 | - | 19,061.40 | 19,061.00 | - | 19,061.00 |
| BLUEGRASS NEWSMEDIA LLC | 771.00 | - | 771.00 | 771.00 | - | 771.00 |
| MIDDLESBORO DAILY NEWS | 411.00 | - | 411.00 | 411.00 | - | 411.00 |
| | <u>26,334.44</u> | <u>-</u> | <u>26,334.44</u> | <u>26,334.00</u> | <u>-</u> | <u>26,334.00</u> |
| Organization Membership Dues | | | | | | |
| American Gas Association | 10,716.44 | - | 10,716.44 | 10,716.00 | - | 10,716.00 |
| Kentucky Chamber of Commerce | 4,286.00 | - | 4,286.00 | 4,286.00 | - | 4,286.00 |
| KENTUCKY GAS ASSOCIATION | 6,775.30 | - | 6,775.30 | 6,775.00 | - | 6,775.00 |
| KENTUCKY OIL & GAS ASSOCIATION | 1,311.00 | - | 1,311.00 | 1,311.00 | - | 1,311.00 |
| KENTUCKY UTILITIES COMPANY | 10,716.44 | - | 10,716.44 | 10,716.00 | - | 10,716.00 |
| KNOX COUNTY CHAMBER OF COMMERCE | 514.00 | - | 514.00 | 514.00 | - | 514.00 |
| NORTH MANCHESTER WATER ASSOC | 12,615.08 | - | 12,615.08 | 12,615.00 | - | 12,615.00 |
| SOUTHERN GAS ASSOCIATION | 13,507.00 | - | 13,507.00 | 13,507.00 | - | 13,507.00 |
| Winchester Clark County Chamber of Commerce/Kentucky | 2,571.00 | - | 2,571.00 | 2,571.00 | - | 2,571.00 |
| WINDSTREAM CORPORATION | 10,521.37 | - | 10,521.37 | 10,521.00 | - | 10,521.00 |
| Other < \$1,000 | 7,819.80 | 117.99 | 7,938.79 | 7,820.00 | 118.00 | 7,939.00 |
| | <u>81,353.43</u> | <u>117.99</u> | <u>81,472.42</u> | <u>81,352.00</u> | <u>118.00</u> | <u>81,471.00</u> |
| Director's Fees and Expenses | | | | | | |
| | <u>33,429.00</u> | <u>-</u> | <u>33,429.00</u> | <u>33,429.00</u> | <u>-</u> | <u>33,429.00</u> |
| Country Clubs | | | | | | |
| | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| Initiation Fees | | | | | | |
| | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| Employee Parties and Outings | | | | | | |
| The Thoroughbred Club Lexington | 545.00 | - | 545.00 | 545.00 | - | 545.00 |
| KY Association for Economic Dev | 197.00 | - | 197.00 | 197.00 | - | 197.00 |
| Essential Employee Expenses | 600.44 | - | 600.44 | 600.00 | - | 600.00 |
| | <u>1,342.44</u> | <u>-</u> | <u>1,342.44</u> | <u>1,342.00</u> | <u>-</u> | <u>1,342.00</u> |

Employee Gift Expense

| | | | | | | |
|----------------------------|---------------------|------------------|---------------------|---------------------|------------------|---------------------|
| The Craft Nook | 1,306.15 | - | 1,306.15 | 1,306.00 | - | 1,306.00 |
| Pilor | 16.60 | - | 16.60 | 17.00 | - | 17.00 |
| Papalenos | 52.11 | - | 52.11 | 52.00 | - | 52.00 |
| Boone Tavern | 238.18 | - | 238.18 | 238.00 | - | 238.00 |
| Essential Service Awards | 6,349.86 | - | 6,349.86 | 6,350.00 | - | 6,350.00 |
| AD-Aventure Promotions | 9,813.22 | - | 9,813.22 | 9,813.00 | - | 9,813.00 |
| Kroger | 4,836.49 | - | 4,836.49 | 4,836.00 | - | 4,836.00 |
| Maiden Drug Company | 81.70 | - | 81.70 | 82.00 | - | 82.00 |
| Corbin Flower Shop | 191.30 | - | 191.30 | 191.00 | - | 191.00 |
| Walgreens | 618.95 | - | 618.95 | 619.00 | - | 619.00 |
| Grover Floral Co | 108.55 | - | 108.55 | 109.00 | - | 109.00 |
| Williamsburg Flower Sho; | 100.30 | - | 100.30 | 100.00 | - | 100.00 |
| Southland Printing Company | 979.87 | - | 979.87 | 980.00 | - | 980.00 |
| Walmart | 91.47 | - | 91.47 | 91.00 | - | 91.00 |
| Circle K | 33.96 | - | 33.96 | 34.00 | - | 34.00 |
| Berea Drug | 300.00 | - | 300.00 | 300.00 | - | 300.00 |
| | <u>25,118.71</u> | - | <u>25,118.71</u> | <u>25,118.00</u> | - | <u>25,118.00</u> |
| | <u>1,684,005.36</u> | <u>78,263.48</u> | <u>1,762,268.84</u> | <u>1,894,005.00</u> | <u>78,262.00</u> | <u>1,972,265.00</u> |

⁽¹⁾ \$7,350 has been excluded from Capital Link Consultants fees as this portion is deemed to be lobbying.

⁽²⁾ Additional Charitable Contributions are made in Kentucky from the Essential Foundation.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 60 - 807 KAR 5:001 Section 16(8)(g)
Sponsoring Witness: William Packer

Description of Filing Requirement:

Analyses of payroll costs including schedules for wages and salaries, employee benefits, payroll taxes, straight time and overtime hours, and executive compensation by title.

Response:

See attached. A portion of the attachment is confidential and is being filed pursuant to a petition for confidential protection. Delta is also providing a copy of the 2021 Rate Case Compensation Overview.

Delta Natural Gas Company, Inc.

Case No. 2021-00185

Payroll Costs

Base Period 12ME 8/31/21 Forecast Test Period 12 ME 12/31/22

Tab 60

Sheet 1 of 2

Witness: Packer

| Line No. | Description | Base Period | % Change | Forecasted Period |
|----------|---|-------------|----------|----------------------|
| 1 | Man Hours | | | |
| 2 | Salary/Straight Time Hours | 337,691 | 0.0% | 337,691 |
| 3 | OverTime Hours | 9,140 | 0.0% | 9,140 |
| 4 | Total Man Hours | 346,831 | 0.0% | 346,831 |
| 5 | | | | |
| 6 | Ratio of OT Hours to ST Hours | 2.7% | | 2.7% |
| 7 | | | | |
| 8 | Straight, OT/Premium Dollars | | | |
| 9 | Salary/Straight Time Dollars | 8,900,480 | 4.7% | 9,319,133 |
| 10 | OverTime Dollars | 308,434 | 4.7% | 322,942 |
| 11 | Total Labor Dollars | 9,208,914 | 4.7% | 9,642,075 |
| 12 | | | | |
| 13 | Ratio of OT Dollars to ST Dollars | 3.5% | | 3.5% |
| 14 | | | | |
| 15 | O&M Labor Dollars | 7,182,953 | 4.7% | 7,520,819 |
| 16 | | | | |
| 17 | Ratio of O&M Labor Dollars to Total Labor Dollars | 78.0% | | 78.0% |
| 18 | | | | |
| 19 | Employee Benefits | | | |
| 20 | Medical | 1,588,132 | 32.9% | 2,111,410 |
| 21 | Dental | 129,220 | 63.4% | 211,169 |
| 22 | Disability | 50,848 | 0.0% | 50,848 |
| 23 | Retirement | 1,166,858 | -42.7% | 668,617 |
| 24 | Other | 243,343 | 0.0% | 243,343 |
| 25 | Total Employee Benefits | 3,178,403 | 3.4% | 3,285,388 |
| 26 | | | | |
| 27 | Employee Benefits O&M | 2,479,154 | | 2,562,602 |
| 28 | | | | |
| 29 | Ratio of Employee Benefits O&M to Total Employee Benefits | 78% | | 78% |
| 30 | | | | |
| 31 | Payroll Taxes | | | |
| 32 | F.I.C.A. | 585,181 | | 623,246 |
| 33 | Medicare | 140,843 | | 149,745 |
| 34 | Federal Unemployment | 7,056 | | 7,056 |
| 35 | State Unemployment | 9,072 | | 9,072 |
| 36 | Total Payroll Taxes | 742,151 | 6.3% | 789,119 |
| 37 | Payroll Taxes O&M | 579,323 | 6.4% | 616,302 |
| 38 | | | | |
| 39 | Ratio of Payroll Taxes O&M to Total Payroll Taxes | 78.1% | | 78.1% |
| 40 | | | | |
| 41 | Employee Levels | | | |
| 42 | Average Employee Levels | 160 | 1.4% | 162 |
| 43 | Period-End Employee Levels | 162 | 0.0% | 162 |

Confidential Information Redacted

Delta Natural Gas Company, Inc.

Case No. 2021-00185

Payroll Costs

Tab 60

Sheet 2 of 2

Witness: Packer

Base Period 12ME 8/31/21 Forecast Test Period 12 ME 12/31/22

Line

No. Title of Executive: President

1

2 **Base Period (September 1, 2020 - August 31, 2021):**

3 Total Salary

4 Other Allowances and Compensation

5 Subtotal

6

7 Employee Benefits:

8 Pension

9 Medical

10 Dental

11 Vision

12 Long Term Disability

13 Employee Assistance Program

14 Life Insurance

15 Defined Contribution Plans

16 Subtotal

17

18 Payroll Taxes:

19 F.I.C.A.

20 Medicare

21 Federal Unemployment

22 State Unemployment

23 Subtotal

24

25 Total Compensation and Taxes

26

Forecasted Period (Calendar 2022):

Total Salary

Other Allowances and Compensation

Subtotal

Employee Benefits:

Pension

Medical

Dental

Vision

Long Term Disability

Employee Assistance Program

Life Insurance

Defined Contribution Plans

Subtotal

Payroll Taxes:

F.I.C.A.

Medicare

Federal Unemployment

State Unemployment

Subtotal

Total Compensation and Taxes

27 The President's compensation is covered under an employment contract entered into 10/4/2017 effective upon the closing of the merger between PNG Companies LLC and Delta Natural Gas Company, Inc. expiring in 2022

28 Note that the labor cost for Officers of the Holding Company who also serve as Officers or Directors of the Kentucky subsidiaries are charged under Management Fees.

Essential Utilities

2021 Rate Case Compensation Overview

May 2021

Case No. 2021- 00185

Mission/Vision

Essential Utilities is dedicated to providing safe and reliable water, wastewater and natural gas services that families and businesses rely on in their everyday lives. Our mission is to be the best possible provider of essential resources by serving the needs and expectations of our customers, shareholders, employees, and the communities we serve both today and for future generations.

We recognize our employees are our greatest asset in delivering life's most essential resources. We are committed to providing professional opportunities for career growth, competitive benefits, and market-based compensation packages.

Executive Compensation Program

Essential Utilities believes in being transparent about our compensation philosophy with our employees, customers, and investors. Our goal is to embed a pay-for-performance culture throughout our company. As communicated in our proxy, our compensation program for named executive officers is designed to:

Provide compensation that is competitive with our industry peers and appropriately correlates incentive compensation to the achievement of the company's short- and long- term goals.

Providing a total compensation package that is aligned with industry standards enhances our ability to:

- Motivate and reward our named executive officers for contributions to our success
- Attract and retain talented and experienced named executive officers; and
- Ensure a portion of pay is performance based to better align pay with the successful achievement of our objectives.

We reward our named executive officers for leadership excellence and contribution to the organization's success.

We maintain an important focus on environmental, social, and governance issues while building shareholder value.

In 2020, we introduced a revised compensation program design for our Essential executives based on an extensive study of industry benchmarks specific to Essential's peer group, which includes water and gas companies. Our March 2021 Shareholders meeting confirmed shareholders support of Essential's executive compensation program with a 96.4% Say on Pay approval rating.

The Executive Compensation Committee of the Essential Utilities' Board of Directors takes an active role in reviewing and approving all elements of Essential's executive compensation programs. Some activities outlined in their charter include:

- Overseeing the development of an internally consistent and externally competitive executive compensation program
- Making recommendations to the Board of Directors with respect to short-term and long-term incentive compensation plans and equity-based compensation plans and any changes thereto.
- Reviewing and approving awards under the Company's long-term incentive compensation plans.

They are assisted in their program assessments by an Independent Compensation Consulting firm.

Independent Compensation Consultant

Essential Utilities uses various services of an independent compensation consulting firm, Pay Governance, to determine the competitiveness of the packages for our Chief Executive Officer, Named Executive Officers, and Officers of the holding company.

For all other employees, we use a combination of surveys and market compensation information including, the Willis Towers Watson Energy Services Survey, The Willis Towers Watson General Industry Survey, CompAnalyst reported data through Salary.com, and the American Gas Association survey by Willis Towers Watson to benchmark our base pay and incentive levels. Our philosophy is to pay our employees at the market median.

Competitive Pay Packages

The acquisition of Peoples Natural Gas closed on March 16, 2020. After the close, Essential Utilities spent the remainder of 2020 and first quarter of 2021 on aligning the Peoples Natural Gas and Delta Natural Gas compensation and benefit programs to the Essential Utilities program. Specifically, the compensation program was reviewed to establish how the program could support Essential Utilities focus on growing our customer base, prudently investing capital to renew our aging infrastructure, creating efficiencies across the organization, and continued safe and reliable service.

One efficiency that the compensation and benefits programs focused on was ensuring that our total rewards package rewards all employees on working together in the best interest of our key stakeholders including customers, employees, and shareholders. We work best together under a single compensation and benefits program designed to reward employees similarly who have an equivalent impact on company objectives. We also believe in treating employees acquired through acquisitions in a fair and equitable manner, therefore we focused on harmonizing the Peoples Natural Gas and Delta Natural Gas compensation elements packages as employees migrated to the Essential program.

This compensation realignment project used a phased in approach to harmonize the pay between the three organizations. Peoples Natural Gas assimilated into the Essential Program on 1/1/2021 while Delta Natural Gas employees were harmonized effective 5/1/2021.

In conducting the assessment for Delta, we found that the benefits and compensation programs were tightly interwoven. Our focus is to bring our legacy companies together with comparable compensation programs for 2021 and beyond. A key benefits decision was to align the Delta retirement benefits with the majority of employees who participate in the Essential retirement program. Effective May 1, 2021, the company froze Part E of the Pension Plan (formerly known as the Delta Natural Gas Company, Inc. Defined Benefit Retirement Plan). This meant that active participants of the plan will no longer accrue benefits under the Pension Plan after April 30, 2021. Their compensation and years of service determined through April 30, 2021 will be used to calculate the benefit payable when the employee becomes eligible for Early or Normal Retirement. Our commitment to help prepare employees for retirement is unchanged. Beginning May 1, we committed to contributing up to 6% of the employee's eligible compensation in the Savings Plan matching program and introduced a new 3% non-elective company contribution to the Savings Plan Account.

At the same time, we announced the integration of the compensation programs. Essential Utilities used three key principles to drive the changes:

- Paying market competitive wages targeting pay around the industry market median in the locations in which we operate.
- Individual performance matters. Our goal is to attract, motivate and retain high performing employees at all levels.
- Organizational performance is a key component of the variable pay programs such as the Achievement Awards, Short Term Incentives (STI) and Long-Term Incentives (LTI).

One of the key aspects of integrating the gas operations was benchmarking the roles between Peoples and Delta including aligning the titles of the positions. We worked closely with the business leadership team throughout the project.

This resulted in introducing individualized compensation ranges for each position as well as aligning base pay and incentive levels appropriately. \$135,625 was moved to base salaries from the STI program to align compensation with market benchmarks and the Essential compensation program. An additional market adjustment was made in the amount of \$161,796 for 38 current Delta employees who were historically below market.

Merit Program Alignment

Delta Natural Gas and Peoples Natural Gas employees were moved to the Essential merit increase program effective with the 4/1/2021 merit and performance review cycle. The 2021 merit increase program and associated budgets were used throughout the entire Essential footprint.

In 2021, The Essential merit increase budget was set at 3% based on data from various salary budget surveys.

| Source | 2020 Actual Increases | 2021 Projected Increases |
|--|-----------------------|--------------------------|
| World at Work Salary Budget Survey | 3.0% | 3.0% |
| Willis Towers Watson Salary Budget Survey | 3.0% | 2.8% |
| Salary.com National Salary Budget Survey | 3.0% | 3.0% |
| Empsight: Policies, Practices & Merit Survey Report (Aug 2020). Published by SHRM | NA | 3.0% |

Essential uses a merit matrix, as well as a performance distribution to ensure that merit dollars are distributed based on our philosophy of paying for performance. Performance rating categories go from (1) Does Not Meet to (5) Outstanding. Managers must also meet their budgetary allocations. Note that we do prohibit future salary increases once an employee's base salary exceeds a compa-ratio of 1.25.

Conclusion:

Overall, we find the Essential Utilities compensation packages for the employees working in Kentucky to be competitive and aligned with utility and general industry norms so that we retain and attract our workforce.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 61 - 807 KAR 5:001 Section 16(8)(h)
Sponsoring Witness: Andrea Schroeder

Description of Filing Requirement:

A computation of the gross revenue conversion factor for the forecasted period.

Response:

See attached.

Delta Natural Gas Company, Inc.
 Gross Revenue Conversion Factor
 Forecasted Test Period 12ME 12/31/22
 Base Period 12ME 8/31/21

Tab 61
 Page 1 of 1
 Witness: Andrea Schroeder

| Line Number | | Amount |
|----------------|---|------------------------|
| 1 | Assume pre-tax income of | 100 |
| 2 | State income tax rate of | <u>5.00%</u> |
| 3 | State income tax | <u>5.00</u> |
| 4 | Taxable income for Federal income tax computation | 95.00 |
| 5 | Federal income tax rate | <u>21.00%</u> |
| 6 | Federal income tax | <u>19.95</u> |
| 7 | Total state and federal income tax | <u>24.95</u> |
| 8 | Therefore, the composite rate is | <u>24.95%</u> |
| 9 | Federal | 19.95% |
| 10 | State | <u>5.00%</u> |
| 11 | Total | <u>24.95%</u> |
| 12 | Tax expansion rate | <u><u>1.332445</u></u> |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 62 - 807 KAR 5:001 Section 16(8)(i)
Sponsoring Witness: John B. Brown

Description of Filing Requirement:

Comparative income statements (exclusive of dividends per share or earnings per share), revenue statistics and sales statistics for five (5) most recent calendar years from the application filing date, the base period, the forecasted period, and two (2) calendar years beyond the forecast period;

Response:

See attached. Note that the attached does not reflect any impact from rate case activity beyond 2021.

Delta Preceding Five Years

| | 2020 | 2019 | 2018 | 2017 | 2016 |
|---|----------------------|----------------------|----------------------|----------------------|----------------------|
| Operating Revenues | | | | | |
| Sales of Gas | 38,433,852 | 40,410,794 | 40,580,239 | 38,598,753 | 36,462,315 |
| Other Operating Revenues | 5,421,220 | 7,210,441 | 9,005,276 | 9,964,537 | 9,889,338 |
| Total Operating Revenues | 43,855,072 | 47,621,235 | 49,585,515 | 48,563,290 | 46,351,653 |
| Operating Expenses | | | | | |
| Gas Production Operating Expense | 12,200,259 | 14,569,682 | 17,202,819 | 14,655,628 | 12,567,443 |
| Gas Strg, Term & Proc Oper Exp | 307,270 | 305,499 | 297,086 | 341,408 | 304,821 |
| Gas Transmission Operations Expense | 3,521,725 | 3,017,448 | 70,788 | 124,745 | - |
| Gas Distribution Operations Expense | 1,797,533 | 1,625,698 | 4,439,903 | 4,266,487 | 4,119,243 |
| Customer Accounts Expense | 914,391 | 847,617 | 1,118,569 | 974,151 | 1,026,301 |
| Customer Service and Informational Expense | - | - | - | - | - |
| Sales Expense | - | - | - | - | - |
| Administrative & General Operations Expense | 5,556,360 | 5,760,815 | 6,164,624 | 6,468,855 | 7,166,572 |
| Maintenance Expense | 307,798 | 493,785 | 717,736 | 790,740 | 730,391 |
| Depreciation Expense | 7,518,447 | 7,133,425 | 6,368,823 | 6,389,586 | 6,315,467 |
| Amortization & Depletion of Utility Plant | 354,340 | 289,197 | 289,197 | - | - |
| Taxes Other than Income Taxes | 3,574,784 | 3,284,885 | 3,216,894 | 3,175,098 | 2,760,879 |
| Income Taxes | 890,721 | 1,567,462 | 1,890,661 | 3,258,899 | 1,512,895 |
| Provision for Deferred Income Taxes | (411,581) | (377,316) | 1,528,309 | 455,161 | 1,687,563 |
| Total Operating Expenses | 36,532,047 | 38,518,197 | 43,305,409 | 40,900,758 | 38,191,575 |
| Net Other Income (Deductions) | 66,593 | 184,601 | (1,645,857) | (2,277,441) | 522,719 |
| Net Interest Charges | 2,144,247 | 2,157,119 | 2,217,679 | 2,352,119 | 2,446,695 |
| Net Income | 5,245,371 | 7,130,520 | 2,416,570 | 3,032,972 | 6,236,102 |
| Sales (Mcf) by Customer class: | | | | | |
| Residential | 1,529,058 | 1,548,713 | 1,669,818 | 1,385,937 | 1,465,438 |
| Commercial | 532,156 | 1,349,889 | 1,439,156 | 1,217,345 | 1,271,506 |
| Industrial | 801,829 | 95,077 | 99,363 | 87,400 | 89,928 |
| Total | 2,863,043 | 2,993,679 | 3,208,337 | 2,690,682 | 2,826,872 |
| Number of Customers by class: | | | | | |
| Residential | 30,545 | 29,911 | 29,728 | 29,600 | 29,540 |
| Commercial | 4,184 | 4,955 | 4,926 | 4,920 | 4,907 |
| Industrial | 889 | 39 | 38 | 39 | 39 |
| Total | 35,618 | 34,905 | 34,692 | 34,559 | 34,486 |
| Average Volume (Mcf) by class: | | | | | |
| Residential | 50 | 52 | 56 | 47 | 50 |
| Commercial | 127 | 272 | 292 | 247 | 259 |
| Industrial | 902 | 2,438 | 2,615 | 2,241 | 2,306 |
| Total | 80 | 86 | 92 | 78 | 82 |
| Revenues by Customer Class | | | | | |
| Residential | \$ 23,136,031 | \$ 23,617,570 | \$ 23,447,074 | \$ 22,569,049 | \$ 21,468,236 |
| Commercial | 6,759,574 | 15,949,914 | 16,261,236 | 15,202,710 | 14,242,581 |
| Industrial | 8,538,247 | 843,310 | 871,929 | 826,994 | 751,498 |
| Total | \$ 38,433,852 | \$ 40,410,794 | \$ 40,580,239 | \$ 38,598,753 | \$ 36,462,315 |
| Average Revenue by Customer Class | | | | | |
| Residential | \$ 757 | \$ 790 | \$ 789 | \$ 762 | \$ 727 |
| Commercial | \$ 1,616 | \$ 3,219 | \$ 3,301 | \$ 3,090 | \$ 2,903 |
| Industrial | \$ 9,604 | \$ 21,623 | \$ 22,946 | \$ 21,205 | \$ 19,269 |

Peoples KY Preceding Five Years

| | 2020 | 2019 | 2018 | 2017 | 2016 |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| Operating Revenues | | | | | |
| Sales of Gas | \$1,329,953 | \$1,788,367 | \$1,705,530 | \$1,430,010 | \$1,531,880 |
| Other Operating Revenues | 7,594 | 6,016 | 9,667 | 10,146 | 9,265 |
| Total Operating Revenues | 1,337,547 | 1,794,383 | 1,715,197 | 1,440,156 | 1,541,145 |
| Operating Expenses | | | | | |
| Gas Production Operating Expense | 422,636 | 828,844 | 695,831 | 549,555 | 610,359 |
| Gas Transmission Operations Expense | 219,113 | 268,836 | 288,716 | 222,233 | 228,473 |
| Gas Distribution Operations Expense | 213,430 | 411,519 | 436,157 | 435,479 | 352,499 |
| Customer Accounts Expense | 623,712 | 474,306 | 464,222 | 423,040 | 355,006 |
| Customer Service and Informational Expense | 394 | 684 | 2,859 | 5,038 | 1,951 |
| Sales Expense | 652 | 568 | 883 | 1,759 | 0 |
| Administrative & General Operations Expense | 518,407 | 495,852 | 638,869 | 692,252 | 744,822 |
| Maintenance Expense | 76,773 | 87,366 | 77,709 | 73,131 | 67,103 |
| Depreciation Expense | 93,710 | 90,314 | 84,700 | 72,206 | 66,248 |
| Amortization & Depletion of Utility Plant | 30,185 | 20,501 | 27,846 | 23,708 | 19,207 |
| Taxes Other than Income Taxes | 99,192 | 113,919 | 93,431 | 73,982 | 62,927 |
| Income Taxes | (251,470) | (353,064) | 0 | 0 | 1 |
| Provision for Deferred Income Taxes | 492 | (36,626) | (311,259) | (473,952) | (390,007) |
| Total Operating Expenses | 2,047,226 | 2,403,019 | 2,499,964 | 2,098,431 | 2,118,589 |
| Net Other Income and Deductions | 15,811 | 11,580 | 17,949 | 20,200 | 14,819 |
| Net Interest Charges | 129,752 | 203,621 | 169,556 | 102,517 | 52,194 |
| Net Income (Loss) | (\$823,620) | (\$800,677) | (\$936,374) | (\$740,592) | (\$614,819) |
| Sales (Mcf): | 199,379 | 200,756 | 214,167 | 185,181 | 201,713 |
| Number of Customers: | 2,929 | 2,920 | 2,944 | 2,940 | 2,949 |
| Average Volume (Mcf) | 68 | 69 | 73 | 63 | 68 |
| Average Revenue | \$454 | \$612 | \$579 | \$486 | \$519 |

Combined Preceding Five Years and Base Period

| | Base Period | 2020 | 2019 | 2018 | 2017 | 2016 |
|---|-------------------|-------------------|-------------------|--------------------|--------------------|-------------------|
| Operating Revenues | | | | | | |
| Sales of Gas | 39,433,725 | 39,763,805 | 42,243,211 | 41,709,616 | 40,028,763 | 37,994,195 |
| Other Operating Revenues | 6,479,037 | 5,428,814 | 7,172,407 | 9,591,096 | 9,974,683 | 9,898,603 |
| Total Operating Revenues | 45,912,762 | 45,192,619 | 49,415,618 | 51,300,712 | 50,003,446 | 47,892,798 |
| Operating Expenses | | | | | | |
| Gas Production Operating Expense | 12,503,349 | 12,622,895 | 15,398,526 | 17,898,650 | 15,205,183 | 13,177,802 |
| Gas Strg, Term & Proc Oper Exp | 319,489 | 307,270 | 305,499 | 297,086 | 341,408 | 304,821 |
| Gas Transmission Operations Expense | 3,593,355 | 3,740,838 | 3,286,284 | 359,504 | 346,978 | 228,473 |
| Gas Distribution Operations Expense | 2,050,422 | 2,010,963 | 2,037,217 | 4,876,060 | 4,701,966 | 4,471,742 |
| Customer Accounts Expense | 1,447,307 | 1,538,103 | 1,321,923 | 1,582,791 | 1,397,191 | 1,381,307 |
| Customer Service and Informational Expense | 592 | 394 | 684 | 2,859 | 5,038 | 1,951 |
| Sales Expense | 553 | 652 | 568 | 883 | 1,759 | - |
| Administrative & General Operations Expense | 7,345,484 | 6,074,767 | 6,256,667 | 6,803,493 | 7,161,107 | 7,911,394 |
| Maintenance Expense | 526,384 | 384,571 | 581,151 | 795,445 | 863,871 | 797,494 |
| Depreciation Expense | 7,916,269 | 7,612,157 | 7,223,739 | 6,453,523 | 6,461,792 | 6,381,715 |
| Amortization & Depletion of Utility Plant | 429,778 | 384,525 | 309,698 | 317,043 | 23,708 | 19,207 |
| Taxes Other than Income Taxes | 3,521,376 | 3,673,976 | 3,398,804 | 3,310,325 | 3,249,080 | 2,823,806 |
| Income Taxes | 2,230,132 | 639,251 | 1,214,398 | 1,890,661 | 3,258,899 | 1,512,896 |
| Provision for Deferred Income Taxes | (687,889) | (411,089) | (413,942) | 1,217,050 | (18,791) | 1,297,556 |
| Total Operating Expenses | 41,196,601 | 38,579,273 | 40,921,216 | 45,805,373 | 42,999,189 | 40,310,164 |
| Net Other Income and Deductions | 535,763 | 82,404 | 196,181 | (1,627,908) | (2,257,241) | 537,538 |
| Net Interest Charges | 2,383,594 | 2,273,999 | 2,360,740 | 2,387,235 | 2,454,636 | 2,498,889 |
| Net Income | 2,868,330 | 4,421,751 | 6,329,843 | 1,480,196 | 2,292,380 | 5,621,283 |
| Number of Customers by class: | | | | | | |
| Residential | 30,437 | | | | | |
| Commercial | 4,214 | | | | | |
| Industrial | 889 | | | | | |
| Farm Tap | 3,283 | | | | | |
| Total | 38,824 | | | | | |
| Sales (Mcf) by Customer class: | | | | | | |
| Residential | 1,385,177 | | | | | |
| Commercial | 489,342 | | | | | |
| Industrial | 736,645 | | | | | |
| Farm Tap | 212,047 | | | | | |
| Total | | | | | | |
| Average Volume (Mcf) by class: | | | | | | |
| Residential | 46 | | | | | |
| Commercial | 116 | | | | | |
| Industrial | 829 | | | | | |
| Farm Tap | 65 | | | | | |
| Revenues by Customer Class | | | | | | |
| Residential | 22,493,175 | | | | | |
| Commercial | 9,942,688 | | | | | |
| Industrial | 5,609,143 | | | | | |
| Farm Tap | 1,388,719 | | | | | |
| Total | 39,433,726 | | | | | |
| Average Revenue by Customer Class | | | | | | |
| Residential | 739.01 | | | | | |
| Commercial | 2,359.40 | | | | | |
| Industrial | 6,309.50 | | | | | |
| Farm Tap | 422.96 | | | | | |

| | 2024 | 2023 | 2022 |
|------------------------------------|------------|------------|------------|
| Operating Revenues | | | |
| Sales of Gas | 55,253,676 | 55,253,676 | 55,253,676 |
| Other Operating Revenues | 3,195,795 | 3,195,795 | 3,195,795 |
| Total Operating Revenues | 58,449,471 | 58,449,471 | 58,449,471 |
| Operating Expenses | | | |
| Gas Supply Expense | 15,821,883 | 15,821,883 | 15,821,883 |
| Other Operations Expense | 16,417,660 | 15,939,476 | 15,475,220 |
| Maintenance | 564,207 | 547,774 | 531,819 |
| Depreciation and Amortization | 10,793,667 | 10,369,905 | 9,903,030 |
| Taxes Other Than Income Taxes | 4,292,420 | 4,088,019 | 3,893,351 |
| Total Income Taxes | 1,995,648 | 2,415,828 | 2,512,574 |
| Total Operating Expenses | 49,885,485 | 49,182,885 | 48,137,877 |
| Net Operating Income | 8,563,986 | 9,266,586 | 10,311,594 |
| Other Income and Deductions | 1,332,617 | 1,332,617 | 1,332,617 |
| Interest Charges | 2,864,983 | 2,808,807 | 2,753,732 |
| Net Income | 7,031,620 | 7,790,396 | 8,890,479 |

Number of Customers by class:

| | | | |
|-------------|--------|--------|--------|
| Residential | 30,437 | 30,437 | 30,437 |
| Commercial | 4,214 | 4,214 | 4,214 |
| Industrial | 889 | 889 | 889 |
| Farm Tap | 3,283 | 3,283 | 3,283 |
| Total | 38,824 | 38,824 | 38,824 |

Sales (Mcf) by Customer class:

| | | | |
|-------------|-----------|-----------|-----------|
| Residential | 1,385,177 | 1,385,177 | 1,385,177 |
| Commercial | 489,342 | 489,342 | 489,342 |
| Industrial | 736,645 | 736,645 | 736,645 |
| Farm Tap | 212,047 | 212,047 | 212,047 |
| Total | | | |

Average Volume (Mcf) by class:

| | | | |
|-------------|-----|-----|-----|
| Residential | 46 | 46 | 46 |
| Commercial | 116 | 116 | 116 |
| Industrial | 829 | 829 | 829 |
| Farm Tap | 65 | 65 | 65 |

Revenues by Customer Class

| | | | |
|-------------|------------|------------|------------|
| Residential | 27,552,661 | 27,552,661 | 27,552,661 |
| Commercial | 8,326,327 | 8,326,327 | 8,326,327 |
| Industrial | 16,557,975 | 16,557,975 | 16,557,975 |
| Farm Tap | 2,816,713 | 2,816,713 | 2,816,713 |
| Total | 55,253,676 | 55,253,676 | 55,253,676 |

Average Revenue by Customer Class

| | | | |
|-------------|-----------|-----------|-----------|
| Residential | 905.23 | 905.23 | 905.23 |
| Commercial | 1,975.83 | 1,975.83 | 1,975.83 |
| Industrial | 18,625.39 | 18,625.39 | 18,625.39 |
| Farm Tap | 857.88 | 857.88 | 857.88 |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 63 - 807 KAR 5:001 Section 16(8)(j)
Sponsoring Witness: William Packer

Description of Filing Requirement:

A cost of capital summary for both the base period and forecasted period with supporting schedules providing details on each component of the capital structure;

Response:

See attached.

Sheet 1 of 2 provides the cost of capital summary for the base period, with supporting schedules embedded that provide details on each component of the capital structure.

Sheet 2 of 2 provides the cost of capital summary for the forecast period, with supporting schedules embedded that provide details on each component of the capital structure.

Delta Natural Gas Co., Inc.
 Case No. 2021-00185
 Cost of Capital Summary as of 12ME 8/31/21
 With supporting schedules embedded

Tab 63
 Sheet 1 of 2

| | <u>Balance</u> | | <u>Cost Rate</u> | <u>Weighting</u> | <u>Weighted Cost</u> | | | | | |
|--|--|-------------------|----------------------|------------------|---|----------------------|---------------------|--|--|--|
| Equity (cost rate per Witness Moul testimony) | \$ 58,707,569 | | 10.95% | 45.64% | 5.00% | | | | | |
| Long Term Debt | | | | | | | | | | |
| | <table border="1" style="border-collapse: collapse; width: 100%;"> <tr> <th style="width: 25%;">Interest Rate</th> <th style="width: 25%;">Issue Date</th> <th style="width: 25%;">Maturity Date</th> </tr> </table> | Interest Rate | Issue Date | Maturity Date | <table border="1" style="border-collapse: collapse; width: 100%;"> <tr> <th style="width: 50%;">Wtd Average Interest</th> <th style="width: 50%;">Annual Amortization</th> </tr> </table> | Wtd Average Interest | Annual Amortization | | | |
| Interest Rate | Issue Date | Maturity Date | | | | | | | | |
| Wtd Average Interest | Annual Amortization | | | | | | | | | |
| Delta - Tranche 2 | 4.26% | 07/15/17 12/31/31 | \$ 43,000,000 | 1,831,800 | 199,147 | 4.723% | | | | |
| Peoples KY-Tranche 2 | 4.10% | 12/20/12 12/19/23 | 181,200 | 7,429 | 0 | 4.100% | | | | |
| Peoples KY-Tranche 3 | 4.25% | 12/20/12 12/19/25 | 137,600 | 5,848 | 0 | 4.250% | | | | |
| Delta - Tranche 3 | 3.10% | 11/21 N/A | <u>0</u> | <u>0</u> | <u>0</u> | <u>0.000%</u> | | | | |
| | | | \$ 43,318,800 | 1,845,077 | 199,147 | 4.719% | | | | |
| | | | | | | 33.68% | | | | |
| | | | | | | 1.59% | | | | |
| Short Term Debt | | | <u>\$ 26,593,400</u> | | | 1.000% | | | | |
| | | | | | | <u>20.68%</u> | | | | |
| | | | | | | <u>0.21%</u> | | | | |
| Total Capital | | | \$ 128,619,768 | | | 100% | | | | |
| | | | | | | 6.79% | | | | |

Delta Natural Gas Co., Inc.
 Case No. 2021-00185
 Cost of Capital Summary as of 12ME 12/31/22
 With supporting schedules embedded

Tab 63
 Sheet 2 of 2

| | | | | <u>Balance</u> | | <u>Cost Rate</u> | | <u>Weighting</u> | <u>Weighted Cost</u> | |
|----------------------------------|--|------------|---------------|-------------------|----------------------|---------------------|--|------------------|----------------------|--------------|
| Equity | (cost rate per Witness Moul testimony) | | | \$ 71,903,674 | | 10.95% | | 51.76% | 5.67% | |
| <u>Long Term Debt</u> | | | | | | | | | | |
| | Interest Rate | Issue Date | Maturity Date | | Wtd Average Interest | Annual Amortization | | | | |
| Delta - Tranche 2 | 4.26% | 07/15/17 | 12/31/31 | \$ 41,384,615 | 1,762,985 | 193,480 | | 4.728% | | |
| Peoples KY-Tranche 2 | 4.10% | 12/20/12 | 12/19/23 | 181,200 | 7,429 | 0 | | 4.100% | | |
| Peoples KY-Tranche 3 | 4.25% | 12/20/12 | 12/19/25 | 137,600 | 5,848 | 0 | | 4.250% | | |
| Delta - Tranche 3 | 3.10% | 11/21 | N/A | <u>25,314,475</u> | <u>783,989</u> | <u>0</u> | | <u>0.000%</u> | | |
| | | | | \$ 67,017,890 | 2,560,251 | 193,480 | | 4.109% | 48.24% | 1.98% |
| Short Term Debt | | | | \$ - | | | | 1.000% | <u>0.00%</u> | <u>0.00%</u> |
| Total Capital | | | | \$ 138,921,565 | | | | | 100% | 7.65% |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 64 - 807 KAR 5:001 Section 16(8)(k)
Sponsoring Witness: Andrea Schroeder

Description of Filing Requirement:

Comparative financial data and earnings measures for the ten (10) most recent calendar years, the base period, and the forecast period.

Response:

See attached for Delta's comparative financial data and earnings measures for the ten (10) most recent years, base period, and the forecast period. In addition, Delta is also providing the financial data and earnings measures for Peoples Gas KY LLC since 2013, which is when it was formed.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Comparative Financial Data and Earning Measures

| Line No. | Description | Forecasted | Calendar Yr | Base Period** |
|----------|---|------------|-------------|---------------|
| | | Period** | 2021** | 8/31/2021 |
| | | 12/31/2022 | 12/31/2021 | |
| 1 | Gas Plant (\$000) | | | |
| 2 | (\$'s Based on Period-End Amounts) | | | |
| 3 | Total Gas Plant - Gross | \$ 309,545 | \$ 293,473 | \$ 286,633 |
| 4 | Less: Accumulated Depreciation and Amortization | (131,869) | (123,936) | (121,691) |
| 5 | Gas Plant in Service-Net | \$ 177,676 | \$ 169,537 | \$ 164,942 |
| 6 | Capital Structure: (\$000) | | | |
| 7 | (\$'s Based on Period-End Amounts) | | | |
| 8 | Short-Term Debt (Notes Payable to Associated Companies) | \$ 863 | \$ - | \$ 26,593 |
| 9 | Long-Term Debt | 65,633 | 67,133 | 43,319 |
| 10 | Common Equity | 74,508 | 68,341 | 58,708 |
| 11 | Total | \$ 141,004 | \$ 135,474 | \$ 128,620 |
| 12 | Condensed Income Statement Data: (\$000) | | | |
| 13 | Operating Revenues | \$ 58,449 | \$ 50,679 | \$ 45,913 |
| 14 | Operating Expenses (Excluding Income Taxes) | 41,732 | 40,909 | 36,134 |
| 15 | Federal and State Income Taxes | 2,513 | 1,022 | 1,100 |
| 16 | Property and Other Taxes | 3,893 | 3,885 | 3,521 |
| 17 | Net Operating Income | 10,311 | 4,863 | 5,158 |
| 18 | Other Income (Deductions), Net | 1,333 | 844 | \$ 536 |
| 19 | Interest Charges | 2,754 | 2,632 | \$ 2,384 |
| 20 | Net Income Available for Common Equity | \$ 8,890 | \$ 3,075 | \$ 3,310 |
| 21 | Cost of Capital: | | | |
| 22 | Embedded Cost of Debt (Short and Long Term) | 4.14% | 3.92% | 3.41% |
| 23 | Fixed Charge Coverages | | | |
| 24 | Ratio of Earnings to Fixed Charges | 5.14 | 2.56 | 2.85 |
| 25 | Stock and Bond Ratings:* | n/a | n/a | n/a |
| 26 | Common Share Related Data:* | n/a | n/a | n/a |
| 27 | Shares Outstanding - Weighted Average | n/a | n/a | n/a |
| 28 | Earnings per Common Share | n/a | n/a | n/a |
| 29 | Cash Dividends declared per Common Share | n/a | n/a | n/a |
| 30 | Dividend Payout Ratio (Declared Basis) | n/a | n/a | n/a |
| 31 | Market Price - High/Low* | n/a | n/a | n/a |
| 32 | 1st Quarter | n/a | n/a | n/a |
| 33 | 2nd Quarter | n/a | n/a | n/a |
| 34 | 3rd Quarter | n/a | n/a | n/a |
| 35 | 4th Quarter | n/a | n/a | n/a |
| 36 | Book Value per Share (Year-End)* | n/a | n/a | n/a |
| 37 | Rate of Return Measures: | | | |
| 38 | Return on Common Equity (Average) | 11.75% | 4.91% | 5.73% |
| 39 | Return on Total Capital (Average) | 6.09% | 2.61% | 3.10% |
| 40 | Return on Net Plant in Service (Average) | 2.45% | 0.95% | 1.06% |
| 41 | Composite Depreciation Rate | 3.06% | 2.77% | 2.76% |

* As of September 2017, Delta's stock was no longer publicly traded.

**All periods shown include forecasted information.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Comparative Financial Data and Earning Measures

Delta Natural Gas Company, Inc.

| Line No. | Description | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 |
|----------|---|------------|------------|------------|--|---------------|---------------|---------------|---------------|---------------|---------------|
| 1 | Gas Plant (\$000) | | | | | | | | | | |
| 2 | (\$'s Based on Period-End Amounts) | | | | | | | | | | |
| 3 | Gas Distribution | \$ 143,466 | \$ 138,983 | \$ 130,183 | \$ 126,218 | \$ 123,349 | \$ 119,537 | \$ 117,226 | \$ 113,536 | \$ 110,523 | \$ 105,608 |
| 4 | Gas General Plant | 19,759 | 19,996 | 23,181 | 24,267 | 23,888 | 23,644 | 23,033 | 22,782 | 22,596 | 22,579 |
| 5 | Gas Intangible Plant | 4,999 | 4,578 | 53 | 53 | 53 | 53 | 53 | 53 | 53 | 53 |
| 6 | Gas Production Plant | 3,664 | 3,562 | 3,130 | 3,347 | 3,212 | 3,104 | 3,051 | 3,051 | 3,050 | 3,036 |
| 7 | Gas Underground Storage | 30,477 | 30,476 | 30,405 | 30,273 | 25,960 | 25,857 | 25,633 | 22,478 | 20,945 | 20,192 |
| 8 | Gas Transmission | 62,658 | 61,594 | 60,800 | 60,481 | 60,585 | 60,176 | 58,627 | 57,528 | 55,777 | 55,546 |
| 9 | Total Gas Plant - Gross | 265,024 | 259,190 | 247,752 | 244,639 | 237,047 | 232,371 | 227,623 | 219,428 | 212,944 | 207,015 |
| 10 | Less: Accumulated Depreciation and Amortization | 116,730 | 114,231 | 111,218 | 107,443 | 102,904 | 97,770 | 92,196 | 87,512 | 82,791 | 78,118 |
| 11 | Gas Plant in Service-Net | 148,294 | 144,959 | 136,534 | 137,196 | 134,143 | 134,601 | 135,428 | 131,916 | 130,153 | 128,896 |
| 11 | Construction Work In Progress | 4,576 | 2,600 | 1,326 | 565 | 1,901 | 996 | (374) | 1,223 | 1,245 | 885 |
| 12 | Net Utility Plant | \$ 152,870 | \$ 147,559 | \$ 137,860 | \$ 137,761 | \$ 136,044 | \$ 135,597 | \$ 135,053 | \$ 133,139 | \$ 131,397 | \$ 129,781 |
| 13 | Capital Structure: (\$000) | | | | | | | | | | |
| 14 | (\$'s Based on Period-End Amounts) | | | | | | | | | | |
| 15 | Short-Term Debt (Notes Payable to Associated Companies) | \$ 15,783 | \$ 4,337 | \$ 3,348 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 16 | Long-Term Debt | 43,000 | 44,500 | 47,500 | 49,000 | 50,500 | 52,000 | 53,500 | 53,500 | 55,000 | 56,500 |
| 17 | Common Equity | 56,847 | 67,300 | 65,166 | 69,750 | 77,100 | 76,006 | 75,350 | 71,597 | 67,712 | 63,963 |
| 18 | Total | \$ 115,630 | \$ 116,137 | \$ 116,014 | \$ 118,750 | \$ 127,600 | \$ 128,006 | \$ 128,850 | \$ 125,097 | \$ 122,712 | \$ 120,463 |
| 19 | Condensed Income Statement Data: (\$000) | | | | | | | | | | |
| 20 | Operating Revenues | \$ 43,855 | \$ 47,621 | \$ 49,586 | \$ 48,563 | \$ 46,352 | \$ 51,178 | \$ 61,314 | \$ 54,437 | \$ 47,008 | \$ 51,184 |
| 21 | Operating Expenses (Excluding Income Taxes) | 32,478 | 34,073 | 36,670 | 34,012 | 32,230 | 37,603 | 45,828 | 39,636 | 33,858 | 36,785 |
| 22 | Federal and State Income Taxes | 891 | 1,387 | 1,891 | 3,259 | 1,518 | 2,443 | 3,454 | 2,430 | (368) | 802 |
| 23 | Deferred Federal and State Income Taxes | (412) | (377) | 1,528 | 455 | 1,688 | 496 | 176 | 1,079 | 3,224 | 2,387 |
| 24 | Property and Other Taxes | 3,575 | 3,285 | 3,217 | 3,175 | 2,761 | 2,856 | 2,570 | 2,261 | 2,143 | 2,005 |
| 25 | Investment Tax Credit Adj. - Net | - | - | - | - | (5) | (12) | (15) | (19) | (23) | (26) |
| 26 | Net Operating Income | 7,323 | 9,253 | 6,280 | 7,662 | 8,160 | 7,792 | 9,301 | 9,050 | 8,174 | 9,231 |
| 27 | Other Income (Deductions), Net | 67 | 37 | (1,646) | (2,277) | 523 | 155 | 713 | 916 | 1,756 | 539 |
| 29 | Interest Charges | 2,144 | 2,157 | 2,218 | 2,352 | 2,447 | 2,517 | 2,606 | 2,643 | 2,770 | 3,968 |
| 30 | Net Income Available for Common Equity | \$ 5,246 | \$ 7,133 | \$ 2,416 | \$ 3,033 | \$ 6,236 | \$ 5,430 | \$ 7,408 | \$ 7,323 | \$ 7,160 | \$ 5,802 |
| 31 | Cost of Capital: | | | | | | | | | | |
| 32 | Embedded Cost of Debt (Short and Long Term) | 3.65% | 4.42% | 4.36% | 4.80% | 4.85% | 4.84% | 4.87% | 4.94% | 5.04% | 7.02% |
| 33 | Fixed Charge Coverages | | | | | | | | | | |
| 34 | Ratio of Earnings to Fixed Charges | 3.61 | 4.60 | 2.77 | 4.52 | 4.48 | 4.96 | 5.87 | 5.14 | 3.09 | 3.46 |
| 35 | Stock and Bond Ratings:* | n/a | n/a | n/a | All Long-Term Debt Issues were privately placed and therefore, not rated; Delta had no Preferred Stock | | | | | | |
| 36 | Common Share Related Data:* | | | | | | | | | | |
| 37 | Shares Outstanding - Weighted Average | n/a | n/a | n/a | 7,118,170 | 7,066,925 | 7,002,694 | 6,918,725 | 6,843,455 | 6,777,186 | 6,712,804 |
| 38 | Earnings per Common Share | n/a | n/a | n/a | 0.77 | 0.78 | 0.92 | 1.19 | 1.05 | 0.85 | 0.95 |
| 39 | Cash Dividends declared per Common Share | n/a | n/a | n/a | 1.038 | 0.82 | 0.80 | 0.76 | 0.72 | 0.70 | 0.68 |
| 40 | Dividend Payout Ratio (Declared Basis) | n/a | n/a | n/a | 134.74% | 105.13% | 86.96% | 63.87% | 68.57% | 82.35% | 71.58% |
| 41 | Market Price - High/Low* | | | | | | | | | | |
| 42 | 1st Quarter | n/a | n/a | n/a | 27.36 / 23.19 | 20.75 / 19.96 | 22.58 / 19.50 | 25.02 / 18.50 | 24.82 / 18.41 | 16.98 / 14.51 | 15.81 / 13.17 |
| 43 | 2nd Quarter | n/a | n/a | n/a | 31.29 / 22.16 | 21.38 / 20.26 | 21.54 / 19.50 | 22.90 / 19.98 | 22.16 / 17.08 | 17.24 / 14.12 | 16.49 / 14.76 |
| 44 | 3rd Quarter | n/a | n/a | n/a | 30.85 / 25.00 | 23.70 / 20.83 | 21.39 / 19.10 | 22.29 / 18.44 | 22.08 / 18.88 | 19.61 / 16.72 | 17.00 / 15.10 |
| 45 | 4th Quarter | n/a | n/a | n/a | 30.82 / 29.70 | 28.22 / 22.11 | 20.84 / 19.39 | 22.13 / 18.43 | 24.18 / 19.99 | 23.15 / 18.83 | 16.49 / 15.00 |
| 46 | Book Value per Share (Year-End)* | n/a | n/a | n/a | \$ 10.72 | \$ 10.97 | \$ 10.99 | \$ 10.76 | \$ 10.20 | \$ 9.73 | \$ 9.47 |
| 47 | Rate of Return Measures: | | | | | | | | | | |
| 48 | Return on Common Equity (Average) | 8.45% | 10.77% | 3.58% | 4.13% | 7.14% | 8.55% | 11.43% | 10.57% | 8.90% | 10.22% |
| 49 | Return on Total Capital (Average) | 4.96% | 6.36% | 2.09% | 2.46% | 4.30% | 5.05% | 6.54% | 5.81% | 4.76% | 5.34% |
| 50 | Return on Net Plant in Service (Average) | 1.75% | 2.50% | 0.88% | 1.11% | 4.01% | 4.74% | 6.11% | 5.34% | 4.32% | 4.83% |
| 51 | Composite Depreciation Rate | 2.80% | 2.90% | 2.70% | 2.70% | 2.80% | 2.80% | 2.80% | 2.90% | 2.90% | 2.60% |

* As of September 2017, Delta's stock was no longer publicly traded.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Comparative Financial Data and Earning Measures

Peoples Gas of Kentucky

| Line No. | Description | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 * | 2012 * | 2011 * |
|----------|---|--|----------|----------|----------|----------|----------|----------|----------|--------|--------|
| 1 | Gas Plant (\$000) | | | | | | | | | | |
| 2 | (\$'s Based on Period-End Amounts) | | | | | | | | | | |
| 3 | Gas Distribution | \$ 2,872 | \$ 2,508 | \$ 2,421 | \$ 2,251 | \$ 2,026 | \$ 1,798 | \$ 1,616 | \$ 1,355 | | |
| 4 | Total Gas Plant - Gross | 2,872 | 2,508 | 2,421 | 2,251 | 2,026 | 1,798 | 1,616 | 1,355 | | |
| 5 | Less: Accumulated Depreciation and Amortization | 848 | 732 | 696 | 608 | 663 | 725 | 668 | 588 | | |
| 6 | Gas Plant in Service-Net | 2,024 | 1,776 | 1,725 | 1,643 | 1,363 | 1,073 | 948 | 767 | | |
| 7 | | | | | | | | | | | |
| 8 | Construction Work In Progress | 10 | 69 | 38 | 18 | 51 | 107 | 25 | 74 | | |
| 9 | Net Utility Plant | \$ 2,034 | \$ 1,845 | \$ 1,763 | \$ 1,661 | \$ 1,414 | \$ 1,180 | \$ 973 | \$ 841 | | |
| 10 | Capital Structure: (\$000) | | | | | | | | | | |
| 11 | (\$'s Based on Period-End Amounts) | | | | | | | | | | |
| 12 | Short-Term Debt (Notes Payable to Associated Companies) | \$ 758 | \$ 5,186 | \$ 4,380 | \$ 3,185 | \$ 2,046 | \$ 1,173 | \$ 542 | \$ - | | |
| 13 | Long-Term Debt | 319 | 319 | 319 | 319 | 319 | 500 | 500 | 500 | | |
| 14 | Common Equity | 1,140 | (3,834) | (3,040) | (2,089) | (1,350) | (702) | (338) | 66 | | |
| 15 | Total | \$ 2,217 | \$ 1,671 | \$ 1,659 | \$ 1,415 | \$ 1,015 | \$ 971 | \$ 704 | \$ 566 | | |
| 16 | Condensed Income Statement Data: (\$000) | | | | | | | | | | |
| 17 | Operating Revenues | \$ 1,338 | \$ 1,794 | \$ 1,715 | \$ 1,440 | \$ 1,541 | \$ 1,797 | \$ 2,277 | \$ 132 | | |
| 18 | Operating Expenses (Excluding Income Taxes) | 2,199 | 2,679 | 2,718 | 2,498 | 2,446 | 2,459 | 2,696 | 182 | | |
| 19 | Federal and State Income Taxes | (251) | (353) | - | - | - | - | - | - | | |
| 20 | Deferred Federal and State Income Taxes | - | (37) | (311) | (474) | (390) | (297) | (189) | (20) | | |
| 21 | Property and Other Taxes | 99 | 114 | 93 | 74 | 63 | 72 | 44 | 2 | | |
| 22 | Net Operating Income (Loss) | (709) | (609) | (785) | (658) | (578) | (437) | (274) | (32) | | |
| 23 | Other Income (Deductions), Net | 16 | 12 | 18 | 20 | 15 | - | - | - | | |
| 24 | Interest Charges | 114 | 200 | 164 | 99 | 52 | 32 | 24 | - | | |
| 25 | Net Income Available for Common Equity | \$ (823) | \$ (801) | \$ (937) | \$ (741) | \$ (615) | \$ (469) | \$ (298) | \$ (32) | | |
| 26 | Cost of Capital: | | | | | | | | | | |
| 27 | Embedded Cost of Debt (Short and Long Term) | 10.58% | 3.63% | 3.49% | 2.83% | 2.20% | 1.91% | 2.30% | 0.00% | | |
| 28 | | | | | | | | | | | |
| 29 | Fixed Charge Coverages | | | | | | | | | | |
| 30 | Ratio of Earnings to Fixed Charges | -3.33 | -1.16 | -4.48 | -6.19 | -10.83 | -13.66 | -11.42 | 0.00 | | |
| 31 | Stock and Bond Ratings: | Peoples was a privately held company until being acquired by Aqua America (now Essential Utilities) in 2020. | | | | | | | | | |
| 32 | Common Share Related Data: | Peoples was a privately held company until being acquired by Aqua America (now Essential Utilities) in 2020. | | | | | | | | | |
| 33 | Rate of Return Measures: | | | | | | | | | | |
| 34 | Return on Common Equity (Average) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | | |
| 35 | Return on Total Capital (Average) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | | |
| 36 | Return on Net Plant in Service (Average) | -43.32% | -45.76% | -55.64% | -49.30% | -50.49% | -46.41% | -34.75% | -8.34% | | |
| 37 | Composite Depreciation Rate | 3.30% | 3.60% | 3.50% | 3.20% | 3.30% | 3.10% | 6.90% | 0.30% | | |

* Peoples Gas KY was formed in 2013; no records are available prior to formation.

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 65 - 807 KAR 5:001 Section 16(8)(1)
Sponsoring Witness: John B. Brown

Description of Filing Requirement:

A narrative description and explanation of all proposed tariff changes.

Response:

Please refer to testimony of John B. Brown and William Steven Seelye and also refer to the Proposed Tariff Sheets under KAR 5:001 Section 16(1)(b)(3)[Tab No. 4] and the Side By Side Comparisons under KAR 5:001 Section 16(1)(b)(4)[Tab No. 5].

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 66 - 807 KAR 5:001 Section 16(8)(m)
Sponsoring Witness: William Steven Seelye

Description of Filing Requirement:

A revenue summary for both the base and forecasted period with supporting schedules which provide detailed billing analyses for all customer classes;

Response:

See attached. A portion of the attachment is confidential and is being filed pursuant to a petition for confidential protection.

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
BASE PERIOD REVENUES AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021

DATA: BASE PERIOD FORECAST PERIOD
 TYPE OF FILING: ORIGINAL UPDATED REVISED
 WORK PAPER REFERENCE NO(S):

SCHEDULE M 1.1
Witness: W.S. Seelye
Page 1 of 1

| | Total Revenue at Current Rates |
|--------------------------------|---|
| Residential | \$ 23,711,453 |
| Small Non-Residential | \$ 7,403,691 |
| Large Non-Residential | \$ 12,339,654 |
| Interruptible Service | \$ 1,862,888 |
| Special Contracts | \$ 359,332 |
| Farm Tap | \$ 2,112,671 |
| Off-System Transportation | \$ 3,002,679 |
| Subtotal | <u>\$ 50,792,369</u> |
| Other Operating Revenues: | |
| Miscellaneous Service Revenues | \$ 82,420 |
| Total | <u><u>\$ 50,874,789</u></u> |

**DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
AVERAGE BILL AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021**

DATA: BASE PERIOD FORECAST PERIOD
TYPE OF FILING: ORIGINAL UPDATED REVISED
WORK PAPER REFERENCE NO(S):

**SCHEDULE M 1.2
Witness: W.S. Seelye
Page 1 of 1**

| | Customer Months | MCF | Average Usage Per MCF | Average Bill at Current Rates |
|--|--------------------|------------|--------------------------|----------------------------------|
| Residential (Sales) | 366,599 | 1,620,254 | 4.4 \$ | 65.41 |
| Small Non-Residential (Sales) | 50,493 | 575,985 | 11.4 \$ | 146.22 |
| Large Non-Residential (Sales) | 10,682 | 808,157 | 75.7 \$ | 895.23 |
| Interruptible | 414 | 1,344,678 | 3,248.0 \$ | 5,760.84 |
| Transportation Off-System | 108 | 10,625,191 | 98,381.4 \$ | 27,802.58 |
| Farm Tap (Sales) | 39,482 | 235,363 | 6.0 \$ | 53.51 |
| Residential (Transportation) | 351 | 1,315 | 3.7 \$ | 53.06 |
| Small Non-Residential (Transportation) | 1,342 | 21,081 | 15.7 \$ | 101.48 |
| Large Non-Residential (Transportation) | 1,361 | 1,600,715 | 1,176.1 \$ | 3,477.24 |
| Special Contract | 36 | 2,323,716 | 64,547.7 \$ | 9,981.44 |

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
SUMMARY OF Base Revenue
FOR THE 12 MONTHS ENDED AUGUST 31, 2021

DATA: BASE PERIOD FORECAST PERIOD
 TYPE OF FILING: ORIGINAL UPDATED REVISED
 WORK PAPER REFERENCE NO(S):

SCHEDULE M 1.3
 Witness: W.S. Seelye
 Page 1 of 8

| | Base Rate Revenue | GCR Revenue | Total Current Revenue |
|--------------------------------|----------------------|----------------------|-----------------------------|
| Residential | \$ 14,713,860 | \$ 8,997,593 | \$ 23,711,453 |
| Small Non-Residential | \$ 4,205,132 | \$ 3,198,559 | \$ 7,403,691 |
| Large Non-Residential | \$ 7,851,795 | \$ 4,487,859 | \$ 12,339,654 |
| Interruptible Service | \$ 1,678,779 | \$ 184,109 | \$ 1,862,888 |
| Special Contracts | \$ 359,332 | \$ - | \$ 359,332 |
| Farm Tap | \$ 911,881 | \$ 1,200,791 | \$ 2,112,671 |
| Off-System Transportation | \$ 3,002,679 | \$ - | \$ 3,002,679 |
| Subtotal | \$ 32,723,457 | \$ 18,068,912 | \$ 50,792,369 |
| Other Operating Revenues: | | | |
| Miscellaneous Service Revenues | \$ 82,420 | \$ - | \$ 82,420 |
| Total | \$ 32,805,877 | \$ 18,068,912 | \$ 50,874,789 |

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF BASE PERIOD REVENUES AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021

DATA: BASE PERIOD FORECAST PERIOD
 TYPE OF FILING: ORIGINAL UPDATED REVISED
 WORK PAPER REFERENCE NO(S):

SCHEDULE M 1.3
Witness: W.S. Seelye
Page 2 of 8

| Residential | Current Rates | | Calculated Billings |
|---|------------------------|---------------------|----------------------|
| | Billing Units | Rate | |
| Facilities Charge | | | |
| | <i>Customer Months</i> | <i>Per Customer</i> | |
| Customer Charge | 366,950 | \$ 20.70 | \$ 7,595,865 |
| Pipeline Replacement charge | 366,950 | \$ 5.10 | \$ 1,871,445 |
| Tax Cut and Job Act Surcredit | 366,950 | \$ (3.83) | \$ (1,405,419) |
| | | \$ 21.97 | \$ 8,061,892 |
| Gas Charge | | | |
| | <i>mcf</i> | <i>Per mcf</i> | |
| Sales | 1,620,254 | \$ 4.3185 | \$ 6,997,066 |
| Transportation | 2,535 | \$ 4.3185 | \$ 10,945 |
| WNA | | | \$ (211,074) |
| | 1,622,788 | | \$ 6,796,938 |
| Total Base Rate | | | <u>\$ 14,858,829</u> |
| Correction Factor | | | 99.024% |
| Base Rate Revenue After Application of Correction Factor | | | \$ 14,713,860 |
| Gas Cost Recovery (GCR) | 1,620,254 | \$ 5.5532 | \$ 8,997,593 |
| Total Revenue | | | \$ 23,711,453 |

**DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF BASE PERIOD REVENUES AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021**

**SCHEDULE M 1.3
Witness: W.S. Seelye
Page 3 of 8**

DATA: x BASE PERIOD FORECAST PERIOD
TYPE OF FILING: X ORIGINAL UPDATED REVISED
WORK PAPER REFERENCE NO(S):

| Small Non-Residential | Current Rates | | Calculated Billings |
|-----------------------|---------------|------|---------------------|
| | Billing Units | Rate | |

Facilities Charge

| | <i>Customer</i> | | |
|-------------------------------|-----------------|---------------------|---------------------|
| | <i>Months</i> | <i>Per Customer</i> | |
| Customer Charge | 51,835 | \$ 31.20 | \$ 1,617,252 |
| Pipeline Replacement | 51,835 | \$ 9.77 | \$ 506,428 |
| Tax Cut and Job Act Surcredit | 51,835 | \$ (7.29) | \$ (377,877) |
| Total | | | \$ 1,745,803 |

Gas Charge

| | <i>mcf</i> | <i>Per mcf</i> | |
|----------------|------------|----------------|---------------------|
| Sales | 575,985 | \$ 4.3185 | \$ 2,487,391 |
| Transportation | 21,081 | \$ 4.3185 | \$ 91,038 |
| WNA | | | \$ (83,795) |
| | | | \$ 2,494,634 |

Total Base Rate Revenue \$ 4,240,437

Correction Factor 99.167%

Base Rate Revenue After Application of Correction Factor \$ 4,205,132

Gas Cost Recovery (GCR) 575,985 \$ 5.5532 \$ 3,198,559

Total Revenue \$ 7,403,691

Confidential Information Redacted

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF BASE PERIOD REVENUES AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021

DATA: BASE PERIOD FORECAST PERIOD
 TYPE OF FILING: ORIGINAL UPDATED REVISED
 WORK PAPER REFERENCE NO(S):

SCHEDULE M 1.3
 Witness: W.S. Seelye
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| | Current Rates | | |
|-----------------------|------------------|------|------------------------|
| Large Non-Residential | Billing Units | Rate | Calculated Billings |

Facilities Charge

| | <i>Customer Months</i> | <i>Per Customer</i> | | | |
|--|----------------------------|-------------------------|-----------|--|------------------|
| Customer Charge | 12,031 | \$ 131.00 | \$ | | 1,576,061 |
| [REDACTED] | 12 | \$ 786.00 | \$ | | 9,432 |
| Pipeline Replacement | 12,043 | \$ 71.52 | \$ | | 861,315 |
| Tax Cut and Job Act Surcredit | 12,043 | \$ (54.58) | \$ | | (657,307) |
| Total | | | \$ | | 1,789,501 |

Gas Charge

| | <i>mcf</i> | <i>Per mcf</i> | | | |
|--------------------|------------|----------------|----|--|-----------|
| 1 - 200 MCF | 678,635 | \$ 4.3185 | \$ | | 2,930,686 |
| 201 - 1,000 MCF | 409,076 | \$ 2.6696 | \$ | | 1,092,069 |
| 1,001 - 5,000 MCF | 550,987 | \$ 1.8735 | \$ | | 1,032,273 |
| 5,001 - 10,000 MCF | 292,164 | \$ 1.4735 | \$ | | 430,504 |
| Over 10,000 MCF | 478,011 | \$ 1.2735 | \$ | | 608,747 |
| WNA | | | \$ | | - |
| | 2,408,873 | | \$ | | 6,094,279 |

Total Base Rate Revenue \$ 7,883,781

Correction Factor 99.594%

Base Rate Revenue After Application of Correction Factor \$ 7,851,795

Gas Cost Recovery (GCR) 808,157 \$ 5.5532 \$ 4,487,859

Total Revenue \$ 12,339,654

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF BASE PERIOD REVENUES AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021

DATA: BASE PERIOD FORECAST PERIOD
 TYPE OF FILING: ORIGINAL UPDATED REVISED
 WORK PAPER REFERENCE NO(S):

SCHEDULE M 1.3
 Witness: W.S. Seelye
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| Interruptible Service | Current Rates | | Calculated Billings |
|-----------------------|---------------|------|---------------------|
| | Billing Units | Rate | |

Facilities Charge

| | <i>Customer Months</i> | <i>Per Customer</i> | | |
|-------------------------------|------------------------|---------------------|----|----------------|
| Customer Charge | 402 | \$ 250.00 | \$ | 100,500 |
| Customer Charge | 12 | \$ 500.00 | \$ | 6,000 |
| Pipeline Replacement | 414 | \$ 549.64 | \$ | 227,551 |
| Tax Cut and Job Act Surcredit | 414 | \$ (370.49) | \$ | (153,383) |
| Energy Assistance Program | 414 | \$ - | \$ | - |
| Total | | | \$ | 180,668 |

Gas Charge

| | <i>mcf</i> | <i>Per mcf</i> | | |
|------------------------------|------------|----------------|----|-----------|
| Block 1 (1 - 1,000 Mcf) | 280,282 | \$ 1.6000 | \$ | 448,451 |
| Block 2 (1,001 - 5,000 Mcf) | 614,003 | \$ 1.2000 | \$ | 736,804 |
| Block 3 (5,001 - 10,000 Mcf) | 233,874 | \$ 0.8000 | \$ | 187,099 |
| Block 4 (Over 10,000 Mcf) | 216,519 | \$ 0.6000 | \$ | 129,911 |
| WNA | | | \$ | - |
| | 1,344,678 | | \$ | 1,502,265 |

| | | | |
|---|--------|-----------|------------------|
| Total Base Rate Revenue | | \$ | 1,682,934 |
| Correction Factor | | | 99.753% |
| Base Rate Revenue After Application of Correction Factor | | \$ | 1,678,779 |
| Gas Cost Recovery (GCR) | 33,154 | \$ 5.5532 | \$ 184,109 |
| Total Revenue | | \$ | 1,862,888 |

**DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF BASE PERIOD REVENUES AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021**

**SCHEDULE M 1.3
Witness: W.S. Seelye
Page 6 of 8**

DATA: x BASE PERIOD FORECAST PERIOD
TYPE OF FILING: X ORIGINAL UPDATED REVISED
WORK PAPER REFERENCE NO(S):

| Special Contracts | Current Rates | | Calculated Billings |
|---|------------------------|---------------------|---------------------|
| | Billing Units | Rate | |
| Facilities Charge | | | |
| | <i>Customer Months</i> | <i>Per Customer</i> | |
| Customer Charge | 36 | \$ - | \$ - |
| Gas Charge | | | |
| | <i>mcf</i> | <i>Per mcf</i> | |
| SC 1 | 1,120,595 | \$ 0.1100 | \$ 123,265 |
| SC 2/SC 3 Block 1 | 277,542 | \$ 0.4800 | \$ 133,220 |
| SC 2/SC 3 Block 2 | 180,000 | \$ 0.2400 | \$ 43,200 |
| SC 2/SC 3 Block 3 | 745,579 | \$ 0.0800 | \$ 59,646 |
| WNA | | | \$ - |
| | 2,323,716 | | \$ 359,332 |
| Total Base Rate Revenue | | | \$ 359,332 |
| Correction Factor | | | 100.000% |
| Base Rate Revenue After Application of Correction Factor | | | \$ 359,332 |

**DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF BASE PERIOD REVENUES AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021**

DATA: BASE PERIOD FORECAST PERIOD
TYPE OF FILING: ORIGINAL UPDATED REVISED
WORK PAPER REFERENCE NO(S):

**SCHEDULE M 1.3
Witness: W.S. Seelye
Page 7 of 8**

| Farm Tap | Current Rates | | Calculated Billings |
|----------|---------------|------|---------------------|
| | Billing Units | Rate | |

Facilities Charge

| | <i>Customer Months</i> | <i>Per Customer</i> | | |
|-------------------------------|----------------------------|-------------------------|----|----------|
| Customer Charge | 35,222 | \$ 7.50 | \$ | 264,165 |
| Delta's Customer Charge | 4,260 | \$ 20.70 | \$ | 88,182 |
| Delta PRP | 4,260 | \$ 5.10 | \$ | 21,726 |
| Tax Cut and Job Act Surcredit | 4,260 | \$ (3.83) | \$ | (16,316) |
| | | | \$ | 357,757 |

Gas Charge

| | <i>mcf</i> | <i>Per mcf</i> | | |
|----------------|------------|----------------|----|---------|
| People's Sales | 216,234 | \$ 2.1322 | \$ | 461,054 |
| Delta's Sales | 19,129 | \$ 4.3185 | \$ | 82,607 |
| WNA | | | \$ | 12,542 |
| | 235,363 | | \$ | 556,204 |

| | | | | |
|---|---------|-----------|----|-----------|
| Total Base Rate Revenue | | | \$ | 913,961 |
| Correction Factor | | | | 99.772% |
| Base Rate Revenue After Application of Correction Factor | | | \$ | 911,881 |
| Gas Cost Recovery (GCR) | 216,234 | \$ 5.5532 | \$ | 1,200,791 |
| Total Revenue | | | \$ | 2,112,671 |

**DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF BASE PERIOD REVENUES AT CURRENT RATES
FOR THE 12 MONTHS ENDED AUGUST 31, 2021**

**SCHEDULE M 1.3
Witness: W.S. Seelye
Page 8 of 8**

DATA: BASE PERIOD FORECAST PERIOD
TYPE OF FILING: ORIGINAL UPDATED REVISED
WORK PAPER REFERENCE NO(S):

| Off-System Transportation | Current Rates | | Calculated Billings |
|---|------------------------|---------------------|---------------------|
| | Billing Units | Rate | |
| Facilities Charge | | | |
| | <i>Customer Months</i> | <i>Per Customer</i> | |
| Customer Charge | 108 | \$ - | \$ - |
| Gas Charge | | | |
| | <i>mcf</i> | <i>Per mcf</i> | |
| Transportation | 10,625,191 | \$ 0.2826 | \$ 3,002,679 |
| WNA | | | \$ - |
| | | | \$ 3,002,679 |
| Total Base Rate Revenue | | | <u>\$ 3,002,679</u> |
| Correction Factor | | | 100.000% |
| Base Rate Revenue After Application of Correction Factor | | | \$ 3,002,679 |

**DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
FORECAST PERIOD REVENUES AT CURRENT AND PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022**

DATA: BASE PERIOD FORECAST PERIOD
TYPE OF FILING: ORIGINAL UPDATED REVISED
WORK PAPER REFERENCE NO(S):

**SCHEDULE M 2.1
Witness: W.S. Seelye
Page 1 of 1**

| | Total Revenue at Current Rates | Total Revenue at Proposed Rates | Change in Total Revenue | Percent Change |
|--------------------------------|-----------------------------------|------------------------------------|----------------------------|-------------------|
| Residential | \$ 22,750,635 | \$ 27,552,661 | \$ 4,802,026 | 21.1% |
| Small Non-Residential | \$ 6,972,076 | \$ 8,326,327 | \$ 1,354,251 | 19.4% |
| Large Non-Residential | \$ 11,586,771 | \$ 13,971,321 | \$ 2,384,550 | 20.6% |
| Interruptible Service | \$ 2,114,045 | \$ 2,114,021 | \$ (24) | 0.0% |
| Special Contracts | \$ 354,922 | \$ 472,633 | \$ 117,711 | 33.2% |
| Farm Tap | \$ 2,753,709 | \$ 2,816,713 | \$ 63,004 | 2.3% |
| Off-System Transportation | \$ 2,699,723 | \$ 3,113,375 | \$ 413,652 | 15.3% |
| Subtotal | \$ 49,231,881 | \$ 58,367,050 | \$ 9,135,170 | 18.6% |
| Other Operating Revenues: | | | | |
| Miscellaneous Service Revenues | \$ 82,420 | \$ 82,420 | \$ - | 0.0% |
| Total | \$ 49,314,301 | \$ 58,449,470 | \$ 9,135,170 | 18.5% |

**DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
AVERAGE BILL COMPARISON AT CURRENT AND PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022**

DATA: ___ BASE PERIOD __X__ FORECAST PERIOD
TYPE OF FILING: __X__ ORIGINAL ___ UPDATED ___ REVISED
WORK PAPER REFERENCE NO(S):

SCHEDULE M 2.2
Witness: W.S. Seelye
Page 1 of 1

| | Customer Months | Forecasted MCF | Average Usage Per MCF | Average Bill at Current Rates | Average Bill at Proposed Rates | Change in Average Bill | Percent Change |
|--|--------------------|-------------------|--------------------------|----------------------------------|-----------------------------------|---------------------------|-------------------|
| Residential (Sales) | 365,245 | 1,385,177 | 3.8 | \$ 59.48 | \$ 71.82 | \$ 12.34 | 20.7% |
| Small Non-Residential (Sales) | 50,569 | 489,342 | 9.7 | \$ 129.44 | \$ 153.49 | \$ 24.05 | 18.6% |
| Large Non-Residential (Sales) | 10,668 | 736,645 | 69.1 | \$ 830.07 | \$ 972.19 | \$ 142.11 | 17.1% |
| Interruptible | 429 | 1,630,649 | 3,801.0 | \$ 5,390.35 | \$ 5,583.40 | \$ 193.05 | 3.6% |
| Transportation Off-System | 108 | 9,553,161 | 88,455.2 | \$ 24,997.44 | \$ 28,827.55 | \$ 3,830.11 | 15.3% |
| Farm Tap (Sales) | 39,400 | 212,047 | 5.4 | \$ 70.18 | \$ 71.75 | \$ 1.57 | 2.2% |
| Residential (Transportation) | 335 | 1,315 | 3.9 | \$ 38.81 | \$ 51.29 | \$ 12.48 | 32.1% |
| Small Non-Residential (Transportation) | 1,336 | 19,019 | 14.2 | \$ 95.00 | \$ 125.24 | \$ 30.24 | 31.8% |
| Large Non-Residential (Transportation) | 1,367 | 1,512,104 | 1,106.1 | \$ 3,346.10 | \$ 4,411.49 | \$ 1,065.39 | 31.8% |
| Special Contract | 36 | 2,282,421 | 63,400.6 | \$ 9,858.95 | \$ 13,128.68 | \$ 3,269.74 | 33.2% |

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
SUMMARY OF PROPOSED REVENUE INCREASE
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD FORECAST PERIOD
 TYPE OF FILING: ORIGINAL UPDATED REVISED
 WORK PAPER REFERENCE NO(S):

SCHEDULE M 2.3
Witness: W.S. Seelye
Page 1 of 8

| | Base Rate Revenue | GCR Revenue | Total Current Revenue | Increase | Percent Change |
|--------------------------------|----------------------|----------------------|-----------------------------|---------------------|-------------------|
| Residential | \$ 15,058,468 | \$ 7,692,167 | \$ 22,750,635 | \$ 4,802,026 | 21.1% |
| Small Non-Residential | \$ 4,254,660 | \$ 2,717,416 | \$ 6,972,076 | \$ 1,354,251 | 19.4% |
| Large Non-Residential | \$ 7,496,034 | \$ 4,090,737 | \$ 11,586,771 | \$ 2,384,550 | 20.6% |
| Interruptible Service | \$ 1,970,008 | \$ 144,037 | \$ 2,114,045 | \$ (24) | 0.0% |
| Special Contracts | \$ 354,922 | \$ - | \$ 354,922 | \$ 117,711 | 33.2% |
| Farm Tap | \$ 1,576,167 | \$ 1,177,542 | \$ 2,753,709 | \$ 63,004 | 2.3% |
| Off-System Transportation | \$ 2,699,723 | \$ - | \$ 2,699,723 | \$ 413,652 | 15.3% |
| Subtotal | \$ 33,409,983 | \$ 15,821,898 | \$ 49,231,881 | \$ 9,135,170 | 18.6% |
| Other Operating Revenues: | | | | | |
| Miscellaneous Service Revenues | \$ 82,420 | \$ - | \$ 82,420 | \$ - | 0.0% |
| Total | \$ 33,492,403 | \$ 15,821,898 | \$ 49,314,301 | \$ 9,135,170 | 18.5% |

DELTA NATURAL GAS COMPANY
 CASE NO. 2021-00185
 DETAILED CALCULATION OF FORECAST PERIOD REVENUES AT CURRENT AND PROPOSED RATES
 FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: ___ BASE PERIOD ___X___ FORECAST PERIOD
 TYPE OF FILING: ___X___ ORIGINAL ___ ___ UPDATED ___ ___ REVISED
 WORK PAPER REFERENCE NO(S):

SCHEDULE M 2.3
 Witness: W.S. Seelye
 Page 2 of 8

| Residential | Current Rates After Removing Farm Tap Customers | | |
|-------------|---|------|---------------------|
| | Billing Units | Rate | Calculated Billings |

Facilities Charge

| | <i>Customer Months</i> | <i>Per Customer</i> | | |
|-------------------------------|------------------------|---------------------|----|-------------|
| Customer Charge | 365,580 | \$ 20.70 | \$ | 7,567,506 |
| Pipeline Replacement | 365,580 | \$ 5.10 | \$ | 1,864,458 |
| Tax Cut and Job Act Surcredit | 365,580 | \$ (3.83) | \$ | (1,400,171) |
| Total | | \$ 21.97 | \$ | 8,031,793 |

Gas Charge

| | <i>mcf</i> | <i>Per mcf</i> | | |
|----------------|------------|----------------|----|-----------|
| Sales | 1,401,423 | \$ 4.3185 | \$ | 6,052,047 |
| Transportation | 1,315 | \$ 4.3185 | \$ | 5,680 |
| WNA | | | \$ | 918,410 |
| Total | 1,402,739 | | \$ | 6,976,136 |

| | | | |
|---|-----------|-----------|--------------|
| Total Base Rate Revenue | | \$ | 15,007,929 |
| Correction Factor | | | 100.006% |
| Base Rate Revenue After Application of Correction Factor | | \$ | 15,008,775 |
| Temperature Normalization Adjustment | (16,246) | \$ 4.3185 | \$ (70,158) |
| Total Base Rate Revenue | | \$ | 14,938,616 |
| CEP Lost Revenue | | \$ | 119,852 |
| Gas Cost Recovery (GCR) | 1,385,177 | \$ 5.5532 | \$ 7,692,167 |
| Total Revenue | | \$ | 22,750,635 |

| Residential | Proposed Rate | | |
|-------------|---------------|------|---------------------|
| | Billing Units | Rate | Calculated Billings |

Facilities Charge

| | <i>Customer Months</i> | <i>Per Customer</i> | | |
|-------------------------------|------------------------|---------------------|----|------------|
| Customer Charge | 365,580 | \$ 29.03 | \$ | 10,612,787 |
| Pipeline Replacement | 365,580 | \$ - | \$ | - |
| Tax Cut and Job Act Surcredit | 365,580 | \$ - | \$ | - |
| Total | | \$ 29.03 | \$ | 10,612,787 |

Gas Charge

| | <i>mcf</i> | <i>Per ccf</i> | | |
|----------------|------------|----------------|----|-----------|
| Sales | 1,401,423 | \$ 5.7072 | \$ | 7,998,203 |
| Transportation | 1,315 | \$ 5.7072 | \$ | 7,506 |
| WNA | | | \$ | 1,213,747 |
| Total | | | \$ | 9,219,457 |

| | | | |
|---|-----------|-----------|--------------|
| Total Base Rate Revenue | | \$ | 19,832,244 |
| Correction Factor | | | 100.006% |
| Base Rate Revenue After Application of Correction Factor | | \$ | 19,833,362 |
| Temperature Normalization Adjustment | (16,246) | \$ 5.7072 | \$ (92,719) |
| Total Base Rate Revenue | | \$ | 19,740,643 |
| CEP Lost Revenue | | \$ | 119,852 |
| Gas Cost Recovery (GCR) | 1,385,177 | \$ 5.5532 | \$ 7,692,167 |
| Total Revenue | | \$ | 27,552,661 |
| Increase | | \$ | 4,802,026 |
| Percent Increase | | | 21.1% |

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF FORECAST PERIOD REVENUES AT CURRENT AND PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

SCHEDULE M 2.3
Witness: W.S. Seelye
Page 3 of 8

DATA: ___ BASE PERIOD ___X___ FORECAST PERIOD
TYPE OF FILING: ___X___ ORIGINAL ___ ___ UPDATED ___ ___ REVISED
WORK PAPER REFERENCE NO(S):

| Small Non-Residential | Current Rates | | | Calculated Billings |
|---|------------------------|---------------------|-----------|---------------------|
| | Billing Units | Rate | | |
| Facilities Charge | | | | |
| | <i>Customer Months</i> | <i>Per Customer</i> | | |
| Customer Charge | 51,905 | \$ 31.20 | \$ | 1,619,436 |
| Pipeline Replacement | 51,905 | \$ 9.77 | \$ | 507,112 |
| Tax Cut and Job Act Surcredit | 51,905 | \$ (7.29) | \$ | (378,387) |
| Total | | \$ 33.68 | \$ | 1,748,160 |
| Gas Charge | | | | |
| | <i>mcf</i> | <i>Per mcf</i> | | |
| Sales | 493,224 | \$ 4.3185 | \$ | 2,129,988 |
| Transportation | 19,019 | \$ 4.3185 | \$ | 82,135 |
| WNA | | | \$ | 309,493 |
| | 512,243 | | \$ | 2,521,616 |
| Total Base Rate Revenue | | | \$ | 4,269,776 |
| Correction Factor | | | | 100.039% |
| Base Rate Revenue After Application of Correction Factor | | | \$ | 4,271,423 |
| Temperature Normalization Adjustment | (3,882) | \$ 4.3185 | \$ | (16,763) |
| Total Base Rate Revenue | | | \$ | 4,254,660 |
| Gas Cost Recovery (GCR) | 489,342 | \$ 5.5532 | \$ | 2,717,416 |
| Total Revenue | | | \$ | 6,972,076 |

| Small Non-Residential | Proposed Rate | | | Calculated Billings |
|---|------------------------|---------------------|-----------|---------------------|
| | Billing Units | Rate | | |
| Facilities Charge | | | | |
| | <i>Customer Months</i> | <i>Per Customer</i> | | |
| Customer Charge | 51,905 | \$ 44.40 | \$ | 2,304,582 |
| Pipeline Replacement | 51,905 | \$ - | \$ | - |
| Tax Cut and Job Act Surcredit | 51,905 | \$ - | \$ | - |
| Total | | \$ 44.40 | \$ | 2,304,582 |
| Gas Charge | | | | |
| | <i>mcf</i> | <i>Per ccf</i> | | |
| Sales | 493,224 | \$ 5.6931 | \$ | 2,807,974 |
| Transportation | 19,019 | \$ 5.6931 | \$ | 108,279 |
| WNA | | | \$ | 408,005 |
| | 512,243 | | \$ | 3,324,257 |
| Total Base Rate Revenue | | | \$ | 5,628,839 |
| Correction Factor | | | | 100.039% |
| Base Rate Revenue After Application of Correction Factor | | | \$ | 5,631,009 |
| Temperature Normalization Adjustment | (3,882) | \$ 5.6931 | \$ | (22,098) |
| Total Base Rate Revenue | | | \$ | 5,608,911 |
| Gas Cost Recovery (GCR) | 489,342 | \$ 5.5532 | \$ | 2,717,416 |
| Total Revenue | | | \$ | 8,326,327 |
| Increase | | | \$ | 1,354,251 |
| Percent Increase | | | | 19.4% |

Confidential Information Redacted

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF FORECAST PERIOD REVENUES AT CURRENT AND PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: ___ BASE PERIOD ___X___ FORECAST PERIOD
TYPE OF FILING: ___X___ ORIGINAL ___ ___ UPDATED ___ ___ REVISED
WORK PAPER REFERENCE NO(S):

SCHEDULE M 2.3
Witness: W.S. Seelye
Page 4 of 8

| Large Non-Residential | Current Rates | | |
|-----------------------|------------------|------|------------------------|
| | Billing Units | Rate | Calculated Billings |

Facilities Charge

| | <i>Customer Months</i> | <i>Per Customer</i> | | |
|-------------------------------|------------------------|---------------------|-----------|------------------|
| Customer Charge | 12,023 | \$ 131.00 | \$ | 1,575,013 |
| █ | 12 | \$ 786.00 | \$ | 9,432 |
| Pipeline Replacement | 12,023 | \$ 71.52 | \$ | 859,885 |
| Tax Cut and Job Act Surcredit | 12,035 | \$ (54.58) | \$ | (656,870) |
| Total | | \$ 147.94 | \$ | 1,787,460 |

Gas Charge

| | <i>mcf</i> | <i>Per mcf</i> | | |
|--------------------|------------------|----------------|-----------|------------------|
| 1 - 200 MCF | 644,755 | \$ 4.3185 | \$ | 2,784,376 |
| 201 - 1,000 MCF | 365,326 | \$ 2.6696 | \$ | 975,275 |
| 1,001 - 5,000 MCF | 539,345 | \$ 1.8735 | \$ | 1,010,462 |
| 5,001 - 10,000 MCF | 283,857 | \$ 1.4735 | \$ | 418,264 |
| Over 10,000 MCF | 415,465 | \$ 1.2735 | \$ | 529,095 |
| WNA | | | \$ | - |
| | 2,248,749 | | \$ | 5,717,471 |

Total Base Rate Revenue \$ 7,504,931

Correction Factor 111.927%

Base Rate Revenue After Application of Correction Factor \$ 8,400,062

Gas Cost Recovery (GCR) 736,645 \$ 5.5532 \$ 4,090,737

Total Revenue \$ 12,490,799

| Large Non-Residential | Proposed Rate | | |
|-----------------------|------------------|------|------------------------|
| | Billing Units | Rate | Calculated Billings |

Facilities Charge

| | <i>Customer Months</i> | <i>Per Customer</i> | | |
|-------------------------------|------------------------|---------------------|-----------|------------------|
| Customer Charge | 12,023 | \$ 195.04 | \$ | 2,344,966 |
| █ | 12 | \$ 786.00 | \$ | 9,432 |
| Pipeline Replacement | 12,023 | \$ - | \$ | - |
| Tax Cut and Job Act Surcredit | 12,035 | \$ - | \$ | - |
| Total | | \$ 981.04 | \$ | 2,354,398 |

Gas Charge

| | <i>mcf</i> | <i>Per mcf</i> | | |
|--------------------|------------------|----------------|-----------|------------------|
| 1 - 200 MCF | 644,755 | \$ 5.6935 | \$ | 3,670,914 |
| 201 - 1,000 MCF | 365,326 | \$ 3.5196 | \$ | 1,285,802 |
| 1,001 - 5,000 MCF | 539,345 | \$ 2.4700 | \$ | 1,332,181 |
| 5,001 - 10,000 MCF | 283,857 | \$ 1.9427 | \$ | 551,450 |
| Over 10,000 MCF | 415,465 | \$ 1.6790 | \$ | 697,566 |
| WNA | | | \$ | - |
| | 2,248,749 | | \$ | 7,537,913 |

Total Base Rate Revenue \$ 9,892,311

Correction Factor 111.927%

Base Rate Revenue After Application of Correction Factor \$ 11,072,190

Gas Cost Recovery (GCR) 736,645 \$ 5.5532 \$ 4,090,737

Total Revenue \$ 15,162,928

Increase \$ 2,672,129

Percent Increase 21.4%

Confidential Information Redacted

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
DETAILED CALCULATION OF FORECAST PERIOD REVENUES AT CURRENT AND PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: ___BASE PERIOD __X__ FORECAST PERIOD
TYPE OF FILING: __X__ ORIGINAL ___ UPDATED ___ REVISED
WORK PAPER REFERENCE NO(S):

SCHEDULE M 2.3
Witness: W.S. Seelye
Page 5 of 8

| | Current Rate With [REDACTED] Addition | | | |
|-----------------------|---|------|---------------------|--|
| Interruptible Service | Billing Units | Rate | Calculated Billings | |

| | Proposed Rate | | | |
|-----------------------|---------------|------|---------------------|--|
| Interruptible Service | Billing Units | Rate | Calculated Billings | |

Facilities Charge

| | <u>Customer Months</u> | <u>Per Customer</u> | | | |
|-------------------------------|------------------------|---------------------|-----------|--|-------------------|
| Customer Charge | 417 | \$ 250.00 | \$ | | 104,250 |
| Customer Charge | 12 | \$ 500.00 | \$ | | 6,000 |
| Pipeline Replacement | 429 | \$ 549.64 | \$ | | 235,796 |
| Tax Cut and Job Act Surcredit | 282 | \$ (370.49) | \$ | | (104,478) |
| Total | | \$ 429.15 | \$ | | \$ 241,567 |

Facilities Charge

| | <u>Customer Months</u> | <u>Per Customer</u> | | | |
|-------------------------------|------------------------|---------------------|----|--|----------------------|
| Customer Charge | 417 | \$ 267.85 | \$ | | 111,693.45 |
| Customer Charge | 12 | \$ 535.71 | \$ | | 6,428.52 |
| Pipeline Replacement | 429 | - | \$ | | - |
| Tax Cut and Job Act Surcredit | 282 | - | \$ | | - |
| Total | | | | | \$ 118,121.97 |

Gas Charge

| | <u>mcf</u> | <u>Per mcf</u> | | | |
|------------------------------|------------------|----------------|-----------|--|---------------------|
| Block 1 (1 - 1,000 Mcf) | 295,267 | \$ 1.6000 | \$ | | 472,428 |
| Block 2 (1,001 - 5,000 Mcf) | 663,962 | \$ 1.2000 | \$ | | 796,754 |
| Block 3 (5,001 - 10,000 Mcf) | 282,098 | \$ 0.8000 | \$ | | 225,678 |
| Block 4 (Over 10,000 Mcf) | 389,322 | \$ 0.6000 | \$ | | 233,593 |
| WNA | | | \$ | | - |
| Total | 1,630,649 | | \$ | | \$ 1,728,453 |

Gas Charge

| | <u>mcf</u> | <u>Per ccf</u> | | | |
|------------------------------|------------------|----------------|-----------|--|---------------------|
| Block 1 (1 - 1,000 Mcf) | 295,267 | \$ 1.7143 | \$ | | 506,177 |
| Block 2 (1,001 - 5,000 Mcf) | 663,962 | \$ 1.2857 | \$ | | 853,656 |
| Block 3 (5,001 - 10,000 Mcf) | 282,098 | \$ 0.8571 | \$ | | 241,786 |
| Block 4 (Over 10,000 Mcf) | 389,322 | \$ 0.6428 | \$ | | 250,256 |
| WNA | | | \$ | | - |
| Total | 1,630,649 | | \$ | | \$ 1,851,875 |

| | | | | | |
|---|--------|-----------|----|--|--------------|
| Total Base Rate Revenue | | | | | \$ 1,970,021 |
| Correction Factor | | | | | 99.9999% |
| Base Rate Revenue After Application of Correction Factor | | | | | \$ 1,970,008 |
| Gas Cost Recovery (GCR) | 25,938 | \$ 5.5532 | \$ | | 144,037 |
| Total Revenue | | | \$ | | 2,114,045 |

| | | | | | |
|---|--|--|----|--|--------------|
| Total Base Rate Revenue | | | | | \$ 1,969,997 |
| Correction Factor | | | | | 99.9999% |
| Base Rate Revenue After Application of Correction Factor | | | | | \$ 1,969,984 |
| Gas Cost Recovery (GCR) | | | | | \$ 144,037 |
| Total Revenue | | | \$ | | 2,114,021 |
| Increase | | | \$ | | (24) |
| Percent Increase | | | | | 0.0% |

DELTA NATURAL GAS COMPANY
 CASE NO. 2021-00185
 DETAILED CALCULATION OF FORECAST PERIOD REVENUES AT CURRENT AND PROPOSED RATES
 FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

SCHEDULE M 2.3
 Witness: W.S. Seelye
 Page 6 of 8

DATA: ___ BASE PERIOD __X_ FORECAST PERIOD
 TYPE OF FILING: __X_ ORIGINAL ___ UPDATED ___ REVISED
 WORK PAPER REFERENCE NO(S):

| Special Contracts | Current Rates | | | Calculated Billings |
|---|------------------------|---------------------|----|---------------------|
| | Billing Units | Rate | | |
| Facilities Charge | | | | |
| Customer Charge | <u>Customer Months</u> | <u>Per Customer</u> | | |
| | 36 | \$ - | \$ | - |
| Gas Charge | | | | |
| | <u>mcf</u> | <u>Per mcf</u> | | |
| SC 1 | 1,111,843 | \$ 0.1100 | \$ | 122,303 |
| SC 2/SC 3 Block 1 | 275,433 | \$ 0.4800 | \$ | 132,208 |
| SC 2/SC 3 Block 2 | 180,000 | \$ 0.2400 | \$ | 43,200 |
| SC 2/SC 3 Block 3 | 715,146 | \$ 0.0800 | \$ | 57,212 |
| WNA | | | \$ | - |
| | | | \$ | 354,922 |
| Total Base Rate Revenue | | | \$ | 354,922 |
| Correction Factor | | | | 100.000% |
| Base Rate Revenue After Application of Correction Factor | | | \$ | 354,922 |

| Special Contracts | Proposed Rate | | | Calculated Billings |
|---|------------------------|---------------------|----|---------------------|
| | Billing Units | Rate | | |
| Facilities Charge | | | | |
| Customer Charge | <u>Customer Months</u> | <u>Per Customer</u> | | |
| | 36 | \$ - | \$ | - |
| Gas Charge | | | | |
| | <u>mcf</u> | <u>Per ccf</u> | | |
| SC 1 | 1,111,843 | \$ 0.1465 | \$ | 162,885 |
| SC 2/SC 3 Block 1 | 275,433 | \$ 0.6392 | \$ | 176,057 |
| SC 2/SC 3 Block 2 | 180,000 | \$ 0.3196 | \$ | 57,528 |
| SC 2/SC 3 Block 3 | 715,146 | \$ 0.1065 | \$ | 76,163 |
| WNA | | | \$ | - |
| | | | \$ | 472,633 |
| Total Base Rate Revenue | | | \$ | 472,633 |
| Correction Factor | | | | 100.000% |
| Base Rate Revenue After Application of Correction Factor | | | \$ | 472,633 |
| Increase | | | \$ | 117,711 |
| Percent Increase | | | | 33.2% |

DELTA NATURAL GAS COMPANY

CASE NO. 2021-00185

DETAILED CALCULATION OF FORECAST PERIOD REVENUES AT CURRENT AND PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: ___ BASE PERIOD __X__ FORECAST PERIOD

TYPE OF FILING: __X__ ORIGINAL ___ UPDATED ___ REVISED

WORK PAPER REFERENCE NO(S):

SCHEDULE M 2.3

Witness: W.S. Seelye

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| Farm Tap | Current Rates After Adding Delta Farm Tap Customers | | | Calculated Billings |
|---|---|---------------------|----|---------------------|
| | Billing Units | Rate | | |
| Facilities Charge | | | | |
| | <i>Customer Months</i> | <i>Per Customer</i> | | |
| Customer Charge | 39,400 | \$ 20.70 | \$ | 815,580 |
| Tax Cut and Job Act Surcredit | 39,400 | \$ (3.83) | \$ | (150,902) |
| Total | | | \$ | 664,678 |
| Gas Charge | | | | |
| | <i>mcf</i> | <i>Per mcf</i> | | |
| Sales | 212,047 | \$ 4.3185 | \$ | 915,727 |
| Transportation | - | \$ 4.3185 | \$ | - |
| WNA | | | \$ | - |
| | | | \$ | 915,727 |
| Total Base Rate Revenue | | | \$ | 1,580,405 |
| Correction Factor | | | | 99.732% |
| Base Rate Revenue After Application of Correction Factor | | | \$ | 1,576,167 |
| Gas Cost Recovery (GCR) | 212,047 | \$ 5.5532 | \$ | 1,177,542 |
| Total Revenue | | | \$ | 2,753,709 |

| Farm Tap | Proposed Rate | | | Calculated Billings |
|---|------------------------|---------------------|----|---------------------|
| | Billing Units | Rate | | |
| Facilities Charge | | | | |
| | <i>Customer Months</i> | <i>Per Customer</i> | | |
| Facilities Fee | 39,400 | \$ 29.03 | \$ | 1,143,782 |
| Infrastructure Replacement Ri | 39,400 | \$ - | \$ | - |
| Total | | \$ 29.03 | \$ | 1,143,782 |
| Gas Charge | | | | |
| | <i>mcf</i> | <i>Per ccf</i> | | |
| Sales | 212,047 | \$ 2.3570 | \$ | 499,796 |
| Transportation | - | \$ 2.3570 | \$ | - |
| WNA | | \$ - | \$ | - |
| | | | \$ | 499,796 |
| Total Base Rate Revenue | | | \$ | 1,643,578 |
| Correction Factor | | | | 99.732% |
| Base Rate Revenue After Application of Correction Factor | | | \$ | 1,639,171 |
| Gas Cost Recovery (GCR) | 212,047 | \$ 5.5532 | \$ | 1,177,542 |
| Total Revenue | | | \$ | 2,816,713 |
| Increase | | | \$ | 63,004 |
| Percent Increase | | | | 2.3% |

DELTA NATURAL GAS COMPANY
 CASE NO. 2021-00185
 DETAILED CALCULATION OF FORECAST PERIOD REVENUES AT CURRENT AND PROPOSED RATES
 FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: ___ BASE PERIOD ___X___ FORECAST PERIOD
 TYPE OF FILING: ___X___ ORIGINAL ___ ___ UPDATED ___ ___ REVISED
 WORK PAPER REFERENCE NO(S):

SCHEDULE M 2.3
 Witness: W.S. Seelye
 Page 8 of 8

| Off-System Transportation | Current Rates | | | Calculated Billings |
|---------------------------------|-------------------------------|-----------------------------|---------------------|---------------------|
| | Billing Units | Rate | | |
| Facilities Charge | | | | |
| Customer Charge | <u>Customer Months</u> 108 | <u>Per Customer</u> \$ - | \$ - | - |
| Gas Charge | <u>mcf</u> | <u>Per mcf</u> | | |
| Transportation | 9,553,161 | \$ 0.2826 | \$ 2,699,723 | |
| WNA | | | \$ - | |
| | 9,553,161 | | \$ 2,699,723 | |
| Total Base Rate | | | <u>\$ 2,699,723</u> | |
| Base Rate Book Revenue | | | \$ 2,699,723 | |
| Difference | | | \$ - | |
| Correction Factor | | | 100.000% | |
| Gas Cost Recovery (GCR) | | | \$ - | |
| Total Calculated Revenue | | | \$ 2,699,723 | |

| Off-System Transportation | Proposed Rate | | | Calculated Billings |
|---|-------------------------------|-----------------------------|---------------------|---------------------|
| | Billing Units | Rate | | |
| Facilities Charge | | | | |
| Customer Charge | <u>Customer Months</u> 108 | <u>Per Customer</u> \$ - | \$ - | - |
| Gas Charge | <u>mcf</u> | <u>Per mcf</u> | | |
| Transportation | 9,553,161 | \$ 0.3259 | \$ 3,113,375 | |
| WNA | | | \$ - | |
| | | | \$ 3,113,375 | |
| Total Base Rate Revenue | | | <u>\$ 3,113,375</u> | |
| Correction Factor | | | 100.000% | |
| Base Rate Revenue After Application of Correction Factor | | | \$ 3,113,375 | |
| Gas Cost Recovery (GCR) | | | \$ - | |
| Total Revenue | | | \$ 3,113,375 | |
| Increase | | | \$ 413,652 | |
| Percent Increase | | | 15.3% | |

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 67 - 807 KAR 5:001 Section 16(8)(n)
Sponsoring Witness: William Steven Seelye

Description of Filing Requirement:

A typical bill comparison under present and proposed rates for all customer classes.

Response:

See attached.

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD X FORECASTED PERIOD
TYPE OF FILING: X ORIGINAL UPDATED REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
Page 1 of 9

Residential Sales

| Mcf | A | | B | | C | | D | | E | | F | | G | | H |
|-------|------------------------------|-------------------------------|-----------------------------|----------------------------|---------------------------|-------------------------------------|--------------------------------------|----------------------------------|---|--|---|--|---|--|---|
| | Base Rate Current Bill | Base Rate Proposed Bill | Increase (\$) [B - A] | Increase (%) [C / A] | Billing Factors GCR | Total Current Bill [A + E] | Total Proposed Bill [B + E] | Increase (%) [(G - F) / F] | | | | | | | |
| 2.0 | \$ 30.61 | \$ 40.44 | \$ 9.84 | 32.1% | \$ 11.11 | \$ 41.71 | \$ 51.55 | 23.6% | | | | | | | |
| 3.8 | \$ 38.38 | \$ 50.72 | \$ 12.34 | 32.1% | \$ 21.10 | \$ 59.48 | \$ 71.82 | 20.7% | | | | | | | |
| 6.0 | \$ 47.88 | \$ 63.27 | \$ 15.39 | 32.1% | \$ 33.32 | \$ 81.20 | \$ 96.59 | 19.0% | | | | | | | |
| 10.0 | \$ 65.16 | \$ 86.10 | \$ 20.95 | 32.1% | \$ 55.53 | \$ 120.69 | \$ 141.63 | 17.4% | | | | | | | |
| 20.0 | \$ 108.34 | \$ 143.17 | \$ 34.83 | 32.2% | \$ 111.06 | \$ 219.40 | \$ 254.24 | 15.9% | | | | | | | |
| 40.0 | \$ 194.71 | \$ 257.32 | \$ 62.61 | 32.2% | \$ 222.13 | \$ 416.84 | \$ 479.45 | 15.0% | | | | | | | |
| 60.0 | \$ 281.08 | \$ 371.46 | \$ 90.38 | 32.2% | \$ 333.19 | \$ 614.27 | \$ 704.65 | 14.7% | | | | | | | |
| 80.0 | \$ 367.45 | \$ 485.61 | \$ 118.16 | 32.2% | \$ 444.26 | \$ 811.71 | \$ 929.86 | 14.6% | | | | | | | |
| 100.0 | \$ 453.82 | \$ 599.75 | \$ 145.93 | 32.2% | \$ 555.32 | \$ 1,009.14 | \$ 1,155.07 | 14.5% | | | | | | | |

Assumptions:
Forecast Period Average Usage = 3.8 Mcf per month

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD FORECASTED PERIOD
TYPE OF FILING: ORIGINAL UPDATED REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
Page 2 of 9

Residential Transportation

| Mcf | A | | B | | C | | D | | E | | F | | G | | H | |
|-------|------------------------------|-------------------------------|-----------------------------|----------------------------|---------------------------|-------------------------------------|--------------------------------------|----------------------------------|---|--|---|--|---|--|---|--|
| | Base Rate Current Bill | Base Rate Proposed Bill | Increase (\$) [B - A] | Increase (%) [C / A] | Billing Factors GCR | Total Current Bill [A + E] | Total Proposed Bill [B + E] | Increase (%) [(G - F) / F] | | | | | | | | |
| 2.0 | \$ 30.61 | \$ 40.44 | \$ 9.84 | 32.1% | \$ - | \$ 30.61 | \$ 40.44 | 32.1% | | | | | | | | |
| 3.9 | \$ 38.81 | \$ 51.29 | \$ 12.48 | 32.1% | \$ - | \$ 38.81 | \$ 51.29 | 32.1% | | | | | | | | |
| 6.0 | \$ 47.88 | \$ 63.27 | \$ 15.39 | 32.1% | \$ - | \$ 47.88 | \$ 63.27 | 32.1% | | | | | | | | |
| 10.0 | \$ 65.16 | \$ 86.10 | \$ 20.95 | 32.1% | \$ - | \$ 65.16 | \$ 86.10 | 32.1% | | | | | | | | |
| 20.0 | \$ 108.34 | \$ 143.17 | \$ 34.83 | 32.2% | \$ - | \$ 108.34 | \$ 143.17 | 32.2% | | | | | | | | |
| 40.0 | \$ 194.71 | \$ 257.32 | \$ 62.61 | 32.2% | \$ - | \$ 194.71 | \$ 257.32 | 32.2% | | | | | | | | |
| 60.0 | \$ 281.08 | \$ 371.46 | \$ 90.38 | 32.2% | \$ - | \$ 281.08 | \$ 371.46 | 32.2% | | | | | | | | |
| 80.0 | \$ 367.45 | \$ 485.61 | \$ 118.16 | 32.2% | \$ - | \$ 367.45 | \$ 485.61 | 32.2% | | | | | | | | |
| 100.0 | \$ 453.82 | \$ 599.75 | \$ 145.93 | 32.2% | \$ - | \$ 453.82 | \$ 599.75 | 32.2% | | | | | | | | |

Assumptions:
Forecast Period Average Usage = 3.9 Mcf per month

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD X FORECASTED PERIOD
TYPE OF FILING: X ORIGINAL UPDATED REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
Page 3 of 9

Farm Tap

| Mcf | A | | B | | C | | D | | E | | F | | G | | H | |
|-------|------------------------------|-------------------------------|-----------------------------|----------------------------|---------------------------|-------------------------------------|--------------------------------------|----------------------------------|---|--|---|--|---|--|---|--|
| | Base Rate Current Bill | Base Rate Proposed Bill | Increase (\$) [B - A] | Increase (%) [C / A] | Billing Factors GCR | Total Current Bill [A + E] | Total Proposed Bill [B + E] | Increase (%) [(G - F) / F] | | | | | | | | |
| 2.0 | \$ 25.51 | \$ 33.74 | \$ 8.24 | 32.3% | \$ 11.11 | \$ 36.61 | \$ 44.85 | 22.5% | | | | | | | | |
| 5.4 | \$ 40.19 | \$ 41.76 | \$ 1.57 | 3.9% | \$ 29.99 | \$ 70.18 | \$ 71.75 | 2.2% | | | | | | | | |
| 7.0 | \$ 47.10 | \$ 45.53 | \$ (1.57) | -3.3% | \$ 38.87 | \$ 85.97 | \$ 84.40 | -1.8% | | | | | | | | |
| 10.0 | \$ 60.06 | \$ 52.60 | \$ (7.46) | -12.4% | \$ 55.53 | \$ 115.59 | \$ 108.13 | -6.4% | | | | | | | | |
| 20.0 | \$ 103.24 | \$ 76.17 | \$ (27.07) | -26.2% | \$ 111.06 | \$ 214.30 | \$ 187.23 | -12.6% | | | | | | | | |
| 40.0 | \$ 189.61 | \$ 123.31 | \$ (66.30) | -35.0% | \$ 222.13 | \$ 411.74 | \$ 345.44 | -16.1% | | | | | | | | |
| 60.0 | \$ 275.98 | \$ 170.45 | \$ (105.53) | -38.2% | \$ 333.19 | \$ 609.17 | \$ 503.64 | -17.3% | | | | | | | | |
| 80.0 | \$ 362.35 | \$ 217.59 | \$ (144.76) | -40.0% | \$ 444.26 | \$ 806.61 | \$ 661.85 | -17.9% | | | | | | | | |
| 100.0 | \$ 448.72 | \$ 264.73 | \$ (183.99) | -41.0% | \$ 555.32 | \$ 1,004.04 | \$ 820.05 | -18.3% | | | | | | | | |

Assumptions:
Forecast Period Average Usage = 5.4 Mcf per month

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD FORECASTED PERIOD
TYPE OF FILING: ORIGINAL UPDATED REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
Page 4 of 9

Small Non-Residential Sales

| Mcf | A | | B | | C | | D | | E | | F | | G | | H | |
|-------|------------------------------|-------------------------------|-----------------------------|----------------------------|---------------------------|-------------------------------------|--------------------------------------|----------------------------------|---|--|---|--|---|--|---|--|
| | Base Rate Current Bill | Base Rate Proposed Bill | Increase (\$) [B - A] | Increase (%) [C / A] | Billing Factors GCR | Total Current Bill [A + E] | Total Proposed Bill [B + E] | Increase (%) [(G - F) / F] | | | | | | | | |
| 5.0 | \$ 55.27 | \$ 72.87 | \$ 17.59 | 31.8% | \$ 27.77 | \$ 83.04 | \$ 100.63 | 21.2% | | | | | | | | |
| 9.7 | \$ 75.57 | \$ 99.62 | \$ 24.05 | 31.8% | \$ 53.87 | \$ 129.44 | \$ 153.49 | 18.6% | | | | | | | | |
| 20.0 | \$ 120.05 | \$ 158.26 | \$ 38.21 | 31.8% | \$ 111.06 | \$ 231.11 | \$ 269.33 | 16.5% | | | | | | | | |
| 50.0 | \$ 249.61 | \$ 329.06 | \$ 79.45 | 31.8% | \$ 277.66 | \$ 527.27 | \$ 606.72 | 15.1% | | | | | | | | |
| 100.0 | \$ 465.53 | \$ 613.71 | \$ 148.18 | 31.8% | \$ 555.32 | \$ 1,020.85 | \$ 1,169.03 | 14.5% | | | | | | | | |
| 200.0 | \$ 897.38 | \$ 1,183.02 | \$ 285.64 | 31.8% | \$ 1,110.64 | \$ 2,008.02 | \$ 2,293.66 | 14.2% | | | | | | | | |
| 300.0 | \$ 1,329.23 | \$ 1,752.33 | \$ 423.10 | 31.8% | \$ 1,665.96 | \$ 2,995.19 | \$ 3,418.29 | 14.1% | | | | | | | | |
| 400.0 | \$ 1,761.08 | \$ 2,321.64 | \$ 560.56 | 31.8% | \$ 2,221.28 | \$ 3,982.36 | \$ 4,542.92 | 14.1% | | | | | | | | |
| 500.0 | \$ 2,192.93 | \$ 2,890.95 | \$ 698.02 | 31.8% | \$ 2,776.60 | \$ 4,969.53 | \$ 5,667.55 | 14.0% | | | | | | | | |

Assumptions:
Forecast Period Average Usage = 9.7 Mcf per month

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD X FORECASTED PERIOD
TYPE OF FILING: X ORIGINAL UPDATED REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
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Small Non-Residential Transportation

| Mcf | A | | B | | C | | D | | E | | F | | G | | H | |
|-------|------------------------------|-------------------------------|-----------------------------|----------------------------|---------------------------|-------------------------------------|--------------------------------------|----------------------------------|---|--|---|--|---|--|---|--|
| | Base Rate Current Bill | Base Rate Proposed Bill | Increase (\$) [B - A] | Increase (%) [C / A] | Billing Factors GCR | Total Current Bill [A + E] | Total Proposed Bill [B + E] | Increase (%) [(G - F) / F] | | | | | | | | |
| 5.0 | \$ 55.27 | \$ 72.87 | \$ 17.59 | 31.8% | \$ - | \$ 55.27 | \$ 72.87 | 31.8% | | | | | | | | |
| 14.2 | \$ 95.00 | \$ 125.24 | \$ 30.24 | 31.8% | \$ - | \$ 95.00 | \$ 125.24 | 31.8% | | | | | | | | |
| 20.0 | \$ 120.05 | \$ 158.26 | \$ 38.21 | 31.8% | \$ - | \$ 120.05 | \$ 158.26 | 31.8% | | | | | | | | |
| 50.0 | \$ 249.61 | \$ 329.06 | \$ 79.45 | 31.8% | \$ - | \$ 249.61 | \$ 329.06 | 31.8% | | | | | | | | |
| 100.0 | \$ 465.53 | \$ 613.71 | \$ 148.18 | 31.8% | \$ - | \$ 465.53 | \$ 613.71 | 31.8% | | | | | | | | |
| 200.0 | \$ 897.38 | \$ 1,183.02 | \$ 285.64 | 31.8% | \$ - | \$ 897.38 | \$ 1,183.02 | 31.8% | | | | | | | | |
| 300.0 | \$ 1,329.23 | \$ 1,752.33 | \$ 423.10 | 31.8% | \$ - | \$ 1,329.23 | \$ 1,752.33 | 31.8% | | | | | | | | |
| 400.0 | \$ 1,761.08 | \$ 2,321.64 | \$ 560.56 | 31.8% | \$ - | \$ 1,761.08 | \$ 2,321.64 | 31.8% | | | | | | | | |
| 500.0 | \$ 2,192.93 | \$ 2,890.95 | \$ 698.02 | 31.8% | \$ - | \$ 2,192.93 | \$ 2,890.95 | 31.8% | | | | | | | | |

Assumptions:
Forecast Period Average Usage = 14.2 Mcf per month

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD X FORECASTED PERIOD
TYPE OF FILING: X ORIGINAL UPDATED REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
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Large Non-Residential Sales

| Mcf | A | | B | | C | | D | | E | | F | | G | | H | |
|----------|------------------------------|-------------------------------|-----------------------------|----------------------------|---------------------------|---|--|----------------------------------|---|--|---|--|---|--|---|--|
| | Base Rate Current Bill | Base Rate Proposed Bill | Increase (\$) [B - A] | Increase (%) [C / A] | Billing Factors GCR | Total Current Bill (\$) [A + E] | Total Proposed Bill (\$) [B + E] | Increase (%) [(G - F) / F] | | | | | | | | |
| 25.0 | \$ 255.90 | \$ 337.38 | \$ 81.48 | 31.8% | \$ 138.83 | \$ 394.73 | \$ 476.21 | 20.6% | | | | | | | | |
| 69.1 | \$ 446.35 | \$ 588.46 | \$ 142.11 | 31.8% | \$ 383.73 | \$ 830.07 | \$ 972.19 | 17.1% | | | | | | | | |
| 200.0 | \$ 1,011.64 | \$ 1,333.74 | \$ 322.10 | 31.8% | \$ 1,110.64 | \$ 2,122.28 | \$ 2,444.38 | 15.2% | | | | | | | | |
| 500.0 | \$ 1,812.52 | \$ 2,389.62 | \$ 577.10 | 31.8% | \$ 2,776.60 | \$ 4,589.12 | \$ 5,166.22 | 12.6% | | | | | | | | |
| 1,000.0 | \$ 3,147.32 | \$ 4,149.42 | \$ 1,002.10 | 31.8% | \$ 5,553.20 | \$ 8,700.52 | \$ 9,702.62 | 11.5% | | | | | | | | |
| 2,500.0 | \$ 5,957.57 | \$ 7,854.42 | \$ 1,896.85 | 31.8% | \$ 13,883.00 | \$ 19,840.57 | \$ 21,737.42 | 9.6% | | | | | | | | |
| 5,000.0 | \$ 10,641.32 | \$ 14,029.42 | \$ 3,388.10 | 31.8% | \$ 27,766.00 | \$ 38,407.32 | \$ 41,795.42 | 8.8% | | | | | | | | |
| 7,500.0 | \$ 14,325.07 | \$ 18,886.17 | \$ 4,561.10 | 31.8% | \$ 41,649.00 | \$ 55,974.07 | \$ 60,535.17 | 8.1% | | | | | | | | |
| 10,000.0 | \$ 18,008.82 | \$ 23,742.92 | \$ 5,734.10 | 31.8% | \$ 55,532.00 | \$ 73,540.82 | \$ 79,274.92 | 7.8% | | | | | | | | |
| 15,000.0 | \$ 24,376.32 | \$ 32,137.92 | \$ 7,761.60 | 31.8% | \$ 83,298.00 | \$ 107,674.32 | \$ 115,435.92 | 7.2% | | | | | | | | |

Assumptions:

Forecast Period Average Usage = 69.1 Mcf per month

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD X FORECASTED PERIOD
TYPE OF FILING: X ORIGINAL UPDATED REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
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Large Non-Residential Transportation

| Mcf | A | | B | | C | | D | | E | | F | | G | | H | |
|----------|------------------------------|-------------------------------|-----------------------------|----------------------------|---------------------------|---|--|----------------------------------|---|--|---|--|---|--|---|--|
| | Base Rate Current Bill | Base Rate Proposed Bill | Increase (\$) [B - A] | Increase (%) [C / A] | Billing Factors GCR | Total Current Bill (\$) [A + E] | Total Proposed Bill (\$) [B + E] | Increase (%) [(G - F) / F] | | | | | | | | |
| 100.0 | \$ 579.79 | \$ 764.39 | \$ 184.60 | 31.8% | \$ - | \$ 579.79 | \$ 764.39 | 31.8% | | | | | | | | |
| 200.0 | \$ 1,011.64 | \$ 1,333.74 | \$ 322.10 | 31.8% | \$ - | \$ 1,011.64 | \$ 1,333.74 | 31.8% | | | | | | | | |
| 500.0 | \$ 1,812.52 | \$ 2,389.62 | \$ 577.10 | 31.8% | \$ - | \$ 1,812.52 | \$ 2,389.62 | 31.8% | | | | | | | | |
| 1,000.0 | \$ 3,147.32 | \$ 4,149.42 | \$ 1,002.10 | 31.8% | \$ - | \$ 3,147.32 | \$ 4,149.42 | 31.8% | | | | | | | | |
| 1,106.1 | \$ 3,346.10 | \$ 4,411.49 | \$ 1,065.39 | 31.8% | \$ - | \$ 3,346.10 | \$ 4,411.49 | 31.8% | | | | | | | | |
| 2,500.0 | \$ 5,957.57 | \$ 7,854.42 | \$ 1,896.85 | 31.8% | \$ - | \$ 5,957.57 | \$ 7,854.42 | 31.8% | | | | | | | | |
| 5,000.0 | \$ 10,641.32 | \$ 14,029.42 | \$ 3,388.10 | 31.8% | \$ - | \$ 10,641.32 | \$ 14,029.42 | 31.8% | | | | | | | | |
| 7,500.0 | \$ 14,325.07 | \$ 18,886.17 | \$ 4,561.10 | 31.8% | \$ - | \$ 14,325.07 | \$ 18,886.17 | 31.8% | | | | | | | | |
| 10,000.0 | \$ 18,008.82 | \$ 23,742.92 | \$ 5,734.10 | 31.8% | \$ - | \$ 18,008.82 | \$ 23,742.92 | 31.8% | | | | | | | | |
| 15,000.0 | \$ 24,376.32 | \$ 32,137.92 | \$ 7,761.60 | 31.8% | \$ - | \$ 24,376.32 | \$ 32,137.92 | 31.8% | | | | | | | | |

Assumptions:

Forecast Period Average Usage = 1,106.1 Mcf per month

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: _____ BASE PERIOD FORECASTED PERIOD
TYPE OF FILING: ORIGINAL _____ UPDATED _____ REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
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Interruptible Service

| Mcf | A Base Rate Current Bill | B Base Rate Proposed Bill | C Increase (\$) [B - A] | D Increase (%) [C / A] | E Billing Factors GCR | F Total Current Bill (\$) [A + E] | G Total Proposed Bill (\$) [B + E] | H Increase (%) [(G - F) / F] |
|----------|-----------------------------------|------------------------------------|----------------------------------|---------------------------------|--------------------------------|--|---|---------------------------------------|
| 500.0 | \$ 1,229.15 | \$ 1,125.00 | \$ (104.15) | -8.5% | \$ - | \$ 1,229.15 | \$ 1,125.00 | -8.5% |
| 1,000.0 | \$ 2,029.15 | \$ 1,982.15 | \$ (47.00) | -2.3% | \$ - | \$ 2,029.15 | \$ 1,982.15 | -2.3% |
| 2,500.0 | \$ 3,829.15 | \$ 3,910.70 | \$ 81.55 | 2.1% | \$ - | \$ 3,829.15 | \$ 3,910.70 | 2.1% |
| 3,801.0 | \$ 5,390.35 | \$ 5,583.40 | \$ 193.05 | 3.6% | \$ - | \$ 5,390.35 | \$ 5,583.40 | 3.6% |
| 5,000.0 | \$ 6,829.15 | \$ 7,124.95 | \$ 295.80 | 4.3% | \$ - | \$ 6,829.15 | \$ 7,124.95 | 4.3% |
| 7,500.0 | \$ 8,829.15 | \$ 9,267.70 | \$ 438.55 | 5.0% | \$ - | \$ 8,829.15 | \$ 9,267.70 | 5.0% |
| 10,000.0 | \$ 10,829.15 | \$ 11,410.45 | \$ 581.30 | 5.4% | \$ - | \$ 10,829.15 | \$ 11,410.45 | 5.4% |
| 15,000.0 | \$ 13,829.15 | \$ 14,624.45 | \$ 795.30 | 5.8% | \$ - | \$ 13,829.15 | \$ 14,624.45 | 5.8% |
| 20,000.0 | \$ 16,829.15 | \$ 17,838.45 | \$ 1,009.30 | 6.0% | \$ - | \$ 16,829.15 | \$ 17,838.45 | 6.0% |

Assumptions:

Forecast Period Average Usage = 3,801.0 Mcf per month

DELTA NATURAL GAS COMPANY
CASE NO. 2021-00185
TYPICAL GAS BILL COMPARISON UNDER CURRENT & PROPOSED RATES
FOR THE 12 MONTHS ENDED DECEMBER 31, 2022

DATA: BASE PERIOD X FORECASTED PERIOD
TYPE OF FILING: X ORIGINAL UPDATED REVISED
WORKPAPER REFERENCE NO(S):

SCHEDULE N
Witness: W.S. Seelye
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Off System Transportation

| | A | B | C | D | E | F | G | H |
|-----------|--------------|--------------|--------------|----------|---------|--------------|--------------|---------------|
| | Base Rate | Base Rate | | | Billing | Total | Total | |
| | Current | Proposed | Increase | Increase | Factors | Current | Proposed | Increase |
| Mcf | Bill | Bill | (\$) | (%) | GCR | Bill | Bill | (%) |
| | | | [B - A] | [C / A] | | [A + E] | [B + E] | [(G - F) / F] |
| 10,000.0 | \$ 2,826.00 | \$ 3,259.00 | \$ 433.00 | 15.3% | \$ - | \$ 2,826.00 | \$ 3,259.00 | 15.3% |
| 25,000.0 | \$ 7,065.00 | \$ 8,147.50 | \$ 1,082.50 | 15.3% | \$ - | \$ 7,065.00 | \$ 8,147.50 | 15.3% |
| 50,000.0 | \$ 14,130.00 | \$ 16,295.00 | \$ 2,165.00 | 15.3% | \$ - | \$ 14,130.00 | \$ 16,295.00 | 15.3% |
| 88,455.2 | \$ 24,997.44 | \$ 28,827.55 | \$ 3,830.11 | 15.3% | \$ - | \$ 24,997.44 | \$ 28,827.55 | 15.3% |
| 100,000.0 | \$ 28,260.00 | \$ 32,590.00 | \$ 4,330.00 | 15.3% | \$ - | \$ 28,260.00 | \$ 32,590.00 | 15.3% |
| 150,000.0 | \$ 42,390.00 | \$ 48,885.00 | \$ 6,495.00 | 15.3% | \$ - | \$ 42,390.00 | \$ 48,885.00 | 15.3% |
| 200,000.0 | \$ 56,520.00 | \$ 65,180.00 | \$ 8,660.00 | 15.3% | \$ - | \$ 56,520.00 | \$ 65,180.00 | 15.3% |
| 250,000.0 | \$ 70,650.00 | \$ 81,475.00 | \$ 10,825.00 | 15.3% | \$ - | \$ 70,650.00 | \$ 81,475.00 | 15.3% |
| 300,000.0 | \$ 84,780.00 | \$ 97,770.00 | \$ 12,990.00 | 15.3% | \$ - | \$ 84,780.00 | \$ 97,770.00 | 15.3% |

Assumptions:
Forecast Period Average Usage = 88,455.2 Mcf per month

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Filing Requirement
Tab 68 - 807 KAR 5:001 Section 17
Sponsoring Witness: John B. Brown

Description of Filing Requirement:

Section 17. Notice of General Rate Adjustment. Upon filing an application for a general rate adjustment, a utility shall provide notice as established in this section.

(1) Public posting.

(a) A utility shall post at its place of business a copy of the notice no later than the date the application is submitted to the Commission.

(b) A utility that maintains a Web site shall, within five (5) business days of the date the application is submitted to the Commission, post on its Web sites:

1. A copy of the public notice; and

2. A hyperlink to the location on the Commission's Web site where the case documents are available.

(c) The information required in paragraphs (a) and (b) of this subsection shall not be removed until the Commission issues a final decision on the application.

(2) Customer Notice.

(a) If a utility has twenty (20) or fewer customers, the utility shall mail a written notice to each customer no later than the date on which the application is submitted to the Commission.

(b) If a utility has more than twenty (20) customers, it shall provide notice by:

1. Including notice with customer bills mailed no later than the date the application is submitted to the Commission;

2. Mailing a written notice to each customer no later than the date the application is submitted to the Commission.

3. Publishing notice once a week for three (3) consecutive weeks in a prominent manner in a newspaper of general circulation in the utility's service area, the first publication to be made no later than the date the application is submitted to the Commission; or

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

4. *Publishing notice in a trade publication or newsletter delivered to all customers no later than the date the application is submitted to the Commission.*

(c) *A utility that provides service in more than one (1) county may use a combination of the notice methods listed in paragraph (b) of this subsection.*

(3) *Proof of Notice. A utility shall file with the Commission no later than forty-five (45) days from the date the application was initially submitted to the Commission:*

(a) *If notice is mailed to its customers, an affidavit from an authorized representative of the utility verifying the contents of the notice, that notice was mailed to all customers, and the date of the mailing;*

(b) *If notice is published in a newspaper of general circulation in the utility's service area, an affidavit from the publisher verifying the contents of the notice, that the notice was published, and the dates of the notice's publication; or*

(c) *If notice is published in a trade publication or newsletter delivered to all customers, an affidavit from an authorized representative of the utility verifying the contents of the notice, the mailing of the publication or newsletter, that notice was included in the publication or newsletter, and the date of mailing.*

(4) *Notice Content. Each notice issued in accordance with this section shall contain:*

(a) *The proposed effective date and the date the proposed rates are expected to be filed with the Commission;*

(b) *The present rates and proposed rates for each customer classification to which the proposed rates will apply;*

(c) *The amount of the change requested in both dollar amounts and percentage change for each customer classification to which the proposed rates will apply;*

(d) *The amount of the average usage and the effect upon the average bill for each customer classification to which the proposed rates will apply, except for local exchange companies, which shall include the effect upon the average bill for each customer classification for the proposed rate change in basic local service;*

(e) *A statement that a person may examine this application at the offices of (utility name) located at (utility address);*

(f) *A statement that a person may examine this application at the Commission's offices located at 211 Sower Boulevard, Frankfort, Kentucky, Monday*

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

through Friday, 8:00 a.m. to 4:30 p.m., or through the Commission's Web site at <http://psc.ky.gov>;

(g) A statement that comments regarding the application may be submitted to the Public Service Commission through its Web site or by mail to Public Service Commission, Post Office Box 615, Frankfort, Kentucky 40602;

(h) A statement that the rates contained in this notice are the rates proposed by (utility name) but that the Public Service Commission may order rates to be charged that differ from the proposed rates contained in this notice;

(i) A statement that a person may submit a timely written request for intervention to the Public Service Commission, Post Office Box 615, Frankfort, Kentucky 40602, establishing the grounds for the request including the status and interest of the party; and

(j) A statement that if the Commission does not receive a written request for intervention within thirty (30) days of initial publication or mailing of the notice, the Commission may take final action on the application.

(5) Abbreviated form of notice. Upon written request, the Commission may grant a utility permission to use an abbreviated form of published notice of the proposed rates, provided the notice includes a coupon that may be used to obtain all of the required information.

Response:

Section 17(1)

A copy of the full customer notice and application will be posted at 3617 Lexington Road, Winchester, KY. Delta will also make available on the Company website a copy of the notice, and a hyperlink to the Kentucky Public Service Commission's website where the case documents will be available.

Section 17(2)

Delta will publish notice once a week for three (3) consecutive weeks in a prominent manner in a newspaper of general circulation in the utility's service area, the first publication to be made no later than the date the application is submitted to the Commission. Delta's Response to Filing Requirement 807 KAR 5:001 Section 16(1)(b)(5)[Tab 6].

Delta Natural Gas Company, Inc.
Case No. 2021-00185
Forecasted Test Period Filing Requirements
(Forecasted Test Period 12ME 12/31/22; Base Period 12ME 8/31/21)

Section 17(3)

Delta will comply with 807 KAR 5:001, Section 17(3)(b) by providing the affidavits within forty-five (45) days of the date on which Delta filed its Application.

Section 17(4)

See Delta's Application and a copy of the notice attached to Delta's Response to Filing Requirement 807 KAR 5:001 Section 16(1)(b)(5)[Tab 6].

Section 17(5)

Delta did not request permission to use an abbreviated form of notice.