

Atmos Energy Corporation
Kentucky/Mid-States Division
Demand Side Management
Lost Sales Adjustment (DLSA) Calculation
To Be Effective January 1, 2020

Overview

To effectively promote and execute the program, the Company shall recover the annual lost sales attributable to customer conservation/efficiency created as a result of the Program. This aligns the Company's interest with that of its customers by reducing the correlation between volume and revenue for those customers who elect to participate in the program. The lost sales are the estimated conservation, per participant, times the base rate for the applicable customer. The goal is to make the Company whole for promoting the program. Lost sales are based on the cumulative lost sales since the program inception and will reset when the Company completes a general rate case.

G-1 Residential

Line	Month (a)	Ccf Savings (b)	Distribution Charge (c)	Lost Sales (d)
1	Sep-18	758.70	0.1725	130.88
2	Oct-18	1,011.60	0.1725	174.50
3	Nov-18	505.80	0.1725	87.25
4	Dec-18	1,011.60	0.1725	174.50
5	Jan-19	1,517.40	0.1725	261.75
6	Feb-19	1,264.50	0.1725	218.13
7	Mar-19	758.70	0.1725	130.88
8	Apr-19	1,011.60	0.1725	174.50
9	May-19	0.00	0.1386	0.00
10	Jun-19	0.00	0.1386	0.00
11	Jul-19	0.00	0.1386	0.00
12	Aug-19	0.00	0.1386	0.00
13	Total			<u>\$1,352.39</u>
14	Annual Expected Residential Sales (Mcf)			10,026,837
15	DLSA (per Mcf)			\$0.0001

G-1 Commercial Line	Month (a)	Ccf Savings (b)	Distribution	Lost Sales
			Charge (c)	(d)
1	Sep-18	0.00	0.1725	0.00
2	Oct-18	0.00	0.1725	0.00
3	Nov-18	0.00	0.1725	0.00
4	Dec-18	0.00	0.1725	0.00
5	Jan-19	0.00	0.1725	0.00
6	Feb-19	0.00	0.1725	0.00
7	Mar-19	0.00	0.1725	0.00
8	Apr-19	0.00	0.1725	0.00
9	May-19	0.00	0.1386	0.00
10	Jun-19	0.00	0.1386	0.00
11	Jul-19	0.00	0.1386	0.00
12	Aug-19	0.00	0.1386	0.00
13	Total			<u>\$0.00</u>
14	Annual Expected Commercial Sales (Mcf)			4,345,605
15	DLSA (per Mcf)			\$0.0000

ATMOS ENERGY CORPORATION
Kentucky/Mid-States Division
DSM Balancing Adjustment

DSMRC = DCRC + DLSA + DIA + DBA

G-1 Residential

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
	<u>DSMRC Recoveries</u>	<u>DSMRC Costs</u>	<u>DIA + DLSA Revenue</u>	<u>Under/(Over) DSMRC Balance</u>	<u>Residential Sales (Mcf)</u>	<u>Billed Rate</u>	<u>Filed Rate</u>	<u>Rate Difference</u>
Previous DBA Balancing Adjustment				(\$275,537.41)				
Sep-18	(\$2,608.76)	\$ 8,558.38	(\$62.49)	\$5,887.13	154,264	\$ 0.0169	\$ 0.0168	\$ 0.0001
Oct-18	(\$3,592.64)	\$ 10,545.18	(\$86.51)	\$6,866.03	213,558	\$ 0.0168	\$ 0.0168	\$ 0.0000
Nov-18	(\$14,801.60)	\$ 5,758.02	(\$356.31)	(\$9,399.89)	879,567	\$ 0.0168	\$ 0.0168	\$ 0.0000
Dec-18	(\$25,690.08)	\$ 11,351.58	(\$619.61)	(\$14,958.11)	1,529,519	\$ 0.0168	\$ 0.0168	\$ (0.0000)
Jan-19	(\$15,072.73)	\$ 17,673.06	(\$673.74)	\$1,926.59	1,663,146	\$ 0.0091	\$ 0.0019	\$ 0.0072
Feb-19	(\$3,807.74)	\$ 14,855.48	(\$803.35)	\$10,244.39	1,983,083	\$ 0.0019	\$ 0.0019	\$ 0.0000
Mar-19	(\$3,695.37)	\$ 7,591.07	(\$711.01)	\$3,184.69	1,755,153	\$ 0.0021	\$ 0.0019	\$ 0.0002
Apr-19	(\$2,064.72)	\$ 11,116.81	(\$387.32)	\$8,664.77	956,109	\$ 0.0022	\$ 0.0019	\$ 0.0003
May-19	(\$704.55)	\$ 13,826.74	(\$154.77)	\$12,967.42	382,051	\$ 0.0018	\$ 0.0019	\$ (0.0001)
Jun-19	(\$181.33)	\$ 6,579.74	(\$80.25)	\$6,318.16	198,089	\$ 0.0009	\$ 0.0019	\$ (0.0010)
Jul-19	(\$84.04)	\$ 5,726.85	(\$59.94)	\$5,582.87	147,967	\$ 0.0006	\$ 0.0019	\$ (0.0013)
Aug-19	(\$115.43)	\$ 17,563.68	(\$66.57)	\$17,381.68	164,333	\$ 0.0007	\$ 0.0019	\$ (0.0012)
	<u>(\$72,418.99)</u>	<u>\$ 131,146.59</u>	<u>\$ (4,061.88)</u>	<u>(\$220,871.69)</u>	<u>10,026,837</u>			
Annual Average Commercial Paper Rate at September 2019			2.31%	\$ (5,102.14)				
Total Residential DSMRC Balance				(\$225,973.83)				
Annual Expected Residential Sales (Mcf)				10,026,837				
DBA = DSM Balancing Adjustment				(0.0225)				
DCRC = DSM Cost Recovery - Current				0.0180				
DLSA = DSM Lost Sales Adjustment				0.0001				
DIA = DSM Incentive Adjustment				0.0000				
DSMRC Residential Rate G-1				<u>(0.0044)</u>				

ATMOS ENERGY CORPORATION
Kentucky/Mid-States Division
DSM Balancing Adjustment

DSMRC = DCRC + DLSA + DIA + DBA
G-1 Commercial

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
	<u>DSMRC Recoveries</u>	<u>DSMRC Costs</u>	<u>DIA + DLSA Revenue</u>	<u>Under/(Over) DSMRC Balance</u>	<u>Commercial Sales (Mcf)</u>	<u>Billed Rate</u>	<u>Filed Rate</u>	<u>Rate Difference</u>
Previous DBA Balancing Adjustment				\$79,852.58				
Sep-18	\$2,715.48	\$ -	(\$12.46)	\$2,703.02	210,077	\$ (0.0129)	\$ (0.0129)	\$ (0.0000)
Oct-18	\$2,429.59	\$ -	(\$11.14)	\$2,418.45	187,713	\$ (0.0129)	\$ (0.0129)	\$ (0.0000)
Nov-18	\$5,396.26	\$ -	(\$24.89)	\$5,371.37	419,469	\$ (0.0129)	\$ (0.0129)	\$ 0.0000
Dec-18	\$8,912.66	\$ -	(\$41.00)	\$8,871.66	691,086	\$ (0.0129)	\$ (0.0129)	\$ 0.0000
Jan-19	(\$2,846.62)	\$ -	(\$1.78)	(\$2,848.40)	30,024	\$ 0.0948	\$ 0.0191	\$ 0.0757
Feb-19	(\$16,982.04)	\$ 1,718.94	(\$52.70)	(\$15,315.80)	888,251	\$ 0.0191	\$ 0.0191	\$ 0.0000
Mar-19	(\$15,551.99)	\$ -	(\$47.88)	(\$15,599.87)	806,918	\$ 0.0193	\$ 0.0191	\$ 0.0002
Apr-19	(\$8,447.42)	\$ -	(\$26.09)	(\$8,473.51)	439,728	\$ 0.0192	\$ 0.0191	\$ 0.0001
May-19	(\$4,007.01)	\$ -	(\$12.40)	(\$4,019.41)	209,022	\$ 0.0192	\$ 0.0191	\$ 0.0001
Jun-19	(\$3,030.67)	\$ -	(\$9.44)	(\$3,040.11)	159,141	\$ 0.0190	\$ 0.0191	\$ (0.0001)
Jul-19	(\$2,760.40)	\$ -	(\$8.57)	(\$2,768.97)	144,472	\$ 0.0191	\$ 0.0191	\$ 0.0000
Aug-19	(\$3,051.18)	\$ -	(\$9.48)	(\$3,060.66)	159,705	\$ 0.0191	\$ 0.0191	\$ 0.0000
	<u>(\$37,223.34)</u>	<u>\$1,718.94</u>	<u>\$ (257.84)</u>	<u>\$44,090.34</u>	<u>4,345,605</u>			
Annual Average Commercial Paper Rate at September 2019			2.31%	\$ 1,018.49				
Total Commercial DSMRC Balance				\$45,108.83				
Annual Expected Commercial Sales (Mcf)				4,345,605				
DBA = DSM Balancing Adjustment				0.0104				
DCRC = DSM Cost Recovery - Current				0.0000				
DLSA = DSM Lost Sales Adjustment				0.0000				
DIA = DSM Incentive Adjustment				0.0000				
DSMRC Commercial Rate G-1				<u>0.0104</u>				

ATMOS CARES ANNUAL TOTALS

Weatherization				Residential Rebates							Education			Monthly Totals				Commercial Rebates				
Payment Month	Expenses	Ccf Savings	Houses	Rebate Expenses	Rebates Issued	Ccf Savings	Promo & Misc.	Qty. Fees	Monthly Totals	Presentations	# of Students	Expenses	Expenditures	Ccf Savings	Rebate Expenses	Rebates Issued	Ccf Savings	Promo & Misc.	Qty. Fees	Monthly Totals		
Cum. Totals	\$ 3,223,479.27	321,984	1,866	\$ 3,093,688.61	11,774	925,452	\$ 448,287.61	\$ 115,124.44	\$ 3,657,100.66	142	11,308	\$ 35,760.53	\$ 7,085,037.15	1,291,368	\$ 135,235.91	450	46,554	\$ 37,208.06	\$ 9,558.17	\$ 162,092.14		
Jan-18	\$ 14,506.97	1,265	5	\$ 32,652.25	122	9,299	\$ 323.33	\$ -	\$ 32,975.58	0	0	\$ -	\$ 46,261.78	10,564	\$ -	0	0	\$ (1,220.77)	\$ -	\$ (1,220.77)		
Feb-18	\$ 5,816.59	506	2	\$ 42,379.25	173	12,932	\$ 3,694.10	\$ 5,540.38	\$ 51,613.73	0	0	\$ -	\$ 58,444.99	13,438	\$ -	0	0	\$ 405.90	\$ 608.77	\$ 1,014.67		
Mar-18	\$ 23,765.18	2,023	8	\$ 44,023.25	170	12,286	\$ -	\$ -	\$ 44,023.25	0	0	\$ -	\$ 67,788.41	14,309	\$ -	0	0	\$ -	\$ -	\$ -		
Apr-18	\$ 5,967.69	253	1	\$ 91,338.00	375	24,893	\$ 5,322.41	\$ -	\$ 96,660.41	0	0	\$ -	\$ 100,212.91	25,146	\$ -	0	0	\$ 584.81	\$ -	\$ 584.81		
May-18	\$ 5,928.14	506	2	\$ 101,829.25	390	29,428	\$ 901.00	\$ 5,405.61	\$ 108,135.86	0	0	\$ -	\$ 115,269.46	30,426	\$ 512.50	1	493	\$ 99.00	\$ 593.96	\$ 1,205.46		
Jun-18	\$ 14,872.94	1,265	5	\$ 47,907.00	166	12,916	\$ 946.05	\$ -	\$ 48,853.05	0	0	\$ -	\$ 64,654.94	15,166	\$ 1,025.00	2	985	\$ 103.95	\$ -	\$ 1,128.95		
Jul-18	\$ 11,458.52	1,012	4	\$ 35,128.75	122	10,206	\$ -	\$ -	\$ 35,128.75	0	0	\$ -	\$ 48,587.27	11,218	\$ -	0	0	\$ -	\$ -	\$ -		
Aug-18	\$ 11,597.93	1,012	4	\$ 77,018.25	260	18,031	\$ 218.27	\$ 3,485.98	\$ 80,722.50	0	0	\$ -	\$ 92,727.44	19,043	\$ -	0	0	\$ 23.98	\$ 383.03	\$ 407.01		
Sep-18	\$ 8,558.38	759	3	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 8,558.38	759	\$ -	0	0	\$ -	\$ -	\$ -		
Oct-18	\$ 10,545.18	1,012	4	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 10,545.18	1,012	\$ -	0	0	\$ -	\$ -	\$ -		
Nov-18	\$ 5,758.02	506	2	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 5,758.02	506	\$ -	0	0	\$ -	\$ -	\$ -		
Dec-18	\$ 11,351.58	1,012	4	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 11,351.58	1,012	\$ -	0	0	\$ -	\$ -	\$ -		
2018 Totals	\$ 126,927.10	11,128	44	\$ 472,276.00	1,778	129,991	\$ 11,405.15	\$ 14,431.97	\$ 498,113.13	0	0	\$ -	\$ 628,160.36	142,597	\$ 1,537.50	3	1,478	\$ (3.12)	\$ 1,885.76	\$ 3,120.13		
Cum. Totals	\$ 3,350,406.37	333,112	1,910	\$ 3,565,964.61	13,552	1,055,443	\$ 459,692.76	\$ 129,556.42	\$ 4,155,213.79	142	11,308	\$ 35,760.53	\$ 7,713,197.51	1,433,964	\$ 136,773.41	453	48,032	\$ 37,204.94	\$ 11,143.92	\$ 185,122.27		
Jan-19	\$ 17,673.06	1,517	6	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 17,673.06	1,517	\$ -	0	0	\$ -	\$ -	\$ -		
Feb-19	\$ 13,986.81	1,265	5	\$ -	0	0	\$ 868.67	\$ -	\$ 868.67	0	0	\$ -	\$ 16,574.42	1,265	\$ -	0	0	\$ -	\$ -	\$ 1,718.94		
Mar-19	\$ 7,591.07	759	3	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 7,591.07	759	\$ -	0	0	\$ -	\$ -	\$ -		
Apr-19	\$ 11,118.81	1,012	4	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 11,118.81	1,012	\$ -	0	0	\$ -	\$ -	\$ -		
May-19	\$ 13,826.74	1,265	5	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 13,826.74	1,265	\$ -	0	0	\$ -	\$ -	\$ -		
Jun-19	\$ 6,579.74	759	3	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 6,579.74	759	\$ -	0	0	\$ -	\$ -	\$ -		
Jul-19	\$ 5,726.85	506	2	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 5,726.85	506	\$ -	0	0	\$ -	\$ -	\$ -		
Aug-19	\$ 17,563.68	1,517	6	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ 17,563.68	1,517	\$ -	0	0	\$ -	\$ -	\$ -		
Sep-19	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ -	0	\$ -	0	0	\$ -	\$ -	\$ -		
Oct-19	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ -	0	\$ -	0	0	\$ -	\$ -	\$ -		
Nov-19	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ -	0	\$ -	0	0	\$ -	\$ -	\$ -		
Dec-19	\$ -	0	0	\$ -	0	0	\$ -	\$ -	\$ -	0	0	\$ -	\$ -	0	\$ -	0	0	\$ -	\$ -	\$ -		
2019 Totals	\$ 94,064.76	8,599	34	\$ -	0	0	\$ 868.67	\$ -	\$ 868.67	0	0	\$ -	\$ 96,652.37	8,599	\$ -	0	0	\$ 1,718.94	\$ -	\$ 1,718.94		
Cum. Totals	\$ 3,444,471.13	341,711	1,944	\$ 3,565,964.61	13,552	1,055,443	\$ 460,561.43	\$ 129,556.42	\$ 4,156,082.46	142	11,308	\$ 35,760.53	\$ 7,809,849.88	1,442,563	\$ 136,773.41	453	48,032	\$ 38,923.88	\$ 11,143.92	\$ 186,841.21		