## HC Waterworks, Inc.

December 8, 2014

Office of Commission Clerk Public Service Commission 2540 Shumard Oak Blvd. Tallahassee, FL 32399

## *Re: Docket No. 140158-WS – Application for increase in water and wastewater rates in Highlands County by HC Waterworks, Inc. – Second Response to Deficiencies*

Dear Commission Clerk,

HC Waterworks, Inc. hereby submits it response to Staff's Deficiency Letter dated December 5, 2014.

## 1. MFR Schedules E-2; E-3; and E-14 – Billing Determinants:

Response: Please find attached Revised MFR Schedules E-1w; E-1s; E-2w; and E-2s.

Further, in response to PSC Audit Request No. HC11, it was discovered that the balance for wastewater CIAC contained on MFR Schedules A-1 and A-12 were in error. This has been corrected on Revised MFR Schedule A-1 and A-12 attached. As a result, the wastewater rate base amount has been revised to be consistent with the auditor's finding.

Finally, in response to PSC Audit Request No. HC14, it was discovered the HC had incorrectly calculated the rate of return on equity based on the equity formula. As a result the overall rate of return was revised to reflect HC's requested ROE of 9.52% as determined by the PSC auditor.

Since the rate base amount and the overall rate of return have been revised consistent with the PSC auditor, HC hereby submits Revised MFR Schedules A-1; A-2; B-1; B-2; D-1; and D-2 attached.

Should you have any questions, please contact me at (727) 848-8292, ext. 245.

Respectfully Submitted,

, Nendra

Troy Rendell Manager of Regulated Utilities // HC Waterworks, Inc.

#### Schedule of Water Rate Base

## Florida Public Service Commission

HC Waterworks, Inc.
Docket No. 140158-WS
Historical Test Year Ending June 30, 2014
Historical & Pro Forma

Revised	Schedule:	A-1
	Page:	1 of 1
	Preparer:	W T Rendell

Explanation: Provide the calculation of the average Water rate base for the test year, showing all adjustments. All non-used and useful items should be reported as Plant Held For Future Use.

	(1)	(2)	(3)	(4)	(5)
		Harrison of the second s	torical Test Ye		
Line		Average Balance		Adjusted	o
No.	Description		A diverse ant-	Average	Supporting
INU.	Description	Per Books	Adjustments	Balance	Schedules
1	Utility Plant in Service	3,722,490	6,423	3,728,913	A-5
2	Utility Land & Land Rights	25,450	0	25,450	A-5
3	Less: Non-Used & Useful Components	0	(299,010)	(299,010)	A-7
4	Construction Work in Progress	0	0	0	
5	Less: Accumulated Depreciation	(695,456)	16,762	(678,694)	A-9
6	Less: CIAC	(841,545)	0	(841,545)	A-12
7	Accumulated Amortization of CIAC	469,066	0	469,066	A-14
8	Acquisition Adjustments	0	(849,440)	(849,440)	
9	Less: Accum. Amort. of Acq. Adjustments	0	78,581	78,581	
10	Less: Advances For Construction	0	0	0	A-16
11	Working Capital Allowance	0	38,182	38,182	A-17
12	Total Rate Base	2,680,005	(1,008,503)	1,671,502	

#### Schedule of Sewer Rate Base

#### Florida Public Service Commission

HC Waterworks, Inc.	Revised	Schedule:	A-2
Docket No. 140158-WS		Page:	1 of 1
Historical Test Year Ending June 30, 2014		Preparer:	W T Rendell
Historical & Pro Forma	32		

Explanation: Provide the calculation of the average Sewer rate base for the test year, showing all adjustments. All non-used and useful items should be reported as Plant Held For Future Use.

	(1)	(2)	(3)	(4)	(5)
			torical Test Ye		0
1.5		Average		Adjusted	
Line		Balance		Average	Supporting
No.	Description	Per Books	Adjustments	Balance	Schedules
1	Utility Plant in Service	385,287	0	385,287	A-6
2	Utility Land & Land Rights	2,200	0	2,200	A-6
3	Less: Non-Used & Useful Components	0	(22,136)	(22,136)	A-7
4	Construction Work in Progress	0	0	0	
5	Less: Accumulated Depreciation	(282,952)	0	(282,952)	A-10
6	Less: CIAC	(285,550)	0	(285,550)	A-12
7	Accumulated Amortization of CIAC	240,663	0	240,663	A-14
8	Acquisition Adjustments	0	(21,078)	(21,078)	
9	Less: Accum. Amort. of Acq. Adjustments	0	4,569	4,569	
10	Less: Advances For Construction		0	0	A-16
11	Working Capital Allowance	0	9,495	9,495	A-17
12	Total Rate Base	59,648	(29,150)	30,498	

#### Schedule of Water Contributions in Aid of Construction By Classification Test Year Average balance HC Waterworks, Inc. Docket No. 140158-WS Historical Test Year Ending June 30, 2014 Historical & Pro Forma

#### Florida Public Service Commission

Revised Schedule: A-12 Page: 1 Preparer: W T Rendell

Explanation: Provide the ending balances and average of CIAC, by classification for the prior year and the test year. If a projected test year is employed, provide the breakdown for base year and intermediate year also.

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Line	Acct		Prior Year	Test Year End	Average	Non-Use	ed & Useful
No.	No.	Description	06/30/13	06/30/14	Balance	%	Balance
1		WATER					
2		Cash CIAC:					
3		Cash from Order No. PSC-14-0314	837,270	837,270	837,270	0.00%	0
4	271.1	Plant Capacity Fees	0	3,500	1,750	0.00%	0
5	271.1	Meter Fees	0	1,050	525	0.00%	0
6	271.1	Service Installation Fees	0	4,000	2,000	0.00%	0
7		Total Cash CIAC	837,270	845,820	841,545		0
8							
9		Property CIAC:					
10	330	Dist Reservoirs & Standpipes	0	0	0	0.00%	0
11	331	T&D Mains	0	0	0	30.20%	0
12	333	Services	0	0	0	0.00%	0
13	334	Meters/Meter Installation	0	0	0	0.00%	0
14	335	Hydrants	0	0	0	0.00%	0
15		Total Property CIAC	0	0	0		0
16						-	
17		Total Water CIAC	837,270	845,820	841,545	· · · · · ·	0
18							
19		SEWER					
20		Cash CIAC:					
21	271.2	Cash from Order No. PSC-14-0314	278,950	278,950	278,950	0.00%	0
22	271.2	Plant Capacity Fees	0	5,200	2,600	0.00%	Ő
23	271.2	Main Extension Charge	0	0	0	0.00%	Ő
24	271.2	Service Installation Fees	0	8,000	4,000	0.00%	Ő
25		Total Cash CIAC	278,950	292,150	285,550		0
26							
27		Property CIAC:					
28	354	Structures & Improvements	0	0	0	0.00%	0
29		Collection Sewers- Force	0	0	0	92.83%	0
30	361	Collection Sewers- Gravity	0	0	0	15.00%	0
31		Services to Customers	0	0	0	0.00%	0
32	370	Lift Stations	0	0	Ő	92.83%	0
33	371	Pumping Equipment	0	0	0 0	92.83%	0
34		Reuse Services	0	0	0	0.00%	0
35	375	Reuse Transmission & Dist Mains	0	0	0	0.00%	0
36		Other Plant Misc Equip	0	0	0	0.00%	0
37		Total Property CIAC	0	0	0	0.0070 _	0
38			0	0	<u></u>		0
39		Total Sewer CIAC	278,950	292,150	285,550		0
				202,100	200,000		

## Schedule of Water Net Operating Income

#### Florida Public Service Commission

HC Waterworks, Inc.	Revised	Schedule:	B-1	Revised
Docket No. 140158-WS		Page:	1 of 1	
Historical Test Year Ending June 30, 2014		Preparer:	W T Rendell	
Historical & Pro Forma				

Explanation: Provide the calculation of net operating income for the test year. If amortization (Line 4) is related to any amount other than an acquisition adjustment, submit an additional schedule showing a description and calculation of charge.

	(1)	(2) Per	(3) Utility	(4)	(5) Requested	(6) Requested	(7)
_ine		Books	Test Year	Adjusted	Revenue	Annual	Supporting
No.	Description	Test Year	Adjustment	Test Year	Adjustment	Revenues	Schedules
1	OPERATING REVENUES	390,596	7,094	397,690	111,975	509,665	B-4, E-2
2	Operation & Maintenance	299,336	6,117	305,453	2,194	307,646	B-5, B-3
3	Depreciation, net of CIAC Amort.,U&U	95,608	(4,768)	90,840	0	90,840	B-13, B-3
4	Amortization		(78,581)	(78,581)	0	(78,581)	B-3
5	Taxes Other Than Income	59,409	(4,790)	54,618	5,039	59,657	B-15, B-3
6	Provision for Income Taxes	0	0	0	0	0	C-1, B-3
7	OPERATING EXPENSES	454,352	(82,022)	372,330	7,233	379,563	
8	NET OPERATING INCOME	(63,755)	89,115	25,360	104,743	130,103	
9	RATE BASE	2,680,005	(1,008,503)	1,671,502		1,671,502	A-1
10	RATE OF RETURN	-2.38%	=	1.52%	-	7.78%	45-36-55

#### Schedule of Sewer Net Operating Income

## Florida Public Service Commission

HC Waterworks, Inc. Docket No. 140158-WS Historical Test Year Ending June 30, 2014	Revised	Schedule: Page: Preparer:	B-2 1 of 1 W T Rendell	Revised
Historical & Pro Forma				

Explanation: Provide the calculation of net operating income for the test year. If amortization (Line 4) is related to any amount other than an acquisition adjustment, submit an additional schedule showing a description and calculation of charge.

	(1)	(2) Per	(3) Utility	(4)	(5) Requested	(6) Postuostad	(7)
Line No.	Description	Books Test Year	Test Year Adjustment	Adjusted Test Year	Revenue Adjustment	Requested Annual Revenues	Supporting Schedules
1	OPERATING REVENUES	111,686	9,460	121,145	(47,574)	73,571	B-4, E-2
2 3 4 5 6	Operation & Maintenance Depreciation, net of CIAC Amort.,U&U Amortization Taxes Other Than Income Provision for Income Taxes	79,399 (372) 8,903 0	(3,439) (4,288) (4,569) (1,366) 0	75,959 (4,660) (4,569) 7,537 0	(932) 0 (2,141) 0	75,027 (4,660) (4,569) 5,397 0	B-6, B-3 B-14, B-3 B-3 B-15, B-3 C-1, B-3
7	OPERATING EXPENSES	87,930	(13,662)	74,268	(3,073)	71,195	01,00
8	NET OPERATING INCOME	23,755	23,122	46,877	(44,502)	2,376	
9	RATE BASE	59,648	(29,150)	30,498		30,498	A-2
10	RATE OF RETURN	39.83%	=	153.71%	=	7.79%	N2

#### Schedule of Requested Cost of Capital 13 Month Average balance HC Waterworks, Inc. Docket No. 140158-WS Historical Test Year Ending June 30, 2014 Historical [X] Projected []

## Florida Public Service Commission

Revised	Schedule:	D-1	Revised
	Page:	1 of 2	
	Preparer:	W T Rendell	

Explanation: Provide a schedule which calculates the requested Cost of Capital on a 13-month average basis. If a year-end basis is used submit an additional schedule reflecting year-end calculations.

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
		Reconciled			Weighted		
Line		To Test Yr		Cost	Cost		Supporting
No.	Class of Capital	Rate Base	Ratio	Rate	Rate	Cost	Schedules
CON	IPOSITE WATER & SEWER						
1	Long-Term Debt	551,566	32.41%	4.25%	1.38%		D-2, D-5
2	Short-Term Debt	0	0.00%	0.00%	0.00%		D-2
3	Preferred Stock	0	0.00%	0.00%	0.00%		D-2
4	Common Equity	1,144,666	67.25%	9.52%	6.40%		D-2
5	Customer Deposits	5,768	0.34%	2.00%	0.01%		D-2
6	Accumulated Deferred Income Taxes	0	0.00%	0.00%	0.00%		D-2
7							
8	Total	1,702,000	100.00%		7.78%		

Reconciliation of Capital Structure to Requested Rate Base	Florida Public Service Commission				
13 Month Average Balance					
HC Waterworks, Inc.	Revised	Schedule:	D-2	Revised	
Docket No. 140158-WS		Page:	1 of 1		
Historical Test Year Ending June 30, 2014		Preparer:	W T Rendell		
Historical [X] Projected []					

Explanation: Provide a reconciliation of the average basis capital structure to requested rate base. Explain all adjustments. Submit an additional schedule if a year-end basis is used.

	(1)			(2)	(3) Reconciliation	(4) Reconciled	(5)
Line		Prior Year	Test Year	Test Year	Adjustments	To Test Yr	Supporting
No.	Class of Capital	6/30/2013	6/30/2014	Average†	Pro rata	Rate Base	Schedules
1	Long-Term Debt	839,728	798,035	818,881	(267,315)	551,566	D-5
2	Short-Term Debt	0	0	0	0	0	D-4
3	Preferred Stock	0	0	0	0	0	D-3
4	Common Stock	2,187,582	1,211,269	1,699,426	(554,760)	1,144,666	
5	Customer Deposits	2,461	14,666	8,563	(2.795)	5,768	D-7
6 7	Accumulated Deferred Income Taxes	0	0	0	0	0	C-6
8	Total	3,029,770	2,023,970	2,526,870	(824,870)	1,702,000	A-1

1

Rate Schedule - Water

#### Florida Public Service Commission

HC Waterworks, Inc.	Revised	Schedule:	E-1w
Docket No. 140158-WS		Page:	1 of 1
Historical Test Year Ending June	e 30, 2014	Preparer:	W T Rendell
Water [ X ] or Sewer [ ]			

## Explanation: Provide a schedule of present rates and proposed rates. (1) (2) (3)

	(1)	(2)	(3)
Line		Prior	Proposed
No.	Class/Meter Size	to Filing	Rates
1	Residential		
2	5/8" X 3/4"	18.92	21.60
3	3/4"	28.38	32.40
4	1"	47.31	54.00
5	1-1/2"	94.61	108.00
6	2"	151.38	172.80
7	3"	302.77	345.60
8	4"	473.07	540.00
9	6"	946.15	1,080.00
10	8"	1,513.83	1,728.00
11	10''	2,176.13	2,484.00
12	Gallonage Charge, per 1		_,
13	0 - 6,000 gal.	6.46	7.33
14	6,001 - 12,000 gal.	9.71	10.99
15	Over 12,000 gal.	12.93	14.65
16	, 3		11.00
17	General Service		
18	5/8" X 3/4"	18.92	21.60
19	3/4"	28.38	32.40
20	1"	47.31	54.00
21	1-1/2"	94.61	108.00
22	2"	151.38	172.80
23	3"	302.77	345.60
24	4"	473.07	540.00
25	6"	946.15	1,080.00
26	8"	1,513.83	1,728.00
27	10"	2,176.13	2,484.00
28	Gallonage Charge	7.25	7.89
29		1.20	1.05
30	Irrigation		
31	5/8" X 3/4"	18.92	21.60
32	3/4"	28.38	32.40
33	1"	47.31	54.00
34	1-1/2"	94.61	108.00
35	2"	151.38	172.80
36	3"	302.77	345.60
37	4"	473.07	540.00
38	Gallonage Charge, per 1		540.00
39	0 - 6,000 gal.	6.46	7 22
40	6,001 - 12,000 gal.	9.71	7.33
41	Over 12,000 gal.	12.93	10.99
42	Over 12,000 gai.	12.95	14.65
43	Private Fire Protection		
44	2"	12.62	14.40
45	3"	25.23	
46	4"	39.43	28.80
40	6"	78.85	44.99
48	8"	126.16	89.99
40	10"	181.34	143.98
-10		101.34	206.97

Rate Schedule - Sewer Florida Public Service Commission

HC Waterworks, Inc.	Revised	Schedule:	E-1s
Docket No. 140158-WS		Page:	1 of 1
Historical Test Year Ending Jun Water [] or Sewer [X]	e 30, 2014	Preparer:	W T Rendell

# Explanation:Provide a schedule of present rates and proposed rates.(1)(2)(3)

Line		Prior	Proposed	
No.		to Filing	Rates	
1	Residential			•
2	All Meter Sizes	22.59	14.51	
3				
4	Gallonage cap (gallons)	6,000	6,000	
5	Gallonage Charge, per 1,000	7.64	4.12	
6				
7				
8	General Service			
9	5/8" X 3/4"	22.59	14.51	
10	3/4"	33.90	21.77	
11	1"	56.50	36.28	
12	1-1/2"	112.98	72.55	
13	2"	180.78	116.09	
14	3"	361.54	232.17	
15	4"	564.91	362.77	
16	6"	1,129.83	725.53	
17	8"	1,807.20	1,160.85	
18	10"	2,598.61	1,668.72	
19	Gallonage charge	9.16	4.94	
20				
21	Flat Rate			
22				
23	<b>Residential Wastewater Only</b>	(RWO)		
24	Monthly Flat Rate	-	20.96	
25	Gen. Srvc. Wastewater Only		20.00	
26	Monthly Flat Rate	_	14.51	
	2010-2019 100-2019 - 21 - 22 - 20122-2012-2012-2012-2019		14.51	

#### Revenue Schedule at Present and Proposed Rates

#### Florida Public Service Commission

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HC Waterworks, Inc.	Revised	Schedule:	E-2w	(Revised)
Docket No. 140158-WS		Page:	1 of 1	
Historical Test Year Ending June 30, 2014		Preparer:	WTRen	dell
Water [X] or Sewer []		• • • •		
Explanation: Provide a calculation of revenues at present and proposed rates using the billing	analysis. Exp	lain anv difference	as between	
these revenues and booked revenues. If a rate change occurred during the test year, a revenues	ue calculation	must be made for	each period	
			outili politida.	

3	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
Line			TY Cons	Test	Test Year	Adjusted					Repressed		Revenue at
No.	Class/Meter Size	Bills	in 1,000 gal.	Year Rate	Revenue	Bills	Cons	to Filing				RateW/Rprsn	
1	Residential			200									
2	5/8" X 3/4"	10,998		18.92	208,082	10,998		18.92	208,082			21.60	237,557
3	3/4"	0		28.38	0	0		28.38	0			32.40	0
4	1"	24		47.31	1,135	24		47.31	1,135			53.99	1,296
5	1-1/2"	12		94.61	1,135	12		94.61	1,135			107.99	1,296
6	2"	0		151.38	0	0		151.38	0			172.78	0
7	3"	0		302.77	0	0		302.77	0			345.55	0
8	4"	0		473.07	0	0		473.07	0			539.93	0
9	Gallonage Charge, per	1,000 gall											
10	0 - 6,000 gal.		24,932	6.46	161,061	(49)	24,883	6.46	160,744	0	24,883	7.33	182,392
11	6,001 - 12,000 gal.		3,196	9.71	31,033	(4)	3,192	9.71	30,994	(167)	3,025	10,99	33,250
12	Over 12,000 gal.		884	12.93	11,430	-	884	12.93	11,430	(46)	838	14.65	12,275
13	Total Residential	11,034	29,012	a	413,877	11,034	28,959		413,522	(213)	28,746		468,066
14	Average Bill				37.51		2.625		37.48				42.42
15	a 1a :												
16	General Service	72		100000	<i>Q</i>								
17	5/8" X 3/4"	48		18.92	908	48		18.92	908			21.60	1,037
	3/4"	0		28.38	0	0		28.38				32.40	0
19	1"	0		47.31	0	0		47.31	0			53.99	0
	1-1/2"	0		94.61	0	0		94.61	0			107.99	0
	2"	9		151.38	1,362	9		151.38	1,362			172.78	1,555
	3"	16		302.77	4,844	16		302.77	4,844			345.55	5,529
23	4"	0		473.07	0	0		473.07	0			539.93	0
	6"	0		946.15	0	0		946.15	0			1,079.86	0
	8"	0		1,513.83	0	0		1,513.83	0			1,727.77	0
26	Gallonage		2,514	7.25	18,227		2,514	7.25	18,227	2,514	2,514	7.89	19,835
27	Total General Serv	73	2,514	-	25,341	73	2,514		25,341	2,514	2,514	-	27,956
28	Average Bill				347.14				347.14				382.96
29													
	Irrigation												
	5/8" X 3/4"	0		18.92	0	0	NA	18.92	0			21.60	0
32	Gallonage Charge, per	1,000 gallo											
33	0 - 6,000 gal.		0	6.46	0		0	6.46	0	0	0	7.33	0
34	6,001 - 12,000 gal.		0	9.71	0		0	9.71	0	0	0	10.99	0
35	Over 12,000 gal.		0	12.93	0		0	12.93	0	0	0	14.65	0
36	Block 4		0		0		0		0	0			
	Total Irrigation	0	0		0	0	0		0	0	0	-	0
	Average Bill				÷				-			-	
39	199 - 193 - 19 - 194												
	Fire Protection												
	2"	0	NA	12.62	0	0		12.62	0			14.40	0
	3"	0	NA	25.23	0	0		25.23	0			28.80	Ő
	4"	0	NA	39.43	0	0		39.43	0			44.99	õ
	6"	0	NA	78.85	0	0		78.85	0			89.99	õ
	8"	0	NA	126.16	0	0		126.16	0			143.98	õ
	10"	0	NA	181.34	0	0		181.34	Ō			206.97	0
	Total Fire Protect	0	NA		0	· · ·	NA		0	NA			0
	Average Bill				-	2						-	<u> </u>
49													
	Subtot Billd Rev	11,107	31,526		439,218	11,107	31,473		438,863	2,301	31,260	-	496,022
	Unbilled Revenues			-	(48,000)				-			-	
	Guaranteed Revenues				2,144				2,144				2,144
	Misc. Service Charge				13,021				13,021				13,021
	Adjustments to Custom	ers			(355)								10,021
55	Tot Billed Rev			-	406,028				454,027			-	511,186
56	Booked Revenue per G	ίL		2	390,596							=	511,100
	Adjustments to Booked			5	0								
58	Bkd Rev Adjstd				390,596								
59	Difference			10	15,431	4.0%							

#### Revenue Schedule at Present and Proposed Rates

#### Florida Public Service Commission

1 of 1

Preparer: WT Rendell

Schedule: E-2s

Page:

Revised

HC Waterworks, Inc. Docket No. 140158-WS

Historical Test Year Ending June 30, 2014

Water [ ] or Sewer [ X ]

Explanation: Provide a calculation of revenues at present and proposed rates using the billing analysis. Explain any differences between these revenues and booked revenues. If a rate change occurred during the test year, a revenue calculation must be made for each period.

(1) (2)(3) (4) (5) (6) (7) (8) (9) (10) (11) Line TY Usage Test Yr Test Test Year Adjusted Adjusted Rate Prior Revenue at Proposed Revenue at No. Class/Meter Size in 1,000 gal. Bills Year Rate Revenue Bills Usage to Filing Rate Prior Rate Proposed Residential 1 All meter Sizes 2 3,549 22.59 80,172 3,549 22 59 80,172 14.51 51,496 3 Gallonage cap (gallons) 6,000 6,000 4 Capped Usage 5,363 -7.64 40.973 (6) 5,357 7.64 40,927 4.12 22,071 5 Usage Above Cap 196 196 6 7 Total Residential 3,549 5,559 121,145 3,549 5,553 73,567 121,099 8 Average Bill 34.14 34.12 20.73 9 10 **General Service** 11 5/8" X 3/4" 0 22.59 0 0 22.59 0 14.51 0 12 3/4" 0 33 90 0 0 33.90 0 21.77 0 13 1" 0 56.50 0 0 56.50 0 36.28 0 14 1-1/2" 0 112.98 0 0 112.98 0 72 55 0 15 2" 0 180.78 0 0 180.78 0 116.09 0 16 3" 0 361.54 0 0 361.54 0 232.17 0 17 4" 0 564.91 0 0 564.91 0 362.77 0 18 19 Gallonage 0 9.16 0 0 9.16 0 0 4.94 20 21 22 Total General Serv 0 0 0 0 0 0 0 23 Average Bill 24 25 Flat Rate Res. Wastewater Only 26 0 0 0 -27 Subtot Res Flat Rate 0 0 0 28 Cmrl. Wastewater Only 0 0 0 0 29 0 30 Total Wastewater Only 0 0 0 0 0 0 0 31 Average Bill -32 33 34 35 Subtotal Billed Rev 3,549 5,559 121,145 121,099 73,567 Unbilled Revenues 36 0 0 0 37 Guaranteed Revenues 0 0 0 Misc. Service Charge 38 0 0 0 39 Adjust to Customer Bills (46) 40 **Total Billed Revenue** 121,145 121,099 73,567 41 Booked Revenue per GL 111,686 42 Adjustments to Booked 0 43 Booked Revenue Adjusted 111,686 44 Difference & % Difference 8.5% 9,460