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MISSOURI PUBLIC SERVICE COMMISSION

FILE NO. ER-2019-0335

DIRECT TESTIMONY

OF

BRENDA I. WEBER

ON

BEHALF OF

UNION ELECTRIC COMPANY

d/b/a Ameren Missouri

CONFIDENTIAL

**St. Louis, Missouri
July 2019**

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DIRECT TESTIMONY
OF
BRENDA I. WEBER
FILE NO. ER-2019-0335

I. INTRODUCTION

Q. Please state your name and business address.

A. My name is Brenda I. Weber. My business address is One Ameren Plaza,
1901 Chouteau Avenue, St. Louis, MO 63103.

Q. By whom are you employed and in what capacity?

A. I am employed by Ameren Services Company, a wholly-owned subsidiary of
Ameren Corporation ("Ameren"), as Assistant Treasurer and Director Corporate Finance.
Ameren Services Company provides various corporate support services to Ameren and its
subsidiaries, including Union Electric Company d/b/a Ameren Missouri ("Ameren
Missouri" or "Company"), such as accounting, legal, financial, and treasury services.

Q. What are your current job duties and responsibilities?

A. As Assistant Treasurer and Director Corporate Finance, I am responsible for
managing Ameren's and its subsidiaries' short-term and long-term financing activities,
including those of Ameren Missouri. These activities include debt and equity issuance, credit
facility arrangement, monitoring the companies' liquidity positions and key credit metrics,
monitoring compliance with debt agreements, managing relationships with credit rating

1 agencies and banks, and monitoring capital markets for key developments, emerging risks,
2 and opportunities, among other corporate finance-related activities.

3 **Q. Please provide your educational background and relevant work**
4 **experience.**

5 A. See my Statement of Qualifications, attached as Schedule BIW-D1 to this
6 testimony.

7 **II. PURPOSE OF TESTIMONY**

8 **Q. What is the purpose of your direct testimony?**

9 A. My testimony discusses a lead-lag study prepared for Ameren Missouri's
10 electric business that I used to develop cash working capital factors ("CWC factors"). The CWC
11 factors are used by Ameren Missouri witness Laura Moore to calculate the Company's cash
12 working capital requirements.

13 **Q. Are you sponsoring any schedules in connection with your direct**
14 **testimony?**

15 A. Yes, in addition to schedule BIW-D1 referenced earlier, I am sponsoring
16 and have attached to my testimony schedule BIW-D2 Cash Working Capital Summary,
17 which has been prepared as of the twelve months ending December 31, 2018.

18 **III. SUMMARY OF THE COMPANY'S CASH WORKING**

19 **CAPITAL ANALYSIS**

20 **Q. For what period was the lead-lag study performed?**

21 A. The lead-lag study analyzed the Company's cash transactions and
22 invoices for the twelve months ending December 31, 2018.

1 **Q. Please define what you mean by the phrase "cash working capital."**

2 A. Cash working capital ("CWC") is the amount of funds required to finance the
3 day-to-day operations of the Company.

4 **Q. What is a lead-lag study?**

5 A. A lead-lag study is an analysis of revenue lags and expense leads. CWC
6 requirements are generally determined by lead-lag studies that are used to analyze the lag
7 time between the date customers receive service and the date that customers' payments are
8 available to the Company (i.e., the revenue lag). This lag is offset by a lead time during
9 which the Company receives goods and services, but pays for them at a later date
10 (i.e., the expense lead). The "lead" and "lag" are both measured in days. The dollar-
11 weighted lead and lag days are then divided by 365 to determine a daily CWC factor. This
12 CWC factor is then multiplied by the annual test year cash expenses to determine the
13 amount of cash working capital required for operations. The resulting amount of cash
14 working capital is then included in the Company's rate base.

15 **Q. Please explain the revenue lag in more detail.**

16 A. As noted, the revenue lag refers to the elapsed time between the delivery of
17 the Company's product (i.e., electricity) and its ability to use the funds received as payment
18 for the delivery of the product. The revenue lag actually consists of three components as
19 follows: the service lag, which is the number of days from the mid-point of the service
20 period to the meter reading date; the billing lag, which is the time between when the meter
21 is read and the bill is sent; and the collections lag, which is the time between when the bill is
22 sent to the customer and when the customer's payment is received by the Company.

1 **1. Base Revenue Lag**

2

3 **Q. How was the base revenue lag determined?**

4 A. The base revenue lag measures the number of days from the date service
5 was rendered by the Company until the date payment was received from customers and
6 such funds were deposited by the Company. In the calculation, the revenue lag was divided
7 into three distinct components: 1) service lag; 2) billing lag; and 3) collections lag.
8 Considered together, these three components of the base revenue lag totaled 38.80 lag days.
9 An explanation of each component of the base revenue lag follows.

10 **Q. What is meant by service lag?**

11 A. The service lag refers to the number of days from the mid-point of the
12 service period to the meter reading date for that service period. Using the mid-point
13 methodology, the average lag associated with the provisioning of service was 15.21 days
14 (365 days in the year divided by 12 months divided by 2).

15 **Q. What is meant by billing lag?**

16 A. Billing lag refers to the average number of days from the date on which the
17 meter was read until the customer was billed. The billing lag was determined by analyzing
18 the Company's monthly billing schedules and meter reading records. The average billing lag
19 was determined to be 0.98 days.

20 **Q. What is meant by collections lag?**

21 A. The collections lag refers to the average amount of time from the date when
22 the customer received a bill to the date that the Company received payment from its
23 customers. Based on weighted average data from the Company's Customer Service

1 System, the average collection lag was determined to be 22.61 days.

2 **Q. What data was used to calculate the collections lag?**

3 A. The Company used data from the bill payment report which was created
4 to support the calculation of the collections lag.

5 **Q. Please describe the bill payment report used in the collections lag**
6 **calculation.**

7 A. The Company developed a bill payment report to aggregate actual
8 customer payments. This allows us to better understand customer payment behavior. The
9 bill payment report compares the date a customer is billed to the date the bill was paid to
10 arrive at the lag days. The bill payment report summarizes the dollar amounts collected
11 per lag day. The lag days for each line item are capped at 150 days. Each line item is then
12 weighted to calculate the weighted lag days. The bill payment report was run monthly
13 for the period from January 2018 to December 2018.

14 **Q. Has the Company used the bill payment report in past lead-lag**
15 **studies?**

16 A. Yes. The Company introduced the bill payment report in its last electric
17 rate case (File No. ER-2016-0179) to determine the impact of the actual customer
18 payment behavior.

19 **Q. How were uncollectible revenues treated in your analysis?**

20 A. The bill payment report aggregates actual customer payments. Therefore,
21 an adjustment for uncollectible revenues is not needed in the analysis.

1 **Q. Please summarize the calculation of base revenue lag days.**

2 A. The calculation of the overall base revenue lag, by lag component, is
3 summarized in the following table. Please note that the revenue lag pertains to revenue lag
4 for items other than off-system sales, which I will address below.

Base Revenue Lag Component	Lag Days
Service	15.21
Billing	0.98
Collections	22.61
Total Revenue Lag	38.80

5 **Q. You mentioned that the above figures do not include the revenue lag**
6 **for off-system sales. What is the overall revenue lag once off-system sales are**
7 **included?**

8 A. Revenues from off-system sales were collected, on average, within 24.93
9 days. The proposed total retail revenues and off-system sales revenues were used to arrive
10 at a weighted-average revenue lag for tariffed revenues and off-system sales. The resulting
11 weighted revenue lag to be used in this filing was determined to be 37.33 days, as shown
12 in the following table:

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	Revenue Lag (days)	Revenues (\$)	Dollar Days (\$)
Service Lag	15.21		
Billing Lag	0.98		
Collections Lag	<u>22.61</u>		
Base Revenue (Retail)	38.80	\$ 2,621,240,072.00	\$ 101,705,871,335.00
Off-System Sales	24.93	\$ 311,518,748.00	\$ 7,765,132,566.54
Total Revenues	37.33	\$ 2,932,758,820.00	\$ 109,471,003,901.54

1 **2. Pass-Through Taxes Revenue Lag**

2 **Q. How does the revenue lag applied to pass-through taxes differ from**
3 **the base revenue lag?**

4 A. The only difference between the base revenue lag and the revenue lag which
5 is applied to the pass-through taxes is that the revenue lag applied to pass-through taxes
6 excludes the service lag. Therefore, the revenue lag applied to pass-through taxes is 23.59
7 days.

8 **Q. Why should a different revenue lag be applied to the pass-through tax**
9 **revenues?**

10 A. In prior cases, the Commission Staff has argued that pass-through taxes are
11 not generated as a result of the provisioning of a service by the utility.¹ Therefore, in these
12 proceedings a revenue lag which excludes a lag associated with the provisioning of utility
13 service has been applied to the pass-through tax revenues.

¹ Such proceedings include File Nos. ER-2010-0036 (AmerenUE), ER-2008-0318 (AmerenUE), ER-2007-0291 (Kansas City Power & Light Company), ER-2008-0093 (The Empire District Electric Company), GR-2007-0208 (Laclede Electric Company), and GR-2006-0422 (Missouri Electric Energy).

1 **Q. What types of leads associated with the Company's employee benefit**
2 **programs were considered in the analysis?**

3 A. The estimated lead times associated with the following major categories of the
4 Company's employee benefit programs were considered: a) group life insurance; b) group
5 health insurance including claims processing, claims payment, and administration costs; c)
6 contributions to the Company's pension fund; d) Other Post-Employment Benefits
7 ("OPEB") costs; and e) the Company's 401-K plan. Taken together, these programs had a
8 dollar-weighted lead-time of 13.45 days.

9 **Q. Provide an explanation of the leads associated with the Company's**
10 **payroll expenses.**

11 A. Payroll lead days were determined by calculating the nominal and
12 weighted lead time by pay period and weighting the resulting lead days by the amounts
13 paid out by the Company to cover its payroll obligations. The resulting total on a dollar-
14 weighted basis was 10.31 days.

15 **Q. Were any adjustments made to the Company's payroll lead days?**

16 A. Yes. Beginning in November 2018, the Company changed the payroll
17 date for management co-workers. The pay periods (i.e., the time frames for which
18 employees are paid) are not changing, only the pay dates (i.e., the dates that employees
19 are actually paid). Management pay dates shifted from the 15th and last day of each
20 month to the 13th and 28th of each month. The change in the payroll date for
21 management co-workers affected all of the payroll expense line items.

1 **Q. What was the impact of this change to the Company's payroll lead**
2 **days?**

3 A. The Company's dollar weighted payroll lead days prior to the change
4 was 11.01 days. The Company's daily weighted payroll lead days after the change
5 which is included in the study being presented is 10.31 for a reduction of 0.70 days.

6 **Q. Please explain the lead effects associated with payroll taxes.**

7 A. The Company has outsourced its payroll tax processing to a third-party
8 provider, Ceridian. The payroll taxes outsourced to Ceridian include: a) Federal and State
9 Withholding Taxes; b) Federal and State Unemployment Taxes; c) FICA (Social Security)
10 Taxes and Medicare Taxes for both employee and employer; and d) City of St. Louis
11 Employee Withholding Tax and St. Louis City Employer Expense. Ceridian pulls all
12 payroll taxes out of the Company's bank account on the same date as the employees are
13 paid. Therefore, the payroll taxes lead time is equal to the base payroll lead time of 9.53
14 days.

15 **Q. What are other operations and maintenance expenses and what**
16 **lead times were associated with such expenses?**

17 A. The Company engages in transactions with other vendors (not associated
18 with pensions, benefits, payroll, fuel, or taxes) for a variety of purposes including facility
19 maintenance, system maintenance, and customer service. Invoices from providers of such
20 services were analyzed in order to estimate a lead time associated with payment for services
21 related to other operations and maintenance activities. The analysis indicates that on

1 average, invoices were paid by the Company 37.15 days after receipt.

2 **Q. What is the expense lead time associated with the Company's**
3 **contribution to the nuclear decommissioning trust fund?**

4 A. The Company made quarterly contributions to the nuclear decommissioning
5 trust fund during the twelve months ended December 31, 2018. Based on an examination
6 of the contributions to the trust, a weighted average lead time of 70.63 days was
7 determined.

8 **Q. What is the lead time applicable to expenses associated with the**
9 **Company's nuclear fuel?**

10 A. The Company purchases and owns all of its current nuclear fuel. At the time
11 the nuclear fuel is purchased it is included in construction work in progress ("CWIP") and
12 accrues an Allowance for Funds Used During Construction ("AFUDC"). The nuclear fuel stays
13 in CWIP until it arrives at the reactor site. At that time, the nuclear fuel is in service and the
14 AFUDC ceases. The nuclear fuel is then amortized to expense each month as it is burned. The
15 average unburned nuclear fuel is included in the materials and supplies inventory in rate base.
16 Therefore, the only lag is between the monthly burn charged to expense and when this expense
17 is recovered in revenue. Thus, a service lag of 15.21 days is used for the expense lead.

18 **Q. How did you determine the expense lead time associated with the**
19 **Company's purchase of coal and related services?**

20 A. Invoices related to purchases of coal were examined to determine the
21 expense lead time associated with the Company's coal purchases. When weighted by the
22 dollar amounts shown in the invoices examined, a weighted average expense lead time of

1 17.41 days was determined.

2 **Q. What is the expense lead time associated with the Company's**
3 **purchase of oil to support its electric operations?**

4 A. Based on an examination of invoices from the suppliers of oil to the
5 Company, a weighted average lead time of 12.74 days was determined.

6 **Q. What is the expense lead time associated with the Company's purchase**
7 **of natural gas to support its electric operations?**

8 A. Based on an examination of invoices from commodity and pipeline
9 suppliers to the Company, a weighted average lead time of 38.92 days was determined.

10 **Q. What type of leads were associated with the Company's purchase of**
11 **electricity?**

12 A. The Company makes purchases, as required from the Midcontinent
13 Independent System Operator, Inc. ("MISO") and under its contract with Pioneer Prairie
14 Wind Farm. Based on an examination of the service periods and payment dates for the
15 Company's source of purchased power, a weighted lead time of 24.93 days was determined.

16 **Q. What are the various general taxes considered in the analysis?**

17 A. The following general taxes were considered in the study: a) Real Estate
18 and Property Taxes; b) Missouri Sales Tax; c) Missouri and Iowa Use Tax; d) Illinois Use
19 Tax; e) St. Louis Corporate Earnings Taxes; f) Federal Excise Heavy Use Tax; g) Self
20 Procured Insurance Tax; h) Ohio Commercial Activity Tax; i) Corporate Franchise Tax;
21 and j) Gross Receipts Taxes. When taxes were required to be paid to a single taxing

1 authority pursuant to a set schedule, the statutory payment dates were considered in the
2 analysis.

3 **Q. Explain the lead effects associated with each type of general taxes**
4 **considered in the analysis.**

5 A. The treatment of each category of general taxes in the study is described
6 below:

7 1) Real Estate and Property Taxes: All current-year property taxes in
8 Missouri are due on December 31st of the current year. Taking this
9 schedule into consideration, a dollar-weighted expense lead of 182.50
10 days was calculated.

11 2) Missouri Sales Tax: Missouri sales tax is payable to the Missouri
12 Department of Revenue and is calculated as a percent of billings less
13 a 2 percent timely payment allowance. Estimated payments are made
14 weekly with the tax return and remaining balance due by the 20th of
15 the month following except for the last month at the end of the quarter
16 for which the tax return and payment are due on the last day of the
17 month following. Taking this information into account, a weighted
18 expense lead time of 10.50 days was determined.

19 3) Missouri and Iowa Use Tax: Missouri and Iowa use tax is payable to
20 the Missouri Department of Revenue and Iowa Department of
21 Revenue, respectively, on the last day of the month following the end
22 of the quarter. Taking this information into account, the expense lead

1 time associated with the Missouri and Iowa use taxes was determined
2 to be 76.14 days.

3 4) Illinois Use Tax: Illinois use tax is payable to the Illinois Department
4 of Revenue on the 20th of the month following the end of the month.
5 Taking this information into account, the expense lead time
6 associated with the Illinois use taxes was determined to be 35.76
7 days.

8 5) St. Louis Corporate Earnings Tax: The Company pays corporate
9 earnings taxes to the City of St. Louis. This tax is paid by check to
10 the City of St. Louis annually on April 1st for the previous year.
11 Taking this information into account, the expense lead time
12 associated with corporate earnings taxes was determined to be 273.50
13 days.

14 6) Federal Heavy Use Tax: The federal heavy use tax is paid annually
15 to the federal government at the beginning of the tax period.
16 Additional payments are made as heavy vehicles are added. Taking
17 this information into account, the expense lead time associated with
18 the federal heavy use tax was determined to be -114.19 days.

19 7) Self Procured Insurance Tax: The self procured insurance tax is paid
20 annually to the federal government in April of each year. Taking this
21 information into account, the expense lead time associated with self
22 procured insurance taxes was determined to be 273.50 days.

1 8) Ohio Commercial Activity Tax: The Ohio commercial activity tax is
2 a quarterly tax paid to the Ohio Department of Revenue. This tax is
3 paid when Ameren Missouri sells excess power to Ohio purchasers.
4 This tax is paid whenever Ameren Missouri has quarterly tax that
5 qualifies to be paid. Taking this information into account, the expense
6 lead time associated with the Ohio commercial activity taxes was
7 determined to be 83.00 days.

8 9) Corporate Franchise Tax – The corporate franchise tax is paid
9 annually to the State of Illinois by June 1 of each year. Taking this
10 information into account, the expense lead time associated with
11 corporate franchise taxes was determined to be -181.50 days.

12 **Q. What pass-through taxes are included in the CWC analysis?**

13 A. The only pass-through tax considered in the CWC analysis was Gross
14 Receipts Taxes.

15 **Q. Please describe the timing of the payment of the Gross Receipt Taxes.**

16 A. Gross receipts taxes are payable to municipalities and are paid as a percent
17 of billings to customers within the municipality. These taxes are paid on the last day of
18 the month following the end of a month with the exception of Arnold, Brentwood, Cape
19 Girardeau, Chesterfield, Clayton, Dexter, Fenton, Florissant, Jefferson City, Jennings,
20 Kirksville, Ladue, Maryland Heights, Moberly, St. Louis County, and Wentzville
21 municipalities that are paid on the 20th day of the month. Based on the specific tax periods
22 of the various municipalities, a dollar-weighted gross receipts tax expense lead time of

1 26.92 days was calculated.

2 **Q. Does the lead time for gross receipts taxes include a service lead?**

3 A. No. Since no service lag was included in the revenue lag assigned to pass-
4 through taxes, there has been no service lead attributed to the gross receipts taxes.

5 **Q. Please explain.**

6 A. Both the service lag and the service lead are associated with the timing of
7 the provisioning of service. If there is no service lag on the revenue side there can be no
8 service lead on the expense side. Therefore, for consistency purposes, I have excluded both
9 the service lag and service lead from the analysis of the pass-through taxes.

10 **Q. How did your study address federal income taxes?**

11 A. The lead time associated with federal income tax payments was based on
12 the provisions of the Internal Revenue Code that require estimated tax payments of 25
13 percent of total income taxes due on April 15, June 15, September 15, and December 15 of
14 the current year. Taking this schedule into consideration a lead time of 37.88 days for
15 federal income tax payments made by the Company was determined.

16 **Q. How did the study address state income taxes?**

17 A. State income taxes follow a pattern similar to federal taxes. Thus, assuming
18 quarterly payments due on April 15, June 15, September 15, and December 15 of the
19 current year, an expense lead time of 37.88 days was determined.

20 **Q. Provide a description of how lead times associated with the**
21 **Company's interest expenses were addressed by the study.**

22 A. The Company's interest payments on its long-term bonds were made from

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1 current revenues. Thus, there was a lead (or lag) between the date the interest payments
2 were collected from customers and the date when such amounts were paid to financial
3 institutions. The Company generally made interest payments on its fixed rate long-term
4 debt twice a year at varying times. On the auction rate bonds, the Company made interest
5 payments every 35 days. Using actual due dates on interest payments, a dollar-weighted
6 lead of 89.48 days for interest payments were determined.

7 **Q. How did the study address contributions to the incentive**
8 **compensation plans?**

9 A. The Company made an annual contribution to incentive compensation
10 programs for both the executive incentive plan and the management/bargaining unit
11 plans during the test year. The executive incentive plan contribution is made the last
12 date in February while the management/bargaining unit contributions are made
13 during the first pay period in March. Based on an examination of the contributions
14 to the incentive compensation plans, a weighted average lead time of 251.69 days
15 was determined.

16 **Q. Please describe Schedule BIW-D2.**

17 A. Schedule BIW-D2 summarizes the leads and lags discussed within my
18 direct testimony that I used to develop the CWC factors. These CWC factors are used by
19 Company witness Laura Moore to calculate the Company's cash working capital
20 requirements.

21 **Q. Does this conclude your direct testimony?**

22 A. Yes, it does.

STATEMENT OF QUALIFICATIONS
BRENDA I. WEBER

I received my Bachelor of Science degree in Accounting from Bradley University in 1986. I earned my CPA certificate from the state of Illinois in 1989. I received my Master of Business Administration degree, with a concentration in finance in 1991, from Bradley University.

I have more than twenty-seven years of utility experience in various accounting, financial reporting, tax, forecasting, and finance roles. I joined Central Illinois Light Company ("CILCO") in 1991 as an Accounting Analyst, focusing primarily on United States Securities and Exchange Commission reporting. In 1993, I transferred into the tax department as a tax accountant and was promoted to Senior Tax Accountant in 1995. While in the tax group, I performed a wide range of tax accounting, tax compliance, and tax research duties. In 1997, I moved into the Treasury Department and was promoted to Senior Financial Analyst. I had responsibility for short-term debt projections, short-term and long-term financing, cash management, evaluation of strategic opportunities, communication with rating agencies, and management of non-regulated leveraged lease investments. In early 2003, Ameren completed its acquisition of CILCO. I joined Ameren Services in 2003 as a Finance Professional, focusing on disposition of non-utility leveraged lease investments. In 2004, I transferred to Financial Forecasting and was subsequently promoted to Supervisor of Corporate Model and later Manager of Corporate Model. While in the Financial Forecasting Department, I was responsible for developing financial models and earnings forecasts for Ameren and its subsidiaries. In August of 2014, I transitioned

to into the Treasury Department of Ameren Services as the Manager Corporate Finance.
In July of 2018, I was prompted to my current position in the Treasury Department of
Ameren Services as Assistant Treasurer and Director Corporate Finance.

Ameren Missouri Electric Rate Case
Cash Working Capital Requirement

Line No.	Description (A)	Revenue Lag (B)	Expense Lead (C)	Net Lag (D)	CWC Factor (E)
1	Pensions & Benefits	37.33	(13.45)	23.87	0.0654
2	Payroll and Withholdings	37.33	(10.31)	27.02	0.0740
3	Payroll Taxes	37.33	(9.53)	27.80	0.0762
4	Other Operations and Maintenance Expenses	37.33	(37.15)	0.18	0.0005
5	Property/Real Estate Taxes	37.33	(182.50)	(145.17)	(0.3977)
6	Missouri Sales Tax	37.33	(10.50)	26.83	0.0735
7	Missouri and Iowa Use Tax	37.33	(76.14)	(38.81)	(0.1063)
8	Illinois Use Tax	37.33	(35.76)	1.57	0.0043
9	Gross Receipts Taxes	23.59	(26.92)	(3.33)	(0.0091)
10	Federal Income Tax	37.33	(37.88)	(0.55)	(0.0015)
11	State Income Tax	37.33	(37.88)	(0.55)	(0.0015)
12	St Louis Corporate Earnings Tax	37.33	(273.50)	(236.17)	(0.6470)
13	Fuel - Nuclear	37.33	(15.21)	22.12	0.0606
14	Fuel - Coal	37.33	(17.41)	19.92	0.0546
15	Fuel - Oil	37.33	(12.74)	24.59	0.0674
16	Fuel - Gas	37.33	(38.92)	(1.60)	(0.0044)
17	Interest Expense	37.33	(89.48)	(52.15)	(0.1429)
18	Uncollectible Expense	37.33	(37.33)	-	-
19	Purchased Power	37.33	(24.93)	12.40	0.0340
20	Decommissioning Fees	37.33	(70.63)	(33.30)	(0.0912)
21	Incentive Compensation	37.33	(251.69)	(214.36)	(0.5873)
22	Fed Excise Heavy Use Tax	37.33	114.19	151.52	0.4151
23	Self Procured Insurance Tax	37.33	(273.50)	(236.17)	(0.6470)
24	Ohio Commercial Activity Tax	37.33	(83.00)	(45.67)	(0.1251)
25	Corporate Franchise Tax	37.33	181.50	218.83	0.5995

