**NET CHANGE**

(COLUMN 6)

FOOTNOTE Q/ $54,448 Sales of Electricity

The following is an analysis of the increase in Sales of Electricity:



The retail base revenues in the test period, which are based on the weather normal sales forecast, are expected to decrease compared to the actual 2018 retail base revenues, which were higher than budget primarily driven by positive weather. The underlying energy sales are consistent with the Company’s 2018 actual retail energy sales and the sales forecast for the test period filed in Docket No. 42310. Please see Appendix\_Exhibits 1.1 and 1.2 for further discussion on the budgeted sales and revenues for the test period and beyond. The retail fuel revenues are trued-up based on retail fuel expenses. The decrease in wholesale revenues is primarily due to the expiration of the Flint 25 MW contract of Plant Scherer Unit 3 and the Company’s offer to transfer that capacity to retail as well as a decrease in projected wholesale fuel revenues due to decrease in projected fuel expenses. The impact of FOOTNOTE A/ offsets the expected decrease in revenues.

FOOTNOTE R/ $281,788 Other Operating Revenues

The following is an analysis of the increase in Other Operating Revenues:



The increase is primarily driven by the Tax Reform Act refunds approved by the Commission in Docket No. 36989 and the impact of FOOTNOTE B/, which adjusts revenue for unregulated outdoor lighting, wholesale to retail market differential, Plant Vogtle Units 3 & 4 nuclear fuel, FERC boundary land, and SCGEM.

FOOTNOTE S/ $(120,204) Total Operation and Maintenance Expenses

The decrease in Operation and Maintenance Expenses is outlined in the explanations provided on the following pages. Compound annual growth rate (CAGR) as shown reflects annualized growth over the 19 months between the historic and test periods.