

Attachment 2B



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CALIFORNIA-AMERICAN WATER COMPANY

CALIFORNIA AMERICAN WATER COMPANY
 APPLICATION 10-09-07
 APRIL 15, 2011 COMPLIANCE FILING

	San Diego	Ventura	LA - Baldwin Hills	LA-Duarte	LA-San Marino	Total LA	Monterey	Larkfield
2009	(\$191,752)	\$555,395	\$402,662	(\$1,315,315)	(\$1,360,172)	(\$2,272,825)		(\$435,533)
2010	(\$1,382,820)	(\$1,275,731)	(\$241,009)	(\$1,013,260)	(\$1,706,191)	(\$2,960,460)	(\$11,806,440)	(\$586,634)
Total	(\$1,574,572)	(\$720,336)	\$161,653	(\$2,328,575)	(\$3,066,363)	(\$5,233,285)	(\$11,806,440)	(\$1,022,167)
Adopted Rev Req't	\$20,118,331	\$26,671,242				\$26,773,302	\$43,674,820	\$3,079,904
	-7.83%	-2.70%				-19.55%	-27.03%	-19.05%

California American Water believes the primary reason for the variance in adopted versus actual WRAM/MCBA balances is due to the conservation rate designs and conservation message it has implemented in its districts. While other factors, such as weather and the economy could play a role, California American Water has no way of quantifying the effect of one from another.

California Water Service Company

California Water Service Company
Variance Analysis on WRAM and MCBA Net Balance

Overview

California Water Service Company (“Cal Water”) has reviewed the net Water Revenue Adjustment Mechanism and Modified Cost Balancing Account (“WRAM” and “MCBA”) variances. From 2008 to 2010, there are four districts encompassing six rate areas that have a variance greater than ten percent (10%).² These districts represent approximately 7.5% of Cal Water’s customer base. The variance in these six districts results mainly from an under-collection in revenue. This under-collection results from actual sales being lower than adopted sales. There are several possible explanations for the change in consumption patterns that has led to this situation. In further researching this issue, Cal Water has identified five potential factors that can contribute to actual sales being lower than adopted sales. These factors, some of which are related, include outdated sales forecasts, customer responses to price signals, increased conservation spending, drought, and economic conditions. One or more of these factors can have a compounding affect on customer consumption. These are delineated below.

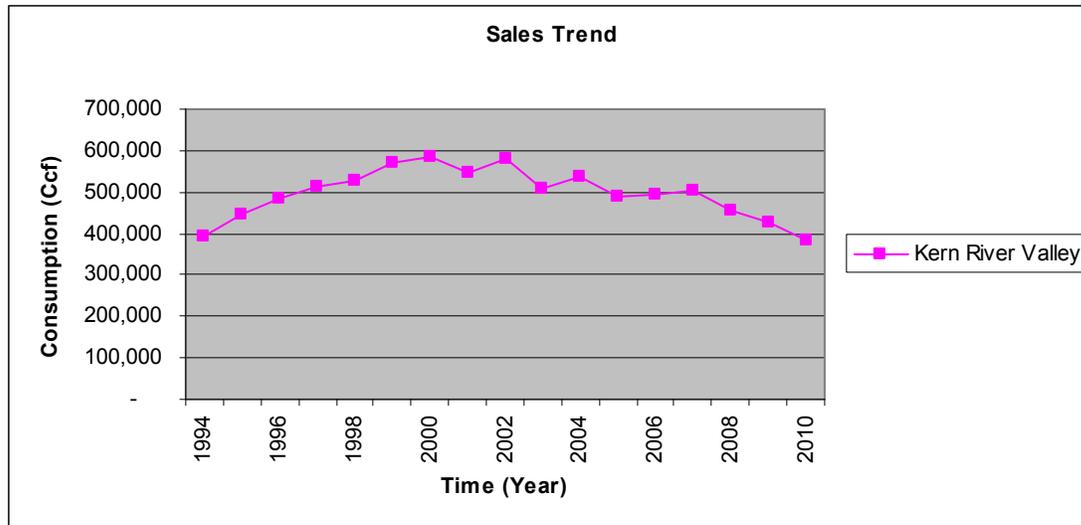
Cal Water management believes that a likely combination of the following causes affected the districts with annual net balances above 10%:

Kern River Valley

Outdated Sales Forecast

Sales forecasts adopted for the WRAM rely on data at least 4 years old due to a delay in the rate case schedule. Sales have been declining in Kern River Valley since at least 2000.

² Cal Water’s annual Water Revenue Adjustment Mechanism and Modified Cost Balancing Account net balance true-up in 2009, 2010, and 2011



Small District

Sales are inherently more variable due to small district size and lack of long-term data record.

Price Signal effect of increasing water rates

Rates in Kern River Valley have increased dramatically in recent years due to necessary capital improvements. Customers may be decreasing use as an economic reaction to compensate for higher unit rates.

Price signal effect of conservation rate design

While Kern River Valley does not have tiered rates, the unit cost of water is \$4.56 per hundred cubic feet. This high marginal cost of water may cause customers with high summer use to conserve as an economic reaction to compensate for high marginal unit rates.

Drought Publicity

Customers are likely to be influenced by company and media messaging on conservation and drought from 2008-2010.

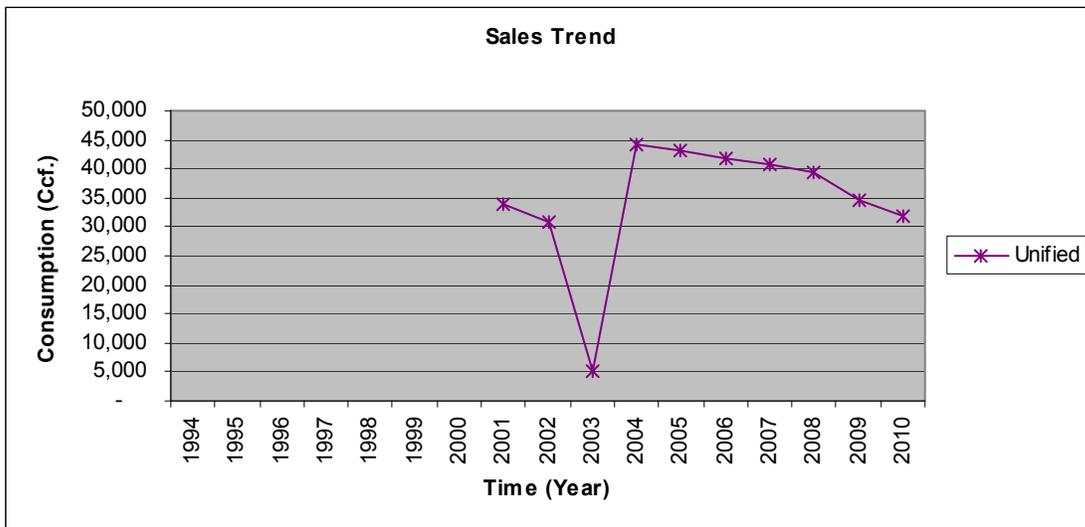
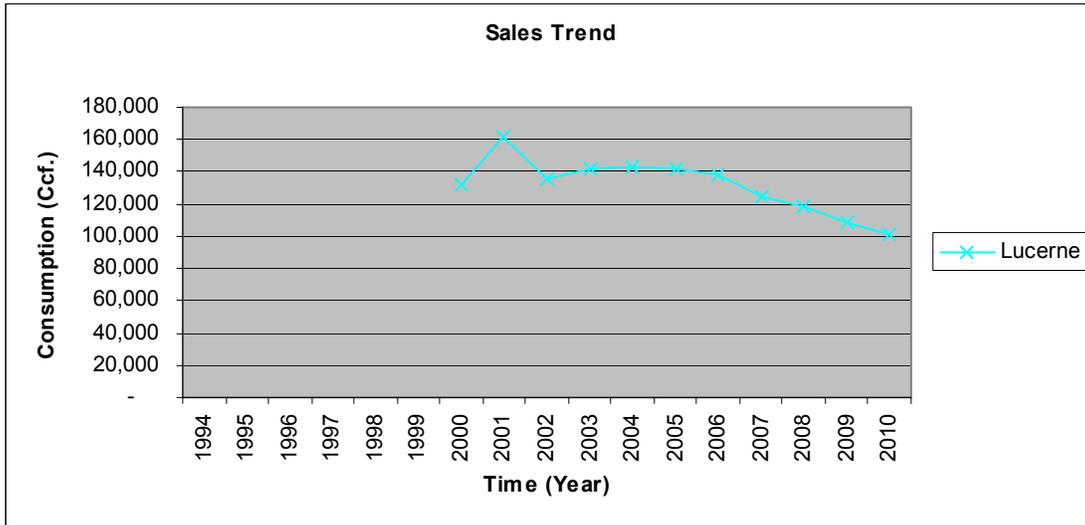
General Economic Conditions

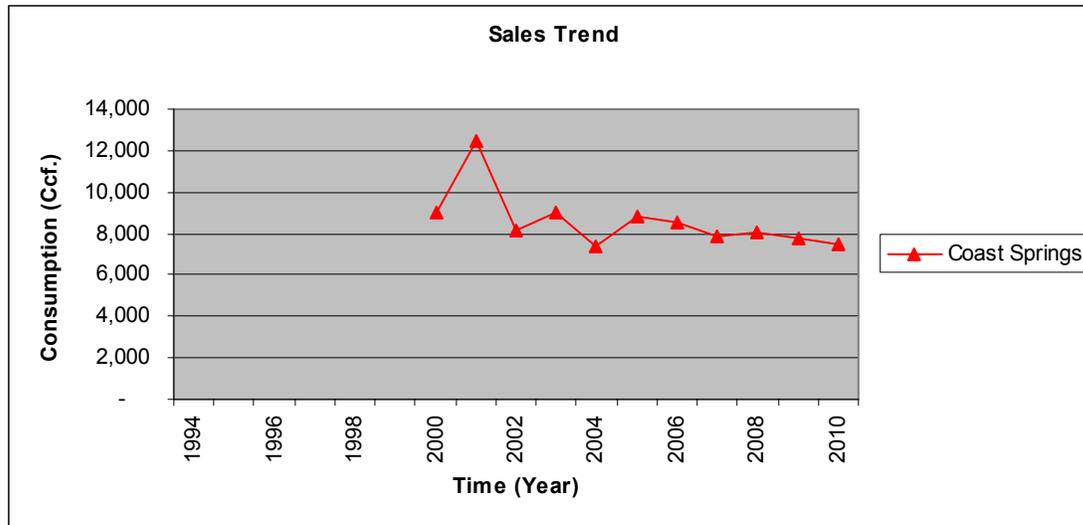
The collapse of the construction and mortgage industries in California may have had an effect in Kern County, though it is not easy to measure these effects. Effects would include higher foreclosure rates due to subprime or underwater mortgages and declines in housing values, rental vacancies due to higher unemployment, lower than anticipated construction water use, and perhaps lower consumption due to customer income limitations. Cal Water has no way to determine the magnitude of these effects in the Kern River Valley area as economic data are recorded county-wide.

Redwood Valley Area (including Coast Springs, Lucerne, and Redwood Unified)

Outdated Sales Forecast

Sales forecasts adopted for the WRAM rely on data at least 4 years old due to a delay in the rate case schedule. Sales have been declining in Lucerne since at least 2000, and Redwood Unified since 2004.





Small District

Sales are inherently more variable due to small district size and lack of long-term data record. Coast Springs has approximately 250 customers. Redwood unified has 450 customers, and Lucerne has 1,200 customers. Coast Springs sales only average 2.5 ccf per customer per month, so they are quite susceptible to influence by higher use of even a single customer.

Price Signal effect of increasing water rates

Rates in Redwood Valley have increased dramatically in recent years due to necessary capital improvements. Customers may be decreasing use as an economic reaction to compensate for higher unit rates.

Price signal effect of conservation rate design

While Redwood Valley does not have tiered rates, the unit cost of water is \$26.18 per hundred cubic feet in Coast Springs, \$8.33 in Redwood Unified, and \$7.70 in Lucerne. This high marginal cost of water may cause customers with high summer use to conserve as an economic reaction to compensate for high marginal unit rates.

Drought Publicity

Customers are likely to be influenced by company and media messaging on conservation and drought from 2008-2010.

General Economic Conditions

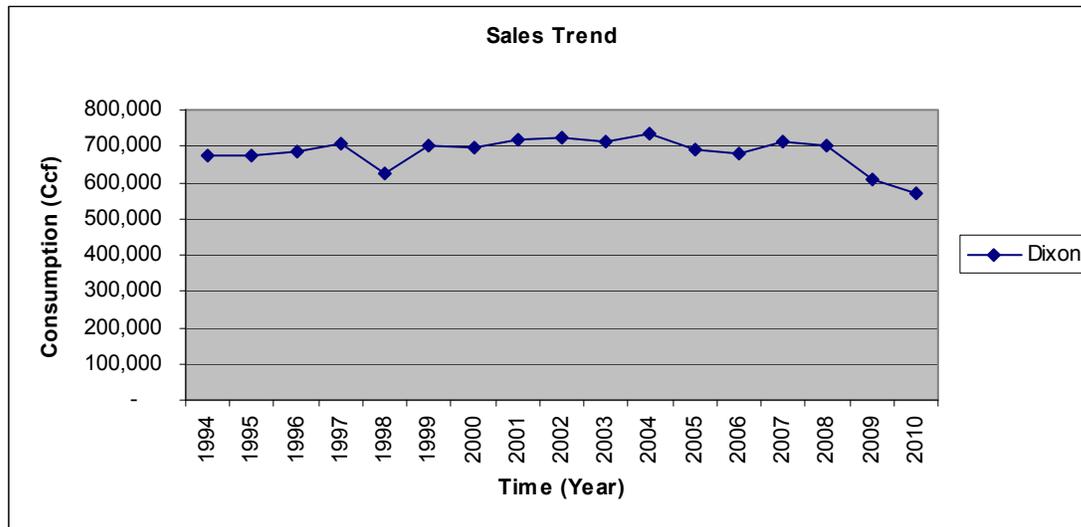
The collapse of the construction and mortgage industries in California may have had an effect in Lake, Marin, and Sonoma Counties, though it is not easy to measure these effects. Effects would include higher foreclosure rates due to subprime or underwater mortgages and declines in housing values, rental vacancies due to higher unemployment, lower than anticipated construction water use, and perhaps lower consumption due to customer income limitations.

Cal Water has no way to determine the magnitude of these effects in the Redwood Valley area as economic data are recorded county-wide.

Dixon District

Outdated Sales Forecast

Sales forecasts adopted for the WRAM rely on data at least 3 years old due to a delay in the rate case schedule. Sales have been declining since 2004.



Price Signal effect of increasing water rates

Rates in Dixon have increased dramatically in recent years due to necessary capital improvements. Customers may be decreasing use as an economic reaction to compensate for higher unit rates.

Price signal effect of conservation rate design

The Commission adopted a three-tier rate design for Dixon in 2008. The high marginal cost of water may cause customers with high summer use to conserve as an economic reaction to compensate for high marginal unit rates.

Drought Publicity

Customers are likely to be influenced by company and media messaging on conservation and drought from 2008-2010.

General Economic Conditions

The collapse of the construction and mortgage industries in California may have had an effect in Dixon, though it is not easy to measure these effects. Effects would include higher foreclosure rates due to subprime or underwater mortgages and declines in housing values, rental vacancies due to higher unemployment, lower than anticipated construction water use, and perhaps lower consumption due to customer income limitations. Dixon District has not grown in recent years as it is surrounded by other utility service territories, so it seems less likely that

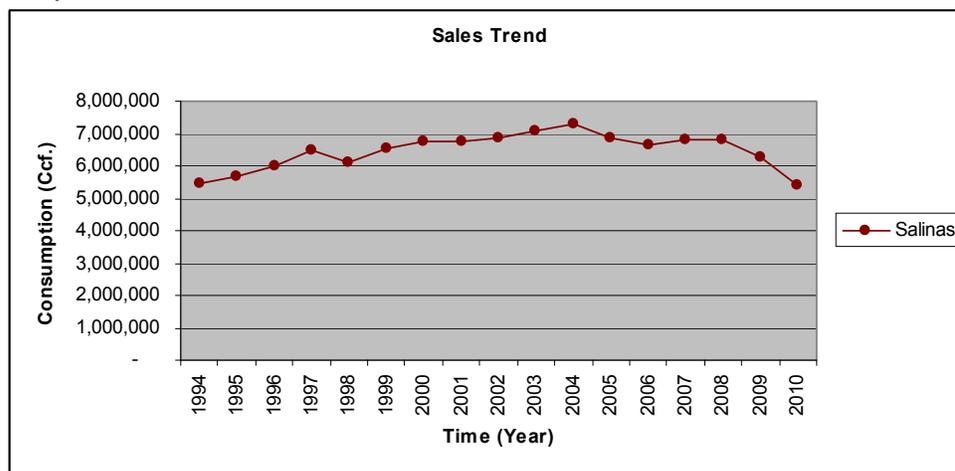
water use was affected by foreclosures due to subprime mortgages. Cal Water has no way to determine the magnitude of these effects in Dixon as economic data are recorded county-wide.

Salinas District

Outdated Sales Forecast

While the sales forecast for Salinas is newer than the other high-variance districts, it is important to note that sales have declined each year since 2004. This general decline is not captured in the bean model results even including 2006, which were used to forecast sales for this period.

Graph 1



Price Signal effect of increasing water rates

Rates in Salinas have increased dramatically in recent years due to necessary capital improvements and water treatment expenses. Customers may be decreasing use as an economic reaction to compensate for higher unit rates.

Price signal effect of conservation rate design

The Commission adopted a three-tier rate design for Salinas in 2008. The high marginal cost of water may cause customers with high summer use to conserve as an economic reaction to compensate for high marginal unit rates.

Drought Publicity

Customers are likely to be influenced by company and media messaging on conservation and drought from 2008-2010.

Conservation Program

Cal Water has spent approximately \$400,000 in 2008-2010 on conservation incentives and programs to promote sales reductions.

General Economic Conditions

The collapse of the construction and mortgage industries in California may have had an effect in Dixon, though it is not easy to measure these effects. Effects would include higher foreclosure rates due to subprime or underwater mortgages and declines in housing values, rental vacancies due to higher unemployment, lower than anticipated construction water use, and perhaps lower consumption due to customer income limitations. Dixon District has not grown in recent years as it is surrounded by other utility service territories, so it seems less likely that water use was affected by foreclosures due to subprime mortgages. Cal Water has no way to determine the magnitude of these effects in Dixon as economic data are recorded county-wide.

Reduction in growth

Due to declines in the real estate market, Salinas did not achieve predicted growth in demand anticipated in the 2007 GRC.

More Detail on the Potential Factors Contributing to Variances

Limitations of the Sales Forecasting Methodology

Water utility sales forecasts under the Rate Case Plan use the modified bean method, which does not allow additional econometric variables which could model economic conditions, droughts, or demographic trends.

Outdated Sales Forecasts

One explanation for the variance in sales is that the consumption data used in the adopted sales forecasts is outdated. The sales forecast used in calculating rates for many of these districts are not current due to the schedule outlined in the Rate Case Plan ("RCP") and the transitional delay of a scheduled rate case for these districts. The rate calculations from 2008, 2009, and 2010 rely on adopted sales from the 2005 General Rate Case ("GRC") for the Kern River Valley and Redwood Valley Districts. The Redwood Valley District has three distinct rate areas, Coast Springs, Lucerne, and Unified. The adopted sales forecast for the last GRC for this district relied on data from 1995 to 2004. Thus there is a four to six year gap between the last data used to estimate sales and the year where actual sales diverge from adopted. With regard to the Dixon District, the rates in effect were calculated based on adopted sales from the 2006 GRC. Sales adopted in the 2006 GRC were based on consumption patterns from 1996-2005. In this case there is a three to five year gap between the last data used to estimate sales and the year where actual sales diverge from adopted.

These older time periods upon which rates were based do not account for the significant subsequent changes in consumption patterns. As an aggregate, there has been a decreasing trend in consumption that is not reflected in the adopted consumption. Please refer to Graphs 1 through 4 below for the sales trends. (Cal Water acquired the Redwood Valley District in 2000, and does not have consumption data before 2000.)

Table 1

Districts with more than 10% Variance

	2008	2009	2010	GRC
ANTELOPE VALLEY				
BEAR GULCH				
BAKERSFIELD				
BAYSHORE				
CHICO-HAM CITY				
DIXON		X	X	2006
DOMINGUEZ				
EAST LOS ANGELES				
HERMOSA REDONDO				
KERN RIVER VALLEY	X	X	X	2005
KING CITY				
LIVERMORE				
LOS ALTOS SUBURBAN				
MARYSVILLE				
OROVILLE				
PALOS VERDES				
REDWOOD VALLEY - Coast Springs	X			2005
REDWOOD VALLEY - Lucerne	X	X	X	2005
REDWOOD VALLEY - Unified	X	X	X	2005
SALINAS			X	2007
SELMA				
STOCKTON				
VISALIA				
WESTLAKE				
WILLOWS				
COUNT	4	4	5	

Table 2

WRAM and MCBA Net Variance

	2008				2009				2010			
	A Net WRAM (Adopted - actual)	B Net MCBA (Adopted - actual)	C Adopted Revenue Requirement	D % Variance (A+B)/C	E Net WRAM (Adopted - actual)	F Net MCBA (Adopted - actual)	G Adopted Revenue Requirement	H % Variance (E+F)/G	I Net WRAM (Adopted - actual)	J Net MCBA (Adopted - actual)	K Adopted Revenue Requirement	L % Variance (I+J)/K
ANTELOPE VALLEY	\$98,297	(\$28,364)	\$1,254,446	5.6%	\$233,392	(\$159,248)	\$ 1,784,357	4.2%	\$320,047	(\$167,311)	\$1,784,357	8.6%
BEAR GULCH	\$166,428	\$590,577	\$21,354,548	3.5%	\$828,831	\$290,372	\$ 26,269,600	4.3%	\$2,654,679	(\$791,953)	\$27,960,689	6.7%
BAKERSFIELD	(\$227,757)	\$497,374	\$28,524,147	0.9%	(\$717,534)	(\$597,627)	\$ 63,206,900	-2.1%	\$391,250	(\$1,888,969)	\$63,206,877	-2.4%
CHICO-HAM CITY	\$195,680	(\$56,839)	\$7,433,344	1.9%	\$412,545	(\$129,738)	\$ 17,717,300	1.6%	\$780,774	(\$34,034)	\$18,443,145	4.0%
DIXON*	\$46,955	\$25,484	\$1,310,703	5.5%	\$169,128	\$13,602	\$ 1,810,900	10.1%	\$230,080	\$37,793	\$1,810,927	14.8%
DOMINGUEZ	\$445,701	(\$1,629,150)	\$32,220,705	-3.7%	\$4,147,876	(\$3,667,302)	\$ 42,074,678	1.1%	\$5,006,694	(\$3,334,258)	\$47,897,478	3.5%
EAST LOS ANGELES	\$498,294	(\$1,019,341)	\$18,759,841	-2.8%	\$2,075,044	(\$1,505,762)	\$ 26,698,100	2.1%	\$3,531,664	(\$3,439,605)	\$30,248,781	0.3%
HERMOSA REDONDO	\$625,130	(\$185,094)	\$16,733,637	2.6%	\$2,026,402	\$94,581	\$ 22,571,100	9.4%	\$3,164,161	(\$1,388,257)	\$24,906,235	7.1%
KERN RIVER VALLEY*	\$458,621	(\$38,832)	\$2,381,722	17.6%	\$664,668	(\$35,968)	\$ 4,976,700	12.6%	\$858,702	(\$45,855)	\$4,976,653	16.3%
KING CITY	(\$30,223)	\$11,348	\$1,689,148	-1.1%	(\$53,741)	\$16,271	\$ 2,138,500	-1.8%	\$14,710	\$23,934	\$2,138,540	1.8%
LIVERMORE	\$89,108	(\$397,520)	\$13,168,852	-2.3%	\$650,036	(\$834,301)	\$ 17,318,400	-1.1%	\$1,855,852	(\$1,628,685)	\$18,581,363	1.2%
LOS ALTOS SUBURBAN	\$111,213	(\$267,145)	\$18,309,079	-0.9%	\$1,231,038	(\$742,093)	\$ 21,482,800	2.3%	\$2,551,682	(\$2,528,546)	\$23,387,707	0.1%
MARYSVILLE	\$46,518	(\$5,337)	\$799,126	5.2%	\$137,707	(\$16,418)	\$ 2,629,344	4.6%	\$131,960	(\$2,121)	\$2,629,344	4.9%
MID PENINSULA	\$469,580	(\$314,948)	\$23,058,739	0.7%	\$2,035,438	(\$981,369)	\$ 29,686,600	3.6%	\$3,665,892	(\$1,710,581)	\$32,172,856	6.1%
OROVILLE	\$110,768	\$45,456	\$2,299,924	6.8%	\$294,066	\$20,934	\$ 3,426,945	9.2%	\$321,016	\$3,791	\$3,472,174	9.4%
PALOS VERDES	(\$298,810)	(\$81,997)	\$27,078,612	-1.4%	\$885,025	\$806,019	\$ 31,841,600	5.3%	\$4,606,225	(\$2,032,600)	\$35,884,240	7.2%
REDWOOD VALLEY*	\$177,120	\$29,682	\$1,414,781	14.6%								
Coast Springs					\$14,418	\$4,414	\$ 260,573	7.2%	\$17,233	\$4,089	\$260,573	8.2%
Lucerne*					\$171,031	\$21,701	\$ 1,291,100	14.9%	\$218,959	\$39,445	\$1,291,084	20.0%
Unified*					\$108,113	\$1,297	\$ 588,820	18.6%	\$128,148	\$4,611	\$588,820	22.5%
SALINAS*	\$658,446	(\$249,885)	\$13,296,120	3.1%	\$1,686,102	(\$161,499)	\$ 24,005,900	6.4%	\$2,814,979	(\$144,620)	\$25,119,506	10.6%
SELMA	\$89,885	(\$3,191)	\$1,452,390	6.0%	\$103,970	(\$1,319)	\$ 3,518,400	2.9%	\$196,501	\$4,536	\$3,518,426	5.7%
SO. SAN FRANCISCO	\$185,234	\$244,673	\$10,714,979	4.0%	\$866,600	(\$679,382)	\$ 14,802,487	1.3%	\$1,469,805	(\$989,773)	\$15,960,339	3.0%
STOCKTON	\$396,897	(\$244,512)	\$23,983,913	0.6%	\$1,402,101	(\$490,737)	\$ 29,510,800	3.1%	\$2,985,263	(\$1,123,328)	\$30,821,774	6.0%
VISALIA	\$612,499	\$15,723	\$7,098,844	8.8%	\$942,559	\$53,910	\$ 19,901,200	5.0%	\$621,536	(\$43,020)	\$20,451,092	2.8%
WESTLAKE	\$38,220	\$131,429	\$10,542,810	1.6%	\$830,911	(\$483,389)	\$ 13,321,700	2.6%	\$2,628,676	(\$1,555,272)	\$15,049,214	7.1%
WILLOWS	\$5,114	(\$9,289)	\$668,493	-0.6%	(\$14,253)	(\$17,427)	\$ 1,584,593	-2.0%	\$28,164	\$1,564	\$1,584,593	1.9%
TOTAL	\$4,968,919	(\$2,939,698)	\$285,548,902	0.7%	\$21,131,473	(\$9,180,479)	\$ 424,419,396	2.8%	\$41,194,651	(\$22,729,024)	\$454,146,785	4.1%

*Notes districts with greater than 10% net WRAM and MCBA variance.

Cal Water notes that actual sales in all three tiers have been lower than adopted sales, which may correlate with the conservation price signals discussed below.

Customer Response to Price Signal

Graphs 1 through 4 above illustrate a decreasing trend in consumption from 2008 through 2010. One potential explanation for this is from the change in the rate design, implemented in July 2008. In July 2008, Cal Water implemented an increasing block rate structure with three tiers for residential customers. In general, the new rate structure also shifted additional cost recovery from the service charge to quantity rates. This allows customers greater control over their bills by enabling them to stay in lower tiers if their consumption is low. The higher rates in tier three serve as a price signal for high-usage customers to use less water.

The Kern River Valley and Redwood Valley Districts did not receive increasing block rates. These two districts continue to have a single-quantity volumetric rate, however the proportion of revenue collected from quantity and service charges changed. More revenue is collected from quantity rates, thereby increasing the single quantity rate, and providing a price signal to decrease usage.

Kern River Valley and Redwood Valley have among the highest rates compared to other Cal Water districts. The higher rates are from a lower customer base. With fewer customers to spread the capital infrastructure and operation expenses, the revenue requirement burden is higher per customer. The higher rates in particular, have a greater bill impact with usage variations. A typical quantity rate in tier 1 is approximately \$1 to \$2 per unit of consumption. The Tier 1 rates for Antelope Valley and Kern River Valley Districts are approximately \$4 per unit of consumption. Rates in the Redwood Valley are as high as \$25 per unit of consumption. The higher rates have a great impact on usage variations, which serves as a stronger reminder of lower usage.

Consumption Variation within the Tier breaks

The increasing block rate structure was designed to promote savings in Tier 3 consumption since the rates are the highest in this tier. In practice, it appears that there is water savings in all three tiers, and was not isolated to Tier 3 consumption. The Dixon and Salinas Districts are the only two with an increasing block rate structure of the districts with greater than ten-percent (10%) net WRAM and MCBA variance.

Consumption Variation between customer classes

Kern River Valley, Redwood Valley, and Dixon are made up of nearly all residential customers. Salinas has seen consistent sales decline percentages between residential and non-residential customers.

Difficulty in forecasting due to small district size

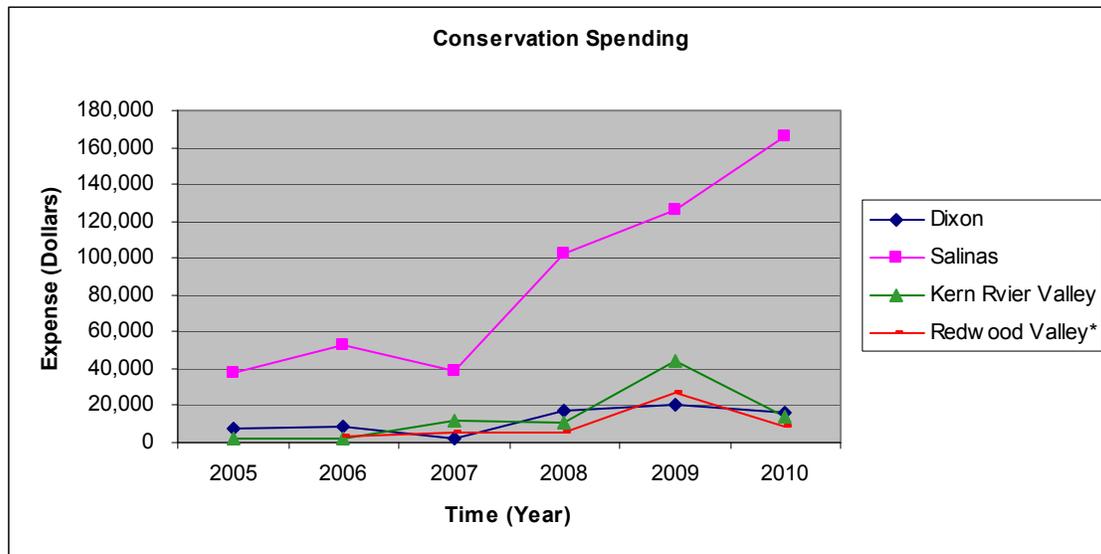
Antelope Valley, Dixon, Kern River Valley, and Redwood Valley are some of Cal Water's smallest districts. Changes in usage patterns for small numbers of customers can have an outsized effect on these smaller districts.

Conservation

Cal Water has dramatically accelerated its conservation spending in response to state and CPUC mandates. In the 2005, 2006, and 2007 GRCs, Cal Water proposed programs that would spend 1.5% of revenue requirement on conservation programs and devices. In the 2009 GRC, Cal Water has accelerated this program further by developing a matrix of activities necessary to provide the customer the opportunity to use water more efficiently. A few conservation measures that target water savings independent of recurring behavioral change include plumbing retrofit, washing machine rebates, and high efficiency faucet and shower-head fixtures.

While the increase in conservation spending is not unique to these regions, the higher rates in these districts compared to other districts provides a strong incentive to save water in an effort to reduce the average monthly bill. Because the usage variation has a greater bill impact, customers are more likely to take advantage of conservation offerings, thereby contributing to a positive relationship between conservation spending and water savings.

Graph 5



*Redwood Valley includes Coast Springs, Lucerne, and Unified

Drought

Another factor that likely contributed to actual sales being lower than adopted is the fact that during this timeframe, the State of California was in a serious, multi-year drought. The State of California declared a drought on June 4, 2008. This declaration was lifted recently on March 30, 2011. Rainfall in the winters of 2008-09 and 2009-10 were significantly below normal. During those periods, environmental restrictions on delta pumping were also in effect. Customers across the state saw the physical manifestation of the drought and delta pumping restrictions in the form of widely dispersed public information regarding very low water levels in both State and Federal water storage reservoirs. Cal Water publicized the drought in mailings to customers and in the media. Likewise water wholesalers such as the Metropolitan Water District of Southern California developed branded messaging urgently requesting water conservation. Many water wholesalers enacted mandatory rationing with penalties for retailers who exceed allotments. News stories regarding the drought and delta problems were prominent and likely caused at least short-term changes in customer behavior to use less water during this period.

Economy

Beginning in 2008 there was an extreme dislocation in the financial markets, driven by the deflation of a credit bubble that had existed since at least 2004. As a result, housing prices in California have fallen dramatically, unemployment has been extremely high, especially in building trades, and stock market investments took a temporary dip in 2008 and 2009. Water usage could be affected by housing foreclosures, reduced customer income, reduced industrial or commercial activity. Residence in the Kern River Valley and Redwood Valley Districts are typically on a fixed income and have higher low income program participation rates. Residents of Salinas tend also to be lower-income. In light of other overall conditions and the generally small portion of household income dedicated to water bills, it is very difficult to draw specific conclusions about these factors.

Conclusion

While the WRAM and MCBA variances appear to be significant, even with outdated sales forecasts, customer response to price signals, increased conservation spending, drought, and the economic concerns; it remains that only approximately 7.5% of all of Cal Water's customer base experienced a variance of more than 10% in the WRAM and MCBA balances. There are many factors that contribute to this variance.

Golden State Water Company

**GOLDEN STATE WATER COMPANY
2011 ESTIMATED***

Rate Making Areas	Adopted Revenue	Under (Over) collection		% Variance
		WRAM	MCBA	
Arden Cordova	\$11,406,254	\$560,480	(\$279,868)	2.46%
Bay Point	\$6,059,027	\$527,292	(\$16,141)	8.44%
Los Osos	\$3,701,205	\$245,186	(\$16,892)	6.17%
Ojai	\$5,271,675	\$628,604	(\$265,369)	6.89%
Santa Maria	\$10,008,052	\$1,079,676	(\$376,595)	7.03%
Sim Valley	\$12,250,173	\$1,508,196	(\$1,305,957)	1.65%
Region 2	\$125,556,724	\$13,039,771	(\$9,520,232)	2.80%
Region 3	\$121,082,318	\$13,998,329	(\$5,932,091)	6.66%

**2011 Estimated using actual 2010 consumption and production

**GOLDEN STATE WATER COMPANY
2010**

Rate Making Areas	Adopted Revenue	Under (Over) collection		% Variance
		WRAM	MCBA	
Arden Cordova	\$11,148,596	\$1,356,368	(\$273,046)	9.72%
Bay Point	\$6,290,371	\$1,556,601	\$109,947	26.49%
Los Osos	\$3,168,199	\$549,330	(\$5,214)	17.17%
Ojai	\$4,348,058	\$703,935	(\$203,708)	11.50%
Santa Maria	\$9,597,322	\$1,298,577	(\$222,511)	11.21%
Sim Valley	\$10,755,700	\$2,252,436	(\$1,095,330)	10.76%
Region 2	\$123,925,211	\$12,722,453	(\$9,404,604)	2.68%
Region 3	\$118,733,452	\$14,570,396	(\$4,352,578)	8.61%

1. Drought Declaration by governor June 2008 causing conservation awareness throughout California
2. Region 1's 2010 Sales forecast is base on estimate from 2007 GRC. Adopted Sales numbers did not factor in the current conservation climate and effects of conservation rates. Higher adopted sales results in bigger WRAM balance.
3. Implementation of Region 1 conservation rates was effective September 2009; effect of conservation rates are was carry over to 2010 reducing actual sales and increasing the size of WRAM.
4. Bay Point's purchase water supplier Contra Costa Water District CCWD proposed water rationing plan effective on May 1st; GSWC filed to establish and Schedule 14.1 for Mandatory Conservation and Rationing on March 9, 2009 and activated a Stage 1 of Mandatory Conservation on May 29, 2009. This caused a drastic sales decrease in Bay Point in 2010 causing a high WRAM balance
5. Bay Point MCBA - To comply with Commission order to fluoridate the water in Bay Point and to meet THM MCL GSWC is purchasing full water supply from CCWD increasing purchased water costs
6. Simi Valley's Water provider, Calleguas Water District member of Metropolitan Water District issued water allocation plan in May 2009; GSWC activate stage 3 of Schedule 14.1 Mandatory Conservation and rationing in July 2009 asking for 15% reduction. This has caused sales to drop drastically causing a bigger WRAM balance.

**GOLDEN STATE WATER COMPANY
2009**

Rate Making Areas	Adopted Revenue	Under (Over) collection		% Variance
		WRAM	MCBA	
Arden Cordova*	\$10,136,300	\$431,339	(\$103,413)	3.24%
Bay Point*	\$5,896,700	\$485,610	\$81,278	9.61%
Los Osos*	\$3,053,000	\$131,525	\$4,681	4.46%
Ojai*	\$4,224,000	\$157,860	\$2,528	3.80%
Santa Maria*	\$9,718,000	\$196,280	\$19,778	2.22%
Sim Valley*	\$10,736,200	\$594,406	(\$37,817)	5.18%
Region 2	\$113,812,300	\$11,814,247	(\$3,667,840)	7.16%
Region 3	\$103,960,800	\$9,566,920	\$596,374	9.78%

*WRAM & MCBA balance for Arden Cordova, Bay Point, Los Osos, Ojai, Santa Maria and Simi Valley are base on a four month period (September - December).