

**STATE OF NEWHAMPSHIRE  
PUBLIC UTILITIES COMMISSION**

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| <b>ORIGINAL</b>                      |
| N.H.P.U.C. Case No. <i>DG 10-041</i> |
| Exhibit No. <i>#3</i>                |
| Witness <i>Panel #3</i>              |
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**DG 10-041**

**In the Matter of:**  
**EnergyNorth Natural Gas, Inc. D/B/A/ National Grid NH**  
**November 1, 2010 – October 31, 2015 Integrated Resource Plan**

**Direct Testimony  
of  
George R. McCluskey  
Analyst**

**September 24, 2010**

DIRECT TESTIMONY  
OF  
GEORGE R. McCLUSKEY

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**STATE OF NEW HAMPSHIRE  
BEFORE THE  
PUBLIC UTILITIES COMMISSION**

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EnergyNorth Natural Gas, Inc d/b/a National Grid NH)      Docket No. DG10-041  
2010 Integrated Resource Plan)

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**DIRECT TESTIMONY  
OF  
GEORGE R. McCLUSKEY**

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**I.      PROFESSIONAL EXPERIENCE & BACKGROUND**

16

17

Q.      PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.

18

A.      My name is George R. McCluskey, and my business address is the New  
Hampshire Public Utilities Commission (“Commission”), 21 South Fruit Street,  
Suite 10, Concord, New Hampshire 03301.

21

22

Q.      WHAT IS YOUR POSITION WITH THE COMMISSION?

23

A.      I am an analyst within the Electricity Division.

24

25

Q.      PLEASE DESCRIBE YOUR BACKGROUND AND EXPERIENCE.

26

A.      I am a utility ratemaking specialist with over 30 years experience in utility economics. I  
rejoined the Commission in March 2005 after working as a consultant for La Capra  
Associates for five years. Before joining La Capra, I directed the Commission’s electric  
utility restructuring division and before that was manager of least cost planning, directing  
and supervising the review and implementation of electric utility least cost plans and

30

1 demand-side management programs. I have presented or filed testimony before state  
2 regulatory authorities in New Hampshire, Maine, Ohio and Arkansas and before the  
3 Federal Energy Regulatory Commission. A copy of my resume is included as  
4 Attachment GRM-1.

5 **II. PURPOSE OF TESTIMONY & REQUIREMENTS OF ORDER NO. 24,941**

6  
7 Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?  
8 A. The purpose is to present Staff's position on EnergyNorth Natural Gas, Inc.d/b/a  
9 National Grid NH ("ENGI" or "Company") resource planning, as described in its  
10 February 26, 2010 Integrated Resource Plan ("2010 IRP" or "filing"). An  
11 important factor in developing this position is the extent to which the Company  
12 complied with the requirements set forth in Order No. 24,941 in Docket DG 06-  
13 105.

14  
15 Q. WHAT WERE THE REQUIREMENTS THAT CAME OUT OF ORDER NO.  
16 24,941?

17 A. In Order No. 24,941, the Commission stated its expectations as to what the  
18 Company's next IRP filing should include:  
19 1. Planning Period: the Commission stated that the planning period should  
20 be five (5) years but the length of the planning horizon should not limit the time  
21 period over which long-lived resource options are evaluated. Order at 18.  
22 2. Demand Forecast: the Commission stated that the demand forecast  
23 should be based on the econometric forecasting model developed by the Company  
24 pursuant to the settlement approved in Order No. 24,531. Id.  
25 3. Design Planning Standards: the Commission stated that, consistent  
26 with the settlement approved in Order No. 24,531, the Company:

1 a. should use the Monte Carlo weather forecasting analysis for  
2 establishing design planning standards and use the Monte Carlo  
3 simulation to:

4 i. develop a probability distribution for its weather and

5 ii. base its design planning standards on a statistical  
6 analysis of that distribution. Order at 18-19.

7 b. should assess the capability of its resource portfolio to satisfy  
8 the design day and design year planning standards and meet  
9 demand requirements during a cold snap. Id.

10 c. should also evaluate how its portfolio would perform under  
11 alternative high and low demand scenarios. Id.

12 4. Capacity Reserve: the Commission stated the Company should address  
13 in its 2010 IRP “whether circumstances have changed such that a capacity reserve  
14 is warranted.” Order at 19.

15 5. Supply-Side Resource Planning: the Commission stated the Company  
16 should “perform a systematic assessment of potentially available supply-side  
17 options based on a given set of realistic cost and demand forecasts.” Id. at 20.

18 6. Demand-Side Resource Planning: the Commission stated the  
19 Company’s IRP “should include a systematic evaluation of reasonably available  
20 demand-side management programs, including a description of the methodology  
21 for calculating avoided costs (i.e., cost savings) associated with not having to  
22 purchase additional gas supplies for constructing new peaking capacity.” Id. at  
23 21. The Commission noted that new information on the technical and economic

1 potential of demand-side resources in EnergyNorth’s service area had recently  
2 become available in a report entitled: “Additional Opportunities for Energy  
3 Efficiency in New Hampshire” by DGS Associates and the Commission required  
4 National Grid “to use this information as the basis of its demand-side assessment  
5 in its next IRP filing.” Id. at 21-22. The Commission went on to state that  
6 “[o]nce the avoided cost method is developed, the resulting avoided costs should  
7 be compared to the costs of implementing the demand-side resources.” “As was  
8 the case with Public Service Company of New Hampshire, it is appropriate that  
9 EnergyNorth use the total resource cost test for determining which of the potential  
10 demand-side resource programs are cost effective.” “Although we expect that the  
11 Company’s evaluation of demand-side resources will be done on an equivalent  
12 basis with its evaluation of supply-side resources, we anticipate that this  
13 evaluation will reflect any differences in the reliability of demand-side measures  
14 compared to supply-side resources.” Id. at 22.

15 7. Integration of Supply-Side and Demand-Side Resources: “the  
16 Company should describe its process for integrating demand-side and supply-side  
17 resources so that customer needs will be met at the lowest reasonable cost while  
18 maintaining reliability and taking into account other non-cost planning criteria.”  
19 “Among other things, the Company should discuss how differences in the  
20 reliability of supply-side and demand-side resources are taken into account in the  
21 integration process and whether it expects to acquire the demand-side resources  
22 through Company-sponsored programs and/or programs acquired on its behalf by  
23 third parties through a request for proposal process.”

1                   8. The Commission stated that it will use the same criteria as it described  
2                   in Order No. 19,546 for reviewing the next IRP, namely “completeness,  
3                   comprehensiveness, integration, feasibility and adequacy of planning process.”  
4

5 Q.    WHAT IS YOUR POSITION ON THE REQUIREMENTS SET FORTH BY  
6    THE COMMISSION IN ORDER NO. 24,941?

7 A.    I have performed a detailed review of the Company’s filing and found its  
8           positions on the planning period, the demand forecast, the design planning  
9           standards and the capacity reserve to be reasonable and consistent with the  
10          Commission’s order. The remaining requirements, relating to supply-side and  
11          demand-side resource planning and integration, are the subjects of my testimony.  
12          Issues concerning the Company’s supply-side resource assessment are presented  
13          in Section II: the first relates to excess supply capacity on the Company’s system  
14          and whether its plans will produce cost savings for customers; the second issue  
15          relates to whether the Company’s plans involve the replacement of expiring  
16          contracts with lower cost alternatives; and the third issue relates to the utilization  
17          of the Granite Ridge peaking contract. Issues concerning the Company’s  
18          demand-side resource assessment are presented in Section III and have to do with  
19          the adequacy of the Company’s analysis of the optimal mix of demand-side and  
20          supply-side resources in the resource portfolio.

21  
22 Q.    BEFORE YOU BEGIN YOUR CRITIQUE OF THE SUPPLY- AND DEMAND-  
23    SIDE RESOURCE ASSESSMENTS, PLEASE SUMMARIZE YOUR  
24    CONCLUSIONS.

25 A.    My conclusions are as follows:

1                    Supply-Side Assessment

2                    (1) Data included in the supply-side assessment indicate that the Company has  
3                    more gas supply capacity on hand than needed during the planning period.

4                    (2) Absent actions to eliminate or reduce this excess capacity, customers risk  
5                    paying unnecessary gas supply costs.

6                    (3) Retirement of some of the Company’s peaking facilities could eliminate  
7                    most of the excess and produce significant cost savings for customers.

8  
9                    (4) There is no indication in the filing or in responses to discovery that the  
10                    Company plans to eliminate the excess capacity during the planning period.

11  
12                    (5) With the exception of one option involving firm supplies from the  
13                    Marcellus shale development in West Virginia/Pennsylvania, the filing is  
14                    silent on the opportunities for cost savings that involve the replacement of  
15                    expiring supply contracts with lower cost alternatives.

16  
17                    (6) While the results of the Company’s supply modeling point to continued  
18                    use of its propane facilities, the same modeling indicates no role for the lower  
19                    cost Granite Ridge peaking contract.

20  
21                    (7) There is no explanation in the filing for why higher cost propane is  
22                    dispatched before Granite Ridge in the model runs.

23  
24                    Demand-side Assessment

25                    (1) According to the Company, the results of the study conducted by GDS  
26                    Associates for the Commission<sup>1</sup> into the potential for demand-side resources  
27                    in New Hampshire indicate that at least 8.5 percent of its projected demand  
28                    for gas in 2018 could be met economically with demand-side resources.

29  
30                    (2) Although the Potentially Obtainable Savings scenario is the least  
31                    aggressive of the scenarios considered by GDS, the Company contends that a  
32                    savings target of 8.5 percent by 2018 does not represent a practical target for  
33                    supply planning purposes.

34  
35                    (3) The Company’s modeling to determine the optimal mix of demand-side  
36                    resources in its portfolio suffers from numerous flaws that limit the accuracy  
37                    of the results. These include: (i) conducting the cost-benefit analysis over  
38                    five-years instead of the useful life of the demand-side resources; (ii) neglecting  
39                    to present value and sum the resulting annual cost savings; (iii) annualizing the  
40                    cost of the demand-side resources; and (iv) neglecting to escalate the demand  
41                    charges in gas supply contracts.

42  

---

<sup>1</sup> Titled Additional Opportunities for Energy Efficiency in New Hampshire.

1 (4) The modeling also suffers from a number of unreasonable constraints that  
2 bias the results. Examples include limiting the number of supply contracts  
3 that can be displaced by demand-side resources and limiting the size of the  
4 demand-side resources.

5  
6 (5) The results of the modeling are not supported by the costs of the  
7 individual demand and supply resources included in the analysis.

8  
9 (6) The Company acknowledges that the problems with its modeling are the  
10 result of errors in the code to incorporate demand-side resources into the  
11 dispatch analysis.  
12

13 In view of these conclusions, I recommend that the Commission: (i) find the 2010  
14 IRP not adequate; and (ii) direct the Company to implement the recommendations  
15 in the remainder of this testimony.

16  
17 Q. WHAT ARE THOSE RECOMMENDATIONS?

18 A. My key recommendations to the Commission are as follows:

19 (1) Open a proceeding to conduct a review of the Company's supply/demand  
20 balance over the 2010/11 through 2014/15 period and, if necessary, determine  
21 the prudence of carrying more capacity than needed to meet the reliability  
22 planning standard approved in this proceeding.

23 (2) Direct the Company to address explicitly in future IRP filings all issues  
24 related to excess capacity including identifying the amount of the excess,  
25 discussing the pros and cons of its elimination, and detailing the plans for  
26 handling the excess.

27 (3) Direct the Company to address in its next IRP the opportunities for gas  
28 cost savings that involve the replacement of expiring contracts with alternative  
29 supply options. Specifically, the filing should: (i) identify the potential supply  
30 alternatives; (ii) explain how the cost effectiveness of such alternatives are  
31 determined; and (ii) state whether requests for proposals, bilateral discussions  
32 or some other process will be used to acquire the replacement resources.

33 (4) Direct the Company to explain at the net CGA hearing why its resource  
34 plans do not include the Granite Ridge peaking contract.  
35

1 (5) Direct the Company to file, within six months of the date of the final order  
2 in this proceeding, an updated resource mix analysis that: (i) incorporates the  
3 recommend methodological changes contained in this testimony; and (ii)  
4 identifies the least cost mix of supply- and demand-side resources.  
5

6 **III. STAFF’S REVIEW OF THE COMPANY’S ASSESSMENT OF**  
7 **AVAILABLE SUPPLY-SIDE RESOURCES**  
8

9 Q. THE COMMISSION DIRECTED THE COMPANY TO CONDUCT A  
10 SYSTEMATIC ASSESSMENT OF AVAILABLE SUPPLY-SIDE RESOURCES  
11 AND TO PRESENT THE RESULTS IN THE 2010 IRP. WHAT IS YOUR  
12 UNDERSTANDING OF THE TERM SYSTEMATIC ASSESSMENT?

13 A. As indicated in Order No. 24,941, the primary objective of the IRP is to develop a  
14 plan that allows the company to satisfy its obligation to meet the demands of their  
15 firm customers at the lowest overall cost consistent with maintaining supply  
16 reliability. Historically, most utilities have fulfilled that responsibility by  
17 operating a portfolio of gas supply contracts that comprise different start and end  
18 dates, different pricing terms, different pipelines to transport the gas, and different  
19 gas basins from which the gas is purchased.<sup>2</sup> If a utility’s demand forecast  
20 indicates that its customers’ future need for gas on the peak day exceeds its  
21 current supply capacity, the utility would perform a logical and unbiased  
22 economic comparison of the available supply-side resource options before making  
23 a decision to purchase the needed capacity from the least cost supplier. The term  
24 systematic assessment means simply that: the identification of the available  
25 supply-side options and an objective determination of the supply option that  
26 minimizes costs while maintaining supply reliability. Without such an economic  
27 comparison, the utility runs the risk of making resource decisions that prove  
28 costly over the long-term and increase costs to customers unnecessarily.

---

<sup>2</sup> More recently, demand-side resources have played a role in meeting gas demand at least cost. We address these resources in Section III.

1

2 Q. DOES THE COMPANY'S DEMAND FORECAST INDICATE A NEED FOR  
3 CAPACITY DURING THE PLANNING PERIOD?

4 A. No. On the contrary, the demand forecast indicates that the existing supply-side  
5 resources will exceed the projected design-day demand in each year of the five-  
6 year planning period resulting in excess capacity and the potential for unnecessary  
7 gas costs. However, because several existing resources are due to expire during  
8 this period or can be retired at any time, I believe the Company is well positioned  
9 to eliminate this excess. Additionally, the Company is well positioned to replace  
10 some of its high cost contracts with lower cost alternatives, which would be  
11 beneficial for customers.

12

13 Q. DOES THE FILING RECOGNIZE THESE COST SAVING OPPORTUNITIES?

14 A. No, not fully. The filing identifies the existing contracts that are set to expire  
15 during the planning period. The Company does not, however, acknowledge that  
16 excess capacity will exist during the period. As a consequence, the potential cost  
17 savings associated with eliminating or reducing the excess capacity are not  
18 addressed in the 2010-2015 IRP filing.

19 With one exception, the filing is silent on the additional opportunities for cost  
20 savings that involve the replacement of high cost expiring contracts with lower  
21 cost alternatives. The exception is the Marcellus shale development. The  
22 Company evaluated converting a portion of its Tennessee long-haul capacity with  
23 supply located in the Gulf of Mexico to Tennessee short-haul capacity with  
24 supply from the Marcellus shale basin.<sup>3</sup> The Company concluded that the cost

---

<sup>3</sup> The Marcellus shale formation extends from West Virginia into Ohio, Pennsylvania, and New York.

1           uncertainties of transporting gas from the Marcellus supply basin to Northeast  
2           markets are too great at this time to allow it to make the conversion.<sup>4</sup> I will have  
3           more to say about replacing expiring contracts with lower cost options later in this  
4           testimony.

5                   **A. Excess Capacity**

6  
7           Q.    IF THE COMPANY'S IRP FILING DOES NOT ACKNOWLEDGE AN  
8           EXCESS CAPACITY SITUATION, WHY DO YOU BELIEVE IT EXISTS?

9           A.    At a technical session in this proceeding, I provided the parties with an analysis  
10           that compared the projected design-day demands over the planning period with  
11           the Company's existing firm gas supplies. The information for this analysis was  
12           taken from the Company's 2010-2015 IRP filing. Using the same format but with  
13           revisions to certain quantities, the Company then responded with its own analysis  
14           of the balance between supply and demand over the planning period. That  
15           analysis, which is reproduced as Attachment GRM-2 attached, shows the excess  
16           in 2010/11 to be over 40,000 MMBtu per day or 29% of the projected design-day  
17           demand for that year. In 2014/15, the excess is smaller but still significant at over  
18           31,000 MMBtu per day, or 21% of the Company's projected design-day demand.<sup>5</sup>

19  
20           Q.    WHAT IS THE CAUSE OF THIS EXCESS CAPACITY?

21           A.    There are two primary reasons. The first is the addition of 30,000 MMBtu per  
22           day of new Tennessee capacity effective November 1, 2009 associated with the

---

<sup>4</sup>A Company representative informed the parties that Tennessee is planning on filing a rate case at the  
FERC that would seek approval of a new rate design methodology that could lessen the impact of the  
Marcellus shale development on its business and reduce the cost savings that pipeline customers such as  
ENGI could realize from converting long-haul capacity to short-haul.

<sup>5</sup>Note that the Company analysis, which was provided as an attachment to Staff 1-49, calculated the percent  
excess by comparing it to the total capacity instead of the design-day demand. See Attachment GRM-3.

1 Concord Lateral expansion project. The second is the filing's lower design-day  
2 demand forecast compared to the forecast in the Concord Lateral proceeding,  
3 attributable largely to the recent downturn in the economy. These two factors  
4 have combined to produce the expected excess capacity.

5

6 Q. COULD THE EXCESS CAPACITY BE GREATER THAN INDICATED IN  
7 ATTACHMENT GRM-2?

8 A. Yes. Because the design-day demand projections in Attachment GRM-2 do not  
9 reflect the impact of demand-side programs installed during the planning period,<sup>6</sup>  
10 and because such incremental programs will reduce design-day demands below  
11 the levels projected, the capacity excesses could be greater than indicated.

12

13 Q. HOW MUCH GREATER?

14 A. Clearly, the extent of the reduction in design-day demand due to demand-side  
15 resources depends on the programs installed during the planning period. Using  
16 the programs and associated design-day demand reductions depicted in Chart IV-  
17 D-1<sup>7</sup> of the filing, I estimate the 2010/11 excess will increase to approximately  
18 43,000 MMBtu per day or 31% of the projected design-day demand for that year.  
19 In comparison, the 2014/15 excess will increase to 38,000 MMBtu per day or  
20 27% of the projected design-day demand. These quantities are also shown in  
21 Attachment GRM-2.

22

---

<sup>6</sup> Only the impact of programs installed prior to the planning period is reflected in the demand projections.

<sup>7</sup> Since these demand reductions are based on normal weather conditions, the equivalent reductions under design-day weather conditions will be larger. Hence, the resulting design-day demand with DSM will be lower than indicated in Attachment GRM-2.

1 Q. DID YOU INQUIRE WHETHER THE COMPANY HAS ANY PLANS TO  
2 ELIMINATE OR REDUCE THE EXCESS CAPACITY?

3 A. Yes, I did. The Company said that as contracts expire or come up for renewal it  
4 intends to consider each asset and its contribution to the portfolio and determine  
5 whether to renew, replace or terminate the respective agreement.<sup>8</sup>

6

7 Q. HOW DO YOU INTERPRET THIS RESPONSE?

8 A. I interpret the response to say that the Company is not willing to commit at this  
9 time to eliminating the excess.

10

11 Q. WHAT ARE THE LIKELY EFFECTS OF A DECISION TO RETAIN THE  
12 EXCESS CAPACITY?

13 A. The most obvious effect will be to maintain costs at their current level instead of  
14 lowering them. Firm gas supply contracts typically include demand charges to  
15 recover the costs that the gas supplier incurs to ensure gas is produced whenever  
16 the customer requests it. Thus, if the Company elects to retain the excess  
17 capacity, customers will continue to pay these charges and forego the cost  
18 savings. For this reason, the Company's decision would be contrary to the  
19 primary objective of an IRP which is to develop and implement a plan that  
20 satisfies customer energy service needs at the lowest overall cost consistent with  
21 maintaining supply reliability.

22

23 Q. WILL THE COST INCREASE BE OFFSET BY AN INCREASE IN SUPPLY  
24 RELIABILITY?

---

<sup>8</sup>See response to Staff 1-50 attached to this testimony as Attachment GRM-4

<sup>9</sup>Customers would receive practically no reliability benefit from carrying more on-site peaking capacity if the cause of the curtailment is the failure of an interstate pipeline. The same is the case if the peaking facility interconnects with a distribution system that is isolated from the remainder of the system.

1 A. While it is generally true that customers are less likely to have their gas service  
2 curtailed the more firm resources the utility has at its disposal,<sup>9</sup> it is important to  
3 know that the reliability planning standard proposed by the Company in this  
4 proceeding, which requires an amount of capacity sufficient to meet the projected  
5 design-day demand, will itself produce “a reasonable level of reliability for firm  
6 customers.”<sup>10</sup> This is so because the design-day demand is not a normal peak  
7 demand but a peak demand that occurs very infrequently and only under extreme  
8 weather conditions. Stated differently, the design-day demand standard proposed  
9 by the company will create a capacity reserve that serves the purpose of reducing  
10 the likelihood that service will be curtailed due to weather-related increases in  
11 demand. Furthermore, because the size of this reserve is based on a calculation  
12 that seeks to balance the benefits of increased reliability with the costs of  
13 incremental resources, there is no compelling reliability argument for retaining  
14 capacity in excess of the design-day demand. According to the Company,  
15 customers will already receive reliable gas service without the excess capacity.

16

17 **B. Potential Cost Savings Associated with Reducing Excess Capacity**

18

19 Q. WHAT IS THE POTENTIAL COST SAVINGS ASSOCIATED WITH  
20 ELIMINATING THE EXCESS?

21

21 A. The answer depends on which of its available supply-side resources the Company  
22 decides to reduce. Given the large number of supply contracts that are scheduled  
23 to expire during the planning period, a 38,000 MMBtu per day reduction in the  
24 Company’s supply resources could be achieved in several ways. One option

---

<sup>10</sup> See 2010 IRP, Section III at 62.

1 would be to retire all of the Company's propane production and storage facilities  
2 except those located in Tilton.<sup>11</sup> This would reduce firm capacity by about 32,000  
3 MMBtu per day. The remaining 6,000 MMBtu per day reduction could be  
4 achieved by retiring some of the Liquefied Natural Gas (LNG) facilities located in  
5 Concord and Manchester. Unfortunately, the cost savings associated with these  
6 actions are not currently known because the Company has declined to gather the  
7 data and perform the analysis required to break down the \$2.4 million annual cost  
8 that it is seeking to collect for these facilities in Docket DG 10-017 into its LNG  
9 and propane components.

10

11 Q. DO YOU BELIEVE THE COMPANY SHOULD CONSIDER RETIRING THE  
12 PROPANE FACILITIES?

13 A. Yes. In my opinion the propane facilities are the most likely candidate for  
14 retirement because the cost of the gas they produce is higher than the cost of any  
15 other resource in the Company's supply portfolio. In other words, there is no  
16 economic need to use these facilities to meet customer demand.

17

18 Q. HAS THE COMPANY USED THESE FACILITIES RECENTLY?

19 A. Prior to the expansion of the Concord Lateral on November 1, 2009, it was  
20 common for gas to be produced by the Nashua and Manchester propane facilities  
21 on multiple winter days. In January and February of 2008, for example, those  
22 facilities produced gas on 21 separate days. In the same months of 2009 the  
23 number was 15 days. After the expansion of the Concord Lateral, the comparable  
24 number for 2010 was 4 days.

---

<sup>11</sup> The Tilton propane facilities are required for distribution pressure maintenance purposes.

1 Q. IF THE COMPANY HAD TOO MUCH CAPACITY AT THE BEGINNING OF  
2 2010 AND THE COST TO PRODUCE PROPANE IS HIGHER THAN THE  
3 COST OF ANY OTHER SUPPLY RESOURCE, WHY WOULD THE  
4 COMPANY DISPATCH THOSE FACILITIES AT ALL?

5 A. There is no economic reason to dispatch those facilities. Dispatching them will  
6 result in the under utilization of lower cost available supply-side resources. I will  
7 have more to say about this issue later in this section.

8

9 Q. HAVE YOU ESTIMATED THE COSTS THAT COULD BE SAVED BY  
10 RETIRING THE LNG AND PROPANE PEAKING FACILITIES?

11 A. Absent detailed accounting data that would allow the annual revenue requirement  
12 for the propane facilities to be calculated, any estimate would necessarily be  
13 inexact. Nonetheless, starting with the \$2.4 million revenue requirement  
14 requested by the Company, I estimate using the relative vaporization capacities of  
15 the LNG and propane peaking facilities that the gross cost savings associated with  
16 retirement of the Nashua and Manchester propane facilities could be in the region  
17 of \$1.4 million per year.<sup>12</sup> If some of the LNG facilities also have to be retired to  
18 balance supply with demand, the savings could increase to about \$1.6 million per  
19 year. The net cost savings, however, could be somewhat less due to the  
20 likelihood that any undepreciated investment in the retired facilities would be  
21 amortized and collected over time.

22

23 Q. IS AN ANNUAL COST SAVINGS OF \$1.6 MILLION SIGNIFICANT?

---

<sup>12</sup> This estimate assumes among other things that the \$2.4 million cost is an accurate estimate of the revenue requirements associated with the peaking facilities. In technical session discussions, the Company stated that the number is not the result of a detailed bottom-up calculation based on the book values of the individual propane and LNG assets but a generic calculation that begins with the combined gross investment for LNG and propane peaking facilities.

1 A. Yes, \$1.6 million represents approximately 2 percent of the total gas cost for  
2 2010. Moreover, any amount that customers can avoid as a result of good utility  
3 practice should be regarded as significant.

4

5 Q. WHAT ARE THE COMPONENTS OF THE \$1.6 MILLION COST SAVINGS?  
6 A. Most of the \$1.6 million will comprise return on investment and depreciation.

7

8 Q. IS IT YOUR INTENTION TO REPLACE THE ABOVE SAVINGS ESTIMATE  
9 WITH A MORE ACCURATE NUMBER BASED ON COMPANY  
10 ACCOUNTING RECORDS?

11 A. Yes. Staff continues to seek the relevant information from the Company and, if  
12 successful, will update the testimony prior to the hearing.

13 **C. Contract Replacement**

14

15 Q. ABOVE, YOU SAID THAT WITH THE EXCEPTION OF THE MARCELLUS  
16 SHALE DEVELOPMENT THE FILING IS SILENT ON THE ADDITIONAL  
17 OPPORTUNITIES FOR COST SAVINGS INVOLVING REPLACING  
18 EXPIRING CONTRACTS WITH LOWER COST ALTERNATIVES. PLEASE  
19 ELABORATE.

20 A. In Table IV-C-3 of the filing, the Company identifies five gas supply contracts,<sup>13</sup>  
21 with a total daily capacity of 86,000 MMBtu, that are scheduled to expire during  
22 the planning period. While it acknowledged in Attachment GRM-3 that important  
23 decisions will have to be made on the renewal or replacement of these contracts,  
24 the Company does not provide any information on how those decisions will be  
25 made. Specifically, the Company does not indicate whether it intends to: (i)  
26 renew the expiring contracts or replace them with lower cost alternative gas  
27 supply contracts while leaving the transportation contracts in place; or (ii) replace  
28 the existing gas supply and transportation contracts with lower cost alternative gas

---

<sup>13</sup> Excluding Dstrigas.

1 supply and transportation contracts. The Company also does not indicate in its  
2 filing whether it plans on using requests for proposals, bilateral discussions, or  
3 some other process to determine the identity of the new gas suppliers. Finally, the  
4 selection criteria underlying each process are not identified or discussed. Without  
5 this type of detail, it is difficult for Staff to conclude that the Company is  
6 performing a systematic assessment of its available supply-side resources in a  
7 complete and comprehensive manner as required by Order No. 24,941. For this  
8 reason, Staff recommends the Company provide this information in its next IRP.

9 **D. Granite Ridge**

10  
11 Q. DO YOU HAVE OTHER CONCERNS REGARDING THE COMPANY'S  
12 SUPPLY-SIDE ASSESSMENT?

13 A. Yes, I am concerned about the planned underutilization of the Granite Ridge  
14 peaking contract. This contract provides up to 15,000 MMBtus per day of firm  
15 gas for a total of 450,000 MMBtus during the months of December, January, and  
16 February. Despite the fact that the estimated commodity cost for this contract for  
17 the 2009/10 winter period was substantially below the corresponding costs for  
18 LNG and propane,<sup>14</sup> none of the SENDOUT model runs conducted by the  
19 Company resulted in the dispatch of Granite Ridge whereas both higher-cost  
20 resources were dispatched. The dispatch of propane before Granite Ridge in these  
21 runs is particularly troubling to Staff given that the variable cost of the former is  
22 about twice that of the latter.<sup>15</sup>

23  
24 Q. DID THE COMPANY EXPLAIN WHY IT DOES NOT EXPECT TO UTILIZE  
25 THE GRANITE RIDGE CONTRACT OVER THE PLANNING PERIOD?

---

<sup>14</sup> See Table 3 below.

<sup>15</sup> Ibid. Note also that the estimated price differential widened for the 2010/11 winter period.

1 A. No, the role of the contract in the Company's supply plans is not addressed in the  
2 IRP.

3

4 Q. HAS THE COMPANY UTILIZED THE GRANITE RIDGE CONTRACT  
5 RECENTLY?

6 A. No. I reviewed the Company's Cost of Gas reconciliation filings for the 2008/09  
7 and 2009/10 winter periods and found that the Company did not utilize the  
8 contract during those periods.

9

10 Q. COULD AN EXPLANATION BE THAT THE ACTUAL PRICE OF GAS  
11 UNDER THE GRANITE RIDGE CONTRACT WAS HIGHER THAN THE  
12 COST OF PROPANE?

13 A. I do not think so. Using the pricing formula in effect during the 2007/08 winter  
14 period, I calculated that the variable cost of gas under the contract ranged from  
15 \$8.16 to \$12.50 per MMBtu on the days in 2009/10 when propane was produced.  
16 The average variable cost of propane on the same days was \$14.60 per MMBtu.  
17 These data indicate that the actual price of gas under the Granite Ridge contract  
18 was lower than the variable cost of propane.

19

20 Q. WHAT IS YOUR POSITION REGARDING THE GRANITE RIDGE  
21 CONTRACT?

22 A. The role of the Granite Ridge contract in the Company's future supply plans  
23 should be addressed in its next IRP. The explanation for why the contract has not  
24 been utilized in the recent past should be provided in the docket for the 2010/11  
25 winter Cost of Gas proceeding.

26 **IV. STAFF'S REVIEW OF THE COMPANY'S ASSESSMENT OF**  
27 **AVAILABLE DEMAND-SIDE RESOURCES**

28

1 Q. IN ORDER NO. 24,941, THE COMMISSION DIRECTED THE COMPANY TO  
2 CONDUCT A SYSTEMATIC EVALUATION OF REASONABLY  
3 AVAILABLE DEMAND-SIDE RESOURCE OPTIONS AND TO PRESENT  
4 THE RESULTS IN ITS NEXT IRP. WHAT IS YOUR UNDERSTANDING OF  
5 THE TERM SYSTEMATIC EVALUATION?

6 A. The term systematic evaluation of demand-side resource options means the same  
7 as systematic assessment of supply-side resource options; namely, conducting an  
8 economic comparison of reasonably available demand-side options that is both  
9 logical and unbiased. There is, however, one important difference. An economic  
10 comparison of supply-side options involves comparing one supply-side option  
11 with another until the least cost option is identified. In contrast, an economic  
12 comparison of demand-side options involve comparing each option with the least  
13 cost supply-side option<sup>16</sup> to determine the optimal amount of cost-effective  
14 demand-side resources to be included in the Company's portfolio.

15

16 Q. DO YOU HAVE INDEPENENT SUPPORT FOR THIS VIEW?

17 A. Yes. Using the least cost supply-side option as the avoided cost in economic  
18 comparisons of demand-side options is recommended by NARUC in its Primer on  
19 Gas Integrated Resource Planning.<sup>17</sup>

20

21 Q. DID THE COMMISSION REQUIRE ANYTHING OTHER THAN A  
22 SYSTEMATIC EVALUATION?

23 A. Yes, the Commission also directed that: (i) the demand-side assessment be based  
24 on information on the technical and economic potential of demand-side resources  
25 contained in the report "Additional Opportunities for Energy Efficiency in New  
26 Hampshire" prepared by GDS Associates for the Commission ("GDS Report");

---

<sup>16</sup> The least cost supply-side option in this analysis is also known as the avoided cost.

<sup>17</sup> See page 33.

1 and (ii) a description of the methodology for determining demand-side resource  
2 cost-effectiveness be provided.

3 **A. GDS Report Recommendations**

4  
5 Q. PLEASE SUMMARIZE THE CONCLUSIONS OF THE GDS REPORT AS  
6 THEY RELATE TO ENGI.

7 A. Among other things, GDS Associates evaluated the technical potential, the  
8 maximum achievable potential, and the maximum achievable cost effective  
9 potential for natural gas savings in ENGI’s service area.<sup>18</sup> The results of these  
10 evaluations are presented in Table 1 below along with the results from the  
11 “potentially obtainable savings” scenario, which reflects that portion of the  
12 maximum achievable cost effective potential that might be achievable after  
13 consideration of customer behavior.

14

|             | Technical<br>Potential | Maximum<br>Achievable<br>Potential | Max. Ach.<br>Cost Eff.<br>Potential | Potentially<br>Obtainable<br>Savings |
|-------------|------------------------|------------------------------------|-------------------------------------|--------------------------------------|
| Residential | 35.7%                  | 22.0%                              | 18.6%                               | 10.70%                               |
| Commercial  | 26.0%                  | 22.0%                              | 17.0%                               | 7.0%                                 |
| Industrial  | 11.2%                  | 9.0%                               | 9.0%                                | 4.4%                                 |

15

16

17

18

19

\* Savings in 2018 as a percent of total 2018 class demand.

<sup>18</sup> Technical Potential is defined by GDS as the complete and immediate penetration of all efficiency measures analyzed in applications where they were deemed technically feasible from an engineering perspective.

Maximum Achievable Potential is defined as the maximum penetration of an efficient measure that would be adopted absent consideration of cost or customer behavior. The term "achievable" refers to efficiency measure penetration, based on estimates of New Hampshire-specific building stock, energy using equipment saturations, and realistic efficiency penetration levels that can be achieved by 2018 if all remaining standard efficiency equipment were to be replaced on burnout and where all new construction and major renovation activities in the state were done using energy efficient equipment and construction/installation practices.

Maximum Achievable Cost Effective Potential is defined as the portion of the maximum achievable potential that is cost effective according to the Total Resource Cost Test.

1 Under the scenario considered most realistic by the Company, namely the  
2 Potentially Obtainable Savings scenario, the GDS Report concluded that by 2018  
3 demand-side management savings could amount to approximately 10.7 percent of  
4 ENGI's expected residential demand in that year, 7.0 percent of expected  
5 commercial demand, and 4.4 percent of expected industrial demand. Because the  
6 Company combines its commercial and industrial classes, it determined that the  
7 weighted average percentage for these two classes is 6.5 percent. Applying the  
8 percentages for the residential and C&I classes to 2009/10 volumes, the Company  
9 calculated that 8.5 percent of the expected total demand for gas in 2018 could be  
10 met economically with demand-side resources.

11

12 Q. DOES ACHIEVEMENT OF THE POTENTIALLY OBTAINABLE SAVINGS  
13 TARGET REQUIRE INSTALLATION OF SIGNIFICANT NUMBERS OF  
14 EFFICIENCY MEASURES NOT CURRENTLY OFFERED BY THE  
15 COMPANY?

16 A. No, the GDS Report found that a significant majority of the natural gas efficiency  
17 measures identified in the technical potential study have already been  
18 incorporated in the programs offered by the Company.<sup>19</sup> The potential for  
19 additional savings derives in large part from the related finding that there is a  
20 substantial opportunity for further penetration of existing energy efficiency  
21 measures in all customer sectors.

22 **B. Company's Response of GDS Report Recommendations**  
23

---

<sup>19</sup> Measures that are cost effective but not currently offered by the Company include ENERGY STAR dishwashers and close dryers, boiler tune up, and high efficiency cooking equipment. GDS Report at 135, Table 76.

1 Q. WHAT WAS THE COMPANY’S RESPONSE TO THE FINDING THAT 8.5%  
2 OF ITS EXPECTED 2018 GAS DEMAND COULD BE MET  
3 ECONOMICALLY WITH DEMAND-SIDE RESOURCES?

4 A. The Company said that a savings potential of this magnitude does not represent a  
5 practical target for supply planning purposes.

6 Q. WHAT IS THE BASIS FOR THE COMPANY’S OPINION?

7 A. The Company said that the savings potential is equivalent to more than 8.7 times  
8 the 2010 goal of 124,318 MMBtu in the Company’s currently approved energy  
9 efficiency program. Assuming the 2010 ratio of savings to participants remains  
10 the same each year, achievement of the savings target would require  
11 approximately 57% of residential customers and 50% of C&I customers to  
12 participate in demand-side programs by 2018. It is these percentages that appear  
13 to be the basis of the Company’s unwillingness to use the GDS savings potential  
14 for supply planning purposes.

15

### 16 C. Staff’s Comments

17

18 Q. DO YOU SHARE THAT CONCERN?

19 While I agree that the above mentioned participation percentages are high and  
20 would require a major and sustained effort on the part of the Company,<sup>20</sup> a strong  
21 case could be made that a high level of participation is needed to address the  
22 primary weakness of utility-funded demand-side resource programs: namely, the  
23 payment by non-participants of most of the program costs and the receipt by  
24 participants of most of the benefits. That aside, the Company has provided no  
25 evidence that these participation percentages could not be achieved. More

---

<sup>20</sup> The GDS Report concluded that this level of savings would require “a concerted, sustained campaign involving aggressive programs and market interventions.”

1 importantly, as the following discussion makes clear, the Company has not  
2 specified what it considers to be achievable participation percentages.

3 **D. Company's Resource Mix Modeling**

4  
5 Q. PLEASE EXPLAIN HOW THE COMPANY DETERMINED THE  
6 PERCENTAGE OF PROJECTED GAS DEMAND THAT COULD BE  
7 REASONABLY AND ECONOMICALLY MET WITH DEMAND-SIDE  
8 RESOURCES.

9 A. Instead of identifying the least cost supply-side option and then the demand-side  
10 resources that compare favorably to it, the Company elected to use the Ventyx  
11 SENDOUT model to determine the optimal mix of supply-side and demand-side  
12 resources. While this approach does not explicitly identify the avoided cost, it  
13 can determine the optimal mix of demand-side resources.

14 The SENDOUT model can be used in one of two ways: the optimization mode or  
15 the resource mix mode. In the optimization mode, the model is used to determine  
16 the best use of an existing set of contracts (supply-side and demand-side) to meet  
17 a specific demand. That is, it solves for the least cost dispatch of contracts given  
18 existing contracts and system-operating constraints and a specific demand. In this  
19 mode, contracts are dispatched based on their variable costs with demand charges  
20 fixed.

21 In the resource mix mode, the model is used to determine the optimal portfolio to  
22 meet the specific demand. To determine the optimal portfolio, the model analyze  
23 a set of existing and new contracts to determine the combination that results in the  
24 lowest total cost over time, taking into account the termination dates of existing  
25 contracts and the variable costs and demand charges of the existing and new

1 contracts. In other words, all costs are considered variable in the resource mix  
2 mode.

3 To support its modeling, the Company developed three demand scenarios (a low-  
4 demand case, a base-demand case, and a high-demand case) and three levels of  
5 demand-side resource penetration (low-case, base-case, and high-case). The  
6 model was then run with different combinations of these demand and demand-  
7 side resource scenarios.<sup>21</sup> All but one of these model runs were executed in the  
8 optimization mode.<sup>22</sup>

9

10 Q. HOW DOES THE SENDOUT MODEL HANDLE DEMAND-SIDE  
11 RESOURCES?

12 A. The impacts of demand-side resources were modeled by the Company as new  
13 supply resources that have the potential to displace existing supply resources.<sup>23</sup>  
14 Each demand-side resource was given its own cost and supply characteristics.  
15 This is a change from the practice in previous IRPs where demand-side resources  
16 had no impact on supply planning because they were modeled as reductions in the  
17 demand for gas.

18

19 Q. PLEASE DESCRIBE THE SINGLE MODEL RUN IN THE RESOURCE MIX  
20 MODE.

21 A. The Company used the resource mix mode to evaluate the conversion of a portion  
22 of the Tennessee long-haul transportation capacity to short-haul from the  
23 Marcellus shale basin as well as determine the optimal mix of demand-side

---

<sup>21</sup> Note that the demand forecasts are presented under both normal and design-year weather conditions. Thus, the total number of demand scenarios is six rather than three.

<sup>22</sup> See 2010 IRP, Section IV at 3 (Revised)

<sup>23</sup> Note that demand-side resources were not modeled as alternatives to new supply-side resources because the Company determined that existing supplies are adequate to meet the projected demands of its customers.

1 resources. The run was executed using the base-demand case under design-year  
2 weather conditions.

3

4 Q. PLEASE DIFFERENTIATE THE DEMAND-SIDE RESOURCES MODELED  
5 BY THE COMPANY.

6 A. For its low-case penetration scenario, the Company used a resource with an  
7 annual demand reduction of 79,198 MMBtu and a cost of \$3,258,139 for  
8 residential and C&I customers combined. The quantities allegedly represent the  
9 annual average of the 2004 through 2009 programs. For its base-case penetration  
10 scenario, which begins in 2009/10, the Company used a resource with the  
11 characteristics of the 2010 program; namely, an annual demand reduction of  
12 124,318 MMBtu and a total cost of \$9,527,217. For its high-case penetration  
13 scenario, which begins in 2010/11, the Company developed three demand-side  
14 resource options for each of the residential and C&I customer groups. The  
15 Company refers to these options as tiers, which are distinguished by different  
16 levels of cost and demand reduction. The Tier 1 option for the residential (C&I)  
17 group is a demand-side resource with cost and demand reduction characteristics  
18 equal to the average of the 2004/2009 residential (C&I) programs. The Tier 2  
19 cost and demand reduction characteristics for the residential (C&I) group are  
20 calculated as the difference between the 2004 through 2009 residential (C&I)  
21 program cost and demand reduction averages and the 2010 residential (C&I)  
22 program averages. Lastly, the Tier 3 cost and demand reduction characteristics  
23 are based on programs the Company believes it can readily increase in scale over

1 the planning period. The three tiers combined produce a maximum annual  
2 demand reduction of 146,335 MMBtu.

3

4 Q. WHAT ARE THE UNIT COSTS FOR THESE DEMAND-SIDE RESOURCES?

5 A. The unit costs as presented by the Company are shown in Table 2 below.

6

|             | Unit Costs<br>(\$/MMBtu) |                          | High-Case<br>Penetration |        |        |
|-------------|--------------------------|--------------------------|--------------------------|--------|--------|
|             | Low-Case<br>Penetration  | Base-Case<br>Penetration | Tier 1                   | Tier 2 | Tier 3 |
| Residential | 4.33                     | 5.65                     | 4.33                     | 7.51   | 5.74   |
| C&I         | 1.88                     | 4.78                     | 1.88                     | 10.63  | 4.05   |
| Total       | 2.74                     | 5.11                     | 2.74                     | 9.26   | 4.56   |

7

8 **E. Staff's Opinion on Company's Resource Mix Modeling**

9 Q. DO YOU AGREE WITH THESE COST ESTIMATES?

10 A. No. Regarding the low-case demand-side resource, I found that the 2004-09  
11 average annual demand reductions shown in Chart IV-D-1 for the residential and  
12 C&I groups were calculated incorrectly. My calculations indicate that the  
13 demand reductions are less than claimed resulting in unit costs of \$4.70 and \$2.05  
14 per lifetime MMBtu respectively based on an assumed 15 year useful life.  
15 With respect to the base-case demand-side resource, I noted earlier that it was  
16 given the demand reduction and cost characteristics of the 2010 program.  
17 Consequently, it would be reasonable to expect that the unit costs for this resource  
18 match the unit costs for the 2010 program. This, unfortunately, is not the case.

1 Although the base-case resource and the 2010 program have the same annual  
2 demand reductions, the Company used a useful life for the base-case resource that  
3 does not match the life for the 2010 program. The useful life is too short.<sup>24</sup> As a  
4 consequence, the lifetime savings for the base-case resource are too low which  
5 results in the base-case resource having higher unit costs than the 2010 program.  
6 It also means that the base-case resource is less cost effective.

7

8 Q. WHAT IS THE DIFFERENCE?

9 A. The unit costs for the residential and C&I components of the 2010 program are  
10 \$4.55 and \$4.45 per MMBtu respectively. The corresponding base-case resource  
11 unit costs are \$5.65 and \$4.78 per MMBtu.

12

13 Q. IS THE HIGH-CASE DEMAND-SIDE RESOURCE ALSO BASED ON A 15  
14 YEAR USEFUL LIFE?

15 A. Yes, the Company used 15 years for all of its demand-side resources.

16

17 Q. WHAT ARE THE IMPLICATIONS OF THESE FINDINGS?

18 A. The findings raise questions about the validity of the modeling results.

19

20 Q. THOSE COMMENTS ASIDE, HOW DO THE UNIT COSTS OF THE  
21 MODELED DEMAND-SIDE RESOURCES COMPARE WITH THE COSTS  
22 OF THE COMPANY'S EXISTING SUPPLY RESOURCES?

23 A. In Table 3 below, I show the commodity and associated volumetric transportation  
24 charges for each gas supply resource excluding underground storage. The sum of  
25 these charges is the variable cost that would be avoided if lower cost demand-side  
26 resources were dispatched. A comparison of Tables 2 and 3 reveals that the low-

---

<sup>24</sup> The base case resource has a 15 year life whereas the 2010 program is based on an average life of 17.1 years.

1 case and base-case demand-side resources plus two of the three of the high-case  
 2 demand-side resource tiers are less costly than all of the existing gas supplies.  
 3 Further, if the demand charges in each supply contract are also taken into account,  
 4 the gas supply savings from using demand-side resources would be greater than  
 5 indicated by the differences in Tables 2 and 3.

| Table 3<br>Existing Gas Supply Resources   |                     |                          |                 |
|--|---------------------|--------------------------|-----------------|
| Winter 2009/10 Commodity &<br>Volumetric Transportation<br>Charges<br>(\$/MMBtu) |                     |                          |                 |
|  | Commodity<br>Charge | Transportation<br>Charge | Total<br>Charge |
| Dawn Supply  | 5.751               | 0.2591                   | 6.010           |
| Niagara Supply   | 5.802               | 0.1972                   | 5.999           |
| TGP Long-Haul  | 5.411               | 0.5831                   | 5.994           |
| Dracut   | 6.661               | 0.1248                   | 6.786           |
| PNGTS  | 6.161               | 0.0000                   | 6.161           |
| Granite Ridge  | 6.552               | 0.0000                   | 6.552           |
| LNG  | 7.320               | 0.0000                   | 7.320           |
| Propane  | 14.622              | 0.0000                   | 14.622          |

6

7 Q. WHAT ARE THE RESULTS OF THE COMPANY'S RESOURCE MIX  
 8 MODELING?

9 A. As noted above, the Company executed one model run in the resource mix mode  
 10 using the base-demand case under design-year weather conditions. The results  
 11 from that run are shown in Table 4 below. In 2010/11, the model dispatched the  
 12 C&I component of Tier 1 only producing a demand reduction of 53.6 MMBtu.<sup>25</sup>  
 13 All other tier components were judged to be uneconomic and hence not  
 14 dispatched. The 53.6 MMBtu demand reduction when added to the reductions

<sup>25</sup> See Attachment to Staff 1-35(Supp.), which is reproduced here as Attachment GRM-5

1 due to the low-case and base-case programs resulted in an overall reduction of  
 2 268 MMBtu. In year 2011/12, both components of Tier 1 were dispatched for a  
 3 cumulative demand reduction of 168.5 MMBtu and an overall reduction of 384  
 4 MMBtu. In years 2012/13, 2013/14, and 2014/15, all tier components with the  
 5 exception of the C&I component of Tier 2 were dispatched producing overall  
 6 annual demand reductions of 600 MMBtu, 729 MMBtu, and 858 MMBtu. In  
 7 terms of percentages, these cumulative annual reductions range from 1.9% in  
 8 2010/11 to 5.5% in 2014/15.

| Table 4<br>Design-Year Requirements<br>Under Resource Mix Runs<br>(MMBtu) |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|
| <u>Resource Mix Run</u>   | <u>2010-11</u> | <u>2011-12</u> | <u>2012-13</u> | <u>2013-14</u> | <u>2014-15</u> |
| Without DSM   | 14,149,822     | 14,608,833     | 14,904,982     | 15,265,185     | 15,625,288     |
| With DSM  | 13,881,674     | 14,224,701     | 14,304,338     | 14,535,825     | 14,767,211     |
| Cumulative<br>Reduction   | 268,148        | 384,132        | 600,644        | 729,360        | 858,077        |
| Cumulative<br>Reduction %   | 1.9%           | 2.6%           | 4.0%           | 4.8%           | 5.5%           |

9

10 Q. DO THESE RESULTS MAKE MUCH SENSE?

11 A. No. As already noted, two of the three demand-side resource tiers are more cost-  
 12 effective than all of the existing gas contracts based on commodity costs alone. In  
 13 contrast, the components of the Tier 2 resource are less cost-effective than all of  
 14 the contracts except propane. Based on this information, an efficiently  
 15 functioning model would have dispatched Tiers 1 and 3 each year in both the  
 16 summer and winter period and Tier 2 during the winter only.

17

1 Q. DID THE COMPANY EXPLAIN THESE IRREGULARITIES?

2 A. Following lengthy discovery on its modeling and several conference calls, the  
3 Company informed the parties that it had concluded that the demand-side  
4 resource code in the SENDOUT model was not functioning correctly when  
5 operated in the resource mix mode. The Company also said that the problems  
6 with the model could not be fixed before the parties were scheduled to file their  
7 testimony. As a consequence, the Company was not able to identify the optimal  
8 mix of demand-side resources for its portfolio as required by the Commission in  
9 Order No. 24,941

10 Q. DO YOU HAVE OTHER CONCERNS REGARDING THE RESOURCE MIX  
11 MODELING?

12 A. Yes, I have two. First, even if the SENDOUT model had been functioning  
13 correctly, the quantity of gas displaced by the demand-side resources in the  
14 resource mix mode would not be optimal.<sup>26</sup> This is because the SENDOUT  
15 model does not have the capability to dispatch any particular tier multiple times if  
16 it is economic to do so.<sup>27</sup> Without that capability, the maximum quantity of gas  
17 displaced in the resource mix mode will be limited by the size of tiers developed  
18 by the Company instead of by the cost effectiveness of those tiers relative to the  
19 marginal supply resources.  
20 Second, the resource mix analysis is unreasonably hindered by several illogical  
21 constraints. For example, despite having some of the highest commodity costs in  
22 the portfolio, the Company decided against treating the Granite Ridge, LNG, and  
23 propane contracts as variable resources in the SENDOUT model on the ground

---

<sup>26</sup> The optimal amount is the amount that minimizes the cost of the portfolio.

<sup>27</sup> See Company response to Staff 4-4. See Attachment GRM-6 It should also be noted that the SENDOUT model does not have the capability to dispatch part of a tier.

1 that those contracts are peaking resources with characteristics different from  
2 demand-side resources. While it may be accurate to say that some and maybe  
3 most demand-side resources have demand reduction characteristics that do not  
4 provide a good match to peaking resources, this is not the issue in this type of  
5 analysis. The issue is whether existing base load or peaking contracts can be  
6 displaced cost-effectively by demand-side resources. It matters little that a new  
7 demand-side resource might displace more commodity than is supplied by the  
8 peaking resource that is being replaced provided the net effect is to lower the total  
9 cost of meeting customers' demand. Also, because the peaking resources have  
10 higher commodity costs than the Dawn, Niagara, and Gulf Coast contracts, the  
11 amount of supply-side resources that could potentially be displaced by demand-  
12 side resources would obviously be greater if the peaking resources are classified  
13 in the analysis as variable instead of fixed.

14 **F. The Company's Cost-Benefit Analysis Underlying Resource Mix**  
15 **Modeling.**

16  
17 Q. PLEASE PROVIDE A BRIEF DESCRIPTION OF THE COST-BENEFIT  
18 ANALYSIS UNDERLYING THE COMPANY'S RESOURCE MIX  
19 MODELING.

20 A. In the resource mix mode, certain supply contracts along with the associated  
21 transportation contracts were assumed fixed while others were classified as  
22 variable contracts. Initially, the expiring Dawn, Niagara, and Gulf Coast  
23 contracts were identified as the variable contracts; meaning they could potentially  
24 be displaced by more cost-effective demand-side resources. Subsequently, the  
25 parties were informed that the Gulf Coast contracts were excluded from this  
26 analysis because the Company determined that the current version of the

1 SENDOUT model could not handle those contracts as variable resources. The  
2 Company also clarified that the demand costs under the Dawn and Niagara  
3 contracts plus the commodity costs under all contracts were classified as variable  
4 costs in its resource mix run.

5 Because a demand-side resource continues to produce savings throughout its  
6 useful life, the investment decision should be based on a multi-year calculation  
7 that compares the cost of acquiring the demand-side resource with the  
8 corresponding lifetime gas supply cost savings.<sup>28</sup> To perform this cost-benefit  
9 analysis correctly, the gas supply costs (i.e., demand and commodity costs)  
10 associated with variable contracts must be escalated over the life of the demand-side  
11 resource in a way that reflects the expected increase in those cost components. In  
12 addition, the resulting annual cost savings (i.e., the avoided demand and commodity  
13 costs) must be present valued and summed. The Company, however, elected to use  
14 a simpler but much less precise approach that involves comparing the annual cost  
15 of the demand-side resources and the annual cost savings in each year of the five  
16 year planning period instead of over the useful life of the resource.<sup>29</sup> In  
17 calculating the annual cost savings, the Company also decided against escalating  
18 the contract demand charges and even omitted to present value and sum the net  
19 annual savings. Thus, under the Company's formulation, demand-side resources  
20 would be deemed cost effective if annual cost savings exceed annual resource  
21 costs in each year of the planning period.

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<sup>28</sup> The Company's economic analysis assumes a 15 year useful life for each demand-side resource.

<sup>29</sup> The annual cost of a demand-side resource was calculated by dividing the total cost of that resource by its assumed useful life.

1 **G. Staff's Comments on the Company's Cost-Benefit Analysis**  
2 **Underlying Resource Mix Modeling**

3  
4 Q. DO YOU SUPPORT THE COMPANY'S COST-BENEFIT ANALYSIS?

5 A. No, it has several obvious weaknesses. Because the approach only analyzes costs  
6 and benefits over the first 5 years of the assumed 15 year life of the resources, it  
7 could result in the Company making an incorrect investment decision. This  
8 would be the case if, for example, the demand-side resources produced net cost  
9 savings during each year of the planning period but net cost increases during the  
10 remaining years such that the sum of the cost increases exceeded the sum of the  
11 cost savings.

12 Also, the failure to escalate the demand charges would tend to understate the cost  
13 savings and hence bias the result against demand-side resources. In contrast, the  
14 failure to present value the annual cost savings would tend to overstate the cost  
15 savings and hence bias the result in favor of demand-side resources. Finally, the  
16 failure to sum the net annual cost savings is a major omission that could lead to  
17 inappropriate and non cost-effective investment decisions.

18 Q. FINALLY, DID THE COMPANY BASE ITS EVALUATION OF DEMAND-  
19 SIDE RESOURCES ON PROGRAM INFORMATION CONTAINED IN THE  
20 GDS REPORT AS REQUIRED BY THE COMMISSION IN ORDER NO.  
21 24,941?

22 A. Yes. Because the GDS study found that a significant majority of the natural gas  
23 efficiency measures identified in the technical potential study had already been  
24 incorporated in the programs offered by the Company, I believe the Company's  
25 decision to model its demand-side resource options on existing programs  
26 conforms to the Commission's directive.

27

1 Q. DOES THAT CONCLUDE YOUR TESTIMONY?

2 A. Yes.

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4 **GEORGE R. McCLUSKEY**

5  
6 **NEW HAMPSHIRE PUBLIC UTILITIES COMMISSION**

7  
8 **Analyst**  
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10  
11 George McCluskey is a ratemaking specialist with over 30 years experience in utility economics.  
12 Since rejoining the New Hampshire Public Utilities Commission (“NHPUC.”) in 2005, he has  
13 worked on IRP, default service and distributed generation issues in the electric sector and IRP,  
14 lead/lag and cost allocation issues in the gas sector. While at La Capra Associates, a Boston-  
15 based consulting firm specializing in electric industry restructuring, wholesale and retail power  
16 procurement, market price and risk analysis, and power systems models and planning methods,  
17 he provided strategic advice to numerous clients on a variety of issues. Prior to joining La Capra  
18 Associates, Mr. McCluskey directed the electric utility restructuring division of the NHPUC and  
19 before that was manager of least cost planning, directing and supervising the review and  
20 implementation of electric and gas utility least cost plans and demand-side management  
21 programs. He has testified as an expert witness in numerous electric and gas cases before state  
22 and federal regulatory agencies.

23  
24 **ACCOMPLISHMENTS**

25  
26 Recent project experience includes:

27 **Staff of the New Hampshire Public Utilities Commission** – Expert testimony  
28 before NHPUC regarding the cost effectiveness of distributed generation  
29 resources in a case involving Unutil Energy Systems.

30 **Staff of the New Hampshire Public Utilities Commission** – Expert testimony  
31 before NHPUC regarding default service design and pricing issues in case  
32 involving Unutil Energy Systems.

33 **Staff of the New Hampshire Public Utilities Commission** – Expert testimony  
34 before Maine Public Utilities Commission regarding interstate allocation of

1 natural gas capacity costs in case involving Northern Utilities.

2 **Staff of the Arkansas Public Service Commission** – Analysis and case support  
3 regarding Entergy Arkansas Inc.’s application to transfer ownership and control  
4 of its transmission assets to a Transco. Also analyzed Entergy Arkansas Inc.’s  
5 stranded generation cost claims.

6 **Massachusetts Technology Collaborative** – Evaluated proposals by renewable  
7 resource developers to sell Renewable Energy Credits to MTC in response to 2003  
8 RFP.

9 **Pennsylvania Office of the Consumer Advocate** – Analysis and case support  
10 regarding horizontal and vertical market power related issues in the  
11 PECO/Unicom merger proceeding. Also advised on cost-of-service, cost  
12 allocation and rate design issues in FERC base rate case for interstate natural gas  
13 pipeline company.

14 **Staff of the New Hampshire Public Utilities Commission** – Expert testimony  
15 before the NHPUC regarding stranded cost issues in Restructuring Settlement  
16 Agreement submitted by Public Service Company of New Hampshire and various  
17 settling parties. Testimony presents an analysis of PSNH’s stranded costs and  
18 makes recommendations regarding the recoverability of such costs.

19 **Town of Waterford, CT** – Advisory and expert witness services in litigation to  
20 determine property tax assessment of for nuclear power plant.

21 **Washington Electric Cooperative, Vt** – Prepared report on external obsolescence in  
22 rural distribution systems in property tax case.

23 **New Hampshire Public Utilities Commission** - Expert testimony on behalf of the  
24 NHPUC before the Federal Energy Regulatory Commission regarding the Order  
25 888 calculation of wholesale stranded costs for utilities receiving partial  
26 requirements power supply service.

27  
28 **Ohio Consumer Council** - Expert testimony regarding the transition cost recovery  
29 requests submitted by the AEP companies, including a critique of the DCF and  
30 revenues lost approaches to generation asset valuation.

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## 33 **EXPERIENCE**

34

35 **New Hampshire Public Utilities Commission (2005 to Present)**

36 Analyst, Electricity Division

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**La Capra Associates (1999 to 2005)**

Senior Consultant

**New Hampshire Public Utilities Commission (1987 – 1999)**

Director, Electric Utilities Restructuring Division

Manager, Least Cost Planning

Analyst, Economics Department

**Electricity Council, London, England (1977-1984)**

Pricing Specialist, Commercial Department

Information Officer, Secretary's Office

**EDUCATION:**

**Ph.D. candidate in Theoretical Plasma Physics, University of Sussex Space Physics Laboratory.**

Withdrew in 1977 to accept position with the Electricity Council.

**B.S., University of Sussex, England, 1975.**

Theoretical Physics

## ATTACHMENT GRM-2

|                                 | <b>Supply/Demand<br/>Balance<br/>(MMBtu)</b> |                          |
|---------------------------------|--|--------------------------|
|                                 |  | <u>Capacity</u>          |
| <u>Long Haul Transportation</u> |  |                          |
| PNGTS                           | 1,000  |                          |
| Iroquois                        | 4,000  |                          |
| Niagara                         | 3,122  |                          |
| Tennessee Gulf                  |  |                          |
| FT-A 1                          | 24,777                                       |                          |
| FT-A 2                          | 25,223                                       |                          |
| FT-A 3                          | 21,596                                       |                          |
| Total                           | 79,718                                       |                          |
| <u>Underground Storage</u>      |  |                          |
| Total                           | 28,115                                       |                          |
| <u>Supplemental Facilities</u>  |  |                          |
| AES                             | 15,000                                       |                          |
| DOMAC                           |  |                          |
| Vapor                           | 0  |                          |
| Liquid                          | 0  |                          |
| LNG from Storage                | 22,800                                       |                          |
| Propane                         |  |                          |
| Vapor                           | 34,600                                       |                          |
| Truck                           | 0  |                          |
| Total                           | 72,400                                       |                          |
| Grand Total                     | 180,233                                      |                          |
|                                 | <u>Demand<br/>w/o DSM</u>                    | <u>Demand<br/>w/ DSM</u> |
| Design-Day-2014/15              | 148,866                                      | 141,813                  |
| Design-Day-2010/11              | 140,043                                      | 137,326                  |
| Excess-2014/15                  | 31,367                                       | 38,420                   |
| Excess-2010/11                  | 40,190                                       | 42,907                   |
| % Excess -2014/15               | 21.07%                                       | 27.09%                   |
| % Excess -2010/11               | 28.70%                                       | 31.24%                   |

ENERGYNORTH NATURAL GAS, INC.  
d/b/a NATIONAL GRID NH  
DG 10-041

National Grid NH's Responses to  
Staff's Data Requests – Set #1

Date Received: May 21, 2010  
Request No.: Staff 1-49

Date of Response: June 14, 2010  
Witness: Theodore Poe, Jr.

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**REQUEST:** At the May 20, 2010 technical session, Staff provided to the company a listing of ENGI's supply resources along with their peak day capacities on a primary firm basis. Please state whether the Company agrees with the individual quantities listed under the column headed Chart IV-C-2 and with the grand total of 179,537 MMBtu/day. If not, please explain why and provide the correct quantities.

**RESPONSE:** Please refer to the attachment to this response. On the left-hand side, the Company has replicated the format and data of the listing provided to the Company at the May 20, 2010 technical session. On the right-hand side, the Company has listed and annotated with references its peak-day deliverability as well as its forecasted design day requirements paralleling the Staff's format.

| ENGI<br>Design Day Resources |            |              |
|------------------------------|------------|--------------|
|                              | Appendix D | Chart IV-C-2 |
| <b>Long Haul</b>             |            |              |
| PNGTS                        | 354        | 354          |
| Iroquois                     | 4000       | 4000         |
| —                            |            |              |
| Niagara                      | 3122       | 3122         |
| Tennessee Gulf               |            |              |
| FT-A 1                       | 24777      | 25407        |
| FT-A 2                       | 25223      | 30000        |
| FT-A 3                       | 21596      | 20000        |
| Total                        | 79072      | 82883        |
| <b>Underground Storage</b>   |            |              |
| Dominion                     |            | 934          |
| Honeoye                      |            | 1957         |
| Nat Fuel                     |            | 6098         |
| FS-MA                        |            | 15265        |
| —                            |            |              |
| Total                        | 28115      | 24254        |
| <b>Supplemental</b>          |            |              |
| AES                          | 0          | 15000        |
| DOMAC                        |            |              |
| Vapor                        | 0          | 0            |
| Liquid                       | 4000       | 22800        |
| LNG From Storage             | 9397       | 0            |
| Propane                      |            |              |
| Vapor                        | 32282      | 34600        |
| Truck                        | 5607       | 0            |
| Total                        | 51286      | 72400        |
| Grand Total                  | 158473     | 179537       |
| Design Day-2014/15           |            | 158473       |
| Design Day-2010/11           |            | 149650       |
| Excess-2014/15               |            | 21064        |
| Excess-2010/11               |            | 29887        |
| % Excess -2014/15            |            | 13.29%       |
| % Excess-2010/11             |            | 19.97%       |

| ENGI Contractual Rights to City-Gate<br>Deliverability on Design Day (MMBtu) |                       |  |
|--|-----------------------|--|
|  | Company's<br>Response |  |
| <b>Long Haul</b>   |                       |  |
| PNGTS 1999-01  | 1,000                 | <— Chart IV-C-2; Page 1 of 4; PNGTS City Gate MDQ                                  |
| Iroquois   |                       |  |
| ANE  | 4,000                 | <— Chart IV-C-2; Page 1 of 4; TGP #33371 (ANE) City Gate MDQ                       |
| Niagara  | 3,122                 | <— Chart IV-C-2; Page 1 of 4; TGP #2302 (Niagara) City Gate MDQ                    |
| Tennessee  |                       |  |
| FT-A From Gulf   | 21,596                | <— Chart IV-C-1; TGP contract #8587 less the Zone 4 component                      |
| FT-A From Dracut   | 20,000                | <— Chart IV-C-2; Page 1 of 4; TGP #42076 (Dracut) City Gate MDQ                    |
| FT-A From Dracut   | 30,000                | <— Chart IV-C-2; Page 1 of 4; TGP #72694 (Dracut) City Gate MDQ                    |
| Total  | 79,718                |  |
| <b>Underground Storage</b>   |                       |  |
| Dominion   |                       |  |
| Honeoye  |                       |  |
| Nat Fuel   |                       |  |
| FS-MA  |                       |  |
| TGP Zones 4 and 5  | 28,115                | <— Chart IV-C-1; TGP contracts #632 plus #11234 plus the Zone 4 component of #8587 |
| Total  | 28,115                |  |
| Interstate Subtotal  | 107,833               |  |
| <b>Supplemental</b>  |                       |  |
| AES  | 15,000                | <— Chart IV-C-2; Page 4 of 4; Granite Ridge Energy LLC MDCQ                        |
| DOMAC  |                       |  |
| Vapor  | 0                     |  |
| Liquid   | 0                     |  |
| LNG From Storage   | 22,800                | <— Chart IV-C-2; Page 4 of 4; Max Vaporization (LNG): Concord+Tilton+Manchester    |
| Propane  |                       |  |
| Vapor  | 34,600                | <— Chart IV-C-2; Page 4 of 4; Max Vaporization (Propane): Nashua+Tilton+Manchester |
| Truck  | 0                     |  |
| Total  | 72,400                |  |
| Grand Total  | 180,233               |  |
| Design Day-2014/15   | 148,866               | <— Appendix D; Page 8 of 87; 'Firm Sendout' line under 'Peak Day' column           |
| Design Day-2010/11   | 140,043               | <— Appendix D; Page 4 of 87; 'Firm Sendout' line under 'Peak Day' column           |
| Excess-2014/15   | 31,367                |  |
| Excess-2010/11   | 40,190                |  |
| % Excess -2014/15  | 17%                   |  |
| % Excess-2010/11   | 22%                   |  |

ENERGYNORTH NATURAL GAS, INC.  
d/b/a NATIONAL GRID NH  
DG 10-041

National Grid NH's Responses to  
Staff's Data Requests – Set #1

Date Received: May 21, 2010  
Request No.: Staff 1-50

Date of Response: June 14, 2010  
Witness: Theodore Poe, Jr.

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**REQUEST:** If the Company agrees that it currently has under contract primary firm capacity totaling 179,537 MMBtu/day, does it also agree that this is 21,064 MMBtu/day greater than the projected design day demand in the final year of the forecast period? If not, please explain. If yes, what consideration has the Company given to eliminating this excess by not renewing one or more of its expiring contracts?

**RESPONSE:** Referring to the attachment to the Company's response to Staff 1-49, the Company has total peak day deliverability of 180,233 MMBtu/day. The forecasted peak day requirement in the final year of the forecast period is 148,866 MMBtus (Base Case Design Year 2014-15: No DSM: Appendix D, Page 8 of 87). Assuming all contracts are renewed at the current levels and pricing relationship remain constant throughout the forecast period, in the final year of the forecast (2014/15), the peak day deliverability exceeds the peak day forecast by 31,367 MMBtus. As listed in the forecast results for the 2014/15 design day (Appendix D, Page 8 of 87), the excess occurs in the three supplies: Granite Ridge ('AES') supply sharing, LNG and propane. At this time, these supplies represent the highest variable costs. Since the Company has just completed the contracting for its latest incremental Tennessee capacity ('Concord Lateral'), there will be some excess in the portfolio as the Company grows into the new capacity. Until transportation contracts come up for renewal, the Company will continue to optimize these contracts to extract additional value from them and reduce the cost to its customers. Throughout the forecast period, as contracts expire or come up for renewal, the Company will consider each asset and its contribution to the portfolio and determine whether to renew, replace or terminate the respective agreement.

ENERGYNORTH NATURAL GAS, INC.  
d/b/a NATIONAL GRID NH  
DG 10-041

National Grid NH's Responses to  
Staff's Data Requests – Set #1

Supplemental Response

Date Received: May 21, 2010  
Request No.: Staff 1-50

Date of Supplemental Response: July 2, 2010  
Witness: Theodore Poe, Jr.

**REQUEST:** If the Company agrees that it currently has under contract primary firm capacity totaling 179,537 MMBtu/day, does it also agree that this is 21,064 MMBtu/day greater than the projected design day demand in the final year of the forecast period? If not, please explain. If yes, what consideration has the Company given to eliminating this excess by not renewing one or more of its expiring contracts?

**SUPPLEMENTAL  
RESPONSE:**

During the forecast period, existing resources in the Company's portfolio that are set to expire or come up for renewal are listed in the table below (provided as Table IV-C-3 in the Company's filing):

| Contract   | MDCQ   | Annual Quantity (MMBtu) | Date of Expiration             |
|--|--------|-------------------------|--------------------------------|
| Granite Ridge Energy, LLC                        | 15,000 | 450,000                 | 9/30/2012 ( <i>Corrected</i> ) |
| BP Canada Energy Company                         | 3,199  | 1,167,635               | 3/31/12                        |
| BP Canada Energy Company                         | 4,047  | 1,477,155               | 03/31/2010                     |
| Chevron Natural Gas                              | 21,596 | 3,908,876               | 04/30/2010                     |
| Repsol Energy North America Corporation          | 42,500 | 7,607,500               | 10/31/2010                     |
| Distrigas of Massachusetts Corporation<br>FLS160 |        | 100,000                 | 10/31/10                       |
| Sempra Energy Trading                            | 7,500  | 907,500                 | 03/31/2010                     |
| Honeoye Storage Corporation                      | 1,957  | 245,280                 | 04/01/11 Evergreen             |
| National Fuel Company N02358                     | 6,098  | 2,225,770               | 3/31/11<br>Evergreen           |

| Contract                     | MDCQ   | Annual Quantity (MMBtu) | Date of Expiration   |
|------------------------------|--------|-------------------------|----------------------|
| National Fuel Company O02357 | 6,098  | 670,800                 | 3/31/11<br>Evergreen |
| Tennessee Gas 523            | 21,844 | 1,560,391               | 10/31/2015           |
| Tennessee Gas 632            | 15,265 | 5,571,725               | 10/31/2015           |
| Tennessee Gas 2302           | 3,122  | 1,139,530               | 10/31/2015           |
| Tennessee Gas 8587           | 25,407 | 9,273,555               | 10/31/2015           |
| Tennessee Gas 11234          | 9,039  | 3,299,235               | 10/31/2015           |
| Tennessee Gas 33371          | 4,000  | 1,460,000               | 10/31/2011           |
| Tennessee Gas 42076          | 20,000 | 7,300,000               | 10/31/2015           |

As each of these contracts expire or come up for renewal, the Company will follow its planning process as described in the Company’s filing. The Company will evaluate the need to maintain each contract as part of the resource portfolio. As part of this need analysis, the Company will consider the trends in transportation migration and the growth in transportation relating to new customers that have not previously been served by the Company, and therefore, are not subject to the assignment of capacity. Depending on the type of need, the Company will canvas the marketplace to determine the availability of a replacement resource with consideration being given to demand-side resource options. Where appropriate, the Company will solicit competitive bids to determine the lowest-cost available resource. Finally, the Company will evaluate non-price factors associated with the available replacement options such as flexibility, diversity, reliability and contract term to determine the least-cost, most reliable option to meet the Company’s resource need. This same approach will be implemented when the need arises for a new resource to be added to the portfolio. It is too early at this time to pin-point the exact modifications the Company will look to implement in the last year of the forecast period, but should all factors remain constant, the Company will seek the optimal balance of the resource portfolio to meet customer requirements in a least-cost, reliable manner.

ENERGYNORTH NATURAL GAS, INC.  
d/b/a NATIONAL GRID NH  
DG 10-041

National Grid NH's Responses to  
Staff's Data Requests – Set #1

Supplemental Response

Date Received: May 17, 2010  
Request No.: Staff 1-35

Date of Supplemental Response: July 2, 2010  
Witness: Theodore Poe, Jr.

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**REQUEST:** Ref. IV-8. Specify, by demand-side resource and by year, the demand-side management costs included in the SENDOUT model under the resource mix mode. Also provide on the same basis the projected MMBtu savings and number of participating customers.

**SUPPLEMENTAL  
RESPONSE:**

In its initial response to Staff 1-35, the Company inadvertently indicated that resultant MMBtu savings for the resource mix analysis were to be found in Chart IV-D-11. However, Chart IV-D-11 contains the MMBtu savings for the High-Case DSM scenario. There was no summary MMBtu savings chart presented in the Company's filing regarding the resource mix analysis optimizing DSM and traditional gas resources along with the conversion of a portion of the Company's Tennessee long-haul capacity to short-haul from the Marcellus Basin. However, the detailed scenario information was included in Appendix D (Page 76 through Page 81).

Demand-side management cost savings are not found in the filing since there was no resource mix scenario without DSM to calculate comparable costs. That being said, the Company has prepared a comparable run of its Base Case Demand – Design Year excluding the availability of DSM measures, in order to be responsive to Staff. (See Attachment Staff 1-35 (Supp.))

Reduction in Total Resource Costs  
Base Case Design Year  
Resource Mix Scenario without DSM vs. Resource Mix Scenario with DSM

| Resource Mix Scenario without DSM              | 2010/11       | 2011/12       | 2012/13       | 2013/14       | 2014/15       |
|--|---------------|---------------|---------------|---------------|---------------|
| Total Gas Resource Cost                        | \$116,033,464 | \$123,998,279 | \$127,339,390 | \$130,922,420 | \$134,513,641 |
| <u>Total DSM Cost</u>                          | <u>\$0</u>    | <u>\$0</u>    | <u>\$0</u>    | <u>\$0</u>    | <u>\$0</u>    |
| Total Resource Cost                            | \$116,033,464 | \$123,998,279 | \$127,339,390 | \$130,922,420 | \$134,513,641 |
| Total Gas Customer Requirements (MMBtu)        | 14,149,800    | 14,608,800    | 14,905,000    | 15,265,200    | 15,625,300    |
| <u>Total DSM Customer Requirements (MMBtu)</u> | <u>0</u>      | <u>0</u>      | <u>0</u>      | <u>0</u>      | <u>0</u>      |
| Total Annual Customer Requirements (MMBtu)     | 14,149,800    | 14,608,800    | 14,905,000    | 15,265,200    | 15,625,300    |
| Average System Cost (\$/MMBtu)                 | \$8.2004      | \$8.4879      | \$8.5434      | \$8.5765      | \$8.6087      |

| Resource Mix Scenario with DSM                 | 2010/11          | 2011/12          | 2012/13            | 2013/14            | 2014/15            |
|--|------------------|------------------|--------------------|--------------------|--------------------|
| Total Gas Resource Cost                        | \$113,738,170    | \$120,425,264    | \$121,730,814      | \$123,987,499      | \$126,244,940      |
| <u>Total DSM Cost</u>                          | <u>\$395,557</u> | <u>\$888,583</u> | <u>\$1,923,808</u> | <u>\$1,923,808</u> | <u>\$1,923,808</u> |
| Total Resource Cost                            | \$114,133,727    | \$121,313,847    | \$123,654,622      | \$125,911,307      | \$128,168,748      |
| Total Gas Customer Requirements (MMBtu)        | 13,881,700       | 14,224,700       | 14,304,300         | 14,535,800         | 14,767,200         |
| <u>Total DSM Customer Requirements (MMBtu)</u> | <u>268,100</u>   | <u>384,100</u>   | <u>600,700</u>     | <u>729,400</u>     | <u>858,100</u>     |
| Total Annual Customer Requirements (MMBtu)     | 14,149,800       | 14,608,800       | 14,905,000         | 15,265,200         | 15,625,300         |
| Average System Cost (\$/MMBtu)                 | \$8.0661         | \$8.3042         | \$8.2962           | \$8.2483           | \$8.2026           |

|  |              |              |                  |                  |                  |
|--|--------------|--------------|------------------|------------------|------------------|
| <b>DSM Reduction in Requirements (BBtu)</b>  |              |              |                  |                  |                  |
| Program 1 - Residential - 2009               | 30.200       | 30.300       | 30.200           | 30.200           | 30.200           |
| Program 1 - C&I - 2009                       | 53.600       | 53.900       | 53.600           | 53.600           | 53.600           |
| Program 2 - Residential - 2010               | 30.200       | 30.300       | 30.200           | 30.200           | 30.200           |
| Program 2 - C&I - 2010                       | 53.600       | 53.900       | 53.600           | 53.600           | 53.600           |
| Program 2 - Residential - 2010 (Incremental) | 21.300       | 21.400       | 21.300           | 21.300           | 21.300           |
| Program 2 - C&I - 2010 (Incremental)         | 25.600       | 25.700       | 25.600           | 25.600           | 25.600           |
| Tier1 - Residential                          | 0.000        | 60.700       | 90.500           | 120.600          | 150.800          |
| Tier1 - C&I                                  | 53.600       | 107.800      | 160.900          | 214.600          | 268.200          |
| Tier2 - Residential                          | 0.000        | 0.000        | 63.900           | 85.200           | 106.500          |
| Tier2 - C&I                                  | 0.000        | 0.000        | 0.000            | 0.000            | 0.000            |
| Tier3 - Residential                          | 0.000        | 0.000        | 22.800           | 30.400           | 38.000           |
| <u>Tier3 - C&amp;I</u>                       | <u>0.000</u> | <u>0.000</u> | <u>48.000</u>    | <u>64.000</u>    | <u>80.000</u>    |
| Total  | 268.100      | 384.000      | 600.600          | 729.300          | 858.000          |
| <b>DSM Cost Savings By Program</b>           |              |              |                  |                  |                  |
| Program 1 - Residential - 2009               | \$213,995    | \$211,818    | \$185,281        | \$207,508        | \$223,328        |
| Program 1 - C&I - 2009                       | \$379,806    | \$376,799    | \$328,844        | \$368,292        | \$396,371        |
| Program 2 - Residential - 2010               | \$213,995    | \$211,818    | \$185,281        | \$207,508        | \$223,328        |
| Program 2 - C&I - 2010                       | \$379,806    | \$376,799    | \$328,844        | \$368,292        | \$396,371        |
| Program 2 - Residential - 2010 (Incremental) | \$150,930    | \$149,601    | \$130,679        | \$146,355        | \$157,513        |
| Program 2 - C&I - 2010 (Incremental)         | \$181,400    | \$179,661    | \$157,060        | \$175,901        | \$189,311        |
| Tier1 - Residential                          | \$0          | \$424,336    | \$555,231        | \$828,658        | \$1,115,163      |
| Tier1 - C&I                                  | \$379,806    | \$753,598    | \$987,145        | \$1,474,544      | \$1,983,334      |
| Tier2 - Residential                          | \$0          | \$0          | \$392,036        | \$585,420        | \$787,565        |
| Tier2 - C&I                                  | \$0          | \$0          | \$0              | \$0              | \$0              |
| Tier3 - Residential                          | \$0          | \$0          | \$139,881        | \$208,882        | \$281,009        |
| <u>Tier3 - C&amp;I</u>                       | <u>\$0</u>   | <u>\$0</u>   | <u>\$294,487</u> | <u>\$439,752</u> | <u>\$591,598</u> |
| Total  | \$1,899,737  | \$2,684,432  | \$3,684,768      | \$5,011,113      | \$6,344,893      |

ENERGYNORTH NATURAL GAS, INC.  
d/b/a NATIONAL GRID NH  
DG 10-041

National Grid NH's Responses to  
Staff's Data Requests – Set #4

Date Received: August 31, 2010  
Request No.: Staff 4-4

Date of Response: September 13, 2010  
Witness: Theodore Poe, Jr.

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**REQUEST:** Ref. Response to Staff 3-16. In response to a question asking whether the demand-side resource tiers can be dispatched more than once by the SENDOUT model in the resource mix mode, the Company said that "because of limitations in SENDOUT the Company is not able to respond to this question." Regardless, was it the Company's intention that the model dispatch each tier multiple times assuming it was economic to do so?

**RESPONSE:** No, it was not the Company's intention that the model dispatch each tier multiple times. The documented functionality of the SENDOUT model indicated that the user could not dispatch a DSM tier multiple times. It was dependent on the Company to specify the maximum load reduction and the concomitant cost of each DSM tier. Doing so, the Company avoided extrapolating linear pricing for increases in DSM which may in fact be non-linear.

## Guide material 192.703 General

[View Code](#)

### 1 GENERAL

Any time a pipeline is found to be damaged or deteriorated to the extent that its serviceability is impaired or leakage constituting a hazard is evident, immediate temporary measures should be employed to protect the public and property. If it is not feasible to make a permanent repair at the time of discovery, then as soon as feasible, permanent repairs should be made.

### 2 REPAIR OF PIPE

#### 2.1 General.

Prior to repairing a pipeline, the operator should consider the operating conditions, design, and maintenance history, as necessary, to ensure that repair actions do not further damage the pipe. Where warranted, the operating pressure should be lowered, pipe exposure should be limited, access to the area should be limited, personnel protection should be provided, and fire extinguishing equipment should be available.

#### 2.2 Repairs to distribution lines.

Methods of permanent repair to non-thermoplastic distribution lines include the following.

- (a) Cutting out as a cylinder and replacing the piece of damaged pipe.
- (b) Applying a full-encirclement welded split sleeve of appropriate design.
- (c) Applying a properly designed bolt-on type of leak clamp or sleeve.
- (d) For steel pipe, applying a fillet-welded steel plate patch of similar material of equal or greater thickness, of appropriate grade, and with rounded corners.

#### 2.3 Repairs to transmission lines.

For repairs to steel transmission lines, see §§[192.711](#), [192.713](#), [192.715](#), [192.717](#), and [192.751](#). Section [192.485](#) allows the alternative of lowering the MAOP on corroded transmission pipe where a safe operating pressure can be calculated based on the remaining strength of the corroded pipe. See guide material under §[192.485](#).

#### 2.4 Permanent repairs to thermoplastic piping.

Repair methods for thermoplastic piping include the following.

- (a) Cutting out as a cylinder and replacing the piece of damaged pipe.
- (b) Applying a properly designed bolt-on type saddle, leak clamp, or sleeve.
- (c) Installing a repair sleeve meeting the requirements of ASTM D2513.
- (d) See guide material under §[192.311](#).
- (e) For gas flow control during repair, see 5 of the guide material under §[192.321](#).

#### 2.5 Repair procedures.

The repair should be made in accordance with a qualified repair procedure.

## 2.6 *Compression couplings in pipelines.*

Repairs using compression couplings and repairs to pipelines that may contain compression couplings should consider the following.

- (a) Coupled pipe is subject to pullout near bends, near the end of the pipeline, at temporary end closures, while performing stoppering or stopping procedures, when the pipeline is severed, and while long sections of pipeline are exposed.
- (b) Some factors that can contribute to pullout potential are the pipe diameter, material, and surface; operating pressure; temperature changes; buoyancy; and soil moisture, compaction, and type.
- (c) The procedure for safely repairing the pipeline should include consideration of the following precautionary, preventive, and mitigating actions.
  - (1) Reviewing maps and records to determine if couplings exist.
  - (2) Reviewing manufacturer's recommendation for installing and maintaining compression couplings.
  - (3) Analyzing each project for the potential of coupling pullout, including pullouts on adjacent line sections.
  - (4) Performing an electrical continuity test to check for indications of unknown insulating couplings.
  - (5) Reviewing contingency procedures to be used in the event of a pullout.
  - (6) Reducing pressure prior to excavation.
  - (7) Installing anchors sufficient to resist anticipated pullout forces in the pipeline.
  - (8) Reinforcing known couplings.
  - (9) Minimizing the length of exposed pipe during the repair work.
  - (10) Backfilling offset replacement piping before severing the pipeline.
  - (11) Providing a separate excavation for pressure control operations to prevent injury from pullout of an unknown coupling.
  - (12) Designing and installing protective sleeves or bridging when making mechanical joints that either connect plastic piping or plastic piping to steel piping. This is especially true for PE pipe manufactured prior to 1982, since some is known to be susceptible to premature brittle-like failures. Also, attention should be given to any recommendations by the pipe manufacturer. For protective sleeves, see guide material under [§192.367](#).

## 2.7 *Inspection and testing.*

- (a) All repairs to distribution lines should be visually inspected and leak tested at operating pressure.
- (b) All repairs to transmission lines should be tested in accordance with [§192.719](#).

# 3 **CONSIDERATIONS FOR REPLACEMENT OR RENEWAL**

## 3.1 *All pipelines.*

A guide to assist an operator in developing a method of evaluating the serviceability and need for replacement or renewal of existing pipelines is AGA XL8920, "Attention Prioritizing and Pipe Replacement/Renewal Decisions."

## 3.2 *Cast iron pipe.*

See [Guide Material Appendix G-192-18](#).

## 4 REALIGNMENT OF PIPING

### 4.1 Steel.

#### (a) General.

Prior to realigning (moving in any direction) piping, the operator should establish a procedure for determining the feasibility of safely realigning the piping and performing the work. A useful reference for developing such a procedure is PRCI L51717, "Pipeline In-Service Relocation Engineering Manual."

- (1) *Feasibility analysis.* The procedure for determining the feasibility of safely realigning the pipe should include consideration of the following.
    - (i) Determining the amount of realignment required.
    - (ii) Reviewing the operating history of the involved section, such as records of leaks, damage, and external and internal corrosion.
    - (iii) Reviewing the material properties of the pipe and associated valves and fittings, such as specification, rating or grade, wall thickness, SMYS, toughness, and seam and joint characteristics.
    - (iv) Performing a new stress analysis, reviewing relevant prior stress analyses and safe practices established by prior projects.
    - (v) Determining the maximum safe operating pressure during the realignment.
    - (vi) When the feasibility analysis indicates a potentially unsafe condition may be caused by moving the pipe under normal operating conditions, consideration should be given to isolating the line segment, lowering the pressure in the segment, depressuring the segment, or other appropriate action.
  - (2) *Performance of the work.* The procedure for performing the work should include consideration of the following.
    - (i) Training and qualification of personnel for the realignment procedure.
    - (ii) Monitoring the pressure during the realignment to ensure that the maximum safe operating pressure is not exceeded.
    - (iii) Providing for shutdown and purging of the piping if necessary.
    - (iv) Minimizing employee and public exposure at the work site.
    - (v) Potential adverse effects of weather conditions, ground and surface water, and bank stability.
    - (vi) External inspection of the exposed pipe for variation from the feasibility study and for visible defects, such as dents, gouges, grooves, arc burns, corrosion, and coating damage.
    - (vii) Making appropriate repairs.
    - (viii) Full control by the operator of the actual realignment process.
    - (ix) The adequacy of pipe supports to prevent unintended movement.
    - (x) Ditch padding and backfill materials to prevent damage to the pipe and coating.
    - (xi) Backfill and compaction procedures to prevent additional movement due to settlement after realignment.
- (b) Additional considerations for compression-coupled piping.
- (1) *Feasibility analysis.* The procedure for determining the feasibility of safely realigning the piping should also include consideration of the following.
    - (i) Reviewing the manufacturers' recommendations for installing and maintaining compression couplings.
    - (ii) Analyzing each project for the potential of coupling pullout, including pullouts on line

- (ii) Analyzing each project for the potential of coupling pullout, including pullouts on line sections connected to each side of the project piping.
- (iii) Installing anchors to resist unbalanced forces on each side of the project piping.
- (iv) Reinforcing all involved couplings prior to actually realigning the pipe.
- (2) *Performance of the work.* The procedure for performing the work should also include consideration of the following.
  - (i) Reducing pressure prior to excavating, reinforcing, and realigning.
  - (ii) Minimizing excavation during the locating and reinforcing activities.
- (c) References.
  - (1) PRCI L51717, "Pipeline In-Service Relocation Engineering Manual," (PR218-9308).
  - (2) API RP 1117, "Movement of In-Service Pipelines."

#### 4.2 Cast iron.

Realignment of cast iron pipe is not recommended. See Guide Material Appendix G-192-18.

#### 4.3 Plastic.

Realignment of plastic pipe is not recommended except where replacement is not feasible. If realignment is necessary, then the following should be considered.

- (a) General.
  - See 4.1 (a) and (b) above.
- (b) Additional considerations.
  - (1) Damaged sections should be replaced.
  - (2) Recommendations of pipe and fitting manufacturers should be reviewed in determining the allowable pipe movement and joint deflection.
  - (3) To minimize or avoid stress concentration at joints during and after realignment, the operator should:
    - (i) Consider the effect of thermal stresses.
    - (ii) Provide continuous pipe support (e.g., bridging, protective sleeves, ditch grading, and proper backfill) to prevent movement from settlement after realignment. For protective sleeves, see guide material under §192.367.
    - (iii) Review records to determine the type of plastic material used in manufacturing the pipe. Thermosetting plastics (e.g., fiberglass reinforced epoxy composite pipe) and some thermoplastics (e.g., ABS and PVC) allow only marginal flexing of joints without damage.
    - (iv) During PE piping relocation, minimum bend radius recommendations should be observed to avoid overstressing joints at fittings in PE piping, which can lead to premature failures. For bend radius recommendations, see guide material under §192.367.
    - (v) Review records to determine the types of fittings that may be involved. Some fittings provide little, if any, pullout resistance.
  - (4) Branch lines and service lines connected to the section to be realigned should be reviewed and replaced or extended as necessary. Extensions will usually be required to prevent imposed tensile stresses in the pipe material due to the realignment.
  - (5) Buried valves should be properly supported and aligned for correct operational orientation.

## 5 GAS LEAKAGE CONTROL GUIDELINES

Guide Material Appendix G-192-11 (Natural Gas Systems) and Guide Material Appendix G-192-11A (Petroleum Gas Systems) provide guidelines for the detection, classification, and control of gas leakage. These appendices include information related to the prompt repair of hazardous leaks.