



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

Docket No. DG 16-XXX

Liberty Utilities (EnergyNorth Natural Gas) Corp. d/b/a Liberty Utilities  
Petition for Approval of Asset Purchase Agreement with Concord Steam Corp.

**DIRECT TESTIMONY**

**OF**

**WILLIAM J. CLARK**

**STEPHEN R. HALL**

July 21, 2016

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1 **I. INTRODUCTION**

2 **Q. Please state your names, positions and business addresses.**

3 A. My name is William J. Clark and my title is Director, Business Development. My  
4 business address is 15 Buttrick Road, Londonderry, NH 03053.

5 A. My name is Stephen R. Hall and my title is Director, Rates and Regulatory Affairs. My  
6 business address is 15 Buttrick Road, Londonderry, NH 03053.

7 **Q. By whom are you employed?**

8 A. We are employed by Liberty Utilities Service Corp. (“Liberty”), which provides services  
9 to Liberty Utilities (EnergyNorth Natural Gas) Corp. (“EnergyNorth” or “the Company”).

10 **Q. On whose behalf are you testifying today?**

11 A. We are testifying on behalf of EnergyNorth.

12 **Q. Mr. Clark, please state your educational background and professional experience.**

13 A. I graduated from St. Anselm College in Goffstown, New Hampshire, with a Bachelor of  
14 Science degree in Financial Economics in 1991. I began my career in 1992 at Boston  
15 Gas Company where I was a member of the Steel Workers of America, Local 12007 and  
16 held various positions in gas distribution and customer service, as well as being a union  
17 official. In 1998, I was employed by National Grid to start an unregulated energy service  
18 subsidiary where I worked as a Sales Account Manager until 2010. When National Grid  
19 sold this business in 2010, I was employed by National Grid as a Commercial Gas Sales  
20 Representative, working in EnergyNorth’s service territory. I joined Liberty in 2012 and  
21 progressed into my current position where I am responsible for organic growth

1 opportunities and commercial development for both EnergyNorth and Granite State  
2 Electric.

3 **Q. Have you previously testified before the Commission?**

4 A. Yes, I have testified before the Commission regarding EnergyNorth's business expansion  
5 plans, including franchise applications, and I have submitted testimony in the currently  
6 active docket on Managed Expansion Plan rates.

7 **Q. Mr. Hall, please state your educational background and professional experience.**

8 I received a Bachelor of Science degree in Mathematics Education from the University of  
9 New Hampshire in 1977 and a Master's in Business Administration from the University  
10 of New Hampshire in 1979. From 1979 through August 2013, I was employed by Public  
11 Service Company of New Hampshire in positions of progressive responsibility in the  
12 rates and regulatory area of the company. My responsibilities included all aspects of cost  
13 recovery and ratemaking, rate design, tariff administration, as well as regulatory relations  
14 and supervisory responsibility for revenue requirements. I joined Liberty Utilities in  
15 September 2013 and assumed my current responsibilities for rates and regulatory affairs  
16 at that time.

17 **Q. Have you previously testified before the Commission?**

18 A. Yes, I have testified extensively before the Commission during my 34-year career at  
19 Public Service of New Hampshire and more recently on behalf of Liberty. My testimony  
20 has covered a wide range of regulatory, ratemaking and pricing issues, as well as  
21 testimony in support of numerous special contracts.

1 **Q. What is the purpose of your testimony?**

2 A. Our testimony provides a summary of an Asset Purchase Agreement (APA) between  
3 EnergyNorth and Concord Steam Corp. ("Concord Steam") under which EnergyNorth  
4 will offer natural gas service to all of Concord Steam's customers. The APA provides for  
5 an orderly, managed transition of Concord Steam's customers from steam to natural gas  
6 as their fuel source, if they so choose. EnergyNorth will perform the necessary  
7 installation of gas services to all customers during the 2017 construction season, which  
8 will enable customers to utilize gas as their fuel source by the 2017/2018 heating season.

9 **Q. Please describe the salient provisions of the APA.**

10 A. The APA is a transaction whereby EnergyNorth will acquire certain tangible and  
11 intangible assets from Concord Steam for the sum of \$1.9 Million. The closing of this  
12 transaction will take place on May 31, 2017. Liberty will acquire all pertinent Concord  
13 Steam customer information, provided that customers have consented to release of such  
14 information. This will enable an expedient distribution system design and process that  
15 will allow for Concord Steam's customers to convert to natural gas service during the  
16 summer of 2017. The APA also requires that Concord Steam utilize natural gas as the  
17 primary fuel source, 170,000 Dth minimum, for creation of steam to serve its customers  
18 during the winter of 2016/2017. Concord Steam will remain dual-fuel and utilize  
19 biomass for peaking needs, as well as the primary fuel for Design Days (0 Fahrenheit).  
20 Liberty will also acquire all easements and rights of way currently held by Concord  
21 Steam, which could facilitate expansion of natural gas distribution lines. In essence, the  
22 APA requires Concord Steam wind down operations effective May 31, 2017, and  
23 abandon any assets, such as underground steam piping and boiler equipment, that could

1 be utilized to serve past, current or future customers unless approved by EnergyNorth. In  
2 addition, Concord Steam must utilize natural gas as the sole source of fuel to provide  
3 service to any customers unable to convert their heating systems during the 2017  
4 construction season.

5 **Q. Please describe how this transaction benefits EnergyNorth's existing customers.**

6 A. Attachment WJC/SRH-1 contains a discounted cash flow (DCF) analysis that details the  
7 economic benefits to EnergyNorth's existing customers. The analysis shows a positive  
8 net present value of \$1,467,613 over ten years. The requirement to utilize natural gas as  
9 the primary fuel source for this 2016/2017 winter season provides incremental revenue of  
10 \$155,461. An initial analysis of potential customer conversions shows annual revenue of  
11 \$660,760 under currently effective distribution rates. Also factored into the analysis was  
12 a construction estimate of \$926,500, which is the direct cost to run natural gas mains and  
13 services to new customers, as well as system reinforcements required to accommodate  
14 these customers. These reinforcements include enlarging existing gas main in certain  
15 areas. The reinforcements represent \$188,000 of the \$926,500. Another benefit to the  
16 structure of this transaction is the cost savings associated with aggregating the  
17 construction work into a single portfolio during one construction season. The estimated  
18 savings associated with this managed transition is estimated at 30% compared to  
19 converting customers incrementally over multiple years.

20 **Q. Have you performed an analysis of the economics of converting customers in the**  
21 **absence of the transaction?**

22 A. Yes. EnergyNorth also performed a DCF analysis under a "no deal" scenario. Please see

1 Attachment WJC/SRH-2. The “no deal” scenario assumes an accelerated customer  
2 migration off of Concord Steam over a five year period. The 30% increase to  
3 construction costs mentioned above was factored into this analysis. Although the  
4 expected financial benefit to EnergyNorth is slightly greater under the “no deal” scenario,  
5 there is significantly more risk associated with the assumptions. Therefore, EnergyNorth  
6 believes the prudent business decision is to acquire the potential customer base by  
7 proceeding with the APA, which has a clearly positive impact to EnergyNorth, Concord  
8 Steam’s existing customers, and EnergyNorth’s existing customers.

9 **Q. Please describe how customers will be converted.**

10 A. As customer consent forms are forwarded from Concord Steam, EnergyNorth will begin  
11 compiling a database of customer locations and load profiles. EnergyNorth will also  
12 begin marketing efforts that would encourage potential customers to contact the  
13 Company if they prefer to provide that information directly to us. The Company will  
14 work with each customer to explain rate classifications, estimated yearly bills, as well as  
15 Sales and Transportation service. EnergyNorth will begin designing individual service  
16 requirements, meter locations and customer timeline requests to develop a construction  
17 schedule that will commence in April 2017 and allow EnergyNorth to meet customer  
18 expectations for service. EnergyNorth will be able to install all required infrastructure for  
19 all current Concord Steam customers to receive gas service prior to the 2017/2018  
20 heating season.

1 **Q. What if customers do not have access to the capital required to convert their buildings**  
2 **and/or equipment to natural gas from direct steam service?**

3 A. EnergyNorth understands that the upfront cost of converting boilers and furnaces may  
4 cause a hardship for some customers. The Company is evaluating financing proposals  
5 from third parties that would help alleviate this burden. As more details become  
6 available EnergyNorth will reach out to all customers to inform them of their options. In  
7 addition, EnergyNorth would consider proposing on-bill financing to support the  
8 conversions of Concord Steam customers. In the event that this option is pursued,  
9 EnergyNorth will work with the Staff and OCA to develop a proposal for the  
10 Commission's review and approval. EnergyNorth believes the savings associated with  
11 natural gas service will result in a positive economic outcome for all customers, including  
12 conversion costs.

13 **Q. What will happen if some customers simply cannot convert their facilities before the**  
14 **2017/2018 heating season?**

15 A. The APA includes provisions to accommodate such a scenario. EnergyNorth would  
16 allow for the utilization of the existing plant and steam piping to serve these customers  
17 for an additional two year period from the closing date. Natural gas would be the sole  
18 source of fuel for Concord Steam's boilers during this time period. The customers that  
19 remain on steam service during this time would be responsible for all the costs associated  
20 with providing steam service. EnergyNorth anticipates these costs to be considerably  
21 higher than receiving direct gas service. At the end of this two year period, all customers  
22 are expected to be disconnected from the steam system.

1 **Q. Please describe the proposed cost recovery of the \$1.9 million payment to be made by**  
2 **EnergyNorth to CSC.**

3 A. EnergyNorth proposes to recover the \$1.9 million plus its allowed rate of return over a  
4 period of five years through its distribution rates, which would be billed to all of  
5 EnergyNorth's distribution customers. EnergyNorth will be filing a distribution rate case  
6 in the spring of 2017. EnergyNorth will propose that the \$1.9 million be amortized  
7 through distribution rates over a five year period, beginning on the date that permanent  
8 rates take effect. EnergyNorth proposes to accrue carrying costs on the \$1.9 million  
9 balance at its allowed rate of return from the time that the payment is made until the  
10 commencement of recovery, and to continue to accrue carrying costs on the unamortized  
11 balance during the period of cost recovery.

12 **Q. What cost of capital will be used to determine carrying costs on the unamortized**  
13 **balance?**

14 A. Prior to the implementation of permanent rates, EnergyNorth will use the same cost of  
15 capital that is used for determining the revenue requirement for assets placed into service  
16 under the Cast Iron/Bare Steel replacement program. Once permanent rates become  
17 effective, EnergyNorth will utilize the allowed cost of capital authorized by the  
18 Commission in the determination of permanent rates.

19 **Q. Approximately how much will the recovery be in each year?**

20 A. Recovery of the \$1.9 million over five years will result in a little over \$500,000 per year  
21 recovered through distribution rates.

1 **Q. Will approval of the agreement increase overall rate level?**

2 A. No, it will not. Attachment WJC/SRH-1 shows a DCF analysis of the revenue  
3 requirement (including the recovery of the \$1.9 million payment) as compared to the  
4 anticipated revenue that EnergyNorth will receive once construction of distribution  
5 facilities is completed and customers are taking natural gas service. As shown in that  
6 analysis, the amount of anticipated revenue exceeds the revenue requirement. Therefore,  
7 in the next distribution rate case filing, the anticipated revenue should more than offset  
8 the increased revenue requirement, resulting in a net *decrease* to distribution rates.

9 **Q. Does this conclude your testimony?**

10 A. Yes, it does.