

**Qualifications of Stephen R. Eckberg**

My name is Stephen R. Eckberg. I am employed as a Utility Analyst with the Office of Consumer Advocate (OCA), where I have worked since 2007. My business address is 21 S. Fruit Street, Suite 18, Concord, New Hampshire 03301.

I earned a B.S. in Meteorology from the State University of New York at Oswego in 1978, and an M.S. in Statistics from the University of Southern Maine in 1994.

After receiving my M.S., I was employed as an analyst in the Boston office of Hagler Bailly, Inc, a consulting firm working with regulated utilities to perform evaluations of energy efficiency and demand-side management programs.

From 2000 through 2003, I was employed at the NH Governor's Office of Energy and Community Services (now the Office of Energy and Planning) as the Director of the Weatherization Assistance Program. More recently, I was employed at Belknap-Merrimack Community Action Agency as the Statewide Program Administrator of the NH Electric Assistance Program (EAP). In that capacity, I presented testimony before the NH Public Utilities Commission in dockets related to the design, implementation and management of the EAP. I have also testified before Committees of the New Hampshire Legislature on issues related to energy efficiency and low income electric assistance.

In my position with the OCA, I have testified jointly with Kenneth E. Traum, Former Assistant Consumer Advocate, in the following dockets:

- DG 08-048 Unitil Corporation and Northern Utilities, Inc. Joint Petition for Approval of Stock Acquisition.
- DW 08-070 Lakes Region Water Company Petition for Financing and Step Increases.

- DW 08-098 Aquarion Water Company of New Hampshire.
- DE 09-035 Public Service of New Hampshire Distribution Service Rate Case.

I have also entered (non-joint) testimony in:

- DT 07-027 Kearsarge Telephone Company, Wilton Telephone Company Hollis Telephone Company and Merrimack County Telephone Company Petition for Alternative Form of Regulation. Phase II and Phase III.
- DW 08-073 Pennichuck Water Works, Inc. Petition for Rate Increase.
- DW 08-070 Lakes Region Water Company Third Step Increase.
- DW 08-065 Hampstead Area Water Company Petition for Rate Increase.
- DE 09-170 2010 CORE Energy Efficiency Programs.
- DW 10-090 Pittsfield Aquaduct Company Petition for Rate Increase.
- DW 10-091 Pennichuck Water Works Petition for Rate Increase.
- DW 10-141 Lakes Region Water Petition for Rate Increase.
- DE 10-188 2011-2012 CORE and Natural Gas Energy Efficiency Programs.
- DE 12-262 2013-2014 CORE and Natural Gas Energy Efficiency Programs.
- DE 12-292 PSNH 2013 Energy Service Rate.

I have attended regulatory training at New Mexico State University's Center for Public Utilities. I participate in committees of the National Association of State Consumer Advocates (NASUCA) on behalf of the OCA. I am a member of the American Statistical Association.

Public Service Company of New Hampshire  
Docket No. DE 12-262

Date Request Received: 09/30/2013  
Request No. Q-OCA 3-012  
Request from: Office of Consumer Advocate

Date of Response: 10/11/2013  
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Witness: Thomas R. Belair

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**Request:**

Reference filing page 31 Attachment D page 1 of 5. Please explain the differences in assumptions and implementation details which result in the B/C ratio of 6.10 for ES Homes program for LU-Electric and B/C ratio of 5.21 for PSNH (filing page 44 Attachment F page 1b of 5) compared to noticeably lower estimates for this same program of B/C ratio of 2.36 for NHEC (see Attachment E page 1b of 5 filing page 39, and B/C ratio of 2.5 for Unitil (filing page 49 Attachment G page 1 of 5).

**Response:**

The difference in B/C ratios for the Energy Star Homes Program are related mostly to variations in the incremental cost to build an ENERGY STAR Home used by the utilities. Liberty and PSNH used \$2,922 for the average incremental cost to build to ENERGY STAR Standards. NHEC used \$0.94/Square Foot (sq. ft.) with an average home being 3,899 sq. ft., or \$3,665. The source of the incremental costs for Liberty, PSNH, and NHEC is the *2002 Incremental Cost of Energy Star Homes in Massachusetts and New Hampshire*. Unitil participated in the *2013 RNC MA Incremental Cost Report* study in MA which broke the costs to build an ENERGY STAR Home into 3 tiers, with Tier 1 at \$1.19/sq. ft., Tier 2 at \$4.57/sq. ft. and Tier 3 at \$9.33/sq. ft. Unitil planned their 2014 homes as Tier 2 at a cost of \$4.57/sq. ft., or \$11,425 per home (assuming an average 2,500 sq. ft. home).

(Joint Utility Response)