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2		PUBLIC UTILITIES COMMISSION	
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4		3 - 10:06 a.m. Hampshire NHPUC APR24'13 AM 9:45	
5	Concord, New	Hampshire	
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7	KE:	DG 13-085 ENERGYNORTH NATURAL GAS, INC.	
8		d/b/a LIBERTY UTILITIES, INC.: 2013 Summer Cost of Gas.	
9			
10	PRESENT:	Chairman Amy L. Ignatius, Presiding Commissioner Robert R. Scott	
11			
12		Sandy Deno, Clerk	
13			
14	APPEARANCES:	Reptg. EnergyNorth Natural Gas, Inc.	
15		<pre>d/b/a Liberty Utilities, Inc.: Sarah B. Knowlton, Esq.</pre>	
16		Reptg. Residential Ratepayers:	
17		Rorie E. P. Hollenberg, Esq. Donna McFarland	
18		Office of Consumer Advocate	
19		Reptg. PUC Staff: Alexander F. Speidel, Esq.	
20		Stephen Frink, Asst. Dir./Gas & Water Div. Robert Wyatt, Gas & Water Division	
21			
22			
23	Cou	rt Reporter: Steven E. Patnaude, LCR No. 52	

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2	INDEX	
3	PAGE NO.	
4	WITNESS PANEL: MARK G. SAVOIE	
5	FRANCISCO C. DaFONTE	
6	Direct examination by Ms. Knowlton 10	
7	Interrogatories by Chairman Ignatius 13, 22, 35	
8	Cross-examination by Ms. Hollenberg 15	
9	Cross-examination by Mr. Speidel 18	
10	Interrogatories by Cmsr. Scott 31	
11		
12		
13	* * *	l
14		
15		
16	CLOSING STATEMENTS BY:	
17	Ms. Hollenberg 42	
18	Mr. Speidel 43	
19	Ms. Knowlton 45	
20		
21		
22		
23		
24		

{DG 13-085} {04-12-13}

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2		EXHIBITS	
3	EXHIBIT NO.	DESCRIPTION	PAGE NO.
4	1	2013 Summer Cost of Gas filing, including testimony and schedules,	9
5		etc., dated March 15, 2013 (CONFIDENTIAL & PROPRIETARY)	
6	2	2013 Summer Cost of Gas filing,	9
7		including testimony and schedules, etc., dated March 15, 2013	,
8		(REDACTED - For Public Use)	
9	3	ENGI d/b/a Liberty corrected Proposed Eighth Revised Page 76,	9
10		including Page 0025A and Page 0030A	
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PROCEEDING

CHAIRMAN IGNATIUS: I'd like to open the hearing in Docket DG 13-085, which is EnergyNorth Natural Gas, also known as Liberty Utilities, 2013 Summer Cost of Gas Adjustment proceeding. On March 15th, 2013, Liberty filed with the Commission its proposed cost of gas rates for the Summer Period, May 1 through October 31, 2013. And, by order of notice dated March 20th, we scheduled a hearing for this morning.

So, let's begin with appearances please.

MR. KNOWLTON: Good morning,

Commissioners. My name is Sarah Knowlton. I'm here today on behalf of EnergyNorth Natural Gas, Inc., which does business under the name "Liberty Utilities". And, with me today from the Company are the Company's two witnesses, Mark Savoie and Chico DaFonte. And, also here in the hearing room is ChristiAne Mason and Ann Leary, from National Grid.

CHAIRMAN IGNATIUS: Good morning.

MS. HOLLENBERG: Good morning. Rorie Hollenberg and Donna McFarland, here for the Office of Consumer Advocate.

CHAIRMAN IGNATIUS: Good morning.

MR. SPEIDEL: Good morning,

{DG 13-085} {04-12-13}

1 Commissioners. Alexander Speidel, representing Staff, 2 specifically, Bob Wyatt and Steve Frink of the Gas and 3 Water Division. Thank you. 4 CHAIRMAN IGNATIUS: Good morning. 5 have the two witnesses, I understand. Are there other 6 witnesses who will be testifying today? 7 (No verbal response) 8 CHAIRMAN IGNATIUS: It appears not. 9 And, I know that there's a request for confidentiality 10 submitted pursuant to the routine filings provisions of 11 our rules. Is there any objection or concern about that 12 request? 13 MS. HOLLENBERG: No thank you. 14 (Atty. Speidel shaking head in the 15 negative.) 16 CHAIRMAN IGNATIUS: I did have a 17 question. The folder received -- that's not the right 18 word, what's this called? Notebook. The notebook of all 19 of the testimony and exhibits came in as a confidential 20 packet. But, as I look at it, it's a combination of 21 confidential and non-confidential materials. So, are we 22 -- is it clear that the testimony of Mr. Savoie and Mr. 23 DaFonte are not confidential? 24 MR. KNOWLTON: That's correct. And,

we're happy to submit it in whatever form is most helpful to the Commission and the parties going forward. I mean, it's -- I think, you know, what we were trying to do was model it after what we've done in the default service proceeding, where we have one entire packet, which is stamped "confidential", but it has limited pieces of confidential information, but it's the whole thing assembled together. And, then, you know, that we would have a similar package, which is redacted. But that is true. That it is -- there is limited information. It's all in the schedules, and it should be shaded gray.

CHAIRMAN IGNATIUS: So, are there redacted versions of the confidential pages also in the file?

MR. KNOWLTON: Yes. Those have been submitted.

CHAIRMAN IGNATIUS: Okay. We don't have that, and we don't need to have that. That's fine. And, I appreciate not photocopying extra pages that no one is going to need. I think we still struggle a little bit on what the right way to manage all of this is. And, so, there's nothing wrong with what you've done. We might continue to think about the best way, though, and let people know if we figure out whatever the most efficient

way is that complies with the statute, makes materials available, and doesn't overprotect anything. I know what you requested did not seek protection over certain things. But, whether the Clerk's office understands that, if it comes in as a full binder that's described as "confidential", that's my only concern.

MR. KNOWLTON: Right. I understand that. And, certainly, I mean, one thing that we could do is, and I think we used to do this years ago, is, you know, actually just have the individual pages that have confidential information, pull those out, and, you know, put those in a sealed envelope marked "confidential". You know, I think the only issue on the receiving end is that then, you know, you don't have them integrated into a full package. But we're certainly happy to, I mean, that's less paper, we're happy to do it anyway that folks like.

MR. SPEIDEL: From Staff's perspective,
Chairman, these filings, the physical binders that are
marked "confidential" in the front are pretty convenient.
In that, instead of having to sort of cobble together
different schedules for the physical copies that we
receive for our own review, you have a nice and neat
binder. And, I think that the Company marks it
"confidential" as a convenience, and sort of in the spirit

1 of having a red binder or a red folder, it just indicates 2 that there is confidential information within. But there 3 was a redacted version that was submitted to the Clerk's 4 office and has been posted to the website that is fully 5 public. 6 CHAIRMAN IGNATIUS: Good. Well, that 7 may be sufficient. 8

MR. SPEIDEL: Yes.

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CHAIRMAN IGNATIUS: I don't believe that we -- we keep changing slightly, and we have a mix of different approaches. And, they're all sort of good and they're all slightly troublesome. So, we'll keep thinking about it, but this is fine. So, thank you.

Then, unless there's anything further, do you want to call your witnesses?

MR. KNOWLTON: I had one procedural matter, if I could. Just marking for identification of exhibits before the witnesses take the stand, if that's acceptable.

I propose to mark for identification as "Exhibit 1" the confidential filing, which is the testimony of both witnesses and the schedules. "Exhibit 2" would be the redacted version of the testimony and I do believe, actually, you're correct, that schedules.

Τ	we did file the redacted schedules separately. So, that	
2	may be what the Clerk has. And, as "Exhibit 3", we have	
3	some corrected tariff, a clean and redlined tariff page	
4	that Mr. Savoie will walk us through, which was it's a	
5	correction to what was filed initially. And, those will	
6	be all of the exhibits.	
7	CHAIRMAN IGNATIUS: All right. Is there	
8	any objection to marking those as described?	
9	MS. HOLLENBERG: No.	
10	CHAIRMAN IGNATIUS: All right. We'll	
11	mark those for identification, "1" being the full binder	
12	that contains both confidential and non-confidential	
13	materials, number "2" being the redacted version of the	
14	filing, and number "3" being the two pages that have been	
15	corrected from the tariff.	
16	(The documents, as described, were	
17	herewith marked as Exhibit 1, Exhibit 2,	
18	and Exhibit 3 , respectively, for	
19	identification.)	
20	CHAIRMAN IGNATIUS: And, you may call	
21	your witnesses. As you're doing so, let me double-check,	
22	Ms. Knowlton. Did the publication of affidavit of	
23	publication come in?	
24	MR KNOWLTON: Yes It was submitted	

1 CHAIRMAN IGNATIUS: Just make sure that 2 goes to the Clerk, if it hasn't already. 3 MR. KNOWLTON: Yes. 4 CHAIRMAN IGNATIUS: Thank you. 5 MR. KNOWLTON: That was submitted, I 6 believe, March 27th. 7 MS. DENO: Yes. 8 CHAIRMAN IGNATIUS: Thank you. All 9 right. Please proceed. 10 MR. KNOWLTON: Okay. The Company calls 11 Mark Savoie and Francisco DaFonte please. 12 (Whereupon Mark G. Savoie and 13 Francisco C. DaFonte were duly sworn by 14 the Court Reporter.) 15 MARK G. SAVOIE, SWORN 16 FRANCISCO C. DaFONTE, SWORN 17 DIRECT EXAMINATION 18 BY MR. KNOWLTON: 19 Q. Mr. Savoie, I'll start with you. Good morning. 20 Α. (Savoie) Good morning. 21 Would you please state your full name for the record. Q. 22 Α. (Savoie) My full name is Mark G. Savoie. 23 Q. By whom are you employed?

(Savoie) I'm employed by Liberty Energy Utilities New

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Α.

- 1 Hampshire Corp.
- 2 Q. What is your position with the Company?
- 3 (Savoie) I am a Utility Analyst.
- 4 0. Would you describe your job responsibilities.
- 5 Α. (Savoie) I prepare various gas regulatory duties as 6 outlined in my testimony on Page 1.
- 7 Q. And, do you have any responsibility with regard to the 8 Company's cost of gas filing?
- 9 Α. (Savoie) Yes. I prepared the cost of gas filing for 10 the Summer of 2013.
- 11 Ο. And, those would be -- that's the filing, and that's 12 marked as "Exhibits 1" and "2" today?
- 13 Α. (Savoie) That's correct.

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- 14 Do you have any corrections to the filing? Q.
- (Savoie) Yes. I have one correction. If I could point 16 everyone please to Bates Page 0025 in the filing. Please note, in the "Winter Period", there's four columns. And, one of the columns being the "LDAC Page 94" column. I discovered, when checking some
- 20 numbers after the filing, that there was an incorrect
- 21 cell reference calling in an incorrect number on that
- 22 The tariff page, Seventh Revised Page 76, page.
- 23 currently on file with the Commission, is correct.
- 24 And, rates charged to customers are correct. But only

- for purposes of this initial filing that that column

 called in the wrong rate. So, I prepared Bates

 Page 0025A to just call in the correct LDAC rate into

 the "Winter" column. And, then, Bates Page 0030A is a

 redline version of that page --
- 6 (Court reporter interruption.)

CONTINUED BY THE WITNESS:

- A. (Savoie) It's Bates Page 0030A, is a redline version correcting the currently effective tariff.
- 10 BY MR. KNOWLTON:

- 11 Q. And, those tariffs are -- you're referring to Exhibit
- 3? Those two tariff pages, 0025A and 0030A --
- 13 A. (Savoie) Yes.
- 14 Q. -- are Exhibit 3 today?
- 15 A. (Savoie) Yes. Those are Exhibit 3.
- 16 Q. And, would you just give us an example, just take us
- through an example in that "LDAC" column, the "Winter
- Period" column, just to show us, you know, one of --
- just give us an example of one of the adjustments that
- 20 you've made to that column.
- 21 A. (Savoie) Okay. For Rate R-1, if you look at the
- "Summer Period", the LDAC rate is "0.0258" per therm,
- 23 which is correct. The originally filed page, Eighth
- 24 Revised Page 76, the LDAC for the winter showed

13 [WITNESS PANEL: Savoie~DaFonte] 1 "0.0257". And, that "0.0257" was the formula error 2 that I corrected on Bates Page 0025A. 3 And, you made similar corrections all the way through 4 that "LDAC" column? 5 Α. (Savoie) Yes. The entire "LDAC" column for the Winter 6 Period got restated to the current LDAC rate that was 7 approved by the Commission in last winter's CGA filing. 8 CHAIRMAN IGNATIUS: Could I just ask a 9 clarification while we're here, before we get any further. 10 The top -- the change in the first five rows down is just 11 a minor adjustment, from 0.0257 to 0.0258. But, then, 12 halfway down the page it gets to be a very significant

> difference. Could you explain why that change is there? WITNESS SAVOIE: I'd have to check what went wrong in the formula reference. I didn't have an opportunity to find out what had gone wrong, I just knew that it was calling in the wrong column for the winter period. But why it changed to a rate of negative 0.0004, I couldn't tell you right now.

CHAIRMAN IGNATIUS: All right. Thank Please proceed. you.

22 BY MR. KNOWLTON:

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Mr. Savoie, subject to the corrections to the proposed Eighth Revised Page 76 that you've noted, if I were to

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[WITNESS PANEL: Savoie~DaFonte]

- 1 ask you the questions that are contained in your
- 2 prefiled testimony today, would your answers be the
- 3 same?
- 4 A. (Savoie) Yes.
- 5 Q. Would you provide a high-level overview for the
- 6 Commission of the Company's request with regard to the
- 7 cost of gas rate that's being proposed today.
- 8 A. (Savoie) The Company is requesting a residential cost
- of gas rate for the summer period of 0.6732; for C&I
- Low Winter, we're seeking a rate of 0.6661; and C&I
- High Winter Use, a winter -- a summer rate of 0.6759.
- 12 Q. Mr. DaFonte, I'll turn to you next. Would you please
- 13 state your full name for the record.
- 14 A. (DaFonte) Francisco C. DaFonte.
- 15 Q. By whom are you employed?
- 16 A. (DaFonte) I am employed by Liberty Energy Utilities New
- 17 Hampshire Corp.
- 18 Q. What is your position with the Company?
- 19 A. (DaFonte) I am the Director of Energy Procurement.
- 20 Q. In that capacity, do you have responsibilities for the
- 21 cost of gas filing?
- 22 A. (DaFonte) I do.
- 23 Q. Would you identify which portion of the filing comes
- 24 within your area of responsibility?

L	A. (DaFonte) Basically, the forecasting component, the
2	supply procurement pricing, with respect to basis
3	differentials and futures pricing, as well as the
1	optimization of the portfolio itself.

- Q. Do you have any corrections to your testimony?
- A. (DaFonte) I do not.

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- Q. And, if I were to ask you the questions that are contained in your prefiled testimony today, would your answers be the same?
- A. (DaFonte) They would.

MR. KNOWLTON: I have nothing further for the witnesses.

CHAIRMAN IGNATIUS: Thank you.

Ms. Hollenberg, questions?

MS. HOLLENBERG: Thank you.

CROSS-EXAMINATION

17 BY MS. HOLLENBERG:

Q. I just have one question, Mr. DaFonte. We have noticed through the winter period that different rate changes occurred for the two different gas utilities in New Hampshire. And, we spoke briefly about this issue before the hearing, so that I could ask you if you might just share your thoughts about why it was that we had, with Northern Utilities, a cost of gas rate that

{DG 13-085} {04-12-13}

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went from about 0.8 -- 0.81, to a low, to drop to about 0.57. And, then, for EnergyNorth, we had a gas rate that started at about 0.67, and went to the cap, the 25 percent cap, which was 0.8399, and then resulted in an undercollection of about 3.2 or so million dollars. Do you have any thoughts about why we saw different directions for the two utilities?

A. (DaFonte) Sure. And, first, let me just state that I
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was an employee of Northern Utilities. So, I have some insight as to how the portfolio was developed, since I developed it. So, I do have some information on that. I think that the largest difference here would be the way in which the capacity that's contracted for each of the utilities occurs. For Northern Utilities, they have capacity that essentially goes all the way back to a liquid supply point. By doing so, the volatility at that supply point is muted. It really is impacted more so by the movement in the NYMEX, the New York

Mercantile Exchange price, as opposed to a basis differential. And, so, this winter what we saw is the NYMEX had actually come down a bit during the winter period, which would have resulted in an adjustment, a lower rate component for the cost of gas.

Whereas, for EnergyNorth, we have a

1 larger portion of our capacity that is market-based. 2 So, therefore, the supply point is directly in the 3 market area. And, in New England, particularly for 4 this winter, where we got some cold weather in 5 January/February, we saw a significant spike in the 6 basis differential. What that means is that you're 7 really looking at the difference between where your 8 Henry Hub is, which is what the NYMEX is based on, and 9 the ultimate delivery point. And, where the Henry Hub 10 may have been at \$4, we were seeing \$25, \$30 prices up 11 here. So, that differential of \$21 and \$26 is really 12 what we're talking about in terms of the basis. 13 so, the market area prices just went up significantly, and so much so that we did have to adjust during the 14 15 trigger filings. And, that's really the difference. 16 It's really how the portfolio is constructed.

Q. Uh-huh.

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- A. (DaFonte) And, the fact that EnergyNorth has more market area supply requirements than does Northern Utilities.
 - Q. Is it possible going forward that EnergyNorth will be able to mitigate some of that risk from the capacity market for the future? Is that something that you have plans to do? Or, what are your thoughts about that?

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          (DaFonte) Yes. We're certainly actively looking at
 2
          other opportunities, new projects that are designed to
 3
          bring additional capacity into the region that would
 4
          get the Company back to a liquid purchase point.
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          That's really the goal, so that we have -- we'll have
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          access to either, you know, Gulf Coast supply or more
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          likely Marcellus supply, which is priced similar to
 8
          Gulf Coast, and it's just much closer to the market
          area. But those are the things we're looking at, is
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          trying to go back to a more liquid supply point, so
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          that we can mute that basis differential and that
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          volatility that we've seen, particularly over the
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          course of this past winter.
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                         MS. HOLLENBERG:
                                          Thank you.
                                                       I don't
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MS. HOLLENBERG: Thank you. I don't have anything further.

CHAIRMAN IGNATIUS: Thank you.

17 Mr. Speidel.

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MR. SPEIDEL: Thank you, Chairman. I have a series of questions.

20 BY MR. SPEIDEL:

Q. I guess, for Mr. DaFonte, just to segue off of what Ms. Hollenberg was inquiring about. Would it be possible for the Company to lock in its market area basis prior to the winter period?

A. (DaFonte) It would be very difficult to. I think, in our case, because our demand fluctuates so much, we would not be able to sort of lock in the amount of gas that we would need to purchase. And, it's not a very liquid basis market. And, it's all done over the counter, and you've got to find a counterparty that's willing to trade that basis. And, when it's so volatile, you would have to pay a significant premium to do so. But, really, the point is that, when we get into the month, as we see the price spikes, we, you know, we really don't have an ability to mute those, because it's based on demand.

The way we dispatch our portfolio is we purchase our, you know, lowest cost, and we dispatch our lowest cost supplies first. And, so, the last supplies are the most volatile. And, not knowing what the demand is going to be, we really can't say that on, for example, "the 13th of January, we want to lock in the basis." We don't know what we're going to need on the 13th of January when we're looking at locking in the basis for this summer, for example. So, it would be very difficult. And, then, what would happen is, you would almost be speculating. Because, if we don't have the demand on a particular day, then we've locked

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in a basis, and we're not going to take delivery of any 1 2 gas associated with that.

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- Q. So, you have a kind of a double-end dynamic, where, not only is New England at the end of the pipeline supply routes, but you also have an issue related to the fact that you're trying to acquire that last bit of incremental supply for a very cold period of time, and that's where the pricing can get quite volatile?
- (DaFonte) That's correct. Α. That's correct. And, one thing I would want to make sure that folks understand, though, is that, you know, the capacity that we do hold is firm. So, we'll have access to that supply, it's just a matter of what the price is going to be. And, unfortunately, this winter, there's just so many other, not just utilities, but, in many respects, the power generators that are gas-fired that are competing for that supply. So, they tend to drive up the price, because of the need for them to be dispatched. because the power markets are more of an -- more hourly than they're spot market-based. And, so, therefore, they can buy \$30 gas, knowing that they're going to get an equivalent \$30 power back. So, for them, it doesn't really impact them necessarily, as long as they're getting the equivalent back on the energy side.

it's a bit different.

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have to pay it and pass it through. There's no margin there. They do make their margin. So, they're okay with that. But that's a concern that we have. And, I think the industry overall has had that concern for several years now.

Whereas for the utility, you know, we

- Q. Thank you. I have a series of fairly technical questions for Mr. Savoie. And, if Mr. DaFonte would like to jump in, he's more than welcome to. But, in the first instance, Mr. Savoie, in your testimony on Bates Page 0008, on Line 13, you reference the typical residential heating customer using 1,250 therms per year. Can you explain the genesis of the \$1,250 therm -- 250, excuse me, therms per year figure and opine as to whether it is reflective of today's residential heating customer's load?
- A. (Savoie) I don't know the origin of that figure. I did a little research, and it appears that Northern is using the same figure. It's different than what was used in the late '90s, when I was doing cost of gas for EnergyNorth. So, I can't tell where it comes from or how somebody defined "typical". It's certainly not the average usage that we experienced this past year. It's

much, much higher than the average residential,
residential usage.

- Q. Could you be a little more specific? I mean, based on last summer's average usage, how much of a differential is there between this 1,250 figure and the average usage last summer?
- A. (Savoie) Last summer, the actual usage by the Residential Rate R-3 was 139 therms.

 Weather-normalized, that would be 151 therms. So

that's a little less than half of the typical that was used of 318 therms. This is for the residential heating customer.

MR. SPEIDEL: Just one moment please.

CHAIRMAN IGNATIUS: Can you say those numbers again, because I didn't follow how half, 151, could be a little less than half of 1,100? It's a lot less than that. So, I think I just misunderstood.

WITNESS SAVOIE: Let's see, 318 was typical; the average last year was 151. So, it's a 167 difference, for the summer only. This is for the summer period only. So, 151, into the 318, is the actual weather-normalized results for last summer, is 47 percent of what we had indicated was "typical" usage.

CHAIRMAN IGNATIUS: And, the definition

of "average" versus "typical", I think of those as -- I had assumed they were the same thing, but they're obviously not.

WITNESS SAVOIE: Yes. I don't know how somebody came up with what "typical" would be. If they thought "typical" meaning you're using cooking and heating and something else. So, I don't know the history behind that. But, the average, I just took all the volumes, divided by the number of customers, and came up with an average, and then weather-normalized it.

11 BY MR. SPEIDEL:

- Q. So, Mr. Savoie, it would be fair to say that the actual usage rate for the summer is around 318 therms for the average residential customer. Would it be fair to say that the rate impact would tend to be less severe on a calculation using that basis of usage, versus the 1,250 therms for this current cost of gas filing?
- 18 A. (Savoie) Are we speaking for the summer?
- 19 Q. Yes.
- 20 A. (Savoie) The 1,250 is for the entire year.
- 21 Q. Correct.
- A. (Savoie) The typical. The typical being used in the
 past was 318. The average last year was 151. So,
 comparing the average of 151 therms, to the typical of

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          318, does show a big difference in either the increase
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          on the average bill or the percentage increase on the
 3
          average bill. So, using a typical usage for the summer
          period of 318, the average cost of gas rate is 51
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          cents, roughly, equates to a $38 increase, or a
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          10.4 percent increase, a $38 increase, and
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          10.4 percent. Using average results,
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          weather-normalized 151 therms, is an $18 increase, or
 9
          8 percent.
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     Q.
                      That's very helpful. Is the Company
          Thank you.
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considering a change in how it calculates the residential bill impacts in future cost of gas filings?

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- Α. (Savoie) The Company has not had those discussions. But, certainly, if Staff and the OCA felt there were some better figures we could use, we would certainly want to hear their thoughts, and we could discuss that internally.
- Q. Thank you. Mr. Savoie, in terms of Schedule 5, on Bates Page 0045, and the specific line would be Line 41, Column (j), as in "Jack". The forecast includes a "Transportation Capacity Credit" of about \$1.5 million. And, Mr. Savoie, is this credit related to the mandatory capacity assignment tariff provision for commercial and industrial customers that migrate from

- firm sales service to firm transportation service?
- 2 A. (Savoie) Yes.

- Q. In last year's summer cost of gas forecast, the credit was approximately \$1.1 million, while total demand costs are about the same for the two periods. Is the additional credit in the summer cost of gas forecast the result of an increase in customer migration from sales to transportation?
- A. (Savoie) It's the result of the forecasted migration percentage used in the prior period of 21.36 percent, versus the forecasted number used in the 2013 Summer filing of 29.65 percent.
- A. (DaFonte) So, if I could add to that, I think what we're looking at is a change in the ratio of transportation customers to sales customers. That ratio was forecast to be, as Mr. Savoie stated, about 21 percent last summer. Now, we're looking at the ratio as being closer to 30 percent, 29.65, roughly. So, it's really that ratio. So, that means there would be more credits coming back to the sales customers through that mandatory assignment.
- Q. Thank you. On Schedule 6, which is at Bates Page 0066, the Company's forecast shows utilization of Dracut Supply 2 and Tennessee Gas Pipeline storage, or TGP

26 [WITNESS PANEL: Savoie~DaFonte] 1 storage supplies. Mr. Savoie, could you explain or 2 provide a little background to the Company's decision 3 to forecast the Dracut supply, when lower cost 4 alternatives could have been purchased from Dawn, 5 Niagara, Texas, Louisiana, and Marcellus, using 6 EnergyNorth's available firm pipeline capacity to 7 deliver those supplies to its city gates? (Savoie) I believe Mr. DaFonte would like to respond. 8 Α. 9 Q. That would be fine. 10 Α. (DaFonte) Yes. Thank you. Well, basically, what Bates 11 Page 0066 shows is the forecast of the dispatch at a given point in time. So, this was -- the forecast was 12 13 done last fall or late last summer. And, in looking at 14 where futures prices were, along with predicted basis 15 differentials, the SENDOUT model, which is an optimization model, had forecast the dispatch to 16 17 include mostly Dracut supply. And, that's primarily

because the transportation costs from the Gulf Coast to New England would offset any increase in the actual purchase price in the market area. That was the

thinking at that time, that was the sort of snapshot.

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Since then, and based on the experience that we've had from this past winter, when we saw basis differentials increase significantly in the winter, we

1 also expect that that will continue in the summer as 2 So, while the forecast wasn't rerun, we do it well. 3 What we will do, and what we always do, is we once. 4 look at the actual market conditions at the time that 5 we actually make the purchases. So, this is really a 6 snapshot of what we -- what would have been expected to 7 be dispatched at that time. But, as we get to the 8 purchase periods, we will actually purchase whatever 9 the lowest cost of delivered gas is to EnergyNorth. 10 So, there will be a -- there will be a change, in terms 11 of the actuals.

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- Q. And, is it fair to say that the forecast, for lack of a better word, being applied for illustrative purposes only, or being produced with slightly out-of-date data, was partly the result of the transition between the National Grid ownership and the current Liberty ownership, and that it was not possible or feasible to rerun the figures using the computer program, is that fair to say?
- A. (DaFonte) Yes. What we use, and what Grid uses today, is that SENDOUT optimization model. Liberty currently has that model. And, we are in the process of ensuring that we can run that model in the same fashion that Grid does. And, we would typically run and will be

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running that semi-annually. So, we'll do it prior to
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 2
          the winter period and then prior to the summer period,
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          so we can get that fresh data and give you that -- that
 4
          additional snapshot. But, again, you know, I do want
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          to emphasize that it's still a snapshot. And, you
 6
          know, in a matter of a month, even less, the market
 7
          could change significantly, and we would certainly make
 8
          our decisions based on what those market conditions are
 9
          at that time. But it would give you a better snapshot.
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          But I think, right now, the process is, you know,
11
          making sure that we have all of the same data and can
12
          mimic the way that Grid has been utilizing SENDOUT.
13
          And, we're fairly close to getting that accomplished.
14
     Q.
          Thank you for that response. On Schedule 7, Line 9, of
          the filing, the six-month NYMEX, or New York Mercantile
15
16
          Exchange, futures strip average is $0.3587 per therm,
17
          which is used to determine the supply commodity cost in
18
          this cost of gas forecast.
19
                         CMSR. SCOTT: Can you say where we are
20
       again?
21
                         MR. SPEIDEL:
                                       Schedule 7, Line 9,
22
       Commissioner.
23
                         CHAIRMAN IGNATIUS:
                                             The numbers aren't
24
       matching what you're reading.
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1
                         MR. SPEIDEL: Let's have a look.
                                                            Ι
 2
       think the reason for that is the actual figure is
 3
       dekatherms.
                    So, let me read this again.
 4
                         CHAIRMAN IGNATIUS: What Bates number
 5
       are you on?
 6
                         MR. SPEIDEL:
                                       0082.
                                              Yes, I'll just read
 7
       it out the way it's written.
 8
     BY MR. SPEIDEL:
 9
          The six-month NYMEX futures strip average is $3.5875
     Q.
10
          per dekatherm, which is used to determine the supply
11
          commodity cost in this cost of gas forecast. This
12
          NYMEX strip is as of March 8th, 2013. What is the
13
          current 15-day average of NYMEX strip prices?
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     Α.
          (Savoie) As of the close Wednesday, yesterday morning I
          looked at the 15-day average NYMEX, and it had
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16
          increased to $4.073.
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     Q.
          Thank you. What would the impact on the residential
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          maximum rate of using the current average be?
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     Α.
          (Savoie) The impact of that increased NYMEX would be to
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          increase the cost of gas rate from 67.32 cents, to
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          71.85 cents. That's an increase of 2.4 cents. And, I
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          believe you asked the maximum. So, if you take that
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          2.4 -- let me rephrase that. It's an increase of 4.53
24
                  And, the maximum impact, using the cap of
          cents.
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- 1 1.25 percent, makes it 5.66 cents. What I did want to 2 add to that is, in -- if the portfolio is optimized to 3 dispatch the lowest cost gas, there are some offsets to 4 that. And, that was the rate I mentioned earlier 5 erroneously. Using the revised NYMEX price and optimizing the portfolio increases -- results in an 6 7 increase of 2.4 cents. And, applying the cap of 8 125 percent, that brings it to 3 cents.
- 9 Q. Could you please provide a little bit of additional
 10 background on the cap issue, in terms of how that feeds
 11 into the maximum?
- 12 A. (Savoie) Yes. If I understood your question, you were asking about the "maximum" rate.
- 14 Q. Yes.
- 15 A. (Savoie) So, I was assuming what you meant was, if we took the cost of gas rate to the max, what would be the impact of the NYMEX?
- Q. Okay. Thank you. On Tab 15, beginning on Bates Page 0105, this section of the filing provides the 2012 Summer Period cost of gas reconciliation.
- 21 A. (DaFonte) I believe that's Tab 14.
- Q. Tab 14. Do you know if the results of this
 reconciliation have been audited by the PUC Audit
 Staff?

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1
     Α.
          (Savoie) Yes. The results were audited, and we
 2
          received a Draft Audit Report yesterday.
 3
     Q.
          Thank you. Can you confirm that, if the PUC Audit
 4
          Staff discovers any issues that require adjustments
 5
          related to the prior Summer 2012 cost of gas period
 6
          results, the adjustments are typically incorporated
 7
          into the monthly over and under calculations?
 8
          (Savoie) I believe that's true.
 9
                         MR. SPEIDEL: Thank you very much.
                                                              That
10
       will be all for Staff. Thank you.
11
                         CHAIRMAN IGNATIUS: Thank you.
12
       Commissioner Scott.
13
                         CMSR. SCOTT:
                                       Thank you. And, good
14
       morning.
15
                         WITNESS SAVOIE: Good morning.
16
                         WITNESS DaFONTE: Good morning.
17
     BY CMSR. SCOTT:
18
          So, I would like to go to Tab 15 for real. I just
     Q.
19
          would like a little bit of description of what confuses
20
          me is the term you use in quotations, "Advanced
21
          Consumption". This looks like kind of historical.
22
          I was just curious what the intent and what it was
23
          we're looking at in Tab 15?
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(Savoie) Okay. Tab 15, I'm not very familiar with.

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Α.

1 What I do know is that this is a 12-month history of 2 the occupant billing accounts. I'm not sure about what 3 the terminology means. But what we're showing here is 4 how many occupant accounts were outstanding at October of '11, and then showing every month how many of those 5 6 accounts got closed, how many got opened, and just 7 giving a running monthly total of how many occupant 8 accounts were outstanding. 9 Q. Thank you. It really was the title that didn't mean 10 anything to me. So, I didn't know if that was a term 11

- of art or what it was supposed to connotate. So, --
- Α. (Savoie) I wish I could answer. I'm not sure.

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I don't feel as lost, then. Thank you. Q. There was some discussion earlier, you recognized, for want of a better word, I'll use "competition" right now between, during the winter peaks, with electric generators and I was curious, obviously, and you mentioned in LDCs. testimony that you have LNG and propane facilities, and it helps maintain pressure, and, obviously, could be used to help backfill a little bit. I was curious, given what's gone on last year, is the Company doing some -- the utility doing some analysis? And, do you feel, even though you have firm contracts for what you do, do you have a high degree of confidence of gas

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availability, I guess is the question?

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(DaFonte) Yes. We believe that the availability will be there. We'll actually have contracts in place to ensure that it's available, just as we did this winter. We entered into an agreement with a supplier that would provide us with supplies at our Dracut purchase point. So, it was basically a call option. So that, when it did get cold and we needed a pipeline supply, they would be able to deliver it. It's just that it's going to be market-based pricing. So, therefore, we have to, we're price-takers in the market, so, we're going to have to pay whatever that price is. And, so, it's not negotiated up front, in terms of a fixed price or anything like that, because we don't know when that -when we're going to need it, it will depend on the weather. So, it is index-based, which is the market area. But we'll have firm contracts in place.

You know, and as far as the, you know, propane and LNG is concerned, there were actually quite a few days when propane was less expensive to dispatch than market area gas. And, so, we'll continue to evaluate that, and we may end up using more propane. Certainly not ideal, in terms of the blending properties, but, certainly, from a cost perspective, it

could be advantageous. But I think the longer term

solution is, you know, incremental capacity, and we're

certainly going to take a look at that.

- Q. Thank you for that. Also, on the discussion of "typical" versus "average" use, I was curious what the average was for a residence on a yearly basis?
- A. (Savoie) 1,250 was the typical. I don't think I have it readily available. It was significantly lower. I don't think it was to the extent of the summer being off, but it was also significantly lower for the winter period and for the year as a whole.
- Q. And, if I understood the discussion, you're going to, at least as a company, look at the use of average versus typical. And, I guess I would suggest, for our consumption, at least a definition of what you view "typical" means would be helpful for our consumption or public consumption. It's nice for the public to be able to -- your customers to be able to know what their rate change will be based on their usage.
- A. (Savoie) It appears along the way somehow the two companies got synchronized. I don't know the history. So, I would think we need to talk to Staff and the OCA, definitely, and get everybody on board as to what is "typical", what does that mean, versus "average". And,

if you want uniformity, we're certainly willing to figure out what is the most meaningful number.

A. (DaFonte) And, I would just add that, clearly, with energy efficiency programs being implemented, that the use per customer has gone down, particularly at the residential level. Whether it's, you know, new construction that gets factored into the average now and all of the energy efficiency measures, and just, you know, conservation measures that the individual homeowner takes into account. That will certainly have an impact, it's just coming up with what that average should look like and identifying what that use per customer is now, versus, again, a historical number that I think the utilities have been relying on.

CMSR. SCOTT: Thank you.

CHAIRMAN IGNATIUS: Thank you.

BY CHAIRMAN IGNATIUS:

Q. A follow-up to that. If we're using an assumption of forecasted sales that's too high, given energy efficiency and your recent experience, does that mean then that we are likely to see an undercollection that's going to have to always be caught up, if we're setting rates assuming a forecasted number of sales that really isn't realistic?

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1
     Α.
          (Savoie) No, I don't believe that would be right.
                                                              The
 2
          forecasted volumes by the Company would take into
 3
          account any energy efficiency history that's out there.
 4
          So, the rates -- the numbers used in the filing are
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          indicative of what we expect to really happen.
                                                           It's
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          just for the bill impact purposes, maybe we're using
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          some old data or some data that's estimated on the high
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          side, or, you know, whatever somebody intended by
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          "typical", we don't know, it sounds like at this point.
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          And, we can certainly redefine what is "typical", or do
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          we just go with "average". But I suspect that the
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          concept was to make the companies uniform, so they were
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          all using -- both companies are using the same number.
          But, certainly, Northern's average is going to be
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15
          different than our average.
16
          All right. Well, that helps. So, that the concern,
     0.
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          the uniformity and the ability to compare
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          company-to-company is helpful, but the most important
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          thing would be that the forecasted volumes are
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          realistic. And, those you don't have the concerns
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          about. You don't see the disparity that you saw in the
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          "typical" versus "actual" that I assume is much more
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          based on actual is the average number?
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(DaFonte) Right. As Mr. Savoie said, the 1,250 annual

is really just a barometer. It doesn't -- it's not pulled out of any of the forecast data. And, that's probably what needs to be done now is identify what the use per customer is on the residential level, and then a residential heating, and then residential non-heating, and come up with a, you know, sort of a typical bill impact or -- and an average consumption level.

- Q. All right. That's helpful. Thank you. Mr. Savoie, just to be sure I'm following how we get to the rate for the proposed summer cost of gas. And, I was looking at your testimony, I think it's page -- Bates Page 0008. It looks like we came out of the Summer 2011 with an overcollection, and that was carried into 2012. You had an undercollection in 2012. And, you come into 2013 still with a net undercollection for the gas costs being higher in 2012. So, even though some things are decreasing, the overall effect is you're bringing an undercollection into 2013 that you've got to make up?
- A. (Savoie) Yes. That's correct.
- Q. Do you have any, either of you, have a good sense of why the NYMEX six-month strip has just gone up again and where you think it's heading, or the pressures that

are making it go up, when we're looking into the summer months?

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Α. (DaFonte) Well, I think some of it is just speculation on the part of the market that there's going to be an economic rebound. The NYMEX also has some, you know, has some impact on it through gas-fired generation relative to coal, okay? Because, you know, although coal is not an important or key fuel source here in New England, in the Midwest you do see a lot of coal-fired generation. When the NYMEX gets to a certain level, then it basically has -- it kicks coal-fired generation on. And, so, you tend to see a swing up and down at times. So, when coal-fired comes on, that means there's less demand for the gas-fired, and, so, that usually puts a downward pressure on price. So, what we're seeing is there's sort of this band of movement in the NYMEX. And, we're kind of at the top of that band now. And, if the economic rebound doesn't occur, and as coal-fired generating facilities start now to come on and displace gas-fired generation, then that demand will go down, and, therefore, that will put downward pressure on the NYMEX. But, you know, that's part of it.

There's also probably some speculation

in terms of whether LNG exports will be allowed. There's no decision on that yet by the government, but that is an issue before the FERC and DOE. And, so, there is a -- there's a thought that, if that happens, then, again, more demand, because there would be some exports of LNG in certain locations.

So, I mean, it's a lot of factors.

Storage refill is also factored in there. We used a lot more storage this winter than we did in the prior winter, which was, you know, the coldest — the warmest on record. And, so, relative to last year, looks like there's going to have to be more gas purchased to refill storage. So, all of those things are putting, you know, additional pressure on the demand-side. But, and again, I think that there's only so much upside on the NYMEX, and then there will be some downward pressure again. And, it's a question of where that will fall out, we don't know. But I think that's primarily the reason why it's gone up.

Q. I guess, because it's in the summer period, you're not having the heavy competition of heating demand and electric generation demand, and had thought that it would be less volatile and not be seeing those kinds of changes. But I guess it's always more complicated than

1 that.

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_	A. (baronce) No, absolutely. And, you know, the	
3	interesting thing is that, you know, there is a	
4	there's a finite amount of capacity that comes into the	
5	region. And, so, in the winter, you know, there's	
6	competition there. In the summer, when there isn't	
7	competition, on the utility side, for heating load,	
8	that just makes it more available to the gas-fired	
9	generators. So, they're actually running a lot more on	
10	gas in the summer than they are in the winter. And, at	
11	some level, they also get restricted. Meaning that, as	
12	more and more gas-fired generators are coming on line,	
13	being built or converted from oil, then you're going t	
14	still see an upward pressure on price potentially,	
15	because, again, you're getting up to the cap, in terms	
16	of the amount of capacity that's available. So,	
17	instead of, you know, utility competition with	
18	gas-fired generators, it's going to be gas-fired	
19	generators competing with each other. And, so, that	
20	can also drive up prices.	
21	CHAIRMAN IGNATIUS: That's helpful.	
22	Thank you. We have no other questions. Any redirect?	

MR. KNOWLTON: I have none.

CHAIRMAN IGNATIUS: Then, the witnesses

1 are excused, but why don't you stay put. Do we have any 2 other administrative matters, other than dealing with the 3 exhibits? 4 MS. HOLLENBERG: I just wanted to 5 comment that the occupant gas issue was something that 6 arose in the last EnergyNorth rate case. And, it's 7 something particular to EnergyNorth and how they 8 characterize certain accounts that don't have a customer 9 assigned to them. And, they're required, under that rate 10 case, to keep track of where they're at with those. 11 there was an attempt to have some control over the level 12 of those "occupant" accounts. So, it is sort of a term of 13 art, and I would just commend that settlement and order to 14 you in terms of just having some familiarization of what 15 that issue is. 16 CHAIRMAN IGNATIUS: Thank you. And, I 17 think the other phrase was "advanced consumption". 18 MS. HOLLENBERG: Oh, okay. 19 CHAIRMAN IGNATIUS: Actually, that 20 sounds like a disease. Maybe that isn't right. What was 21 the phrase? 22 CMSR. SCOTT: Yes, "advanced 23 consumption". 24 MR. SPEIDEL: Yeah, it's sort of the

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Wimpy plan, the Wimpy rate plan. Where they'll gladly pay
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 2
       for the gas never for the gas that it receives today.
 3
       So, --
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                         CHAIRMAN IGNATIUS:
                                             I don't know if,
       Ms. Knowlton, if you have any more information on what
 5
 6
       that phrase means or --
 7
                         MR. KNOWLTON: No, I don't.
                                                       I mean, I
 8
       think part of what we need to do is, we certainly, you
 9
       know, Mr. Savoie is very familiar with the concepts and
10
       the requirements underlying that schedule. And, I think
11
       the nomenclature we can look at and see, you know, we've
12
       inherited this. You know, if it doesn't make sense, we
13
       don't know what it is, you know, let's give it a new name.
14
       You know, "advanced consumption" may not need to be --
15
       those words may not need to appear on that tap in the
16
       future. So, we'll take a look at that.
17
                         CHAIRMAN IGNATIUS: All right.
18
       why don't we, unless there's any objection, appears that
       there isn't, we strike the identification and make the
19
20
       three exhibits full exhibits.
21
                         And, I think, unless there's anything
22
       else, we have closing statements. And, we first turn to
      Ms. Hollenberg.
23
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Thank you.

The Office

MS. HOLLENBERG:

of Consumer Advocate has no objection to the Company's proposed cost of gas rate. And, we appreciate their cooperation and work with us, as well as the Staff's assistance of our office in getting through this proceeding. Thank you.

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CHAIRMAN IGNATIUS: Mr. Speidel.

Thank you. MR. SPEIDEL: Staff has completed its review of the filing, including Company responses to Staff data requests and a technical session, and recommends approval of the EnergyNorth Natural Gas, Incorporated doing business as Liberty Utilities proposed 2013 Summer cost of gas rates. The sales forecast for the 2013 Summer Period appears to be consistent with past experience. While the supply plan integrates actual costs for hedged supplies and recent NYMEX futures average prices for non-hedged supplies, the Company's supply forecast included certain higher cost alternatives that were called into question by Staff. It would appear that the Company used, for illustrative purposes, older data regarding these prices, which, when integrated into the Company's computer modeling program, produced counterintuitive results. The Company has assured Staff that its actual dispatch of gas supplies throughout the forecast period will follow traditional least cost

dispatch principles, and that the use of outdated pricing data in its preparation of Cost of Gas Schedule 6 was a result of the Company's ongoing transition from National Grid's systems.

Staff expects that for all future cost of gas filings, the Company's cost of gas forecast will utilize its firm pipeline capacity assets to achieve the lowest possible cost of gas rate for its customers, and that the supply forecast as presented in Schedule 6 of future cost of gas filings will reflect that, by using up-to-date pricing data.

The Commission Audit Staff has not completed its review -- well, actually, I'm sorry, this is old. Has completed?

(Atty. Speidel conferring with Mr. Wyatt.)

MR. SPEIDEL: I see. So, the Commission Audit Staff has not fully completed its review of the 2012 Summer Cost of Gas reconciliation. If issues arise from the audit of the prior summer period reconciliation, any necessary adjustments are typically incorporated into the monthly over/under calculations by the Company. There will be a reconciliation of 2013 projected and actual gas costs, and any concerns that may arise related to the 2013

Summer gas planning and dispatch may be raised and addressed in 2014 Summer Cost of Gas proceeding.

Staff, the Company, and the OCA will work together to address the usage bill impact issue discussed today. Staff also thanks the Company for its cooperation, and the OCA for its participation during this filing review. Thank you.

CHAIRMAN IGNATIUS: Thank you.

Ms. Knowlton.

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Thank you. MR. KNOWLTON: Thank you. We're pleased to be here today. And, we certainly also appreciate the participation of everybody, Staff and OCA in this docket. And, I would say that I think, from our perspective, we've made a very positive transition on cost of gas matters. We're pleased that Mr. Savoie is back with the Company after many years. And, I know that Mr. DaFonte has testified here before. And, as Mr. DaFonte indicated, you know, we are in the process still of completing aspects of the transition from the National Grid ownership to Liberty ownership as it relates to cost of gas, but I think we're well on our way. And, as Mr. DaFonte testified, that the purchases that will be made will be based on least cost principles, which I think is important.

We have received the Draft Audit Report, and we look forward to responding to that. We're in the process of reviewing that. I do ask that the Commission approve the rates for the summer cost of gas period as they are proposed and as they are supported in the Company's filing and by the testimony today. CHAIRMAN IGNATIUS: Thank you. there being nothing further, we will take this under advisement and issue an order forthwith. And, we stand adjourned. (Whereupon the hearing ended at 11:03 a.m.)