1	STATE OF NEW HAMPSHIRE		
2		PUBLIC UTILITIES COMMISSION	
3			
4	March 10, 202	21 - 1:39 p.m.	
5	[Rei	mote Hearing conducted via Webex]	
6	D. II.	DW 00 152	
7	KE:	DW 20-153 PITTSFIELD AQUEDUCT COMPANY, INC.:	
8		Request for Change in Rates. (Hearing on Temporary Rates)	
9			
10	PRESENT:	Chairman Dianna II Martin Duatil	
11		Chairwoman Dianne H. Martin, Presiding Cmsr. Kathryn M. Bailey	
12			
13		Jody Carmody, Clerk Corrine Lemay, PUC Remote Hearing Host	
14	APPEARANCES:	Reptg. Pittsfield Aqueduct Co., Inc.:	
15		Marcia A. Brown, Esq. (NH Brown Law)	
16		Reptg. PUC Staff: Lynn H. Fabrizio, Esq.	
17		Jayson Laflamme, Asst. Dir./Gas & Water	
18			
19			
20			
21			
22			
23	Court Rep	orter: Steven E. Patnaude, LCR No. 52	
2 4			

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2		EXHIBITS	
3	EXHIBIT NO.	DESCRIPTION	PAGE NO.
4	1	Pittsfield Aqueduct Company Rate Filing	premarked
5	2	Settlement Agreement on	premarked
6		Temporary Rates	
7	3	Pittsfield Aqueduct Company, Inc. 2019 Annual Report	premarked
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24			

PROCEEDING

2.

1.3

2.1

2.2

CHAIRWOMAN MARTIN: We're here today in Docket DW 20-153 for a hearing regarding the Pittsfield Aqueduct Company Petition for Temporary Rates.

I have to make the necessary findings because this is a remote hearing.

As Chairwoman of the Public Utilities
Commission, I find that due to the State of
Emergency declared by the Governor as a result of
the COVID-19 pandemic, and in accordance with the
Governor's Emergency Order Number 12, pursuant to
Executive Order 2020-04, this public body is
authorized to meet electronically. Please note
that there is no physical location to observe and
listen contemporaneously to this hearing, which
was authorized pursuant to the Governor's
Emergency Order.

However, in accordance with the Emergency Order, I am confirming that we are utilizing Webex for this electronic hearing. All members of the Commission have the ability to communicate contemporaneously during this hearing, and the public has access to

```
contemporaneously listen and, if necessary,
 1
 2.
         participate.
 3
                    We previously gave notice to the public
 4
         of the necessary information for accessing the
 5
         hearing in the Order of Notice. If anybody has a
 6
         problem during the hearing, please call (603)
 7
         271-2431. In the event the public is unable to
         access the hearing, the hearing will be adjourned
         and rescheduled.
 9
                    Okay. We have to take roll call
10
11
         attendance. My name is Dianne Martin. I am the
         Chairwoman of the Public Utilities Commission.
12
         And I am alone.
1.3
14
                    Commissioner Bailey.
15
                    CMSR. BAILEY: Good afternoon,
16
         everyone. Commissioner Bailey, Kathryn Bailey --
17
         can you see me?
18
                    CHAIRWOMAN MARTIN: Yes.
19
                    CMSR. BAILEY: I lost my screen.
20
         Sorry.
                 There we go.
2.1
                    Commissioner Kathryn Bailey. And I am
2.2
         alone.
23
                    CHAIRWOMAN MARTIN: Okay. Now, let's
24
         take appearances, starting with Ms. Brown.
```

1.3

2.2

MS. BROWN: Good afternoon, Madam
Chair, Commissioner Bailey. Thank you for your
time this afternoon.

My name is Marcia Brown, with NH Brown
Law, and I am here representing Pittsfield
Aqueduct Company in this temporary rate hearing.
And, if I can also introduce, with me today is
Mr. Larry Goodhue, who is the Chief Executive
Officer and Chief Financial Officer of Pittsfield
Aqueduct Company. Donald Ware is in attendance.
He is the Chief Operating Officer for Pittsfield
Aqueduct Company.

Those two members of the Company will be joining a panel of witnesses presenting the Temporary Rate Settlement Agreement today with Mr. Laflamme.

Also present from the Company, in attendance, is Carol Ann Howe, who is the Company's Assistant Treasurer and Director of Regulatory Affairs and Business Services; also Jay Kerrigan, who is the Company's Regulatory and Treasury Financial Analyst; and, lastly, George Torres, who is the Company's Corporate Controller, Treasurer, and Chief Accounting

1 Officer. 2 Thank you. 3 CHAIRWOMAN MARTIN: Okay. Thank you. 4 And Ms. Fabrizio. 5 MS. FABRIZIO: Thank you. 6 afternoon, Madam Chair and Commissioner Bailey. 7 I'm Lynn Fabrizio, here on behalf of And with me today is Jayson Laflamme, 8 Assistant Director of the Gas and Water Division 9 10 at the Commission. 11 CHAIRWOMAN MARTIN: Okay. Thank you. I have Exhibits 1 through 3 prefiled and 12 premarked for identification. Anything else 1.3 related to exhibits that we need to discuss? 14 15 MS. BROWN: Nope. I was just going to 16 make note of a preliminary matter that, by 17 agreement, Staff and the Company offer those 18 exhibits, those three exhibits for identification 19 today. 20 CHAIRWOMAN MARTIN: Thank you. 21 other preliminary matters? 2.2 MS. BROWN: Just logistics, if I could 23 speak to that. The Company and Staff spoke 24 before the hearing started about the presentation

```
1
         today and the logistics of conducting a panel of
 2
         Mr. Goodhue, Mr. Ware, and Mr. Laflamme, and have
 3
         decided it makes sense for me to go forward in
 4
         questioning in direct of Mr. Ware and Mr.
 5
         Goodhue, then turn to Staff, where Attorney
 6
         Fabrizio will conduct direct of Mr. Laflamme.
 7
         Then, we will leave those three witnesses
         available for the Commissioners' questions.
 9
         then have an opportunity for redirect, if need
10
         be.
11
                    So, if I have misspoken, Attorney
12
         Fabrizio, on the proposed presentation today, let
1.3
         me know.
                    CHAIRWOMAN MARTIN:
14
                                        That works
15
         perfectly, because that's what I had planned on.
16
                    So, why don't we have the witnesses
17
         sworn in.
18
                    (Whereupon Larry D. Goodhue, Donald L.
19
                    Ware, and Jayson P. Laflamme were duly
20
                    sworn by the Court Reporter.)
21
                    CHAIRWOMAN MARTIN: Okay. Ms. Brown.
2.2
                    MS. BROWN:
                                Thank you.
23
                    LARRY D. GOODHUE, SWORN
24
                     DONALD L. WARE, SWORN
```

1		JAYSON P. LAFLAMME, SWORN
2		DIRECT EXAMINATION
3	BY M	S. BROWN:
4	Q	Mr. Goodhue, if I could have you state your name
5		for the record please,
6	А	(Goodhue) My name
7	Q	and your position with the Company?
8	А	(Goodhue) Yes, ma'am. My name is Larry Goodhue.
9		And I am the Chief Executive Officer and Chief
LO		Financial Officer for the Company.
L 1	Q	And, Mr. Goodhue, just a background question.
L 2		Before you held those two positions, were those
L 3		positions held by multiple other people?
L 4	А	(Goodhue) Yes, they were. Prior to my promotion
L 5		to Chief Executive Officer in 2015, November
L 6		2015, I was the Chief Financial Officer, and we
L 7		had a predecessor of mine seated as the Chief
L 8		Executive Officer. Upon my promotion, we brought
L 9		both of those roles together, at least in the
20		interim, with me holding both roles.
21	Q	Mr. Goodhue, does that merging of those two
22		positions have a financial benefit to the
23		Company?
2 4	А	(Goodhue) It does have a financial benefit, which

```
1
         the Company has experienced over the past several
 2
         years, and would be continuing for a period of
 3
         time for which I would hold both of those roles.
 4
         It would have to be replaced by two individuals
 5
         in kind for those individual roles.
 6
    Q
         Okay. Mr. Ware, if I can turn to you, and please
 7
         state your name and position for the record?
 8
         (Ware) Yes. My name is Donald Ware. And I am
 9
         the Chief Operating Officer for the Pittsfield
10
         Aqueduct Company.
11
         And, if I can then, Mr. Goodhue, have you turn to
    Q
12
         Exhibit 1. Do you have Exhibit 1 in front of
13
         you?
14
         (Goodhue) Give me a moment and I will have it in
         front of me here.
15
16
         Okay.
17
    Α
         (Goodhue) So, Exhibit 1 is which of the exhibits,
18
         ma'am?
19
         I'm sorry. Exhibit 1 is the full rate case
    Q
20
         filing. It's either a large binder or --
21
         (Goodhue) Yes.
    Α
22
    Q
         Okay.
         (Goodhue) I do have that. Under Tab 1, with
23
    Α
24
         those attachment tabs.
                                  Yes.
```

```
1
         Okay. Thank you. Now, Mr. Goodhue, are you
    Q
 2
         familiar with this Exhibit 1?
         (Goodhue) Absolutely.
 3
    Α
 4
         And did you prepare this, portions of this
 5
         exhibit?
 6
         (Goodhue) I either was directly involved or
 7
         indirectly involved in the preparation of those,
 8
         that filing, and/or was a part of the review
         process, along with members of our team.
 9
10
         Okay. And you are, specific to the rate
11
         schedules contained in Exhibit 1, are you also
         familiar with those schedules?
12
13
         (Goodhue) Yes, ma'am.
    Α
14
         Okay. And, Mr. Ware, with respect to Exhibit 1,
    Q.
15
         which is the rate filing, did you prepare or are
16
         you familiar with the contents, in particular the
17
         rate schedules, of Exhibit 1?
18
         (Ware) Yes. I'm familiar with the rate schedules
    Α
19
         in Exhibit 1. And I prepared those exhibits in
20
         conjunction with the help of our regulatory
21
         staff.
22
    Q
         Okay. Mr. Ware, is Exhibit 1 on file with the
23
         Commission?
         (Ware) Yes, it is.
24
```

```
1
         And, Mr. Ware, with respect to the rate case
 2
         schedules that are required to be filed under the
         Commission's rules, those are within Exhibit 1,
 3
 4
         is that correct?
 5
         (Ware) Yes. The filing requirements appear in
 6
         Tab 12 of the rate filing, on Bates Page 230.
 7
         And the rate of return schedules appear on Tab
         13, which begins on Bates Page 275.
 9
                   MS. BROWN: Madam Chair and
10
         Commissioner Bailey, for the record, I would also
11
         like to note that the Company had filed a pdf
12
         version that, when viewed in Acrobat Reader, has
13
         tabs in the bookmarks to facilitate following
14
         along.
15
    BY MS. BROWN:
16
         Mr. Ware, with respect to -- actually, let me --
17
         I already asked that question. Sorry.
18
                   Mr. Goodhue, if I could turn to you
19
         with respect to your testimony. The testimony
20
         that appears at Tab 9, which for the record is
21
         your permanent rate testimony, did you prepare
22
         that testimony?
23
    Α
         (Goodhue) Yes, I did.
24
                   CHAIRWOMAN MARTIN:
                                        Just a minute,
```

```
1
         Ms. Brown.
 2
                    (Short pause to check with the court
 3
                    reporter that he heard the answer.)
 4
    BY MS. BROWN:
 5
         And, Mr. Goodhue, did you also prepare testimony
 6
         with respect to temporary rates, which for the
 7
         record appears at Tab 6?
 8
         (Goodhue) Yes, I did.
    Α
         And, when I refer to "Tab 6", I'm referring to
 9
10
         Exhibit 1.
11
                    Mr. Ware, did you prepare permanent
12
         rate testimony that is contained within Exhibit
13
         1?
14
         (Ware) Yes, I did.
15
         And does that testimony appear at Tab 10?
16
         (Ware) Yes, it does.
17
         And did you prepare temporary rate testimony
18
         that's contained within this exhibit as well?
19
         (Ware) Yes, I did.
    Α
20
         And does that temporary rate testimony appear at
21
         Tab 6?
22
    Α
         (Ware) Yes, it does.
23
         Okay. Now, Mr. Goodhue, I had started to ask you
24
         this question, but I will ask it more fully at
```

```
this moment. The testimonies that were just
 1
 2
         described that you were responsible, that you had
 3
         drafted for permanent and temporary rates, did
 4
         you prepare those or were they prepared under
 5
         your direct supervision and control?
 6
         (Goodhue) I prepared those.
 7
         And, to the best of your knowledge, is that
         testimony true and accurate?
 8
         (Goodhue) To the best of my knowledge.
 9
10
         And do you have any material changes or
11
         corrections that need to be made to that
12
         testimony, either of those testimonies?
1.3
         (Goodhue) I do not.
    Α
14
         Thank you. And, as part of your oral testimony
15
         today, do you adopt those two testimonies as part
16
         of your oral testimony today?
17
    Α
         (Goodhue) Yes, I do.
18
         Mr. Ware, with respect to the two testimonies,
19
         the permanent rate and temporary rate testimonies
20
         that I just asked you about, were they prepared
21
         by you or under your direct supervision and
22
         control?
23
         (Ware) Yes. I prepared that testimony.
    Α
24
         And are those testimonies true and accurate to
```

```
1
         the best of your knowledge?
 2
         (Ware) Yes. They are accurate to the best of my
 3
         knowledge.
 4
         And do you have any material changes or
 5
         corrections that need to be made to either of
 6
         those testimonies?
 7
         (Ware) No, I do not.
    Α
 8
         And would you adopt those two testimonies as part
 9
         of your oral testimony today?
10
         (Ware) Yes, I do.
11
         Okay. Mr. Ware, if I could turn to some
12
         substantive questions regarding the revenue
13
         deficiency in this case.
14
                    In your testimonies, you had summarized
15
         some of the drivers of the need for the Company's
16
         request for an increase in its revenue
17
         requirement. For the record, can you please
18
         summarize those now?
19
         (Ware) Yes. So, this is the first test year
    Α
20
         since 2012. And, during that timeframe, we have
21
         seen increases in our labor costs, both in the
22
         union and nonunion; insurance costs, in
23
         particular, in property and casualty have
24
         increased; regulatory expenses have gone up
```

```
moderately; operating expenses, chemicals and
 1
 2
         power have gone up moderately; and employee
 3
         benefits, in particular, in the area of pension
 4
         and healthcare, have also increased over that
 5
         timeframe.
 6
                    And we have had some expenses moderate.
 7
         One of them is in the area of property taxes,
         where we had a settlement with the Town of
 8
         Pittsfield that allowed a reduction in the
 9
10
         property taxes we were paying between 2018 and
11
         2019 of about $50,000, or about 20 percent of the
12
         property taxes.
13
         Thank you. Thank you for that summary, Mr. Ware.
    Q
14
                   Mr. Ware, continuing on with you, and I
15
         just want to make sure you have Exhibit 1, which
16
         is the rate filing, in front of you?
17
    Α
         (Ware) I do.
18
         And could you please turn to what's Bates Page
19
         032? For the Commission, it is also accessible
20
         at Tab 6.
21
         (Ware) Okay. I am there.
    Α
22
    Q
         Okay. And, Mr. Ware, this is the joint temporary
23
         rate testimony, is that right?
24
          (Ware) That is correct.
```

```
1
               And, on the bottom of Page 32, do you see
         Okay.
 2
         where there's an explanation of the Company's
 3
         overall rate of return?
 4
         (Ware) Yes.
 5
         And is that overall rate of return calculation
 6
         based on the rate case schedules that I asked you
 7
         about in prior questions that were at, I believe,
         Tabs 12 and -- Tabs 12 and 13?
 8
 9
         (Ware) Yes, it is.
10
         Okay. Thank you. Now, Mr. Ware, I want to
11
         follow up on the summary that, although it's on
12
         Page 32, you may need to turn to Tab 12 to answer
13
         this fully, but could you please describe for the
14
         record how the Company calculated the revenue
15
         deficiency, and specify what schedules that the
16
         Commission should direct their attention to?
17
    Α
         (Ware) Yes. We prepared two what we would term
18
         "Schedule A"s, one following the conventional
19
         ratemaking methodology based on our return on
20
         investment, and as approved in DW 11-026, which
21
         was the City's acquisition of Pittsfield Aqueduct
22
         Company, were the components, you know, of a rate
23
         base model, in order to look at the revenue
24
         requirement that would be required, that's found
```

on Bates Page 231. And that showed that, after -- with the test year, before pro forma adjustments, --

[Court reporter interruption due to audio issues.]

CONTINUED BY THE WITNESS:

A (Ware) All right. So, on Bates Page 231, which again follows the conventional ratemaking methodology, which we're seeking to change as part of this rate case, it indicated a test year revenue requirement of 13.59 percent increase required, after pro forma adjustments that came out to 6.35 percent, and that was based on the Company earning a rate of return of 3.81 percent.

If you turn to Bates Page 232, you will see the ratemaking formulation that we are requesting, which is that which we utilized in what's approved for Pennichuck Water Works in its most recent rate case, and that involves more of a cash approach, recovery of the cash in buckets, recovery of cash in rates to pay for the Company's portion of the payment to the City to pay for the \$151 million bond that it sold to buy the equity of the Company; includes the material

```
1
         operating expenses to operate the Company, things
 2
         like labor, chemicals, power, so on and so forth;
 3
         and includes the Material Operating Expense
 4
         Factor in that calculation of revenue requirement
 5
         to allow for a buffer of revenues to be collected
 6
         to allow us to get the three years between rate
 7
         cases and cover normal or expected increases in
 8
         expenses; it involves our recovery of debt
         service and retirement on the debt that the
 9
10
         Company has outstanding, plus the 10 percent over
11
         cover as required by the banks, to come up with a
12
         total revenue requirement. And that methodology
13
         results in a revenue requirement of 11 --
14
         increase of 11.18 percent.
    BY MS. BROWN:
15
16
         Thank you, Mr. Ware. And that is shown on, I
17
         guess, the far right column on Bates Page 232 of
18
         Exhibit 1?
19
         (Ware) That is correct. Two thirty two (232),
    Α
20
         Marcia. Excuse me.
         Thank you. My mistake. Page 232. You're
21
22
         correct.
23
                   Mr. Goodhue, do you have anything to
24
         add to Mr. Ware's explanation of the deficiency
```

```
1
         or discussion about these schedules?
 2
         (Goodhue) No, I do not. I think Mr. Ware
 3
         portrayed the filing in accordance with that
 4
         legacy filing under 11-026, and the current
 5
         filing requirements to bring Pittsfield Aqueduct
 6
         in compliancy with its sister subsidiaries and
 7
         the cash flow needs in our ownership structure.
 8
         Thank you, Mr. Goodhue. Mr. Ware, if I could
 9
         have you turn to Exhibit 3 please? This is, for
10
         the record, the Company's 2019 Annual Report.
11
    Α
         (Ware) Okay.
12
         Mr. Ware, are you familiar with this document?
13
         (Ware) Yes, I am.
    Α
14
         And is this annual report on file with the
15
         Commission?
16
         (Ware) Yes, it is.
17
         And can you please turn to Bates Page 027?
18
         (Ware) Bear with me please. I'm trying to find
19
             Bates Page 027. I just have an electronic
         it.
20
         copy of that exhibit.
21
         To further help, it is the "Schedule F-2
    Q
22
         Statement of Income", which appears at the
23
         document Page 19.
24
         (Ware) Okay, I'm getting there. The internet is
```

```
being a little slow.
 1
 2
         If you need time, I can move onto another line of
 3
         questions as that loads?
 4
         (Ware) It is loading again now. It crashed, and
 5
         it's reloading. All right. I am here.
 6
         which page of the Annual Report is it please?
 7
         Schedule F-2 Statement of Income, Bates Page 027
    Q
 8
         of Exhibit 3, or, in the Annual Report, it's also
 9
         known as "Page 19".
10
         (Ware) Okay. Yes. I am at that page now.
                                                      Thank
11
         you.
12
         Okay. Now, my question is, is this where the
13
         Company would direct the Commission's attention
14
         to demonstrate that the Company's operating
15
         revenues are insufficient to meet the required
16
         expenditures under the ratemaking mechanism
17
         approved in the Company's last rate case?
18
         (Ware) The data taken from this Annual Report
    Α
19
         form and put into the rate filing scenarios have
20
         both the conventional method and the method that
21
         we're utilizing would come from this Annual
22
         Report. But you can't see the Company's position
23
         relative to cash in this report. And the biggest
24
         thing that's missing is the fact that there's a
```

```
1
         payment by the Company to cover its share of the
 2
         payment up to the City, and it also includes
 3
         things like depreciation expense and other items.
 4
         So, this is more -- the information in here
 5
         reflects the financials of an investor-owned
 6
         utility, who has then an equity component and a
 7
         higher rate of invest -- return on investment.
 8
         Thank you, Mr. Ware, for that clarification.
 9
         Is this Annual Report on file with the
10
         Commission?
11
         (Ware) Yes, it is.
    Α
         And do you consider this and the Exhibit 1 rate
12
13
         filing to be "books and records on file with the
14
         Commission", if they are to support a finding on
15
         temporary rates?
16
         (Ware) Yes, I do.
17
         Okay. Mr. Goodhue, do you have anything else to
18
         add to the explanation that Mr. Ware provided?
19
         (Goodhue) I do not.
    Α
20
         Okay. If I could have both of you turn to
21
         Exhibit 2, which for the record is the Settlement
22
         Agreement?
23
    Α
         (Goodhue) I'm there.
24
         Okay. I'll start with you, Mr. Goodhue.
                                                    Did you
```

```
1
         participate in the preparation of this document?
 2
          (Goodhue) Yes, I did.
 3
         Are you familiar with its terms?
 4
         (Goodhue) I am.
 5
         Mr. Goodhue, are you aware of any changes or
 6
         corrections that should be made to this Exhibit
 7
         2?
 8
          (Goodhue) I am not aware of any corrections or
 9
         adjustments that are required or needed to this
10
         document.
11
         Okay. Mr. Ware, do you have Exhibit 2 in front
    Q
12
         of you?
13
         (Ware) I do.
    Α
14
         And are you familiar with the terms in this
15
         document?
16
         (Ware) I am.
17
         Did you participate in the preparation of this
18
         document?
19
         (Ware) I did.
    Α
20
         And are you aware of any changes or corrections
21
         that need to be made to this document?
22
    Α
         (Ware) I am not aware of any changes or
23
         corrections that need to be made to the document.
24
         Okay. Mr. Ware, on Bates Page 003, and Section
```

```
IV, "Terms of Agreement", can you get to that
 1
 2
         portion of the document please?
 3
    Α
         (Ware) I can. And I am on Page 4. And which
 4
         paragraph did you refer to?
 5
         It's Page 3, and it's Paragraph IV --
         (Ware) Yes, I am there.
 6
 7
         -- of the Settlement Agreement.
 8
         (Ware) Yes.
 9
         Mr. Ware, could you please summarize the level of
10
         temporary rates being sought in this Agreement?
11
    Α
         (Ware) Yes. The Company is seeking temporary
12
         rates at current rates. So, therein, what this
13
         effectively is doing is establishing a timeframe
14
         for us to ultimately recoup whatever permanent
15
         rates are granted in this case back to. But, as
16
         far as rates that are being granted by this, we
17
         will continue to bill our customers at the
18
         temporary rate until such time this case is
19
         concluded and a final determination is made on
20
         the permanent rate increase that we are seeking.
21
         Thank you, Mr. Ware. Now, next, on the same
    Q
22
         page, IV, Subparagraph B, as in "boy", do you see
23
         the effective date of "December 17th, 2020"?
24
          (Ware) Yes, I do.
```

```
1 Q And is this effective date service-rendered or bills-rendered?
```

- A (Ware) This would be on a service-rendered basis.
- 4 Q And is service-rendered required under the Commission's rules?
- 6 A (Ware) Yes, it is.

- Now, Mr. Ware, with respect to the issue of notifying customers of this rate case, can you please describe the steps the Company took to notify the Commission and customers of the proposed rate increase?
- A (Ware) Yes. So, first of all, on September 17th of 2020, we filed a Notice of Intent with the Public Utilities Commission per Puc 1604.05 and RSA 378. On November 16th of 2020, we filed the Company filed its tariffs and provided 30 days notice in advance of the sought effective date of December 17th, 2020. That notice was accomplished by, on November 17th, we posted our rate filing, the proposed tariffs, and the request for temporary rates on our website. We also posted on our website what we call, you know, "Answers to Frequently Asked or Commonly Asked Questions". On December 18th, we mailed

```
1
         individually to each customer the notice of its
 2
         rate filing and proposed rates. And, on December
 3
         17th of 2020, we published the Commission's order
 4
         on our website in regard to the filing. And, on
 5
         December 17th of 2020, we filed proof of our Web
 6
         posting with the Commission.
 7
    Q
         Okay. And Mr. Goodhue?
 8
         (Goodhue) Just one point of clarification.
 9
         Ware mentioned that we mailed to our customers
10
         the actual notice on "December 18th". It was
11
         actually on "November 18th".
12
         Thank you for that clarification, Mr. Goodhue.
13
         Mr. Goodhue, with respect to the discussion of
14
         terms that Mr. Ware just testified to, do you
15
         have anything else to add?
16
         (Goodhue) I don't, other than just that slight
17
         correction, which would be important in the
18
         overall proceeding and the process the Company
19
         did to notify customers in compliancy with the
20
         rules.
21
         Thank you. Mr. Ware, I have a follow-up question
    Q
22
         for you. If you could please turn to Tab 8 of
23
         Exhibit 1 in the rate filing. And, for the
24
         record, it's Bates Page 040.
```

```
And I'd like to ask you if this
 1
 2
         customer notice was used in the notification that
 3
         you just described, and if you could just please
 4
         elaborate when and how it was used?
 5
         (Ware) Just bear with me while I toggle between
 6
         screens. And this is which exhibit, Marcia?
 7
    Q
         In the rate filing, I'm directing your attention
 8
         to the customer notice, which appears at Tab 8.
 9
         And that's physical Tab and electronic Tab 8.
10
         (Ware) Yes. I am at that tab.
11
         So, again, my question is, if you could please
12
         explain to the Commission what role this customer
13
         notice played in notifying customers, how the
14
         Company used it? Thank you.
15
         (Ware) Yes. So, this notice was used, as I
    Α
16
         described previously, in a number of different
17
         methodologies. We posted this to our website on
18
         the date that was previously described, on
19
         November 17th. We also incorporated this notice
20
         in each individual -- through a direct mailing to
21
         each individual customer on November 18th.
22
         that was used to notify the customers of the rate
23
         increase that was being sought.
24
         Thank you for speaking to that issue, Mr. Ware.
```

```
Now, I'd like to turn to a little bit of rate
 1
 2
         design questions, if you could. Mr. Ware, could
 3
         you summarize for the Commission what customer
 4
         classes the Company has?
 5
         (Ware) Yes. The Pittsfield Aqueduct Company has
 6
         three classes of customers: General-metered,
 7
         private fire protection, and public fire
 8
         protection.
 9
         Okay. Within this rate case, has the Company
    Q
10
         conducted a cost of service study?
11
         (Ware) No. We did not complete a cost of service
    Α
12
         study.
13
         And can you please explain in the record why?
14
         (Ware) Yes. The Pittsfield Aqueduct system, its
15
         character and make-up of customers has not
16
         changed literally for the last thirty years, or
17
         almost our entire length of ownership. Number of
18
         customers, that general-metered has, you know,
19
         changed little to none; fire protection, either
20
         fire protection has not changed; size of mains,
21
         the only size of mains occurred back prior to the
22
         change back prior to the last cost of service
23
         study done back in the early 2000s. But, since
24
         that time, overall, the drivers that would create
```

```
1
         a change in revenues between customer classes,
 2
         none of those drivers have changed. That it's,
 3
         you know, the system has effectively stayed the
 4
         same. So, we are proposing that there be no
 5
         change in that.
 6
         And, Mr. Goodhue, do you have anything to add to
 7
         that explanation?
 8
         (Goodhue) No. I agree 100 percent with what Mr.
 9
         Ware stated relative to customer class dispersion
10
         within this Company.
11
         And, Mr. Goodhue, there are no rate design
    Q
12
         changes proposed for temporary rates, is that
13
         correct?
14
         (Goodhue) That is correct.
15
         Okay. Mr. Ware, earlier in your testimony you
16
         had described the reconciliation would occur and
17
         the importance of setting temporary rates. And
18
         I'd like to revisit and have you briefly explain
19
         how the reconciliation is calculated?
20
         (Ware) Okay. So, if, you know, out of this
21
         hearing we are granted temporary rates at current
22
         rates, and the effective date on a
23
         service-rendered basis is December 17th of 2020,
24
         what would happen is, when final rates are
```

```
granted, the difference between the date when
 1
 2
         final rates become effective via tariff and the
 3
         December 17th, we will calculate the bill that
 4
         the customer paid during that timeframe,
 5
         beginning with December 17th through the date
 6
         when the new tariff takes effect, at the new
 7
         rate, say it's a 10 percent increase, and compare
 8
         that to what we actually billed during that
 9
         timeframe, the difference between those two, in
10
         total, is the amount of recoupment that we would
11
         collect from the customer for that time period.
12
         Thank you. Mr. Goodhue, do you have any opinion
1.3
         as to whether the temporary rates proposed in the
14
         Settlement are just and reasonable and consistent
15
         with the public interest?
16
         (Goodhue) I do.
17
         And what is that opinion?
18
         (Goodhue) Yes. The Company is requesting
19
         temporary rates at current rates for the
20
         following reason: Even though the Company is in
21
         a revenue deficiency, it does need to earn that
22
         revenue deficiency. Not unlike its sister
23
         subsidiaries, Pennichuck Water Works and
24
         Pennichuck East Utility, since the ownership
```

```
conversion in 2012 by the City, the structure of
 1
 2
         this Company is truly cash flow-based.
 3
                   However, the Company is highly
 4
         sensitive to and empathetic to the extraordinary
 5
         circumstances that have occurred in the region
 6
         relative to COVID-19 over the last year. And, as
 7
         such, we are only seeking temporary rates at
         current rates to preserve our rights for the
 9
         recoupment of our permanent rates once issued,
10
         rather than seeking any immediate relief relative
11
         to those temporary rates at this time.
12
         Okay. Mr. Ware, do you agree with that opinion?
13
         (Ware) Yes, I do.
14
                   MS. BROWN: And I believe that
15
         completes my direct of Mr. Goodhue and Mr. Ware.
16
                   CHAIRWOMAN MARTIN: Ms. Fabrizio.
17
                   MS. FABRIZIO: Thank you, Madam Chair.
18
    BY MS. FABRIZIO:
19
         Good afternoon, Mr. Laflamme. Could you please
20
         state your full name for the record?
21
         (Laflamme) My name is Jayson Laflamme.
    Α
22
         And what is your position at the Commission?
23
         (Laflamme) I am the Assistant Director of the Gas
24
         and Water Division.
```

1 And how long have you held that position? 2 (Laflamme) Approximately three years. 3 Thank you. And what are your responsibilities as 4 Assistant Director of the Division? 5 (Laflamme) I directly supervise the Water Staff 6 of the Commission, and primarily oversee the 7 course of examination for water and wastewater 8 dockets that are filed with the Commission. 9 also directly examine select dockets that come 10 before the Commission, such as the one being 11 presented today. 12 And, in your capacity as Assistant Director, were 1.3 you the lead analyst responsible for examining 14 Pittsfield Aqueduct Company's Petition for 15 Temporary Rates in this proceeding? 16 (Laflamme) Yes. 17 And would you please describe your involvement 18 with this docket in a little more detail? 19 (Laflamme) Yes. I examined the Company's Α 20 temporary and permanent rate filings in 21 conjunction with the books and records previously 22 on file with the Commission regarding Pittsfield Aqueduct. I participated in the tech session 23 24 following the prehearing conference in this case.

And I participated in the formulation of the Settlement Agreement that's being presented today.

I have also materially participated in previous Pennichuck Company dockets and rate cases, including Pennichuck Water Works,

Pennichuck East Utility, and Pittsfield Aqueduct Company. And those dockets include DW 11-026, which is -- which was Nashua's acquisition docket of the Pennichuck Companies. I have materially participated in the last two Pennichuck Water Works dockets, which are DW 16-806 and DW 19-084. And I materially participated in the Pennichuck East rate case, which was DW 17-128. And then, currently, the analyst in DW 156 -- 20-156, which is Pennichuck East's current rate case before the Commission.

- Q Thank you. And do you support the Company's request in this docket for temporary rates set at current rates and the Settlement filed in this proceeding?
- A (Laflamme) Yes. Staff believes that setting temporary rates at current levels is reasonable, based on our preliminary review of the overall

```
filing. And we believe that any over or under
 1
 2
         earning impacts will be addressed in the
 3
         reconciliation upon approval of final rates in
 4
         this proceeding, in accordance with RSA 378:29.
 5
         Thank you. And, based on your review of the
 6
         Company's temporary rate request, and the
 7
         Settlement presented today and marked as "Exhibit
         2", do you concur that the proposed temporary
 8
 9
         rates set at current rates adequately address the
10
         relevant statutory requirements under RSA 378:27?
11
         (Laflamme) Yes. Again, based on a preliminary
    Α
12
         review of the Company's permanent rate request,
13
         including the Company's petition for modification
14
         of its ratemaking structure, Staff believes that
15
         the proposed temporary rates will ensure a
16
         reasonable return on the Company's financed
17
         capital investments that are used and useful, as
18
         well as enable the Company to meet its operating
19
         expenditure obligations, as well as its debt
20
         service obligations.
21
         Thank you. And do you have anything to add based
    Q
22
         on what you've heard this afternoon?
23
    Α
         (Laflamme) No, I do not.
24
                   MS. FABRIZIO:
                                   Thank you. Mr. Laflamme
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[WITNESS PANEL: Goodhue|Ware|Laflamme]

is available for questions from Commissioners. 1 2 CHAIRWOMAN MARTIN: Thank you. 3 Commissioner Bailey. 4 CMSR. BAILEY: Thank you. 5 BY CMSR. BAILEY: 6 Mr. Goodhue, can you explain to me whether 7 Pittsfield Aqueduct is any different than Pennichuck, with respect to investment 8 9 ownership -- investor ownership or equity? 10 (Goodhue) Yes, Commissioner Bailey. Can you hear 11 me okay? 12 Yes. (Goodhue) The ownership structure for Pittsfield 1.3 14 Aqueduct is identical in nature and composition as Pennichuck Water Works or Pennichuck East 15 16 Utility. It is a wholly owned subsidiary of 17 Pennichuck Corporation, which, as everyone in 18 this proceeding would know, is by the sole 19 shareholder, the City of Nashua, New Hampshire. 20 I guess the one differential for 21 Pittsfield Aqueduct versus I'm going to say 22 Pennichuck Water Works or Pennichuck East 23 Utility, is, because of its size, it is smaller 24 than the other two utilities, ability to access

financing capital is a bit more problematic than it would be for Pennichuck Water Works or Pennichuck East Utility.

Pennichuck Water Works has enough critical mass that we can go out and issue a bond for capital projects. We have enough critical mass. Pennichuck East is big enough such that lenders like CoBank can lend to us for capital projects.

Pittsfield Aqueduct does not have that critical mass to the same extent that those two entities have.

[Court reporter interruption due to audio issues.]

CONTINUED BY THE WITNESS:

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16 (Goodhue) So, Pittsfield Aqueduct does not have 17 the same critical mass that Pennichuck Water 18 Works or Pennichuck East Utility would have. 19 Based on its very size, Pennichuck Water Works is 20 large enough financially to be able to issue 21 bonds for its capital, and has access to other 2.2 debt fundings through the SRF or the Drinking 23 Water and Groundwater Trust Fund. Pennichuck 24 East Utility has the ability to access funding

through CoBank and one of those two entities, the 1 2 SRF or the Drinking Water and Groundwater Trust 3 Fund. 4 Pittsfield Aqueduct is dependent upon 5 loans that may become available under the SRF, 6 and/or has to seek a way to make sure that it can 7 fully cash flow support its obligations. And, as 8 such, within this ownership structure, which is 9 identical to the other two, cash flow is key. 10 BY CMSR. BAILEY: 11 So, there's no equity that needs to be on a rate 12 of return -- a return on equity, is there? 13 (Goodhue) There is not. In fact, you know, out 14 of 11-026, DW 11-026, the ability to have a 15 return on equity was basically taken away from 16 all of the utilities, in that there's really no 17 equity to earn upon within our current structure. 18 So, what is the rate of return then mentioned in Q 19 the Settlement based on? 20 (Goodhue) That was based on us in the filing 21 making sure that we were compliancy with the 22 rules, and the filing schedules, to make sure 23 that we could identify that was in compliancy 24 with the rules.

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The two schedules that Mr. Ware talked
     about was the conventional filing schedule and
     then I'm going to say the Schedule A which talks
     the structure that has been approved for PWW
     coming through DW 16-806 and DW 19-084, which
     basically establishes, in addition to the CBFRR,
     which was put in place under DW 11-026, the now
     establishment of the other two revenue buckets,
     being the OERR bucket and the DSRR bucket, and
     their constitutional parts relative to true cash
     flow coverage of the three basic requirements of
     the Company: One is to be able to provide cash
     through revenues for the CBFRR payment; secondly
     is to be able to provide adequate cash to service
     external debt service; and then, thirdly, to make
     sure cash is generated that is sufficient to
     cover operating expenses for the entity.
     And all of those expenses are included in your
     calculation of the rate of return -- that came up
     with the rate of return, right? I mean, I know
     that they're not organized the way that --
Α
     (Goodhue) Yes.
     -- Pennichuck organizes them, and that's what
     you're asking us to do.
```

```
(Goodhue) Right.
 1
 2
         But all of the expenses that you need to pay your
 3
         debt were included, and you came up with a rate
 4
         of return of 1.44 percent. Is that correct?
         (Goodhue) Yes, ma'am.
 5
 6
         So, doesn't that mean that you have enough
 7
         money -- enough revenue to cover your expenses,
 8
         because you don't, you know, you don't have a
 9
         rate of return?
         (Goodhue) One of the things, when you're looking
10
11
         at something like the Annual Report, is, you
12
         know, you can look at one year by itself and you
13
         may have variability in revenues that occur just
14
         based on consumption patterns within that year,
15
         whereas your debt service requirements do not
16
         have the variability component. The CBFRR does
17
         not have that variable component, and a great
18
         deal of our operating expenses do not have that
19
         variability component. So, what we're talking
20
         about is a rate structure here, analogous to what
21
         we requested and got approved under PWW and PEU,
22
         is a rate structure that ensures cash coverage
23
         for those operating expenses regardless of
24
         anomalies that may occur to the revenue
```

structure. Because it's not like our debt 1 2 payments can flex up and down as our revenues 3 change or the CBFRR can flex up and down as 4 revenues change, and our operating expenses do 5 not. 6 And, so, hopefully, that answered your 7 question. Mr. Ware is answering -- raising his 8 hand to augment my answer. 9 Thank you. Q 10 (Ware) Yes. So, Commissioner Bailey, the rate of 11 return or return on investment in the conventional schedules of 3.81 percent reflects 12 13 our average cost of debt. And, so, if we're only 14 making 1.44 percent using conventional 15 ratemaking, we are not getting enough return to 16 cover that average 3.81 percent interest rate 17 carried or coupon rate on the debt within 18 Pittsfield Aqueduct Company. So, that's the 19 difference when you're looking at that. So, the 20 1.44 we're earning on our debt, but we need to 21 earn 3.81 in order to make the debt payments.

Additionally, under the conventional model, depreciation expense for the Company is around 44 years, but the debt is structured at

22

23

24

```
25 to 30 years. So, the cash from depreciation
 1
 2
         expense is insufficient to pay the principal.
 3
         The current revenues produce a 1.44 percent,
 4
         which is insufficient to cover the interest
 5
         expense associated with an average cost of 3.81
 6
         percent.
 7
                   CMSR. BAILEY: Okay. Thank you.
                                                      That
 8
         was very helpful. I have no further questions.
 9
                   CHAIRWOMAN MARTIN: I have a couple of
10
         questions.
11
    BY CHAIRWOMAN MARTIN:
         One, Mr. Goodhue, you had quite a bit of
12
13
         testimony on the creditworthiness of this
14
         Company, which piqued my interest. Can you tell
15
         me about that and tell me if that's changed since
16
         your prefiled testimony?
17
    Α
         (Goodhue) It has not changed, Chairwoman. It is
18
         very analogous to what I had mentioned to
19
         Commissioner Bailey in my response a few moments
20
         ago.
                    The Company, I guess in a vacuum, you
21
         would look at it and say "Is the Company
22
23
         profitable? Does it generate enough cash flow to
24
         service its debt and obligations?" And, as a
```

rule, yes, it does. You know, we have an under earning, so we're filing a rate case.

However, it does not have that critical mass to be able to attract lenders that are needed for capital projects to the same extent as its sister subsidiaries. For example, CoBank, which is a key lender for Pennichuck East Utility, which can lend to entities where they service communities on average of 35,000 residents or less, Pittsfield Aqueduct, we've kicked the tires with them in the past as to whether they would be a willing lender for Pittsfield Aqueduct. And it was not of a critical mass or size that was large enough to even be a lendable credit for them.

You know, so, the challenge really comes down to, when you're looking for lenders, is "does it pass muster with lenders?" Not only in its size to be able to attract them as a creditor for the company, but does it also have the financial performance to meet all of the requirements that a lender would request?

You know, could we go out and get a term loan or something like that with a bank for

Pittsfield Aqueduct? Probably. But the terms and conditions of the covenants that would be required by one of those lenders would be far above what our existing rate and revenue structure would allow for us to meet those covenants.

As I've addressed in PWW in the past, the basic threshold for most lenders on a term loan situation for a corporation would be that they have an EBITDA coverage level of 1.25 times EBITDA. And our rate structure doesn't allow for that. We do -- you know, our rate structure is designed to cover costs, not to create excess profits.

So, currently, as I mentioned before, I mean, this is a solid company. In a vacuum, it is creditworthy. But it is not large enough to have access to external credit that our other subsidiaries have utilized.

- Okay. Thank you. So, it sounds like, because it's fundamentally related to the size of the Company, that you don't expect that to change?

 (Goodhue) No. And it's almost exclusively
- related to its size, Chairwoman. And, yes, I do

```
1
         not expect that to change at all. You know, we
 2
         talked about the dynamics of the population we
 3
         serve there not really changing through almost
 4
         the entire time of our ownership there, and we
 5
         don't expect that dynamic to be changing anytime
 6
         soon, unless there's something happening in
 7
         Pittsfield that we're unaware of, as far as a
 8
         population explosion or an industrial base coming
 9
         into place.
10
         Okay. Thank you for that. That's a helpful
11
         explanation.
                    I had an observation just based on the
12
13
         prior testimony about the property taxes, and how
14
         they received a reduction. And then, when you
15
         looked at the Annual Report, at Bates 027, I
16
         think it was Lines 8 and 9 or Lines 7 and 8, was
17
         that reduction reflected in the Annual Report?
18
         (Goodhue) I can speak to that. And, yes. And
    Α
19
         that reduction actually occurred prior to the
20
         years that you see in that Annual Report.
21
    Q
         Okay.
22
         (Goodhue) And I'm trying to remember if it was
23
         three or four years ago. Myself, Mr. Ware, and
24
         external counsel, you know, proceeded on a
```

```
process of seeking a significant abatement of our
 1
 2
         taxes with the Town of Pittsfield, and were able
 3
         to arrive at a settlement with the Town that was
 4
         materially advantageous to our customers at that
 5
         time for several years.
 6
         What was the delta after the abatement?
 7
    Α
         (Goodhue) Being that I'm not 100 percent on that,
 8
         I'm going to ask Mr. Ware if he can offer that up
 9
         please?
10
         (Ware) Yes. So, our taxes in 2000 -- in the year
11
         ending in 12/31/2016 were about $238,000. And,
12
         as you would note from the rate filing, at
         12/31/2019, it's $187,000. So, roughly $51,000
13
14
         reduction in property taxes between 2016 and year
         ending in 2019.
15
16
         (Goodhue) And, if I could add on to what Mr. Ware
17
         said, it is our normal practice, when we see a
18
         requested change in property taxes from a
19
         community that is out-of-line with the investment
20
         that we've made in that community that could
21
         warrant that, we do everything we can to
22
         challenge those assessments, and, in this case,
23
         was very successful.
24
                   And, fortunately, the Town of
```

```
Pittsfield looked at this in the right manner, in
 1
         that we serve a common audience. Their taxpayers
 2
 3
         and our ratepayers are the same people. So, that
 4
         was a beneficial result.
 5
                   CHAIRWOMAN MARTIN: Okay. Thank you
 6
         for those answers. I have no other questions.
 7
                   Ms. Brown, do you have redirect?
                   MS. BROWN: I do have one redirect.
 8
 9
         And where this is a panel, my brief question is
10
         to Mr. Laflamme.
11
                      REDIRECT EXAMINATION
12
    BY MS. BROWN:
1.3
         And, Mr. Laflamme, Commissioner Bailey got into
14
         the record the question or the issue about how
         the rate of return is used to measure whether a
15
16
         utility needs a bump in its -- or, increase in
17
         its revenue requirement. You heard the
18
         explanation given by the Company. And I wanted
19
         to offer you an opportunity if you had anything
20
                 That is my question. Do you have
         to add?
21
         anything to add to their explanation to that
22
         question?
23
         (Laflamme) Well, the fact that the rate of return
24
         component is really a holdover from the
```

```
original -- what I say is the original docket, DW
 1
 2.
         11-026, and which -- whereby the rate mechanism
 3
         in that docket included a rate of return
 4
         component.
 5
                   The rate mechanism that's being
 6
         requested or modified, similar to Pennichuck
 7
         Water Works and Pennichuck East Utility, no
         longer have a rate of return component per se.
                                Thank you. That was the
 9
                   MS. BROWN:
10
         only question I had. Thank you.
11
                   CHAIRWOMAN MARTIN: Ms. Fabrizio?
                   MS. FABRIZIO: I have no actual
12
1.3
         questions for Mr. Laflamme. But, if you have
14
         anything to add after the questions and answers
15
         that you have heard this afternoon, Mr. Laflamme,
16
         please let us know?
17
                   WITNESS LAFLAMME: I do not.
18
                   MS. FABRIZIO: Thank you.
19
                   CHAIRWOMAN MARTIN: Thank you.
20
         Commissioner Bailey, did you have any follow-up
21
         to that testimony?
22
                   CMSR. BAILEY: Nope. No thank you.
                                                         Ι
23
         understand.
24
                   CHAIRWOMAN MARTIN: All right. So,
```

48

1 without objection, and pursuant to the 2. stipulation, we will strike ID on Exhibits 1 through 3 and admit those as full exhibits. 3 4 Is there anything else we need to cover 5 before we hear closings? 6 [No verbal response.] 7 CHAIRWOMAN MARTIN: Okay. Seeing none. Ms. Fabrizio. You're on mute. 8 MS. FABRIZIO: My apologies. 9 Thank 10 you, Madam Chair. 11 Staff supports the Company's request 12 for temporary rates in this docket. Staff 1.3 believes that the Company's Petition for 14 Temporary Rates meets the applicable requirements 15 of RSA 378:27, and that appropriate customer 16 rates will result when permanent rates are 17 ultimately approved and the temporary rates are reconciled at the conclusion of this docket 18 19 proceeding. 20 The Company has provided adequate 21 notice to its customers of the proposed temporary 2.2 rate impact. And, based on a preliminary review 23 of the Company's permanent rate petition and

24

related filings, Staff finds that the temporary

rate proposal is reasonable and in the public interest.

1.3

2.1

2.2

Staff also supports approval of the Settlement presented today as Exhibit 2, which establishes an appropriate framework with which to proceed in considering the Company's request for a permanent change in rates.

Staff therefore recommends that the Commission approve the Petition for Temporary Rates and the Settlement before it today.

Thank you.

CHAIRWOMAN MARTIN: Thank you. And Ms. Brown.

MS. BROWN: Thank you, Commissioners, for your time today and assistance in rounding out the record for this docket. Appreciate that.

The points that the Company made
through its witnesses today make moot my need for
an extensive closing. The Staff and the Company
worked together in getting a settlement
agreement. And we respectfully request the
Commission approve the terms of that Settlement
Agreement for the reasons stated by the
witnesses.

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The Commission does have the authority, under RSA 38 [RSA 378?], to award temporary rates. Both Staff and the Company witnesses are of the opinion that the proposed rates will result in just and reasonable rates for customers. This is based on the books and records on file and the testimony that you have heard today.

Also, for the reason that the effective date complies with the Commission's rules, in that it is being proposed on a service-rendered basis, that is another reason why the Commission should find that the Temporary Rate Settlement Agreement is in the public interest.

Lastly, the proposed Settlement is also consistent with the 1980 Appeal of Pennichuck case as to the effective date of temporary rates.

So, for all of those reasons, we respectfully request that you approve the Settlement Agreement. And thank you again for your time today.

CHAIRWOMAN MARTIN: All right. Thank you. And I want to thank you all for the level of detail you walked through to support the

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Agreement today, and we appreciate that very
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          much.
                    And, with that, we'll close the record
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          and take this matter under advisement and issue
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          an order. Thank you, all. We are adjourned.
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                     (Whereupon the hearing was adjourned
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                    at 2:43 p.m.)
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