

DE 12-295
 Power New England LLC
 Petition for Review of Certain Charges to Competitive Suppliers

Response of North American Power and Gas, LLC to
 Data Requests from Commission Staff – Set #1

Received on April 16, 2013
 Responded to on April 30, 2013
 Responding witness: Taff Tschamler

Data Request Staff-NAPG 1-1

Reference Testimony, page 4, lines 12-22: Please provide details of the costs normalized by number of customers (cost per customer) and total revenue (percentage).

Response

Based on my review of the PSNH CEPS charges in its tariff, I estimate the average cost per customer for PSNH CEPS charges to be \$13.40 per customer for the first year of service and the percentage of total annual revenue to be 2.2%. The assumptions and calculations are shown in the table below.

Category	Amount	Units	Monthly Calculations				
			Meters	Billing fee	Receivables	Collections Fee	
Number of customers	25,000	meters					
Assumed annual use	8,000 kWh	per year	Month 1	25,000	\$ 12,500	\$ 1,250,000	\$ 3,150
Assumed annual supply price	7.5 cents/kWh		Month 2	24,625	\$ 12,313	\$ 1,231,250	\$ 3,103
Annual per customer revenue	\$ 600.00	dollars	Month 3	24,379	\$ 12,189	\$ 1,218,938	\$ 3,072
% of NAPG customers that switch away	2%	monthly % meters drop	Month 4	24,135	\$ 12,067	\$ 1,206,748	\$ 3,041
No of customers that leave NAP over 12 mo	2,730	meters	Month 5	23,894	\$ 11,947	\$ 1,194,681	\$ 3,011
Monthly average accounts receivable	\$ 1,250,000	dollars	Month 6	23,655	\$ 11,827	\$ 1,182,734	\$ 2,980
Selection charge	\$ 5.00	dollars per enroll/drop	Month 7	23,418	\$ 11,709	\$ 1,170,906	\$ 2,951
Collections service charge	0.00252%	% of accounts receivable	Month 8	23,184	\$ 11,592	\$ 1,159,197	\$ 2,921
Billing and payment service charge	\$ 0.50	dollars per bill per month	Month 9	22,952	\$ 11,476	\$ 1,147,605	\$ 2,892
			Month 10	22,723	\$ 11,361	\$ 1,136,129	\$ 2,863
CEPS Charges for 25,000 customers			Month 11	22,495	\$ 11,248	\$ 1,124,768	\$ 2,834
Selection charge	\$ 138,648		Month 12	22,270	\$ 11,135	\$ 1,113,520	\$ 2,806
Billing and payment charge	\$ 141,365			2,730	\$ 141,365	\$ 14,136,477	\$ 35,624
Collections services charge	\$ 35,624						
Total	\$ 315,637						
Cost per customer	\$ 13.40						
Percent of revenue	2.2%						

Electricity N.H., LLC d/b/a ENH Power
Docket No. DE 12-295

PSNH Data Requests Set 1
Request No. PSNH-8

Dated April 16, 2013
Witness: Kevin Dean

Request:

Does ENH receive any value from the billing services PSNH provides?

Response:

Yes.

Electricity N.H., LLC d/b/a ENH Power
Docket No. DE 12-295

PSNH Data Requests Set 1
Request No. PSNH-21

Dated April 16, 2013
Witness: Kevin Dean

Request:

Does ENH receive any value from using PSNH's collections service?

Response:

Yes.

DE 12-295

**Petition for Review of Public Service Company of New Hampshire's Services and Charges
to Competitive Electric Suppliers**

Response of North American Power and Gas, LLC to
Data Requests from Public Service Company of New Hampshire – Set #1

Received on April 16, 2013

Responded to on April 30, 2013

Responding witness: Taff Tschamler

Data Request PSNH-NAPG 1-6

Does NAPG receive any value from using PSNH's billing and payment service?

Response

Yes.

DE 12-295

**Petition for Review of Public Service Company of New Hampshire's Services and Charges
to Competitive Electric Suppliers**

Response of North American Power and Gas, LLC to
Data Requests from Public Service Company of New Hampshire – Set #1

Received on April 16, 2013
Objected to on April 26, 2013
Responded to on April 30, 2013
Responding witness: Taff Tschamler

Data Request PSNH-NAPG 1-18

Does NAPG receive any value from using PSNH's collection service?

Objection

NAPG objects to this request as not relevant to the scope of this proceeding, namely, the reasonableness of and legal basis for the PSNH CEPS charges. Further objecting, the extent to which a particular CEPS may or may not value services offered by PSNH is not relevant to this proceeding.

Response

Notwithstanding the foregoing objection, NAPG responds by stating yes, but that NAPG is still assessing the value of PSNH collection services as NAPG gains experience with PSNH efforts.

**PUC Docket No. DE 12-295
RESA Responses to
PSNH Data Requests**

Date of Request: April 16, 2013 **Date of Response:** April 30, 2013

Q-PSNH 1-7. Do competitive suppliers, such as RESA's members, receive any value from the billing and payment services PSNH provides?

Witness: **Allegretti**

Response: Yes

**PUC Docket No. DE 12-295
RESA Responses to
PSNH Data Requests**

Date of Request: April 16, 2013 **Date of Response:** April 30, 2013

Q-PSNH 1-16. Do competitive suppliers, such as RESA's members, receive any value from PSNH's collections activities?

Witness: **Allegretti**

Response: In the normal course of business RESA members would expect to receive some value from PSNH collections activities whenever those collection activities include the collection of supplier charges.