

THE STATE OF NEW HAMPSHIRE
BEFORE THE NEW HAMPSHIRE PUBLIC UTILITIES COMMISSION
PREPARED TESTIMONY OF DANIEL J. LUDWIG
2017 DEFAULT ENERGY SERVICE RATE CHANGE
Docket No. DE 16-XXX

1 **Q. Please state your name, business address and position.**

2 A. My name is Daniel J. Ludwig. My business address is One NSTAR Way,
3 Westwood, MA. I am employed by Eversource Energy as a Team Leader in the
4 Sales and Revenue forecasting group. Eversource Energy provides centralized
5 service to Public Service Company of New Hampshire d/b/a Eversource Energy
6 (“Eversource”).

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

8 A. Yes, I have.

9 **Q. Please describe your educational background.**

10 A. I graduated from the University of Massachusetts in Amherst, MA in 2006 with a
11 Bachelor of Science degree in Plant and Soil Sciences with a minor in Managerial
12 Economics. I also graduated from the University of Massachusetts in Amherst,
13 MA in 2008 with a Master’s of Science in Resource Economics with a
14 concentration in Econometrics.

1 **Q. Please describe your professional experience.**

2 A. Upon graduation from the University of Massachusetts in Amherst, I was hired by
3 Northeast Utilities (now Eversource Energy) in the Load Forecasting Department
4 and have held numerous titles each with increasing responsibility through my
5 current position as Team Leader.

6 **Q. What are your current responsibilities?**

7 A. I am currently responsible for sales and revenue forecasting of all electric operating
8 companies within Eversource.

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

10 A. Consistent with Order No. 25,614 (December 27, 2013) in Docket No. DE 13-275,
11 the purpose of my testimony is to present and discuss a customer migration forecast
12 that Eversource has developed as a requirement of this 2017 Energy Service rate
13 docket.

14 **Q. Were there any changes in the forecasting methodology?**

15 A. Eversource customer migration was forecasted using the same econometric
16 modeling techniques previously presented in Docket No. DE 14-235. Similar to
17 the June 17, 2016 filing in Docket No. 15-415, the model structure evaluates only
18 residential, small commercial and industrial (C&I) and street lighting historical
19 migrated load as a function of competitive suppliers' price of electricity. When the

1 price of electricity offered by competitive suppliers falls, customers tend to migrate
2 to those suppliers. And when those prices rise, customers tend to migrate back to
3 Eversource. The forecasting model does not evaluate total retail migrated load due
4 to the change in rules which discourages medium and large C&I customers from
5 seasonally switching between Eversource and competitive suppliers for their
6 energy needs. Medium and large C&I customers who desire to return to
7 Eversource would return to a monthly market rate and not the standard averaged
8 energy rate, unless they agree to return for 12 consecutive months. Forecasted
9 migration for medium and large C&I customers will be held constant based on their
10 most recent available migration level.

11 **Q. What are the results of this forecast?**

12 A. The updated Eversource migration forecast provided in Exhibit DJL-1 and Exhibit
13 DJL-2, assumes an average migration of 56.9 percent in 2017, while the prior
14 forecast estimated 54.5 percent migration for 2016, representing a 2.4 percent
15 change.

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

17 A. Yes, it does.