THE STATE OF NEW HAMPSHIRE

BEFORE THE NEW HAMPSHIRE PUBLIC UTILITIES COMMISSION

PUBLIC SERVICE COMPANY OF NEW HAMPSHIRE
D/B/A EVERSOURCE ENERGY

PREPARED TESTIMONY OF DANIEL J. LUDWIG

2018 ENERGY SERVICE RATE CHANGE

Docket No. DE 17-xxx

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

2 A.   My name is Daniel J. Ludwig. My business address is 247 Station Drive,

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 Energy.

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 2018 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, DE 15-415

17   and DE 16-822. Similar to the September 30, 2016 filing in Docket No. DE 16-

18   822, the model structure evaluates only residential, small commercial and industrial

1   (C&I) and street lighting historical migrated load as a function of competitive

2   suppliers' price of electricity.   When the price of electricity offered by competitive

3   suppliers falls, customers tend to migrate to those suppliers. And when those prices

4   rise, customers tend to migrate back to Eversource. The forecasting model does not

5   evaluate total retail migrated load due to the change in rules which discourages

6   medium and large C&I customers from seasonally switching between Eversource

7   and competitive suppliers for their energy needs. Medium and large C&I

8   customers who desire to return to Eversource would return to a monthly market rate

9   and not the standard averaged energy rate, unless they agree to return for 12

10   consecutive months. Forecasted migration for medium and large C&I customers

11   will be held constant based on their most recent available migration level.

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

13   A.   The updated Eversource migration forecast provided in Exhibit DJL-1 and Exhibit

14   DJL-2, assumes an average migration of 58.6 percent in 2018, while the prior

15   forecast estimated 58.4 percent migration for 2017, representing a 0.2 percent

16   change.

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

18   A.   Yes, it does.