



**THE STATE OF NEW HAMPSHIRE  
BEFORE THE  
PUBLIC UTILITIES COMMISSION**

**DG 18-094**

**DIRECT TESTIMONY OF**

**GEORGE E. SANSOUCY, P.E.**

**November 15, 2018**

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

2. **A.** George E. Sansoucy. I am the owner of George E. Sansoucy, P.E., LLC, 279  
3. Main Street, Lancaster, NH 03584. I am testifying on behalf of the Town of  
4. Epping, an Intervenor in this docket.

5.

6. **Q. Please state your educational background and professional qualifications  
7. that are relevant to your testimony.**

8. **A.** I have a Bachelor and a Master of Science degree in Civil Engineering. I am a  
9. Registered Professional Engineer in New Hampshire and I am a Certified General  
10. Appraiser in New Hampshire, as well as Connecticut, Maine, Michigan, Missouri,  
11. New York, Ohio, Rhode Island, South Carolina, Texas, Vermont and Virginia.  
12. My firm, George E. Sansoucy, P.E., LLC, provides consulting, engineering and  
13. valuation services to clients throughout the United States. The firm's two primary  
14. services are: 1) the analysis and valuation of public utility infrastructure, energy  
15. projects, and complex industrial properties; and, 2) consultation services on  
16. energy and regulatory matters involving the public and private utility sector in the  
17. United States. I have testified in legal and regulatory proceedings before state and  
18. federal courts and administrative agencies, including the New Hampshire Public  
19. Utilities Commission.

1. **Q. Were you engaged by the Town of Epping to advise it with respect to**  
2. **preparing and reviewing a Request for Proposals (RFP) for natural gas**  
3. **utility service within the Town of Epping?**

4. **A.** Yes I was engaged to advise the Epping Selectmen on these matters.

5.  
6. **Q. How did you come to assist the Selectmen in this RFP process?**

7. **A.** Our firm provides utility assessing services to the Town of Epping. When the  
8. Selectmen informed me that there was an expression of interest by two different  
9. natural gas utilities (Northern Utilities and Liberty Utilities) to provide natural gas  
10. service to the Town of Epping, its residents and businesses, I advised the  
11. Town that the filing of a Petition to provide natural gas service by one utility or  
12. another does not produce a review process before the PUC that evaluates what  
13. utility can provide the best service at the most favorable prices and build out  
14. proposals. It was suggested that an RFP for natural gas service could be a good  
15. mechanism to allow the Selectmen to receive competing proposals, and to then  
16. enable the Selectmen to evaluate which of the competing proposals for natural gas  
17. service might best serve the Town of Epping, its residents and businesses. The  
18. Selectmen decided they wanted my firm to assist them in preparing an RFP for  
19. natural gas service in Epping, and then provide the Board with an analysis of the  
20. RFP responses measured against the criteria that the Selectmen believed were in  
21. the best interest of the Town of Epping, its residents and businesses.

1. **Q. Did you assist the Town in preparing the RFP for natural gas distribution**  
2. **services that was approved and issued by the Epping Board of Selectmen?**

3. **(See RFP attached as Exhibit 1).**

4. **A.** Yes I did.

5.

6. **Q. What natural gas service utility companies responded to the Town of**  
7. **Epping's RFP?**

8. **A.** Northern Utilities and Liberty Utilities.

9.

10. **Q. Did you provide a report to the Town of Epping Selectmen that provided a**  
11. **comparative analysis of the RFP responses by Northern Utilities and Liberty**  
12. **Utilities?**

13. **A.** Yes I did. (See Comparative Analysis of the Retail Natural Gas Service Proposals  
14. Submitted to the Town of Epping From Liberty Utilities and Northern Utilities,  
15. dated October, 2018, attached).

16.

17. **Q. Did the Town of Epping Selectmen indicate certain priorities that are set**  
18. **forth in your report?**

19. **A.** Yes, those priorities are outlined on page 33 of my report.

1. **Q. Based on the Selectmen's priorities, did your report make a recommendation**  
2. **as to which of the RFP proposals best met those priorities?**

3. **A.** Yes, the report concluded that the proposal submitted by Liberty Utilities met the  
4. priorities set forth by the Selectmen better than the proposal submitted by  
5. Northern Utilities. As such, the Liberty Utilities proposal should be selected to  
6. provide natural gas distribution service to the Town of Epping community.

7. See report at pages 33-34.

8.

9. **Q. Did the Epping Selectmen take action to express a preference?**

10. **A.** Yes, following an extended discussion, the Board voted to express preference for  
11. the Liberty Utilities RFP response over the Northern Utilities RFP response.

12. Further, the Board requested that the PUC suspend its review of the Northern  
13. Utilities Petition to provide natural gas service in Epping for a short period of

14. time to allow Liberty Utilities to submit its own Petition to provide natural gas

15. service in Epping, thereby affording the PUC, Epping and the public to evaluate

16. these competing applications, just as the Selectmen had done through the RFP

17. process.

18.

19. **Q. Does that conclude your testimony?**

20. **A.** Yes.