

**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**

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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.