

Prefiled Testimony of Francis X. Wells

**NORTHERN UTILITIES, INC.
NEW HAMPSHIRE DIVISION
SUMMER PERIOD 2010
COST OF GAS ADJUSTMENT FILING
PREFILED TESTIMONY OF
FRANCIS X. WELLS**

1 **I. INTRODUCTION**

2 Q. Please state your name, business address, and position.

3 A. My name is Francis X. Wells. I am Senior Energy Trader for Unitil Service Corp. (“Unitil”).
4 My business address is 6 Liberty Lane West, Hampton, NH.

5 Q. Please describe your relevant educational and work experience.

6 A. I received my Bachelor of Arts Degree in both Economics and History from the University
7 of Maine in 1995. I joined Unitil in September 1996, assisting in the planning and operation
8 of both electric power and natural gas supply portfolios. Since January 2001, I have worked
9 as a Senior Energy Trader in the Energy Contracts Department. I have responsibilities in
10 the areas of (1) energy supply acquisition, including natural gas supply procurement and
11 electric default service purchasing; (2) regulatory testimony and reporting; (3) budgeting for
12 both natural gas and electric supply; and (4) long-term supply planning.

13 Q. Have you previously testified before the New Hampshire Public Utilities Commission
14 (“Commission”)?

15 A. Yes. I have testified as Northern’s gas supply witness before the Commission in Northern’s
16 Cost of Gas Factor (“COG”) filings since Unitil Corporation acquired Northern in
17 December 2008. I have also testified numerous times before the Commission on behalf of
18 Northern’s affiliate, Unitil Energy Systems, Inc. on electric supply related matters.

1 Q. Please explain the purpose of your prefiled direct testimony in this proceeding.

2 A. First, I will provide an overview of Northern's sales and sendout projections for the 2010
3 Summer Period Cost of Gas ("COG").

4 Second, I will provide a summary of Northern's natural gas supply portfolio which will be
5 used to meet these supply requirements.

6 Next, I will provide a detailed forecast of the gas supply cost based on the sendout forecast
7 and the natural gas supply portfolio. The gas supply cost forecast includes the following
8 items:

- 9 • Fixed Demand Costs, including reservation and demand charges for supply
10 contracts, transportation contracts and storage contracts that are part of
11 Northern's wholesale portfolio of contracts and any projected offsets due to
12 Northern's capacity assignment program or the optimization of Northern's
13 portfolio through capacity release contracts or asset management contracts. The
14 Fixed Demand Cost forecast is updated once annually for COG rates effective
15 November 1 each year.
- 16 • Variable Commodity Costs, including any variable supply and transportation or
17 storage charges to be incurred to deliver natural gas commodity to meet
18 Northern's projected sendout requirements.
- 19 • Gains or Losses of Northern's Hedging Program
- 20 • Projected Storage Inventory costs and balances

1 I have provided these materials to James Simpson, Vice President of Concentric Energy
2 Advisors, who used them as inputs to calculate the proposed COG rates.

3 I will also provide the Commission a hedging plan for the period of May 2011 through April
4 2012, and with updates to the hedging plans for the summer of 2010 and the winter of 2010-
5 2011. Northern filed proposed modifications to the hedging program on August 7, 2009, in
6 Docket DG 09-141. Through subsequent discovery and exchanges at technical conferences
7 with the Staffs of both the New Hampshire and Maine Commissions, Northern believes
8 there is a consensus on how the program should proceed. At the technical conference held
9 on February 9, 2010, Northern agreed to provide the Commission with its most recently
10 revised hedging plan as part of this Cost of Gas filing.

11 Finally, I will provide an update on the Company's ongoing litigation with the Portland
12 Natural Gas Transmission System ("PNGTS"). The Commission granted Northern
13 approval to recover PNGTS litigation expenses incurred from December 1, 2008 through
14 August 31, 2009 in its 2009 / 2010 Winter COG rates, in Docket DG 09-167. Northern is
15 not seeking recovery of PNGTS litigation expenses incurred since September 2009 in this
16 Summer 2010 filing, but intends to seek full recovery of PNGTS litigation expenses incurred
17 since September 2009 beginning with its 2010-2011 Winter COG filing, in a manner similar
18 to the expenses approved by the Commission in DG 09-167¹.

¹ Northern acknowledges that the Commission's order approving recovery of the PNGTS litigation expenses incurred from December 2008 through August 2009 in DG 09-167 did not set any precedent in regards to the treatment of future costs of this nature.

1 **II. SALES AND SENDOUT FORECAST**

2 Q. How does the Company forecast firm distribution deliveries?

3 A. To forecast metered distribution deliveries² for the Company's residential, small commercial
4 and larger industrial/commercial classes, the Company has utilized time-series techniques to
5 develop two forecast models: use-per-meter and the number of meters. The growth rates
6 for customers (meters) and use-per-meter from these models are applied to the most recent
7 data normalized for weather; the forecast monthly billed deliveries for each customer class
8 was calculated by multiplying forecast customers times forecast use-per-customer. Forecast
9 deliveries for the large commercial customers with special contracts were developed
10 separately for each of these customers.³

11 Q. Please provide the forecast distribution deliveries, meter counts and use-per-meter figures
12 utilized in this COG filing and a comparison of this forecast to weather normalized data for
13 prior periods.

14 A. I have prepared Table 1, below, which provides a summary of the company's forecast of
15 total billed distribution deliveries.

16

² In my testimony I use the term "deliveries" to refer to the volumes or quantities of gas that are distributed to the premises of sales customers and transportation customers. I use the term "sales customer" to refer to a gas customer who receives bundled distribution and gas supply service from Northern. Finally, I use the term "transportation customer" to refer to a gas customer who receives distribution service from Northern and gas supply service from a competitive retail supplier.

³ When forecasting the Large General rate classes (G42 & T42, G52 & T52 and Special Contracts), the Company utilizes individual customer forecasts through the first full calendar year of the forecast. Thereafter, the Company relies on its forecast of use-per-meter and the number of meters for each rate class. Since this COG filing relies solely on forecast data within the first calendar year, the Large General forecast is based on the individual forecasts.

Table 1. 2010 Summer New Hampshire Division Metered Deliveries Forecast Compared to Prior Years							
Month	2010 ¹	2009 ²	Change over Prior Year	Percent Change	2008 ³	Change over Prior Year	Percent Change
May	432,762	437,655	-4,893	-1.12%	537,641	-104,879	-19.51%
Jun	342,189	317,236	24,952	7.87%	388,205	-46,017	-11.85%
Jul	284,559	281,438	3,121	1.11%	381,822	-97,263	-25.47%
Aug	270,037	266,995	3,042	1.14%	270,911	-874	-0.32%
Sep	310,686	307,587	3,099	1.01%	290,395	20,291	6.99%
Oct	352,562	349,364	3,199	0.92%	357,596	-5,034	-1.41%
Off-Peak	1,992,795	1,960,274	32,521	1.66%	2,226,571	-233,775	-10.50%

- 1
- 2 Note 1: Company Forecast.
- 3 Note 2: Actual Weather-Normalized Data.
- 4 Note 3: Actual Weather-Normalized Data.

5 I provide a detailed review of Northern’s forecast of metered distribution deliveries, meter
 6 counts and use-per-meter calculations for the 2010 Off-Peak Period in Attachment 1 to
 7 Schedule 10B. Page 1 of this Attachment 1 provides total data for the New Hampshire
 8 Division. Pages 2, 3 and 4 provide data for non-heating residential rate classes, heating
 9 residential rate classes and commercial and industrial rate classes, respectively. The top
 10 section of each page provides the 2010 Summer Period distribution deliveries forecast and a
 11 comparison of that forecast to actual, weather normalized data for the 2009 and 2008
 12 Summer Periods. The changes in the distribution deliveries from the prior period are
 13 explained in terms of changes in meter counts and changes in use-per-meter. The middle
 14 section of each page presents forecasts and a comparison to prior period actual meter
 15 counts. The bottom section of each page of Attachment 1 to Schedule 10B provides
 16 calculations of the use-per-meter, which have been made using the distribution deliveries
 17 and meter count data presented in the top and middle sections of the page.

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 19

1 Q. Please provide the Company's forecast of sales service deliveries and city-gate receipts
 2 required to meet the projected sales service deliveries.

3 A. In order to prepare this COG filing, Northern reduced its total distribution deliveries
 4 forecast to reflect only the distribution deliveries to those customers taking sales service. My
 5 commodity cost forecast, which I present later, reflects only the projected costs to serve
 6 Northern's sales service obligations. Customers electing transportation-only service reflect a
 7 substantial portion of Northern's total distribution deliveries, however the cost of gas for
 8 these customers is not reflected in this COG filing because such costs is determined by the
 9 private contractual arrangements between the customers and their retail marketers.

10 I have prepared Table 2, below, which provides a summary of the Company's forecast of
 11 Total Deliveries, Sales Service Deliveries and City-Gate Receipts to meet the Sales Service
 12 Deliveries⁴.

Table 2. Required City-Gate Receipts Summary			
Month	Total Deliveries (Dth)	Sales Service Deliveries (Dth)	City-Gate Receipts (Dth)
May-10	432,762	232,685	232,872
Jun-10	342,189	156,509	166,077
Jul-10	284,559	109,067	105,222
Aug-10	270,037	96,763	103,049
Sep-10	310,686	116,545	108,369
Oct-10	352,562	136,291	142,055
Off- Peak	1,992,795	847,861	857,644

13

⁴ When I use the term "City-Gate Receipts to meet the Sales Service Requirements", I refer to the volume of gas needed to be received by the distribution system in order to deliver the projected volumes of sales service. These volumes could be delivered either from the Company's interconnection with Granite State Gas Transmission, an affiliated pipeline, the Company's interconnection with the Maritimes and Northeast, LLC or the Company's LNG facility.

1 I have also prepared Attachment 2 to Schedule 10B, which provides the back-up calculations
2 to this forecast. On Page 1 of Attachment 2, I present my calculation of the sales service
3 deliveries by rate class. I calculated sales service deliveries by rate class by multiplying the
4 2010 forecast distribution deliveries and the Company's forecast of the ratio of sales service
5 deliveries to total distribution deliveries for each rate class. The sales service deliveries for
6 each rate class were summed to determine the total sales service deliveries for the New
7 Hampshire Division.

8 On Page 2 of Attachment 2 to Schedule 10B, I present my calculations of the city-gate
9 receipts. First, I estimated Company Use by multiplying the forecast Total Deliveries
10 (provided in Attachment 1 to Schedule 10B) and the estimated ratio of Company-Use to
11 Total Deliveries. Then, I added Company Use to the total Sales Service Deliveries,
12 calculated on Page 1 ("Sales Service plus Company Use"). Finally, I multiplied the monthly
13 Sales Service plus Company Use times the estimate of the monthly ratio of Receipts to
14 Deliveries. Each of the ratios used in these calculations was based on recent historical actual
15 data.

16 **III. NORTHERN'S GAS SUPPLY PORTFOLIO**

17 Q. Please provide an overview of the gas supply portfolio that the Company uses to supply its
18 sales customers.

19 A. I have prepared Table 3, below, which provides an overview of the sources of supply
20 available to Northern through its portfolio of long-term contracts, including transportation
21 contracts, storage contracts, peaking supply contracts and an exchange agreement with Bay
22 State Gas Company.

Table 3. Northern Capacity by Source of Supply	
Supply Source:	Northern Deliverable Capacity (Dth per Day)
Chicago (Interconnection of Alliance and Vector Pipelines)	6,433
Empress, Alberta	1,095
Niagara (Interconnection of TransCanada and Tennessee Pipelines)	3,280
Tennessee Production Area	13,089
*Washington 10 Storage	32,835
Tennessee Firm Storage - Market Area	2,640
Peaking Supply 1	4,975
*Peaking Supply 2	52,735
Lewiston, ME LNG Facility	10,000
Total Deliverable Capacity	127,081

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* indicates that the capacity is deliverable only during the months of November through March.

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4

I have prepared a capacity path diagram and capacity path detail for each of the supply sources listed above, showing the transportation, storage and long-term supply contracts required to provide the Northern Deliverable Capacity listed each source of supply. This information is found in Schedule 12.

5

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Northern's portfolio of transportation contracts includes contracts with Granite State Gas Transmission, Inc. ("GSGT" or "Granite"), Tennessee Gas Pipeline Company ("TGP" or "Tennessee"), Portland Natural Gas Transmission System ("PNGTS"), TransCanada

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10

1 Pipelines Limited, Transportation (“TransCanada”), Vector Pipeline L.P. (“Vector”),
2 Algonquin Gas Transmission Company (“Algonquin”), Iroquois Gas Transmission System,
3 L.P. (“Iroquois”) and Texas Eastern Transmission System, L.P. (“Texas Eastern” or
4 “TETCO”). The gas supply portfolio also includes long-term storage contracts with
5 Washington 10 Storage Corporation (“Washington 10” or “W10”), Tennessee and Texas
6 Eastern, as well as long-term peaking supply contracts, Distrigas of Massachusetts
7 Corporation (“Peaking Supplier 1”) and FPL Energy Power Marketing, Inc. (“Peaking
8 Supplier 2”). Finally, as I mentioned previously, the gas supply portfolio consists of an
9 exchange agreement with Bay State Gas Company (“BSG Exchange” or “Bay State
10 Exchange Agreement”). Northern also owns and operates a Liquefied Natural Gas
11 (“LNG”) facility in Lewiston, ME, which is capable of producing approximately 10,000 Dth
12 per day and storing approximately 12,000 Dth of LNG.

13 I have prepared the capacity path diagrams and capacity path details in Schedule 12 in order
14 to show how Northern has combined its transportation, storage and peaking supply
15 contracts, along with the BSG Exchange, in order to move natural gas supplies from the
16 sources of supply listed in Table 3 to Northern’s distribution system. Each of these
17 contractual arrangements represents a segment in one or more capacity paths. The capacity
18 path diagrams show how each segment in the path is interconnected within the path. The
19 capacity path details provide basic contract information, such as product (transportation,
20 storage, peaking supply or exchange), vendor, contract ID number, contract rate schedule,
21 contract end date, contract maximum daily quantity (“MDQ”), contract availability (year-
22 round or winter-only), receipt and delivery points of the contract and interconnecting
23 pipelines with the contract delivery point.

1 Q. Has the Company entered into any long-term releases of capacity?

2 A. Yes. The Company has found that some of its Algonquin and Texas Eastern transportation
3 contracts were not highly utilized by Northern, but were highly valued in the market-place.
4 Northern has permanently released the Algonquin and Texas Eastern contracts contributing
5 to the majority of costs for the capacity paths, listed in Table 4, below.⁵ These releases are at
6 the maximum allowable rates, benefiting customers by fully recovering the costs of the
7 released contracts. As a result, capacity from these supply sources is no longer deliverable.
8 Pages 9 and 10 of Schedule 12 also contains capacity path diagrams and capacity path details
9 of these released capacity paths in order to provide a complete picture of the contracts,
10 which Northern continues to seek the permanent release of.

Table 4. Released Capacity	
Supply Source:	Northern Deliverable Capacity (Dth per Day)
Texas Eastern Production and Storage & Algonquin (Centerville, NJ)	286
Texas Eastern Zone M3	965
Total Released Capacity	1,251

11

12 Q. Please describe the Company's process for procuring its gas supply commodity supplies.

13 A. Effective with the upcoming RFP, Northern's practice to secure its gas supply commodity
14 supplies through annual requests-for-proposal ("RFP") for terms beginning April 1 through

⁵ Northern has the right to a single recall of its permanent releases of Algonquin contract number 93201A1C and Texas Eastern contract number 800384.

1 March 31 each year. Northern plans to issue an RFP during the month of February 2010 for
2 the purpose of procuring the supplies necessary to meet its projected requirements for the
3 period beginning April 2010 through March 2011. These supplies include summer re-fill of
4 underground storage and projected baseload supplies for the upcoming 12-month period.
5 The Company plans to continue to utilize asset management relationships with most of its
6 suppliers in order to optimize delivered supply costs for Northern's customers.

7
8 **IV. GAS SUPPLY COST FORECAST**

9 Q. Please provide an overview of the Company's estimated gas supply costs that you provided
10 to Mr. Simpson to calculate the 2010 Off-Peak COG.

11 A. I have provided Mr. Simpson the following cost estimates, which he used to calculate the
12 proposed COG.

- 13 • The fixed demand cost forecast, including revenue offsets due to capacity release
14 and asset management activities, which was used to calculate the 2009 / 2010
15 Peak COG.
- 16 • Projected New Hampshire Division Capacity Assignment program demand
17 revenues.
- 18 • An updated commodity cost forecast for the 2010 Off-Peak Period.
- 19 • Estimated impact of Northern's financial hedging program for the 2010 Off-
20 Peak Period.

21 Q. Please provide Northern's demand cost forecast.

1 A. This filing continues the demand cost forecast provided to the Commission for the 2009 /
 2 2010 Peak COG filing. Please refer to Table 5, below, titled, "Summary of Estimated Fixed
 3 Demand Costs."

Table 5. Summary of Estimated Fixed Demand Costs November 1, 2009 through October 31, 2010			
Line	Description	Amount	Reference
1.	Pipeline Demand Costs	\$ 6,642,704	Schedule 5A, Page 2 - Pipeline Allocated Cost
2.	Storage	\$ 19,732,486	Schedule 5A, Page 2 - Storage Allocated Cost plus Page 3 - Annual Fixed Charges
3.	Peaking	\$ 5,040,783	Schedule 5A, Page 2 - Peaking Allocated Cost plus Schedule 5A, Page 4 - Annual Fixed Charges
4.	Asset Management and Capacity Release Revenue	\$ (4,335,643)	Schedule 5A, Page 5 - Total Projected Capacity Releases
5.	Total Demand Costs	\$ 27,080,330	Sum Lines 1 through 4.

4
 5 I present the detailed calculations of this demand cost forecast in Schedule 5A. On page 1
 6 of the Schedule 5A, I have calculated the annual demand cost forecast for Northern's
 7 portfolio of transportation contracts. On page 2 of Schedule 5A, I designate each
 8 transportation contract as a pipeline, storage or peaking resource and allocate transportation
 9 costs based upon these designations. Pages 3 and 4 of Schedule 5A provide my calculations
 10 of demand costs for storage and peaking supply contracts, respectively. On page 5 of
 11 Schedule 5A, I forecast the capacity release and asset management revenue the Company
 12 expects to receive for the 2009 / 2010 gas year.

13 Q. Please provide the Northern's forecast of Capacity Assignment Demand Revenues for the
 14 New Hampshire Division.

15 A. When a retail marketer enrolls one of Northern's New Hampshire Division customers, the
 16 retail marketer is assigned a portion of Northern's capacity, pursuant to the Northern's

1 Delivery Service Terms and Conditions for the New Hampshire Division. This filing
2 continues the capacity assignment demand revenue forecast for the New Hampshire
3 Division, which was provided to the Commission for the 2009 / 2010 Winter COG filing.
4 Northern estimated annual capacity assignment demand revenues for November 2009
5 through March 2010 of \$1,657,812. I present the detailed calculations of this figure in
6 Schedule 5B. On page 1 of Schedule 5B, I present a summary of the Company's forecast of
7 New Hampshire Division capacity assignment demand revenues. On pages 2 through 6 of
8 Schedule 5B, I present the Company's detailed calculations for each component of capacity
9 assignment, itemized on page 1 of Schedule 5B.

10 Q. Please describe Northern's process for forecasting commodity costs.

11 A. I base the Company's commodity cost forecast on Northern's projected city-gate receipts for
12 sales service customers, which I calculated in the second Attachment to Schedule 10B, and
13 the supply sources available to Northern, which I presented in Schedule 12. I forecast
14 supply prices at each supply cost, utilizing NYMEX natural gas contract price data and
15 NYMEX and a forecast of the adder to NYMEX for the price of supply at each supply
16 source available to Northern through its portfolio. I also forecast variable fuel retention
17 factors and rates for Northern's transportation and storage contracts. Then, I utilized the
18 Sendout[®] natural gas supply cost model to determine the optimal use of Northern's natural
19 gas supply resources to meet its projected city-gate requirements.

20 Q. Please present the Company's commodity cost forecast for the 2010 Off-Peak Period.

21 A. I have summarized Northern's commodity cost forecast for the upcoming Off-Peak Period
22 in Table 6, below.

Table 6. Estimated Delivered City-Gate Commodity Costs and Volumes May 1, 2010 through October 31, 2010			
Supply Source	Delivered City-Gate Costs	Delivered City-Gate Volumes	Delivered Cost per Dth
LNG	\$43,312	8,280	\$5.2309
Empress	\$1,137,791	185,801	\$6.1237
Chicago	\$6,151,941	996,278	\$6.1749
Tennessee Production	\$1,245,678	201,107	\$6.1941
Niagara	\$1,115,785	177,875	\$6.2728
Tennessee Storage	\$5,079	798	\$6.3661
Total System	\$9,699,585	1,570,139	\$6.1775

1
 2 In summary, projected delivered commodity costs equal approximately \$9.7 million at an
 3 average delivered rate of approximately \$6.18 per Dth. This information is also provided in
 4 Schedule 2. In support of this forecast, I prepared Schedule 6A to show the monthly
 5 forecasted commodity cost by supply option. Page 1 of Schedule 6A provides forecasted
 6 delivered variable costs, including commodity charges, transportation fuel charges, and
 7 transportation variable charges by supply option. Page 2 of Schedule 6A provides monthly
 8 delivered volumes (Dth) by supply source. Finally, Page 3 provides monthly delivered cost
 9 per Dth by supply source. Each page provides summary data for all supply sources.

10
 11 The detailed calculations of the delivered commodity cost are found in Schedule 6B. For
 12 each supply source, I have provided the detailed monthly calculations for supply cost, fuel
 13 losses and variable transportation charges, which will be incurred by Northern in order to
 14 deliver its supplies to Northern's city-gates for ultimate consumption by our customers.
 15 Support for the supply prices and variable transportation rates found in Schedule 6B are
 16 found in the Attachment to Schedule 6B, which is titled, "Commodity Cost Rate Support."

1 Q. Please discuss the status of the PNGTS meter error in-kind payback.

2 A. In January 2008, Northern filed a letter with the Commission and the Office of the
3 Consumer Advocate stating that an investigation of unaccounted-for gas in its New
4 Hampshire Division had uncovered a metering problem on the Northern system. It was
5 determined that Northern had been overcharged for 758,502 Dth due to this metering error.
6 PNGTS began paying back this volume with in-kind gas on November 1, 2008. According
7 to the agreement with PNGTS, Northern was to receive 1,382 Dth daily on a best-efforts
8 basis at no cost until PNGTS has provided the full 758,502 Dth. Effective January 1, 2010,
9 the pay-back of these volumes is complete.

10 Q. Please provide the results of the hedging program related to the Company's proposed COG
11 rates.

12 A. I have also calculated the gains or losses of the NYMEX natural gas contracts purchased by
13 the Company in accordance with its hedging program. Based upon the January 25, 2010
14 NYMEX natural gas settlement price data, Northern projects a hedging gain of
15 approximately \$12,000. I have provided detailed calculations in Schedule 7. Actual results
16 will be determined as financial positions are liquidated on the final day trading for each
17 month.

18 Q. Please provide the Company's monthly projections of storage inventory balances for the
19 period November 2009 through October 2010.

20 A. Schedule 14 provides this information. The results are based upon the Sendout[®] analysis,
21 which I provided to Mr. Simpson.

22

1 V. **PROPOSED HEDGING PLAN FOR PERIOD BEGINNING MAY 2011**

2 Q. Has Northern developed a plan for hedging the period of May 2011 through April 2012?

3 Yes. As agreed at the technical conference held on February 9, 2010 in Docket No. DG 09-
4 141, Northern is providing its proposed hedging plan with this Cost of Gas consistent with
5 its revised proposal filed in DG 09-141 on February 17, 2010. In that filing, Northern
6 details the specific proposed changes to its hedging program, including permanent
7 suspension of the price-based component of the program, introduction of a price ceiling and
8 an appreciation rule, and changes to the determination of peak period volumes and the
9 commencement of peak period purchasing six months earlier than under the current
10 program.

11 The initial schedule for the hedging plan for the twelve-month period beginning May 2011 is
12 presented as Schedule 20, page 1 of 3. The initial schedule plan lists the planned purchases
13 of futures contracts for the contract months being hedged as well as a price ceiling for each
14 of those months. In accordance with the revised hedging proposal, so long as prices are
15 below the respective price ceiling for each contract month, purchases will be made as
16 scheduled each month on the expiration date of the prompt month contract. The price
17 ceiling values shown are preliminary, and therefore Schedule 20, page 1 of 3 will be updated
18 with the Cost of Gas update in mid-April to reflect final price ceiling values.

19 Q. Has Northern provided a three-year schedule of projected hedging activity in accordance
20 with the revised hedging program?

21 A. Yes. Schedule 20, page 2 of 3 provides a three-year projection of sendout requirements, the
22 peak season resources expected to provide fixed pricing and the financial hedging volumes

1 required to meet the fixed price targets under the revised hedging proposal, which are 40
2 percent of requirements for May and October and 70 percent of requirements for the peak
3 season. As shown, the projections call for purchasing 126 futures contracts for the program
4 years starting May 2011 and May 2012, and 128 contracts for the program year starting 2013.

5 Q. Do the proposed changes to the hedging program impact hedging plans for periods prior to
6 May 2011?

7 A. Yes. Schedule 20, page 3 of 3 presents the current status of the hedge plans for the summer
8 2010 and winter 2010-11 with regard to the percentage of sendout requirements expected to
9 be available under fixed prices given physical hedges and the purchases of futures contracts
10 already completed. The proposed changes do not impact the summer 2010 period since all
11 transactions have been completed. As shown on Schedule 20, page 3 shows, the projected
12 percentage of May and October supplies that are hedged is 74 percent, which greatly exceeds
13 40 percent. This higher level occurred because all of the price-based purchases were
14 triggered. The proposed program changes do impact the winter 2010-11 period since the
15 combination of physical supplies available at fixed prices and financial hedge transactions
16 already exceeds 70 percent. As shown on Schedule 20, page 3, 76 percent of peak season
17 requirements are expected to be available under a fixed price. Of this amount, five percent
18 represents price-based transactions implemented on behalf of the New Hampshire Division.
19 Had these transactions not been undertaken, Northern would still be positioned to enter the
20 2010-11 peak season with more than 70 percent of supplies available at a fixed price.
21 Therefore, Northern proposes to suspend further financial hedging activity for the 2010-11
22 peak season.

1 VI. PNGTS Rate Case Litigation Update

2 Q. What is the current status of the litigation opposing the proposed rate increases by Portland
3 Natural Gas Transmission System (“PNGTS”) for which the Commission granted inclusion
4 of costs incurred from December 1, 2008 through August 31, 2009 in the 2009-2010 Winter
5 COG rates?

6 A. The Initial Decision of the Administrative Law Judge in FERC Docket No. RP08-306-000,
7 the rate proceeding filed by PNGTS on April 1, 2008, was issued on December 24, 2009.
8 Briefs on Exceptions to the Initial Decision were filed on February 22, 2010 and Briefs
9 Opposing Exceptions are due April 5, 2010. Although no specific timeframe for an order
10 from FERC is established, an order is expected approximately six months after the briefs are
11 submitted, which would be during the October 2010 timeframe. PNGTS rates since
12 September 2008 have been billed subject to refund at the rate proposed in April 2008. The
13 FERC order would establish the rates applicable to the refund period as well as the
14 prospective rates.

15 The PNGTS Shippers Group (“PSG”) appeal to the U.S. Court of Appeals of the
16 declaratory order in FERC Docket No. 09-1029, which reduces the capacity on PNGTS and
17 thus threatens the “at-risk” condition, has been decided. Oral argument was heard on
18 November 16, 2009 and the court’s order was issued on January 26, 2010. The court
19 dismissed the appeal on the grounds that it was uncertain whether PSG would incur an
20 adverse rate impact as a result of the declaratory order because there was no immediate rate
21 impact. However, the court did agree with PSG that the appropriate forum for determining
22 a capacity reduction would be an abandonment proceeding and that potential economic
23 impacts are appropriate for consideration as part of an abandonment proceeding. While

1 PSG did not prevail in overturning the declaratory order, the appeal was successful in
2 preserving PSG's right to challenge it in a future proceeding. Had PSG not appealed the
3 declaratory order, it would have been permanently bound by the order's capacity
4 determination and unable to challenge it in the future. Activity in this docket is complete.

5 Q. What is the impact of the Initial Decision in FERC Docket No. RP08-306-000, should it be
6 upheld by the FERC?

7 A. The Initial Decision was very favorable to Northern and the PSG, with PNGTS losing on
8 most significant issues including treatment of bankruptcy revenues, capacity for purposes of
9 the at-risk condition (affirmed at 210,840 Dth), return on equity, treatment of interruptible
10 transportation revenues, negative salvage rate, depreciation rates, and type of cost
11 levelization model. Should the final order from FERC uphold the Initial Decision, the rate
12 impact is expected to be as follows. The daily firm transportation rate prior to the rate filing
13 in April 2008 was \$0.83 per Dth. The proposed rate of \$0.90 per Dth became effective in
14 September 2008, subject to refund with a refund floor of \$0.85. PSG estimates that rates
15 resulting from the Initial Decision would support a prospective rate of \$0.76. Thus, unless
16 the Initial Decision is substantially reversed, Northern expects a refund at the difference
17 between the proposed rate and the refund floor rate for service provided from September
18 2008 until the new rates become effective. Northern estimates the refund to be
19 approximately one million dollars (\$1,000,000). Should the Initial Decision be upheld in its
20 entirety, Northern estimates prospective charges to be approximately \$700k less annually
21 than before PNGTS filed the rate case.

22 Q. Does Northern intend to include expenses associated with on-going PNGTS rate case
23 litigation costs incurred since September 2009 in its next Winter COG filing?

1 A. Yes. As I discussed in the introduction to my testimony, Northern intends to seek full
2 recovery of PNGTS litigation expenses incurred since September 2009 through its 2010-
3 2011 Winter COG rates in a manner similar to the expenses approved by the Commission in
4 DG 09-167. The transportation services Northern receives from PNGTS are primarily
5 winter-only; therefore Northern does not seek to recover litigation expenses with the current
6 filing for Summer 2010 COG rates.

7 Q. Does Northern anticipate future litigation with PNGTS regarding firm transportation rates?

8 A. Yes. Although the rate case in RP08-306-000 is on track for resolving many issues with
9 PNGTS, the declaratory order in FERC Docket No. 09-1029 is likely to result in PNGTS
10 filing a subsequent rate case based largely on a reduced level of system capacity. Northern
11 intends to segment any litigation activity associated with such a subsequent rate case, should
12 one be filed, from the activity associated with RP08-306-000 and the appeal of the
13 declaratory order so treatment of costs for such proceedings can be addressed on a discrete
14 basis.

15 Q. Does this conclude your testimony?

16 A. Yes it does.