

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

**DG 18-094**

**DIRECT TESTIMONY OF**

**ADAM MUNGUIA**

**November 15, 2018**

1. **Q. Please state your name and your address.**

2. **A.** Adam Munguia, 14 Hickory Hill Road, Epping NH, 03042.

3.

4. **Q. Do you hold any elected office in the Town of Epping?**

5. **A.** Yes, I am chairman of the Epping Board of Selectmen.

6.

7. **Q. Are you aware that Northern Utilities has filed a Petition with the New**  
8. **Hampshire Public Utilities Commission seeking authority to operate as a**  
9. **public utility in the Town of Epping and by that Petition it seeks authority to**  
10. **provide natural gas service to certain areas of Epping, should the market**  
11. **demand support such gas service?**

12. **A.** Yes, I am aware of the Petition that has been filed by Northern Utilities to operate  
13. as a public utility providing natural gas service in Epping.

14.

15. **Q. Are you aware of another New Hampshire natural gas company that has**  
16. **expressed interest in providing natural gas service to residents and**  
17. **businesses in the Town of Epping?**

18. **A.** Yes, Liberty Utilities came to a Board of Selectmen's meeting to inform the Town  
19. about its Granite Bridge Project, and indicated that if the Granite Bridge Project is  
20. approved, Liberty expects to be able to provide natural gas service to  
21. communities such as Epping that lie along the Granite Ridge transmission line  
22. route.

1.     **Q.     What did the Selectmen do following the expression of interest by two**  
2.             **separate natural gas utility companies of providing natural gas service to the**  
3.             **Town of Epping?**

4.     **A.**     The Board concluded that the best way to evaluate which natural gas company  
5.             could offer the best service at the best price to Epping residents and businesses  
6.             was to issue a Request for Proposals (RFP) for Natural Gas Distribution Services  
7.             that would solicit a proposal from any interested natural gas utility company that  
8.             sought to provide such natural gas service in the Town of Epping.

9.

10.    **Q.     How did the Board go about preparing that RFP?**

11.    **A.**     We consulted with George Sansoucy, of George E. Sansoucy, P.E. LLC, and  
12.             worked with Mr. Sansoucy to prepare an RFP that sought some of the responding  
13.             utilities information and service proposal responses that would provide the  
14.             Selectmen and its consultant with the information that would allow the Selectmen  
15.             to compare and evaluate the RFP responses, with the aim of the Selectmen being  
16.             able to identify which of the RFP proposals was preferred, consistent with the best  
17.             interests of the Town of Epping, its residents and businesses.

18.

19.    **Q.     When did the Selectmen issue the natural gas distribution services RFP?**

20.    **A.**     It was issued on July 17, 2018. (See Exhibit 1, attached).

1. **Q. Who submitted responses to the RFP?**

2. **A.** Northern Utilities and Liberty Utilities.

3.

4. **Q. How did the Board proceed to analyze and review the RFP responses.**

5. **A.** Each individual Selectman read and analyzed the contents of the proposals, and

6. the Board engaged George Sansoucy's company to prepare a comparative

7. analysis of the companies' RFP proposals. This report was completed in late

8. October and forwarded to the Board for its review in early November. (See

9. Exhibit 2, attached).

10.

11. **Q. Did the Board reach a decision after its review and discussion of the RFP**  
12. **responses and the Sansoucy comparative analysis report at its November 8,**  
13. **2018 Selectmen's meeting?**

14. **A.** Yes, the Board adopted a unanimous motion to direct its legal counsel to express

15. to the NH Public Utilities Commission that the Epping Selectmen prefer the RFP

16. cost and build out proposal that has been submitted by Liberty Utilities over the

17. RFP response submitted by North Utilities, and requests that the PUC suspend the

18. review of the Northern Utilities natural gas Epping franchise proposal for a short

19. period of time to allow Liberty Utilities to submit a competing gas service

20. franchise application to the PUC, so that the PUC could evaluate these competing

21. natural gas service proposals for the Town of Epping side by side, just as the

22. Epping Selectmen have examined these competing proposals, with a view to

1. determining which proposal is in the best interest of the Town of Epping, its  
2. residents and businesses and the public good. (See, Epping Selectmen 11/8/18  
3. draft meeting minutes).

4.

5. **Q. Is the Board, by your testimony, expressing its preference for the Liberty**  
6. **Utilities RFP response, and asking the PUC to suspend its review of this**  
7. **Northern Utilities petition so that Liberty Utilities can prepare and present**  
8. **a competing natural gas service franchise petition to the PUC so both**  
9. **petitions can be analyzed by the PUC?**

10. **A.** Yes. The Epping Selectmen do not want a petition to be granted to Northern  
11. Utilities without there being a comparative analysis of a Liberty Utilities petition.

12.

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

14, **A.** Yes.