Exhibit No.: Issues:

Witness: Sponsoring Party: Type of Exhibit: Case No.: Date Testimony Prepared: Revenues, Pay Stations, Advertising, Dues and Donations, Insurance, Leases, Uncollectibles Jeremy K. Hagemeyer MoPSC Staff Direct Testimony ER-2007-0002 December 15, 2006

# **MISSOURI PUBLIC SERVICE COMMISSION**

# UTILITY SERVICES DIVISION

# **DIRECT TESTIMONY**

# OF

# JEREMY K. HAGEMEYER

# UNION ELECTRIC COMPANY, d/b/a AmerenUE

# CASE NO. ER-2007-0002

Jefferson City, Missouri December 2006

### **BEFORE THE PUBLIC SERVICE COMMISSION**

### **OF THE STATE OF MISSOURI**

In the Matter of Union Electric Company ) d/b/a AmerenUE for Authority to File Tariffs ) Increasing Rates for Electric Service ) Provided to Customers in the Company's ) Missouri Service Area. )

Case No. ER-2007-0002

### AFFIDAVIT OF JEREMY K. HAGEMEYER

STATE OF MISSOURI	)	
	)	SS.
COUNTY OF COLE	)	

Jeremy K. Hagemeyer, of lawful age, on his oath states: that he has participated in the preparation of the foregoing Direct Testimony in question and answer form, consisting of \_\_\_\_\_\_ pages to be presented in the above case; that the answers in the foregoing Direct Testimony were given by him; that he has knowledge of the matters set forth in such answers; and that such matters are true and correct to the best of his knowledge and belief.

Jeromy K. Hagemeyer

Subscribed and sworn to before me this  $\underline{144}$ day of

**D. SUZIE MANKIN** Notary Public - Notary Seal State of Missouri County of Cole Commission Exp. 07/01/2008

Mank

Notary Public<sup>7</sup>

1	DIRECT TESTIMONY	
2	OF	
3	JEREMY K. HAGEMEYER	
4 5	UNION ELECTRIC COMPANY, d/b/a AmerenUE	
6	CASE NO. ER-2007-0002	
7	EXECUTIVE SUMMARY	2
8	ELECTRIC SERVICE REVENUES	
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10	INSURANCE	
11	UNCOLLECTIBLES	9
12	DUES AND DONATIONS	
13	LEASES	
14	THIRD PARTY PAY STATIONS	
15		

1		DIRECT TESTIMONY
2		OF
3		JEREMY K. HAGEMEYER
4 5		UNION ELECTRIC COMPANY, d/b/a AmerenUE
6		CASE NO. ER-2007-0002
7	Q.	Please state your name and business address.
8	А.	Jeremy K. Hagemeyer, 9900 Page Avenue, Suite 103, Overland, MO, 63132.
9	Q.	By whom are you employed and in what capacity?
10	A.	I am employed by the Missouri Public Service Commission (MPSC or
11	Commission	) as a Utility Regulatory Auditor III.
12	Q.	Please describe your educational background.
13	А.	I graduated from Southwest Missouri State University, receiving a Bachelor of
14	Science in A	ccounting in May 2001.
15	Q.	Please describe your duties while employed by the Commission.
16	A.	I have assisted with audits and examinations of the books and records of public
17	utility compa	nies operating within the state of Missouri.
18	Q.	Have you previously filed testimony before this Commission?
19	А.	Yes. Please refer to Schedule 1, attached to this testimony.
20	Q.	Did you make an examination and analysis of the books and records of Union
21	Electric Com	npany d/b/a AmerenUE (AmerenUE or Company) in regards to matters raised in
22	this case?	
23	А.	Yes, in conjunction with other members of the Commission's Staff (Staff). I
24	reviewed Sta	aff and other parties' data request responses in this case, the general ledger,

outside auditor workpapers, prior case files, workpapers for this case and Case No. 1 2 EC-2002-1, monthly financial reports and past Commission rulings.

- 3 **EXECUTIVE SUMMARY**
- 4

Q. What matters will you address in your testimony?

5 A. I will address electric service revenues, advertising, insurance, uncollectibles, 6 dues and donations, leases and third party pay station expenses.

7 Q. What knowledge, skill, experience, training or education do you have in these 8 matters?

9 A. I have reviewed the filed testimony, schedules, workpapers and data request responses regarding these issues in this case. I have also reviewed documents from previous 10 11 rate cases involving both the electric and gas operations in the Missouri territory of 12 AmerenUE and rate cases of other gas and electric companies on the issues I will be 13 addressing. In addition, I have relied on the accounting training I have received during 14 college and the training I received through classes and seminars in utility regulation. I also 15 have engaged in discussions with and received guidance and in-house training from my 16 supervisors with regard to these issues in general and for this Company.

17

Q. What adjustments are you sponsoring in this case?

18

A. I am sponsoring the following adjustments in Accounting Schedule 10, 19 Adjustments to Income Statement:

20	Revenues	S-1.1, S-1.3, S-1.6 and S-1.8
21	Advertising	S-14.7 and S-17.15
22	Insurance	S-17.12
23	Uncollectibles	S-13.6
24	Dues and Donations	S-6.6, S-12.5, S-15.5 and S-16.5
25	Leases	S-11.5 and S-17.10
26	Third Party Pay Stations	S-13.7

Q.

Q.

1

# **ELECTRIC SERVICE REVENUES**

2

Please describe the adjustments you are sponsoring to revenue.

A. I am sponsoring an adjustment to annualize the growth in customers that occurred during the twelve months ended June 30, 2006. I am also sponsoring revenue related adjustments to remove gross receipts tax and unbilled revenues. I am also sponsoring an adjustment to remove billings in excess of twelve months for a customer in the Large Transmission Service class.

8

How was the Revenue adjustment S-1.6 for growth calculated?

9 A. A growth adjustment was calculated for the tariff rate classes of
10 residential (1M), small general service (2M), large general service (3M) and small primary
11 service (4M). Each of these rate classes has two or more sub-classes. Each of the sub-classes
12 was evaluated individually.

Staff began by recalculating test year revenues to reflect the actual test year customers and usage. This eliminates the effect of any billing adjustments that might have occurred in the test year. Staff then adjusted these revenues to reflect normal weather. The revenues were then adjusted to reflect 365 days of usage. Please refer to the testimony of Staff witnesses James A. Busch, Shawn E. Lange and Curt Wells for further discussion of these adjustments.

This adjusted revenue level is the base amount from which the Staff made its growth adjustments. Staff examined historical as well as current test year data for customer counts in order to assess whether there was a pattern of growth. In the case of the 1M and 1M Time of Use customers, Staff saw a trend and annualized to the June 30, 2006 level of customers. When looking at the 2M customers, Staff found clear trends in all but one of the sub-classes

of customers. For the trending 2M sub-classes, Staff also annualized to the June 30, 2006
level of customers. In the case of the 2M Unmetered with no customer charge class, the Staff
saw no discernible trend and did not propose any changes to the test year level of customers.
Staff saw a trend in both sub-classes of 3M customers and annualized to the June 30, 2006
level of customers. In half of the 4M sub-classes, Staff saw a trend in customer levels and
annualized to the June 30, 2006 customer volume. For the other 4M sub-classes, Staff
believes that test year customer volumes are appropriate.

Once Staff determined the appropriate customer levels, Staff priced out the annualized revenues, taking into account the adjustments proposed by Staff witnesses Lange and Busch.

10

8

9

Q. Please explain adjustments S-1.3 and S-29.1.

11 Adjustment S-1.3 removes gross receipts tax (GRT) from booked revenues. A. 12 The Company acts as a collector for taxes imposed by municipalities or other taxing 13 jurisdictions on utility services. The GRT included on a customer's bill is collected by the 14 Company which, in turn, remits the collections to the appropriate taxing jurisdiction. The 15 GRT included on a customer's bill is recorded as revenue on the books of the Company with a 16 corresponding charge to GRT expense. Theoretically, the revenue and expense offset one 17 another and therefore have no effect on net income. However, the expense accrual for GRT 18 does not always match perfectly the GRT included in revenue. Eliminating the GRT recorded 19 in revenue through adjustment S-1.3 and the GRT recorded in expense through the companion 20 Adjustment S-29.1 assures that GRT will have no impact on net income or revenue 21 requirement.

Q. Why was adjustment S-1.1 to eliminate the test year unbilled revenuenecessary?

Q.

Q.

A. The recording of unbilled revenue on the books is an attempt to recognize the sales of electricity that have occurred, but have not actually been billed to the customer. Since the Staff has re-priced the actual billing determinants and adjusted revenues to assure that it includes only 365 days of revenue, and since the revenues have been restated to a billed basis, it is unnecessary to recognize unbilled revenue. Therefore, Staff has removed unbilled revenue from its case.

7

Please explain adjustment S.1-8.

A. This adjustment removes the revenues associated with billings in excess of
12 months for a customer in the Large Transmission Service class (12M). This charge is
calculated and billed on an annual basis for the previous 12 months of service. The revenue
on the Company's books includes thirteen months of this charge.

12

Do you have any additional revenue adjustments?

A. No, not at this time. Staff is waiting for more information related to the
revenue associated with Meramec Terminal operations. Upon receipt of this information,
Staff may wish to propose an additional revenue adjustment.

# 16 ADVERTISING

Q.

17

Q. Please explain adjustments S-14.7 and S-17.15.

18 A. These adjustments restate the test year advertising levels to reflect allowable
19 advertising expense.

20

Please explain the history of such adjustments before the Commission.

A. The Commission, in its Report and Order for Case Nos. EO-85-185 and
EO-85-224 involving Kansas City Power & Light Company (<u>KCPL Report and Order</u>),
adopted the following treatment which separates advertisements into five categories and

1	provides separate rate treatment for each category. The five categories of advertisements
2	recognized by the Commission for purposes of this approach are:
3	(1) General – advertising that is useful in the provision of adequate service;
4	(2) Safety – advertising which conveys the ways to use the Company's
5	service safely and to avoid accidents;
6	(3) Promotional – advertising used to encourage or promote the use of the
7	particular commodity the utility is selling;
8	(4) Institutional – advertising used to improve or retain the Company's
9	public image; and
10	(5) Political – advertising associated with political issues.
11	The Commission adopted these categories for advertisements because it believed that
12	a utility's revenue requirement should: (1) always include general and safety ads, provided
13	such costs are reasonable; (2) never include the cost of institutional or political ads;
14	and (3) include the cost of promotional ads only to the extent that the utility can provide
15	cost-justification for the ads (KCPL Report and Order, pp. 50-51).
16	Q. What examination has the Staff performed in relation to the Company's
17	advertising expenditures?
18	A. The Staff performed an advertisement-by-advertisement review of the
19	advertisements provided by the Company in response to Data Request No. 94, for advertising
20	cost charged to Missouri during the test year ending June 30, 2006. Schedule 2 attached to
21	my direct testimony includes the Staff's classification of the radio and print advertising and a
22	corresponding copy of each of the advertisements that were charged to Missouri during the
23	test year. Page two of Schedule 2 also shows the Staff's classification of television

advertising. Copies of these advertisements are available on a CD, but were not included on
 Schedule 2. Finally, I have not received a copy of two television advertisements, referred to
 as "TV Ad 8" and "TV Ad 9" on my Schedule 2. The Staff is currently disallowing the cost
 of these two advertisements, but may modify its position upon receipt of these ads.

Q. How did the Staff determine each advertisement's classification under the
standard established by the <u>KCPL Report and Order</u>?

A. Each advertisement was reviewed to determine which of the following
"primary messages" the advertisement was designed to communicate: (1) the dissemination
of information necessary to obtain safe and adequate service (general, safety); (2) the
promotion of a particular product or service (promotional); (3) the enhancement of the
Company's image (institutional); or (4) the endorsement of a political candidate or message
(political).

Q. Has the Staff used all of the Commission's classifications in the segregation
and review of AmerenUE's advertisements?

A. No. AmerenUE did not submit, nor is the Staff aware of, any advertisements
of a political nature.

17

Q. How has the Staff treated general advertising?

A. The Staff made no adjustment to the Company's test year expense associated
with Staff's categorized general advertising. An example of advertisements that the Staff
considers to be in the general advertising category is found on the attached Schedule 2-15.

21

Q.

How has the Staff treated safety advertising?

A. The Staff included in the cost of service all of the advertising it categorized as
safety. Safety advertising conveys to the customer ways to deal with electricity and natural

gas in a safe manner and also to avoid accidents. An example of the Company's safety
 advertisements can be found on the attached Schedule 2-45.

3

Q. How has the Staff treated promotional advertising?

A. As previously defined, advertisements that encourage or promote the use of a
particular form of the Company's product or service are classified as promotional advertising.
An example of Company advertising the Staff has classified as promotional is found on
Schedule 2-41. The expenses for all promotional advertisements recorded above-the-line by
the Company were removed from the Staff's cost of service calculation through adjustments
S-14.7 and S-17.15.

Q. Why did Staff remove these promotional advertisements from the Company's
cost of service?

A. The Company does not track any increase in revenues that may be the result of
promotional advertising and did not provide cost justification for these advertisements.

14

Q.

How has the Staff treated institutional advertising?

A. Institutional advertising is designed to enhance the Company's public image. The Staff asserts that this form of advertising is not necessary for the Company to provide safe and adequate service, and therefore, should not be included in the cost of service. The Staff believes that this type of image enhancement advertising only serves to benefit the shareholders of the utility. An example of Company advertisements the Staff has classified as institutional is found on the attached Schedule 2-58. Adjustments S–14.7 and S–17.15 remove the expenses for the institutional advertisements from the Staff's cost of service.

# 22 **INSURANCE**

23

Q. Please explain your adjustment to Insurance.

A. Adjustment S-17.12 was made to annualize the Company's cost of insurance,
 which is charged to the Federal Energy Regulatory Commission (FERC), Uniform System of
 Accounts Nos. 924 and 925.

4 Q. How did Staff determine the level of insurance premiums to include in its cost
5 of service?

6 A. The Staff based its annualization of the cost of insurance on the most current 7 insurance premiums in effect on June 30, 2006. Staff reduced this annualized level 8 of insurance by the amount of Nuclear Electric Insurance Limited (NEIL) insurance related 9 to replacement power. This disallowance was ordered by the Commission in Case No. 10 EC-87-114. Staff believes that the criteria that must be met to receive proceeds from this 11 policy are excessive and unlikely to be met. Staff made a corresponding reduction in the 12 Missouri excise tax associated with NEIL insurance in adjustment S-31.2.

# 13 UNCOLLECTIBLES

14

Q. Please explain adjustment S-13.6.

15 This adjustment annualizes uncollectibles expense based on adjusted test year A. 16 net write-offs. Test year net write-offs were adjusted to shift recoveries of gas write-offs from 17 electric to gas operations. The response to Staff Data Request No. 54 and subsequent 18 discussions with Company personnel indicated that there were no gas recoveries booked to 19 gas operations during the test year and the three prior years. These recoveries were instead 20 booked to electric operations. The Staff adjusted the electric recoveries by removing an 21 amount equal to the actual gas recoveries for the last annual period that was available, the 22 twelve months ending September 30, 2002. Company has indicated that it will resume 23 booking gas recoveries to gas operations in the near future.

### 1 **DUES AND DONATIONS**

Q.

2

Please explain adjustments S-6.6, S-12.5, S-15.5, and S-16.5.

3 A. Staff adjustments S-6.6, S-12.5, S-15.5, and S-16.5 remove various dues, 4 donations and miscellaneous items expensed by the Company during the test year from the 5 cost of service. In the past it has been the Commission's position to disallow dues and 6 donations that: (1) provided no direct, quantifiable benefit to the ratepayer, (2) were not 7 necessary in providing safe and adequate service to the ratepayer, and (3) represented an 8 involuntary contribution on the part of the ratepayer to an organization. The Staff contends 9 that although the Company's management may choose to make these types of expenditures, 10 the cost should be borne by the shareholder, not the ratepayer.

- 11 LEASES
  - Q. Please explain your adjustments related to leases, S-11.5 and S-17.10.

A. These adjustments annualize the expense related to leases. Staff examined lease contracts that were in effect as of June 30, 2006 for electric operations, and as of September 30, 2006, for gas operations. The amount paid for leases during the test year was adjusted to reflect the annual contracted amount in effect for each operation as of their respective date described above.

18

12

# THIRD PARTY PAY STATIONS

Q.

19

Please explain your adjustment related to third party pay stations, S-13.7.

A. This adjustment increases expense related to third party pay stations. When a
customer pays either their electric or gas bill at a third party pay station, AmerenUE must

1 remit a small fee related to this payment. Shortly before the test year began, AmerenUE 2 opted to no longer pay this fee. While they did pay a small monthly amount for various 3 services, there were no commissions paid to the agents that accepted customer payments and 4 the payments to APS/Checkfree, the company that administered the third party pay stations, 5 were drastically reduced. The result of this non-payment was an increase in the customer 6 convenience fee. In an agreement with the Staff of the MPSC, AmerenUE stated that it would 7 resume payment of the third party pay station fee and the fees that customers paid decreased 8 as of June 1, 2006. The fees paid by AmerenUE increased as of July 2006.

9 Q. Please explain how Staff calculated the annualized level of expense associated
10 with third party pay stations.

11 Staff averaged the level of customers paying at the pay stations for May of A. 12 2005 and June 2005 and then multiplied this average by 12 in order to arrive at an annualized 13 level. May of 2005 was the last month in which Ameren paid the fees to APS/Checkfree as a 14 result of the agents collecting the payments. June was the first month in which customers 15 paid the larger customer convenience fee. Staff averaged these two months because any 16 person who had the ability to pay their June 2005 bill early, could pay in May and avoid the 17 fee increase. Averaging these two months provides a reasonable monthly level of customers 18 This customer level was then multiplied by the paying at third party pay stations. 19 APS/Checkfree fee per transaction and fees paid to the agents as of May 2005. Staff's 20 annualized level of expense was then compared to the actual fees paid to APS/Checkfree 21 during the test year to calculate the adjustment amount.

- 22
- Q. Does this conclude your testimony?
- 23
- A. Yes, it does.

# **CASE PROCEEDING PARTICIPATION**

# JEREMY K. HAGEMEYER

PARTICIPATION		TESTIMONY	
COMPANY	CASE NO.	ISSUES	
Atmos Energy Corporation	GR-2006-0387	Direct – Employee Benefits including Pensions and OPEBs; Incentive Compensation & Katrina Bonus; Injuries and Damages; Insurance; Lobbying; Advertising; Dues, Donations and Miscellaneous Expenses	
Missouri-American Water Company	WR-2003-0500 and WC-2004-0168	Direct – Payroll, Payroll-Related Benefits; Rents, Leases and Software Licenses; Rate Case Expense; PSC Assessment; Governmental Affairs/ Lobbying Rebuttal – Employee Expense; Relocation Expense; Customer Service Bonus Surrebuttal – Employee Expense; Relation Expense; Equipment Leases; Annual Incentive Plan; Customer Service Bonus; Lobbying Expense	
Laclede Gas Company	GR-2002-356	Direct – Plant and Reserve; Other Rate Base and Related Expense (Except Cash Working Capital); Depreciation Expense; Dues, Donations, Membership Fees and Miscellaneous Expense	

ER-2007-0	002					
Advertising						
From data	request 94					
Cab #			Classification	Disallowed	Account	
Sch # 2-3	Ad Ashland Substation Ribbon Cutting	Ad Total \$	Classification Institutional	Disallowed 328.00	Account	909
2-3	Energy Savings are just a click away		General	520.00		909
2-4	More Power To You		Institutional	300.00		909
2-6	For Electric Service, call		General	000.00		930
2-7	More Power To You		Institutional	565.18		930
2-8	More Power To You		Institutional	565.18		930
2-9	Power is Nothing Without Passion		Institutional	565.18		930
2-10	The BioAdvantage	565.18	Promotional	565.18		930
2-11	More Power To You	565.18	Institutional	565.18		930
2-12	More Power To You	565.18	Institutional	565.18		930
2-13	More Power To You	565.18	Institutional	565.18		930
2-14	A fluctuationg energy bill is great if you have a fluctuating paycheck	565.18	General			930
2-15	AmerenUE's Shoreline Management Program	625	General			930
2-16	Meet Some of the community's most powerful building blocks		Promotional	2,295.00		909
2-17	AmerenUE Customers Can Now Make Their Energy Payments at	565.18	General			930
2-18	DollarMore Summer 2005 Campaign	59,856.75	General			909
2-19	Direct Pay Campaign		General			909
2-20	Home show	44,028.82				909
2-21	Weather Radio Promo		General			909
2-22	Free Now - Weather Radio Campaign		General			909
2-23	Reliable, affordable electricity		Institutional	59,856.75		909
2-24	Customer Satisfaction		Institutional	59,856.75		909
2-25	Customer Satisfaction	,	Institutional	59,856.75		909
2-26	Customer Satisfaction		Institutional	375.00		930
2-27	Customer Satisfaction		Institutional	1,710.00		930
2-28	Customer Satisfaction		Institutional	14,200.00		930
2-29	Reliable, affordable electricity		Institutional	2,365.00		909
2-30	Meet Some of the community's most powerful building blocks		Promotional	1,866.00		909
2-31	Meet Some of the community's most powerful building blocks		Promotional	2,464.00		909
2-32	Where were you when you first fell in love		Institutional	21,773.00		909
2-33	Power is Nothing Without Passion		Institutional	3,417.42		909
2-34	Power is Nothing Without Passion		Institutional	10,355.83		909
2-35	Direct Pay Campaign	59,856.75				909
2-36	Direct Pay Campaign	59,856.75				909
2-37	Not all your supporters at Ameren are on poles		Institutional	32,363.79		909
2-38	Some of us are here to keep your power up		Institutional	32,363.79		909
2-39	Energy conservation starts in our halls and ends in yours	32,363.79				909
2-40	Everyone grew up building with logs		Institutional	165.00		909
2-41	Everyone grew up building with logs		Promotional	565.18		930
2-42	A fluctuationg energy bill is great if you have a fluctuating paycheck	20,365.18				909
2-43	Spring brings		Safety			909
2-44	It's springtime and love is in the air		Safety			909
2-45	Keep children away from outlets		Safety			909
2-46	It won't cost you anything to call before you dig	1953.67			909GAS	
2-47	If you smell rotten eggs	1953.67			909GAS	
2-48	If you smell rotten eggs	1953.67		Nie Orat	909GAS	
2-49	Louie the lightning bug	No Cost	Safety Safety	No Cost	No Cost	000
2-50	Keep children away from outlets		Safety Safety			909
2-51	It's springtime and love is in the air			50 0EG 7F		909 930
2-52	Pole workers Who would go out on a night like this		Institutional Institutional	59,856.75		930
2-53 2-54	Logo Ad		Institutional	565.18 565.18		930
2-54	Logo Ad		Institutional	565.18		930
2-55	More Power To You		Institutional	565.18		930
2-56	More Power To You		Institutional	565.18		930
	More Power To You		Institutional	565.18		930
						930
2-58		565 18	Institutional	5 5 5 1 X		
2-59	More Power To You		Institutional	565.18 565.18		
2-59 2-60	More Power To You More Power To You	565.18	Institutional	565.18		930
2-59 2-60 2-61	More Power To You More Power To You Happy holidays	565.18 565.18	Institutional Institutional	565.18 565.18		930 930
2-59 2-60 2-61 2-62	More Power To You More Power To You Happy holidays Power is Nothing Without Passion	565.18 565.18 565.18	Institutional Institutional Institutional	565.18 565.18 565.18		930 930 930
2-59 2-60 2-61 2-62 2-63	More Power To You More Power To You Happy holidays Power is Nothing Without Passion May your blessings be many on this holiday of thanks	565.18 565.18 565.18 565.18 565.18	Institutional Institutional Institutional Institutional	565.18 565.18 565.18 565.18 565.18		93 93 93 93
2-59 2-60 2-61 2-62 2-63 2-64	More Power To You More Power To You Happy holidays Power is Nothing Without Passion May your blessings be many on this holiday of thanks May your blessings be many on this holiday of thanks	565.18 565.18 565.18 565.18 565.18 565.18	Institutional Institutional Institutional Institutional Institutional	565.18 565.18 565.18 565.18 565.18 565.18		93 93 93 93 93
2-59 2-60 2-61 2-62 2-63 2-64 2-65	More Power To You More Power To You Happy holidays Power is Nothing Without Passion May your blessings be many on this holiday of thanks May your blessings be many on this holiday of thanks May your holidays be bright	565.18 565.18 565.18 565.18 565.18 565.18 565.18	Institutional Institutional Institutional Institutional Institutional Institutional	565.18 565.18 565.18 565.18 565.18 565.18 565.18		93) 93) 93) 93) 93) 93) 93)
2-59 2-60 2-61 2-62 2-63 2-64 2-65 2-66	More Power To You More Power To You Happy holidays Power is Nothing Without Passion May your blessings be many on this holiday of thanks May your holidays be bright May your holidays be bright	565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18	Institutional Institutional Institutional Institutional Institutional Institutional	565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18		93) 93) 93) 93) 93) 93) 93)
2-59 2-60 2-61 2-62 2-63 2-64 2-65 2-66 2-66 2-67	More Power To You More Power To You Happy holidays Power is Nothing Without Passion May your blessings be many on this holiday of thanks May your holidays be many on this holiday of thanks May your holidays be bright May your holidays be bright Power is Nothing Without Passion	565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18	Institutional Institutional Institutional Institutional Institutional Institutional Institutional	565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18		930 930 930 930 930 930 930 930
2-59 2-60 2-61 2-62 2-63 2-64 2-65 2-66 2-66 2-67 2-68	More Power To You More Power To You Happy holidays Power is Nothing Without Passion May your blessings be many on this holiday of thanks May your blessings be many on this holiday of thanks May your holidays be bright May your holidays be bright Power is Nothing Without Passion Logo Ad	565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18	Institutional Institutional Institutional Institutional Institutional Institutional Institutional Institutional	565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18		930 930 930 930 930 930 930 930
2-59 2-60 2-61 2-62 2-63 2-64 2-65 2-66 2-66 2-67	More Power To You More Power To You Happy holidays Power is Nothing Without Passion May your blessings be many on this holiday of thanks May your holidays be many on this holiday of thanks May your holidays be bright May your holidays be bright Power is Nothing Without Passion	565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18	Institutional Institutional Institutional Institutional Institutional Institutional Institutional	565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18 565.18		93) 93) 93) 93) 93) 93) 93) 93)

Sch #	Ad	Ad Total \$	Classification	Disallowed	Account
2-72	Whoever said one man can't	Complimentary	Institutional	Complimentary	Complimentary
2-73	Endless supply of Energy	655	Institutional	655.00	909
2-74	Whoever said one man can't	4429	Institutional	4,429.00	909
2-75	Ameren Logo	2500	Institutional	2,500.00	930
2-76	Ameren Logo	2500	Institutional	2,500.00	931
	Ameren Logo	2500	Institutional	2,500.00	932
2-78	Power is Nothing Without Passion	565.18	Institutional	565.18	930
2-79	Congratulations to One of Our Top Employees	4429	Institutional	4,429.00	909
2-80	Celebrating Diversity	Complimentary		Complimentary	Complimentary
2-81	Lady	171	Institutional	171.00	930
2-82	Line worker		Institutional	171.00	930
2-83	Man in sweater	171	Institutional	171.00	930
2-84	Ameren 365. And then Some	171	Institutional	171.00	930
2-85	Rolling up our sleeves	171	Institutional	171.00	930
	Reliable Power. Reliable People.		Institutional	171.00	930
2-87	Line worker	171	Institutional	171.00	930
2-88	Larry	171	Institutional	171.00	930
2-89	Lady		Institutional	171.00	930
2-90	Holding down your costs	171	Institutional	171.00	930
2-91	Low costs. Broad shoulders.	16320	Institutional	16,320.00	930
2-92	Affordable electricity. All in a day's work		Institutional	16,320.00	930
2-93	Delivering low-cost electricity through it all	16320	Institutional	16,320.00	930
2-94	Delivering low-cost electricity through it all	16320	Institutional	16,320.00	930
2-95	Delivering low-cost electricity through it all	16320	Institutional	16,320.00	930
2-96	Reminds you to give generously to the Salvation army	25067	Institutional	25,067.00	909
2-97	You. Our ultimate energy source	Complimentary	Institutional	Complimentary	Complimentary
	Reliable, affordable electricity	No Cost	Institutional	No Cost	No Cost
2-99	More Power To You	565.18	Institutional	565.18	930
	More Power To You		Institutional	565.18	930
2-101	Power is Nothing Without Passion	565.18	Institutional	565.18	930
	Louie - Play it safe around electricity	2321.67	Safety		909
	Louie - Play it safe around power lines	2321.67			909
	Louie - When lines are down don't you hang around	2321.67			909
	What Reliability Feels Like		Institutional	129,104.46	909
TVad5	What Reliability Looks Like		Institutional	129,104.46	909
	What Reliability Sounds Like		Institutional	129,104.46	909
	KMIZ Weathering the Storm - To the rescue		Institutional	1,700.00	909
	Education		Haven't Seen	89,645.00	909
TVad9	Dollar more		Haven't Seen	46,381.76	909
		1,404,559.00		896,252.66	



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are just a click away.

Discover ways to save on your energy bill by checking out Ameren's Web-based energy efficiency program — Energy Savings Toolkit. On www.ameren.com you'll learn about the factors behind specific bill differences. You can even calculate the savings potential of energy efficient appliances or find out what portion of your energy use goes to heating, cooling, laundry and other activities. It's easy, asking only a few questions before offering immediate suggestions. The site is also pegged to AmerenUE-Missouri's actual rates, the weather patterns where you live and your actual usage. The comparisons offered are those of similar homes in a given area, based on AmerenUE rates and weather — again, in the city or county where you live. Ameren's Energy Savings toolkit, just another way Ameren is working hard for you!



ameren.com





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Schedule 2<sub>7</sub>9

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ST. LOUIS

# TheBoAdventee

Access to world-class, watche executed to three sets as public mademic institutions
Ligh concentration of biosciences businesses as Quality, highly educated workforce
Climate that encourages & supports entrepreneuria development venture capital investment.
Access to extensive logistic networks allowing a global reach.

CAS OT

Agriculture Based Research & Ethanol Facilities

Public/Private research, Innovation & Training Centers

Medical Districts

Human Genome Project/ Genomic Biology

Pharmaceutical Industry/Research

Plant Sciences

### Visit the Missouri and Illinois Pavilions at Bio2006 to discover the bio advantage.

Connect to Ameren, the region's energy provider, for business development assistance by visiting our Web site at www.ameren.com or contacting our development professionals at 800.981.9409



. Development Fuels the Community. We Fuel the Development.

AMEREN SERVICE TERRITORY



Schedule 2-11







& R. J. + Rillin



# Helps Protect Your Lake Investment

Amerentific is Massouri's largest electric utiltly and third largest distributor of natural terms of energy services. But the company also pisys a key role in managing and prorole is important to property owners and tecting the Lake of the Ozarks, and that gas, so it's natural to think of it only in vacationers alike.

Dam and the Osage Power Plant, which creard, an obstacle to navigation, or a threat to vides certain shoreline management services under provisions of its federal license for ties include regulating docks, seawalls and ate the Lake of the Ozarks, AmerenUE prothose facilities. The company's responsibilother shareline structures, to ensure that As the owner and operator of Bagnell they don't become an environmental haz-AmerenUE maintains a Shoreline the safe operation of the dam

fransportation's Adopt-a Highway program, Modeled after the Missouri Department of tions and individuals to "adopt" sections of this program enables interested organiza AmerenUE regulates docks through a each dock meets adequate construction pernat program aimed at ensuring that shoreline for litter control. Duck Permits Required

standards for the climate and wave action ensure that placement of these structures Ozarks. The permits also are designed to that they encounter at the Lake of the loes not interfere with navigation and other uses of the lake.

> Protection Hotline that lake residents and problems, derelict docks or other concerns

visitors can call to report pollution iffeeting the lake. The number is

(573) 365-9203.

Permis are required for all docks on the ble from the channel or cove. When a doct lake, and the permit number must be posted on the lake side in a location most visichanges ownership, the permit must be transferred to the new owner through umerenUE. If you know a problem is within the juris-AmerenUE also sponsors the award winduction of a particular agency, such as the Department of Conservation, AmercaUE don't know who has jurisdiction, a call to the hotline will ensure that your informa urges you to call that agency. But if you Mussouri State Water Patrol or Missouri tion gets to the right place.

If you make a modification to an existing dock, such as adding an additional boat slip, a permit modulication is necessary. **Choose a Certified Dock Builder** 

ung Adopt-the-Shorehine program.

ect is done correctly is to choose a Certified dock, the easiest way to make sure the proj If you are installing a new dock or mak ing modifications or repairs to an existing Dock Builder These are lake-area dock oulders whose work is contined to meet uncreadE standards.

heir own docks if they obtain the proper AmerunUE specifications The company periodically inspects dock work done by Property owners can build or modify roperty owners to ensure compliance. permits and the work adheres to



You can get a current last of Certified boo. Builders by calling Amered IE's Shureline Management Office at (573) 365-9212

# Other Projects that Require Permits

necessary for a range of other projects that walls and other forms of bank stabilization such as "rip rap" (large rocks placed along impact the shoreline. These include seathat extend over the water, and dredging. the shoreline to prevent crosion), decks Besides boat docks, permits are also

www.ameren.com. Click on "Environment," of applicable permit fees, and permit appli For complete pertruit information, a list Permit applications, information and then look under "Lake of the Ozarks." cations, visit the Ameren Web site,

AmerenUE's Shoreline Management Office at the lake. To schedule an appointment, assistance are also available from cali (573) 565-9212

Adopt-the-Shoreline Program (573) 365-9214 You can view the new shoreline manage ment plan in the "Environment" section of Ozarks," elick on "Proposed New Shorelin upon FERC approval of a new license for Permit Guidelmes" for complete details. AmereabÉ Contact Information at the Leke Management Plan" and "Proposed New the Ameren Web. Under "Lake of the the dam and power plant, expected in Lake and Shoreline Protection AmaranUE Customar Sarvice Lake Lavel Information ... Shoretine Management early 2006. lattine . Office . In August, 2005, AmerenUE introduced a Among the changes are new measures to closely with the relicensing of Bagnell Dam protect sensitive environmental, geographidevelopment policy for the 40 year term of new Shoreline Management Plan. Linked cal and cultural areas, and preserve shorothe new license AmerenUE has requested change the perimit approval process for and the Osage Power Flant, the plan from the Federal Energy Regulatory line vegetation. The plan would also New Shareline Management Plan describes permitting and shoreline docks with 10 or more boat slips. Commission (FERC)

(573) 365-9212 (573) 365-S20 (573) 365-9205

> Department of Natural Resources, Musseuri Department of Conservation, Missouri State agency deemed necessary by AmerenUE to adversely impact the lake's environment Water Pairol and any other appropriate Permit applications for such docks would require review by the Missouri ensure that these large docks do not

(800) 552-7583

(noll free) .

lake@amaren.com www.amaren.con

Umaren Web Site E-mail Address









# AmerenUE Customers Can Now Make Their Energy Payments at

Hickman's IGA West Plaza 500 W. Jackson Mexico, MO 65265 573-581-5520

Energy Payments are accepted from 7 a.m. — 10 p.m. Sunday — Saturday



www.ameren.com

Date:July 11, 2005Client:AmerenJob:Dollar More 2005 CampaignJob #:2992Version:1/ss

# "Dollar More" Summer 2005Campaign – Radio Tag Copy, :07 &:15 Versions

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# :15 BILLBOARD COPY

ANNCR: Everybody complains about the heat. Here's your chance to do something about it. Check the Dollar More box on your Ameren bill. And donate a dollar a month to help needy seniors and families keep their air conditioning running through the long hot summer ahead.

:07 BILLBOARD COPY (two versions)

- ANNCR: Turn down the heat on the St. Louis summer. Check the Dollar More box on your Ameren bill. And help those in need stay cool.
- ANNCR: It's cool to care. So remember to check the Dollar More box on your Ameren bill. And help provide air conditioning for those who need it most.

AMEREN DIRECT PAY CAMPAIGN "Do Nothing" :60 10/26/05 Revised

SFX: HOLIDAY MUSIC

ANNCR: Over the holidays, we usually help those in need by doing more.

We make more donations.

We volunteer more of our time.

And we give away more food, coats, hats and gloves.

But this year, with the help of Ameren, you can help others by doing less.

Leave your elf shoes on the shelf.

And take it easy.

Just sign up for Ameren Direct Pay, and we'll donate \$10 to the Salvation

Army Tree of Lights. Direct Pay is easy, because your utility payment comes

straight out of your checking or savings account on the exact day that

it's due, not before. And you'll always get a notice in the mail well in

advance, letting you know the amount.

Remember those in need this year. And do more, by doing less. Sign up for Ameren Direct Pay, at ameren.com.

And have a very happy (and easy-going) holiday season. Ameren. 365. And then some. 

# "Home Show"

:60

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Bob:	Hi, we're here today with Jim. Jim's improving his living room. He's starting with the walls. Tell us what we've got here, Jim.
Jim:	Well, Bob, we've got some nice, plaid wallpaper that I think will breathe new life into this room.
Bob:	I see, Jim. I also notice your technique for applyi—now wait just a paint-dryin' second. What's this you're doing?
Jim:	I'll tell you what I'm doing, Bob. I'm wallpapering over my thermostat.
Bob:	Why's that, Jim?
Jim:	I'll tell you exactly why, Bob. Fluctuating energy bills.
Bob:	Fluctuating energy bills?
Jim:	The way I figure, Bob, if no one can get to it, no one can tinker with it.
Bob:	And in the Summer, Jim?
Jim:	Uh
Bob:	Why not just sign up for Ameren's Budget Billing, Jim?
Jim:	Hmm, what's that, Bob.
Bob:	Well, Jim, it's a better alternative than wallpapering over your thermostat. Budget Billing is a simple, easy way to manage those energy bills that can be down one month and up the next. You see, Jim, with Budget Billing, you pay a predetermined, level amount, regardless of your energy usage.
Jim:	Thanks, Bob.
Bob:	Find out more at Ameren, dot com, Jim.
Jim:	Will do, Bob.
Ancr	: Just another way Ameren is working hard for you. Ameren. Three, sixty-five. And then some.

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Ameren Weather Radio Promo "Information" :60 5/10/06

ANNCR: To make sure you're ready when and if a violent storm hits, there are a few things you'll want to have on hand.

A first aid kit, for instance. A flashlight and extra batteries. Water and canned goods.

But as important as those things are, there's another item you absolutely can't do without:

Information.

And right now, Ameren is making it easier than ever to make sure you get it thanks to the free weather radio we'll give you when you sign up for Budget Billing or Direct Pay.

Billing Budget Billing smooths out high use peak periods by allowing you to pay a regular monthly amount. And Direct Pay is an easy way to pay your bill automatically from your bank account.

Plus, when you sign up online, you'll get the free weather radio to stay on top of changing conditions, and get the information you need to help you avoid disaster when violent weather hits.

For more information on Budget Billing and Direct Pay from Ameren and to sign up for your free weather radio, go to Ameren.com/WeatherRadio.

Ameren. 365 and then some.


Client / Ameren Ad# / 3655A1 Title / "Free Now" Media / B/W Newspaper Size / 11.625"x14"

Pubs / Various

Prod. Manager / Cheryl Sparks Traffic / Kathy Goebel Digital Artist / Evan Willnow Art Director / Scott LawSon Copywriter / Mike Dillon Acct Manager / Jennifer Smith Date Prepared / 05/22/2006



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### Reliable, affordable electricity. All in a day's work. We work hard every day to ensure our customers have the most reliable energy service at the lowest possible cost. Since 1998, we've invested nearly \$2.6 billion in infrastructure improvements and system maintenance to enhance reliability in Missouri and Illinois. At Ameren we look forward to serving you today, and for all those days to come:

ameren.com

Client /Ameren Corp Ad# /3476A1 Title /Reliable Media /4c Magazine Size /9.5" x 5.25" Pub /tonton Mountain Echo Prod. Manager /Cheryl Sparks Traffic /Kathy Goebel Digital Artist /Smh Art Director /Liz Forsythe Copywriter /Bill Eckoff Acct Manager /Jen Smith/Jim Stoeppler Date Prepared /2/09/2006



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we're not in this for the trophies, we humbly accept. Now let's get back to work keeping costs down.

ameren.com  $\frac{\partial d_{F_{r}}^{(k)}}{\partial p_{r}}$ 

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An: Dutstanding Customer Service Experience" For J.D. Power and Associates Certified Call Center Programs\* Information, visit www.jdpower.com.or.call;1866/842-7548.

Client /Ameren Corp. Ad# /3459C2 Title /Satisfaction/St. Louis (UE) Media /B&W Newspaper Size /7,708" x 13" Pub /Various Papers

MERENUE

Prod. Manager /Cheryl Sparks Traffic /Kathy Goebel Digital Artist /Jayne a. Art Director /Lz Forsythe Copywriter /Michael: McCormick Acct Manager (Inel Smith)lim Stoeppler Date Prepared /3/15/2006

**.**τ/Γ rodgers (townsend @2006. All rights reserved. 114,436,9960



Congratulations to our Customer Contact Center Employees. Thanks to you, Ameren is one of a few energy companies in the country to be recognized by J.D. Power and Associates for "An Outstanding Customer Service Experience." And while we're not in this for the trophies, we humbly accept. Now let's get back to work keeping costs down.



An Outstanding Customer Service Experience For J.D. Power and Associates Certified Call Center Programs information, visit www.jdpower.com or call 1866/84277548.

1248

Client /Ameren Corp. Prod. Manager /Cheryl Sparks Ad# /3459C1 Traffic /Kathy Goebel Title /Satisfaction/lefferson City (UE) Digital Artist /Jayne a. Media /B&W Newspaper An Director Alz Forsythe Size /7,708" x, 13" Copywriter /Michael /McCormick Client /Ameren Corp. Media /B&W Newspaper Size /7.708" x 13" Pub /Various Papers

AMERENUE

ertified % Call Cen <u>J.D.POWE</u>

Acct Manager /Jen Smith/Jim Stoeppler Date Prepared /3/15/2006

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Prepared by

2rod Manager / Cheryl Sparks

Traffic / Kathy Goebel Digital Artist / Smh/fayne a. An Director / Liz Forysthe Copywriter / Acct Manager / Jen Smith Acct Manager / Jen Smith

Client / Ameren Ad# / 34/59B2 http://P Powers\_Ameren Media / 4. Color Banner Size / 13,75 x 4, "TRIM 1q" x 4,25" 8LEED



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Prepared by

Client / Ameren Prod Manager / Cheryl Sparks Job# / 3459 Traffic / Kathy Goebel Traffic / Pewers\_Customer Satisfaction OD Digital Antist / jayne a. Media / 4-Color Outdoor Board An Director / Liz Forysthe Size / 48° x 14. 7 BLEED Act Manager / In Smith 48.5° x 14.5° BLEED Date Prepred / 3/3/2006

# Reliable, affordable electricity. All in a day's work.

MAmerun

We work hard every day to ensure our customers have the most reliable energy service at the lowest possible cost. Since 1998, we've invested nearly \$2.6 billion in infrastructure improvements and system maintenance to enhance reliability. in Missouri and Illinois.

At Ameren we look forward to serving you today, and for allthose days to come.

mətət 365. And then some.

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Prod. Manager /Cheryl Sparks Traffic /Kathy Goebel Digital Artist /smh Art Director /Liz Forsythe Media /4C Art Director /Liz Forsythe Size /5.5" x 8.5" Copywither /Bill Eckoff Pub / Taum Sauk Fair Program Acct Manager /Jen Smith/Jim Stoeppler Date Prepared /3/09/2006

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Client / Ameren Economic Development Ad# / 3371A1 Titler Building Blocks Medla! /4/color Sizel 7.5"x 10" Pub / STL Commerce Magazine

Prod. Manager / Cheryl Sparks Traffic / Kathy Goebel Diginal Artis / smh Art Director / Chris Taurisano Copywriter / Kay Cochran Acct Manager / Jen Smith Date Prepared / 12/22/2005  $\oplus$ 

rodgers/townsend

Prepared by



You see the tools of our trade everywhere. But there's more that you don't see. Our knowledge of the community. And resources that only we can offer, as the region's largest utility. At Ameren, we're proud to be one of greater St. Louis' Top 50 businesses that are helping to shape the region's future. Find out how we can help your company be a part of it. Visit ameren.com or call 1-800-981-9409.



Client / Ameren Economic Development Ad# / 3324A1 Title / Building Blocks Media / BW Size / 5.0625"x 6.625" Pub / St. Louis Business Jrnl

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Prod. Manager / Cheryl Sparks Traffic / Kathy Goebel Digital Artist / Smn Art Director / Chris Taurisano Copywriter / Kay Cochran Acct Manager / Jen Smith Date Prepared / 12/02/2005 Prepared by rodgers/townsend

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Client / Ameren Adf / 3287 Title / Fell In Love Media / 4/C full program ad Size /8.5<sup>m</sup> x 11<sup>th</sup> TRIM (275<sup>m</sup> x 11<sup>th</sup> TRIM (275<sup>m</sup> x 11<sup>th</sup> TRIM) (275<sup>m</sup> x 11<sup>th</sup> TRIM) Prod. Manager / Cheryi Sparks Traffic / Kathy Goebel Digital Artist / Jayne a. Art Director / Scott Lawson Copywiter / Mike Dillon Acct Manager / Jen Smith/JimS. Date Prepared / 1/20/06





Schedule 2-33



Client / Ameren Corporation Ad# / 3185B1 Title / 06 Skating Media / Program Ad 4/C Size / 7.375" x 9.875" Prod Maneger / Cheryl Sparks Traffic / Kathy Goobel Digital Artist / jayne a Art Director / Jenny Storino Copywriter / Jake Edinger Act Managet / jime Stoeppler/Jen Smith Date Prepared / 10.17.05

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Date Prepared / 03/28/2005

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Schedule 2-39

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### Everyone grew up building with logs. We just never stopped:

Our project: building a community. Through partnerships between industry, state and local leaders. And unparalleled resources as the region's largest utility. Find out how we can help your company find success. Visit ameren.com



#### © 2005 Ameren Corp.

## Everyone grew up building with logs. We just never stopped.

Ameren proudly salutes Dexter industry for continuing to build, grow and prosper.



Economic Development 365. And then some.



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Client / Ameren Economic Development Ad# / 3142A1 Title / Building with Logs Media / BW Size / 5.75"X 5" Pub / Dexter Statesman Prod. Manager / Cheryl Sparks Traffic / Kathy Goebel Digital Artist / smh Art Director / Chris Taurisano Copywriter / Kay Cochran Prepared by



Acct Manager / Chace MacMullan/Jim Stoeppler @2005 Att rights reserved. 314-436-9960 Date Prepared / 9/01/2005





#### Spring brings perfect weather for kite-flying, home improving and tree planting.

But the month also ushers increased risk of injury from activities in or around power lines. Please be cautious around power lines. And call 1-800-DIG-RITE before you dig.



365. And then some

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