Exhibit No.:

Issue: Revenues and Normalizations

Witness: Keri E. Feldman Type of Exhibit: Direct Testimony

Sponsoring Party: Laclede Gas Company;

Missouri Gas Energy

Case Nos. GR-2017-0215; GR-2017-0216

Date Testimony

Prepared: April 11, 2017

LACLEDE GAS COMPANY MISSOURI GAS ENERGY

GR-2017-0215 GR-2017-0216

DIRECT TESTIMONY

OF

KERI E. FELDMAN

APRIL 2017

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DIRECT TESTIMONY OF KERI E. FELDMAN

- 2 Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.
- 3 A. My name is Keri E. Feldman, and my business address is 700 Market Street, St.
- 4 Louis, Missouri 63101.

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- 5 Q. WHAT IS YOUR PRESENT POSITION?
- 6 A. I am Manager, Operations Accounting for Laclede Gas Company ("Laclede").
- 7 Q. PLEASE STATE HOW LONG YOU HAVE HELD YOUR POSITION AND
- 8 BRIEFLY DESCRIBE YOUR RESPONSIBILITIES.
- 9 A. I have been in my present position since October 2012. I manage the Operational
- Accounting Department, which is responsible for accounting activities associated
- with recording natural gas revenues and related gas cost expenditures, as well as
- the unitization, retirement, and depreciation of fixed assets, primarily for the
- Missouri operating units of Laclede, which include Laclede Gas ("LAC") and
- 14 Missouri Gas Energy ("MGE").
- 15 Q. PLEASE BRIEFLY DESCRIBE YOUR EXPERIENCE WITH THE
- 16 COMPANY PRIOR TO BECOMING MANAGER, OPERATIONS
- 17 **ACCOUNTING.**
- 18 A. I joined Laclede in June 2006 as an Analyst in the Management Information
- Services Department. In September 2006, I was transferred to the Financial
- 20 Reporting & Analysis department, where I served as an Analyst until May 2008.
- I then took a position in the Gas Accounting Department as a Business Analyst
- and was promoted in October 2010 as the Manager, Gas Accounting. I held this

- position until the Gas Accounting and Asset Management departments merged to form Operational Accounting in October 2012.
- 3 Q. WHAT IS YOUR EDUCATIONAL BACKGROUND?
- 4 A. I graduated from McKendree University in 2009 with a Masters of Business
- 5 Administration. In 2006, I earned a Bachelor of Science degree in Business
- 6 Administration, majoring in Finance from Southeast Missouri State University.
- 7 Q. HAVE YOU PREVIOUSLY FILED TESTIMONY BEFORE THIS
- 8 **COMMISSION?**

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9 A. Yes, I submitted direct testimony in Laclede's last rate case proceeding, Case No.

GR-2013-0171.

PURPOSE OF TESTIMONY

Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

I am sponsoring certain income statement adjustments in the areas of revenue, 13 A. gas cost, and taxes other than income taxes for both Missouri operating units. 14 These adjustments include weather normalization and customer annualization for 15 the residential and small general service rate classes, and rate switching 16 17 normalization for those customers who changed rates throughout the test year or should change rates going forward based on our annual usage review. In addition, 18 my testimony includes revenue and / or expense adjustments for operating income 19 20 items, such as those relating to unbilled revenues, Infrastructure System Replacement Surcharge ("ISRS"), Off System Sales and Capacity Release, and 21 22 Gross Receipts Taxes.

1 ADJUSTMENTS TO OPERATING INCOME

2	Q.	PLEASE EXPLAIN	THE	ADJUSTMENTS	TO	OPERATING	INCOME
3		FOR LAC.					

A. I am sponsoring adjustments to book revenues and gas costs to reflect the 4 5 appropriate level of test year margin for LAC. These adjustments are located in 6 Schedule MRN-D2, H-1, and include the elimination of deferred gas cost, reversal of unbilled revenue accruals, and annualization of the Infrastructure System 7 Replacement Surcharge revenue. In addition, I am also sponsoring adjustments to 8 9 revenues and expenses for taxes other than income related to gross receipts tax, and to the revenues and expenses related to off-system sales and releases of 10 pipeline capacity, which appear on the same Schedule noted above. 11

Q. ARE THE ADJUSTMENTS TO OPERATING INCOME SIMILAR FOR MGE?

14 A. Yes. I am also sponsoring adjustments to book revenues and gas costs to reflect
15 the appropriate level of test year margin for MGE. Similar adjustments are
16 located in Schedule MRN-D1, H-1.

OFF-SYSTEM SALES AND CAPACITY RELEASE

Q. PLEASE EXPLAIN IN MORE DETAIL THE ADJUSTMENTS RELATED

TO MARGINS RETAINED BY LAC FROM OFF-SYSTEM SALES AND

THE RELEASE OF PIPELINE CAPACITY.

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A. LAC is allowed to retain a percentage, ranging from 15% to 30% of the pre-tax margins realized from its off-systems sales and capacity releases, with the percentage increasing depending on the level of margins achieved. Consistent

1	with its tariff, these adjustments eliminate the Company's portion of income
2	realized in utility operating income during the test year. This adjustment can be
3	found on Schedule MRN-D2, H-1.

4 Q. ARE THERE SIMILAR ADJUSTMENTS TO MGE FROM OFF-SYSTEM 5 SALES AND THE RELEASE OF PIPELINE CAPACITY?

A. Yes. MGE is also allowed to retain a graduated percentage of pre-tax margins from off-system sales and capacity releases, albeit at different levels than LAC's.

These adjustments effectively eliminate the Company's portion of income realized in utility operating income during the test year. This adjustment can be found on Schedule MRN-D1, H-1.

GROSS RECEIPTS TAXES

Q.

A.

PLEASE EXPLAIN IN MORE DETAIL THE PURPOSE OF THE
ADJUSTMENT TO TAXES OTHER THAN INCOME RELATED TO
GROSS RECEIPTS TAX EXPENSE

In Schedules MRN-D1 and MRN-D2, gross receipts tax adjustments have been documented in Schedule H-1, both of which normalize gross receipts tax expense related to certain municipalities that were recorded in test year revenues. Gross receipts taxes are levied upon and collected by the Company as a license to do business in certain municipalities that impose a license tax on gas sales. All gross receipts taxes billed to customers are recorded in the billing month as revenues, and are ultimately expensed in the current or subsequent months as appropriate. The adjustment to revenues per book is necessary to eliminate net revenues during the test year resulting from timing differences in recognizing revenues and

expenses related to these particular municipalities, thereby eliminating any impact on revenue requirement as a result of obligations imposed on Laclede to collect and remit gross receipts taxes on behalf of these municipalities.

WEATHER NORMALIZATION

5 Q. WHAT IS THE PURPOSE OF THE WEATHER NORMALIZATION

ADJUSTMENT?

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A. Since the customer base of both operating units are primarily made up of spaceheating customers, weather plays a major role in the level of revenues and gas
costs incurred throughout a 12-month period. Therefore, test year margin must be
adjusted to a weather normalized basis, since actual weather can vary from
normal levels.

Q. PLEASE DESCRIBE THE PURPOSE OF THIS ADJUSTMENT SPECIFIC TO LAC.

LAC is currently operating under a weather-mitigated rate design that has been in effect in its current form since the conclusion of Case No. GR 2007-0208. For the distribution portion of the bill, this rate design significantly reduces customers' exposure to very cold winter temperatures, and limits Laclede Gas' exposure to warmer than normal weather. However, recent history has shown that weather volatility, especially if it occurs during shoulder months, such as November and April, can significantly impact margins. During the test year, LAC experienced 18% warmer than normal weather, based on a 10-year average of heating degree days ("HDDs"). Therefore, the weather normalization adjustment restates test year volumes and associated revenues for the residential class and each general

service customer class to reflect volumes and revenue that would have been experienced if normal weather had occurred during this test year. This revenue adjustment to test year margin is outlined in MRN-D2, H-2, Line 2.

4 Q. PLEASE DESCRIBE THE PURPOSE OF THIS ADJUSTMENT SPECIFIC 5 TO MGE.

6 A. Although MGE collects a large portion of its distribution rates via its customer charge, MGE does not have a weather-mitigated rate design like LAC. Therefore, 7 above the customer charge, MGE is exposed to significant variability in the level 8 9 of sales volumes and revenue incurred throughout a 12-month period, but especially during peak winter months. As with LAC, MGE also experienced 10 significantly warmer weather patterns throughout the test year. The weather 11 normalization adjustment will increase MGE's test year volumes and revenues to 12 the appropriate level assuming normal weather. This revenue adjustment to test 13 year margin is outlined in Schedule MRN-D1, H-2, Line 2 14

Q. WHAT MEASURE OF NORMAL WEATHER DID YOU USE FOR THE ADJUSTMENTS?

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A. Data from the National Oceanographic and Atmospheric Administration ("NOAA") was used when determining normal weather. LAC data is compiled from the St Louis station, which is located at Lambert International Airport and MGE data is compiled from the Kansas City station located at the Kansas City International Airport. Multiple ranges of historical data were compared, using periods of 30-year and 10-year averages, and then compared to the published NOAA's 30-year daily normal HDDs. As the data suggests, HDDs have been in

decline since the mid-1980s. Therefore, weather normalization calculations for

LAC and MGE use a 10-year normal due to the higher correlation and better fit

with the trend over the last several decades, which was then applied to the billing

cycle schedule to calculate normal billing cycle degree days for the test year.

5 Q. WHAT LEVEL OF HEATING DEGREE DAYS ARE YOU SPONSORING

6 IN YOUR ADJUSTMENT FOR LAC?

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A. For LAC, a 10-year normal of 4,376 HDDs was calculated and used in the weather normalization adjustment. This total was applied to our billing cycle schedule to determine each month's level of billing cycle degree days and used for each winter month's regression calculation.

Q. WHAT LEVEL OF HEATING DEGREE DAYS ARE YOU SPONSORING IN YOUR ADJUSTMENT FOR MGE?

13 A. For MGE, a 10-year normal was also used, which resulted in 5,041 HDDs for the
14 test year. This total was then allocated appropriately across the billing cycle
15 schedule.

16 Q. WHAT IS THE SIGNIFICANCE OF USING HEATING DEGREE DAYS 17 ON A BILLING CYCLE BASIS?

HDDs recorded on a calendar day basis have been converted to a billing cycle basis to reflect the cycle method of billing used by both operating units. Although revenue is recognized on a calendar month basis for financial reporting purposes to record revenues and the related cost of gas for all gas delivered during a month, the underlying records are maintained on a billing cycle basis, with a separate unbilled entry completed each month to adjust to a calendar month basis. The

unbilled revenue accrual adjustments that I am sponsoring reverses this entry, effectively returning the income statements to a cycle basis, thereby recognizing revenue based on metered usage billing to customers throughout each month for the entire test year.

A.

A.

Q. PLEASE EXPLAIN THE WEATHER NORMALIZATION ADJUSTMENT METHOD AND CALCULATION FOR LAC.

Weather-related volume adjustments and revenues are primarily based on statistical relationships between volumes and temperatures. For LAC, regression analysis was used as a starting point utilizing various time scenarios to aid in this analysis. LAC's rate design can prove challenging when analyzing regression results, primarily in the heating season when there is extreme weather sensitive volatility in the shoulder months. To address this, regression analysis was completed on each winter month for the past 5 years for the residential class and each general service rate class, Commercial and Industrial Class 1, Class 2, and Class 3, and analyzed for reliability. This output for each heating season month was then used to calculate a normal winter block 1 and total use per bill for each of these rate classes.

19 Q. WHAT APPROACH WAS USED TO NORMALIZE USAGE FOR THE 20 NON-HEATING SEASON?

A different approach was used to calculate normal non-heating season usage. A simple 5-year average was used to calculate summer block 1 use per bill and total use per bill for each rate class – Residential, and Commercial and Industrial Class 1, Class 2, and Class 3 – then analyzed for trends in base usage. Outside of the

shoulder months for LAC, the non-heating season experiences less volatility with the weather; therefore, HDDs do not have the impact experienced in the heating season months. It was decided that calculating statistical regression against HDDs was irrelevant for the purposes of normalizing non-heating season weather; therefore, simple averages were used to calculate base non-heating season usage. Once normal block 1 and total use per bill were determined for each rate class, block 2 was calculated by removing block 1 from the total. The normalized block 1 and block 2 use per bill amounts were then subtracted from the respective actual block 1 and block 2 use per bill amounts for each month of the test year, then multiplied by the number of actual bills in each test year month to calculate normalized block 1 and block 2 therm adjustments. These therm adjustments were then applied to the current rate design to calculate the adjustment to net revenues for each rate class. As noted above, this revenue adjustment to test year margin is outlined in MRN-D2, H-2, Line 2.

A.

15 16 Q. PLEASE EXPLAIN THE WEATHER NORMALIZATION ADJUSTMENT 17 METHOD AND CALCULATION FOR MGE.

Statistical regression output was used to calculate a test year basis for normal. Since MGE does not operate under a weather-mitigated rate design and does not have blocked rates for the general service classes this calculation is relatively straight-forward and easy, and the use per bill calculated from the regression output was used to determine normal volumes and revenues. Results were in line with expectations when reviewed at a macro level. Once total normalized use per bill was calculated for each MGE rate class, Residential, Small General Service,

and Large General Service, normal use per bill was subtracted from actual use per bill and multiplied by the number of actual bills in each month of the test year. The resulting therm adjustments were then converted to CCF, which is MGE's billing unit of measure, and applied to the rate design to determine the appropriate level of revenue adjustment. As noted above, this revenue adjustment to test year margin is outlined in Schedule MRN-D1, H-2, Line 2.

7 Q. PLEASE CONFIRM THE VARYING UNITS OF MEASURE USED IN BILLING.

A.

In Laclede's billing system, MGE and LAC bill under separate units of measurement; MGE bills in ccf (hundred cubic feet by volume), and LAC bills in therms (which includes the heat, or energy, content of the gas). All billing reports are given in the applicable unit of measure billed. However, for financial reporting purposes, MGE ccf usage is converted to therms by using a standard multiplication factor of 1.02. This is because we issue financial reports through the parent company, and must report all volumes on the same unit of measure. For purposes of MGE normalization, usage was calculated on a therm basis, and then converted to the billing measure ccf when applying the rate design to calculate revenue adjustments. I should note that Laclede is proposing to eliminate this difference in billing conventions on a going forward basis. As discussed in the direct testimony of Laclede witness Weitzel, Laclede is proposing to achieve this goal by converting MGE to therm billing.

CUSTOMER COUNT ANNUALIZATION

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Q. PLEASE EXPLAIN THE REVENUE ADJUSTMENT MADE TO REFLECT CHANGES IN RESIDENTIAL AND CLASS 1 GENERAL

SERVICE CUSTOMERS FOR LAC.

- During the test year, LAC experienced increases in both the number of its residential and small commercial (Class 1) customers billed at the General Service rate. Schedule MRN-D2, H-2, Line 4, adjusts revenues to an annualized level that includes these changes in customer levels as if those levels had been experienced for the full year. Furthermore, the adjustment reflects revenues
- Q. PLEASE EXPLAIN THE REVENUE ADJUSTMENT MADE TO
 REFLECT CHANGES IN RESIDENTIAL AND SMALL GENERAL
 SERVICE CUSTOMERS FOR MGE.

related to projected customer changes through September 30, 2017.

A. MGE experienced increases in its residential customer class, but a decrease in the small general service customer base. Schedule MRN-D1, H-2, Line 4 adjusts revenues to an annualized level that includes these changes in customer levels as if those levels had been experienced for the full year. Furthermore, the adjustment reflects revenues related to projected customer changes through September 30, 2017.

20 Q. WHAT IS THE BASIS FOR THIS ADJUSTMENT?

A. This overall residential and small commercial customer adjustment reflects annualized customer changes based on the number of bills for the period ended January 2017 compared to January 2016, with the same rate of change applied through September 30, 2017.

CUSTOMER RATE SWITCHING/LARGE USER CHANGES

4 Q. PLEASE DISCUSS THE RATE SWITCHING AND CLASSIFICATION

ADJUSTMENTS FOR LAC

A.

A.

Customer rate switching and classification adjustments are completed as part of the rate case process. Test year bills, usage, and revenue are normalized to reflect customers who switched rates throughout the test year, as well as adjusted for customers who will change customer classes based on an annual usage review exercise. Rate switching adjustments include customers who did change rates during the test year. For example, if a LAC commercial class 3 customer switched to class 2 for various reasons during the middle of the test year, revenues were normalized to the rate they switched to for all 12 months and removed from the original rate being billed. Data from the billing system was compiled and reviewed for not only large users but also general service rate classes. This adjustment is shown in Schedule MRN-D2, H-2, Line 3.

Q. WHAT ELSE DOES YOUR RATE CLASSIFICATION ADJUSTMENTS INCLUDE?

Rate Classification adjustments also include customers who should switch rates based on their annual usage level. For LAC, these customers were reviewed based on their actual usage, and any customer with usage more than 20% from the tariff-determined annual usage level was switched to a different rate and then weather adjusted. Therms were then applied to the rate design according to the

rate class they should be moved to, and subtracted from the rate design from the
rate class they were in. The net revenue impact of all of the above LAC changes
resulted in a \$1.1 million reduction in operating revenue, shown in Schedule
MRN-D2, H-2, Line 5.

5 Q. PLEASE DISCUSS THE RATE SWITCHING AND CLASSIFICATION

ADJUSTMENTS FOR MGE

A.

Rate switching adjustments include MGE customers who did change rates during the test year, following a similar process as was used for LAC. These adjustments are documented in MRN-D1, H-2, Line 3. MGE customers in the Small General Service and Large General Service rate classes were also reviewed for possible rate classification adjustments, with weather impact noted, and a number of customers were moved between these two rate classifications, resulting in a net revenue decrease of approximately \$0.5 million in the test year, as shown in MRN-D1, H-2, Line 6.

Q. WAS AN ADJUSTMENT ALSO MADE TO REFLECT THE COMPANY'S PROPOSAL RELATING TO HOW LANDLORD'S ARE BILLED WHEN A PREMISE IS TEMPORARILY UNOCCUPIED OR SIMPLY IN THE

LANDLORD'S NAME?

Yes. Also reflected in the MGE normalized billing determinants are the customers on the Commercial-domestic use rate design. Examples of customers in this class are landlords who retain gas service in-between tenant customers. The billing determinants were adjusted to assume this class is always billed at Residential rates, consistent with our proposal in this case instead of commercial rates when

in the landlord's name and residential when in the tenant's name. The test year revenues reflect this net impact of \$2.1 million of reduced income to MGE resulting from this rate classification change, shown in MRN-D1, H-2, Line 5. Additional detail can be found in the direct testimony of Laclede witness Noack, who is sponsoring this adjustment to revenues.

Q. ARE THERE OTHER ADJUSTMENTS YOU MADE WITH RESPECT TO

LARGE USERS?

Yes, an adjustment was made to reflect a normalized level of unauthorized use charges for LAC's basic transportation customers. During the test year ended December 31, 2016, this group of customers was billed a lower than normal level of unauthorized use charges due to zero days of limitation during the test year. This adjustment increases revenues related to unauthorized use charges to a normal level based on the average number of days of limitation per year since the year that the unauthorized charge commenced, which is embedded in the Customer Growth annualization adjustment in Schedule MRN-D2, H-2, Line 4. In addition, adjustments were made to reflect a normalized level of demand charges to be billed to LAC's transportation customers. Test Year Margin revenues related to billing demand charges for transportation customers were adjusted upwards to current contracted January 2017 levels, which can be found embedded in the Customer Growth annualization on Schedule MRN-D2, H-2, Line 4.

Α.

1		RATES USED IN CALCULATING ADJUSTMENTS
2	Q.	WHAT RATES HAVE YOU USED TO PRICE OUT THE REVENUE
3		ADJUSTMENTS MADE TO THE TEST YEAR UTILITY OPERATING
4		INCOME RELATED TO ON-SYSTEM SALES LEVELS FOR LAC?
5	A.	LAC's revenue adjustments related to on-system sales have been calculated using
6		the non-gas rates in LAC's tariffs, effective July 8, 2013, that are designed to
7		recover its cost of service, other than the cost of purchased gas.
8	Q.	WHAT RATES HAVE YOU USED TO PRICE OUT THE REVENUE
9		ADJUSTMENTS MADE TO THE TEST YEAR UTILITY OPERATING
10		INCOME RELATED TO ON-SYSTEM SALES LEVELS FOR MGE?
11	A.	For MGE, revenue adjustments related to on-system sales have been calculated
12		using the non-gas rates in MGE's tariffs, effective May 1, 2014, that are designed
13		to recover its cost of service, other than the cost of purchased gas.
14	Q.	HOW WERE OTHER COSTS AND REVENUES ACCOUNTED FOR
15		UNDER PURCHASED GAS ADJUSTMENT CLAUSE HANDLED?
16	A.	The Purchased Gas Adjustment (PGA) Clause included in the rate schedules of
17		both operating units provides for current recovery of projected gas cost levels and
18		for deferred recovery of other gas cost price differences. Changes in the PGA rate
19		are made on a prorated basis for billing purposes, based on number of days at the
20		respective rate. In addition, differences that occur between PGA revenue
21		recovery and experienced gas cost are adjusted through the ACA deferral. In both
22		Schedules MRN-D1 and MRN-D2, all purchased gas cost and expense

adjustments have been documented in Schedule H-3. Since all gas costs have

been removed from the income statement, we have not adjusted revenues for PGA rates in our individual adjustments of revenue. This makes some of the adjustments less complicated and has absolutely no impact on the Company's pro forma operating income because in each case we use non-gas rates to calculate revenue. In other words, if we had changed PGA revenue, we would also have changed expenses by the adjusted natural gas cost and the result would have been the same operating income as the one calculated in our filing. In addition, we have not adjusted for gross receipts taxes in the revenue adjustments because if we had done so, we would have again adjusted exactly the same amount of dollars in the expense account for Taxes Other Than Income. As with the PGA, we have eliminated several calculations without changing the net result.

Q. DOES THIS CONCLUDE YOUR DIRECT TESTIMONY?

14 A. Yes, it does.

BEFORE THE PUBLIC SERVICE COMMISSION OF THE STATE OF MISSOURI

In the Matter of Laclede Gas Company's Request to Increase its Revenues for Gas Service	•
In the Matter of Laclede Gas Company d/b/a Missouri Gas Energy's Request to Increase its Revenues for Gas Service) File No. GR-2017-0216
<u>4</u>	AFFID A VIT
STATE OF MISSOURI)) SS.
CITY OF ST. LOUIS) 55.
Keri E. Feldman, of lawful age, being	g first duly sworn, deposes and states:
1. My name is Keri E. Feldman. Gas Company. My business address is 700	I am Manager, Operations Accounting for Lacledo Market St., St Louis, Missouri, 63101.
2. Attached hereto and made a pubehalf of Laclede Gas Company and MGE.	part hereof for all purposes is my direct testimony or
•	t my answers contained in the attached testimony to d correct to the best of my knowledge and belief.
	Keri E. Feldman
Subscribed and sworn to before me the	his <u>3nd</u> day of <u>April</u> 2017.
	Marcia a Spangler Notary Public