

ORIGINAL  
FILE COPY

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Conservation Cost Recovery )  
Clause. )  
\_\_\_\_\_ )

DOCKET NO. 960002-EG  
Filed: November 19, 1996

DIRECT TESTIMONY

OF

RAND W. SMITH

ON BEHALF OF CITY GAS COMPANY OF FLORIDA  
(A DIVISION OF NUI CORPORATION)

ACK \_\_\_\_\_

AFA 4 \_\_\_\_\_

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CAF \_\_\_\_\_

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*[Signature]* Ballinger

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WIS \_\_\_\_\_

OTH \_\_\_\_\_

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DOCUMENT NUMBER DATE

12273 NOV 19 96

FPSC-RECORDS/REPORTING

1                                   BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

2   DIRECT TESTIMONY OF

3   RAND W. SMITH

4   ON BEHALF OF CITY GAS COMPANY OF FLORIDA

5   (A DIVISION OF NUI CORPORATION)

6   DOCKET NO. 960002-EG

7   **Q.   PLEASE STATE YOUR NAME, BUSINESS ADDRESS, BY WHOM YOU ARE**  
8   **EMPLOYED, AND IN WHAT CAPACITY.**

9   A.   My name is Rand W. Smith. My business address is NUI Corporation,  
10   Southern Division, 955 E. 25th Street, Hialeah, FL 33013-3498. I am  
11   employed by the NUI Corporation as Vice President - Finance for its  
12   Southern Division, which includes City Gas Company of Florida ("City Gas"  
13   or "the Company"). The Southern Division also includes the North Carolina,  
14   Maryland, New York and Pennsylvania operations of NUI Corporation.

15 **Q.   ARE YOU FAMILIAR WITH THE COSTS WHICH HAVE BEEN INCURRED BY**  
16 **CITY GAS COMPANY IN IMPLEMENTING ITS ENERGY CONSERVATION**  
17 **PROGRAMS?**

18 A.   Yes, I am.

19 **Q.   WHAT IS THE PURPOSE OF YOUR TESTIMONY IN THIS DOCKET?**

20 A.   The purpose of my testimony is to present data and summaries concerning  
21   the planned and actual accomplishments of the Company's energy  
22   conservation programs during the period October 1, 1995 through September  
23   30, 1996. Data related to calculation of the true-up for this period are also  
24   included.

25

1 Q. HAVE YOU PREPARED STUDIES OF THE COMPANY'S CONSERVATION  
2 PROGRAMS AND THE COSTS ASSOCIATED WITH THESE PROGRAMS?

3 A. Yes. Summaries of the programs in which City Gas incurred recoverable  
4 costs during the period October 1995 through September 1996 are contained  
5 on Schedule CT-6, pages 1-12 of my Exhibit (RWS-1).

6 Q. HAS CITY GAS PREPARED A SCHEDULE WHICH SHOWS THE ACTUAL  
7 EXPENDITURES ASSOCIATED WITH ITS ENERGY CONSERVATION  
8 PROGRAMS FOR THIS PERIOD?

9 A. Yes. Actual expenses for this period are shown on Schedule CT-2, page 2 of  
10 3. Schedule CT-2, page 1 of 3, shows a comparison of the actual program  
11 cost with previously submitted projected program cost.

12 Q. WHAT WAS THE TOTAL COST INCURRED BY THE COMPANY IN  
13 CONNECTION WITH THESE PROGRAMS DURING THE TWELVE MONTHS  
14 ENDED SEPTEMBER 30, 1996?

15 A. As shown on Schedule CT-2, page 1 of 3, total program costs were  
16 \$1,291,738. This total is \$199,600 less than our projection of program  
17 costs for the twelve-month period.

18 Q. HAS CITY GAS PREPARED, FOR THE TWELVE-MONTH PERIOD INVOLVED,  
19 A SCHEDULE WHICH SHOWS THE VARIANCE OF ACTUAL FROM  
20 PROJECTED PROGRAM COSTS BY CATEGORIES OF EXPENSES?

21 A. Yes. Schedule CT-2, page 3 of 3 shows these variances.

22 Q. WHAT IS THE COMPANY'S ADJUSTED NET TRUE-UP FOR THE TWELVE  
23 MONTHS ENDED SEPTEMBER 30, 1996?

24 A. We originally estimated an underrecovery, including interest, of \$293,474.  
25 The actual true-up amount, including interest, is an overrecovery of

1           \$450,368. As shown on Schedule CT-1, this results in an adjusted net  
2 true-up amount, including interest, of \$743,842.

3 **Q. IS THE ADJUSTED NET TRUE-UP OF \$743,842 AN UNDERRECOVERY OR**  
4 **AN OVERRECOVERY?**

5 A. An overrecovery, as shown on Schedule CT-1.

6 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

7 A. Yes, it does.

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CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of the Direct Testimony of  
Rand W. Smith on Behalf of City Gas Company of Florida has been furnished by  
U.S. Mail to the following parties of record, this 19th day of November, 1996:

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Exhibit No. \_\_\_\_\_  
DOCKET NO. 960002-EG  
City Gas Company of Florida  
(RWS-1)  
Page 1 of 17

CITY GAS COMPANY OF FLORIDA  
CONSERVATION COST RECOVERY TRUE-UP DATA  
(October 1, 1995 through September 30, 1996)

DOCUMENT NUMBER 12273  
12273 NOV 19 1996  
FPSC-RECORDS/REPORTING

DESCRIPTION	PAGE
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<b>Schedule CT-4</b>	
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Program Progress Reports:	
Single Family Residential Home Builder Program	12
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Common Costs	17

SCHEDULE CT-1

ADJUSTED NET TRUE UP  
FOR MONTHS: OCTOBER 1995 THROUGH SEPTEMBER 1996

END OF PERIOD NET TRUE-UP

PRINCIPLE	(435,811)	
INTEREST	<u>(14,557)</u>	(450,368)

LESS PROJECTED TRUE-UP

PRINCIPLE	301,965	
INTEREST	<u>(8,491)</u>	<u>293,474</u>

ADJUSTED NET TRUE-UP		<u>(743,842)</u>
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( ) REFLECTS OVER-RECOVERY



SCHEDULE CT-2  
 PAGE 1 OF 3

ANALYSIS OF ENERGY CONSERVATION PROGRAM COSTS  
 ACTUAL VERSUS ESTIMATED

FOR MONTHS: OCTOBER 1995 THROUGH SEPTEMBER 1996

	<u>ACTUAL</u>	<u>PROJECTED*</u>	<u>DIFFERENCE</u>
CAPITAL INVESTMENT	-	-	-
PAYROLL & BENEFITS	319,519	224,282	95,237
MATERIALS & SUPPLIES	1,796	3,822	(2,026)
ADVERTISING	27,641	107,500	(79,859)
INCENTIVES	924,914	1,134,324	(209,410)
OUTSIDE SERVICES	-	-	-
VEHICLES	17,868	21,410	(3,542)
OTHER	-	-	-
SUB-TOTAL	1,291,738	1,491,338	(199,600)
PROGRAM REVENUES	-	-	-
TOTAL PROGRAM COSTS	1,291,738	1,491,338	(199,600)
LESS:			
PAYROLL ADJUSTMENTS	-	-	-
AMOUNTS INCLUDED IN RATE BASE	-	-	-
CONSERVATION ADJUSTMENT REVENUES	(1,727,549)	(1,189,373)	(538,176)
ROUNDING ADJUSTMENT	-	-	-
TRUE-UP BEFORE INTEREST	(435,811)	301,965	(737,776)
INTEREST PROVISION	(14,557)	(8,491)	(6,066)
END OF PERIOD TRUE-UP	(450,368)	293,474	(743,842)

( ) REFLECTS OVER-RECOVERY  
 \* 2 MONTHS ACTUAL AND 10 MONTHS PROJECTED

SCHEDULE CT-2  
 PAGE 2 OF 3

ACTUAL CONSERVATION COSTS PER PROGRAM  
 FOR MONTHS: OCTOBER 1995 THROUGH SEPTEMBER 1996

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: SINGLE FAMILY HOME BUILDER	-	138,255	203	4,370	652,399	-	7,585	-	802,812
PROGRAM 2: MULTI FAMILY HOME BUILDER	-	-	-	-	-	-	-	-	-
PROGRAM 3: ELECTRIC REPLACEMENT	-	139,258	-	22,847	259,531	-	7,111	-	428,747
PROGRAM 4: DEALER PROGRAM	-	33,075	-	424	12,984	-	2,408	-	48,891
PROGRAM 5: SCHOOLS PROGRAM	-	8,931	1,593	-	-	-	764	-	11,288
COMMON COSTS	-	-	-	-	-	-	-	-	-
TOTAL TOTAL OF ALL PROGRAMS	-	<u>319,519</u>	<u>1,796</u>	<u>27,641</u>	<u>924,914</u>	-	<u>17,868</u>	-	<u>1,291,738</u>

SCHEDULE CT-2  
 PAGE 3 OF 3

CONSERVATION COSTS PER PROGRAM - VARIANCE ACTUAL VERSUS PROJECTED  
 FOR MONTHS: OCTOBER 1995 THROUGH SEPTEMBER 1996

PROGRAM NAME	CAPITAL INVESTMENT	PAYROLL & BENEFITS	MATERIALS & SUPPLIES	ADVERTISING	INCENTIVES	OUTSIDE SERVICES	VEHICLE	OTHER	TOTAL
PROGRAM 1: SINGLE FAMILY HOME BUILDER	-	35,969	203	(85,630)	(81,001)	-	(3,394)	-	(133,853)
PROGRAM 2: MULTI FAMILY HOME BUILDER	-	-	-	-	(875)	-	-	-	(875)
PROGRAM 3: ELECTRIC REPLACEMENT	-	58,500	-	15,347	(134,433)	-	1,324	-	(59,262)
PROGRAM 4: DEALER PROGRAM	-	74	-	(9,576)	6,899	-	(779)	-	(3,382)
PROGRAM 5: SCHOOLS PROGRAM	-	684	(2,229)	-	-	-	(693)	-	(2,239)
COMMON COSTS	-	-	-	-	-	-	-	-	-
TOTAL TOTAL OF ALL PROGRAMS	-	95,227	(2,026)	(79,859)	(209,410)	-	(3,542)	-	(199,611)

( ) REFLECTS PROJECTED OVER ACTUAL EXPENSE ESTIMATES

SCHEDULE CT-3  
 PAGE 1 OF 3

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION  
 SUMMARY OF EXPENSES BY PROGRAM  
 FOR MONTHS: OCTOBER 1995 THROUGH SEPTEMBER 1996

EXPENSES:	MONTH NO. 1	MONTH NO. 2	MONTH NO. 3	MONTH NO. 4	MONTH NO. 5	MONTH NO. 6	MONTH NO. 7	MONTH NO. 8	MONTH NO. 9	MONTH NO. 10	MONTH NO. 11	MONTH NO. 12	TOTAL
PROGRAM 1:	39,020	96,222	74,104	87,671	56,867	95,523	95,621	74,352	62,445	49,257	33,572	38,157	802,811
PROGRAM 2:	-	-	-	-	-	-	-	-	-	-	-	-	-
PROGRAM 3:	27,520	32,488	29,591	51,278	26,154	40,884	47,538	30,812	33,839	30,618	47,707	30,350	428,778
PROGRAM 4:	2,566	3,626	3,350	4,536	3,300	4,133	5,372	3,732	5,191	4,437	4,705	3,914	48,861
PROGRAM 5:	1,559	1,529	831	774	1,443	1,568	1,137	352	28	-	861	1,205	11,287
TOTAL	70,665	133,864	107,876	144,259	87,764	142,108	149,667	109,248	101,503	84,312	86,845	73,627	1,291,738
LESS AMOUNT INCLUDED IN RATE BASE	-	-	-	-	-	-	-	-	-	-	-	-	-
RECOVERABLE CONSERVATION EXPENSES	<u>70,665</u>	<u>133,864</u>	<u>107,876</u>	<u>144,259</u>	<u>87,764</u>	<u>142,108</u>	<u>149,667</u>	<u>109,248</u>	<u>101,503</u>	<u>84,312</u>	<u>86,845</u>	<u>73,627</u>	<u>1,291,738</u>

SCHEDULE CT-3  
PAGE 2 OF 3

ENERGY CONSERVATION ADJUSTMENT CALCULATION OF TRUE-UP AND INTEREST PROVISION  
FOR MONTHS: OCTOBER 1995 THROUGH SEPTEMBER 1996

CONSERVATION REVENUES	MONTH NO. 1	MONTH NO. 2	MONTH NO. 3	MONTH NO. 4	MONTH NO. 5	MONTH NO. 6	MONTH NO. 7	MONTH NO. 8	MONTH NO. 9	MONTH NO. 10	MONTH NO. 11	MONTH NO. 12	TOTAL
1 RCS AUDIT FEES	-	-	-	-	-	-	-	-	-	-	-	-	-
2 OTHER PROGRAM REVS	-	-	-	-	-	-	-	-	-	-	-	-	-
3 CONSERV. ADJ REVS	(148,411)	(177,426)	(219,585)	(332,376)	(288,060)	(270,445)	(105,587)	(91,288)	(81,064)	(76,380)	(73,699)	(71,239)	(1,935,560)
4 TOTAL REVENUES	(148,411)	(177,426)	(219,585)	(332,376)	(288,060)	(270,445)	(105,587)	(91,288)	(81,064)	(76,380)	(73,699)	(71,239)	(1,935,560)
5 PRIOR PERIOD TRUE UP NOT APPLICABLE TO THIS PERIOD	17,334	17,334	17,334	17,334	17,334	17,334	17,334	17,334	17,334	17,335	17,335	17,335	208,011
CONSERVATION REVENUES 6 APPLICABLE TO THE PERIOD	(131,077)	(160,092)	(202,251)	(315,042)	(270,726)	(253,111)	(88,253)	(73,954)	(63,730)	(59,045)	(56,364)	(53,904)	(1,727,549)
CONSERVATION EXPENSES 7 (FROM CT-3, PAGE 1)	70,665	133,864	107,876	144,259	87,764	142,108	149,667	109,248	101,503	84,312	86,845	73,827	1,291,738
8 TRUE-UP THIS PERIOD	(60,412)	(26,228)	(94,375)	(170,783)	(182,962)	(111,003)	61,414	35,294	37,773	25,267	30,481	19,723	(435,811)
9 INTEREST PROVISION THIS PERIOD (FROM CT-3 PAGE 3)	828	529	156	(549)	(1,396)	(2,157)	(2,372)	(2,221)	(2,169)	(2,124)	(2,063)	(1,018)	(14,557)
10 TRUE-UP & INTER. PROV. BEGINNING OF MONTH	208,011	131,093	88,060	(23,494)	(212,160)	(413,852)	(544,346)	(502,638)	(486,899)	(468,629)	(462,821)	(451,738)	
11 PRIOR PERIOD TRUE UP COLLECTED/(REFUNDED)	(17,334)	(17,334)	(17,334)	(17,334)	(17,334)	(17,334)	(17,334)	(17,334)	(17,334)	(17,335)	(17,335)	(17,335)	
12 TOTAL NET TRUE UP (SUM LINES 8 + 9 + 10 - 11)	131,093	88,060	(23,494)	(212,160)	(413,852)	(544,346)	(502,638)	(486,899)	(468,629)	(462,821)	(451,738)	(450,368)	(450,368)





**CITY GAS COMPANY OF FLORIDA**

**SCHEDULE CT-5**

**Reconciliation and Explanation of Differences Between  
Filing and PSC Audit Report**

(If no differences exist please state)

There are no known differences at this time.



CITY GAS COMPANY OF FLORIDA

Schedule CT-6  
 PROGRAM PROGRESS REPORT

NAME: SINGLE FAMILY RESIDENTIAL HOME BUILDER - PROGRAM 1

DESCRIPTION: The Single Family Residential Home Builder Program is designed to increase the number of high-priority natural gas customers in the new residential construction market. The Company offers incentives in the form of allowances to builders to assist in defraying the additional cost associated with piping, venting, and installing gas appliances.

PROGRAM ALLOWANCES:

Furnace .....	\$250
Water Heater .....	225
Range .....	100
Dryer .....	100

REPORTING PERIOD: October 1995 through September 1996

APPLIANCES INSTALLED:

Furnace	782
Water Heater	1,419
Range	799
Dryer	568
Total	3,568

CONSERVATION COST VARIANCE: Actual vs. Projected

Projected Costs	\$936,665
Actual Costs	802,812
Variance	(\$133,853)

CITY GAS COMPANY OF FLORIDA

Schedule CT-6  
PROGRAM PROGRESS REPORT

**NAME:** MULTI-FAMILY RESIDENTIAL HOME BUILDER - PROGRAM 2

**DESCRIPTION:** The Multi-Family Residential Home Builder Program is designed to increase the number of high-priority natural gas customers in the new residential construction market. The Company offers incentives in the form of allowances to builders to assist in defraying the additional cost associated with piping, venting, and installing gas appliances.

**PROGRAM ALLOWANCES:**

Per dwelling unit ..... \$300

**REPORTING PERIOD:** October 1995 through September 1996

**APPLIANCES INSTALLED:**

There was no activity in this program during the October 1995 through September 1996 period.

**CONSERVATION COST VARIANCE: Actual vs. Projected**

Projected Costs	\$875
Actual Costs	0
Variance	(\$875)

CITY GAS COMPANY OF FLORIDA

Schedule CT-6  
 PROGRAM PROGRESS REPORT

NAME: ELECTRIC RESISTANCE REPLACEMENT PROGRAM 3

DESCRIPTION: The Electric Resistance Replacement Program is designed to encourage the replacement of electric resistance type appliances with energy-efficient natural gas appliances. The Program offers incentives in the form of allowances to assist customers in defraying the additional cost associated with the purchasing, piping, and installation.

PROGRAM ALLOWANCES:

Furnace .....	\$550
Water Heater .....	400
Range .....	100
Dryer .....	100

REPORTING PERIOD: October 1995 through September 1996

APPLIANCES INSTALLED:

Furnace	174
Water Heater	344
Range	173
Dryer	104
Total	795

CONSERVATION COST VARIANCE: Actual vs. Projected

Projected Costs	\$488,009
Actual Costs	428,747
Variance	(\$59,262)

**CITY GAS COMPANY OF FLORIDA**

**Schedule CT-6**  
**PROGRAM PROGRESS REPORT**

**NAME:** DEALER - PROGRAM 4

**DESCRIPTION:** The Gas Appliance Dealer/Contractor Program is designed to encourage the replacement of electric resistance type appliances with natural gas appliances and older, inefficient gas appliances with modern, efficient gas appliances through appliance dealers and contractors. The Program offers allowances to the dealer/contractors.

**PROGRAM ALLOWANCES:**

<b>DEALER/CONTRACTOR ALLOWANCE:</b>	
Furnace .....	\$30
Water Heater .....	30
Range .....	15
Dryer .....	15

**REPORTING PERIOD: October 1995 through September 1996**

**APPLIANCES INSTALLED:**

Furnace	143
Water Heater	172
Range	113
Dryer	45
<b>Total</b>	<b>473</b>

**CONSERVATION COST VARIANCE: Actual vs. Projected**

Projected Costs	\$52,273
Actual Costs	48,891
Variance	(\$3,382)

\* All incentive payments were made to non-affiliated dealers.

CITY GAS COMPANY OF FLORIDA

Schedule CT-6  
PROGRAM PROGRESS REPORT

NAME: GAS APPLIANCES IN SCHOOLS - PROGRAM 5

DESCRIPTION: The Schools Program is to promote the replacement of all-electric appliances where possible in Home Economics Departments of all schools in our service area at no charge, and to offer assistance of company-employed home economists to schools to teach energy conservation and to train students in the use, care, and safety of gas appliances.

PROGRAM ALLOWANCES:

\$300 per gas range

REPORTING PERIOD: October 1995 through September 1996

PROGRAM SUMMARY:

The significant costs incurred by this program were payroll and benefits which totaled \$8,931.

CONSERVATION COST VARIANCE: Actual vs. Projected

Projected Costs	\$13,527
Actual Costs	\$11,288
Variance	(\$2,239)

CITY GAS COMPANY OF FLORIDA

Schedule CT-6  
PROGRAM PROGRESS REPORT

NAME: ENERGY CONSERVATION COMMON COSTS

REPORTING PERIOD: October 1995 through September 1996

There was no activity in common costs during the October 1995 through September 1996 period.

CONSERVATION COST VARIANCE: Actual vs. Projected

Projected Costs	\$0
Actual Costs	0
Variance	\$0

960002

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of the Direct Testimony of  
Rand W. Smith on Behalf of City Gas Company of Florida has been furnished by  
U.S. Mail to the following parties of record, this 19th day of November, 1996:

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