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SOUTHERN CALIFORNIA GAS COMPANY
ADVANCED METERING INFRASTRUCTURE
REBUTTAL TESTIMONY

CHAPTER 2

SUMMARY OF AMI BUSINESS CASE

Prepared Rebuttal Testimony

of

Edward Fong

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA**

May 7, 2009

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1 **I. BACKGROUND**

2 The purpose of this testimony is to respond to the prepared direct testimony submitted by
3 several intervening parties to the Southern California Gas Company’s (SoCalGas) Advanced
4 Metering Infrastructure (AMI) proceeding, Application (A.) 08-09-023. SoCalGas’s AMI’s
5 application and supporting testimony¹ proposes to deploy AMI for approximately 6 million gas
6 meters at an estimated deployment cost of approximately \$1.08 billion over 7 year period (2009-
7 2015).² My testimony will address several recommendations, assertions and analyses contained
8 in the prepared testimonies of California Public Utilities Commission’s (CPUC or Commission)
9 Division of Ratepayer Advocates (DRA), The Utility Reform Network (TURN) and the Utility
10 Workers Union of America (UWUA) filed on April 23, 2009.

11 Specifically, this testimony will address issues raised by the above intervening parties to
12 my Chapter II, Summary of AMI Business Case, Errata to Prepared Direct Testimony and Errata
13 to Prepared Direct Supplemental Testimony. SoCalGas was directed by Assigned Commissioner
14 Grueneich and Administrative Law Judge (ALJ) Hecht to file supplemental testimony regarding
15 the “appropriateness of the SoCalGas choices of communications infrastructure and battery
16 operation” in a scoping memo and ruling issued on January 6, 2009.

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18 **II. INTRODUCTION**

19 DRA, TURN and UWUA have made several claims or assertions that are not factually
20 based and are contrary to the evidence SoCalGas has presented in Errata, prepared direct
21 testimony, supplemental testimony or herein as rebuttal testimony. DRA, TURN and UWUA are
22 incorrect or draw flawed conclusions in several instances of their prepared testimony.

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¹ SoCalGas filed Prepared Direct Testimony supporting A.08-09-023 on September 29, 2008, Supplemental
26 Testimony on February 11, 2009 and Errata Testimony on March 6, 2009. The Errata Testimony supersedes
27 Prepared Direct Testimony of September 29, 2008 and Supplemental Testimony of February 11, 2009.

² The California Public Utilities Commission denied SoCalGas request for 2009 pre-deployment funding of \$12.4
million. Since a final decision will not be rendered until the late 4th quarter of 2009, the 7 year deployment period
will shift to 2010-2016.

1 SoCalGas has presented a business case with AMI deployment cost estimates totaling
2 approximately \$1.08 billion during the seven-year deployment period. Moreover, the
3 undiscounted total life cycle project costs are estimated to be approximately \$1.843 billion and
4 total life cycle operating benefits are estimated to be approximately \$2.905 billion. SoCalGas
5 ratepayers will benefit by approximately \$19 million on a present value of revenue requirements
6 (PVRR) basis over the life of the project. Societal benefits are approximately \$27 million on a
7 PVRR basis.³ Even more important, operating benefits cover 85% of the total AMI project life
8 costs, higher than any other utility AMI project that has been proposed and approved by the
9 Commission.⁴

10 **III. ECONOMIC ASSUMPTIONS AND METHODOLOGY**

11 **A. General Discussion of DRA's Testimony**

12 DRA's testimony is contradictory and illogical. On the one hand, DRA argues that the
13 contingency factor should be reduced for SoCalGas because deployment cost risks are less than
14 other utilities. DRA then argues that the discount rate should be higher than SoCalGas'
15 authorized cost of capital (COC) because the AMI project benefits are riskier than other utilities.
16 DRA cannot have it both ways.

17 The operating benefits from SoCalGas' AMI project are greater in proportion to AMI life
18 cycle costs than any of the other utilities, and yet DRA claims that actually realizing these
19 benefits is "risky". DRA vigorously opposed the level of demand response benefits in the
20 PG&E, SCE and SDG&E AMI cases. DRA's opposition to demand response benefits were
21 offset by DRA's own advocacy for electric conservation benefits.

22 Further, DRA has done a complete about-face and criticizes the very expert on
23 information feedback that DRA cited in its supporting testimony for conservation benefits (DRA

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25 ³ See Chapter II, Summary of Business Case, Errata to Prepared Direct Testimony of Edward Fong, p. 11-4, Table II-3.

26 ⁴ CPUC has approved AMI deployment for Pacific Gas & Electric (PG&E), San Diego Gas & Electric (SDG&E)
27 and Southern California Edison (SCE). The operating benefit to project cost ratio range from approximately 59-
70% (including cost from PG&E's AMI enhancement). See presentation by Alope Gupta, CPUC Energy Analyst,
September 4, 2008, "An Overview of California Smart Meter Policy & Deployment".

1 witness Mr. Geilen) in the SDG&E AMI case.⁵ In other words, recognition of conservation
2 benefits which were fundamental to DRA's final position in settlement with SCE and SDG&E
3 have now become a 'risky' benefit in SoCalGas' AMI application.

4 DRA, TURN and UWUA assert that SoCalGas conservation benefits are overstated but
5 their arguments are not based on any study, report or evidence. Moreover, none deny that
6 SoCalGas' estimates of conservation amount to only approximately 1% of residential gas usage.
7 SoCalGas has not included any conservation impact for core non-residential customers.

8 **B. General Discussion of TURN Testimony**

9 TURN essentially did not understand SoCalGas' AMI proposal. TURN has the
10 fundamentals wrong. TURN would have the Commission believe that the tail (conservation) is
11 wagging the dog (operational benefits), by claiming that SoCalGas' AMI proposal is a
12 conservation program. (TURN, Nahigian, pp. 5-6) Quite the contrary. SoCalGas' proposed
13 AMI deployment will result in approximately 85% of the total AMI life cycle costs to be covered
14 by operational benefits. In my errata to prepared direct testimony, Chapter II, p. II-4, Table II-3
15 clearly shows that operating benefits on an undiscounted basis exceed undiscounted costs by
16 over \$1 billion over the project analysis planning period. Even under TURN's analysis, operating
17 benefits are 78% of project life cycle costs (TURN, Nahigian, p. 1). TURN further argues that
18 SoCalGas' estimated conservation benefit of 1% is overstated and that the present value of
19 conservation benefits should be reduced from \$148 million to \$49 million (TURN, Schilberg, p.
20 4). Essentially, DRA and TURN propose residential conservation from information feedback to
21 be approximately 0.33% or 1/3 of SoCal Gas' estimated conservation impact. SoCalGas
22 witnesses Ms. Darby and Mr. Martin address the DRA, TURN and UWUA testimonies regarding
23 conservation benefits in their rebuttal testimony.

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27 ⁵ A.05-03-15, SDG&E AMI Application, DRA Testimony, Chapter 10, Ted Geilen, Information Feedback Systems

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C. Impact on SoCalGas Residential Rates

1. SoCalGas' AMI proposal will reduce average residential customer bills earlier than any of the CPUC's previously approved AMI projects

DRA's assertion that SoCalGas' AMI proposal would raise rates for SoCalGas customers over the 25-year analysis period is false. As shown in my Errata to Prepared Direct Testimony, Chapter II, Figure II-1 clearly shows that the average residential customer bill (monthly bills based on 46 therms of usage) by 2017 will be at or below the 2008 average bill level.

No other California investor-owned utility (IOU) AMI case shows the early decrease in utility distribution rates as SoCalGas' application. SoCalGas had shown that 85% of the AMI life cycle costs will be covered by operating benefits, significantly greater than any of the other utilities (SCE and SDG&E at approximately 60% and PG&E at approximately 72%). Even if one were to accept all of DRA's proposed changes to SoCalGas' AMI costs and benefits, over 77% of the life cycle costs are covered by operating benefits, still greater than those of PG&E, SCE and SDG&E (at DRA, Chapter 3, p. 3-16, line 12). In a similar vein, TURN's recommendations result in 78% of the life cycle costs recovered by operating benefits (at TURN, Nahigian, p. 1). These operating benefits are savings that will be reflected in distribution rates (e.g. elimination of meter readers, field technicians, etc.). My errata prepared direct testimony, Chapter II, p. II-11 shows the rapid rate at which these benefits are accruing to ratepayers in Figure II-1. Approximately 2 years after deployment (2017), assuming all other costs remain constant, the average SoCalGas residential customer will have a monthly bill less than their 2008 bill (even without conservation benefits). No other utility implementing AMI reflects such a rapid accrual of operating benefits to its residential customers.

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D. Cost of Capital and Discount Rate

1. SoCalGas' authorized cost of capital (COC) is the correct discount rate to be used in calculating the present value of costs and benefits

DRA's reasoning and logic is flawed regarding the use of a discount rate that is different than the authorized COC. DRA states the following (DRA, Chapter 3, p. 3-10, lines 15-19):

1 “One source of ratepayer risk in SoCalGas’s AMI cost-benefit analysis is the
2 possibility of future increases to SoCalGas’ cost of capital (COC).
3 SoCalGas’ current authorized COC, 8.68% is the lowest level it has been during
4 the past 20 years. Thus, while it may go lower, it may be more likely to go
5 higher. It was 9.49% as recently as 2002; it has been as high as 11.51% (in
6 1986).”

7 First DRA willingly admits that SoCalGas’ COC could go lower. DRA’s fatal flaw in
8 reasoning is its failure to recognize that the COC is driven by the anticipated inflation rate. In
9 other words, the expected COC is, in large part, driven by the expected long-term inflation rate.
10 The COC or prevailing long-term interest rates are highly correlated with expected inflation.
11 The COC does not rise or decrease independently over a sustained period (in this case until
12 2034) without underlying inflation (i.e., cost escalation) increasing. Therefore, DRA’s
13 sensitivity analysis of increasing the discount rate to 10% and not changing the underlying
14 escalation factor (inflation factor) is incorrect. If the Commission were to accept the higher
15 discount rate based on the logic that the future COC for SoCalGas would be 10% or 1.32%
16 greater than the current authorized 8.68%, then the Commission must, for consistency with
17 economic principles, add 1.32% to the escalation factor used on all future costs and benefits in
18 the SoCalGas AMI case.

19 The Commission’s long standing policy has been to use the authorized COC to value
20 utility investments. Using a discount rate that is different from the utility’s authorized COC
21 would be contrary to the Commission’s past practice for the valuation of major utility capital
22 investment projects. The authorized COC represents the best estimate reflecting input from all
23 parties and the decision from the CPUC of the expected cost of long-term funds for the utility
24 and is exactly what ratepayers are paying for those cost of funds (equity and debt). The
25 authorized COC is used to compute the utility authorized return. Even more important, the
26 authorized COC is used for the valuation of the complete portfolio of the utility’s capital
27 projects. Although any single or individual project may not represent the same risk of the total
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1 portfolio, the Commission has explicitly rejected the use of a separate and distinct COC from the
2 utility's authorized COC on an individual project.⁶

3 DRA's arguments that the COC sensitivity or "robustness" test which was applied to the
4 SCE case is justified for SoCalGas' AMI program are invalid. First, SCE has one of the lowest
5 operating benefits in proportion to AMI life cycle costs. This COC "robustness" test was not
6 applied to SDG&E which had a similar proportion of operating benefits. Even DRA admits to
7 this inconsistency within its testimony (at DRA, Chapter 3, p. 3-11, lines 1-5). SoCalGas' AMI
8 has a significantly larger proportion of operating benefits than SCE (85% to 60%) and thus there
9 is no need to apply this "robustness" test.

10 **2. The COC may itself be too high for this class of long-term investment**

11 Society should value benefits to future generations much more than the current
12 generation so as not to underinvest in projects that benefit future generations. In other words,
13 society should use a lower interest rate to reduce the selfish near-term consumption of the current
14 generation and invest in projects that provide long-term benefits to future generations. The
15 social discount rate is often applied to the building of dams, bridges, highways, etc. Therefore, a
16 more logical argument would be that a lower discount rate should be used for the valuation of the
17 SoCalGas AMI project. A project such as SoCalGas's proposed AMI project can be assumed to
18 provide benefit to a wide cross-section of society within its service territory. The rate payers
19 who benefit from this project are representative of the society within the service territory, and
20 therefore it is appropriate to use a social discount rate when valuing the investment in AMI. As
21 shown in my Errata to Prepared Direct Testimony, Table II-3, SoCalGas AMI will generate
22 reduced emissions (environmental benefits) over the analysis period of the project. These
23 benefits are societal benefits by their very nature.

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⁶ D.07-12-049, pp. 37-39

1 While there is debate as to exactly how to determine a social discount rate, especially
2 when concerned with an intergenerational investment, it is common to equate the social discount
3 rate to prevailing interest rates or the market risk free rate.

4 “Given a desirable distribution of assets between generations and ignoring
5 potential uncertainties and distortions in capital markets, the market interest rate
6 constitutes an appropriate indicator of the social discount rate...”⁷

7 “Thus, by classical theory, there should be little variation in individual discount
8 rates except those due to credit limitations on an individual’s ability to borrow to
9 the full extent desired, or market imperfections limiting an individual’s ability to
10 save or invest. Thus, in the presence of perfect capital markets, the appropriate
11 aggregate social discount rate would be simply the market risk-free rate.”⁸

12 Thus, the discount rate of 8.68% used to value rate payer’s costs and benefits in this case
13 is rather high when considering the social discount rate, and itself represents a robustness test of
14 the value of the project. Relative to prevailing market interest rates or the market risk-free rate, a
15 rate of 8.68% is conservative, and would account for any risk associated with the long-term
16 nature of this investment.

17 Finally, DRA makes a secondary recommendation to discount terminal benefits at a
18 higher, 10% rate. As shown above, there is no basis for using a 10% rate when valuing this
19 project, and that 8.68% represents a sufficiently high and conservative rate compared to
20 prevailing interest rates or risk free rates. Further, there is evidence to suggest that benefits
21 conferred to future generations should be discounted at an even lower rate.

22 “Marglin (1963) provided the best recognized argument that investments may
23 yield social returns that are not captured by private investors and hence are not
24 reflected by the market rate of interest. If each member of the present generation
25 is broadly concerned about the welfare of future generations, not just her own
26 offspring, she will benefit from the actions of others to benefit future persons
27 whether or not she takes such actions herself. Alternatively, investments made by
28 selfish individuals may yield spillover benefits to others that are not reflected by
the prevailing interest rate (Sen, 1982). In either case, future welfare takes on the

⁷ Howarth, Richard B. Noorgard, Richard B. 1993. “Intergenerational Transfer and the Social Discount Rate”.
Environmental and Resource Economics 3 337-358.

⁸ Reinschmidt, Kenneth F. 2002. “Aggregate Social Discount Rate Derived from Individual Discount Rates”.
Management Science 48(2) 307-312

1 characteristics of a public good, and private individuals under invest in productive
2 assets. This argument has been used to support the position that the appropriate
social discount rate should be lower than the market interest rate.”⁹

3 “(E)ven if the individual discount rates are constant over time, the aggregate
4 social discount rate decreases over time, in a manner consistent with the use of the
traditional exponential discount function.”¹⁰

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6 Thus, the proper valuation of an infrastructure project that provides inter-generational
7 benefits must include the proper social discount rate. DRA argues that the discount rate should
8 be 10% or higher than the authorized SoCalGas COC. The above discussion demonstrates that
9 the appropriate discount rate should be at or lower than the market interest rate.

10 DRA is arbitrarily manipulating the COC in its so-called “robustness” test to justify its
11 pre-disposed position that opposes the AMI project. However, DRA’s argument for a higher
12 discount rate is flawed and should be denied.

13 **E. Residual or Terminal Value**

14 **1. A terminal value or value of remaining assets has been explicitly or 15 implicitly included the AMI business cases approved by the Commission**

16 DRA disputes the inclusion of an estimated value for the remaining assets after the last
17 planning horizon year of 2034. DRA states the following in Chapter 3 of witness Mr. Levin’s
18 prepared testimony (at DRA, p. 3-14, lines 17-19).

19 “An analogous benefit was not adopted in PG&E’s or SCE’s AMI proceedings.
20 DRA recommends that this “benefit” be excluded from SoCalGas’ AMI business
21 case as well.”

22 TURN further cites the Commission’s SDG&E AMI decision, D.07-04-043 (at TURN,
23 Nahigian, pp. 18-19).

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26 ⁹ Howarth, Richard B. Noorgard, Richard B. 1993. “Intergenerational Transfer and the Social Discount Rate”.
Environmental and Resource Economics 3 337-358.

27 ¹⁰ Reinschmidt, Kenneth F. 2002. Aggregate Social Discount Rate Derived from Individual Discount Rates.
Management Science 48(2) 307-312

1 “SDG&E has been the only other utility that has manufactured terminal value
2 benefits and proposed that the Commission accept these “benefits” in its own
3 AMI proceeding (A.05-03-015). The Commission rejected SDG&E’s creation of
terminal value benefits for projects. It found that terminal value benefits may be
applicable to companies but are inapplicable to projects.”

4 The last year in SoCalGas’ AMI business case is 2034 since this year represents the end
5 of the 20 year life of AMI modules installed in 2015, which is the last year of SoCalGas’ AMI
6 deployment period (2009-2015). However, SoCalGas will continue to install gas modules during
7 the post-deployment period of its AMI business case (2016-2034) because of gas module failures
8 and new meter growth that will occur during the post-deployment period. For this reason,
9 approximately 2.032 million gas communications modules installed in SoCalGas’ AMI business
10 case will have remaining useful life beyond the last year of its business case analysis, 2034. In
11 other words, approximately 1/3 of over 6 million gas communication modules will have
12 remaining useful life. For example, in year 2033, gas modules installed as replacement modules
13 (replacement for module failures) or for new meter growth will have some 18 years of remaining
14 life by 2035. These gas modules will, in theory, continue to generate benefits even after the last
15 year of the business case analysis, 2034.

16 TURN’s analysis of this issue is flawed. TURN’s implied, unstated and illogical
17 assumption is that the remaining assets (post-2034) will be rendered immediately useless at that
18 time. In other words, the remaining gas modules will not be generating any future stream of
19 benefits. Specifically, as SoCalGas approaches the end of the useful life of the AMI system,
20 SoCalGas will have an upgrade/replacement strategy in place. In reality, the AMI system that is
21 initially deployed (2009-2015) will be gradually replaced prior to 2034. Of course, no one
22 knows the exact nature of the replacement technology that will be available in 2034. More
23 practically, as the initial gas module installation will require approximately 5 years, most likely a
24 replacement plan will also take a similar amount of time. Therefore, installation of new gas
25 modules for normal failure replacement and customer growth beginning some time in the late
26 2020 decade must satisfy an upward compatible strategy to the next generation of AMI systems.

1 All of the gas modules cannot be replaced instantaneously and so new gas modules at some point
2 during the latter part of the 20-year analysis period must be compatible with the next AMI
3 system. In other words, purchase of new gas modules during the latter years of the planning
4 horizon will not necessarily be identical to the current gas modules. These gas modules will
5 continue to be useful during the next generation AMI system.

6 Therefore, the terminal value represents the discounted **net** benefits (O&M benefits net
7 costs) of these remaining assets during the post-2034 period. PG&E and SCE included implicit
8 terminal value calculations in their business case analysis which were adopted by the
9 Commission in its decisions approving those AMI programs. PG&E included a tax benefit for
10 the undepreciated expenses associated with remaining AMI electric meters and gas modules.
11 SCE included the remaining book value of the remaining AMI assets in the terminal year. The
12 Commission has accepted the concept of an implicit terminal value in PG&E's and SCE's AMI
13 cases. (See Attachment II-1, Response to SoCalGas verbal data request.) SoCalGas provides
14 greater transparency in its explicit identification of the methodology and the calculation for a
15 terminal value estimate.

16 Finally, TURN's argument that the Commission rejected the concept of terminal value in
17 SDG&E's case is misleading. Specifically, the Commission did not accept SDG&E's
18 "replacement life cycle" (aka double life cycle) methodology, as opposed to the concept of
19 terminal value where SDG&E was attempting to explicitly model the cost and benefits of
20 replacing the entire AMI system at the end of the initial life cycle. SoCalGas was attempting to
21 address the very issues pointed out by TURN regarding "...life depends on the system as a whole
22 operating correctly and reliably". (at TURN, Nahigian, p.19)

23 If the terminal value benefit is to be excluded, then SoCalGas's analysis would require
24 significant change in assumptions. The change in assumptions would not correctly reflect the
25 reality of expenses that would be incurred from AMI deployment. Specifically, all replacement
26 expenses related to gas module failures that occur during the post-deployment period (2016-
27 2034) would need to be eliminated. In addition, all new meter growth requiring additional gas
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1 communication modules during the post-deployment period would also need to be excluded from
2 the business case analysis. Obviously, this radical change in assumption seems absurd, as is
3 TURN's and DRA's assertion that there be no terminal value benefits. Therefore, DRA or
4 TURN cannot arbitrarily remove the terminal benefit without removing all of the post-
5 deployment costs and benefits associated with the assets (gas modules) that have remaining life
6 after the final year of the analysis horizon.

7 **2. Including conservation as benefits accruing to the terminal value is**
8 **consistent with the inclusion of operational benefits**

9 TURN further states that (TURN, Nahigian, p. 19)

10 "If the Commission does not reject SoCalGas' terminal value benefit it must
11 adjust it downward to exclude conservation benefits that SoCalGas does not
12 intend to provide ratepayers."

13 TURN's argument and extensive discussion is illogical. First, conservation benefits are
14 provided to the customers who voluntarily change their behavior to conserve gas consumption.
15 These customers benefit with a lower gas bill than otherwise would have occurred without
16 conservation. From a customer perspective, all customers will benefit from a reduction in
17 operating expenses because utility distribution costs are reduced for all customers. In some cases,
18 customers that are large users of gas will accrue larger benefits (cents per therm for distribution
19 costs) than low usage customers. Nevertheless, all SoCalGas customers will benefit from lower
20 operating costs resulting from AMI. Conservation benefits, however, only accrue to those
21 customers who conserve gas usage resulting from AMI information feedback. If the operating
22 benefits are to be included in the terminal value calculation, then conservation benefits should be
23 treated similarly.

24 Therefore, TURN is incorrect in stating that SoCalGas does not intend to provide
25 conservation benefits to ratepayers. The amount of conservation benefits is, in fact, ratepayer
26 specific and driven by ratepayer behavior.
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1 **IV. PROJECT CONTINGENCY AND SHARING MECHANISM**

2 **A. Project Contingency**

3 **1. The SoCalGas AMI project contingency of 10% is reasonable in light of the**
4 **scale and long duration for the deployment of 6 million gas communications**
5 **modules and 2 million gas meters over a large geographically dispersed**
6 **territory. SoCalGas AMI deployment is not comparable to PG&E’s or**
7 **SCE’s**

8 DRA states the following:

9 “DRA challenges SoCalGas’s requested contingency allowance on two broad
10 criteria. First, there are past AMI precedents of the Commission granting
11 SDG&E and PG&E each 8.0% contingency allowances. SCE was granted a very
12 similar contingency allowances in D.08-09-038.” Footnotes omitted. (DRA,
13 Chapter 4, p.4-11, lines 12-15)

14 SoCalGas proposes to deploy AMI over 6 million gas meters that spans a service territory
15 covering approximately 20,000 square miles and 500 communities over a 7-year period.

16 Uncertainties that cannot be anticipated or planned are inherent in a project of this scale and
17 geographical diversity. Conditions will certainly change by 2015 from those we know today. A
18 10% contingency on total estimated project cost, especially for a project of this scope and scale,
19 is reasonable. No other utility is planning to install on the scale of 6 million gas modules and
20 replace 2 million gas meters as a consequence of AMI deployment.

21 Specifically, electric AMI installations are a relatively simple process of removing the
22 electric meter from the electric socket on the panel and installing the new AMI electric meter.
23 Gas AMI installations involve unscrewing the dial register and installing the retrofit gas
24 communications module. The gas module installation process for SoCalGas would be similar to
25 that of PG&E and SDG&E. In addition to the 4 million gas module retrofits on existing gas
26 meters, SoCalGas will be replacing over 2 million gas meters during the AMI installation period
27 of 5 years. SDG&E plans to retrofit only 900,000 gas meters¹¹. PG&E is planning to retrofit 4.2
28 million gas meters¹². Because of the scale of SoCalGas gas meter installations, the workforce

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27 ¹¹ D.07-04-043, p. 2.

28 ¹² D.09-03-026, p. 3.

1 and material logistic complexities are an enormous challenge on an order of magnitude greater
2 than SDG&E’s and PG&E’s deployment challenges.

3 Even DRA witness Mr.Blunt acknowledges that all of the current AMI deployments in
4 California are delayed for a variety of technical reasons. (DRA, Chapter 6, p.6-6 to 6-9).
5 Specifically, DRA states (DRA, Chapter, p. 6-6):

6 “SoCalGas’ estimated date of full deployment is probably over optimistic.”

7 The 10% contingency will cover unanticipated adverse conditions (weather, natural
8 disasters, neighborhood streets and road construction, etc.) that will slow or delay installation in
9 certain areas. Shifting and redeploying resources from one area to another because of
10 unanticipated obstacles could increase project cost. Business process changes cannot be fully
11 anticipated at this time, but will most likely occur during the installation period. These business
12 process changes will impact AMI project requirements, schedule and scope of work that cannot
13 be fully anticipated. Even DRA witness Mr. Blunt’s testimony identifies the possibility of AMI
14 project delays (at DRA, Chapter 6, pp. 6-6 to 6-9). The 10% contingency covers these
15 unanticipated delays.

16 **B. Sharing Mechanism**

17 **1. The sharing mechanism proposed by SoCalGas (SoCalGas Errata to**
18 **Prepared Direct Testimony, Chapter II, p. II-19) provides incentive for**
19 **SoCalGas to manage and control overall project costs and return such**
20 **benefits to ratepayers. SoCalGas is not putting customers at greater risk**
21 **for operating benefits. Rather the risks for SoCalGas customers are**
22 **significantly less than that of customers for SCE, SDG&E and PG&E**

23 DRA proposes the following asymmetrical risk sharing mechanism (at DRA, Chapter 4,
24 p.4-13 to 4-14):

25 “...DRA proposes an asymmetrical risk sharing band where shareholders bear a
26 greater portion of the cost overruns (50%). For cost under runs, DRA
27 recommends that the ratepayer/ shareholder split remain at 90%/10%.
28 Furthermore, DRA recommends that the size of the risk sharing band be plus or
minus \$60 million, rather than \$100 million.”

DRA further argues (DRA, Chapter 4, p.4-14, lines 8-10):

1 “That is, SoCalGas should be wiser for going fourth amongst major California
2 IOUs and yet, it is also putting ratepayers at greater risk for rate increases. A
smaller band would provide ratepayers greater protection.”

3 DRA adds (DRA, Chapter 4, p.4-13, lines 16-19):

4 “...(T)he proposal has a thin margin of surplus benefits....Therefore, there is
5 greater chance for costs to exceed benefits in this AMI than in previous AMI
proceedings.”

6 As DRA acknowledged, all of the California IOUs with Commission approved AMI
7 deployments have a 90%/10% ratepayer/shareholder sharing mechanism for cost overruns.
8 DRA, Chapter 4, p. 4-13, lines 1-5). DRA is completely inconsistent or selective in its approach
9 to contingency and the sharing mechanism. In one case, DRA argues that SoCalGas’
10 contingency percentage should be comparable to the contingency approved for the other IOUs
11 and therefore the 10% contingency proposed by SoCalGas should be reduced to 8%. DRA then
12 argues that the sharing band for SoCalGas should be more stringent than the other IOUs.
13 However, for the cost overrun sharing mechanism, DRA proposes a 50%/50% sharing for cost
14 overruns which is different than that adopted for the other CPUC approved AMI projects. DRA
15 argues that SoCalGas should be treated similarly for contingency funding, but not for other
16 elements that also represent risks and risks mitigation (sharing percentages and sharing band).

17 First DRA is just plain wrong about SoCalGas, “putting ratepayers at greater risk for rate
18 increases.” SoCalGas is committing to operating benefits as estimated during the deployment
19 (formula tied to gas module installations). Second, no other IOU AMI case shows the early
20 decrease in utility distribution rates as SoCalGas. SoCalGas had shown that 85% of the AMI life
21 cycle costs will be covered by operating benefits, significantly greater than any of the other
22 utilities (SCE and SDG&E at approximately 60% and PG&E at approximately 65-70%). Even if
23 one were to accept all of DRA’s proposed changes to SoCalGas AMI costs and benefits, over
24 77% of the life cycle costs are covered by operating benefits, still greater than PG&E, SCE and
25 SDG&E. These operating benefits are savings that will be reflected in distribution rates (e.g.
26 elimination of meter readers, field technicians, etc.). My Errata Prepared Direct Testimony,
27

1 Chapter II, p. II-11 shows the rapid benefits that are accruing to ratepayers in Figure II-1.
2 Approximately, two years after deployment (2017), the average SoCalGas residential customer
3 will have a monthly bill less than their 2008 bill (even without conservation benefits). No other
4 utility implementing AMI shows such a rapid reflection of benefits that will accrue to residential
5 customers. Therefore, SoCalGas is not putting customers at greater risk for operating benefits.
6 Rather the risks for SoCalGas customers are significantly less than that of customers for SCE,
7 SDG&E and PG&E.

8 Finally, the argument of “thin” margin of benefits claimed by DRA as justification for
9 their sharing mechanism proposal is completely contrary to Commission decisions in similar
10 AMI proceedings. In the SDG&E AMI case, A.05-03-015, DRA asserted that the SDG&E
11 proposal was \$115 million in the negative with an estimated cost of \$607 million or almost 19%
12 in the red (PVRR).¹³ DRA similarly asserted in the SCE AMI case that SCE’s AMI was \$184
13 million in the negative with estimated cost at \$1,981 million or approximately 9% in the red
14 (PVRR).¹⁴ Clearly, a 19% and 9% negative PVRR proposed by DRA in the SDG&E and SCE
15 AMI cases, respectively did not any way prevent DRA from agreeing to 90/10 sharing
16 mechanism for cost overruns. In addition, the Commission approved a symmetrical 90/10
17 sharing mechanism for SDG&E. In other words, even though DRA asserts the “thin” margin for
18 SoCalGas’s AMI proposal, the SDG&E AMI project appears to be just as “thin” and received a
19 90% ratepayer and 10% shareholder sharing for cost overruns as well as cost underruns.

20 The interests of ratepayers are best served by providing an incentive to SoCalGas to
21 manage and control AMI deployment costs to the lowest possible levels. The symmetric sharing
22 mechanism provides that incentive. Symmetric sharing mechanisms (incentive for cost
23 underruns) have benefited ratepayers as demonstrated through the Gas Cost Incentive
24 Mechanism (GCIM).

25
26 ¹³ SDG&E AMI, A.05-03-015, DRA's Testimony: Chapter 1 (ERRATA) - Introduction and Policy (Witness Ted Geilen), page 1-1 E 9/12/06

27 ¹⁴ SCE AMI, A.07-07-026, DRA's Testimony: Chapter 1 (ERRATA) - Overall Policy and Energy Conservation Benefits (Witness Ted Geilen), page 1-1

1 **C. Post-deployment Sharing Mechanism**

2 **1. Post-deployment costs and benefits are estimated by SoCalGas for the total**
3 **business case analysis and should be included in SoCalGas' post-**
4 **deployment general rate cases**

5 The Commission should note that no other IOU with a Commission-approved AMI has a
6 post-deployment sharing mechanism, even when the operating benefits for PG&E, SCE and
7 SDG&E are less in proportion to AMI life cycle costs than for SoCalGas.

8 DRA proposes that (DRA, Chapter 4, pp 4-14 to 4-15, begin line 16):

9 “...a post-deployment period risk-sharing mechanism be established to protect
10 ratepayers from post-deployment cost overruns related to module battery failures
11 and other AMI-related maintenance cost overruns.”

12 First, DRA has provided no substantive evidence of module battery failures that would
13 exceed what is forecasted in SoCalGas' testimony, workpapers and supporting rebuttal evidence.
14 Witness Mr. Serrano has presented evidence in his rebuttal testimony (at SoCalGas Prepared
15 Rebuttal Testimony, witness Mr. Serrano, Section V.A to V.E, pp. 14-18) that the potential
16 SoCalGas AMI technology vendors have experienced module failure rates less than the 0.5%
17 assumed in the SoCalGas AMI proposal. Second, DRA has not presented any other areas of
18 significant post-deployment “maintenance” cost overruns. To the contrary, DRA's IT witness,
19 Mr. Jennings (Chapter 5) claims that SoCalGas has overestimated IT costs in several
20 technologies and therefore should have lower post-deployment maintenance costs. Finally, DRA
21 is clearly proposing yet another asymmetric sharing mechanism.

22 To be more succinct, the post-deployment period risk sharing band proposal is a moot
23 point since future costs and benefits would be addressed in future years' general rate case (GRC)
24 applications. To litigate estimated post deployment versus actual over/under runs in costs and
25 benefits every year during the post-deployment period is absurd and unproductive. One would
26 need to measure precise costs incurred some 20 years from now that are due exclusively to AMI
27 and what benefits could have occurred without AMI. The GRC is the right regulatory forum to
28 determine treatment of post-deployment costs. If post-deployment operating costs and benefits

1 are to be determined outside the normal GRC proceedings, then the very nature of GRC
2 establishing test year costs and benefits will change. Once again, DRA attempts to deviate from
3 the treatment of post-deployment benefits already established by the Commission for other IOU
4 AMI projects by proposing a unique post-deployment sharing mechanism for SoCalGas.
5 SoCalGas' proposed stand alone AMI system is similar to PG&E's stand alone gas AMI
6 technology. The operating benefits are higher than PG&E's (in proportion to total life cycle
7 costs) and yet DRA proposes a special post-deployment sharing mechanism for SoCalGas.

8 DRA's proposal for a post-deployment sharing mechanism has no logical foundation nor
9 has DRA proposed a practical and tractable mechanism.

10 **D. Conservation Impact and Benefits Impact on Sharing Mechanism**

11 **1. DRA and TURN's assertion that SoCalGas conservation benefits are more 12 uncertain (higher at risk benefits) than that of SCE, PG&E and SDG&E is 13 unproven, incorrect and contradicts DRA's own testimony in the SCE and SDG&E AMI cases**

14 Again, DRA and TURN are wrong. SoCalGas has proposed conservation benefits that
15 constitute 1% of residential usage. To be conservative SoCalGas has not included any
16 conservation benefits for the higher volume core commercial and industrial customers. In fact,
17 DRA witness Mr. Geilen in the SDG&E AMI proceeding proposed gas conservation benefits
18 that resulted in larger customer participation rates than assumed by SoCal Gas. DRA witness
19 Mr. Geilen stated the following:

20 "Individual residential ratepayers which will avail themselves of the web display
21 can, on average, reduce their electric bill by \$7 and their natural gas bill by \$10.
22 Four Percent (4%) of all SDG&E customers are expected to access their energy
23 use data online in 2009, increasing to 28% of customers by 2024."¹⁵ (footnotes
excluded)

24 SoCalGas witness Mr. Martin has assumed 6.5% participation rate for SoCal Gas
25 customers and only growing at a 1% per year or roughly 0.065% per year. In other words, by

26 _____
27 ¹⁵ SDG&E AMI, A.05-03-015, DRA's Testimony: Chapter 10 (ERRATA) – Information Feedback Systems
(Witness Ted Geilen), pp. 10-1 to 10-2

1 2024, SoCal Gas’s web participation rate is roughly 7.5%, far less than DRA’s participation rate
2 of 28% used in the SDG&E case for gas.

3 DRA and TURN argue that conservation benefits should be reduced to 0.032% of
4 residential gas usage. This reduction will result in a reduction of approximately \$100 million in
5 conservation benefits. DRA and TURN have concentrated on the uncertainty of conservation
6 benefits and therefore the downside of such benefits. SoCalGas’ 1% conservation is calculated
7 by estimating the participation rate. The participation rate is a function of the customer response
8 rate, customer interest in conservation and level of computer literacy. (See DRA, Chapter 7, p.
9 7-3, line 8)

10 As much as DRA and TURN are arguing for the downside of conservation and adjusting
11 the participation rate by changing the level of “customer interest” a stronger argument can be
12 made for the upside to conservation. Specifically, the interest in environmental consciousness
13 would probably raise the percent of customers wanting to understand their carbon footprint and
14 gas usage patterns and thereby increasing their “customer interest.”

15 Clearly, computer literacy is increasing at a rapid rate. Recent information shows that
16 68% of SoCalGas customers have home computers, 65% have access to the internet and 60%
17 have internet access at home. In addition, 30% of customers pay bills on-line and 48% have
18 made a purchase on-line.¹⁶ In other words, key indicators show that computer literacy is rising
19 (not surprising). The response rate, percent of customers expressing interest and computer
20 literacy were assumed to be at current (2008) levels (SoCalGas, Chapter V, Ms. Darby, p. V-12).
21 By 2016, all of these underlying assumptions used for calculating the participation rate are more
22 likely to be higher rather than lower than the assumed 2008 levels. Moreover, as more energy
23 usage information becomes available through AMI deployment at PG&E, SCE and SDG&E,
24 more innovative methods, channels and technologies will be utilized to deliver and present such
25 information to customers. Simply put, if conservation were to increase from 1% to 2%, then

26 _____
27 ¹⁶ Arbitron Information Services, Arbitron Inc., Scarborough Residential Data: Bakersfield, Release 2, 2008, Oct07-
28 Sep08; Fresno, Release 2 2008 Aug07-Jul08; Los Angeles, Release 2 2008, Aug07-Jul08.

1 SoCalGas will show an additional \$148 million in present value benefits for customers. The 2%
2 conservation scenario is more plausible than a 0.33% conservation scenario proposed by both
3 DRA and TURN.

4 For example, a change in the assumption of the computer literate population from the
5 current 41% to 82% would double the conservation benefit. An increase in the response rate
6 would increase the conservation even more. To be clear, for all of DRA and TURN's posturing
7 of risky conservation benefits (arguing for lower conservation benefits), every key variable used
8 to calculate the participation rate appears to have more upside than downside. An increase of the
9 conservation impact from 1% to 2% will provide conservation benefits that will make the
10 SoCalGas AMI proposal one of the most cost effective in the State. In addition, SoCalGas' high
11 percentage of operating benefits is providing SoCalGas customers a floor for benefits that will
12 accrue regardless of the realization of conservation benefits.

13 Therefore, DRA and TURN have not demonstrated that the risks of SoCalGas benefits
14 are higher. SoCalGas' sharing mechanism for over runs should be no different than what has
15 been approved for SDG&E, PG&E and SCE.

16 A sharing mechanism of 90%/10% for cost under runs provides ratepayers with the
17 overwhelming majority of the project savings (expenses less than authorized benchmark level).
18 For example, if SoCalGas were to spend \$10 million less than the authorized level, ratepayers
19 would be returned \$9 million. Therefore, SoCalGas has an incentive to control and manage costs
20 below the authorized benchmark level. A symmetrical sharing mechanism is fair for SoCalGas
21 and ratepayers.

22 Finally, given the discussion in Section IV A-D, SoCalGas sees no reason why the
23 sharing band should be reduced. The sharing band should be consistent with the final
24 contingency amount as proposed by SoCalGas.

1 **V. DIFFERENCES BETWEEN ELECTRIC AND GAS UTILITIES**

2 **A. Demand Response**

3 **1. SoCalGas has made no claims of, nor has it proposed demand response**
4 **benefits despite the implications by UWUA and DRA that SoCalGas is**
5 **putting forth an AMI business case that is based on such benefits or policies**
6 **supporting demand response**

7 SoCalGas proposes that customer specific AMI gas usage data be provided on a daily
8 basis in hourly intervals. This gas usage information would not be available without AMI.

9 SoCalGas is not proposing changes to gas pricing or any form of dynamic pricing for gas.

10 SoCalGas has not claimed nor estimated demand response benefits associated with SoCalGas
11 AMI.

12 **B. Utility Operations**

13 **1. DRA, TURN and UWUA arguments that electric utilities and combined**
14 **electric and gas utilities are different from gas utilities are specious and**
15 **irrelevant**

16 UWUA (UWUA, p.3, lines 3-18), DRA (DRA, Chapter 2) and TURN (TURN, Nahigian,
17 pp. 4-5) dedicate a portion of their prepared testimony arguing the difference between an electric
18 and gas utility. SoCalGas had not claimed similarities with electric rates or electric operations.

19 DRA and TURN argue gas AMI was necessary in the combined gas and electric utilities for
20 PG&E and SDG&E. Specifically, TURN states the following:

21 “The reason that combined electric and gas utilities implemented AMI technology
22 is to capture the full benefits operational benefits and take advantage of the
23 economies of scale for meter installations. If a combined utility failed to deploy
24 an advanced gas metering system with its electric metering infrastructure then the
25 operational meter reading savings would be lost or substantially diluted because
26 the utility would still to send out meter readers to the same customer premise to
27 read the gas meter (while reading the electric meter remotely).”

28 DRA makes similar arguments (at DRA, Chapter 2, p.2-10, lines 15-18)

“In sharp contrast to PG&E and SDG&E, SoCalGas is a gas-only utility, and so,
has no demand response benefits to offer. As stated above, none of the State’s
electric AMI policies support gas AMI. Therefore, it does not make sense for

1 SoCalGas to rely on PG&E and SDG&E examples to support gas AMI for
2 SoCalGas.”

3 Several premises or assertions by TURN are incorrect. The logic put forth by TURN is
4 flawed. The combined electric and gas utilities, PG&E and SDG&E, provide proportionately less
5 operating benefits than SoCalGas’ gas-only utility case. Under TURN’s reasoning, PG&E’s
6 operational benefits should be as large (if not larger) than SoCalGas’. In fact, SoCalGas will
7 cover 85% of the AMI life cycle costs with operating benefits. Even TURN states that only 72%
8 of PG&E’s AMI system will be covered by operational benefits (TURN, Nahigian, p. 4).
9 Therefore, the synergies from eliminating combined electric and gas meter reading operations do
10 not provide proportionally more operating benefits than the 85% of AMI costs covered by
11 operating benefits in SoCalGas’ AMI proposal.

12 TURN’s argument is further flawed. PG&E is essentially deploying a stand alone gas
13 AMI system that is independent of its electric AMI technology. Both PG&E and SDG&E gas
14 module installations are not combined with the electric meter installations. In fact, PG&E (as of
15 this writing) has approximately 1.7 million AMI gas modules installed, but only 0.6 million
16 electric AMI meters installed. The “perceived” installation cost synergies of AMI on gas meters
17 and AMI electric meters on the same meter read route are in fact non-existent. The skill set
18 required to install electric meters is different than that required to install AMI gas modules.
19 Even more so, the skill set required to replace gas meters is far more advanced than that required
20 to install the AMI gas module.

21 DRA reasoning or statements are irrelevant to SoCalGas’ AMI proposal. SoCalGas has
22 not claimed any demand response benefits. SoCalGas has pointed out that by 2012, PG&E and
23 SDG&E customers will have gas AMI systems. In fact, PG&E will have a separate stand alone
24 gas AMI system, independent of its electric AMI system. Furthermore, PG&E and SDG&E
25 have no synergies from gas and electric AMI installations. The lack of synergies in combined
26 gas and electric utilities further illustrate that synergies between a separate gas utility (SoCalGas)

1 and an electric utility (SCE) are even more dubious. SoCalGas has already demonstrated the
2 increased cost of the SoCalGas/SCE hybrid AMI scenario over the gas stand alone scenario.

3 Therefore, neither synergies for costs nor operating benefits exist for combined utilities.

4 **VI. OPERATIONAL BENEFITS**

5 **A. Remote Automated Meter Reading**

6 **1. Remote Automated Meter Reading (RAMR) is not a viable alternative to 7 system wide AMI deployment**

8 TURN and UWUA imply that RAMR would be more viable than AMI for SoCalGas gas
9 meters (TURN, Nahigian, pp. 8-10, at UWUA, p. 16, lines 6-7). First, RAMR is not a long-term
10 viable technology. RAMR has been applied at SoCalGas and SDG&E for the subset of high-
11 cost-to-read meters. In the previous AMI cases for PG&E and SDG&E, neither TURN nor DRA
12 examined the scenario as to whether PG&E or SDG&E customers would have been better off
13 with an electric only AMI implementation and either continued reading gas meters with meter
14 readers or using Remote Automated Meter Reading (RAMR) technology. Realistically, RAMR
15 is not a viable technology for system wide deployment. Furthermore, RAMR will not provide
16 gas usage on a daily basis in hourly usage intervals. Without daily meter reads of hourly usage,
17 SoCalGas would not be able to capture basic operational benefits associated with eliminating the
18 clock/registration check that is required for certain customer services field orders.

19 **2. Funds authorized for SoCalGas Remote Automated Meter Reading 20 (RAMR) in GRC TY2008 are included in SoCalGas' AMI deployment plan 21 for the SDG&E overlap service territory. SoCalGas does not need to 22 reduce base rates by recorded capital costs of its RAMR project**

22 TURN states (TURN, Nahigian, p. 12)

23 “If the Commission approves SoCalGas’s AMI project it should reduce
24 SoCalGas’ base rates by the recorded capital costs of its RAMR project that
25 would be stranded by AMI.”

26 First, installed RAMR devices will not be stranded as a result of SoCalGas AMI. Even
27 TURN acknowledges that the current installed RAMR base “has a 5 to 8 year payback”. (at

1 TURN, Nahigian, p. 10). SoCalGas has suspended the RAMR installations for exactly those
2 reasons that TURN cites. SoCalGas has no desire to have RAMR devices regarded as stranded
3 assets. SoCalGas plans to replace the RAMR devices at the end of AMI deployment (most likely
4 2015 or 2016). At that point, the RAMR devices installed in 2006-2008 period would have
5 provided operating benefits to ratepayers that would justify the installed RAMR assets. The only
6 RAMR assets that may have some stranded asset risk would be those installed in early 2009
7 (before the RAMR suspension). This small number of RAMR devices would have almost 7
8 years of useful life for ratepayers by the end of 2015 or early 2016.

9 SoCalGas recognized that funds had been authorized in GRC TY2008 for installation of
10 approximately 100,000 drive-by RAMR devices per year. As of March 2009, SoCalGas has
11 approximately 180,000 RAMR devices. Funds for 2010 and 2011 are to be used for
12 approximately 106,000 AMI gas modules/meters in the Orange County SDG&E overlap
13 territory. These issues are covered in my Errata to Prepared Direct Testimony, p. II-15.
14 Therefore, any remaining funds from the GRC RAMR authorization in 2010-2011 will be used
15 in the AMI implementation, specifically for the Orange County SDG&E overlap territory.

16 **3. RAMR is not a cost effective solution for SoCalGas system-wide**
17 **deployment nor is it comparable to the functionality provided by AMI**

18 TURN proposes that SoCalGas continue to deploy RAMR in lieu of SoCalGas' AMI
19 proposed deployment. (TURN, Nahigian, pp. 8-10) TURN admits that SoCalGas RAMR project
20 only addressed high-cost-to-read meters (high cost routes) and was not a solution to a system-
21 wide deployment. TURN states the following (TURN, Nahigian, p. 10)

22 "The economics of the RAMR are far superior to AMI economics in this
23 application, even under all of SoCalGas' assumptions."

24 TURN implies that RAMR would be superior in a system-wide deployment. This
25 inference is incorrect. RAMR economics work for high-cost-to-read meters, not for the whole
26 SoCalGas system. If RAMR economics were positive for the whole SoCalGas meter reading
27

1 system, then SoCalGas would have proposed deployment on the system-wide scale back in the
2 2008 GRC or earlier. RAMR does not provide the functionality of an AMI system. RAMR
3 cannot provide daily meter reads or interval data. RAMR is not superior to AMI in a system-
4 wide deployment. RAMR will not lead to Customer Services Field operational benefits nor
5 provide conservation benefits.

6 **B. Customer Services Field (CSF)**

7 **1. DRA is selective and inconsistent in asserting that SoCalGas could capture** 8 **AMI operating benefits associated with customer services field activities by** 9 **adopting practices or standards established by PG&E and SDG&E and** 10 **therefore are not dependent upon AMI**

11 DRA states the following (DRA, Chapter 6, p. 6-13):

12 “A significant amount of Customer Services Field benefit comes from elimination
13 of activities that are not currently performed for PG&E or SDG&E by field
14 personnel. DRA questions whether these benefits are truly AMI-related.
15 SoCalGas could simply petition the Commission to allow a less costly means of
16 providing comparable service, or make cost-reducing changes at its own initiative
17 if not constrained by Commission directives. To the extent these actions could be
18 undertaken with, or without AMI, there may be benefits, but such benefits would
19 not be properly considered benefits of AMI.”

20 In fact, SoCalGas is constrained by Commission directive. (See SoCalGas witness Mr.
21 Serrano Errata to Prepared Direct Testimony, Chapter III, pp. III-32 to III-33) With AMI,
22 SoCalGas can use AMI hourly usage data to more accurately conduct a gas flow test without the
23 service technician on the customer’s premise. DRA is suggesting a fundamental change in
24 SoCalGas field practices that no party has previously proposed, endorsed or supported.

25 **2. DRA is inconsistent in its approach in advocating that SoCalGas adopt** 26 **PG&E and SDG&E CSF practices or policies and yet at the same time** 27 **vehemently asserting that SoCalGas is not similar to PG&E, SDG&E or** 28 **SCE with regards to its meter reading workforce**

As stated above, DRA asserts that SoCalGas should adopt some of PG&E and SDG&E’s
CSF policies and practices. However, DRA dismisses SoCalGas’ assumption that if the
Commission does not approve SoCalGas’ AMI proposal, then SoCalGas could not sustain the

1 current level of lower compensated part-time meter reading workforce. Specifically, SoCalGas
2 is essentially adopting an assumption of a full-time meter reading workforce that PG&E, SCE
3 and SDG&E have had historically.

4 DRA states the following (DRA, Chapter 6, p. 6-3):

5 “Further, the current composition of the SoCalGas’ meter reading labor force is
6 overwhelmingly weighted toward part-time workers, and could plausibly remain
7 so. DRA finds SoCalGas’s explanation that labor union negotiations would lead
8 to a reversion to a 100 percent full-time labor force unconvincing.”

9 But full-time meter readers are essentially the composition of the PG&E, SDG&E and
10 SCE meter reading workforce and therefore appear to be the common practice of utilities.
11 Specifically, if SoCalGas were not permitted to implement AMI, SoCalGas makes a reasonable
12 forecast assumption that compensation for meter readers would likely revert back to the wage
13 benchmarks established by other utilities prior to AMI implementation.

14 In other words, DRA contends that SoCalGas should adopt CSF policies and practices
15 currently in place at PG&E and SDG&E, but not adopt meter reading workforce practices
16 established in those very same utilities. DRA is selective in its rationale for adopting and then
17 not adopting policies and practices of other utilities.

17 **VII. TIMING OF AMI**

18 **A. DRA’s recommendation that SoCalGas file an application for AMI no 19 sooner than 2012 demonstrates the unrealistic perspective of DRA**

20 DRA recommends the following (DRA, Chapter 1, p.1-3, lines 3-7):

21 “DRA recommends, should SoCalGas desire to pursue AMI in the future, that the
22 Commission direct SoCalGas to re-file no sooner than 2012...”

23 In addition UWUA recommends the following (UWUA, p. 5, lines 15-21)

24 “Several of the reasons put forth by SoCalGas for its rejection of a hybrid AMI
25 system appear to reflect the need for additional time to work out technological
26 issues associated with the communications requirements for both gas and electric
27 usage. However, there is no apparent reason for rushing into a stand-alone system

1 funded by SoCalGas ratepayers when it appears that additional time and
2 investigation may result in a more efficient and effective system.”

3 UWUA presented no evidence that “technological issues” are the barrier to an
4 economically viable hybrid AMI solution. SoCalGas has demonstrated that a hybrid solution
5 with SCE is not cost-effective (my Errata to Prepared Direct Testimony, Chapter II, pp. II-3 to
6 II-4 and pp. II-7 to II-8). The stand alone economics are superior to the hybrid solution. Table
7 II-2 in my Errata to Prepared Direct Testimony assumes that technical hurdles are overcome and
8 that SoCalGas/SCE AMI is integrated between the two utilities. As pointed out in my
9 supplemental testimony, a SoCalGas/SCE hybrid AMI solution will not address the 2 million gas
10 meters that are not in the SCE overlap scenario. A 2 million meter stand alone solution would
11 still be needed for these meters.

12 Even if the DRA prevails in this application, the Commission should understand the
13 implications of such a decision. If SoCalGas could not make a request for gas AMI until 2012,
14 full deployment of gas AMI in California would not be completed until 2020 at the earliest. This
15 means, by then, approximately 6-7 million gas meters in PG&E and SDG&E’s service will
16 already have had AMI technology installed and operating for over 8 years. Given that PG&E
17 has already installed approximately 1.7 million gas modules in a stand alone gas AMI system, no
18 synergies exist between the PG&E’s electric AMI and gas AMI networks, and the percent of
19 operating benefits covering life cycle PG&E AMI costs appear to be less than that proposed by
20 SoCalGas, the Commission should see DRA’s position as no more than a stalling tactic.
21 SoCalGas covers more of the AMI life cycle costs with operating benefits than any of the other
22 utilities. In addition, conservation benefits are but a small portion of residential load
23 (approximately 1%). SoCalGas customers should not be treated as second class customers
24 relative to PG&E and SDG&E gas customers nor should we delay the AMI benefits to these
25 customers.

26 **VIII. CONCLUSION**

27 SoCalGas’ AMI proposal provides more certain operating benefits to ratepayers than any
28 other AMI project already approved by the Commission. The average SoCalGas residential

1 customer is expected to have a lower average monthly gas bill (assuming all else remains
2 constant) approximately 2 years after deployment of AMI. Estimated conservation benefits are
3 reasonable and have a high potential for increasing over time.

4
5 This concludes my testimony.

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Attachment II-1

Southern California Edison Response to SoCalGas Verbal Data Request

Southern California Edison
SCE AMI Phase III SmartConnect A.07-07-026

DATA REQUEST SET AMI Phase III SCG-02

To: SOCALGAS
Prepared by: Paul Kubasek
Title: Manager
Dated: 04/13/2009

Question 01:

Did the SCE cost-benefit analysis include a terminal or residual value amount for SmartConnect meters in place beyond its business case analysis period (2008-2032) due to customer growth and AMI meter failures?

Response to Question 01:

SCE did not include a terminal value for meters installed after the deployment period due to customer growth or AMI meter failures. The costs and benefits associated with replacement and growth meters through 2032 were included in SCE's cost-benefit analysis. At the end of the analysis period (2032), SCE included the recovery of all replacement and growth meters in the cost-benefit analysis, including charging off the remaining undepreciated plant basis.