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May 24, 2022

BY E-FILING

Mr. Adam Teitzman, Clerk Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850

Re: Docket No. 20220067-GU: Petition for rate increase by Florida Public Utilities Company, Florida Division of Chesapeake Utilities Corporation, Florida Public Utilities Company - Fort Meade, and Florida Public Utilities Company - Indiantown Division.

Dear Mr. Teitzman:

Attached, for electronic filing, please find the Testimony and Exhibits BH-1 and BH-2 of William Hancock.

Thank you for your assistance with this filing. As always, please don't hesitate to let me know if you have any questions whatsoever.

(Document 13 of 27)

Sincerely.

Beth Keating Gunster, Yoakley & Stewart, P.A. 215 South Monroe St., Suite 601 Tallahassee, FL 32301 (850) 521-1706

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

Docket No. 20220067-GU: Petition for rate increase by Florida Public Utilities Company, Florida Division of Chesapeake Utilities Corporation, Florida Public Utilities Company -Fort Meade, and Florida Public Utilities Company - Indiantown Division.

Prepared Direct Testimony of William D. Hancock

Date of Filing: May 24, 2022

1	Q.	Please state your name and business address.
2	А.	William D. "Bill" Hancock, 331 West Central Avenue, Suite 239, Winter Haven,
3		Florida 33881.
4	Q.	By whom are you employed and in what capacity?
5	А.	I am employed by Chesapeake Utilities Corporation as the Assistant Vice President
6		of Fuel Supply and Energy Logistics.
7	Q.	Briefly describe your educational background and employment experience.
8	А.	I earned my Bachelor of Arts Degrees in Philosophy and Business Administration
9		with a concentration in Economics from Westminster College (Missouri) in 1995. I
10		received a Master of Business Administration degree with an emphasis in
11		Entrepreneurship from the University of Missouri – Kansas City in 1999.
12		I have 25 years of experience in commodity buying, selling, and price risk
13		management. Since 2001, I have been employed in the natural gas and propane
14		industry. I have been responsible for various aspects of the purchase and sale of
15		natural gas. Specifically, price risk management, procurement, scheduling, and sales.
16		I have been employed by Chesapeake Utilities Corporation since 2009. I have held
17		various gas supply responsibilities including the provision of retail natural gas
18		services through Florida Public Utilities Company's former marketing affiliate

1		Peninsula Energy Services Company ("PESCO"). As Assistant Vice-President with
2		PESCO, I was responsible for PESCO's retail customer sales, covering industrial and
3		commercial customers in Florida, Delaware, Maryland, West Virginia, Pennsylvania,
4		and Ohio. These customers were associated with eighteen different utility shipper
5		programs on various local distribution company systems in these states.
6		Upon the consummation of the sale of PESCO by Chesapeake Utilities Corporation
7		in 2019, I was appointed Assistant Vice President of Energy Logistics and Fuel
8		Supply.
9	Q.	Please clarify how you will refer to the various entities involved in your
10		testimony.
11	А.	For purposes of clarity and ease of reference, I'd like to explain how I will refer to
12		the various Florida local distribution company ("LDC") systems under the
13		Chesapeake Utilities Corporation umbrella. When referring to the Florida LDC
14		business units as a whole; i.e., Florida Public Utilities Company (Natural Gas
15		Division), Florida Public Utilities Company-Fort Meade, Florida Public Utilities
16		Company-Indiantown Division, and the Florida Division of Chesapeake Utilities
17		Corporation d/b/a Central Florida Gas, I will refer to these entities jointly as "FPUC"
18		or "the Company". When referring to specific systems individually, I will specify the
19		divisional name.
20		When referring to Chesapeake Utilities Corporation, the parent company, I will refer
21		to it as the "CUC" or the "Corporation."
22	6	

Docket No. 20220067-GU

- 1 A. Currently, I am responsible for the Company's Fuel Supply and Energy Logistics 2 Department. As the Assistant Vice President of Energy Logistics, I am responsible 3 for procurement of gas, contracting for pipeline capacity, and managing the Company's Third-Party Shipper ("TPS") program (also referred to as the Company's 4 5 state-approved retail choice program). I am, therefore, responsible for certain 6 operational functions, which fall under the Energy Logistics component of my role, 7 as well as long-term, fuel-related initiatives under the Fuel Supply component of my 8 role.
- 9 My day-to-day responsibilities include i) managing the daily operations surrounding 10 physical gas receipts and deliveries to end use customers; ii) managing the 11 Company's TPS pools and transportation services for our end use customers; and iii) 12 managing the receipts and deliveries of fuel supplies to and from the Company's 13 distribution systems.
- I'm also responsible for developing our long-term strategies for upstream pipeline capacity procurement, and as such, I coordinate with other management areas within the Company and CUC to ensure our strategy fully supports the Company's i) localized operational requirements; ii) specific development projects; and iii) our longer-term strategy for expansion into new and underserved service areas throughout the state.

Have you previously filed testimony before the Florida Public Service

21 **Commission**?

22 A. No.

O.

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23 Q. Have you previously testified before other regulatory bodies?

1	А.	No.					
2	Q.	What is the purpose of your testimony in this proceeding?					
3	А.	My testimony primarily relates to seven specific matters.					
4		(1) I will provide an overview of CUC's natural gas distribution systems in Florida.					
5		(2) I will provide an overview of the Company's transportation programs in the state					
6		of Florida, and the Company's approach regarding retail choice programs.					
7		(3) I will discuss some of the changes that the Company has made to					
8		transportation/shipper programs that i) consolidate the transport services offered by					
9		the Company, ii) align the internal processes necessary to provide transport services					
10		and, iii) support a healthy and competitive environment for third party shippers and					
11		end-use customers.					
12		(4) I will describe some of the market influences on gas price and supply.					
13		(5) I will discuss cost and availability of capacity on upstream transmission pipelines					
14		in the company's market area.					
15		(6) I will discuss secondary capacity and the effects it has on end-use customers.					
16		(7) Finally, I will discuss the efficiency gains and fuel clause savings due to the					
17		merger of CUC and FPUC.					
18	Q.	Do you have any exhibits to which you will refer in your testimony?					
19	А.	Yes. Exhibit BH-1, which is a list of Minimum Filing Requirements (MFR) that I am					
20		co-sponsoring and BH-2 which is a map of Florida Gas Transmission Company's					
21		("FGT") transmission facilities in Florida.					
22							

1 I. NATURAL GAS TRANSMISSION AND DISTRIBUTION SYSTEMS AND 2 SERVICES OVERVIEW

- 3 A. Systems
- 4Q.Would you please describe the gas transmission infrastructure of the state of5Florida, and how the Company uses it.
- The Company procures its natural gas capacity from three of four, interstate 6 A. pipelines operating in FGT, Gulfstream, and Southern Natural ("SONAT"). 7 Currently, the Company does not hold capacity on the fourth pipeline, Sabal Trail. 8 9 The original pipeline, FGT, is the largest pipeline in the state, with a maximum 10 operating capacity (within the market area) of approximately 3.1 billion cubic feet (bcf) per day. FGT has more linear miles of pipe, more interconnects, and serves 11 12 more Florida residents than any other pipeline. FGT is also the only pipeline that 13 serves certain areas of the state, especially the Company's service territory in south 14 Florida. Generally, FGT has two operating areas, the western division (west of the 15 Florida border) and the market area (east of the western division, the entirety of the pipeline system in the state of Florida). Broadly, gas is received into the pipeline in 16 the Western Division and delivered out of the pipeline in the market area. Exhibit 17 18 BH-2 depicts the FGT system. Gulfstream is a simpler system, with receipt points in 19 and around Mobile Bay. Gulfstream delivers gas into central Florida beginning in 20 Manatee County. The Company has two points from which gas supply is delivered 21 on Gulfstream, both in the Polk County/Central Florida Gas (CFG) area. SONAT is a 22 more complex system with multiple supply points. SONAT delivers into Northeast 23 Florida (Nassau and Duval counties) and is the primary source of supply for our

customers in the Northeast portion of the state. The majority of capacity assets that
 the Company holds are on FGT with smaller quantities of Gulfstream and SONAT
 capacity.

4 5

Q. Would you please provide an overview of FPUC's natural gas distribution systems in Florida?

6 A. FPUC, as a whole, is Florida's third largest natural gas Local Distribution Company ("LDC") and serves approximately 92,000 customers 26 counties across the state of 7 Florida. Our service to residential customers is divided between customers referred 8 9 to as our retail sales customers; i.e. Purchased Gas Adjustment ("PGA") customers, for whom we provide bundled gas service, and those customers in one of our 10 transportation service pools for whom we provide unbundled transportation service 11 12 only. These latter customers in our transportation service pools receive their gas 13 supply from TPS companies. I refer to third-party entities that use our system to supply gas to end users as both TPS and also as gas marketers ("Marketers"). 14

Q. Please describe the Company's system utilized to deliver gas to customers and the Company's geographical footprint.

17The Company operates 3,043 miles of gas lines throughout the state of Florida. The18Company serves customers in the northwest area of Florida as far west as Pensacola,19as far east as Fernandina Beach in northeast Florida, and as far south as West Palm20Beach/Boca Raton. In addition, the Company has significant operations in Central21Florida, including the Deland, Sanford, New Smyrna, and Winter Haven areas.

22 Over time, the Company has grown both organically through extensions to serve 23 customers, as well as through acquisitions of other natural gas distribution systems,

1 as will be described in more detail in the testimony of Company witness Cassel. As a 2 result of these various acquisitions over the years, the distribution systems serving 3 various areas are not contiguous, and in most instances, are not directly interconnected. The facilities that, to date, have been operated under the Florida 4 5 Division of Chesapeake Utilities Corporation d/b/a Central Florida Gas ("CFG") in 6 Polk County are mostly contiguous with the exception of the facilities located in the Bartow, Florida area, Newer facilities, in Suwannee and Escambia Counties serving 7 industrial customers and the City of Pensacola are non-contiguous. The original 8 9 FPUC Gas facilities, primarily located on the east side of Florida, serve areas located 10 in northwest Florida's Treasure Coast, east central Florida north of Florida's Space Coast, and southeast Florida. While run by FPUC, these systems are not contiguous. 11 Likewise, the FPUC Indiantown Division ("Indiantown") and the FPUC Fort Meade 12 13 Division ("Fort Meade") operated as independent systems prior to acquisition by 14 FPUC are not directly interconnected with any other FPUC distribution system. 15 **B.** Services 16 17 i. **Transportation Service**

18 **Q.** What is meant by a "Shipper" program?

A. Certain customers receive only transportation service from the Company. These
 customers buy their natural gas supply from third parties who then use our pipes to
 deliver the gas to the customer. These suppliers are referred to as Third Party
 Shippers, or "TPS" for purposes of our tariff. Shippers, or TPS on our systems, buy

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gas for industrial and some commercial customers, as well as pools of residential customers on the CFG part of our system.

3 Q. Has transportation service offered by the Company evolved over time?

Yes. Since 2000, when the Commission adopted Rule 25-7.0335, Florida 4 A. 5 Administrative Code, requiring each LDC to offer gas transportation service to all 6 non-residential customers, transportation services across each of the current CUC LDCs in Florida has evolved. At present, two of the LDC systems (CFG and 7 Indiantown) are fully unbundled and provide transportation service only, while the 8 9 other two LDCs (FPUC Natural Gas and Fort Meade) continue to provide both sales 10 and transportation services. Prior to its acquisition by FPUC, the Commission 11 approved Indiantown's transition to providing only gas transportation service by 12 Order No. PSC-02-1655-FOF-GU, issued November 26, 2002. By Order No. PSC-13 02-1646-TRF-GU, issued November 25, 2002, the Commission approved the Florida 14 Division of Chesapeake Utilities Corporation's multi-phase Transitional 15 Transportation Service Program ("TTS"), which was designed to gradually transition 16 all remaining sales customers to transportation service. By Order No. PSC-07-0427-17 TRF-GU, issued on May 15, 2007, the Commission authorized Phase Two of that 18 TTS Program.

While FPUC did, as noted, implement transportation service tariffs, consistent with
Rule 25-7.054, Florida Administrative Code, it did not exit the gas sales market.
Consequently, FPUC participates in the Purchased Gas Adjustment cost recovery
proceedings, pursuant to which it recovers the costs associated with obtaining and
delivering natural gas to customers, as does the Fort Meade division.

1 Once fully implemented, the Florida CUC LDC's various transportation service 2 programs were modified only slightly over time. For instance, in Docket No. 20170067-GU, the Company petitioned to suspend CFG's open enrollment process. 3 A couple of years later, in Docket No. 20190036-GU, the Company requested and 4 5 received approval from the Commission to change the imbalance cash-out 6 mechanism applicable to FPUC and Fort Meade. In Docket No. 20190201-GU, the Company requested and received approval from the Commission to modify the pool 7 balancing process on the FPUC and Fort Meade systems. These changes made the 8 9 Company's various gas transportation services i) more equitable for all parties, ii) 10 aligned incentives between the TPS serving customers on our system and the 11 Company, and iii) streamlined the management of the programs for the Company's 12 Energy Logistics staff.

13 In 2020, the Company petitioned the Commission for approval to consolidate the terms, conditions, and program provisions of its tariffs. Included in that petition 14 15 was also a request to establish consistent transportation service programs across 16 the four Florida LDCs. Establishing uniform transportation service rules and 17 processes provides greater uniformity of service and ease of administration of the 18 programs. Additionally, transportation customers and pool managers encounter a 19 less confusing and less cumbersome process, particularly for those marketers that 20 do business in various areas across the Company platform. The Commission 21 approved the tariff consolidation, including consolidation of our transportation 22 service programs, by Order No. PSC-2021-0148-TRF-GU, issued in Docket No. 23 20200214-GU.

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Q. Has consolidation of the tariffed transportation service programs for CUC's Florida LDCs been beneficial the Company and its customers?

Yes. There are a number of benefits that have resulted from the consolidated 3 A. transportation program, each of which has direct benefits to the retail customer. First, 4 5 our customer-facing employees will be able to respond to customer's questions about our programs more quickly, efficiently, and accurately given that program 6 distinctions based on which system the customer is served by will be eliminated. 7 Second, these changes increase the understandability and flexibility of our 8 9 transportation service program, which will encourage more shippers to compete for 10 customers on our system and should result in lower prices for customers. In addition, 11 the changes implemented will better ensure that similarly situated customers have 12 similar service options, structures and pricing available to them, regardless of where 13 they receive service. Consolidation of these programs also positions our operations staff to better plan for growth of the system. Finally, the consolidation program 14 15 includes a mechanism for allocating the costs for new capacity contracts to our end use customers enrolled in TPS service. This allocation mechanism ensures that the 16 17 PGA paying ratepayers do not subsidize the TPS customers.

As a part of the new shipper program, we have implemented a new gas management software so that the process of TPS pool maintenance (adding/dropping customers, scheduling gas onto the system) is more streamlined and requires less human intervention. Previously, a TPS was required to manually send completed paperwork to Energy Logistics via email. In the future, most simple tasks will be automated, and any TPS on our system will be able to effectuate these transactions themselves

1		without FPUC employee intervention. The system went into production on May 1st,
2		2022. We expect it to facilitate automation of many manual processes and provide a
3		level of service to our TPS and end user community that is significantly higher than
4		the previous more manual processes allowed.
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6	<u>ii.</u>	Retail Gas Supply Service
7	Q.	Please describe how the Energy Logistics department manages the gas supply
8		function for the Company.
9	А.	The Energy Logistics department manages supply processes across three different
10		timelines to supply gas to the Company's customers.
11		Each year, we perform a Request for Proposal (RFP) process for annual gas supply
12		quantities to encourage competition from suppliers that have an interest in providing
13		us supply. We enter a contract with the most competitive supplier for our gas needs.
14		Monthly, after effectuating capacity releases to TPS on our system and special
15		contract customers, we utilize the balance of the remaining interstate capacity to
16		supply our PGA pool, or retail sales, customers. We procure baseload supply
17		whenever possible, that is priced on a less-volatile monthly price.
18		Finally, on a daily basis, we balance our retail sales customers' needs by occasionally
19		buying or selling gas to supplement the monthly deliveries.
20	Q.	Please further describe the Company's sales service customer pool.
21	А.	Sales service is provided in the Company's FPUC and Fort Meade service areas. The
22		Company currently provides sales service to approximately 66,000 residential and
23		commercial customers. To provide sales service, the Company procures gas supplies,

upstream pipeline capacity, and ancillary services such as no-notice transportation service necessary to meet the daily demand of its sales service customers. Costs associated with providing sales service are passed through to the Company's sales service customers through the Company's PGA cost recovery factor clause.

Q. Please describe the Company's process for the purchase of system supply gas.

Gas supply is purchased by the Company for resale to our PGA retail gas supply customers served by the Company's Fort Meade and FPUC business units. To acquire gas supply, the Company issues a Request for Proposal ("RFP") to gas suppliers.

10 Typically, the industry standard is to procure the majority of gas supply on a monthly basis where the gas quantities purchased are the same each day of the month. This 11 12 type of gas procurement is called "baseload." Baseload gas is purchased on a first of 13 month price, so the buyer is not exposed to volatility associated with imbalances of 14 supply and demand in the day-to-day market. The Company purchases nearly all its 15 gas by procuring baseload gas to cover forecasted demand. From time to time, we purchase or sell spot supply as needed for the purposes of load balancing. In those 16 instances, we either purchase or sell based on the daily price, available in the market 17 18 on that day.

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iii. Capacity Planning and Environment

Q. Would you describe the upstream pipeline capacity and natural gas market
influences currently impacting the Company's gas supply?

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1 A. As mentioned previously, the Company is served by the three interstate pipeline 2 systems, FGT, Gulfstream, and SONAT. The Company contracts for primary firm capacity entitlement on each of these pipelines for purposes of serving retail gas 3 load. Portions of this capacity are released to TPS on both a short-term and a long-4 5 term basis as part of the Company's state-approved retail choice program, while other 6 portions of this capacity are used by the utility to serve its retail service customers. The Company also maintains capacity for daily swing and peaking requirements, as 7 well as for future growth. The Company acquires gas to serve its customers at certain 8 9 receipt points on the upstream transmission pipelines for which we have capacity 10 contracts. Each one of the agreements with FGT, Gulfstream, and SONAT specifies a firm receipt point and a firm delivery point, as well as the quantity of gas that the 11 12 Company is entitled to receive at each point. When using capacity from its 13 contracted receipt point to its contracted delivery point(s), it can be said that you are 14 using capacity on its "primary path." The alternative is "secondary path" capacity. 15 Capacity used in its primary path has priority over capacity that is being used in a secondary path. During times of high demand, deliveries on primary path capacity 16 will flow, while deliveries on secondary capacity may be cut by the pipeline. Thus, 17 18 primary capacity is sometimes referred to as "firm" capacity, while secondary 19 capacity is considered somewhat less "firm" and less reliable. 20 Optimally, the Company would hold sufficient capacity in aggregate for our total 21 customer demand using the primary path available for delivery of gas in each of the 22 market areas where customer load exists. Holding sufficient capacity is important,

but it is equally critical that the capacity be associated with the Company's customer

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1 load centers. Additionally, the capacity contracts must specify the correct points of 2 delivery, in sufficient quantities. This is important since the Company has operations 3 in areas where the FGT pipeline is constrained. FGT has several areas that are constrained on its delivery system. Referring to my Exhibit BH-2, the map of FGT's 4 5 facilities in Florida, you will note that FGT has two primary pipelines that run down 6 the peninsula portion of the state. The Company must continually address specific constraints on the West Leg (the section of the pipeline providing service to Tampa 7 and the Central Florida region), the East Leg (the section of pipeline running from 8 9 Union County to Miami Dade County, downstream of FGT compressor station 16), 10 and in the Southeast Group (a particularly constrained area of Broward and Miami 11 Dade county, downstream of FGT compressor station 21) in order to ensure its 12 ability to deliver sufficient gas supply to its various service areas and systems. The 13 periods when demand is greater than available capacity are cyclical, and can span 14 many years until subsequent FGT system expansion project is constructed. 15 Therefore, it is critical for the Company to be able to forecast its needs as accurately 16 as possible to plan for future growth and supply needs.

17Q.Has there been a change in the upstream capacity management practices of the18Company since the acquisition of FPUC by CUC, and if so, what are those19changes?

Although I was not with the LDC side of the business at the time of the acquisition, based on information I have gleaned from prior records and information available regarding pre-merger functions, there has been a change in capacity management practices, and those changes have been positive for the Company and its customers.

1		FPUC historically relied on the secondary capacity market to serve system supply
2		customers. CFG and Indiantown unbundled the transportation service from the sales
3		service function some time ago and providing transportation service only for some
4		time. As such, these systems have historically depended on the TPS to augment the
5		Company's capacity releases with secondary deliveries. A recognizable outlier, Fort
6		Meade, aggregated its capacity with other municipalities and depended on a third
7		party to manage day to day and future growth requirements through diversity with
8		other municipalities prior to its acquisition by FPUC.
9		Now, as a subsidiary of FPUC, the Company relies on primary firm capacity to
10		deliver gas supplies to the Company delivery points in constrained areas and to new
11		incremental markets.
12	Q.	Does the Company hold sufficient primary firm capacity to serve all sales and
13		transportation customers across its system?
14	А.	No. The Company does not hold sufficient primary capacity to serve its entire
15		customer base.
16	Q.	Does the Company utilize the secondary capacity market?
17	A.	Yes, but only to the extent that we allow shippers to supplement our primary
18		capacity with secondary market capacity.
19	Q.	Would you please explain in greater detail what the secondary capacity market
20		is?
21	А.	Transmission pipelines are financed through the execution of long-term primary firm
22		capacity service agreements. The pipeline's customers, typically regulated utilities,
23		enter into contracts for a quantity of daily capacity that is equivalent to their daily

1 maximum gas requirement. These contracts are often long-term, with some 2 extending 20 or 30 years. A company uses its maximum requirement infrequently 3 and usually as a function of weather or other extraneous variables. Even during an 4 extreme cold event that has the potential to occur once a decade in Florida, the cold 5 temperatures only last for 2-3 days. This means that on an average day, there are 6 capacity entitlements that are not used on the pipeline.

The Federal Energy Regulatory Commission ("FERC") has created a robust capacity 7 release process that allows entities holding surplus capacity to be matched up with 8 9 entities in search of capacity. Another similar option is for the party with capacity 10 surplus to sell delivered gas to the party with a capacity need. In either case, the party with surplus capacity entitlements earns a small return on what would 11 12 otherwise be a wasting asset. The process of bilaterally transacting in this way is 13 broadly called the secondary market. Supply and demand impact the value of the capacity bought/sold in this fashion. In times of average or low demand, it is typical 14 15 for capacity to trade at a discount to the value on the transmission pipeline's rate 16 card. In periods of high demand, it is not unusual for the value of the capacity in the 17 secondary market to be higher than the pipeline rates.

18 Q. How do the Company's customers benefit from the secondary capacity market?

A. Allowing secondary capacity has three primary benefits. First, it serves to make the delivery costs of gas onto the system less expensive, and therefore end-use customers pay less. Second, it enables the TPS to supplement their margins and therefore encourages healthy competition among TPS who are active on our system over the long term. Finally, it allows the utility to hold a reduced quantity of primary 1 interstate capacity, which allows for more complete utilization of all capacity 2 holdings, and therefore a reduction in capacity being charged to the PGA. Relying on 3 secondary capacity does, however, have its risks. Most importantly, it is less reliable than firm capacity. For example, from time to time, typically due to extreme 4 5 temperatures in the weather, the market for surplus capacity dries up. No market 6 participant has any "extra" capacity and on the rare occasions when all firm capacity is delivering at the maximum, there is simply no secondary capacity available. As 7 such, fully reliance on secondary capacity means you run the risk of being unable to 8 9 deliver gas supplies to customers during high-use periods.

Q. How

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How can a utility evaluate the efficiency of its capacity holdings versus system consumption?

12 One simple metric that can be used to evaluate the capacity utilization is to compare A. the volume of gas consumed by customers on the system to the aggregate capacity 13 holdings. Over time, the differential between utilization and capacity holdings can 14 15 change. For instance, in 2009, prior to the turnback of capacity associated with the merger of FPUC and CFG, the coverage ratio of capacity to retail volumes was 16 17 107%. That means, in aggregate over the entire calendar year, the Company as a 18 whole held 7% more capacity than the system had demand for gas, on average. This 19 coverage ratio has been decreasing from 2009. It has been at or near 60% for the last 20 several years. This means that for every 10 dekatherms delivered to the system, the 21 Company currently holds primary firm capacity for only 6 dekatherms of this 22 demand. TPSs make up the balance of this supply and the capacity necessary for 23 delivery via access to the secondary market.

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Q. Does the Company allow TPS on its systems to utilize secondary capacity?

2 Yes. As I will describe further, the Company's current shipper programs run along a A. continuum from having no access to secondary capacity to having full access to 3 secondary capacity. Secondary sources for supply typically return the least expensive 4 5 transportation costs for retail contracts; however, this practice can expose the end-6 use customers to supply disruption under certain extreme circumstances. Primary supply ensures reliability but is also the most expensive supply solution. We 7 recognize many large end-use customers are in competitive businesses where energy 8 9 costs matter. We also believe there is a balance that needs to be struck when dealing 10 with the secondary market. Therefore, the new shipper program allows TPS to larger customers to supplement 50% of their pool's supply with secondary capacity/supply. 11 12 We believe this 50%/50% allocation equitably balances the supply reliability of 13 primary capacity with the cost sensitivity of the secondary market.

It should be further noted that only larger customers, who are provided service 14 15 pursuant to the Company's rate schedules CTS or FGS or are otherwise served 16 pursuant to a Special Contract that has been approved by the Commission, qualify for the shipper pool that is supplemented with secondary capacity. Due to the level of 17 18 delivery risk, secondary capacity may be appropriate for those customers. In 19 contrast, it is inappropriate for residential/small commercial (higher priority) 20 customer classes – those customer classes that are reliant upon gas for home heat and 21 human needs concerns or other end uses that do not readily have an alternate form of 22 energy supply. Hospitals typically participate in the TPS program, but typically they 23 have alternate fuel backup on site. Nursing homes typically do not participate in the

1 2 TPS program, and are served via 100% primary capacity allotment through the Company's PGA clause.

3 Q. Are there disadvantages to designing a shipper program with the intent of 4 allowing secondary capacity to be used by Marketers for the benefit of large end 5 use customers?

There are two main disadvantages of relying upon secondary supply. First, when 6 A: electric generation is at peak load, and therefore does not have any extra capacity to 7 release into the secondary market, customers served by TPSs utilizing secondary 8 9 capacity risk potential service interruptions. This is why it is important that only 10 large, sophisticated customers have access to these TPS pools, as the larger customers are more likely to be able to plan for and arrange contingencies in the 11 12 event of a short-term interruption. For these facilities, contingency plans might 13 include temporary operational curtailment (partial or full) or the switching to a backup fuel source. 14

15 A second drawback of secondary capacity is that the utilization of secondary 16 capacity mutes the market signal that would otherwise be sent to the interstate pipeline when an area is growing and facing constraint and thus a good candidate for 17 18 capacity expansions. To be clear, economic development and growth do not occur 19 without access to primary capacity. Utilization of secondary capacity, when 20 available, is the most efficient short-term use of the capacity and of the pipeline asset 21 that supports gas delivery, which makes the market more efficient by raising 22 throughput and lowering costs. However, when those holding firm, primary capacity 23 begin to utilize their entitlements more completely, the load served by secondary

capacity can be exposed to interruption more frequently because less capacity is 2 released into the secondary market. Thus, while its use carries certain benefits and 3 efficiencies, reliance upon secondary capacity can, for a time, mask the need for new pipeline projects to provide incremental supply, delaying relief to LDCs, shippers, 4 5 and customers in capacity constrained regions - sometime for years.

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Q. How has the Company addressed this issue through its planning processes?

The Company's capacity planning is designed to ensure we can deliver gas to 7 A. customers on all parts of our system and that we do so in the most efficient, low cost 8 9 manner possible. For instance, in Southeast Florida, FGT has already created a 10 named constraint point designated "south of compressor station 21." Our Delray and 11 Boca Raton gates are within this affected area. There is no capacity available for 12 subscription that has a primary delivery point on the east leg, and certainly nothing 13 that reaches all the way to the very southeast of the system South Palm Beach County). The Company has therefore designed an alternate solution that will enable 14 15 it to continue providing safe and reliable gas service to the high-growth area in and around West Palm Beach. 16

Specifically, this alternative approach has involved partnering with Florida Power & 17 18 Light ("FPL"). The approach originated in 2017, when the Company acquired 19 additional capacity on FGT. At the time, FGT had a small quantity of capacity 20 available with delivery points on the Western leg of their system. The Company 21 requested a primary delivery point for the new capacity at FPL's Martin Power Plant, 22 the delivery point located at the extreme South and East of FGT's western group of 23 delivery points. This made it possible to deliver to our system on the Western side of

1	the state. Additionally, we entered a commercial agreement with FPL wherein FPL
2	agreed to receive gas on the Company's behalf at the Martin plant, and then to
3	deliver a like quantity of gas onto the Florida Southeast Connection ("FSC") Pipeline
4	on the Company's behalf for movement south of Martin. We then built two new city
5	gates on our West Palm Beach distribution system to interconnect with FSC. By
6	virtue of this unique commercial arrangement, the Company has been able to utilize
7	its capacity on FGT's western leg to ensure delivery of gas to the constrained and
8	difficult to reach Southeastern area of the state. The Company brought these points
9	into service in 2020 and 2021, respectively, and anticipates that, over time, they will
10	play a significant role in ensuring our ability to maintain reliable supply for our
11	customers in the Southeastern part of the state.

Q. Has the acquisition of FPUC by CUC resulted in benefits for FPUC in terms of
capacity holdings and costs?

Yes. For one, as noted above, the larger company platform has enabled us to utilize 14 A. 15 our FGT access points on FGT's western leg to benefit the Company and its customers in the capacity constrained portions of the state. This also enables the 16 Company to utilize the capacity it holds more efficiently, which is important given 17 18 the rising cost of new capacity, which I will address later in my testimony. The 19 Company is also now better able to manage its capacity holdings, thereby enabling it 20 to turn back excess capacity when it can produce savings for our customers and to 21 likewise acquire capacity when necessary to ensure continued reliable service.

For instance, after the acquisition by CUC, and as discussed by the Company in Docket No. 20110133-GU, the Company was able to turnback interstate capacity to

1	FGT. At the time, projections reflected that the combined interstate pipeline
2	capacity quantity held by FPUC and CFG was greater than the quantity required to
3	provide reliable service to customers. Therefore, in August 2010, concurrent with the
4	expiration of one of the Company's capacity contracts, 25% of the existing monthly
5	capacity was returned to FGT, resulting in savings of more than \$900,000 per year,
6	which was passed on to customers through the PGA mechanism.

7

Q. Have the capacity markets changed since CUC acquired FPUC?

Yes, as have the Company's capacity needs. Interstate capacity costs have increased 8 A. 9 significantly over time and continue to escalate. This is due to a number of factors, 10 the primary one being that costs have increased to build new pipelines. The three 11 major costs relevant to pipeline construction, labor costs, pipe costs (steel), and land 12 costs, have all increased over time due to inflation, as well as other exogenous 13 variables that impact prices. Additionally, it is getting more challenging to permit and construct interstate pipelines. Throughout the country, dozens of projects have 14 15 been terminated or postponed in the last few years, due to permitting issues, regulatory concerns, and cost overruns. Thus, while demand for capacity continues 16 to increase, the market has been slow to build the much-needed new capacity. 17 18 Consequently, the price for existing capacity has also escalated. By way of example, 19 in 1993, the FERC mandated open access to the interstate pipeline system. At that 20 time, the rate associated with the newly developed FTS-1 rate schedule on FGT was 21 below \$0.20 per dekatherm. Currently, the FTS-1 rate for FGT is \$0.5150 per 22 dekatherm, while the rate for capacity on the newest pipeline, Sabal Trail 23 Transmission, is \$1.5680 per dekatherm.

Docket No. 20220067-GU

1Q.How has the Company addressed its incremental interstate pipeline capacity2requirements and subsequent costs?

A. The Company has had a decreasing capacity coverage since we turned back capacity in 2010. While the Company acquired some capacity in 2017 as a response to growth needs, the coverage ratio maintained remains at a relatively low level. Reflecting the significant growth and expansion on our system statewide, the Company projects that it will need to acquire additional capacity in the near future to maintain the appropriate reserve margin for essential service and future growth.

9 Q. What other mechanisms has the Company utilized to manage its capacity 10 needs?

- 11 A. The Company uses capacity more efficiently today than it has at any point in the last 12 10 years. The Company has firm capacity rights on the interstate pipelines and 13 releases capacity, on a temporary basis, each month on behalf of transportation 14 customers to pool managers. The Companies now manage their pipeline capacity 15 portfolio as a whole, rather than acquiring and releasing capacity on a piecemeal 16 basis across its various Company systems.
- In this filing, the Company is also proposing to further update its capacity release methodology and release capacity to pool managers in an equitable manner across the FPUC platform, eliminating distinctions between the four gas systems. Specifically, the Company proposes to release monthly capacity based on the transportation customers' same month/prior year billed therm quantities. This will give the pool managers interstate pipeline capacity rate certainty from year to year. Any natural gas consumed by the transportation customers that is in excess of the

natural gas delivered by the pool managers will be addressed by the Companies
 through the swing service rider.

3 Q. Can the Company avoid the need to acquire additional, expensive interstate 4 capacity?

- 5 A. Ultimately, no. The Company will need to acquire additional interstate capacity in 6 order to ensure that it can continue to provide safe, reliable natural gas service for its 7 customers across the state. This is due to the significant growth on the Company's 8 system in several parts of the state, and anticipated additional growth.
- 9 The state is growing as people migrate to Florida from other parts of the country. 10 Florida's economy is growing along with these new residences, and they want gas. 11 From a residential perspective, it is an important source of energy for efficient 12 residential homes. From an industrial perspective, natural gas creates economic 13 opportunity and is highly desired by businesses large and small. In reality, the 14 necessity to acquire new tranches of capacity should be viewed as a positive, as it is 15 representative of and commensurate with the growth that the state continues to enjoy.
- 16

Q. Would you please summarize your testimony?

A. The Company has continually evolved with the demand of its customers, TPSs, and marketing influences. Over a period of five years, the Company has consolidated and modified its transportation services to make them more equitable for all stakeholders. The Company has modified its upstream capacity portfolio as warranted to address pipeline constraints, distribution system integrity and to address customer growth and expansion opportunities. These efforts have resulted in customer growth of over

- 1 30% in the last decade (2012-2021), and customer volume growth of over 75% in the
- 2 same time frame.

3 Q. Does this conclude your testimony?

4 A. Yes.

SCHEDULE	TITLE	Witness						
	PROJECTED TEST YEAR							
G2-19 a to d	Projected Test Year - Calculation of Operation and Main Expense Supplement	M. Cassel, J. Bennett, M. Galtman, V. Gadgil, M. Napier, K. Parmer, N. Russell, K. Lake, D. Rudloff, B. Hancock						
G2-19e	Projection Basis Factor	M. Napier / M. Galtman						
G2-19f	Over and Under Adjustments	M. Cassel, J. Bennett, M. Galtman, V. Gadgil, M. Napier, K. Parmer, N. Russell, K. Lake, D. Rudloff, B. Hancock						



JULY 2021

ZONE 2

ZONE 1

1D	POI	Name	ID	POI	Name
1	78349	Refugio-Crosstex Energy	20	58624	Centaria Jefferson
2	71444	Tejas Calhoun Co ITE	20	8774	HPL Texoma (Rec)
3	16494	Union Carbide-Seadrift	20	100035	McFadden Bend-Enterprise
4	71238	Mustang Fuel Corp-Keeran #2	21	100024	Beaumont-OCI
5	78485	Stewal #1	22	78503	Golden Pass (Rec)
6	16228	Rooth North Ranch	22	78524	Golden Triangle Storage (Del)
6	78476	Tres Palacios Storage (Del)	22	78523	Golden Triangle Storage (Rec)
5	78475	Tres Palacios Storage (Rec)	23	15503	Dow P/L Drange
6	16227	Tres Palacios-Farm Tap	23	872	GSU Sabine P/L
7	78427	Markham-Gulf Shore	24	78499	Enbridge-Orange Co
	8576	HPL Magnet Withers	24	78106	Lake Nonel Starkes #1 POC
9	78513	Magnet Withers-Enterprise	24	71210	Neumin Production PDC
10	100720	Wilson-Coastal Bend	25	408	TRANSCO Vinton
11	100022	Pledger-Enterprise	26	78531	Duncan Oll - Bayou Choupique
12	100748	Lochridge-Cerberus	27	78450	Liberty Storage (Del)
13	16128	Ramsey Entex	27	78448	Liberty Storage (Rec)
14	100021	Chenango No. 1 Powell	28	10150	Varibus Calcasieu
15	10222	Rowan Union TX	29	100729	Gillis-Trunkline
36	78032	Cross Media Well Connect	30	23059	Trunkline Manchester
16	18059	HPL Texas City	31	78300	Egan Hub (Del)
16	100749	Attwater - Topaz	31	78299	Egan Hub (Rec)
17	78538	Denbury Oyster Bayou	32	62071	City of Eurice
18	10240	NGPL Jefferson	32	100733	Eunice-ANR
19	100723	Port Arthur-Motiva	32	10176	TX Gas Eurice

10	POI	Narre
33	78498	Acadia-KMLP
33	78457	Pine Prairie Storage (Del)
33	78456	Pine Prairie Storage (Rec)
34	78318	Acadia Partners P/L CTG
35	59204	GSPL Opelousas
35	16042	Severg Opelousas
36	78156	Sevarg-Claudia Billeaud Well
37	78517	Grand Marais St Landry Parish
ы	71297	City of Carencro
39	78425	Duhon #1
39	100018	Lafayette Phalanx
40	62410	Columbia Gulf-Lafayette
41	78459	Liberty Kaplan
42	16509	LRC Kaplan
43	57391	NGPL Vermilion
4)	25405	Trunkline Vermilian
44	78303	ANR St Landry Parish
44	10102	GSPL St Landry
44	100027	Port Barre-Pay Oil
45	78468	Bobcat Gas Storage (Del)
45	78467	Bobcat Gas Storage (Rec)

	1D	POI	Name
	46	59305	TETCO Atchafalaya (Del)
0	-46	10147	TETCO Atchafalaya (Rec)
c)	47	16077	AMOCO-Judge Digby
5	47	78442	GMT-Frisco
	48	78533	Frisco Acadian
	49	78405	Acadian W Batoh Rouge
/ell	49	16514	NW Bayou Choctaw
rish	50	78347	Bayou Bleu Oil/Iberville Co
	50	78079	Iberville Parish Bayou Blue
	51	62117	Baydu Sorrel iberville
	52	78510	Petrologistics Storage (Del)
	52	78509	Petrologistics Storage (Rec)
	53	71495	Iberville HWY 1148
	53	100026	Plaquemines Boardwalk
	54	78084	Mid LA Port Allen ITE
	54	63025	Oleum Op W Baton Rouge
	55	78406	Pennington Oil / Gas Bueche
	56	100039	City of Zachary-West
	56	78458	Pennington Prolit Island
)	57	71520	City of Zachary LA
a .	52	59022	Endevco Port Hudson
	57	71384	Mid LA E Baton Rouge ITE

1D	201	Name	10	POI	Ī
ы	61430	East Baton Apuge	72	78486	ľ
50	60751	City of Walker	73	78535	Ī
60	10114	TRANSCO St Helena	73	78534	t
61	10109	GSPL St Helena	74	78536	t
62	62368	SNG Franklinton West	75	10145	t
62	78507	Barriere	75	62899	t
63	10095	SNG Frankiinton (Rec)	76	62249	t
64	78304	Washington Parish Power Plant	76	62248	Ī
4	100025	Bogalusa Mardi Gras (Del)	76	71379	ľ
64	78514	Bogalusa Mardi Gras (Rec)	n	62908	Ī
65	57143	Pearl River	78	71440	Ī
66	60760	Skrivands Engineering	25	16521	ľ
67	10258	TENN Carnes (Rec)	79	100707	ľ
68	10218	Pounds Black Creek	29	16522	Ī
65	71298	Destin P/L	75	60023	t
65	100037	GSPL Merrill	80	100751	ľ
60	78488	SESH Lucedale (Del)	80	62215	t
69	78487	SESH Lucedale (Rec)	80	100725	t
70	78400	GSPL Greene City	80	100717	t
71	78540	Gulf LNG Citronelle	81	16235	t
21	78461	Southern Pines Citronelle (D)	82	62152	t
71	78460	Southern Pines Citronelle (R)	here and		

10	PDI	Name
72	78486	SESH Mobile Bay
73	78535	Grand Bay (Del)
73	78534	Grand Bay (Rec)
74	78536	Gulf LNG Pascagoula
75	10145	Enerfin Clarke-Mobile (Del)
75	62899	Enerfin Clark-Mobile (Rec)
76	62249	Bay Gas (Del) Storage
76	62248	Bay Gas (Rec) Storage
76	71379	GSPL M1 Vernon
n	62908	Clarke-Mobile/Mt Vernon T85

Clarke-Mobile/Mt Vernon B

Big Escambia Creek

City of Brewton

GSPL Flomaton

Maliard Pit Big Escambia Fuel

Crist - Guil Power

Alabama Electric Co-Op

Fannie Rd Breitburn

Perisacola CUC

St Regis Gas Pit-Fuel

TRANSCO Butler

ZONE 3

ID	POI	Name
63	62132	TRANSED Citronelle FGT Capacity
63	71462	TRANSCO Citronelle FGT Mainline
84	62136	Callon-Dauphin Island
84	62137	Dauphin Island Gathering System
84	62135	Exion Plant
84	71441	MBPP Outlet FGT
84	62134	Mobil Plant
84	62133	Shell Plant
84	78462	TRANSCO-Gulfstream Coden
64	71414	Williams Plant

TRANSCO - MOBILE BAY

GULF SOUTH - MOBILE BAY			
D	POI	Name	
85	78173	GSPL Dauphin Island Gathering	
85	78179	GSPL Excon	
85	78177	CSPL MAGS Callen	
85	78174	GSPL MBPP Dutlet	
85	78176	GSPL Mobile Bay-FGT Capacity	
85	78306	GSPL Mobile Bay-GS Capacity	
85	78178	GSPL Mobile Mary Anne	
85	78175	GSPL Shell Yellowhammer	
85	78319	GSPL Williams Field Serv PDC	

