

Table of Contents

	Page
INTRODUCTION	1
RATE BASE	2
Plant In Service.....	2
Cash Working Capital – Interest Component.....	5
NET OPERATING INCOME	7
Advertising Expense	7
Conservation Enabling Tariff Case Expense	11

1 **INTRODUCTION**

2 **Q. WHAT IS YOUR NAME, OCCUPATION AND BUSINESS ADDRESS?**

3 A. My name is Donna DeRonne. I am a Certified Public Accountant licensed
4 in the State of Michigan and a senior regulatory analyst at Larkin &
5 Associates, PLLC, Certified Public Accountants, with offices at 15728
6 Farmington Road, Livonia, Michigan 48154.

7
8 **Q. PLEASE DESCRIBE THE FIRM LARKIN & ASSOCIATES, PLLC.**

9 A. Larkin & Associates, PLLC, is a Certified Public Accounting Firm. The firm
10 performs independent regulatory consulting primarily for public
11 service/utility commission staffs and consumer interest groups (public
12 counsels, public advocates, consumer counsels, attorneys general, etc.).
13 Larkin & Associates, PLLC has extensive experience in the utility
14 regulatory field as expert witnesses in over 600 regulatory proceedings,
15 including numerous electric, water and wastewater, gas and telephone
16 utility cases.

17
18 **Q. ON WHOSE BEHALF ARE YOU APPEARING?**

19 A. Larkin & Associates, PLLC, was retained by the Utah Committee of
20 Consumer Services (Committee) to review Questar Gas Company's (the
21 Company or Questar) application for an increase in rates in the State of
22 Utah. Accordingly, I am appearing on behalf of the Committee.

23

24 **Q. HAVE YOU PREVIOUSLY FILED TESTIMONY IN THESE**
25 **PROCEEDINGS?**

26 A. Yes. On January 28, 2008 I filed direct prefiled testimony on the issue of
27 the appropriate test year in this docket. My qualifications were attached
28 as Appendix I to that testimony and are not being resubmitted here.

29

30 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

31 A. In this testimony I recommend several adjustments to the 2008 test year
32 revenue requirement presented by Questar in the areas of rate base and
33 net operating income.

34 **RATE BASE**

35 Plant In Service

36 **Q. ARE YOU RECOMMENDING ANY REVISIONS TO THE COMPANY'S**
37 **PROJECTED AVERAGE TEST YEAR PLANT IN SERVICE BALANCE?**

38 A. Yes. Questar is projecting a significant level of plant additions in this
39 case. In fact, plant additions are cited as one of the main drivers of the
40 Company's projected increase in rates. In its filing, the Company is
41 projecting additions in 2008 to Plant in Service, Account 101, of
42 \$129,303,962 and a net increase in Completed Plant Not Classified,
43 Account 106, of \$1,553,905, resulting in a combined increase in plant in
44 service inclusive of both accounts of \$130,857,867. In deriving the
45 additions to plant in service, the Company is utilizing projected 2008
46 capital expenditures of \$131.6 million. Based on the Company's historic

47 experience with regards to its budgeted to actual capital expenditures, I
 48 recommend that the projected additions to plant in service during the 2008
 49 test year be reduced.

50

51 **Q. HOW HAS THE COMPANY’S ACTUAL CAPITAL EXPENDITURES**
 52 **COMPARED TO ITS BUDGETED LEVELS IN RECENT YEARS?**

53 A. Presented below is a comparison of budged to actual capital expenditures:

	<u>Original Budget</u>	<u>Actual Expenditures</u>	<u>Percentage Spent</u>
2003	85,083,710	71,522,806	84.06%
2004	82,848,006	77,222,859	93.21%
2005	77,881,960	70,156,799	90.08%
2006	99,111,256	97,255,854	98.13%
2007	116,423,106	129,877,545	111.56%

54 Five Year Average of Actual Expenditures to Budget 95.41%

55 As shown above, the Company’s actual expenditures are typically below
 56 the budgeted level, with the exception of 2007 expenditures, and the five-
 57 year average of actual capital expenditures to budget is 95.41%. The
 58 Company has underspent its capital budget in four of the last five years.

59

60 **Q. IN YOUR OPINION, SHOULD THE PROJECTED 2008 ADDITIONS TO**
 61 **PLANT IN SERVICE IN THIS CASE BE REDUCED?**

62 A. Yes. As the Company is utilizing a projected test year in this case based
 63 on its 2008 budget coupled with the fact that the Company has regularly
 64 under spent its budgeted capital expenditures, an adjustment to plant
 65 additions should be made. In utilizing a budgeted period in setting rates,

66 the past reliability of the capital budgets should be considered. I
67 recommend that the projected additions to plant in service be reduced by
68 4.59% based on the most recent five year average of actual capital
69 expenditures to budget of 95.41%.

70

71 **Q. WHAT IS THE IMPACT OF YOUR RECOMMENDATION?**

72 A. As shown on CCS Exhibit 2.1, the 2008 average test year plant in service
73 should be reduced by \$2,554,488 on a total Company and \$2,477,853 on
74 a Utah basis. After application of the average projected 2008 depreciation
75 rate of 2.70%, depreciation expense and accumulated depreciation should
76 each be reduced by \$66,902.

77

78 **Q. HOW DID YOU DETERMINE THE IMPACT OF YOUR**
79 **RECOMMENDATION ON THE 13-MONTH AVERAGE PLANT IN**
80 **SERVICE BALANCE?**

81 A. I first applied the five-year average of actual expenditures to budget of
82 95.41% to the Company's projected 2008 additions to plant in service and
83 increase in completed construction not classified. This resulted in a
84 reduction to net additions to plant in service of \$6,009,681 and reduces
85 the Company's projected December 31, 2008 gas plant in service balance
86 (accounts 101 and 106) from \$1,639,903,645 to \$1,633,893,964. I then
87 input the resulting \$1,633,893,964 into the model utilized by Questar in
88 determining the impact on monthly plant additions and average plant in

89 service. The result was a \$2,554,488 reduction (total Company) to the
90 average plant in service balance contained in the filing.

91

92 **Q. THE COMPANY HAS INCLUDED THE IMPACT ON ACCUMULATED**
93 **DEFERRED INCOME TAXES RESULTING FROM THE BONUS**
94 **DEPRECIATION ALLOWANCE UNDER THE ECONOMIC STIMULAS**
95 **ACT OF 2008. DOES YOUR ADJUSTMENT TO PLANT IN SERVICE**
96 **IMPACT THE ADJUSTMENT MADE BY QUESTAR?**

97 A. Yes. On CCS Exhibit 2.1 I include the impact of my recommended
98 adjustment to plant in service on the bonus depreciation deduction
99 included in the Company's filing. This was estimated by applying the 50%
100 bonus depreciation rate to the \$2,477,853 reduction to average plant in
101 service on a Utah basis. I then applied the 38% combined tax rate in
102 deriving the impact, resulting in a \$470,792 reduction to the accumulated
103 deferred income tax offset to rate base.

104 Cash Working Capital – Interest Component

105 **Q. WHAT IS THE PURPOSE OF INCLUDING A CASH WORKING**
106 **CAPITAL COMPONENT IN RATE BASE?**

107 A. Cash working capital represents the investment that is needed to support
108 the day to day cash operating costs of a Company. Cash working capital
109 is determined as the difference between the utility's payment of current
110 expenses and its receipt of revenues from serving customers. If the
111 payment of expenses occurs before the receipt of revenues from

112 customers, there is a positive cash working capital need. Likewise, if the
113 revenues, on average, are received from customers prior to the payment
114 of expenditures, a negative cash working capital requirement exists. In
115 many jurisdictions a lead/lag study is utilized to determine the cash
116 working capital needs, or the net lead/lag days experienced by a utility.
117 While one typically sees a positive cash working capital requirement, I
118 have been involved in cases in which a utility is experiencing a negative
119 cash working capital in which, on average, revenues are received prior to
120 the payment of expenses.

121

122 **Q. ARE YOU RECOMMENDING ANY REVISIONS TO THE CASH**
123 **WORKING CAPITAL INCLUDED IN THE FILING?**

124 A. Yes. I recommend that the cash working capital included in the filing be
125 adjusted to include the impact of interest expense on long term debt. The
126 Company's lead/lag study and cash working capital calculations did not
127 include a component for long term debt. The costs to pay the interest
128 expense on the long term debt are collected from the Company's
129 customers in the revenues generated. The interest expense on long term
130 debt is paid by the Company on a semi-annual basis. Between the time
131 the Company receives revenues from its customers and the time it is
132 required to make a disbursement of funds to pay the interest on the long
133 term debt, the funds are available for use by the Company in its

134 operations. Interest expense is typically a component in utility lead lag
135 studies and cash working capital calculations.

136

137 **Q. WHAT IS THE AVERAGE INTEREST EXPENSE LAG ON LONG TERM**
138 **DEBT?**

139 A. The average expense lag determined by utilizing semi-annual interest
140 payments is 91.25 days. Using the Company's revenue lag days in this
141 case of 39.18 days results in net interest expense lead days of 52.07
142 days.

143

144 **Q. WHAT IS THE IMPACT OF REFLECTING THE INTEREST ON LONG**
145 **TERM DEBT IN THE DETERMINATION OF CASH WORKING**
146 **CAPITAL?**

147 A. The impact is reflected on CCS Exhibit 2.3 and results in a \$3,259,270
148 reduction to rate base based interest expense derived from the
149 Company's requested rate base and requested weighted cost of debt.

150

151 **NET OPERATING INCOME**

152 Advertising Expense

153 **Q. THE COMPANY MADE AN ADJUSTMENT REDUCING ADVERTISING**
154 **EXPENSE BY \$17,705. ARE YOU RECOMMENDING ANY FURTHER**
155 **ADJUSTMENTS TO QUESTAR'S ADVERTISING EXPENSE?**

156 A. Yes. In its filing, Questar made adjustments to remove \$10,800 in
157 advertising costs associated with the Parade of Homes and \$1,635
158 allocated to it from Questar Corporation. The Company has also classified
159 American Gas Association (AGA) dues as part of its advertising expense
160 adjustment and removed \$4,838 or 2.00% of AGA dues from expense.
161 There are additional advertising costs that should be removed. In
162 response to CCS 21.21, the Company indicated that an additional \$8,263
163 that was recorded in Account 909002 should be removed.

164

165 **Q. WHAT ADDITIONAL ADVERTISING COSTS SHOULD BE REMOVED?**

166 A. The Company's initial filing reflected \$168,397 in base year advertising
167 expense in Account 909002. In response to CCS 21.21, the Company
168 provided a correction indicating that \$467,060 had been included in this
169 account in the base year, or an additional \$298,663. This is the sub
170 account in which Questar records its Co-op promotional advertising costs.
171 Questar removed the costs charged to this account in its 2005 and 2006
172 Results of Operations reports and in its prior rate case filings in Docket
173 Nos. 99-057-20 and 02-057-02. In Docket 93-057-01 the Commission
174 determined that promotional advertising that attempts to increase sales of
175 natural gas through co-op advertising should not be recovered from
176 ratepayers. In this case, based on the Company's response to CCS
177 21.21, it is proposing to remove \$8,263 included in this account, leaving
178 the remaining \$458,797 of costs incurred in the base year in rates.

179 The Company presented no testimony in this case regarding why
180 costs charged to Account 909002 associated with co-op advertising
181 should be allowed in the current case. These are costs that promote the
182 sale of natural gas and lead to future growth in sales by incenting the
183 installation of natural gas service in new homes. On CCS Exhibit 2.4 I
184 remove the advertising expense charged to Account 909002.

185

186 **Q. ARE YOU RECOMMENDING ANY ADDITIONAL ADJUSTMENTS TO**
187 **ADVERTISING EXPENSE?**

188 A. Yes, I am recommending two additional adjustments. The first adjustment
189 removes \$10,000 the Company recorded in Account 909001 for its
190 “platinum” level sponsorship of the Utah Energy Summit. These
191 sponsorship costs should not be funded by the Company’s ratepayers.
192 This \$10,000 is removed on CCS Exhibit 2.4.

193 I also recommend that financial advertising allocated from Questar
194 Corporation in the amount of \$16,118 be excluded. Financial advertising
195 typically serves to promote the Company’s image to investors. As such,
196 these costs should be funded by the Company’s shareholders and not
197 passed on the Questar Gas Company’s operations from the parent
198 company. In response to CCS 21.21, the Company provided further
199 information on the costs, including the advertisements, which were clearly
200 image building and touts that Questar delivered “...an annual 30% return
201 to shareholders from 2002 to 2006.” On CCS Exhibit 2.4, I remove the

202 \$16,118 of financial advertising costs allocated to the Company from
203 Questar Corporation.

204

205 **Q. IS THE COMPANY'S ADJUSTMENT TO AGA DUES TO REMOVE**
206 **2.00% OF THE COST ADEQUATE?**

207 A. No, an additional adjustment is appropriate. In removing 2.00% of AGA
208 dues on QGC Exhibit 6.3U, page 33, Questar indicated that it was
209 removing the percentage of such dues used for promotional and lobbying
210 advertising. However, based on a response from AGA to an inquiry made
211 by Questar that was provided in response to CCS data request 7.27, AGA
212 estimated that its lobbying expenses were 2% of member company dues
213 payments in 2007 and advertising costs were 1.39% of AGA dues in that
214 year. Thus, at a minimum, 3.39% of the dues should be excluded to
215 remove both the lobbying costs and the advertising costs paid to AGA. As
216 shown on CCS Exhibit 2.4, removing an additional 1.39% of AGA dues
217 associated with advertising costs results in an additional \$3,362 reduction
218 to expense.

219

220 **Q. WHAT IS THE OVERALL IMPACT OF YOUR ADJUSTMENT TO**
221 **ADVERTISING EXPENSE?**

222 A. As shown on CCS Exhibit 2.4, advertising expense should be reduced by
223 an additional \$485,469 on a Utah basis beyond the adjustments made by

224 the Company. This includes the removal of the escalation of 2.5% from
225 the reductions recommended above.

226

227 Conservation Enabling Tariff Case Expense

228 **Q. WHAT AMOUNT IS INCLUDED IN THE BASE YEAR AND THE TEST**
229 **YEAR FOR OUTSIDE SERVICES ASSOCIATED WITH THE**
230 **CONSERVATION ENABLING TARIFF CASE?**

231 A. Base year expenses include \$220,635 of outside services costs
232 associated with the Conservation Enabling Tariff (CET) case. In
233 projecting the test period expense in the filing, the Company left the CET
234 case expense of \$220,635 in the budgeted costs. This amount does not
235 include labor costs, only non-labor related costs for outside professional
236 services.

237

238 **Q. SHOULD THE OUTSIDE SERVICE COSTS ASSOCIATED WITH THE**
239 **CET CASE BE FACTORED INTO THE DETERMINATION OF BASE**
240 **RATES?**

241 A. No, they should not. The Conservation Enabling Tariff case is a historic
242 case for which the associated outside service cost will not be recurring in
243 the test year. As this is an out of period cost that will not be incurred in the
244 test year, I recommend the costs be removed from the test period,
245 reducing expenses by \$220,635. Additionally, the outcome of the CET
246 case largely protects the Company and its investors from the potential

247 financial impacts of declining usage. As it is the Company and its
248 shareholders that are being protected through the revenue generated
249 under this mechanism, the costs incurred by the Company to achieve the
250 outcome should not be passed on to customers.

251

252 **Q. HAVE YOU PREPARED AN EXHIBIT IN SUPPORT OF YOUR**
253 **RECOMMENDATION?**

254 A. Yes. CCS Exhibit 2.4 provides my recommended adjustment to remove
255 the CET case expense, reducing budgeted outside services costs
256 included in the 2008 test year by \$220,635.

257

258 **Q. DOES THIS COMPLETE YOUR PREFILED DIRECT TESTIMONY?**

259 A. Yes.