EXHIBIT NO. T-____(GSS-1) DOCKET NO. UE-920433 DOCKET NO. UE-920499 DOCKET NO. UE-921262

BEFORE THE

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WASHINGTON UTILITIES & TRANSPORTATION COMMISSION

COMPLAINANT

PH 4: 4

VS.

PUGET SOUND POWER & LIGHT COMPANY

RESPONDENT

Testimony of

Gary S. Saleba

On Behalf of Building Owners & Managers Association of Seattle and King County

> WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION UE-920433;-920499; No. 921262 Ex. T-54V

1		PUGET SOUND POWER & LIGHT COMPANY
2		
3		DIRECT TESTIMONY OF
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5		I. INTRODUCTION AND OBJECTIVES
6		
7	Q.	PLEASE STATE YOUR NAME AND OCCUPATION.
8		
9	А.	Gary S. Saleba, Vice President of Economic and Engineering Services, Inc.
10		(EES). My resume can be found in Appendix A.
11		
12	Q.	WHO DO YOU REPRESENT IN THIS PROCEEDING?
13		
14	Α.	I represent the Building Owners & Managers Association of Seattle and King
15		County (BOMA) who are served by Puget Sound Power & Light Co.
16		
17	Q.	PLEASE DESCRIBE BOMA.
18		
19	Α.	As the name implies, BOMA is the trade association of businesses that own and
20		operate major office buildings, high-technology facilities and other commercial
21		facilities in the greater Seattle metropolitan area. BOMA members, such as
22		Microsoft, contribute to the local economy by employing thousands of Seattle
23		area citizens in a wide variety of high-skill, well-paying jobs. Other BOMA
24		members, such as Wright Runstad, provide attractive working space to clients
25		who employ even more area citizens in well-paying jobs. These are just two of
26		BOMA's members. A complete list of BOMA members is included as Appendix

B to this testimony. Many of BOMA's members are commercial or secondary 1 2 customers of Puget. They presently purchase power under Schedule 24. 3 Q. WHY IS BOMA PARTICIPATING IN PUGET'S RATE PROCEEDING? 4 5 A. Energy is an important cost element in the businesses of BOMA members. As 6 the Commission balances the interests of Puget and its various customer classes, 7 BOMA urges the Commission to be mindful of the needs of the economically 8 vital commercial class for fair and equitable rates. 9 10 In deposition testimony last fall, Puget witness Colleen Lynch testified that 11 Puget's commercial or secondary class has been forced to pay more than its fair 12 share of Puget's total revenue requirement over at least the last decade. The 13 parity ratio for the secondary class has chronically exceeded 100% by a wide 14 measure. This is no minor aberration from fair, cost-based rates. It is a pattern 15 that BOMA wishes to see corrected immediately. 16 17 Puget's commercial customers have been the customer class most responsive to 18 conservation and energy-efficiency programs, yet they have been penalized for 19 their efforts, rather than rewarded. 20 21 22 Puget's proposed rates are a step in the right direction. However, at Puget's pace of correcting the "disparity ratio," parity would not be reached until 1997 at the 23 24 earliest (one-third of the way in each of the next three general rate cases).

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Q. WHAT ARE THE OBJECTIVES OF YOUR TESTIMONY?

A. The objective of this testimony is to review and critique Puget's rate filing in order to assist the Commission in establishing fair and equitable rates.

Q. PLEASE SUMMARIZE YOUR CONCLUSIONS AND RECOMMENDATIONS TO THE COMMISSION.

- 9 A. Based on my review of Puget's filing, I conclude that the proposed rates are
 10 neither fair nor equitable to commercial customers. My testimony covers three
 11 areas of importance to Puget's commercial customers:
- 13 1. This rate filing continues the decade-long abuse by which commercial 14 customers have paid rates reflecting a parity ratio significantly in excess 15 of 100%. BOMA believes it is time to effect a complete remedy to this 16 chronic cross-subsidization.
- 182.The bias of Puget rates against commercial customers is exacerbated by19Puget's use of a non-standard methodology for classification of20distribution poles, towers & fixtures, overhead and underground conduit,21and line transformers exclusively on the basis of non-coincident peak.
- 3. To the extent that Puget has decided to shelter low-income residential
 ratepayers by continuing to shift a disproportionate amount of cost onto
 the commercial classes, this strategy is needlessly excessive. Fairer ways
 to protect such customers involve either programs specifically targeted to

1		low-income consumers or redesign of residential rates to protect
2		customers who consume less than 700 kWh per month.
3		
4	Q.	HOW IS THIS TESTIMONY ORGANIZED?
5		
6	А.	A further discussion on parity ratios is provided in Section II. Section III
7		discusses the classification of distribution expenses. Section IV includes a
8		proposal for assisting Puget's low-income customers.
9		
10		II. PARITY RATIOS FOR SECONDARY CUSTOMER CLASSES
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12	Q.	WHAT ARE THE PARITY RATIOS RESULTING FROM PUGET'S COST OF
13		SERVICE STUDY?
14		
15	Α.	Parity ratios indicate the percent of costs allocated to a specific customer class
16		which are covered by revenues from proposed rates for that class. A 100% parity
17		ratio indicates a class is paying for all of its allocated costs. A parity ratio greater
18		than 100% means that the relevant class is paying more than its cost of service,
19		unfairly cross-subsidizing classes whose parity ratios are less than 100%.
20		
21		Parity ratios under Puget's Cost of Service Study were discussed in the Direct
22		Testimony of David W. Hoff, pages 3-4. The following shows the parity ratios
23		by customer class resulting from Puget's Cost of Service Study, without cross-
24		subsidization between customer classes. A parity ratio greater than 100% the
25		chronic situation for Puget's secondary customers means that this class has
26		been cross-subsidizing Puget's residential, industrial, and wholesale customers.

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Residential	Secondary		Primary	High Voltage	Lighting	Resale	
	Small	Medium	Large				
97%	109%	115%	113%	91%	86%	134%	75%

All three of the Secondary customer classes and the Lighting class have parity ratios much greater than 100%. These classes are therefore paying a greater share of costs than are allocated to them.

Q. WHAT HAS PUGET RECOMMENDED WITH RESPECT TO MOVING TOWARDS 100% PARITY RATIOS?

A. Puget recognizes that parity ratios should be closer to 100% and has set that as a target. They have proposed moving one-third of the distance to 100% parity ratios in this rate filing. Their proposal results in different rate increases for each customer class, as follows:

15	Residential	12.7%
16	Secondary Voltage	
17	Small	8.4%
18	Medium	6.6%
19	Large	7.3%
20	Primary Voltage	15.3%
21	High Voltage	17.4%
22	Lighting	1.8%
23	Firm Resale	25.1%

Q. DO YOU AGREE WITH PUGET'S PROPOSAL TO MOVE PARITY RATIOS TO 100%?

A. A little remedy is better than no remedy at all. However, as stated above, this problem has existed for at least a decade. Puget has distorted the concept of "gradualism" to a logical absurdity.

Puget has a sophisticated Cost of Service Study which provides a clear indication
of the costs caused by various customer groups. We support the cost causation
theory where each customer group pays those costs to which it contributes. This
concept is discussed in *Principles of Public Utility Rates*, Bonbright et. al., 1988.
On page 109 Bonbright states

"one standard of reasonable rates can fairly be said to outrank all others in
importance attached to it by experts and public opinion alike - the
standard of costs of service, often quantified by the stipulation that the
relevant cost is necessary, true (i.e. private and social) cost or cost
reasonably or prudently occurred."

21 On page 385 Bonbright provides the following primary criteria by which to judge 22 the soundness and desirability of a rate structure:

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 Capital Attraction. A fair return should be provided to attract the necessary capital to ensure a desirable level of rate base, product quality, and safety.

2) Consumer Rationing. Rates should provide the proper price 2 signal, based on costs, to discourage wasteful practices and 3 promote use that is economically justifiable. 4 5 3) Fairness to Ratepayers. Revenue requirements should be collected 6 "fairly and without arbitrariness, capriciousness, and inequities 7 8 among the beneficiaries of the service and so as, if possible, to avoid undue discrimination." 9 10 Q. DO THE RATES PROPOSED BY PUGET MEET THESE PRIMARY 11 **CRITERIA**? 12 13 A. No. Puget's proposed rates do not fully reflect the cost of service, and therefore 14 do not meet the second and third primary criteria. Costs to the Secondary and 15 Lighting customer classes provide a price signal greater than the cost of service. 16 17 Rates to the Residential, Primary, High Voltage and Resale customers are below the cost of service and therefore could lead to wasteful practices among these 18 19 groups. 20 21 Furthermore, undue discrimination against the Secondary and Lighting customer classes is occurring. These customer classes are paying for costs above the level 22 23 from which they are benefiting. 24 Q. IS THERE A RISK THAT CHANGING PARITY RATIOS WILL LEAD TO 25 WASTEFUL ENERGY CONSUMPTION BY THE COMMERCIAL CLASS? 26

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A. Puget is on record stating that the secondary class is probably the most cooperative and responsive group of its customers in responding to the call for economic efficiency in its usage of electrical energy. BOMA members have worked with the technical group of Puget's rate collaborative to assist in developing and supporting Puget's Schedule 83 filing. I am informed by BOMA representatives that the commercial class is very cost-conscious in its usage of electricity.

However, BOMA believes it unfair to "reward" this responsiveness by commercial customers with a secondary rate that reflects parity ratios in excess of 100%. The secondary class has been subsidizing other classes which have poorer records on matters of conservation and energy efficiency.

Q. ARE THERE OCCASIONS WHERE PARITY RATIOS SHOULD NOT
 EQUAL 100%?

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A. Because any cost of service study is only an estimation of costs, the confidence
and accuracy of the Cost of Service Study can affect the desired parity ratios.
Generally, the less accurate the Cost of Service Study, the wider the acceptable
band of parity ratios. It is common practice to use a 90% -110% or a 95% 105% band for acceptable parity ratios. In this case, the parity ratios are outside
both of these bands.

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Parity ratios not equal to 100% are sometimes justifiable on the basis of unequal
 risks among customer classes. This would translate into a higher return for riskier

1 2 could be used as a rationale for allowing parity ratios less than 100% for certain 3 customer classes. 4 Q. IS PUGET'S COST OF SERVICE STUDY SUFFICIENTLY ACCURATE TO 5 JUSTIFY TARGET PARITY RATIOS OF 100%? 6 7 A. Puget has performed a thorough Cost of Service Study. Allocation factors for 8 9 peak demands, which are often a source of inaccuracy, are based on complete and 10 current load research with a high degree of accuracy. Puget has adopted a target 11 of 100% parity and has not provided evidence that their Cost of Service Study 12 cannot support this target. 13 Q. HAS PUGET USED DIFFERENT RATES OF RETURN FOR VARIOUS 14 CUSTOMER CLASSES OR PROVIDED EVIDENCE OF VARYING LEVELS 15 OF RISK TO JUSTIFY THE PROPOSED PARITY RATIOS? 16 17

No. Puget has not provided such evidence. Puget has indicated that the target A. 18 parity ratio should be 100% and has not offered any justification to support parity 19 ratios different from 100% based on varying risk levels. 20

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Q. WHAT RECOMMENDATIONS DO YOU HAVE REGARDING PUGET'S 22 PARITY RATIOS. 23

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customer classes. If this is not explicitly included in the Cost of Service Study, it

A. We support Puget's target parity ratios of 100% based on cost causation
 principles, proper price signals, and equity among classes. We have seen no
 evidence to support parity ratios not equal to 100%.

Puget's proposal is to attempt to reach 100% parity ratios over its next three general rate cases, that is no earlier than 1997. We believe this is too long of a phase-in period. Secondary customers have been paying an inequitable share of costs over a long period. This inequity should stop as soon as possible. I address later in this testimony a method by which the Commission may address its concerns about low-income residential consumers without unfairly inflating Puget's secondary rates.

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Q. WHAT LEVEL OF RATE INCREASES WOULD BE INDICATED FOR EACH CLASS UNDER YOUR PROPOSAL?

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A. BOMA proposes to phase-in rates that achieve rate parity over the two years following the Commission's final order in this proceeding. That is, BOMA advocates that parity finally be achieved during the period affected by this general rate proceeding. Phase-in would reduce the impact on customer classes with parity ratios currently less than 100%. During the first year, the following potential rate increases would occur (this is the maximum effect assuming the Commission agrees with Puget on all other issues):

1		Residential	13.2%
2		Secondary Voltage	
3		Small	7.1%
4		Medium	4.1%
5		Large	5.1%
6		Primary Voltage	16.9%
7		High Voltage	20.5%
8		Lighting	-2.7%
9		Firm Resale	30.1%
10			
11		These rate increases do not a	ccount for any adjustments in sales levels due to the
12		effects of price elasticity.	
13			
14		III. <u>CLASSIFICAT</u>	ION OF DISTRIBUTION COSTS
15			
16	Q.	WHAT IS THE PURPOSE C	F THIS PORTION OF YOUR TESTIMONY?
17			
18	А.	The foregoing discussion of	parity ratios is predicated on acceptance of Puget's
19		allocation methodologies.	However, BOMA believes that Puget's allocation
20		methodologies are biased aga	inst the commercial class. Puget's reasons for using
21		its current methodologies are	e somewhat political the methodologies emerged
22		from the rate collaborative	process. Collaborative recommendations are not
23		binding on the Commission.	
24			
25		If Puget were to utilize allo	cation methodologies commonly used in regulatory
26		proceedings across the count	ry, fewer costs would be allocated to the secondary

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1		class. Use of these standardized allocation methodologies would demonstrate that
2		Puget's secondary class has been forced to cross-subsidize other classes to an
3		even greater extent than Puget acknowledges.
4		
5	Q.	HOW IS PUGET'S COST OF SERVICE BIASED AGAINST THE
6		COMMERCIAL CLASS?
7		
8	Α.	Puget has used generally accepted practices to allocate the costs associated with
9		generation and transmission. These methods represent a fair allocation of costs to
10		the secondary customer class.
11		
12		With respect to distribution costs, Puget's method is not the standard process,
13		leading to an undue burden on commercial customers.
14		
15	Q.	PLEASE DESCRIBE PUGET'S PROPOSED CLASSIFICATION OF
16		DISTRIBUTION COSTS.
17		
18	А.	With the current model, Puget classifies rate base and expenses for most
19		distribution accounts on the basis of non-coincident peak. This includes the
20		following specific items:
21		
22		o substations,
23		o poles, towers and fixtures,
24		o overhead and underground conduit, and
25		o line transformers,
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Q. DOES THIS METHODOLOGY CONFORM WITH STANDARD UTILITY PRACTICE?

A. No. In a survey of classification and allocation methods approved by regulatory agencies conducted by our firm in 1989, nearly 50% of respondents classified substations as 100% demand-related. For substations, Puget has followed the most common practice for this component.

9 For the remaining accounts, less than 20% of respondents used a 100% demand-10 related classification method. Roughly 60% classified costs for these accounts 11 using a "minimum system" or "zero intercept" method which classified a portion 12 of costs as demand-related and a portion as customer-related. Puget's method of 13 classification for these items is inconsistent with common practice.

The standard classification of these distribution functions as customer-related is 15 further supported by the report Electric Utility Cost Allocation Manual issued in 16 January 1992 by the National Association of Regulatory Utility Commissioners 17 (NARUC). On page 89, NARUC provides a typical functionalization and 18 classification of distribution plant. NARUC considers it typical to classify 19 Overhead Primary, Overhead Secondary, Underground Primary, Underground 20 Secondary, and Line Transformers to both demand and customer components. 21 Both the minimum-size and minimum-intercept methods for classification are 22 described in the NARUC report. 23

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Q. PLEASE DESCRIBE WHAT IS MEANT BY A "MINIMUM SYSTEM" OR
"ZERO INTERCEPT" METHOD FOR CLASSIFYING COSTS.

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A. A "minimum system" method classifies a portion of costs to customers and a portion to demand on the basis of a minimum sized distribution system. For each component, i.e., poles, conductors, transformers, the minimum sized unit is determined and assumed to be installed in all locations.

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7 The costs associated with this minimum sized system are classified as customer-8 related. This represents the system that would be needed if all customers had a 9 very small load. The difference in cost between the actual installed facilities and 10 the minimum sized facilities is classified as demand-related. This represents the 11 increase in costs due to larger loads for various customers.

With a "zero intercept" method, a similar approach is used, however, the 13 customer-related component is designed to reflect the cost if all customers had 14 zero loads. The cost of various components at different sizes are determined, and 15 a relationship between size and cost is developed. That relationship is then 16 applied to a component with a size of zero. While no piece of equipment actually 17 exists, the process is designed to represent the theoretical cost of such a 18 component. For example, if a 10 KVA transformer costs \$200 and a 20 KVA 19 transformer costs \$300, the cost relationship would be \$100 for an addition of 10 20 KVA. Working back from the 10 KVA transformer, a 0 KVA transformer would 21 cost \$100. 22

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The \$100 related to a 0 KVA transformer would be customer-related, while the additional \$200 for a 20 KVA transformer would be demand-related.

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1	Q.	HAS PUGET ALWAYS USED T	HE 100%	DEMAND-RELATED
2		CLASSIFICATION OF THE DISTRIBUT	ION ACCOUN	TS IN QUESTION?
3				
4	А.	No. Puget has used the minimum system	method in the	past. The decision to
5		classify these accounts to non-coincident p	eak was a resu	lt of the Collaborative
6		process, as discussed by Ms. Lynch on pa	age 22 in her	Deposition Upon Oral
7		Examination dated February 5, 1993.		
8				
9	Q.	HAS PUGET SUPPLIED INFORMATIO	ON REGARDI	NG THE MINIMUM
10		SYSTEM STUDY USED IN THE PAST?		
11				
12	А.	Yes. In Response to WICFUR First Dat	a Request Nur	nber 302, a Minimum
13		System Study dated May 1985 was provid	ed. This data	response provided the
14		following classification of distribution account	unts:	
15				
16		Account	Demand %	Customer %
17		Poles, Towers & Fixtures	2200	78%
18			2.2.70	10.0
		Overhead Conduit & Devices	61%	39%
19		Overhead Conduit & Devices Underground Conduit	61% 74%	39% 26%
19 20		Overhead Conduit & Devices Underground Conduit Line Transformers Overhead	61% 74% 19%	39% 26% 81%
19 20 21		Overhead Conduit & Devices Underground Conduit Line Transformers Overhead Line Transformers Underground	61% 74% 19% 32%	39% 26% 81% 68%
19 20 21 22		Overhead Conduit & Devices Underground Conduit Line Transformers Overhead Line Transformers Underground	61% 74% 19% 32%	39% 26% 81% 68%
19 20 21 22 23	Q.	Overhead Conduit & Devices Underground Conduit Line Transformers Overhead Line Transformers Underground DID PUGET SUPPLY ANY INFORMA	61% 74% 19% 32% TION REGAR	39% 26% 81% 68% DING THE IMPACT
19 20 21 22 23 24	Q.	Overhead Conduit & Devices Underground Conduit Line Transformers Overhead Line Transformers Underground DID PUGET SUPPLY ANY INFORMATION ON PARITY RATIOS IF THE MINIMUM	61% 74% 19% 32% FION REGAR SYSTEM APP	39% 26% 81% 68% DING THE IMPACT PROACH IS USED?

As part of Data Response 302, Puget supplied Attachment II, page 3 which has a Α. 1 comparison of results for various distribution classification factors. This 2 comparison shows that the 100% demand-related classification method when 3 compared to the minimum system method increases the parity ratios for the 4 Residential class at the expense of all other classes. The Secondary customer 5 class is the class most affected by this change. Puget's non-coincident 6 classification method clearly benefits the Residential customer class in the Cost of 7 Service model. 8

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Q. DO YOU RECOMMEND THAT PUGET CHANGE TO THE MINIMUM SYSTEM APPROACH IN ITS COST OF SERVICE MODEL?

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BOMA wants to bring to the Commission's attention the serious and A. Yes. 13 chronic cross-subsidization that has existed in Puget's rate structure at the 14 Non-standard allocation methodologies expense of secondary customers. 15 exacerbate this unfairness. BOMA advocates adoption of the "minimum system" 16 methodology or any other meaningful Commission action to end a decade of 17 cross-subsidization. Not even the wishes of the Collaborative should outweigh 18 the need to correct this unfairness to the commercial customer class. 19

IV. LOW-INCOME RATES

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Q. WHAT ARE YOUR RECOMMENDATIONS CONCERNING SPECIAL RATE FEATURES FOR PUGET'S LOW INCOME RESIDENTIAL CUSTOMERS?

Some may view the commercial class as a deep-pocket into which costs can be A. 1 shifted in order to protect the residential class. BOMA is mindful of the needs of 2 low-income consumers, but believes that sheltering the entire residential class is 3 both unnecessary and unfair to commercial customers. It is better public policy to 4 target low-income consumers for special consideration as a matter of rate design 5 with the residential class. In some instances, it may be appropriate to spread the 6 cost of low-income rate features among all customer classes - not to the 7 commercial class alone. 8 9 HAVE YOU CONSIDERED ANY MITIGATION TO OFFSET POTENTIAL О. 10 **INCREASES FOR LOW-INCOME CUSTOMERS?** 11 12 Yes. It is our intention to increase the equity among Puget's customer classes, not A. 13 increase bills for low-income households. 14 15 WHAT METHOD SHOULD BE USED TO PROVIDE ASSISTANCE TO Q. 16 LOW-INCOME CUSTOMERS? 17 18 I am advised by counsel that RGW 80.28.080 may limit the ability of the 19 A. Commission to provide special rate relief, except for "indigent and destitute 20 persons." The term "low-income" may be broader than this statutory phrase. The 21 Commission must judge for itself the logical meanings of these terms. However, 22 two possibilities seem practical and reasonable. 23 24 First, in designing rates for the residential class, the Commission could ensure 25

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that special consideration were given to residential consumption less than 700

kWh per month. A target rate increase, selected by the Commission, seems an appropriate result for this consumption level. Because this result would be accomplished through rate design, not through cost-allocation, other Puget customer classes would be unaffected by this approach.

6 Second, the Commission might consider expansion of the "Warm Neighbors 7 Fund," which now collects over 90% of its \$350,000 annual budget through 8 voluntary contributions. BOMA would support a greater measure of Puget 9 funding for this worthwhile project through rates, provided contributions were 10 obtained equitably from all Puget customer classes. The key is equity; BOMA is 11 willing to contribute its fair share. However, it is inappropriate for commercial 12 customers to bear the entire load.

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Q. HOW WOULD THIS TYPE OF PROGRAM BE FUNDED?

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A. We propose that the funding be collected from all customer classes on the basis of revenues or energy sales. We believe this would be a more equitable and effective method for assisting low-income households than designing rates which benefit all Residential customers at the expense of other rate classes.

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21 Q. DOES THIS CONCLUDE YOUR TESTIMONY?

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A. Yes. It does.

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APPENDIX A

PROFESSIONAL EXPERIENCE AND BACKGROUND OF

GARY S. SALEBA

EDUCATION

MBA, Finance Butler University Indianapolis, Indiana

BA, Economics and Mathematics Franklin College Franklin, Indiana

EMPLOYMENT

October 1978 to Present

Position:

Responsibilities:

Activities:

Economic and Engineering Services, Inc. P.O. Box 1989 Bellevue, Washington 98009 Management Consulting Firm

Senior Vice President

Overall supervision and quality control of various projects to include strategic planning, financial analysis, cost of service, rate design, load forecasting, load survey, management evaluation studies, resource acquisition, technical assessments, bond financing and least cost planning.

Supervised several least cost planning studies, average embedded and marginal comprehensive rate and cost of service studies, technical assessments and financial planning studies for electric, water, gas and wastewater utility clients. Participated in comprehensive resource acquisition, strategic planning and demand side management analyses. Developed and verified interclass usage data. Conceptualized and implemented compliance programs for the Public Utility Regulatory Policies Act. Numerous testimony presentations before regulatory bodies on utility economics, strategic planning, finance and operations. Contract negotiation and energy conservation assessments. Presentation of management audit, forecasting, cost of service, financial management, and rate design seminars for the American Public Power Association, American Water Works Association, Northwest Public Power Association and the National Rural Electric Cooperative Association. Board member of Northwest Public Power Association. Past Chairman of Financial Planning Committee and current member of Management Division within American Water Works Association.

October 1977 to October 1978

Position:

Responsibilities:

Activities:

June 1972 to October 1977

Position:

Responsibilities:

Activities:

National Management Consulting Firm

Supervising Economist

Analyzed various energy related topics to determine economic impacts. Reviewed utility financial activities.

Participated in several utility rate/financial regulatory proceedings. Provided clients with critique of issues, position papers and expert testimony on the topics of cost of service, rate design, utility finance, automatic adjustment factors, sales perspectives and class load characteristics. Conceptualized load forecasting models and assisted in economic and environmental impact analyses.

Indianapolis Power & Light Company P.O. Box 1595 B Indianapolis, Indiana 46206 Investor-owned Utility

Economist, Department of Rates and Regulatory Affairs

Provided general economic and rate expertise in Rates, Regulatory Affairs, Customer Service and Engineering Design Departments.

Calculated retail and wholesale electric and steam class revenue requirements and rates. Prepared expert testimony and exhibits for state and federal agencies regarding rate design theory, application of rates and revenues generated from rates. Determined long range revenue and peak demand projections. Supervised comprehensive load research program. Supported thermal plant Environmental Impact Statements. Provided industrial liaison.

PARTIAL LIST OF CLIENTS FOR WHOM FINANCIAL, STRATEGIC PLANNING AND ALLOCATIONAL/RATE ANALYSES PROJECTS HAVE BEEN PERFORMED BY GARY S. SALEBA

<u>Indiana</u>

*Indianapolis Power & Light Company

Wisconsin

*Wisconsin Manufacturing Association Polk-Burnett Cooperative

<u>Illinois</u>

*City of Highland City of Collinsville City of Peru

<u>Colorado</u>

*CFI Steel *Moon Lake Electric Association City of Denver - Wastewater Denver Water Board

<u>Idaho</u>

Salmon River Cooperative Prairie Power and Light *Department of Energy City of Moscow Fall River Cooperative

<u>Iowa</u>

*City of Iowa City

Missouri

*General Motor, Inc.

Connecticut

City of Groton

<u>Utah</u>

*Moon Lake Electric Association Utah Association of Municipal Power Systems

<u>Florida</u>

City of Pompano Beach Florida Public Service Commission

<u>Arizona</u>

*Tucson Electric Power City of Dodge City of Page Navopache Electric Cooperative

Wyoming

Lower Valley Power and Light

<u>Alabama</u>

City of Birmingham

<u>Texas</u>

City of League City City of Brownsville *City of Lubbock Texas Public Utility Commission Pedernales Electric Cooperative City of San Antonio

Kentucky

*Kentucky-American

South Dakota

Black Hills Electric Cooperative

<u>Montana</u>

*Montana Power Company Colstrip Community Center Flathead Electric Cooperative Glacier Electric Cooperative Vigilante Electric Cooperative

<u>Arkansas</u>

City of North Little Rock

<u>California</u>

*Sacramento Municipal Utilities Board City of Burbank *State of California - Department of Water Resources

California (continued)

*Turlock Irrigation District *City of Palo Alto City of Anaheim El Dorado Irrigation District City of Glendale *City of Pasadena City of Roseville Yucaipa Valley Water District

<u>Oregon</u>

*Emerald PUD Clackamas Water District Central Lincoln PUD Bonneville Power Administration *Springfield Utility Board Tri-Cities Service District City of Portland City of Gladstone City of West Linn City of Oregon City *Public Power Council Central Electric Cooperative

<u>Alaska</u>

City of Barrow City of Wrangell *Alaska Public Service Commission

<u>Washington</u>

Seattle City Light *Clark Public Utilities City of Blaine *Snohomish County PUD *City of Port Angeles *Clallam County PUD Chelan County PUD *City of Tacoma *Mason County PUD No. 3 *Peninsula Light Company Washington Utilities and Transportation Commission *Grays Harbor County PUD *Pacific County PUD City of Gig Harbor Ferry County PUD *City of Ellensburg City of Redmond Grant County PUD *Klickitat County PUD

Washington (continued)

City of Kennewick Daishowa Corporation Seattle Water Department City of Bellingham *Pend Oreille PUD

<u>Canada</u>

*Princeton Power & Light City of Medicine Hat **Crows Nest Resources** *University of Alberta, Edmonton *Ontario Hydro, Toronto, Ontario *West Kootenay Power & Light Company, Trail, B.C. *Cities of Lethbridge and Red Deer, Alberta *Manitoba Legal Aid Highland Valley Copper *Council of Forest Industries *Municipal Electric Association of Ontario Ocelot Chemical, Calgary, Alberta North York Hydro, Ontario *Municipal Intervenors of Alberta *Northwest Territories Power Corporation **Crestbrook Industries**

Other

American Public Power Association American Water Works Association Northwest Public Power Association American Samoa

*Prepared Expert Testimony

APPENDIX B

BUILDING OWNERS AND MANAGERS ASSOCIATION

OF GREATER SEATTLE/KING COUNTY/BELLEVUE **METROPOLITAN AREA**

SRO	Bellevue, WA
Property Development Corp.	Bellevue, WA
Glenborough Management Corp.	Kirkland, WA
Microsoft Corporation	Redmond, WA
Skinner Development Co.	Kirkland, WA
West Water Development	Kirkland, WA
TRF Management Corp.	Bellevue, WA
Farmers New World Life Insurance Co.	Mercer Island, WA
Wright Runstad & Co. (two buildings)	Bellevue, WA
Koll Management Services, Inc. (two)	Bellevue, WA
Northward	Bellevue, WA
Bellevue Place Properties	Bellevue, WA
Norman Company (two)	Bellevue, WA
Quadrant Corp.	Bellevue, WA
Koehler McFadyen & Co.	Bellevue, WA
Hallwood Management Co.	Bellevue, WA
Grubb & Ellis	Bellevue, WA
Norris, Beggs & Simpson	Bellevue, WA
SUHRCO Management, Inc.	Bellevue, WA
Leibsohn, Boguch & Co.	Bellevue, WA