

**EXHIBIT NO. \_\_\_(MBM-13HC)  
DOCKETS UE-151871/UG-151872  
PSE EQUIPMENT LEASING SERVICE  
WITNESS: MALCOLM B. MCCULLOCH**

**BEFORE THE  
WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION**

**WASHINGTON UTILITIES AND  
TRANSPORTATION COMMISSION,**

**Complainant,**

**v.**

**PUGET SOUND ENERGY,**

**Respondent.**

**Dockets UE-151871  
UG-151872**

**SIXTH EXHIBIT (HIGHLY CONFIDENTIAL) TO THE  
PREFILED REBUTTAL TESTIMONY OF  
MALCOLM B. MCCULLOCH  
ON BEHALF OF PUGET SOUND ENERGY**

**PUBLIC  
VERSION**

**JULY 1, 2016**

REDACTED

**Sent:** Wednesday, May 06, 2015 10:08 AM  
**To:** McCulloch, Malcolm  
**Subject:** RE: Thanks

Malcom this looks great, very thorough. Your list of standard practices for installation are right on. Obviously you will need to address the pricing of the add-on category but you have most of them. The 2 add on prices you might want to consider is if the homeowners want to proceed with a whole house duct seal after we check their current ductwork system, a lot of people do want to invest in the sealing. This might not fall under the add on category but adding a coil to the new furnace for a future AC is becoming more popular, you might want to set a price.

Good job,

REDACTED

**From:** McCulloch, Malcolm [<mailto:Malcolm.McCulloch@pse.com>]  
**Sent:** Tuesday, May 05, 2015 4:03 PM  
**To:** REDACTED  
**Subject:** RE: Thanks

REDACTED

Thanks again for the assist. Attached are the initial HVAC standard vs. supplemental installation activities drafted in reference to the lease program. This is a first pass, so I expect with your and other folks input we'll refine even further. As discussed, the general rule is we're basing retrofit on like-to-like change out, i.e. gas-to-gas (FAF) or HP-to-HP. If fuel switching is present then that would be managed through supplemental activities.

Take a look and let me know your thoughts. Happy to set up a time to talk through in more detail if that's preferred.

Sincerely,

**Malcolm McCulloch**  
Manager, Leasing  
PUGET SOUND ENERGY  
425-424-6530 tel  
425-213-9839 cell

[www.PSE.com](http://www.PSE.com)

**From:** McCulloch, Malcolm  
**Sent:** Tuesday, May 05, 2015 8:49 AM  
**To:** REDACTED  
**Subject:** RE: Thanks

Morning REDACTED

Just following up on the below message to see if you had any questions. Happy to find a time to chat about this as well if that would be easier.

Cheers,

**Malcolm McCulloch**  
Manager, Leasing  
PUGET SOUND ENERGY  
425-424-6530 tel  
425-213-9839 cell  
[www.PSE.com](http://www.PSE.com)

**From:** McCulloch, Malcolm  
**Sent:** Monday, April 27, 2015 3:24 PM  
**To:** REDACTED  
**Subject:** RE: Thanks

Dear REDACTED,

I hope this email finds you well. Since we last met I have been formally tasked with leading the build out of PSE's leasing platform. With that being said, one of the many tasks I'm currently managing is drafting service level requirements that will help inform our fulfillment partner solicitation and procurement process.

So how can you help? We are fine tuning our definitions of standard vs. supplemental installation activities, therefore we're soliciting our partners' to help us better define in and out of scope installation activities for both residential space heat (gas FAF and air-source HP) as well as residential and commercial water heater (gas & electric tank-style) installations. Do you use checklists or other tools to manage this process, and if so would you be willing to share? Any information provided would be used solely by PSE and would be treated with utmost confidence.

As always, if you have any questions please feel free to give me a ring.

Sincerely,

**Malcolm McCulloch**  
Manager, Leasing  
PUGET SOUND ENERGY

REDACTED VERSION

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