

**PECO ENERGY COMPANY
STATEMENT NO. 5**

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

PETITION OF PECO ENERGY COMPANY
FOR APPROVAL OF ITS DEFAULT
SERVICE PROGRAM

DOCKET NO. P- _____

DIRECT TESTIMONY

WITNESS: ALAN B. COHN

SUBJECTS: DEFAULT SERVICE PROGRAM
RATE DESIGN AND TARIFF CHANGES

DATED: JANUARY 13, 2012

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1 PECO's Rates and Regulatory Affairs Department and Strategic Planning Department
2 with responsibility for managing base rate case filings, cost of service studies and
3 financial and economic analyses.

4 **5. Q. Have you previously testified before this Commission or other regulatory**
5 **bodies?**

6 A. Yes. I have testified in regulatory proceedings before the Pennsylvania Public Utility
7 Commission ("Commission"), the Federal Energy Regulatory Commission and the
8 Maryland Public Service Commission. A listing of the cases in which I have
9 submitted testimony is attached hereto as Exhibit ABC-1.

10 **6. Q. What is the purpose of your direct testimony?**

11 A. The purpose of my testimony is to explain proposed changes to PECO's electric
12 service tariff to take effect with the commencement of PECO's second default service
13 plan ("DSP II"). My testimony is divided into four parts.

14 First, I will provide an overview of PECO's existing default service rate design and
15 explain PECO's proposed change in the adjustment period for default service rates
16 under the Generation Service Adjustment ("GSA") to synchronize rate adjustments
17 with the PJM planning year.

18 Second, I will explain a proposed change from quarterly reconciliation of the
19 over/under-collection component of the GSA to annual reconciliation for residential,
20 small commercial and medium commercial customers.

1 Third, I will explain the proposed modification of the GSA to include the cost of
2 compliance with the Alternative Energy Portfolio Standards (“AEPS”) Act and the
3 elimination of the current AEPS Cost Recovery Surcharge from PECO’s tariff.

4 Finally, I will discuss several other proposed tariff changes relating to the elimination
5 of certain expired rates, the distribution of the costs and benefits from PECO’s
6 exercise of Auction Revenue Rights (“ARRs”) and the clarification of language
7 regarding administrative costs included in the GSA and the recovery of costs
8 associated with PECO’s proposed retail market enhancements.

9 **7. Q. Have you identified the specific tariff changes PECO is proposing?**

10 A. Yes. All of the changes proposed by PECO are shown in the clean and redlined
11 versions of PECO’s electric service tariff that I am sponsoring as PECO Exhibits
12 ABC-2 and ABC-3. For purposes of discussing the changes in my testimony, I am
13 organizing them into the four categories described above.

14 **II. DEFAULT SERVICE RATE DESIGN AND PROPOSED**
15 **ADJUSTMENT TO THE GENERATION SERVICE**
16 **ADJUSTMENT QUARTERLY PERIODS**

17 **8. Q. Please provide an overview of PECO’s current default service rate design.**

18 A. Under PECO’s first default service program (“DSP I”),¹ PECO conducts competitive
19 procurements of default service supply for four different customer classes:

20 (i) Residential customers (Rate schedules R and RH);

¹ See *Petition of PECO Energy for Approval of Its Default Service Program and Rate Mitigation Plan*,
Docket No. P-2008-2062739 (Order entered June 2, 2009).

- 1 (ii) Small Commercial customers with less than 100 kW of peak
2 demand (Rate Schedules GS, PD, and HT) and lighting customers
3 (Rate Schedules AL, POL, SLE, SLS, and TLCL);

- 4 (iii) Medium Commercial customers whose peak demand is equal to or
5 greater than 100 kW but less than or equal to 500 kW (Rate
6 Schedules GS, PD, and HT); and

- 7 (iv) Large Commercial and Industrial customers with peak
8 demands greater than 500 kW (Rate Schedules GS, PD, HT, and
9 EP).

10 The Commission’s Regulations (52 Pa. Code §§ 54.187(h) and (i)) provide that
11 default service rates shall be adjusted on a quarterly basis, or more frequently, for
12 customers with load requirements up to 500 kW. Under the current GSA approved
13 by the Commission in DSP I, PECO projects the cost of generation supply for each
14 customer class with peak loads up to 500 kW (i.e., residential, small commercial and
15 medium commercial customers) on a quarterly basis. This projected cost of supply is
16 a function of projected default service sales and projected procurement costs under
17 PECO’s generation supply contracts, as well as any block energy and spot energy
18 purchases for the Residential class. This projection forms the basis of the “Price to
19 Compare” (the “PTC”) which customers use to evaluate competitive generation
20 service offerings by electric generation suppliers (“EGSs”).

21 The projected GSA for each quarter is filed 45 days before the start of that quarter.
22 The GSA includes a factor for reconciliation of any over or under collection of actual

1 revenues against actual costs for each procurement class from the period preceding
2 the quarter in which the GSA is filed. For example, the over or under collection for
3 the first quarter is calculated 45 days after the end of that quarter and is included in
4 the GSA effective in the third quarter. Interest on any over or under collection
5 accrues from the month of such over or under collection to the mid-point of the
6 refund period in accordance with the Commission's regulations (52 Pa. Code
7 §54.187(f)).

8 Under DSP I, the Large Commercial and Industrial customer class (with peak load
9 over 500 kW) is supplied by hourly priced products for generation which includes, in
10 addition to the hourly price of energy, a demand charge based upon the reliability
11 pricing model ("RPM") implemented by PJM Interconnection, L.L.C. ("PJM"),
12 PECO's regional transmission organization. The individual customer's RPM charges
13 are based upon the customer's peak load contribution and RPM prices. In some
14 cases, where there is insufficient supply of ancillary services and AEPS alternative
15 energy credits ("AECs"), the costs of acquiring ancillary services from the PJM
16 market and an allocated portion of PECO's banked AECs are charged to the Large
17 Commercial and Industrial class each month. The Company also provides a monthly
18 estimate of the AEPS and ancillary service costs at least 45 days prior to the start of
19 the month.

20 Under the current GSA, any over or under collection for Large Commercial and
21 Industrial customers is reconciled on a monthly basis and is refunded or recovered in
22 the same manner over and under collections are handled for the Residential, Small
23 Commercial and Medium Commercial classes. Likewise, interest on any over or

1 under collection is accrued in the same manner and at the same rate as for the
2 Residential, Small Commercial and Medium Commercial classes.

3 In addition to the foregoing costs, the generation component of the PTC for each
4 procurement class includes an administrative cost factor and a working capital factor.
5 Administrative costs are allocated to the procurement classes based on default service
6 supply sales unless a direct assignment is required. Working capital is a fixed price
7 per kWh that was established as 0.04¢ per kWh in the settlement of PECO's last
8 distribution rate case at Docket No. R-2010-2161575. As such, unlike administrative
9 costs, working capital is not included in the reconciliation.

10 **9. Q. Is PECO proposing to maintain its existing default service rate design in DSP II?**

11 A. Yes, with two adjustments to the current operation of the GSA. First, although PECO
12 will continue to adjust the default service rate on a quarterly basis, PECO is
13 proposing to synchronize the projection periods with PJM's planning year, which
14 begins on June 1 of each year. Because DSP I commenced on January 1, 2011, the
15 GSA is based on calendar quarters, i.e., costs are currently projected (and recovered)
16 over the following four quarterly periods: January-March, April-June, July-September
17 and October-December. PECO proposes to shift the GSA projection periods for
18 residential, small commercial and medium commercial customers to synchronize
19 those periods with PJM's planning year.

20 In order to achieve this realignment, PECO proposes the following transition process.
21 First, PECO will establish new projection periods corresponding to the three-month
22 periods of June-August, September-November, December-February, and March-May.

1 PECO will also establish an interim projection period for the two-month period of
2 April and May of 2013 that will include any over or under collections experienced
3 during the months of October and November of 2012. Since this realignment affects
4 rates prior to the start of DSP II on June 1, 2013, the Company has included a
5 transitional GSA and Reconciliation tariff with an effective date of December 1, 2012
6 in the proposed tariff. *See Exhibits ABC-2 and ABC-3.*

7 Second, as discussed in detail below, PECO is proposing a twelve-month (annual)
8 reconciliation of the over or under collection component of the GSA for residential,
9 small commercial and medium commercial customers. The annual reconciliation
10 would include over or under collections experienced from March 1 through February
11 28 (or February 29 during a leap year) and would be recovered during the following
12 annual period of June 1 through May 31. In the event that the Commission approves
13 the proposed annual reconciliation, the current GSA reconciliation adjustment periods
14 would also need to be realigned with the PJM planning year. Specifically, the over or
15 under collections experienced from December of 2012 to February of 2013 would be
16 recovered during the annual period of June of 2013 through May of 2014 (the first
17 annual reconciliation period) and the over or under collections experienced from
18 March of 2013 through May of 2013 would be recovered during the June 2014 to
19 May 2015 period (as part of the over or under collections experienced from March of
20 2013 through February of 2014). *See Exhibits ABC-2 and ABC-3.*

21 **10. Q. Why is it important to synchronize the GSA's adjustment of default service rates**
22 **with the PJM planning year?**

1 The price under PECO's wholesale energy contracts, as well as a variety of PJM
2 charges, are linked to the beginning of the PJM planning year (i.e., June 1). This
3 synchronization will provide better price information and signals to both customers
4 and EGSs regarding PECO's default service rates. Further, the proposed
5 synchronization would provide for a cost recovery period consistent with the period
6 of PECO's default service supply contracts, which would also improve the accuracy
7 of price projections.

8 III. ANNUAL RECONCILIATION OF "OVER/UNDER" COLLECTIONS

9 11. Q. Mr. Cohn, please explain what an over/under collection is with respect to
10 PECO's GSA.

11 A. In accordance with its tariff, PECO compares its actual default service calendar
12 supply costs to the billed revenue it receives from customers under the GSA for
13 default service. PECO currently reconciles its cost and billed revenue on a quarterly
14 basis, which means that any over or under difference arising in one quarter will be
15 refunded or recovered beginning three months after the end of the quarter which gave
16 rise to the difference. For example, if the current projected GSA period is the third
17 quarter (July-September), then the over or under collection from the first quarter
18 (January-March) would be applied. Over and under-recoveries are driven by two
19 factors: the difference between projected and actual supply costs and billing cycle lag.

20 12. Q. What is billing cycle lag?

21 A. Billing cycle lag is the number of days between the time generation supply costs are
22 incurred by PECO and the time default service customers are billed for such costs.

1 Billing cycle lag is experienced because revenue billing lags the actual incurrence of
2 generation supply costs. Because customers are billed at different times throughout
3 the month, the revenue for the month reflects sales from the subject month and the
4 prior month that may have experienced higher or lower usage. For example, a
5 customer billed on June 15 would be billed for sales during the period May 15 to June
6 15. Since May usage is typically less than June usage, billed revenue for June may be
7 low as compared to the generation supply costs that reflect purchases for June usage.

8 **13. Q. Does the revenue and expense timing difference due to billing cycle lag have a**
9 **significant impact on GSA over/under collections?**

10 A. Yes, it does, as depicted on Exhibit ABC-4. Although the price data and level of
11 sales are merely illustrative, the percentage breakdown of the sales by quarter is a
12 reasonable estimate. As shown by Exhibit ABC-4, if all other factors are held
13 constant, billing cycle lag alone can and will produce significant fluctuations in the
14 PTC for reasons that are not directly related to the cost of default service supply.
15 Such fluctuations often display a cyclical effect due to seasonality, whereby one
16 quarter's surcharge is then offset by the next quarter's refund. An illustration of this
17 cyclical effect is depicted in column 9 of Exhibit ABC-4.

18 **14. Q. Why is PECO concerned about swings in GSA over/under collections?**

19 A. The GSA is the largest component of the PTC that may be used by shopping
20 customers and default service customers to evaluate competitive offers. Therefore, to
21 the extent possible the GSA should generally reflect projected costs and not increases
22 or decreases arising from prior period billing cycle lag.

1 Because billing cycle lag can cause significant quarterly swings in over and under
2 collections, it can create distorted price signals that could result in customer
3 confusion. For example, if customers experience projected GSA rates that are
4 significantly lower than the current quarter’s supply costs due to the refund of an
5 over-recovery, it may impact their shopping decisions. Ultimately, a GSA that
6 closely approximates the cost of default service supply will provide customers with
7 the best information for their shopping decisions.

8 **15. Q. How does PECO propose to reduce the impact of billing cycle lag?**

9 A. PECO proposes to reconcile the GSA over and under collections, in the case of
10 residential, small commercial, and medium commercial customers, on an annual basis
11 rather than a quarterly basis. By using an annual schedule for reconciliation of “over
12 or under” amounts instead of quarterly, fluctuations in default service prices will be
13 smoothed out and clearer pricing signals will be sent to both customers and
14 competitive suppliers. As shown on Exhibit ABC-4, quarterly over and under-
15 recoveries due to billing cycle lag tend to net out over the course of a twelve-month
16 period. Further, any remaining balance will be returned or collected over a twelve-
17 month period.

18 **16. Q. Is a waiver of the Commission’s regulations required for the annual**
19 **reconciliation of the over or under collection component of the GSA?**

20 A. As I explained previously, the Commission’s Regulations (52 Pa. Code §§54.187(h)
21 and (i)) require adjustment of default service rates on a quarterly basis, or more
22 frequently, for customers with load requirements up to 500 kW. However, the

1 Commission has recognized that more extended periods for over or under
2 reconciliation may help keep default rates more market-reflective.² PECO therefore
3 requests a waiver, to the extent necessary, to implement an annual over or under
4 reconciliation as I have described.

5 **17. Q. Mr. Cohn, is PECO proposing any change in the treatment of over/under**
6 **collections for Large Commercial and Industrial Customers?**

7 A. Yes. As discussed above, billing lag can result in significant fluctuations in the PTC
8 for large commercial and industrial customers as well. For instance, billing cycle lag
9 could cause a large over collection in one month immediately followed by a large
10 under collection the next month. In such cases, the Company proposes to combine
11 any two months with the large over or under collection for reconciliation purposes to
12 avoid unnecessary wide swings in the PTC from month-to-month. Thus, PECO is
13 proposing to add language to the GSA for large commercial and industrial customers
14 to provide for the foregoing mitigation strategy. *See* Exhibits ABC-2 and ABC-3.

15 PECO calculates the monthly over or under collection three months prior to
16 reconciliation, and thus, PECO can implement the mitigation strategy prior to the
17 actual refund or recovery of the under or over collection. For example, if PECO
18 experiences a significant under collection from large commercial and industrial
19 customers for July but then experiences an offsetting over collection for August,

² *See Investigation of Pennsylvania's Retail Electricity Market: Recommendations Regarding Upcoming Default Service Plans*, Docket No. I-20112237952, at pp. 54-55 (Order entered December 16, 2011) (“*Default Service Recommendations Order*”).

1 PECO would net the two amounts for purposes of establishing the reconciliation
2 charge scheduled for November and December.

3 **IV. INCLUSION OF THE AEPS SURCHARGE COSTS IN THE GENERATION**
4 **SERVICE ADJUSTMENT**

5 **18. Q. What change is PECO proposing with regard to the recovery of AEPS costs?**

6 A. Currently, the Company recovers the cost of compliance with its obligations under
7 the AEPS Act through two mechanisms. First, PECO recovers costs incurred for
8 AECs obtained through its separate procurement of Tier I non-solar AECs during its
9 transition period under the Electricity Generation Customer Choice and Competition
10 Act under the AEPS Surcharge Rider. Second, under DSP I, PECO requires each full
11 requirements default service supplier to transfer Tier I and Tier II AECs to PECO
12 corresponding to PECO's AEPS obligations associated with the amount of default
13 service load served by that supplier, less AECs procured separately by PECO that are
14 allocated toward those AEPS obligations. This cost of full requirements supply is
15 then recovered under the GSA. Going forward, the Company proposes to include all
16 of its AEPS compliance costs in the GSA and, thus, also proposes to eliminate the
17 AEPS Surcharge from its tariff.

18 **19. Q. Why is the Company proposing this change?**

19 A. The Company is proposing this change to collect all AEPS-related costs through a
20 single cost recovery mechanism. The AEPS compliance costs are directly related to
21 default service energy consumption, and therefore, it is appropriate to include them in
22 the GSA. Furthermore, the portion of AEPS compliance costs provided by full

1 requirements suppliers is already reflected in the GSA. The modification proposed
2 by the Company will assure that all AEPS compliance costs are recovered under (and
3 reflected in) the GSA and will simplify the projection of the PTC.

4 **20. Q. How will the Company make the transition from the usage of the AEPS**
5 **Surcharge to inclusion of all AEPS charges in the GSA?**

6 A. Currently, the AEPS Surcharge changes on June 1 of each year. Because the
7 Company is proposing to transition to a PJM planning year (June 1-May 31) for its
8 GSA, the start of DSP II is the appropriate time for an AEPS Surcharge
9 reconciliation. Current period (“C-factor”) costs included in the AEPS Surcharge will
10 be included as separate AEPS factor costs in the GSA (C-factor) and historical (“E-
11 Factor”) costs in the AEPS Surcharge will be E-Factor costs in the GSA starting June
12 1, 2013.

13 PECO is also proposing transitional tariff provisions for AEPS costs. Currently, on
14 April 1 of each year, PECO files an update to the AEPS Surcharge rate to reconcile
15 actual versus projected AEPS costs, effective June 1 of that year. PECO’s proposal to
16 include AEPS costs in the GSA effective June 1, 2013 will eliminate the need to
17 update the AEPS Surcharge on April 1, 2013. The balance of any over or under
18 AEPS cost collection, including associated interest, as of February 2013, will be
19 included in the E-Factor for the GSA that PECO is proposing to be effective on June
20 1, 2013. Any cumulative over or under collection through May 2013 will be included
21 in the reconciliation of GSA costs experienced during March 2013 to February 2014.
22 These proposed tariff changes are shown in Exhibit ABC-2.

1 **V. OTHER TARIFF CHANGES**

2 **21. Q. Mr. Cohn, is PECO proposing to eliminate any rate provisions from its tariff?**

3 A. Yes. PECO's three-year phase-out of declining block prices provided for under DSP
4 I will be complete prior to the commencement of DSP II on June 1, 2013. Thus, the
5 declining block prices for all tariff rates will be eliminated. In addition, in connection
6 with the new customer referral programs PECO is proposing under DSP II, the PECO
7 Wind program will be eliminated along with that program's cost recovery
8 mechanism, the Wind Energy Service Rider. *See* Exhibits ABC-2 and ABC-3.

9 **22. Q. Mr. Cohn, is PECO proposing any additional changes to its tariff under DSP II?**

10 A. Yes. PECO is proposing the following two additional changes. First, PECO is
11 proposing to include the cost or credit associated with ARR's in the GSA "C" factor
12 for residential, small commercial and medium commercial customers and the GSA
13 ancillary services factor for large commercial and industrial customers. Second,
14 PECO proposes to clarify the GSA's definition of administrative cost to specifically
15 reference two additional categories of cost.

16 **23. Q. What is an ARR?**

17 A. ARR's are financial products which are allocated annually by PJM to firm
18 transmission service customers. In PJM's allocation system, PECO receives an
19 allocation based on generation resources that historically served PECO's customer
20 load. ARR's entitle the holder to receive an allocation of the revenues from the
21 Annual Financial Transmission Right ("FTR") Auction. FTR's are financial hedges

1 on congestion risk that PJM sells through an auction process. Firm transmission
2 holders can use ARRs to select transmission paths in the FTR auction. The auction
3 collects revenue from the sale of FTRs, and the revenue is distributed to the ARR
4 holders based upon their selection of transmission paths.

5 **24. Q. How is the Company currently treating the costs and benefits derived from**
6 **exercising ARRs?**

7 A. The current GSA does not specifically address ARRs. The only load for which
8 PECO could exercise its ARRs is the residential load served by block energy and spot
9 energy products and large commercial and industrial load served by the spot energy
10 market. Even though the GSA does not specifically address ARRs, the Company has
11 passed-through one-hundred percent of the benefits and costs from its exercise of
12 ARRs to customers under the current GSA.

13 **25. Q. What ratemaking treatment is the Company proposing for ARRs?**

14 A. The Company is proposing a 50-50 sharing of the cost or benefits of the ARRs. As
15 such, half of any net cost or benefit will flow through the GSA for the corresponding
16 customer class to which the ARRs were allocated.

17 **26. Q. Why is the Company proposing the sharing mechanism?**

18 A. The magnitude of the ARRs is dependent upon the transmission paths selected and
19 the value of the associated FTRs in the FTR auction. Value is derived from the ARRs
20 when a path has congestion because, in such cases, the holder of the FTR will not pay
21 congestion charges. In selecting the paths for the ARRs, however, there is no

1 guarantee that a selected path will experience congestion. In exercising its ARR
2 rights, PECO runs the risk of choosing the wrong transmission path and therefore
3 incurring a loss. PECO's proposed use of a sharing mechanism mitigates the loss
4 exposure for customers and provides an incentive to PECO to select transmission
5 paths that may be more financially beneficial. Varying strategies can be implemented
6 to optimize the value of ARRs but the risk remains that the paths selected in
7 exercising ARRs will result in a loss.

8 **27. Q. Mr. Cohn, what additional categories of cost will be included in the GSA as a**
9 **result of the clarification of the definition of administrative costs?**

10 A. As a result of the clarification of the definition of administrative costs, two additional
11 categories of costs are specified. The clarified definition includes (1) the cost of the
12 pricing forecast necessary to project rates for each default service adjustment period
13 for residential, small commercial and medium commercial customers; and (2) any
14 other costs incurred due to enhancements recommended by the Commission in its
15 Retail Market Investigation,³ to the extent the costs are not recovered directly from
16 EGSs or in other surcharges approved by the Commission (such as the Consumer
17 Education Surcharge).

18 **28. Q. Why is the inclusion of these costs appropriate?**

19 A. With respect to the pricing forecast, the cost is necessary in order to provide a
20 reasonable generation component cost estimate for the Price-to-Compare and to

³ See *Investigation of Pennsylvania's Retail Electric Market*, Docket No. I-2011-2237952 (Order entered April 29, 2011).

1 monitor market developments when finalizing procurement schedules. Similarly,
2 consistent with the Commission's regulations at 52 Pa. Code § 54.187, the cost of
3 PECO's proposed retail market enhancements not recovered directly from EGSs or
4 through other surcharges will be included in the appropriate GSA for the class that
5 benefits from the expenditures.

6 **29. Q. Is the Company seeking to continue to recover the cost of its default service**
7 **proceedings under the GSA?**

8 A. Yes. Consistent with Commission's Policy Statement at 69 Pa. Code § 69.1808(a)(4)
9 and the current GSA, the cost of this proceeding will be recovered through the GSA
10 over the DSP II term.

11 **30. Q. What is the estimated cost of this proceeding that the Company is seeking to**
12 **recover?**

13 A. The Company estimates the cost of this proceeding as \$2.8 million, consisting of
14 consulting fees of approximately \$1.9 million and counsel fees of approximately \$0.9
15 million. It is the actual cost, however, that will be included in the GSA and recovered
16 over the DSP II term.

17 **31. Q. What types of costs does the Company expect to incur as a result of its proposed**
18 **DSP II?**

19 A. The Company will incur three categories of costs in implementing DSP II. First, as
20 explained above, the cost of this proceeding will be recovered over the DSP II term in
21 the administrative cost component of the GSA. Second, PECO may incur costs

1 related to information technology (“IT”) changes. Such costs will be recovered
2 generally over five years if booked as capital for accounting purposes or the two-year
3 DSP II term if expensed for accounting purposes. The costs incurred prior to the start
4 of DSP II will be deferred for recovery during the DSP II term. A third category of
5 expenditures is for consumer education. The Company is proposing to recover the
6 costs associated with its 2012 Consumer Education Plan in the current Consumer
7 Education Surcharge to the extent approved by the Commission in Docket No. P-
8 2011-2279773.

9 **32. Q. How will the capital costs be recovered in the GSA?**

10 A. The capital costs of any necessary IT or other changes will be amortized generally
11 over five years and earn a return on the unamortized balance at the Company’s cost of
12 capital. The cost of capital will be based upon the capital structure and cost of debt
13 and preferred stock in the Company’s quarterly earnings report filed with the
14 Commission. The return on equity will be the rate allowed under the Smart Meter
15 Surcharge.

16 **33. Q. How does PECO propose to recover the cost of programs designed to advance**
17 **competitive retail markets?**

18 A. The Company is proposing a variety of retail market enhancements, including an Opt-
19 In EGS Offer Program and two Customer Referral Programs, a collaborative on
20 seamless moves, and referral of current PECO Wind customers to EGSs offering a
21 “green” product”. The estimated cost and cost recovery mechanism for these
22 programs and other proposed retail market enhancements is delineated on Exhibit

1 ABC-5. Although Exhibit ABC-5 shows an estimate of the cost of the proposed retail
2 market enhancements, the actual cost may vary significantly depending on the final
3 design of each program. To the extent that the proposed enhancements incur training
4 costs, PECO will recover such costs in the same manner as the IT costs.

5 **34. Q. How does the Company propose to recover the costs of programs that benefit**
6 **EGSs?**

7 A. For most programs, the Company is proposing to recover costs of retail market
8 enhancements under the same mechanism utilized in its purchase of receivables
9 (“POR”) program. Specifically, PECO is proposing to discount purchased EGS
10 receivables by 0.3% until the costs are recovered. Exhibits ABC-7 and ABC-8 show
11 the proposed change to PECO’s EGS Tariff to implement the POR discount to
12 recover the cost of the proposed retail market enhancements. The Company will earn
13 a return on capitalized costs consistent with the methodology used in the GSA. Costs
14 associated with the Opt-In EGS Program will be recovered directly from the
15 successful EGS bidders. In the event that the Opt-In EGS Program process does not
16 yield any winning EGSs, the costs of the program will be recovered by PECO
17 through the POR discount until the program costs are fully recovered.

18 **35. Q. Mr. Cohn, Mr. Crowe has explained that PECO is soliciting EGS participation**
19 **to provide the commodity service associated with PECO’s smart meter time-of-**
20 **use (“TOU”) pilot, and EGSs may also bid on the entire implementation**
21 **requirement. Does PECO have any contingency plans in the event an EGS does**
22 **not provide this commodity service?**

1 A. Yes. If the service is not provided by an EGS, PECO will provide the commodity
2 service in accordance with the tariff approved by the Commission in Docket No. M-
3 2009-2123944, effective on June 1, 2012.

4 **36. Q. Is PECO entitled to full and current recovery of all costs associated with DSP II?**

5 A. Yes. In light of the Commission's Retail Markets Investigation and its consideration
6 of possible changes to the current default service model, PECO is formally requesting
7 that the Commission expressly affirm PECO's right to full and current recovery of all
8 costs of DSP II, in accordance with 66 Pa. C.S. § 2807(e)(3.9).

9 **37. Q. Has the Company submitted responses to the questions regarding changes to its**
10 **tariff required by the Commission's Regulations?**

11 A. Yes. ABC-6 provides the Company's responses to the questions in 52 Pa. Code §
12 53.52(a).

13 **VI. CONCLUSION**

14 **38. Q. Does this conclude your direct testimony?**

15 A. Yes, it does.