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Re:	Case Nos. 08-917-EL-SSO & 08-918-EL-SSO		

Message:

Attached are the below listed documents in the above-referenced cases:

1. Cover Letter
2. Direct Testimony of Michael P. Gorman

Thank you.

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
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October 31, 2008

VIA FACSIMILE AND FEDERAL EXPRESS

Public Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus, OH 43215-3793

Re: Case Nos. 08-917-EL-SSO and 08-918-EL-SSO

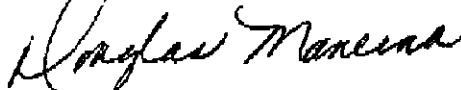
Dear Sir or Madam:

Enclosed for filing please find an original and 20 copies of the Direct Testimony of Michael P. Gorman on behalf of The Commercial Group in the above-referenced cases.

Also enclosed are two extra copies of the document to be date-stamped and returned in the enclosed Federal Express envelope. Please do not hesitate to contact me at the number above if you have any questions.

Thank you for your assistance in this matter.

Sincerely,



Douglas M. Mancino

cc: Grace C. Wung, Esq.

DMM/maj
Enclosures

**BEFORE
THE PUBLIC UTILITIES COMMISSION OF OHIO**

IN THE MATTER OF THE APPLICATION OF)
THE COLUMBUS SOUTHERN POWER)
COMPANY FOR APPROVAL OF ITS)
ELECTRIC SECURITY PLAN; AN)
AMENDMENT TO ITS CORPORATE)
SEPARATION PLAN; AND THE SALE OR)
TRANSFER OF CERTAIN GENERATING)
ASSETS)

Case No. 08-917-EL-SSO

IN THE MATTER OF THE APPLICATION OF)
OHIO POWER COMPANY FOR APPROVAL)
OF ITS ELECTRIC SECURITY PLAN; AND)
AN AMENDMENT TO ITS CORPORATE)
SEPARATION PLAN)

Case No. 08-918-EL-SSO

Direct Testimony and Exhibits of

Michael Gorman

On behalf of

The Commercial Group

October 31, 2008
Project 9049



BRUBAKER & ASSOCIATES, INC.
CHESTERFIELD, MO 63017

Michael Gorman
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BEFORE
THE PUBLIC UTILITIES COMMISSION OF OHIO

IN THE MATTER OF THE APPLICATION OF)
THE COLUMBUS SOUTHERN POWER)
COMPANY FOR APPROVAL OF ITS)
ELECTRIC SECURITY PLAN; AN)
AMENDMENT TO ITS CORPORATE)
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ASSETS)

Case No. 08-917-EL-SSO

IN THE MATTER OF THE APPLICATION OF)
OHIO POWER COMPANY FOR APPROVAL)
OF ITS ELECTRIC SECURITY PLAN; AND)
AN AMENDMENT TO ITS CORPORATE)
SEPARATION PLAN)

Case No. 08-918-EL-SSO

Direct Testimony of Michael Gorman

1 Q PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.

2 A Michael Gorman. My business address is 16690 Swingley Ridge Road, Suite 140,
3 Chesterfield, MO 63017.

4 Q WHAT IS YOUR OCCUPATION?

5 A I am a consultant in the field of public utility regulation and a managing principal with the
6 firm of Brubaker & Associates, Inc., ("BAI") energy, economic, and regulatory
7 consultants.

8 Q PLEASE SUMMARIZE YOUR EDUCATIONAL BACKGROUND AND EXPERIENCE.

9 A These are set forth on Appendix A.

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1 Q ON WHOSE BEHALF ARE YOU APPEARING IN THIS PROCEEDING?

2 A I am appearing on behalf of Wal-Mart Stores East, LP; Sam's East, Inc.; and Macy's Inc.
3 (collectively, the "Commercial Group"). The Commercial Group purchases electricity
4 from Columbus Southern Power Company and Ohio Power Company (collectively,
5 "American Electric Power" or "AEP" or "Company").

6 Q WHAT IS THE PURPOSE OF YOUR TESTIMONY IN THIS PROCEEDING?

7 A I will respond to certain aspects of AEP's proposed Electric Security Plan ("ESP") for its
8 affiliates Columbus Southern Power Company and Ohio Power Company.

9 Q PLEASE SUMMARIZE YOUR RECOMMENDATIONS AND FINDINGS IN THIS
10 TESTIMONY.

11 A My recommendations and findings are summarized as follows:

- 12 1. AEP's proposed fuel adjustment clause (FAC) and non-FAC generation charges
13 should be modified to reflect seasonal, and on-peak/off-peak differentiated
14 generation charges in an effort to provide more accurate price signals to customers.
15 In turn, more accurate generation price signals will contribute to more successful
16 demand-side management and energy conservation programs, because customers
17 can better receive the benefits of achieving energy conservation in high-cost periods.
- 18 2. I recommend the Company's proposed FAC be modified to include only fuel and
19 purchased power energy-related charges consistent with AEP's current FAC. The
20 only modification from the cost recovered in the current FAC should be expanded to
21 include variable environmental compliance costs that are not already recovered in
22 the FAC. However, purchased power capacity costs, and environmental capacity
23 type costs should not be recovered through the FAC. Rather, these costs should be
24 recovered through the non-FAC generation charges.
- 25 3. The Company's ESP is proposing to defer certain FAC-related expenses and
26 recover those over an eight-year period. AEP proposes to defer these FAC costs in
27 a regulatory asset account, and record a carrying charge on the deferred balance. I
28 recommend rejecting any deferral and recovering all FAC-related expenses on a
29 current basis. However, if the Commission approves a deferral, I recommend that
30 the carrying charge accrued on the deferred FAC balance be minimized to the
31 greatest extent possible. As such, the carrying charge should be calculated based
32 on the "net" of tax balance of the deferred fuel expenses, and at a carrying charge
33 rate equal to the cost of short-term debt.

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- 1 4. The Company's energy efficiency and peak demand reduction cost recovery rider is
2 designed to properly allow mercantile customers to opt out of this rider if they are
3 implementing programs to conserve energy and reduce peak demand on their own.
4 Concerning this opt-out provision, I recommend the following for mercantile
5 customers that opt-out:
- 6 a. That these customers' historic usage be removed from the Company's base
7 line used to measure the utility's compliance with the conservation and peak
8 demand reduction obligations.
- 9 b. The Company should implement a program that will allow these customers to
10 participate in the PJM demand response programs with administrative help
11 from AEP. A PJM demand response rate mechanism should allow AEP to
12 fully recover its administrative costs of assisting its mercantile customers to
13 participate in these wholesale demand response programs. The Company's
14 proposal to restrict retail customers from participating in these wholesale
15 market demand response programs should be rejected. Instead, the
16 Company should act as a facilitator for its retail customers to participate in
17 these wholesale programs and recover its cost of providing this service.
- 18 5. The Company's proposed methodology to determine significantly excessive earnings
19 is flawed, would result in volatile excess earnings determinations, and is not properly
20 tied to companies that have comparable business and financial risk to the AEP Ohio
21 distribution subsidiaries.
- 22 6. I recommend the significantly excessive earnings test be based on the
23 Commission-approved return on equity of 10.5% for AEP, plus a spread of 200 basis
24 points. To the extent the Company's earned return on equity exceeds this 12.5%
25 threshold, then earnings in excess of this level should be considered significantly
26 excessive, and subject to refund or rejection of the Company's ESP.

27 **Fuel Adjustment Clause**

28 **Q IS THE COMPANY PROPOSING TO MAINTAIN ITS CURRENT FUEL ADJUSTMENT**
29 **CLAUSE (FAC)?**

30 **A** No. AEP witness Philip J. Nelson proposed to modify the FAC and allow recovery of
31 costs in the new FAC that were not recovered in the old FAC.

32 **Q PLEASE DESCRIBE AEP'S OLD FAC.**

33 **A** Mr. Nelson describes the Company's current FAC at pages 3 and 4 of his testimony. In
34 that testimony, he states that the FAC currently allows the Company to recover fuel

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1 expense as recorded in Account 501, and purchased power energy expense typically
2 related to economic purchased power. He describes the combination of these two
3 accounts to reflect the net energy costs (NEC) of AEP. He states that the current FAC
4 does not recover fuel handling costs and purchased power demand charges. These
5 costs are recovered in non-FAC charges.

6 **Q HOW DOES MR. NELSON PROPOSE TO MODIFY AEP'S FAC?**

7 **A** Mr. Nelson is proposing to modify the FAC to allow for non-energy-related costs to be
8 recovered through the FAC. Specifically, Mr. Nelson proposes to recover not only the
9 NEC costs recovered in the current FAC charges, but to also allow recovery of all
10 purchased power costs, including capacity costs, and fuel handling expenses.

11 **Q IS THE COMPANY'S PROPOSED MODIFICATION OF THE TYPE OF COSTS**
12 **RECOVERABLE THROUGH THE FAC APPROPRIATE?**

13 **A** No. The Company's proposal to recover non-variable costs through the FAC, is
14 inappropriate for several reasons including the following:

- 15 1. The Company's allocation of FAC costs is on a kWh basis. As such, in order to
16 ensure that customers' rates actually reflect their cost of service, only costs that vary
17 on a kWh basis should be recovered in the FAC.
- 18 2. The Company's proposed semi-annual true-up of the FAC reflects the volatility of the
19 costs recovered in this factor. As such, more stable costs such as capacity costs
20 and fuel handling cost should continue to be recovered in non-FAC charges.
- 21 3. The non-FAC charges will provide a better allocation and rate design for costs that
22 do not vary with energy.

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1 Q HOW DO YOU PROPOSE THAT PURCHASED POWER CAPACITY COSTS AND
2 OTHER FIXED COSTS BE RECOVERED?

3 A I recommend that purchased power capacity costs, fuel handling and all other costs that
4 do not vary with energy (kWh) should continue to be recovered in the Company's
5 non-FAC generation charges. These costs can then be properly allocated between
6 customers on demand (kWh) rather than an energy (kWh) basis, and the Company will
7 be made whole for the non-fuel and energy costs related to provision of standard service
8 offer.

9 Q DO YOU BELIEVE THE COMPANY'S PROPOSED DESIGN OF FAC CHARGES IS
10 REASONABLE?

11 A No. The Company is proposing a single average FAC charge differentiated only on
12 service level voltage.¹ This proposed rate design is inappropriate because it does not
13 properly distinguish the difference in cost of fuel and purchased power energy based on
14 seasonal and on-peak/off-peak daily periods. In order to improve price signals,
15 I recommend the Company's proposed FAC be adjusted to differentiate prices by
16 season and on-peak/off-peak periods. For example, the FAC should include a winter
17 (October-May) period and a summer (June-September) period, and an on-peak/off-peak
18 period charge. Further, the Company should offer a time-of-day FAC rate option.

19 Q WHY SHOULD THE FAC PRICING BE DIFFERENTIATED BY SEASON, AND
20 ON-PEAK/OFF-PEAK DAILY VARIATIONS?

21 A Generation charges including fuel and purchased power energy vary based on the cost
22 of generating resources used to meet the system load conditions. When loads are high,
23 more generating resources are dispatched to meet that load, including higher-cost

¹ See AEP witness Roush, Exhibit DMR-9, at 147, and Exhibit DMR-10, at 146.

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1 generation resources. The economic dispatch of generating resources mandates that
2 the lowest cost generation resources are dispatched first, and then higher-cost
3 generating resources are dispatched as needed to meet increasing customer demands.
4 As such, generation prices will be higher during peak periods such as summer periods,
5 because more expensive generating units are dispatched to meet greater customer
6 demands. Modifying the proposed FAC to reflect energy charges based on these
7 seasonal and on-peak/off-peak periods will send more accurate price signals to
8 customers and encourage economic consumption decisions.

9 **Q WOULD SEASONAL AND ON-PEAK/OFF-PEAK FAC PRICE DIFFERENTIATION**
10 **SUPPORT ENERGY CONSERVATION AND DEMAND RESPONSE PROGRAMS?**

11 **A** Yes. The objective of the ESP is to encourage customers to undertake conservation
12 measures, and demand-side management activities to reduce consumption and energy
13 cost. Developing utility prices which properly reflect the costs of energy during on-peak
14 and off-peak periods, will encourage customers to maximize savings by reducing
15 consumption when the price (or avoided cost) is higher. Avoiding the high-cost energy
16 periods will increase conservation savings and, potentially, justify larger investments in
17 energy conservation and peak demand programs. This, in turn, will provide an
18 economic incentive to maximize participation with economic conservation and demand
19 response programs.

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1 **Non-FAC Generation Charges**

2 **Q DO YOU HAVE ANY COMMENTS CONCERNING THE COMPANY'S PROPOSED**
3 **NON-GENERATION FAC CHARGES?**

4 **A** Yes. The Company's proposed non-generation FAC charges should also be separated
5 by season. This pricing differential will, again, provide more accurate price signals to
6 customers, and will encourage more demand-side management actions to reduce peak
7 demand and demand billing units during high-cost peak periods. Further, reducing
8 demand on the peak will help reduce, delay or avoid the need for more generating
9 capacity.

10 **Q DO THE COMPANY'S NON-FAC GENERATION CHARGES VARY BASED ON THE**
11 **SEASON?**

12 **A** Yes. The Company invests in more generating resources in order to meet summer peak
13 load conditions than it does during average load periods. As such, in order to send
14 accurate price signals to customers, the cost of generation demand should be higher
15 during system peak periods to reflect the additional investment made to meet the system
16 peak load demands. Again, these higher non-FAC generation charges will encourage
17 customers to make investments to reduce peak demand and/or to shift production to off-
18 peak periods. Either of these actions will result in achieving energy conservation, and
19 reducing peak demand on the system.

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Energy Efficiency and Peak Demand Reduction Cost Recovery Factor

Q DO YOU HAVE ANY COMMENTS CONCERNING THE COMPANY'S PROPOSED ENERGY EFFICIENCY AND PEAK DEMAND REDUCTION COST RECOVERY FACTOR?

A Yes. In its proposed rate schedules, the Company has properly recognized that the Commission can approve mercantile customers to be exempted from this charge if they undertake conservation actions on their own. However, I recommend several modifications to the Company's proposed energy efficiency and peak demand reduction programs. Those include the following:

1. If the Commission approves a mercantile customer to be exempt from this program, then the Company should be allowed to remove the mercantile customer's load from the utility's base line conservation benchmark. This would excuse the utility from implementing conservation and demand response programs needed to comply with the law's reduction in energy and peak demand for the exempted customers.
2. The Company should implement a rider for exempt mercantile customers to participate in PJM demand response programs. Many mercantile customers may find it beneficial to participate in these programs, which will provide economic incentives for them to reduce demand in response to market pricing signals, thereby making the wholesale and retail generation markets more efficient. This could contribute to a reduction in peak demand.
3. The Company's proposed pricing structure for its energy efficiency and demand response programs is based on a charge per kWh. This rate design and cost allocation should be modified to better assign the cost of energy efficiency and demand response programs with the benefits of these programs. I propose, that demand response programs should be based on a demand-based credit, and energy conservation be based on an energy charge. For residential customers that do not have demand meters, the allocation of demand response costs and benefits for residential customers should be allocated to the class based on demand usage and then converted to a kWh charge.

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The Company's Proposed Accounting Treatment for Deferred FAC Costs

Q PLEASE DESCRIBE THE COMPANY'S PROPOSED ACCRUAL OF INCREMENTAL FAC COSTS.

A The Company is proposing to defer incremental FAC costs not recovered in its Initial ESP. As discussed by AEP witness Leonard Assante, the Company is proposing to record the amount of base FAC revenue less collections in a regulatory asset account and accrue a carrying charge on this balance. The Company will defer unrecovered FAC costs during the period 2009 through 2011, and begin to amortize these costs starting in year 2010 and amortize the deferrals over a seven-year period ending in 2018. The Company is proposing a deferral carrying charge rate of 11.15% based on a 50%/50% debt-equity capital structure, and a 10.5% return on equity. The Company has shown on Mr. Assante's Exhibit LVA-1, page 1, and Exhibit LVA-2, that the Company is proposing to accrue a carrying charge on the gross balance of deferred FAC expenses.

Q DO YOU SUPPORT THE COMPANY'S PROPOSAL TO DEFER A PORTION OF THE FUEL ADJUSTMENT COSTS DURING THE ESP PERIOD?

A No. I recommend customers pay the full cost of fuel during the ESP.

Q IF THE COMMISSION APPROVES RECOVERY OF CERTAIN COSTS ON A DEFERRED BASIS, DO YOU BELIEVE THE COMPANY'S PROPOSED CARRYING CHARGE METHOD IS REASONABLE?

A No. If the Commission approves recovery on a deferred basis, the carrying charge should be established in a manner that minimizes costs to customers. Specifically, the Company should accrue a carrying charge on the net of tax balance of deferred fuel expenses, not on the gross balance as proposed by the Company. Second, since the

Michael Gorman
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1 Company is proposing a relatively short recovery period on these deferred costs, it is not
2 appropriate to provide it with its weighted average cost of capital for the carrying charge
3 on these deferrals.

4 Q PLEASE DESCRIBE HOW YOU RECOMMEND TO MODIFY THE COMPANY'S
5 PROPOSED INCREMENTAL FAC DEFERRAL COSTS.

6 A I propose that the carrying charge be accrued on the net of tax balance of incremental
7 FAC charges, and the carrying charge rate be set at the Company's incremental cost of
8 short-term debt.

9 Q WHY IS IT APPROPRIATE TO INCLUDE A CARRYING CHARGE ON THE NET OF
10 TAX BALANCE OF INCREMENTAL FAC COSTS?

11 A The Company can expense the fuel expense in the year it is incurred. As such, by not
12 recovering fuel expense in a year, the Company will reduce its current tax expense, and
13 record a deferred tax obligation. This deferred tax will represent a temporary recovery of
14 these fuel expenses via a reduction to current income tax expense. That income tax will
15 ultimately be paid to government taxing authorities after the incremental fuel cost is
16 recovered from customers. However, while deferred, the Company will partially recover
17 its deferred fuel balance via reduced income tax expense.

18 What this means in terms of a carrying charge is the Company will only need to
19 rely on investor capital to support the after-tax balance (or net of tax balance) of deferred
20 fuel expense until the expense is recovered from customers. The gross balance less the
21 temporary deferred tax balance, represents a deferred fuel balance that must be carried
22 by investor capital. If the Company is permitted to accrue a carrying charge on the gross
23 balance, then it will over-recover its actual cost of carrying these deferred fuel balances.

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1 Q WHY DO YOU RECOMMEND THE CARRYING CHARGE RATE BE SET AT THE
2 UTILITY'S COST OF SHORT-TERM DEBT RATHER THAN ITS WEIGHTED
3 AVERAGE COST OF CAPITAL?

4 A The Company will accrue these deferrals over three years, and recover them over a
5 seven-year period. As such, these accruals are a temporary investment and not a
6 permanent investment. The Company's weighted average cost of capital represents
7 long-term capital, not intermediate term capital. It would not be appropriate to issue
8 long-term capital to support a temporary intermediate term asset. A more appropriate
9 carrying charge rate and capital source for these temporary deferrals would be the
10 Company's short-term borrowing facilities and cost rates.

11 A short-term borrowing facility is an appropriate capital source because it can be
12 increased as the Company accumulates deferred fuel balances, and then paid down as
13 the Company recovers the deferred fuel balance. As such, the Company's short-term
14 debt borrowing facility will more properly match the capital balance with the temporary
15 deferral asset balance, and minimize the Company's actual cost of carrying these
16 temporary assets.

17 **Significantly Excessive Earnings Test**

18 Q PLEASE DESCRIBE THE COMPANY'S PROPOSED SIGNIFICANTLY EXCESSIVE
19 EARNINGS TEST.

20 A AEP witness Dr. Anil Makhija proposes a statistical methodology of comparable proxy
21 groups to develop an historical earned return on book equity. For calendar year 2005
22 through 2007, Dr. Makhija estimates the threshold for significantly excessive earnings
23 test to be 21.19%, 22.59% and 27.33%, respectively. (Direct Testimony at 8).
24 Dr. Makhija bases this range on earned returns on book equity for certain proxy groups,

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1 with adjustments based on variations and beta estimates for AEP relative to his proxy
2 groups.

3 **Q DO YOU BELIEVE DR. MAKHIJA'S SIGNIFICANTLY EXCESSIVE EARNINGS TEST**
4 **AND PROPOSED RETURN ON EQUITY THRESHOLDS ARE REASONABLE?**

5 **A** No. Dr. Makhija's significantly excessive earnings test methodologies should be rejected
6 for several reasons including the following:

- 7 1. The proxy groups he selected are not comparable in business risk to AEP's Ohio
8 distribution utility affiliates, and therefore his methodologies do not meet the
9 requirements of the law.
- 10 2. His studies produce volatile results which will produce wide swings in the earned
11 return on equity thresholds for the excessive earnings test. Therefore, this
12 methodology will not meet the Ohio law's primary objective of establishing an ESP
13 which will stabilize rates, and supports the economic development of the state of
14 Ohio.

15 **Q PLEASE EXPLAIN WHY YOU BELIEVE DR. MAKHIJA'S PROPOSED**
16 **METHODOLOGY WILL PRODUCE VOLATILE RESULTS.**

17 **A** This is apparent from a review of his own exhibits. Indeed, a review of the variations in
18 the excessive earnings test threshold produced wide variations just in the three years he
19 studied. Specifically, from 2005 to 2007, the return on equity threshold moved from
20 21.19% up to 27.33%. This is clearly not a stable threshold for establishing whether or
21 not the prices embedded in the ESP will support the Ohio economic development and
22 ensure customers' interests are protected.

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1 Q WOULD DR. MAKHIJA'S EARNED RETURN ON BOOK EQUITY ESTIMATE BE
2 COMPARABLE IF PUBLICLY AVAILABLE SOURCES OF THE EARNED RETURNS
3 ON EQUITY FOR HIS COMPARABLE GROUPS WERE USED?

4 A No. As shown on the attached Exhibit MPG-1, the utility proxy group proposed by
5 Dr. Makhija, had earned returns on equity in the mid 12% area in 2005, which increased
6 over 14% to 2007 and 2008. The *Value Line* projected 3-5 year earned return on equity
7 for these companies is around 14%.

8 As can be clearly seen on the proxy group however, the average return on equity
9 is impacted by some outlier companies. For example, Exelon had earned returns on
10 book equity in excess of 23% in each year of the 2005 through 2008 period, and is
11 projected to have an earned return on equity of over 25% through the next five years.
12 Exelon is a company that is not directly comparable to a low-risk distribution utility such
13 as Columbus Southern Power Company, and Ohio Power Company. For example,
14 Exelon has a nuclear generation subsidiary which was created from the spinoff of
15 regulated nuclear generating subsidiaries into an unregulated nuclear power subsidiary.
16 The cost of those generating assets were generally written down before they were spun
17 into the unregulated subsidiary. The operating cost of a nuclear station is quite low,
18 thereby producing very large profits as the nuclear units sell power into a competitive
19 marketplace. As such, the earned return on equity for the nuclear generating
20 subsidiaries, and the consolidated earnings of Exelon are not a reasonably comparable
21 proxy nor useful in estimating an appropriate excess earnings target for a low-risk
22 distribution utility company.

23 Other companies in the group also include deregulated generation subsidiaries
24 which are producing high profits in today's very volatile and high-cost wholesale market.
25 Those include Allegheny Energy, Southern Company, PPL Corp., FPL Corp., First
26 Energy, Entergy, and Dominion Resources. As such, this proxy group simply does not

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1 produce a reasonable return on equity base from which to estimate excess earnings for
2 AEP's Ohio distribution utility affiliates.

3 **Q WOULD A LARGER GROUP OF PRIMARILY REGULATED UTILITY OPERATIONS**
4 **PRODUCE A LOWER EARNED RETURN ON EQUITY PROXY GROUP THAN THAT**
5 **USED BY DR. MAKHIJA?**

6 **A** Yes. As shown on Exhibit MPG-2, using all the publicly traded companies that were
7 designated as "Regulated" entities by the Edison Electric Institute, and relying on *Value*
8 *Line's* earned return on common equity data, shows that regulated companies' earned
9 return on equity has averaged about 9% over the period 2005 through 2008, and is
10 projected to be 10.25% over the next 3 to 5 years.

11 Further, the distribution of the earned returns for this industry proxy group places
12 more earned returns under the average than over the average. Indeed, setting 12.5%
13 as a return on equity threshold, approximately four to six of the observations in each
14 year fall above this 12.5% return on equity threshold. Hence, over the period 2005
15 through 2008, and projected out for the next 3 to 5 years, approximately 85% of the
16 earned return on equity observations for these regulated electric utility companies fall at
17 12.5% return on equity or less. Based on this assessment, a 12.5% return on equity is
18 an appropriate threshold to constitute significantly excessive earnings, because it
19 includes over 85% of the primarily regulated utility companies followed by *The Value*
20 *Line Investment Survey*.

21 **Q WHY DO YOU BELIEVE DR. MAKHIJA'S STUDIES ARE BASED ON COMPANIES**
22 **THAT ARE NOT COMPARABLE IN BUSINESS RISK TO AEP?**

23 **A** This is apparent from an independent review of credit analysts' assessments of the
24 business risk profile of companies included in Dr. Makhija's studies, and that of AEP.

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1 Further, a review of the operating risk assessment by the Edison Electric Institute
2 corroborates that finding by Standard & Poor's (S&P) and also shows that AEP has
3 much lower business risk than many of the companies included in Dr. Makhija's study.
4 Therefore, Dr. Makhija's study does not meet the requirements of the law to identify an
5 earnings threshold that corresponds with a company with comparable business and
6 financial risk to the distribution utility.

7 **Q PLEASE DESCRIBE THE INDEPENDENT CREDIT RATING ANALYSTS' AND EEI**
8 **FACTORS THAT SHOW THAT AEP'S OPERATING RISK IS LOWER THAN THE**
9 **BUSINESS RISK OF MANY OF THE COMPANIES INCLUDED IN DR. MAKHIJA'S**
10 **PROXY GROUP.**

11 **A** This is shown on my Exhibit MPG-3. As shown on that exhibit, S&P's current operating
12 risk assessment for AEP is "Excellent," on a five-notch scale of "Vulnerable" (highest
13 risk) to "Excellent" (lowest risk). S&P uses this five-notch scale in its credit rating review
14 of utility and corporate bond issuers. In comparison, many of the companies' business
15 risk factors from S&P for the companies included in Dr. Makhija's group are weaker than
16 "Excellent," thereby indicating higher business risk than AEP (Ohio Power, and
17 Columbus Southern Power). As such, Dr. Makhija's proxy group does not have
18 comparable business risk as AEP.

19 Similarly, EEI publishes an assessment of many electric utility companies and
20 identifies whether or not the companies are primarily engaged in regulated or
21 non-regulated activities. As shown on the attached Exhibit MPG-3, EEI's assessment
22 shows that while AEP is primarily engaged in regulated operations, many of the
23 companies included in Dr. Makhija's group do not fall into this same low-risk category.
24 Indeed, certain companies are classified as "Diversified" companies, which indicates
25 they have large investments in non-regulated energy assets, and others are "Mostly

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1 Regulated," which also indicates they are not truly comparable in operating business risk
2 to AEP. Therefore, this independent assessment also illustrates that AEP does not have
3 comparable business risk to the proxy group relied on by Dr. Makhija.

4 **Q WHAT EARNINGS THRESHOLD DO YOU RECOMMEND FOR A SIGNIFICANTLY**
5 **EXCESSIVE EARNINGS TEST?**

6 **A** An appropriate threshold would be to apply a rate of return spread over AEP's current
7 market cost of equity. As such, I recommend an earnings spread of approximately 200
8 basis points to AEP's current market cost of equity. AEP witness Mr. Assante stated
9 that the Commission recently approved a return on equity for AEP of 10.5%. (Direct
10 Testimony at 8). As such, a return on equity threshold of 12.5% is an appropriate and
11 stable threshold to use to estimate whether or not the prices charged under AEP's ESP
12 are just and reasonable. This is also supported by the analysis of the electric utility
13 industry actual and projected earned return on equity study described above and shown
14 on my Exhibit MPG-2.

15 For these reasons, to the extent the earnings exceed 12.5%, the Commission
16 should suspend increases in AEP's ESP pricing mechanisms, or require AEP to refile its
17 ESP pricing structure.

18 **Q HOW DID YOU DETERMINE A 200 BASIS POINT SPREAD OVER AEP'S CURRENT**
19 **MARKET COST OF EQUITY IS AN APPROPRIATE THRESHOLD FOR**
20 **ESTABLISHING SIGNIFICANTLY EXCESSIVE EARNINGS?**

21 **A** This is based on the variation of the beta estimates for the companies included in
22 Dr. Makhija's study. Indeed, as shown on Exhibit MPG-4, the group average beta for
23 those companies is around 0.81. The highest beta in his proxy group is 1.10, or 0.29
24 above the group average beta. Applying this to Dr. Makhija's market risk premium of

Michael Gorman
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1 7.0%, would indicate a spread between the average risk and extreme risk of his proxy
2 group to be about 200 basis points. Further, the beta for the market of 1.0, less
3 regulated companies' current betas of 0.8, would imply a spread of 0.2 or 1.4 percentage
4 points. Hence, a 2 percentage point spread is very conservative in arriving at an
5 excessive earnings threshold.

6 **Q DOES THIS CONCLUDE YOUR DIRECT TESTIMONY?**

7 **A Yes.**

Qualifications of Michael Gorman

1 Q PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.

2 A Michael Gorman. My business mailing address is 16690 Swingley Ridge Road, Suite
3 140, Chesterfield, MO 63017.

4 Q PLEASE STATE YOUR OCCUPATION.

5 A I am a consultant in the field of public utility regulation and a managing principal with
6 Brubaker & Associates, Inc., energy, economic and regulatory consultants.

7 Q PLEASE SUMMARIZE YOUR EDUCATIONAL BACKGROUND AND WORK
8 EXPERIENCE.

9 A In 1983 I received a Bachelor of Science Degree in Electrical Engineering from
10 Southern Illinois University, and in 1986, I received a Master's Degree in Business
11 Administration with a concentration in Finance from the University of Illinois at
12 Springfield. I have also completed several graduate level economics courses.

13 In August of 1983, I accepted an analyst position with the Illinois Commerce
14 Commission ("ICC"). In this position, I performed a variety of analyses for both formal
15 and informal investigations before the ICC, including: marginal cost of energy, central
16 dispatch, avoided cost of energy, annual system production costs, and working
17 capital. In October of 1986, I was promoted to the position of Senior Analyst. In this
18 position, I assumed the additional responsibilities of technical leader on projects, and
19 my areas of responsibility were expanded to include utility financial modeling and
20 financial analyses.

21 In 1987, I was promoted to Director of the Financial Analysis Department. In
22 this position, I was responsible for all financial analyses conducted by the staff.

Appendix A
Michael Gorman
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1 Among other things, I conducted analyses and sponsored testimony before the ICC
2 on rate of return, financial integrity, financial modeling and related issues. I also
3 supervised the development of all Staff analyses and testimony on these same
4 issues. In addition, I supervised the Staff's review and recommendations to the
5 Commission concerning utility plans to issue debt and equity securities.

6 In August of 1989, I accepted a position with Merrill-Lynch as a financial
7 consultant. After receiving all required securities licenses, I worked with individual
8 investors and small businesses in evaluating and selecting investments suitable to
9 their requirements.

10 In September of 1990, I accepted a position with Drazen-Brubaker &
11 Associates, Inc. In April 1995 the firm of Brubaker & Associates, Inc. ("BAI") was
12 formed. It includes most of the former DBA principals and Staff. Since 1990, I have
13 performed various analyses and sponsored testimony on cost of capital, cost/benefits
14 of utility mergers and acquisitions, utility reorganizations, level of operating expenses
15 and rate base, cost of service studies, and analyses relating industrial jobs and
16 economic development. I also participated in a study used to revise the financial
17 policy for the municipal utility in Kansas City, Kansas.

18 At BAI, I also have extensive experience working with large energy users to
19 distribute and critically evaluate responses to requests for proposals ("RFPs") for
20 electric, steam, and gas energy supply from competitive energy suppliers. These
21 analyses include the evaluation of gas supply and delivery charges, cogeneration
22 and/or combined cycle unit feasibility studies, and the evaluation of third-party
23 asset/supply management agreements. I have also analyzed commodity pricing
24 indices and forward pricing methods for third party supply agreements, and have also
25 conducted regional electric market price forecasts.

Appendix A
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1 In addition to our main office in St. Louis, the firm also has branch offices in
2 Phoenix, Arizona and Corpus Christi, Texas.

3 **Q HAVE YOU EVER TESTIFIED BEFORE A REGULATORY BODY?**

4 A Yes. I have sponsored testimony on cost of capital, revenue requirements, cost of
5 service and other issues before the Federal Energy Regulatory Commission and
6 numerous state regulatory commissions including: Arkansas, Arizona, California,
7 Colorado, Delaware, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas,
8 Louisiana, Michigan, Missouri, Montana, New Jersey, New Mexico, New York, North
9 Carolina, Oklahoma, Oregon, South Carolina, Tennessee, Texas, Utah, Vermont,
10 Virginia, Washington, West Virginia, Wisconsin, Wyoming, and before the provincial
11 regulatory boards in Alberta and Nova Scotia, Canada. I have also sponsored
12 testimony before the Board of Public Utilities in Kansas City, Kansas; presented rate
13 setting position reports to the regulatory board of the municipal utility in Austin, Texas,
14 and Salt River Project, Arizona, on behalf of industrial customers; and negotiated rate
15 disputes for industrial customers of the Municipal Electric Authority of Georgia in the
16 LaGrange, Georgia district.

17 **Q PLEASE DESCRIBE ANY PROFESSIONAL REGISTRATIONS OR ORGANI-**
18 **ZATIONS TO WHICH YOU BELONG.**

19 A I earned the designation of Chartered Financial Analyst ("CFA") from the CFA
20 Institute. The CFA charter was awarded after successfully completing three
21 examinations which covered the subject areas of financial accounting, economics,
22 fixed income and equity valuation and professional and ethical conduct. I am a
23 member of the CFA Institute's Financial Analyst Society.

AEP-Ohio

Return on Equity

Makhija's Utility Group

<u>Line</u>	<u>Utility</u>	<u>2005</u> (1)	<u>2006</u> (2)	<u>2007</u> (3)	<u>2008</u> (4)	<u>3-5 Year</u> <u>Projection</u> (5)
1	Allegheny Energy	9.05%	15.32%	16.27%	16.26%	12.13%
2	Ameren Corp.	9.87%	8.31%	9.32%	9.45%	9.58%
3	Consol. Edison	9.84%	9.36%	10.56%	9.02%	8.83%
4	Constellation Energy	12.61%	15.12%	14.91%	13.68%	14.43%
5	Dominion Resources	10.10%	13.20%	15.03%	16.70%	14.90%
6	Duke Energy	N/A	4.14%	7.18%	7.58%	7.99%
7	Entergy Corp.*	12.18%	13.82%	14.75%	N/A	N/A
8	Exelon Corp.	23.70%	23.76%	26.92%	26.04%	25.71%
9	FirstEnergy Corp.	10.35%	14.00%	14.58%	13.86%	15.38%
10	FPL Group	10.42%	12.90%	12.22%	13.51%	12.82%
11	PPL Corp.	16.73%	17.56%	18.56%	15.46%	22.40%
12	Progress Energy	9.04%	6.20%	8.23%	9.05%	9.49%
13	Public Serv. Enterprise	14.25%	11.21%	18.13%	18.33%	14.55%
14	Southern Co.	15.16%	14.14%	14.39%	13.47%	14.18%
15	Average	12.56%	12.79%	14.36%	14.03%	14.03%
16	Median	10.42%	13.51%	14.67%	13.68%	14.18%
17	Amar. Elec. Power	11.40%	12.02%	11.38%	11.98%	11.83%

Notes:

*Due to recent hurricanes affecting Louisiana, *Value Line* has suspended earnings estimates temporarily.

Source:

The Value Line Investment Survey; August 8, August 29, and September 26, 2008.

AEP-Ohio

Return on Equity

Regulated Utility Group

<u>Line</u>	<u>Utility</u>	<u>2005</u> (1)	<u>2006</u> (2)	<u>2007</u> (3)	<u>2008</u> (4)	<u>3-5 Year</u> <u>Projection</u> (5)
1	ALLETE, Inc.	11.28%	11.61%	11.80%	9.73%	9.34%
2	Ameren Corp.	9.87%	8.31%	9.32%	9.45%	9.58%
3	Amer. Elec. Power	11.40%	12.02%	11.38%	11.98%	11.83%
4	Avista Corporation	6.12%	8.19%	4.21%	8.14%	8.33%
5	Central Vermont P.S.	0.64%	10.32%	8.37%	8.24%	8.42%
6	CH Energy Group, Inc.	8.99%	8.07%	8.34%	6.32%	8.31%
7	Cleco Corporation	10.96%	8.53%	7.88%	9.67%	11.32%
8	CMS Energy Corporation	10.64%	7.07%	7.89%	13.13%	12.53%
9	Consol. Edison	9.84%	9.36%	10.56%	9.02%	8.83%
10	DPL, Inc.	12.01%	17.64%	24.24%	25.06%	18.91%
11	El Paso Electric Company	6.58%	10.59%	11.22%	11.13%	9.72%
12	Empire District Electric Company	6.05%	8.52%	6.16%	7.90%	10.53%
13	Energy East Corporation	8.99%	9.11%	7.87%	7.10%	7.67%
14	Great Plains Energy Incorporated	13.42%	9.51%	10.16%	4.74%	9.13%
15	IDACORP, Inc.	6.21%	8.90%	6.82%	7.57%	7.71%
16	MGE Energy, Inc.	9.34%	11.30%	11.41%	12.08%	12.73%
17	Northeast Utilities	5.29%	4.51%	8.63%	9.28%	8.80%
18	NSTAR	12.91%	13.18%	13.12%	13.41%	14.44%
19	PG&E Corporation	12.52%	14.43%	11.76%	12.25%	12.09%
20	Pinnacle West Capital Corporation	6.52%	9.20%	8.46%	7.76%	8.06%
21	PNM Resources, Inc.	8.29%	7.21%	3.54%	0.50%	6.28%
22	Portland General Electric Company	5.35%	5.80%	11.02%	8.39%	8.60%
23	Progress Energy	9.04%	6.20%	8.23%	9.05%	9.49%
24	Puget Energy, Inc.	7.22%	7.91%	7.33%	7.67%	8.70%
25	Sierra Pacific Resources	4.18%	9.11%	6.56%	7.02%	8.63%
26	Southern Co.	15.16%	14.14%	14.39%	13.47%	14.18%
27	TECO Energy, Inc.	13.25%	14.14%	13.18%	8.80%	13.33%
28	UIL Holdings Corporation	5.77%	9.86%	10.06%	10.38%	10.40%
29	UniSource Energy Corporation	7.48%	10.58%	8.46%	7.21%	7.70%
30	Vectren Corporation	11.96%	9.27%	11.60%	10.77%	10.99%
31	Westar Energy, Inc.	9.52%	10.74%	9.22%	9.18%	8.64%
32	Wisconsin Energy Corporation	11.37%	10.86%	10.90%	10.38%	11.99%
33	Xcel Energy, Inc.	9.25%	9.78%	9.14%	10.06%	10.98%
34	Average	9.01%	9.88%	9.79%	9.60%	10.25%
35	Median	9.25%	9.36%	9.22%	9.18%	9.49%
36	Number of Companies with ROE >12.5%	5	5	4	4	6

Source:

The Value Line Investment Survey; August 8, August 29, and September 26, 2008.

AEP-Ohio

Business Risk Summary

Mackinac's Utility Group

<u>Line</u>	<u>Utility</u>	<u>Standard & Poor's</u>		<u>Beta³</u>	<u>EEI Risk Assessment⁴</u>
		<u>Business Risk¹</u>	<u>Business Risk²</u>		
		(1)	(2)	(3)	(4)
1	Allegheny Energy	Strong	7	1.10	Diversified
2	Ameren Corp.	Satisfactory	7	0.80	Regulated
3	Consol. Edison	Excellent	2	0.75	Regulated
4	Constellation Energy	N/R	n/a	0.85	Diversified
5	Dominion Resources	Excellent	7	0.75	Mostly Regulated
6	Duke Energy	Excellent	5	N/A	Mostly Regulated
7	Entergy Corp.	Strong	6	0.80	Mostly Regulated
8	Exelon Corp.	N/R	n/a	0.85	Mostly Regulated
9	FirstEnergy Corp.	Strong	7	0.75	Mostly Regulated
10	FPL Group	Excellent	5	0.80	Mostly Regulated
11	PPL Corp.	Excellent	3	0.85	Mostly Regulated
12	Progress Energy	Excellent	5	0.75	Regulated
13	Public Serv. Enterprise	Excellent	3	0.85	Mostly Regulated
14	Southern Co.	Excellent	4	0.65	Regulated
15	Average	Excellent	5	0.81	Mostly Regulated
16	Amer. Elec. Power	Excellent	5	0.85	Regulated
17	Ohio Power Co.	Excellent	4		
18	Columbus Southern Power Co.	Excellent	4		

Sources:

¹ *Standard & Poor's, U.S. Electric Utility Companies, Strongest to Weakest*; January 2, 2008.

5 categories: Excellent (lowest risk) to Vulnerable (highest risk).

² *Standard & Poor's, U.S. Integrated Electric Utility Companies, Strongest to Weakest*; November 1, 2007. 10 point scale: 1 (lowest risk) to 10 (highest risk).

³ *The Value Line Investment Survey*; August 8, August 29, and September 26, 2008.

⁴ *Edison Electric Institute; Stock Performance, 3Q 2008 Financial Update.*

AEP-Ohio

Beta

Makhlja's Utility Group

<u>Line</u>	<u>Utility</u>	<u>Current Beta</u>
1	Allegheny Energy	1.10
2	Ameren Corp.	0.80
3	Consol. Edison	0.75
4	Constellation Energy	0.85
5	Dominion Resources	0.75
6	Duke Energy	N/A
7	Entergy Corp.	0.80
8	Exelon Corp.	0.85
9	FirstEnergy Corp.	0.75
10	FPL Group	0.80
11	PPL Corp.	0.85
12	Progress Energy	0.75
13	Public Serv. Enterprise	0.85
14	Southern Co.	0.65
15	Average	0.81
16	Amer. Elec. Power	0.85
17	Spread: High to Average	0.29

Source:

The Value Line Investment Survey;
August 8, August 29, and
September 26, 2008.

**Before the
The Public Utilities Commission of Ohio**

**IN THE MATTER OF THE APPLICATION OF
THE COLUMBUS SOUTHERN POWER
COMPANY FOR APPROVAL OF ITS
ELECTRIC SECURITY PLAN; AN
AMENDMENT TO ITS CORPORATE
SEPARATION PLAN; AND THE SALE OR
TRANSFER OF CERTAIN GENERATING
ASSETS**

Case No. 08-917-EL-SSO

**IN THE MATTER OF THE APPLICATION OF
OHIO POWER COMPANY FOR APPROVAL
OF ITS ELECTRIC SECURITY PLAN; AND
AN AMENDMENT TO ITS CORPORATE
SEPARATION PLAN**

Case No. 08-918-EL-S60

Affidavit of Michael Gorman

State of Missouri)
)
County of St. Louis) SS

Michael Gorman, being first duly sworn, on his oath states:

1. My name is Michael Gorman. I am a consultant and managing principal with Brubaker & Associates, Inc., having its principal place of business at 16690 Swingley Ridge Road, Suite 140, Chesterfield, Missouri 63017. We have been retained by The Commercial Group, Inc. in this proceeding on its behalf.

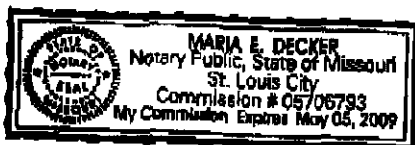
2. Attached hereto and made a part hereof for all purposes are my direct testimony and exhibits which were prepared in written form for introduction into evidence in the Public Utilities Commission of Ohio Case Nos. 08-917-EL-SSO and 08-918-EL-SSO.

3. I hereby swear and affirm that the testimony and exhibits are true and correct and show the matters and things they purport to show.

Michael Gorman

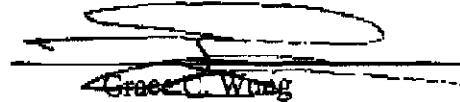
Subscribed and sworn to before me this 29th day of October, 2008.

Notary Public



CERTIFICATE OF SERVICE

I hereby certify that I caused a copy of the "Direct Testimony of Michael P. Gorman on behalf of The Commercial Group" to be served either via first class mail or electronic mail upon the following parties of record on the 31st day of October, 2008.



Grace C. Wong

Certificate of Service List: 08-917-EL-SSO & 08-917-EL-SSO

<p>Fonner, Cynthia A Constellation Energy Group, Inc. 550 W. Washington St., Suite 300 Chicago, IL 60661 Phone: 312-704-8518 Fax: 312-795-9286</p>	<p>Rii, Ethan E Reed, Presley R Vince, Clinton A Hand, Emma F Sonnenschein Nath & Rosenthal 1301 K Street NW, Suite 600 East Tower Washington, DC 20005 Phone: (202) 408-8004 Fax: (202) 408-6399</p>
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<p>Natural Resources Defense Council 101 N Wacker Dr., Suite 609 Chicago, IL 60606 Phone: 312-780-7431 Fax: 312-663-9900</p>	<p>Boehm, David Esq. Boehm, Kurtz & Lowry 36 East Seventh Street, Suite 1510 Cincinnati, OH 45202-4454</p>

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Resnik, Marvin American Electric Power Serv Corporation 1 Riverside Plaza, 29th Floor Columbus, OH 43215 Phone: 614-716-1606 Fax: 614-716-2950	Conway, Daniel Porter Wright Morris & Arthur LLP 41 South High Street Columbus, OH 43215 Phone: 614-227-2270 Fax: 614-227-2100
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