

BEFORE THE PUBLIC UTILITIES COMMISSION OF OHIO

- - -

In the Matter of the :
Application of The Dayton :
Power and Light Company : Case No. 12-426-EL-SS0
for Approval of its :
Electric Security Plan. :

In the Matter of the :
Application of the Dayton :
Power and Light Company : Case No. 12-427-EL-ATA
for Approval of Revised :
Tariffs. :

In the Matter of the :
Application of the Dayton :
Power and Light Company : Case No. 12-428-EL-AAM
for Approval of Certain :
Accounting Authority. :

In the Matter of the :
Application of the Dayton :
Power and Light Company : Case No. 12-429-EL-WVR
for the Waiver of Certain :
Commission Rules. :

In the Matter of the :
Application of the Dayton : Case No. 12-672-EL-RDR
Power and Light Company :
to Establish Tariff Riders:

- - -

PROCEEDINGS

before Mr. Gregory A. Price and Mr. Bryce A.
McKenney, Hearing Examiners, at the Public Utilities
Commission of Ohio, 180 East Broad Street, Room 11-A,
Columbus, Ohio, called at 10:00 a.m. on Monday, March
18, 2013.

VOLUME I

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12 On behalf of The Dayton Power and Light
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24 Utilities Commission of Ohio.

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Monday Morning Session,

March 18, 2013.

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EXAMINER McKENNEY: The Public Utilities Commission of Ohio calls at this time and place Case No. 12-426-EL-SSO, being in the matter of the application of The Dayton Power & Light Company to establish a standard service offer in the form of an Electric security plan.

My name is Bryce McKenney, with me today is Gregory Price, and we are the Attorney Examiners assigned by the Commission to hear this case.

At this time we'll go ahead and start with taking the appearances of counsel, beginning with The Dayton Power & Light Company.

MR. FARUKI: Good morning, your Honors. My name is Charlie Faruki from Faruki, Ireland & Cox in Dayton on behalf of The Dayton Power & Light Company. With me is my partner Jeffrey Sharkey, and also, Judi Sobecki who is counsel with The Dayton Power & Light Company.

EXAMINER McKENNEY: Thank you. Let's just go ahead and work our way around the table, then.

MR. YURICK: Mark Yurick and Zach

1 Kravitz, Taft, Stettinius & Hollister on behalf of
2 the Kroger Company. Thank you.

3 MR. SHERMAN: Steve Sherman on behalf of
4 the Wal-Mart Stores East and Sam's East,
5 Incorporated. I'd also like to enter the appearance
6 of Joshua Hague from the firm of Kreig DeVault.

7 MR. BOEHM: Good morning, your Honor, I'm
8 David Boehm from the law firm of Boehm, Kurtz & Lowry
9 and I'm here on behalf of the Ohio Energy Group. I'd
10 also like to enter the appearance of Jody Kyler-Cohn.

11 MR. SATTERWHITE: Thank you, your Honor.
12 Matthew Satterwhite on behalf of Ohio Power Company,
13 also Steve Nourse, One Riverside Plaza in Columbus,
14 Ohio, 43215.

15 MR. WHITT: On behalf of Interstate Gas
16 Supply, Mark Whitt. I will also be entering
17 appearances for Andrew Campbell and Gregory Williams
18 from the law firm of Whitt Sturtevant.

19 MR. JACOBS: Good morning, your Honor.
20 On behalf of the Edgemont Neighborhood Coalition of
21 Dayton, Ellis Jacob from the law firm of Advocates
22 for Basic Legal Equality in Dayton.

23 MS. YOST: Good morning, your Honors.
24 Melissa Yost on behalf of the Office of Ohio
25 Consumers' Counsel, Bruce J. Weston Consumers'

1 Counsel, 10 West Broad Street, Columbus, Ohio, 43215.

2 In addition, the appearance of Maureen R. Grady and
3 Edmund Berger.

4 MR. PETRICOFF: Thank you, your Honor.
5 Howard Petricoff and Gretchen Petrucci from the law
6 firm of Vorys, Sater, Seymour & Pease on behalf of
7 the Retail Energy Supply Association, Exelon
8 Generation, LLC, Constellation New Energy.

9 MR. O'BRIEN: Good morning, your Honors.
10 On behalf of the Ohio Hospital Association, Richard
11 L. Sites, 155 East Broad Street, Columbus, Ohio, and
12 Thomas J. O'Brien, Bricker & Eckler, LLP, 100 South
13 Third Street, Columbus. Thank you.

14 EXAMINER MCKENNEY: Thank you.

15 MS. MOONEY: On behalf of Ohio Partners
16 for Affordable Energy, 231 West Lima Street, Findlay,
17 Ohio, I'm Colleen L. Mooney.

18 MR. MILLER: On behalf of the City of
19 Dayton, Chris Miller and Chris Michael of the law
20 firm of Ice Miller, 250 West Street, Columbus, Ohio,
21 43215.

22 MS. MOHLER: On behalf of SolarVision,
23 LLC, the law firm of Carpenter, Lipps & Leland,
24 Kimberly W. Bojko and Joel Sechler and I'm Mallory
25 Mohler, 280 North High Street, Columbus, Ohio, 43215.

1 EXAMINER McKENNEY: Thank you.

2 MR. SIWO: Good morning, your Honor. On
3 behalf of the OMA Energy Group, J. Thomas Siwo,
4 Matthew W. Warnock, Bricker & Eckler, LLP, 100 South
5 Third Street, Columbus, Ohio, 43215.

6 MR. McMAHON: Good morning, your Honor.
7 On behalf of Duke Energy Ohio, I'm Bob McMahon of the
8 law firm of Eberly McMahon, LLC.

9 MR. SINENENG: Good morning. On behalf
10 of Duke Energy Retail Sales and Duke Energy Asset
11 Management, Amy Spiller, Jeanne Kingery, and I am
12 Philip Sineneng of Thompson Hine.

13 MS. CHMIEL: On behalf of Border Energy
14 Electric Services, Inc., Stephanie Chmiel and Michael
15 Dillard, Jr., Thompson Hine.

16 MR. DOUGHERTY: Good morning, your Honor.
17 On behalf of the Ohio Environmental Council, Trent
18 Dougherty and Cathryn Loucas, 1207 Grandview Avenue,
19 Columbus, Ohio, 43212.

20 MS. CHRISTENSEN: Good morning, your
21 Honor. On behalf of People Working Cooperatively,
22 Mary W. Christensen, the law firm of Christensen Law
23 Office, LLC, address, 8760 Orion Place, Suite 300,
24 Columbus, Ohio, 43240.

25 MR. McNAMEE: On behalf of the staff of

1 the Public Utilities Commission of Ohio, Mike DeWine,
2 Attorney General of the State of Ohio, I am Thomas
3 McNamee, Assistant Attorney General, and with me
4 would be Werner Margard, also Assistant Attorney
5 General. The address is 180 East Broad Street,
6 Columbus, Ohio.

7 MR. HAQUE: Good morning, your Honors.
8 On behalf of Honda of America Manufacturing, Inc., M.
9 Anthony Long and Asim Z. Haque.

10 MR. POULOS: Good morning, your Honors.
11 On behalf of EnerNOC, Greg Poulos.

12 MR. OLIKER: Good morning, your Honors.
13 On behalf of the Industrial Energy Users of Ohio, Sam
14 Randazzo, Frank Darr, Joseph Olikier, and Matthew
15 Pritchard from the law firm of McNees, Wallace &
16 Nurick, 21 East State Street, Columbus, Ohio, 43215.

17 MR. HAYDEN: Good morning, your Honors.
18 On behalf of FirstEnergy Solutions, Mark Hayden, from
19 the law firm of Calfee, Halter & Griswold, Jim Lang
20 and Trevor Alexander.

21 MR. CLARK: Good morning, your Honors.
22 On behalf of Direct Energy Services, LLC and Direct
23 Energy Business, LLC, Joseph M. Clark and Jennifer
24 Lause.

25 MAJOR THOMPSON: Good morning, your

1 Honors. Major Chris Thompson representing the
2 Federal Executive Agencies.

3 EXAMINER McKENNEY: Are there any other
4 parties that need to make an appearance this morning?

5 Seeing none, we'll go ahead and proceed.
6 A couple of housekeeping matters. There will be
7 portions of this hearing that will need to be
8 maintained on the confidential transcript. If at any
9 time a party needs, we need to move to a confidential
10 transcript, please notify the Bench and we will do
11 so. When we move to a confidential transcript, we
12 will ask that anyone who does not have an agreement
13 will step out of the room and at that time we will
14 close the door for the confidential portion of the
15 transcript.

16 We also have a couple of pending motions.
17 There are motions to strike filed by The Dayton Power
18 & Light Company and also a number of motions for
19 protective order.

20 At this time the Bench will deny the
21 motions to strike filed by The Dayton Power & Light
22 Company. We note that this finding is consistent
23 with the Commission precedent and the Commission's
24 traditional acceptance of testimony on legal and
25 regulatory provisions so long as it does not include

1 legal opinions, the testimony provided does not
2 appear to us to consist of legal opinions.

3 To the extent that a witness is providing
4 testimony on legal and regulatory provisions, the
5 Commission will make the appropriate determination of
6 the weight to be given to that testimony.

7 Furthermore, we have evaluated the
8 motions for protective order and find that the
9 motions for protective order should be granted as
10 they are consistent with Rule 4901-1-24, and the
11 testimony should be kept confidential under seal for
12 24 months from the date of the issuance of the
13 Commission's opinion and order.

14 Are there any other matters that should
15 be brought to the attention of the Bench before we
16 proceed with the hearing?

17 Mr. Faruki.

18 MR. FARUKI: Yes, thank you, your Honor.
19 Two points, really. One is with regard to our hours
20 of the hearing and how long we would go, I would make
21 the request that we have some longer days, you had
22 already mentioned we're not going Thursday, and we
23 have had a number of requests from various parties to
24 accommodate their witnesses this week because I guess
25 spring break is occurring and so forth, and we have

1 a -- I'll turn to witness names in a minute, but we
2 have several parties who say that their witnesses
3 need to get in this week. I'm not sure we can
4 accommodate everyone.

5 We have agreed with Mr. Petricoff that
6 David Fein would be testifying on Friday because I
7 know he has a travel schedule. We have our own
8 witnesses, of course, flying in so we're going to
9 have to do some juggling as it is.

10 In addition, I have a long-planned and
11 already-paid-for trip that begins, I fly out on
12 April 6th out of the country and am very desirous
13 of finishing, so I'm not sure what your thinking is
14 with regard to hours that we would go, but my
15 suggestion would be that we would start at 8:30 in
16 the morning and then we would go as late as necessary
17 to finish witnesses on the stand. Obviously, not
18 till 9 or 10 at night, but I'd rather have long days
19 than short ones.

20 EXAMINER McKENNEY: We will take that
21 under advisement. From here on out we'll start the
22 hearings at 9:00 a.m. as opposed to 8:30 which was
23 proposed. And we will go as long as we need to and
24 we'll decide that at the time -- as those days
25 approach.

1 MR. FARUKI: I understand.

2 Let me mention a couple of witness -- a
3 couple of witness items that I wanted to mention.
4 Our first witness, of course, is Craig Jackson who's
5 here, but down the road as we looked at the witness
6 list there were a couple of the company witnesses
7 whose testimony seems not to be very much contested,
8 if at all, and I want to ask not for an instant
9 response but to try to shorten the witness list, we
10 had no request for depositions of these two witnesses
11 and I would like to get an indication from the
12 parties, say by close of business tomorrow, as to
13 whether we need to bring them to Columbus.

14 One is Claire Hale, and the other is Bob
15 Lee, and if they -- if parties are desirous of
16 cross-examining them, we will bring them, obviously.
17 If not, then I would like to, after we've heard from
18 the parties, offer their testimony.

19 We also have no questions for OCC Witness
20 Kathy Hagans. And I believe Jeff Sharkey has
21 another --

22 With regard to Mr. Wilson, do you want to
23 speak to that?

24 MR. SHARKEY: Yes, your Honor. OCC
25 Wilson we are working on trying to get an agreement

1 that his testimony would come in and his deposition
2 testimony would come in, and I believe that Melissa
3 Yost and I have worked that out.

4 So in lieu of him traveling to Columbus,
5 we'll simply designate portions of his testimony, it
6 will be five or six questions from his deposition
7 that we'll designate for your consideration.

8 MR. FARUKI: And then, finally, with
9 regard to some pending requests that we have to work
10 people in for this week, we'll sit down tonight and
11 see what we can do with that and report to the
12 parties tomorrow.

13 I'm not asking your Honors for any
14 rulings, obviously, on this housekeeping matter, I'm
15 just trying to make sure, since many of these
16 conversations were with just a few parties, that both
17 the Bench and the parties know where we are on
18 things.

19 EXAMINER PRICE: And we appreciate that.

20 As to the company witnesses, at least for
21 the first week, your witnesses will be prepared to go
22 one after the other; is that correct?

23 MR. FARUKI: You're correct, yes, your
24 Honor.

25 EXAMINER PRICE: And then, Mr. McNamee, I

1 assume that next week, to the extent that we have
2 date-certain witnesses and we can fill in some time,
3 that staff witnesses will be available here and
4 there.

5 MR. McNAMEE: Yes, I have lists of their
6 availability, they should be here next week with one
7 exception.

8 EXAMINER PRICE: Great. You need Mr. --

9 MR. McNAMEE: Mr. Mahmud would be good to
10 go first, that would save time and, perhaps,
11 re-calling staff witnesses.

12 EXAMINER PRICE: And you need to do him
13 this week.

14 MR. McNAMEE: It kind of depends on how
15 long the company takes. He's out next week is the
16 problem.

17 EXAMINER PRICE: Okay. I think the
18 company is going to take this week.

19 MR. McNAMEE: I suspect we may well be
20 here all that time.

21 EXAMINER PRICE: Okay.

22 MR. BOEHM: Excuse me, your Honor. With
23 respect to the Witness Wilson, we'd like to take a
24 look at that witness testimony. We have an issue, as
25 you may know, between OEG and the OCC, and I need to

1 review his testimony to see if it touches on that.

2 Also, we'd like to get together with the
3 company or whoever else wants to talk about it and we
4 need to try to get a date certain for our witness
5 who's coming up from Atlanta, next week would be
6 fine. Sometime next week.

7 MR. FARUKI: We'll be happy to talk with
8 Dave about that.

9 MR. BOEHM: Thank you.

10 MR. FARUKI: The only other point I
11 believe I had, your Honor, was our company
12 representative at trial is Dona Seger-Lawson who's
13 also a witness, so if we should be pleasantly
14 surprised that one of the company witnesses finishes
15 earlier than we believe or expect, and the other one
16 isn't here, we'll just put Dona on the stand to keep
17 things rolling so we use our time well.

18 EXAMINER PRICE: Thank you.

19 Thank you for volunteering,
20 Ms. Seger-Lawson.

21 MS. YOST: Just one clarification,
22 Mr. Sharkey, about the potential stipulation
23 regarding the testimony of James Wilson, it was OCC's
24 understanding that the entire deposition transcript
25 and the errata would be moved into evidence, is

1 that --

2 MR. SHARKEY: No objection, your Honor.
3 I had a misunderstanding as to our agreement, but
4 that's fine too.

5 MS. YOST: In addition I would say that
6 to the extent that Ms. Seger-Lawson is put in out of
7 the order, that we have enough notice to get the
8 proper attorney here who does the cross-examination
9 and just have the exhibits here. We've kind of got
10 everything laid out in the order the company has
11 proposed.

12 EXAMINER PRICE: We'll do our best.

13 MS. YOST: Thank you.

14 MR. OLIKER: Excuse me, your Honor.

15 EXAMINER PRICE: Yes.

16 MR. OLIKER: I just want to bring to your
17 attention we have a slight scheduling problem with
18 Mr. Bowser. We can be flexible in general, but
19 Mr. Bowser's out next week. We can work with the
20 company to try to rearrange that, though.

21 EXAMINER PRICE: Is he going to be
22 available the following week, as painful as that
23 thought might be?

24 MR. OLIKER: Yes, he is, your Honor.

25 EXAMINER PRICE: I suspect that might be

1 the best way.

2 MR. OLIKER: I do too.

3 EXAMINER PRICE: Even if we come back and
4 that will be our only witness next week, that will be
5 fine.

6 MR. SHERMAN: Your Honor, I'm sorry,
7 Steve Sherman, also, I will talk to the company, but
8 my witness will be coming in from Arkansas and so
9 we'd like to try to schedule him next week if
10 possible.

11 EXAMINER PRICE: I don't normally stand
12 on format, but I'm going to ask everybody to stand up
13 on objections and things today because I'm really
14 struggling with the crowd and who's speaking when. I
15 don't normally ask for that, but today at least until
16 the crowd thins down we'll ask for that.

17 MR. FARUKI: Your Honors, with regard to
18 these various scheduling issues, what we'll do is
19 talk to the parties that have out-of-town witnesses
20 or scheduling conflicts and we'll try to assemble an
21 overall schedule or reserve days for certain people
22 such as Steve's witness who's coming from Arkansas
23 and let the Bench know about that.

24 EXAMINER PRICE: That will be very
25 helpful, thank you.

1 MR. PETRICOFF: And, your Honor, may I
2 tell Mr. Fein he has a date certain for Friday?

3 EXAMINER PRICE: You may.

4 MR. PETRICOFF: Thank you.

5 EXAMINER McKENNEY: Anything further?

6 (No response.)

7 EXAMINER McKENNEY: At this time, Dayton
8 Power & Light Company, you may call your first
9 witness.

10 MR. FARUKI: Thank you, your Honors.
11 We'll call Craig Jackson.

12 Your Honors, while he's taking the stand,
13 we have, as you know, both a confidential version and
14 a redacted version of the testimony. What I would
15 propose to do, if this is agreeable to the Bench, as
16 we call our witnesses, those like Mr. Jackson that
17 have both confidential and redacted, I would
18 designate his prefiled redacted testimony as
19 Exhibit -- as DP&L Exhibit 1 and then his prefiled
20 confidential testimony as DP&L Exhibit 1A and so on
21 with the next witness, and I think it will be easy to
22 keep track of that way.

23 (EXHIBIT MARKED FOR IDENTIFICATION.)

24 EXAMINER PRICE: That will be very
25 helpful. Thank you.

1 Mr. Jackson.

2 (Witness sworn.)

3 EXAMINER PRICE: Please state your name
4 and business address for the record.

5 THE WITNESS: My name is Craig L.
6 Jackson, business address 1065 Woodman Drive, Dayton,
7 Ohio, 45432.

8 EXAMINER PRICE: Please proceed,
9 Mr. Faruki.

10 MR. FARUKI: Thank you, your Honor.

11 - - -

12 CRAIG L. JACKSON

13 being first duly sworn, as prescribed by law, was
14 examined and testified as follows:

15 DIRECT EXAMINATION

16 By Mr. Faruki:

17 Q. Mr. Jackson, you have before you a copy
18 of your prefiled testimony.

19 A. Yes, I do.

20 Q. All right. And I'll refer to your
21 prefiled confidential testimony as Exhibit, DP&L
22 Exhibit 1A. And would you tell me that -- do you
23 have any corrections or changes to make to it?

24 A. I do not have any corrections or changes.

25 Q. If I were to ask you each of the

1 questions contained in that testimony, would your
2 answers be as they appear in the exhibit?

3 A. Yes.

4 MR. FARUKI: Your Honor, I tender the
5 witness for cross-examination and I move the
6 admission of Exhibits 1 and 1A.

7 EXAMINER PRICE: Thank you.

8 Mr. Lang.

9 MR. LANG: Thank you, your Honor.

10 - - -

11 CROSS-EXAMINATION

12 By Mr. Lang:

13 Q. Good morning, Mr. Jackson.

14 A. Good morning.

15 Q. As stated in your testimony, you are a
16 Dayton Power & Light Company employee; is that
17 correct?

18 A. I am employed by Dayton Power & Light. I
19 am also the Senior Vice President and CFO of DPL,
20 Inc.

21 Q. You're jumping ahead on me, but so you're
22 employed by Dayton Power & Light as Senior VP and
23 Chief Financial Officer?

24 A. Yes.

25 Q. And then by DPL, Inc., you're also a

1 Senior VP and Chief Financial Officer; is that right?

2 A. That's correct.

3 Q. And you have a group of individuals that
4 report to you called the Financial Planning and
5 Analysis Group; is that right?

6 A. Yes.

7 Q. And is that part of DP&L or DPL?

8 A. That group does work on behalf of DPL,
9 Inc. and DP&L.

10 Q. Are they DP&L employees or DPL, Inc.
11 employees?

12 A. It would be similar to me so, again, they
13 do work on behalf of DP&L, so employees of DP&L, and
14 then also do work on behalf of DPL, Inc. So
15 employees of DPL, Inc.

16 Q. Do they get paid by both companies or is
17 there one paycheck from one company, do you know?

18 A. I believe it's one paycheck.

19 Q. And do you know which company it comes
20 from?

21 A. I believe it is Dayton Power & Light.

22 Q. In addition to the financial planning and
23 analysis group parts of your testimony rely on data
24 that comes from another group that you refer to as
25 the commercial team; is that right?

1 A. Yes.

2 Q. And that group is headed up by DP&L
3 witness Mr. Hoekstra; is that right?

4 A. That's correct.

5 Q. And among other things your team, the
6 financial planning and analysis group, tracks gross
7 margin for the T and D function and for DP&L's
8 generation function; is that correct?

9 A. The FP and A group does track gross
10 margin, yes, for the T and D and for the generation
11 function.

12 Q. And that group also tracks gross margin
13 for the competitive generation company called DPLER,
14 D-P-L-E-R; is that right?

15 A. Yes.

16 Q. And then it also tracks gross margin on a
17 consolidated basis up to DPL, Inc.; is that right?

18 A. That's correct.

19 Q. Now, when you talk about gross margin for
20 generation, for you that means revenues less the fuel
21 and purchased power costs; is that right?

22 A. Yes, it would be revenue less fuel and
23 purchased power costs.

24 Q. Now, with respect to the transmission and
25 distribution functions of DP&L, is it correct that

1 you do not track return on equity or perform a return
2 on equity calculation specific to those functions?

3 A. That's correct.

4 Q. And the same would be true, that you
5 don't track or do a calculation of return on equity
6 for the generation function of DP&L.

7 A. That's correct.

8 Q. Now, so on a business function basis,
9 looking at T and D or looking at generation, you do
10 not know what the projected return on equity would be
11 for 2013 through 2017 for those functions; is that
12 correct?

13 A. That's correct.

14 Q. Now, you are aware that DP&L's T and D
15 functions, transmission and distribution, are
16 regulated by the Public Utilities Commission of Ohio
17 where we are today, yes?

18 A. Yes.

19 Q. DP&L's generation function is deemed to
20 be competitive and not regulated by the Public
21 Utilities Commission; is that your understanding?

22 A. Yes.

23 Q. Within your finance area is it fair to
24 say that you are not aware of efforts to determine
25 whether there are cross-subsidies that flow between

1 the T and D function and the generation function of
2 DP&L?

3 A. Can you repeat that question, please?

4 Q. Within your finance area, so talking
5 about your group, is it fair to say that you are not
6 aware of an effort to track cross-subsidies or to
7 identify whether there are cross-subsidies between
8 the T and D function and the generation function of
9 DP&L?

10 A. Within the FP and A group there is not an
11 effort. Again, I would -- not "again," but I do not
12 believe there are any subsidies between those two
13 entities.

14 Q. But just -- and a similar question,
15 outside of your finance area is it also fair to say
16 that you're not aware of an effort to track or
17 identify cross-subsidies between the DP&L T and D
18 function and the DP&L generation function?

19 A. One of the areas that reports in to me is
20 called our Middle Office, it's a risk management
21 function, and part of their role is a confirmation
22 process, and that confirmation ensures that the price
23 that DP&L believes they sold to DPLER and the price
24 that DPLER believes they bought from DP&L, that there
25 is an agreement that, a confirmation that that price

1 exists. That is the function that exists within
2 Middle Office that reports to me.

3 Q. Okay. Now, is that Middle Office part of
4 financial planning and analysis or is it a separate
5 group?

6 A. It's a separate group.

7 Q. Other than that are you aware of any
8 effort outside of your group to track or identify
9 cross-subsidies between T and D and generation?

10 A. Outside of that group, no.

11 EXAMINER PRICE: Mr. Jackson, that Middle
12 Office, are they DP&L employees or are they employees
13 of DPL, Inc.?

14 THE WITNESS: The Middle Office, they are
15 employees of DP&L.

16 EXAMINER PRICE: Thank you.

17 MR. LANG: Your Honor, at this time I'd
18 like to mark an exhibit, and to your earlier
19 suggestion, this is marked as -- it was marked by
20 DP&L as a document that is, well, it was marked as
21 "Highly Confidential, Outside Counsel's Eyes Only,"
22 so it is a confidential document of the company.
23 It's actually the workpapers that support his
24 forecast and income statement so we're going to spend
25 some time this morning going through these

1 workpapers.

2 EXAMINER PRICE: At this time, then, we
3 will go off to the confidential portion of our
4 transcript. We would ask any party that does not
5 have a confidentiality and protective agreement with
6 the companies to please exit at this time.

7 So marked as FES 1.

8 MR. LANG: Thank you, your Honor.

9 (EXHIBIT MARKED FOR IDENTIFICATION.)

10 (Confidential portion excerpted.)

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(Open record.)

Q. (By Mr. Lang) Now, Mr. Jackson, this shows on the left side of the page of CLJ-1, it shows DP&L combined return on equity for years 2010, 2011, and 2012, correct?

A. Yes, that's correct.

Q. And for 2012 it's 8 months' actual, 4 months' projected.

A. Yes, that was -- I believe, yes, that's correct, 8 months' actual, 4 months' projected.

Q. And what was the -- now that we're past 2012, what was the actual for 2012?

A. I might have looked at that just within

1 the last week and I assume the -- recall we had the
2 impairment charge at the DP&L level, so it was an
3 \$80 million pretax charge, if you exclude that from
4 the calculation, I'm showing approximately
5 10.5 percent ROE.

6 Q. Now, going back one year before this
7 table, the DP&L return on equity for 2009 was
8 approximately 18 percent, correct?

9 A. I don't have the calculation in front of
10 me so I would not be able to confirm that.

11 Q. We can do this a simple way if I can take
12 you to your deposition. Page 103. There's a
13 question starting on line 20 on page 103. Rather my
14 statement on line 20, the question starts on line 21.
15 Are you there yet?

16 A. Yes, I am.

17 Q. I asked you now what the combined ROE was
18 for, say, the previous two years, 2008 and '9, and
19 you did not know what the 2008 number was, but you
20 said that 2009 it was approximately 18 percent,
21 correct?

22 A. That's correct, and actually I did just
23 look and I did find where I actually do have it with
24 me and that's correct, 18 percent is right.

25 Q. Great.

1 Now, was the -- do you have in front of
2 you the return on equity for DP&L prior to 2009?

3 A. I do not. I only have back to 2009
4 forward.

5 Q. Okay. Is the return on equity for DP&L
6 for, say, any of the time period in the 2000s between
7 2000 and 2009, is that something that you've looked
8 at in the past?

9 A. Yes, I have looked at that in the past.

10 Q. Is it something that, well, is it fair to
11 say that you did not take into consideration what the
12 return on equity was during that earlier decade of
13 2000 to 2009 in preparing your testimony?

14 A. Yes. My testimony is for the proposed
15 ESP period which is 2013 through '17, so that's what
16 we had focused on.

17 Q. Was the return on equity for DP&L during
18 the 2000s consistently in the range of 18 to
19 20 percent per year?

20 A. I believe that it was in that range.

21 Q. Now, the right side of CLJ-2, that shows
22 what is -- or, that's intended by you to show what is
23 causing the downturn in the return on equity; is that
24 fair?

25 A. Yes, that's correct.

1 Q. And that would be declining energy prices
2 both -- well, declining energy and capacity prices as
3 well as increased customer shopping, correct?

4 A. Yes, that's correct.

5 Q. And what you show on Exhibit CLJ-1 is why
6 DP&L needs the service stability rider, correct?

7 A. The service stability rider, this is a
8 filing for DP&L, and we have indicated that these are
9 the driving factors causing us the need for the SSR.

10 Q. Now, your pro forma statements prepared
11 for purposes of this proceeding do not take into
12 account what DP&L's earnings were prior to 2013,
13 correct?

14 A. Yeah, I think as I just indicated a few
15 questions ago, this is a filing that covered the ESP
16 term so we were looking at the ROE over that period.
17 To that extent, the equity balance that you have
18 going into a year, obviously, would be reflective of
19 the equity from the prior year, so I guess to that
20 extent you would have some impact from a prior year.

21 Q. Now, as part of the ESP DP&L is
22 recommending a range of a return on equity that it
23 believes to be reasonable, correct?

24 A. That was included in Mr., I think it was
25 Chambers' testimony.

1 Q. And DP&L's testimony does not take into
2 account that DP&L's return on equity through most of
3 the 2000s was well above the range that is in his
4 testimony, correct?

5 A. Again, I guess going back to my prior two
6 answers, this is a filing that's based on a five-year
7 term beginning in 2013 through '17, that's what -- we
8 were looking at the ROEs over that period of time.

9 Q. Now, the pro forma statements that you
10 prepared for purposes of this proceeding do not take
11 into account what DP&L's earnings will be as a wires
12 company following corporate separation; is that fair?

13 A. The pro forma statements reflect DP&L,
14 which is the transmission, distribution, and
15 generation in 2013 through '17. We have not included
16 the effect of corporate separation in those
17 projections. So it's as DP&L.

18 Q. And that's because DP&L intends not to
19 complete corporate separation until the end of the
20 ESP period, correct?

21 A. We have in our filing, we have submitted
22 to filing a generation separation plan by 20 -- the
23 end of 2013 where we currently expect to separate by
24 the end of 2017.

25 Q. So at the end of 2017 is a target for

1 corporate separation or structural separation, but it
2 could occur beyond that date, correct?

3 A. Again, what we've indicated in the filing
4 is we'll file a plan by the end of '13 where we
5 currently expect to separate on or before
6 December 31st, 2017.

7 Q. But what I'm asking is there's nothing in
8 the ESP that says DP&L is making a hard commitment to
9 separate by December 31, 2017, correct?

10 A. Yes. Again, we've made a commitment to
11 making a filing by the end of the year where our
12 current expectation is to separate by the end of
13 2017.

14 Q. So for 2018, assuming corporate
15 separation does occur, is completed by the end of
16 2017, in 2018, then, DP&L would be a different
17 company, it would have the generation outside and it
18 would be kind of what's referred to as a wires
19 company, right?

20 A. Yes, it would be a T and D company.

21 Q. The return on equity that would be
22 generated by that wires company following corporate
23 separation is not something that you took into
24 consideration for purposes of your testimony you
25 filed in this case, correct?

1 A. Correct. We, again, this is a DP&L
2 filing which covered through the end of 2017, so it
3 was transmission, distribution, and generation.

4 Q. Now, with regard to the distribution
5 function of DP&L, you believe that distribution
6 revenues are adequate today, right?

7 A. Yes.

8 Q. And you also believe that distribution
9 revenues will be adequate over the proposed ESP
10 period, correct?

11 A. Yes, I believe that the distribution
12 revenues are adequate as we have laid out in our
13 projections.

14 Q. And you understand that if DP&L believes
15 its distribution revenues are inadequate, it can file
16 a distribution rate case, correct?

17 A. Yes, that is my understanding.

18 Q. And there is -- there's no commitment
19 being made by DP&L as part of the ESP not to file a
20 distribution rate case during the ESP term, correct?

21 A. I don't believe we have indicated
22 anything with regard to a distribution rate case.

23 Q. So with regard to a distribution rate
24 case whether or not that might happen, certainly
25 there's no impact of a distribution rate case that is

1 reflected in your testimony or in your CLJ-2,
2 correct?

3 A. I think, yeah, just as I had mentioned,
4 we had not included any impact of a distribution rate
5 case in my projections.

6 Q. Now, with regard to transmission
7 revenues, you also believe that those are adequate
8 today, correct?

9 A. Well, our transmission, obviously a
10 portion of our transmission revenues are tied to the
11 transmission cost recovery rider that's in effect
12 today so that moves with costs, as costs go up or
13 down, the revenue side of that changes as well. So
14 that, yes, I believe that, that said, the recovery
15 that we're getting on the transmission side would be
16 adequate.

17 Q. And you believe the transmission revenues
18 would be adequate over the five-year proposed ESP
19 period, correct?

20 A. That is my expectation.

21 Q. Now, it's fair to say you also believe
22 that generation revenues will be inadequate over the
23 proposed ESP period without the \$137.5 million
24 service stability rider, correct?

25 A. Again, the 137-1/2 obviously is targeted

1 to, it's a DP&L filing, and we've indicated the
2 impact that we have seen relative to switching,
3 market pricing, and capacity price, yes, that is tied
4 into the generation side which certainly is part of
5 DP&L.

6 Q. Now, there was a -- there was a merger
7 between DPL and AES that happened two years ago now I
8 think?

9 A. We closed in November of 2011.

10 Q. Okay. And that merger with AES did not
11 affect DP&L's equity balance; is that right?

12 A. That's correct.

13 Q. And the merger did not have any impact on
14 DP&L's shareholder's equity; is that right?

15 A. Yes, that's correct.

16 Q. Now, as you had said, sometime later this
17 year DP&L intends to file a plan for corporate
18 separation, right?

19 A. Yes.

20 Q. As part of that plan is it your
21 understanding that DP&L intends to transfer its
22 generating units at net book value?

23 A. That is the expectation, yes.

24 Q. For the corporate separation or the
25 structural separation to be completed, that will

1 require a refinancing of DP&L's existing long-term
2 debt; is that correct?

3 A. That's correct.

4 MR. LANG: I'd like to mark another
5 exhibit. Your Honors, if I could have this marked as
6 FES Exhibit No. 5.

7 EXAMINER PRICE: So marked.

8 (EXHIBIT MARKED FOR IDENTIFICATION.)

9 Q. Mr. Jackson, do you have FES Exhibit
10 No. 5 in front of you?

11 A. Yes, I do.

12 Q. And is this one of your workpapers?

13 MR. LANG: Actually, that's a good
14 question, I don't know if this is confidential or
15 not. It doesn't say --

16 EXAMINER PRICE: It's marked at the
17 bottom.

18 MR. LANG: Oh, my sticky was on top of
19 it. I'm actually not going to ask him about any of
20 the numbers, specific numbers in this exhibit I don't
21 think, so I'm just going to talk about -- but I'm
22 going to ask him about the issuances and the maturity
23 dates, I don't know if those are confidential or not.

24 MR. FARUKI: No, your Honor. I think
25 issuances and maturity dates, as opposed to the

1 numbers, are fine.

2 EXAMINER PRICE: Feel free to object if
3 we --

4 MR. FARUKI: Yes, sir.

5 EXAMINER PRICE: -- veer into
6 confidential territory.

7 Q. (By Mr. Lang) All right. So is this your
8 workpaper 12.2?

9 A. Yes, it is.

10 Q. And it says in the upper right-hand
11 corner you're the witness responsible for this
12 workpaper; is that right?

13 A. That's correct.

14 Q. And this shows a number of first mortgage
15 bonds on lines 3 through 17 of this workpaper. Do
16 you see that?

17 A. Yes, we have first mortgage bonds and
18 pollution control bonds.

19 Q. And there are some of these that have a
20 face amount outstanding, some do not. Can you
21 explain the difference to me?

22 A. Yes, the items that have the face amount
23 outstanding -- actually maybe I can go back the other
24 way. The debt issuances no longer have a debt amount
25 outstanding, there may still be an unamortized gain

1 or loss on the debt so that's why we're still showing
2 it on this schedule.

3 The remaining debt which we show in
4 Column F, that's the, what I would normally indicate
5 as our outstanding debt that we would show on our
6 balance sheet.

7 Q. So, for example, on the first line,
8 line 3, that's a bond issuance where the bonds are --
9 the bonds themselves are no longer outstanding.

10 A. That's correct.

11 Q. And then the lines that are highlighted
12 that show a face amount outstanding on lines 4, 7, 8,
13 9, 16, and 17, those are actually long-term debt
14 bonds that still are outstanding in the hands of
15 bondholders, correct?

16 A. Yeah. I think that's -- on the last two
17 lines you reference I think it's 16 and 17 instead of
18 17 and 18 but, yes, that's correct.

19 Q. Thank you.

20 So does this reflect that all of the
21 currently outstanding long-term debt was issued after
22 the year 2000?

23 A. Yes.

24 Q. And I guess it shows that all of -- it
25 was actually all issued between the years 2003 and

1 2007; is that right?

2 A. Yes, that is correct.

3 Q. And so each of those bond issuances was
4 issued after Ohio required corporate separation of
5 generation assets, correct?

6 A. Yes. These were issued, obviously, in
7 the years that we've shown here, and I would note
8 that they were -- yes, that is correct.

9 Q. And DP&L no longer uses regulatory
10 accounting for its generation assets, correct?

11 A. That's correct.

12 Q. And each of these bond issuances occurred
13 after DP&L stopped using regulatory accounting for
14 its generation assets; isn't that right?

15 A. Yes, that is correct.

16 Q. Now, where it says "PCB," are those
17 pollution control bonds?

18 A. They are pollution control bonds, yes.

19 Q. And then "FMB" would be first mortgage
20 bonds?

21 A. Yes.

22 Q. Are the pollution control bonds also
23 first mortgage bonds?

24 A. The pollution control bonds are backed by
25 the first mortgage of the company, so yes.

1 Q. All right. Taking the pollution control
2 bonds that were issued in 2005 as an example, they
3 have maturity dates of 2028 and 2034; is that right?

4 A. Yes, that is correct.

5 Q. Given those -- given that lengthy term of
6 the bond, is it fair to say that DP&L would have
7 expected that these would have to be refinanced upon
8 corporate separation or structural separation?

9 A. At the time that these were issued, and
10 again this -- I'm looking back at the dates, but at
11 the time that these were issued I believe we were
12 operating under the functional separation and do not
13 recall that we were anticipating a full formal legal
14 separation, I don't know if I'm saying the words
15 correctly, but we were operating under a functional
16 separation.

17 Q. Is it your understanding that DP&L has
18 the option of operating under functional separation
19 forever?

20 A. We have been operating under functional
21 separation. Again, we have committed to, in our
22 filing, filing a generation separation plan, again,
23 where we expect to separate -- currently expect to
24 separate by the end of 2017. You know, from a
25 legality standpoint I guess, you know, I probably

1 would have to defer that question.

2 Q. Certainly, your understanding is that,
3 say in 2005, 2006, 2007 when the pollution control
4 bonds were issued -- let me ask you in a different
5 way. So let me start over.

6 Was it DP&L's understanding at the time
7 the pollution control bonds were issued in 2005,
8 2006, and 2007, that it would stay functionally
9 separated through the maturity dates of those bond
10 issuances?

11 A. You know, I was not part of the team that
12 put those together. Again, at that point in time,
13 yes, the assumption was we were functionally
14 separated and those bonds were issued based on that
15 assumption.

16 Q. Do any of these bonds have a no-call
17 provision?

18 A. All of the pollution control bonds, with
19 the exception of the variable rate that's shown on
20 line 17, but the other pollution control bonds all
21 have no-call provisions.

22 Q. And can you, for the larger record,
23 people that read the transcript, can you explain what
24 a no-call provision is in a bond?

25 A. So let's talk about a bond that doesn't

1 have a no-call provision. At any point in time you
2 could call those bonds, so basically you can bring
3 those bonds back in. You would have to pay what we
4 call a make-whole premium, it's generally looking at
5 future interest payments that would be made obviously
6 discounted back as well as some of the market value
7 of the bonds. So there would be a premium to calling
8 those bonds back in today.

9 Our no-call provision prevents us from
10 calling those bonds, so to me that's the difference
11 between a no-call and a call.

12 Q. Does a no-call -- I'm sorry.

13 A. I said the difference between a no-call
14 and a call provision.

15 Q. Does the no-call provision in I guess it
16 would be the four series of pollution control bonds,
17 does it run through the maturity date?

18 A. No. The no-call provision on the bonds
19 that were issued in 2005, so I believe that's lines
20 7, 8, and 9, they have a ten-year no-call provision,
21 and then, likewise, the 2016 bonds which were issued
22 in September of 2006, they also have a ten-year
23 no-call provision.

24 Q. Now, you mentioned paying a premium to
25 call bonds early or is another term for that to

1 defease the bonds?

2 A. You could terminate the first mortgage is
3 how I think of defeasing or terminating the first
4 mortgage, but in my view, and again I would have to
5 push this off to more of a legal opinion, do not
6 believe that we can defease that until when the
7 no-call, the ten-year no-call would apply which would
8 be in 2016 on the bonds that are shown in line 16.

9 Q. So just so I'm clear on the terminology,
10 you would distinguish between calling a bond and
11 defeasing the underlying mortgage?

12 A. Yes.

13 Q. Okay. So for calling the bonds early,
14 that requires paying a premium to bondholders,
15 correct?

16 A. For bonds that have a no-call provision,
17 yes, you would have to pay a premium on those bonds
18 that have a call provision; you can call them, you
19 would have to pay a premium for calling them early.

20 Q. Now, for bonds that have a no-call
21 provision, you can still negotiate with the
22 bondholders to call them, but you would have to pay
23 more of a premium, wouldn't you?

24 A. Yeah. We call that a tender, we can do a
25 tender offer. You know, obviously, there's a

1 challenge with a tender offer, you know, as we've
2 looked at tender offers in the past, you generally
3 are not going to get a hundred percent of the bonds
4 called in. You know, it can range pretty widely as
5 to the amount that you're able to get in.

6 Q. Have you been involved in tender offers
7 in the past?

8 A. I have -- no, I have not. My treasurer
9 and our director of treasury have been involved in
10 tender offers in the past.

11 Q. Do you have any experience with the
12 premiums that have been paid to call bonds and how
13 that's priced?

14 A. We have a -- let me even take a step back
15 there. We have at the DPL, Inc. level, we have ran
16 into negotiations, I can't remember which bond
17 issuance it was, where we have brought in bonds
18 early, some were just privately negotiated with the
19 bondholder. So, yes, I am familiar with, you know,
20 obviously we look at where the current market is for
21 the bonds, but it is somewhat of a negotiated price
22 when it is working directly with the bondholder.

23 Q. Now, with respect to the corporate
24 separation that you have that target at the end of
25 2017, have you had discussions yet with your banking

1 team as to what the refinancing costs will be to
2 achieve corporate separation?

3 A. We have not had specific discussions
4 around what the refinancing costs would be with --
5 when you say "our banking team," if you could just
6 clarify. Are you referring to our outside banks that
7 we generally work with?

8 Q. Thanks, that was a little unclear. Yes,
9 and I should ask when you do refinancing of this
10 type, do you have a group of -- a bank or group of
11 banks that you work with?

12 A. We have a bank group that participates in
13 a number of DP&L and DPL's, a lot of our short-term
14 revolver facilities and some of these banks have led
15 bond deals in the past for us. So, yes, we do have
16 discussions with the various banks around market
17 conditions and just around different rate of debt,
18 what type of issuance, when I say issuance, what type
19 of rate we can see on a bond.

20 Q. Is it fair to say that, since this is
21 still several years off, that you have -- you do not
22 have an estimate of what the refinancing costs will
23 be to achieve corporate separation at the end of
24 2017?

25 A. That's correct, I do not have that.

1 Q. As part of that corporate separation
2 there will have to be some separation of the debt
3 that sits at the DP&L level between the generation
4 business and the T and D business; is that right?

5 A. That's correct.

6 Q. And that will include, there's one debt
7 issuance here on this Exhibit 5 that has a maturity
8 date of September 30th, 2013, a little bit later
9 this year, right?

10 A. That's correct.

11 Q. So assuming that is refinanced later this
12 year, that will have to be refinanced again in 2017,
13 correct?

14 A. Our expectation, you know, as we are
15 looking at that debt issuance, again, that's still
16 several months off, but it's something that we will
17 look at to see if can it be directly assigned as we
18 issue it here in the fall of this year or does it
19 still have to be issued as a DP&L facility and then
20 again in 2017 we have to refinance. So it's
21 something that will be worked through in the coming
22 months.

23 Q. Would the issue of assignment be that
24 following corporate separation it's DP&L debt and
25 following corporate separation there's still a DP&L,

1 right?

2 A. That's correct.

3 Q. So there won't have to be an assignment
4 from the DP&L before corporate separation to the DP&L
5 after corporate separation, right?

6 A. I guess I'm not understanding your
7 question completely, but when we do separate, each
8 entity will have its own, presumably would have its
9 own level of debt. You know, where we sit today,
10 none of the first mortgage bonds or the pollution
11 control bonds are specific to any asset within DP&L,
12 it's all backed, again, as I mentioned before, by the
13 first mortgage. So at the time of separation that,
14 obviously, that debt will have to be separated out
15 between T, D, and G.

16 Q. And that's at issue because the first
17 mortgage lien is on, today or many years in the past,
18 is on all of the assets, T, D, and G.

19 A. That's correct.

20 Q. Now, to complete corporate separation at
21 any time earlier than December 31, 2017, you're going
22 to have to be refinancing these same debt issuances
23 that we see on FES Exhibit No. 5, right?

24 A. Any corporate -- when we do corporate
25 separation, we will have to deal what all the debt

1 that's listed here on workpaper 12.2.

2 Q. And if you were asked to complete
3 structural separation, again, in 2014, it's the same
4 debt that would have to be refinanced, correct?

5 A. Yes. We have to refinance the debt
6 issuances that are shown on 12.2 upon separation.

7 Q. Have you had, with that group of banks
8 that we've -- that you had mentioned earlier, have
9 you had any discussions with them about completing
10 corporate separation earlier than December 31, 2017?

11 A. We have had some, I would not call
12 that -- with our existing bank group that we have we
13 have not provided them with any financials, if you
14 will; however, we have -- as you know, we do not
15 believe that generation entity, you know, today would
16 be able to have really any level of debt placed on
17 them which means that you would still have all that
18 debt to deal with and would be placed on the T and D
19 business.

20 That's the challenge and what I believe
21 is causing us to need the time for separation. So
22 time to allow for a market recovery and, obviously,
23 to realize the cash flows that we have included in
24 the ESP filing.

25 Q. And I thank you for that but I'm not sure

1 you answered my question.

2 You had stated that you had not provided
3 financials to that bank group. Have you had any
4 discussions with that bank group about achieving
5 corporate separation earlier than December 31, 2017?

6 A. Not that I recall.

7 Q. Now, you understand that both Duke
8 Energy Ohio and AEP are achieving corporate
9 separation by the end of 2014, right?

10 A. That's my understanding.

11 Q. Have you had any consultations or
12 discussions with anyone at Duke or AEP about how they
13 plan to achieve corporate separation by the end of
14 2014?

15 A. I have not.

16 Q. Do you know whether anyone else at DP&L
17 has?

18 A. I would have to confirm, not that I'm
19 aware of.

20 Q. But not that you're aware of.

21 A. Not that I'm aware.

22 Q. Now, for purposes of achieving corporate
23 separation by the end of 2017 you are hoping for a
24 rebound in the gas and power pricing, that commodity
25 pricing, by 2017, correct?

1 A. That's correct.

2 Q. Another way to put that is, well, are you
3 hoping that the forwards move higher?

4 A. Hoping that we see improvements in dark
5 spreads so improvements in margin.

6 Q. Now, so the delay or, you know -- strike
7 that and start over.

8 DP&L not achieving corporate separation
9 until the end of 2017 allows the generation assets
10 time to increase in value hopefully based on the
11 increase in the dark spread, correct?

12 A. The tie in to the separation date, that's
13 one piece of it looking for an improvement in the
14 dark spread. Secondly, it's implementation of the
15 ESP as we have filed which will allow us the
16 opportunity to right size the debt at separation
17 between T and D and generation.

18 Q. And that's the service stability rider,
19 the revenue for that also plays a part, correct?

20 A. It plays a part. I'm looking at just our
21 filing overall. So our ESP as we filed.

22 Q. Now, under the proposed ESP DP&L's
23 generation assets are not, certainly not fully on
24 their own in a competitive market, correct?

25 A. The generation is, today, is part of

1 DP&L. Our filing is based on -- it's a DP&L filing.

2 Q. So I guess would you say that DP&L is
3 fully on its own in the competitive market?

4 A. So we have competition, obviously, that
5 is occurring, we have customers that are shopping,
6 however, we still have an SSO rate where customers
7 remain on tariff, so they still pay the generation
8 SSO rate.

9 So I look at it as somewhat of a, just in
10 my mind, a quasi regulated because you have customer
11 shopping, leaves customers paying the regulated rate.

12 Q. So it would be partly on their own in the
13 competitive market but not completely. Is that fair?

14 A. When you say "they," you're referring
15 to --

16 Q. DP&L.

17 A. Yes, we have customers that have shopped
18 and some customers that have not.

19 Q. Given the analysis that you prepared for
20 this case and the review that you've done, among
21 other things the dark spreads, is it your belief that
22 electric generation in general is under water, will
23 have negative margin, until at least 2018?

24 A. What we have reflected, and again this
25 kind of goes back to what are some of the drivers

1 that were causing the ROE to decline over time, we
2 indicated it's due to customer shopping, it's due to
3 lower market prices, and then we had indicated
4 capacity pricing as well. That is what's driving the
5 change in the ROE. And, obviously, that is being
6 reflected throughout the projections in my testimony.

7 Q. Based on the analysis you prepared and
8 the numbers that you've run, if you were to take
9 DP&L's generation assets today, move them into a
10 separate company, would those assets be making money?

11 A. You know, again, and I've indicated to
12 you I don't believe that the generation assets could
13 support a level of debt, obviously, that's dependent
14 upon, you know, an expectation of what the cash flows
15 might look like for the generation business.

16 Q. Well, is it fair to say you haven't, you
17 know, performed that analysis of looking at what the
18 cash flows would be for the generation assets just as
19 the generation assets over the next five years?

20 A. What we had talked earlier about the
21 impairment test, so certainly there has been a look
22 with regards to the impairment test as to what the
23 cash flows would be by plant.

24 Q. And the impairment analysis reflected,
25 actually now that you've taken the impairment of the

1 two plants, it would show that cash flows would at
2 least exceed the net book for all of the plants on
3 your books, correct?

4 A. That's correct.

5 Q. Now, is the proposed ESP DP&L's effort to
6 protect its generation assets from being fully on
7 their own in the competitive market until 2018?

8 A. The ESP is a filing for DP&L and, again,
9 as I had mentioned earlier, our ability to separate
10 by 2017, in my opinion, is based on implementation of
11 the filing as we have filed, and with that still an
12 expectation that we would see, and I don't even know
13 if it's an expectation but, you know, hope for a
14 continued rebound in the market to see continuing
15 improvement in the dark spreads.

16 So, again, our filing is based on DP&L as
17 it exists today leading up to a separation date and
18 then obviously by the end of 2017.

19 Q. All right. So when you're referring to
20 "DP&L as it exists today," you're referring to DP&L
21 with generation assets that are suffering from the
22 problems that are what's reflected on your CLJ-1,
23 declining energy and capacity values and increasing
24 customer switching, correct?

25 A. That is what has driven the changes in

1 the ROE as we discussed earlier, so yes, that is the
2 indication.

3 MR. LANG: My co-counsel tells me that
4 we're at 2 and I am moving to another topic.

5 EXAMINER PRICE: Well then why don't we
6 go off the record. We will take our lunch at this
7 time until 3:00 o'clock at which point we will resume
8 with Mr. Lang's next topic.

9 (Luncheon recess taken.)

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Monday Afternoon Session,
March 18, 2013.

- - -

EXAMINER PRICE: Let's go back on the
record.

Mr. Lang.

MR. LANG: Thank you, your Honor.

- - -

CRAIG L. JACKSON

CROSS-EXAMINATION (Continued)

By Mr. Lang:

Q. Mr. Jackson, DP&L today is providing safe
and reliable distribution service, yes?

A. Yes, I believe so.

Q. Now, you believe, it's in your testimony,
that a \$137.5 million subsidy is necessary each year
of the next five years in order to maintain DP&L's
financial integrity, right?

A. That's correct.

Q. Define for me what you mean by "financial
integrity," please.

A. Sure. Financial integrity is, how I
define it is the ability to meet our financial
operational objectives, have the ability to invest in
capital, to attract capital, and then obviously to

1 have the opportunity to earn a reasonable rate of
2 return.

3 Q. Okay. So it's your position that if DP&L
4 receives a subsidy of only 137 million in 2013, DP&L
5 would not be able to maintain its financial
6 integrity.

7 MR. FARUKI: I'm going to object to the
8 form insofar as he's characterizing it as a subsidy;
9 what the parties have been calling it is the SSR or
10 nonbypassable charge, your Honor.

11 EXAMINER PRICE: Mr. Lang, would you care
12 to rephrase that.

13 MR. LANG: I can rephrase.

14 Q. If DP&L receives the SSR in the amount of
15 137 million instead of 137.5 million, then your
16 position is that DP&L would not be able to maintain
17 its financial integrity, correct?

18 A. Our filing, which included \$137-1/2
19 million, was to promote our financial integrity, so I
20 believe it's \$137-1/2 million.

21 Q. And it's exactly that same amount that is
22 required each year for the next five years, correct?

23 A. We levelized the amount over the term of
24 the ESP.

25 Q. That's what I was curious about, because

1 your CLJ-2 shows a deteriorating financial picture
2 through 2017, right?

3 A. That's correct.

4 Q. And so the SSR -- now, the SSR of
5 137.5 million plus 45 million in O&M reductions would
6 result in an ROE on your CLJ-2 of close to 11 percent
7 in 2013, correct?

8 A. I think that you're looking at just the
9 first year. I think that's certainly as you do the
10 calculation in that one year, I don't know what that
11 particular number is for that first year but I think
12 you have to look at this over the term of the ESP.

13 As I included in my deposition, yes, we
14 have indicated potential savings of \$45 million in
15 year 1, \$20 million in the second year, and then
16 \$30 million each year thereafter. If you look at
17 that, the significant amount of \$30 million per year,
18 just saying on average, you would be looking at an
19 ROE impact which would result in the lower end of the
20 range which is discussed in Mr. Chambers' testimony.

21 Q. Now, do you agree that an SSR of exactly
22 \$137.5 million in 2013 is not needed in 2013 in order
23 to provide adequate service in 2013?

24 A. Again, we levelized the level of the SSR,
25 this is an ESP filing that we made over a five-year

1 period, and I am looking at this over a five-year
2 period, an ability to maintain our financial
3 integrity over that period of time, over the term of
4 the ESP.

5 Q. To my question, can you turn to the
6 deposition transcript I put in front of you, please,
7 page 96. It would be page 96, line 4. Are you
8 there?

9 A. Yes, I am.

10 Q. Okay. And I asked you the question:
11 "But in terms of the amount required to provide
12 adequate service, you can't tell me that to provide
13 adequate service in 2013 that you need that --
14 exactly \$137.5 million, correct?"

15 And your answer was: "Correct."

16 Do you see that?

17 A. Yes, I do.

18 Q. Okay. Now, I have two more exhibits to
19 mark.

20 MR. LANG: I'd like to have an exhibit
21 marked as FES No. 6, your Honor.

22 EXAMINER PRICE: So marked.

23 (EXHIBIT MARKED FOR IDENTIFICATION.)

24 Q. Mr. Jackson, do you recognize FES No. 6
25 as an interrogatory response that you provided?

1 A. Yes, I do.

2 Q. And the question was to provide the
3 historical dividends paid by DP&L to its parent
4 company and that would be to DPL, Inc.; is that
5 right?

6 A. Yes, that is correct.

7 Q. And you identified dividends paid by DP&L
8 to DPL, Inc. of 325 million, 300 million, and then
9 220 million, for the years 2009 through 2011
10 respectively, correct?

11 A. Yes.

12 Q. And this is accurate; that's truthful
13 information?

14 A. Yes.

15 Q. All right. And those were dividends paid
16 up to DPL, Inc. when the return on equity for DP&L
17 was 18 percent, 20 percent, and 14 percent
18 respectively, right?

19 A. Yes, that's correct.

20 Q. Tell me, when did DP&L determine that its
21 financial integrity would be threatened if it did not
22 receive the \$137.5 million annual SSR payment from
23 its ratepayers?

24 A. As we were preparing for our filing and
25 ran through the results, we basically looked at

1 the -- the SSR was the, I would call it the last
2 thing we had looked at, so we ran through our cash
3 flows and our statements of income and the balance
4 sheet, excluding that, and then layered in what level
5 of SSR would we need to maintain a -- to maintain
6 financial integrity.

7 Q. So the first time that DP&L looked at
8 whether its financial integrity was threatened was as
9 part of preparing its ESP filing in this case; is
10 that right?

11 A. It was part -- leading into this case,
12 yes.

13 Q. Was it also prior to that time?

14 A. No. As I've mentioned before, you know,
15 we generally, when we budget -- we talked about our
16 budget process throughout my deposition. When we
17 budget, we typically budget at the DPL, Inc. level.
18 That said, as we were preparing, again, for this
19 case, as I just mentioned earlier, is when we began
20 to look again at DP&L and the potential impacts from
21 this case.

22 MR. LANG: One more exhibit. Your
23 Honors, if I could have one more exhibit marked as
24 FES No. 7, please.

25 EXAMINER PRICE: So marked.

1 (EXHIBIT MARKED FOR IDENTIFICATION.)

2 Q. Mr. Jackson, do you recognize what has
3 been marked as FES Exhibit No. 7?

4 A. Yes, I do.

5 Q. And this is a response to actually an FES
6 interrogatory No. 9-27.

7 A. Yes.

8 Q. And it was, the substantive part of it
9 was prepared by you; the response.

10 A. That's correct.

11 Q. Now, you discuss in here that, in the
12 last sentence it's talking about DPL, Inc. debt. And
13 so in that last sentence when it makes the reference
14 to "this debt," that would be DPL, Inc. debt, right?

15 A. That's correct.

16 Q. Okay. And you state here in the last
17 sentence that the DPL, Inc. debt "cannot be tied back
18 to a specific asset but has been a general source of
19 financing for DP&L," and you had stated in your
20 deposition that you would have to revisit this answer
21 and possibly update. I'm just curious as to whether
22 you have an update.

23 A. Yes. And, in fact, I believe I had given
24 an update in the deposition, I can't remember if it
25 was the second or the third day, but you can't -- you

1 have to read the entire answer. I think you were
2 just isolating that last sentence. And what we're
3 trying to indicate here is if you look at the equity
4 that sits at DP&L relative to the equity at DPL,
5 Inc., you have a higher equity balance at the
6 utility.

7 In our view that suggests, as it says in
8 the second-to-last sentence, from an economic
9 perspective a portion of the debt at some point was
10 attributed to DP&L. That would indicate to me that,
11 you know, at some point, and I can't recall when that
12 would have been, but at some point in time, whether
13 there was cash that would have been assigned down to
14 the utility, but it does give an indication that a
15 portion of that debt, the DPL, Inc. debt, is
16 attributable to DP&L.

17 Q. Okay. So, as an example, DPL, Inc. has a
18 short-term revolver, right?

19 A. DPL, Inc. has a short-term revolver, yes.

20 Q. And so that short-term revolver at the
21 DPL, Inc. level is also a general source of financing
22 for DP&L; is that right?

23 A. DPL, Inc. can draw on its revolver. The
24 utility cannot draw on that revolver. To the extent
25 that DPL, Inc. draws on it and they want to make an

1 equity infusion down into DP&L, they can certainly do
2 that. So in that vein, yes, then I would view that
3 as a general source of financing.

4 Q. And what is the -- what is the amount of
5 that revolver at the DPL, Inc. level?

6 A. I believe it is \$75 million.

7 Q. Okay. So what you're saying is that DPL,
8 Inc. can draw on that 75 million and use it to infuse
9 equity into DP&L, correct?

10 A. They could do that. Or if they wanted to
11 set up a intercompany loan between the two entities,
12 they can do that as well.

13 Q. Is it fair to say that your projections
14 of income and balance sheets on CLJ-2 and 3 do not
15 reflect injections of equity either from DPL or from
16 AES?

17 A. Into DP&L?

18 Q. Correct.

19 A. There is no cash moving from DPL down to
20 DP&L.

21 Q. Yeah, the only cash in your CLJ-2 and 3
22 is cash moving from DP&L up to DPL, correct?

23 A. That is correct.

24 EXAMINER PRICE: Mr. Jackson, sitting
25 here today can you testify as to any cash infusion

1 from DPL down to the utility DP&L?

2 THE WITNESS: Historically has there ever
3 been?

4 EXAMINER PRICE: I'm asking if you can
5 testify today whether you know of any.

6 THE WITNESS: I am not aware of any.

7 EXAMINER PRICE: Thank you.

8 MR. LANG: Thank you, Mr. Jackson.

9 And, your Honors, I'm done.

10 EXAMINER PRICE: Thank you.

11 Mr. Oliker.

12 MR. OLIKER: Your Honor, could I have one
13 minute to try to --

14 EXAMINER PRICE: You may.

15 MR. OLIKER: -- look through my questions
16 here.

17 EXAMINER PRICE: Let's go off the record
18 a minute.

19 (Off the record.)

20 EXAMINER PRICE: Let's go back on the
21 record.

22 Mr. Oliker.

23 - - -

24

25

CROSS-EXAMINATION

By Mr. Olikar:

Q. Good afternoon, Mr. Jackson.

A. Good afternoon.

Q. My name is Joe Olikar, we met previously. I represent IEU-Ohio. I'll be asking you a few questions this afternoon, but thanks to Mr. Lang, that list has been greatly reduced.

Earlier you answered some questions about whether DP&L could possibly request an increase for distribution or transmission rates. Do you remember that discussion?

A. Yes, I do.

Q. Prior to filing your testimony did you investigate or inquire of anybody at DP&L whether or not DP&L could file a transmission or distribution rate case?

A. I don't recall that I have.

Q. Earlier you also answered some questions regarding the source of DP&L's financial integrity concern. Do you remember that discussion?

A. Yes, I do.

Q. And I believe you also identified that you believe DP&L could not transfer its generation assets at this point in time because of first

1 mortgage bonds, correct?

2 A. I had indicated, I said multiple reasons
3 why I did not believe we could transfer the
4 generation assets and one was related to just the
5 financial aspects, so the ability of the generation
6 business to be able to support a level of debt. But
7 then secondly, yes, was structurally tied to the
8 first mortgage bonds.

9 Q. My question is a little different. I
10 guess in the event that DP&L were to transfer its
11 generating assets to an unregulated affiliate, would
12 you agree that the remaining transmission and
13 distribution utility would not have a financial
14 integrity concern?

15 A. I guess as I look at this, this is a
16 filing for DP&L and that filing includes
17 transmission, distribution, and generation, and we
18 had discussed the rationale for the decreases in ROE
19 over that period of time which was tied to market
20 pricing, customer switching, and capacity pricing,
21 obviously, which, yes, are tied on the generation
22 side.

23 Q. So the answer is that the remaining
24 distribution and transmission utility would not have
25 a financial integrity concern?

1 A. Again, my answer is this is a DP&L
2 filing, it's a filing for T, D, and G.

3 EXAMINER PRICE: Mr. Jackson, that was
4 not responsive. If you could answer the question, I
5 would appreciate it.

6 A. I believe that the T and D business has
7 sufficient revenue included in it so I do not believe
8 it would have a financial integrity issue for the
9 T and D business.

10 Q. Thank you.

11 Turning to Exhibit CLJ-2, Mr. Jackson,
12 would you agree that this exhibit was created or --
13 strike that.

14 Would you agree that the information
15 compiled on Exhibit CLJ-2 was created exclusively for
16 this case?

17 A. The financials that are shown here were
18 prepared for this case. I guess I'm not -- I may ask
19 you to restate that question. I'm not sure that I
20 understood it correctly.

21 Q. Does this exhibit have any other purpose
22 outside of this case, Mr. Jackson?

23 A. This exhibit is for this case.

24 Q. Could you please turn to the document
25 that's been marked as FES Exhibit 1.

1 A. I am there.

2 Q. I think you said this earlier but this
3 compilation of documents is meant to provide the
4 workpapers so that we can see how you got to your
5 numbers on CLJ Exhibit 2, correct?

6 A. That's correct.

7 Q. And could you turn to 53809 in FES
8 Exhibit 1.

9 A. Okay.

10 Q. The top box, that provides a breakdown of
11 the \$337 million of wholesale revenues you projected
12 for 2013, correct?

13 A. Yes. Similar to Mr. Lang's question
14 earlier this morning on that, that does reflect the
15 wholesale revenue, \$337 million.

16 Q. And I think you said this earlier, but
17 this isn't all of DP&L's wholesale revenues. This is
18 a net revenue calculation, correct?

19 A. So let's -- the revenue, you have to look
20 at this in the three components, so there's three
21 line items listed there. The 113 million is a net
22 number and that's the net of our generation and load
23 expense, so for a particular hour that is how I would
24 define that as a net number. The on-system DP&L to
25 DPLER transfer price revenue, that there is a gross

1 transfer price revenue between DP&L and DPLER for the
2 on-system sales. And then there's, obviously,
3 there's a small number on the portfolio optimization.

4 Q. Maybe I can state my question
5 differently.

6 Would you agree that you have excluded
7 revenues in this calculation, Mr. Jackson?

8 A. Yes, I would. And similar to the
9 questions that Mr. Lang had earlier this morning, the
10 revenue that we excluded is related to the projected
11 off-system sales from DP&L to DPLER, and on the flip
12 side, we have also excluded the load cost or load
13 expense related to those transactions.

14 Q. Mr. Jackson, do you help assist in the
15 preparation of SEC filings?

16 A. I review the SEC filings. The actual
17 preparation and development of them is within the
18 accounting group and other areas within the company.
19 But, yes, I do review them.

20 Q. Do you sign them as well?

21 A. Yes, I do.

22 Q. Would you agree that it's not appropriate
23 to exclude revenues from SEC filings?

24 A. Similar to what, I think you may have
25 asked that same question in the deposition, no, I do

1 not. That said, you know, for purposes of this
2 filing I am still very comfortable and confident in
3 the numbers because the margin related to the
4 off-system sales had a net impact of zero, therefore,
5 I believe it is still an accurate representation of
6 the forecast.

7 Q. Would you also agree that for purposes of
8 creating CLJ-2 you also exclude expenses?

9 A. I think I just had mentioned that in my
10 prior response, that the expenses were excluded as
11 well, yes.

12 Q. And, likewise, in your SEC filings you
13 would not exclude expenses, Mr. Jackson?

14 A. That is correct, on the SEC reports we
15 would not exclude that. Again, I would just
16 reiterate my prior answer: For purposes of this
17 filing I'm comfortable with the way that it was
18 presented because the net margin effect from those
19 sales that we excluded has a zero impact.

20 Q. Mr. Jackson, would you agree that if you
21 had included those expenses and those revenues --
22 let's take them one at a time.

23 Looking at CLJ-2, would you agree that
24 those revenues would be included on line 4 for
25 wholesale sales?

1 A. Yes, the revenue would have been included
2 in the line item No. 4, wholesale sales.

3 Q. And the expenses would have been included
4 under line 11 for purchased power?

5 A. That's correct.

6 Q. Now, looking at line 10 regarding fuel
7 costs, would you agree that you have not excluded any
8 fuel cost? You've included the fuel cost for all of
9 DP&L's generation output, correct?

10 A. Yes. Yes, we have included all the fuel
11 costs.

12 Q. Mr. Jackson, would you agree that your
13 testimony provides the statistical foundation for
14 William Chambers' testimony?

15 A. Yes.

16 Q. Would you agree that you did not inform
17 Mr. Chambers that you excluded revenues from your
18 calculations?

19 A. I don't recall if I -- I don't recall if
20 I did or not.

21 Q. Do you recall if you told him you
22 excluded expenses from your calculations?

23 A. I do not recall. If I would have told
24 him one, I would have told him the other.

25 Q. Could you please turn to FES Exhibit 2,

1 Mr. Jackson. I just want to try to flesh out some
2 things on this first page first.

3 A. Sure.

4 Q. Did you prepare either the top box or the
5 bottom box, Mr. Jackson?

6 A. Yes. The top box reflects the gross
7 margin that we see coming out of the commercial model
8 so we reflected that on this schedule here. The
9 bottom box, yes, we prepared because that shows the
10 adjustments that we make to gross margin coming out
11 of the commercial model that we reflect in the
12 financial model.

13 Q. Mr. Jackson, my question is did you
14 prepare either the top box or the bottom box?

15 A. That's on this schedule here?

16 Q. Yes.

17 A. No, I did not.

18 Q. Do you know -- I believe earlier you
19 stated that Mr. Hoekstra's group prepared the top
20 box?

21 A. Mr. Hoekstra's group provides the results
22 that are reflected in that top box. I believe it was
23 my -- someone within my FP and A group who showed the
24 bridge between the gross margin from the commercial
25 model and the gross margin that's in the FP and A

1 model.

2 Q. Do you know what each of the FP and A
3 adjustments stand for in the bottom box, Mr. Jackson?

4 A. Yes, I do.

5 Q. Could you tell me what's in the line
6 "Variance Items"?

7 A. Yes. That is a subtotal of the four
8 items that are noted above. So the O&M offset, the
9 market to market, the CERT, and then the adjustment
10 to the purchases and sales, the net of those four or
11 the sum of those four equal the total variance items.

12 Q. Would you agree that the purpose of this
13 workpaper, pages 1 through 4, is in part to explain
14 how you calculated wholesale revenues on line 4 of
15 CLJ-2?

16 A. Let's go page by page. So the first
17 page, 53673, again, is designed to reconcile between
18 the two models that I mentioned earlier, the
19 commercial model and then what we reflected in the
20 financial model which is reflected in my testimony.

21 Turning to 53674 and 53675 and then 53676
22 is meant to show the -- let's look at 53674 first.

23 That is the gross generation sales to PJM, purchased
24 power from PJM, and then the on-system DP&L to DPLER.

25 So it is showing the gross amounts which

1 ultimately, again, as I had mentioned earlier, we
2 then take this information on an hour-by-hour basis,
3 we look at the net position.

4 But, yes, ultimately this information
5 would drive the numbers that are reflected in
6 wholesale revenue and in purchased power.

7 Q. Could you please go to page 2 of 4 and
8 particularly the 218 million on page 2 under
9 wholesale sales on-system DP&L to DPLER revenue. Is
10 that number supposed to tie to 53809 on the second
11 line under on-system DP&L to DPLER transfer price
12 revenue?

13 A. Yes.

14 Q. Now, of that line there's \$113 million
15 listed for net on-system sales for PJM hourly market.
16 Would you agree that I can't find that number
17 anywhere in the workpaper that we were just
18 discussing in FES Exhibit 2?

19 A. That's correct.

20 Q. I have some more questions about the RTO
21 accounting, I think that's what you -- or, net
22 accounting. How would you like to refer to it,
23 Mr. Jackson?

24 A. Either-or works for me.

25 Q. You provided a hypothetical to us but I

1 have one that has a few more variables in it and I
2 think we talked about it earlier in the deposition,
3 so hopefully it's not new information.

4 A. Can I get a sheet of paper just to mark
5 these down? I don't want to write on the exhibit.

6 EXAMINER PRICE: You may.

7 Mr. Sharkey.

8 Let's go off the record.

9 (Discussion off the record.)

10 EXAMINER PRICE: Let's go back on the
11 record.

12 We will go to the confidential portion of
13 our transcript.

14 Mr. Olier.

15 (Confidential portion excerpted.)
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(Open record.)

EXAMINER PRICE: Mr. Olikar.

MR. OLICKER: Thank you.

Q. (By Mr. Olikar) Mr. Jackson, earlier you answered a series of questions regarding DP&L's ability to provide adequate service. Do you remember that?

A. Yes.

Q. I think we also touched on this group of questions in your deposition. If DP&L were to earn \$1 of net income, would you agree that you could still provide adequate service to customers?

A. No, I believe that we would be -- we would be challenged. If we earned \$1 of net income, I'm going back to my Exhibit CLJ-2, again, I'm looking at this in aggregate for DP&L, and I think

1 the projections that we've laid out provide for the
2 financial integrity.

3 Q. Mr. Jackson, you're familiar with
4 economic dispatch, correct?

5 A. Yes, I am.

6 Q. Would you agree that even if DP&L's
7 generating assets were not to operate, customers
8 would still receive stable service because PJM would
9 dispatch electricity to meet the load from other
10 resources?

11 A. Yes. We -- if our units do not dispatch,
12 we are procuring from the market to supply, so yes,
13 that's correct.

14 Q. I think I can ask this question in the
15 public domain. Mr. Jackson, earlier did you testify
16 that DP&L is selling all of its generation into PJM
17 and then buying it back on an hourly basis?

18 A. Our generation assets clear in PJM,
19 they're paid, so yes, we are offering our generation
20 assets in. Likewise, we are -- we have a load
21 expense that's attributable to our load obligation.

22 Q. If your purchase -- strike that.

23 If you're selling your power into PJM and
24 then buying it all back, why does DP&L have fuel
25 costs?

1 A. Because the plant is actually running.
2 So there's a fuel cost associated with running the
3 plant.

4 Q. Mr. Jackson, my question is a little
5 different. I guess I'm wondering why doesn't DP&L
6 just record purchased power costs if you're selling
7 all of your generation and then buying it back?

8 A. When you say why don't we, you're
9 referring to why don't we record purchased power
10 costs associated with what we are buying back from
11 PJM? I guess I want to make sure I understand your
12 question.

13 Q. I guess my question is: Why isn't DP&L
14 just recording purchased power costs instead of fuel
15 costs?

16 A. We have to record fuel costs because the
17 plant is actually running. We have a cost associated
18 with running that plant. And, in fact, the
19 purchases -- the load expense that we referred to
20 earlier, we are, in fact, recording that, however,
21 it's being recorded on a net hourly basis.

22 Q. I'm sorry to jump around here but I'd
23 like to talk about a slightly different topic.

24 To your knowledge, does the Public
25 Utilities Commission of Ohio have rules regarding the

1 sales of generation to an affiliate that require
2 compensation to be based on fully loaded embedded
3 costs?

4 A. That is my --

5 MR. FARUKI: I'll object. Isn't that a
6 question of law whether there's rules that require a
7 certain type of cost?

8 EXAMINER PRICE: He can answer if he
9 knows. We understand he's not rendering a legal
10 opinion.

11 MR. OLIKER: Thank you.

12 A. It's my understanding that if there is a
13 sale between DP&L -- I'm just going to use DP&L and
14 DPLER in this instance -- it has to be at a market
15 rate to -- which we are doing.

16 In addition to that, when we talk about
17 fully-embedded costs, my interpretation of what that
18 is, again, I'm not a lawyer, but my interpretation is
19 I have a cost associated with my time, a portion of
20 my time is allocated to DPLER, to DP&L, and to other
21 affiliates of DP&L. That cost would not be reflected
22 in the transfer price between DP&L and DPLER, rather,
23 it would be reflected in an O&M cost to DPLER.

24 Q. Mr. Jackson, my question was on
25 generation sales.

1 A. And you said sales to DPLER.

2 Q. My question is whether or not generation
3 sales to DPLER have to be based upon fully-embedded
4 costs.

5 A. I guess I would -- I think the question
6 is a little bit confusing because when you say
7 "generation sales to DPLER," we have entered into an
8 agreement to sell power from DP&L to DPLER.

9 MR. OLIKER: I'm sorry. Could I please
10 have his answer read back?

11 A. I wasn't finished. I was waiting for you
12 to finish talking.

13 MR. OLIKER: Thank you.

14 EXAMINER PRICE: Go ahead.

15 THE WITNESS: Keep going?

16 Your question is a little bit confusing
17 because when we sell, when there's an agreement
18 between DP&L and DPLER, it's an agreement to supply
19 power. That can come from generation or it could
20 come from DP&L buying in the market to supply that
21 power.

22 So I guess I'm a little bit confused when
23 you say a generation sale to DPLER.

24 Q. I understand that you have an agreement
25 with DPLER and my question isn't about what the

1 agreement requires. I'm trying to understand your
2 knowledge of PUCO rules.

3 A. And, again, it's my understanding that a
4 transaction between DP&L and DPLER should be at a
5 market rate and there are fully -- or, embedded costs
6 that we do not include in the transfer price,
7 however, those costs are allocated to DPLER, not in
8 the transfer price, but into their O&M. It's
9 allocated based on a CAM methodology, or, there are
10 direct costs assigned to them.

11 Q. Now, if I understand what you just said,
12 are you saying that the O&M costs associated with
13 your generating assets are assigned to DPLER?

14 A. No, I didn't say that. I said to the
15 extent there are costs, and I gave an example. So my
16 time, for example, a portion of my time is allocated
17 to DPLER through the CAM process or, if I was working
18 on a specific project related to DPLER, I can
19 directly assign my costs. I didn't say that the
20 generation costs are assigned to DPLER.

21 There is a market price that we enter
22 into when we sell from DP&L to DPLER and then there
23 are other costs, such as my time, that would be
24 allocated outside of the transfer price.

25 Q. Mr. Jackson, your time, though, for

1 example, that's not related to the transfer price, is
2 it?

3 A. I think that's what I said. It's not
4 tied into the transfer price. It's allocated via the
5 CAM or direct allocation through O&M. It's not part
6 of the transfer price.

7 Q. So just so I can understand what you're
8 saying, you believe -- strike that.

9 You don't have any personal knowledge
10 whether Commission rules require the transfer price
11 to be established based on fully-allocated costs that
12 are incurred by DP&L.

13 A. Again, I can't speak to the legality of
14 it. It's my understanding that it's -- there's a --
15 it's based on a market price and then to the extent
16 there are other costs, again, I gave the example that
17 those should be allocated to DPLER and I believe
18 we're doing that.

19 Q. And similarly -- strike that.

20 To your knowledge, does Section 4928.17,
21 which is the corporate separation statute, does that
22 statute require sales to DPLER to be based on
23 fully-allocated costs?

24 MR. FARUKI: Objection.

25 EXAMINER PRICE: I'm going to sustain the

1 objection. I think we've moved beyond regulatory
2 issues on to asking his legal opinion.

3 MR. OLIKER: Okay.

4 Q. Mr. Jackson, are you familiar with Dayton
5 Power & Light's electric transition plan case?

6 A. Vaguely. I mean, this is going back
7 quite some time.

8 Q. You weren't a witness in that case, were
9 you, Mr. Jackson?

10 A. No, I was not.

11 Q. Are you aware that DP&L received
12 transition charges in that case, Mr. Jackson?

13 A. I am aware that we received some dollars
14 coming out of that case.

15 Q. Am I correct that you are not offering
16 any testimony to refute the claim that the service
17 stability rider or switching tracker is an unlawful
18 transition charge?

19 A. I don't believe it's an unlawful charge
20 so I'm not offering testimony that it is. I don't
21 believe it is.

22 Q. Have you reviewed the statutes pertaining
23 to transition charges, Mr. Jackson?

24 A. I have not.

25 MR. OLIKER: I have some questions about

1 the business ledgers of DP&L. I can't remember if
2 that information is confidential or not.

3 MR. FARUKI: I believe so.

4 EXAMINER PRICE: Is this your last set of
5 confidential -- or, last set of questions? I guess
6 my question is do you have any public questions you
7 can ask him before we go on the confidential portion
8 of the transcript.

9 MR. OLIKER: I might be able to, your
10 Honor. Let me take a quick look.

11 EXAMINER PRICE: Okay.

12 MR. OLIKER: Actually, I don't know if I
13 do have any more public ones.

14 EXAMINER PRICE: Great. We won't hold
15 you to it, but at this time we'll go to the
16 confidential portion of our transcript.

17 (Confidential portion excerpted.)
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(Open record.)

EXAMINER PRICE: Please proceed,

Ms. Grady.

MS. GRADY: Thank you, your Honor.

- - -

CROSS-EXAMINATION

By Ms. Grady:

Q. Good morning -- good afternoon. I want

1 you to turn to your testimony on page 5 beginning on
2 line 13, and I'm going to talk to you a little bit
3 about the switching tracker, and there you indicate,
4 Mr. Jackson, that the financial results that you
5 include in your testimony include the impact of
6 customer switching as of August 30th, 2012. Do you
7 see that?

8 A. Yes, I do.

9 Q. And the customer switching as of
10 August 30th, 2012, is it your understanding that
11 was approximately 62 percent of the company's
12 distribution load?

13 A. Yes, that's my understanding.

14 Q. And when we say "switched," I'm talking
15 about switching from standard service offer to CRES,
16 is that your --

17 A. Yes, that is correct.

18 Q. Now, another company witness,
19 Mr. Hoekstra, testifies to the detail behind that
20 number; is that correct?

21 A. Yes.

22 Q. And do you understand that the 62 percent
23 switching number is an annualized forward-looking
24 percentage of overall distribution sales volume?

25 A. Yes, I do.

1 Q. Now, you have proposed the tracker to
2 moderate the impact of switching on the company's
3 earnings and return on equity, correct?

4 A. We have requested the switching tracker,
5 yes, to alleviate some of the pressure related to
6 incremental switching.

7 Q. Now, your testimony on the tracker picks
8 up at page 11, and if I look at the questions posed
9 on 20 and 21, you're asked to describe how the
10 company's tracker would function. Do you see that?

11 A. Yes, I do.

12 Q. The switching tracker that you're
13 proposing is a nonbypassable charge?

14 A. Yes.

15 Q. And by "nonbypassable" what we mean is
16 that you're seeking to recover from all customers
17 whether they are shopping customers or nonshopping
18 customers, correct?

19 A. That is correct.

20 Q. Do you know, Mr. Jackson, what the legal
21 basis is for the switching tracker?

22 MR. FARUKI: I'll object.

23 EXAMINER PRICE: Grounds?

24 MR. FARUKI: Asking someone what the
25 legal basis for something is is asking for a legal

1 conclusion or opinion.

2 EXAMINER PRICE: Ms. Grady.

3 MS. GRADY: If you know, Mr. Jackson.

4 Just asking if he knows.

5 EXAMINER PRICE: Do you have a response
6 to Mr. Faruki?

7 MS. GRADY: Perhaps I can rephrase it.

8 EXAMINER PRICE: Okay.

9 Q. (By Ms. Grady) Do you know under what
10 authority the company is requesting a switching
11 tracker?

12 A. I cannot speak to that.

13 Q. Now, the switching tracker would be
14 designed to collect lost revenues associated with
15 shopping that occurs above 62 percent, correct?

16 A. It is the, I think as I mentioned to
17 Mr. Oliker, it is the way that we have proposed this,
18 it is to collect, defer and then collect the
19 difference between the blended rate and the CB rate
20 that's in effect.

21 Q. Can we call this lost revenues?

22 A. I like to think of it as lost margin,
23 but . . .

24 Q. Well, if we go back to CLJ-5, page 1 of
25 2, don't you refer to the lost revenue opportunity?

1 A. Yes.

2 Q. Okay. Now, the tracking under the
3 switching tracker begins when, Mr. Jackson?

4 A. What we had proposed in my testimony was
5 incremental shopping over and above the August 30
6 levels would be proposed to begin January 1st.

7 Q. The tracking begins --

8 A. The tracking in 2013 but, again, going
9 back to the levels from August 30th.

10 Q. And under your proposal the tracking
11 continues through June 1st, 2016?

12 A. The tracking of that, yes. And then the
13 recovery of the portion in 2016 would be recovered in
14 2017.

15 Q. Okay. Let's go back a moment to your
16 Exhibit CLJ-5 where you show a calculation of the
17 tracker. Do you have that?

18 A. Yes, I do.

19 Q. And you state there on the first page
20 that the switching tracker is intended to allow
21 collection of lost gross margins that DP&L would
22 experience if switching increases beyond 62 percent.

23 A. That's correct.

24 Q. And can you define the lost gross margins
25 for me, please?

1 A. Again, the lost gross margin would be the
2 difference between the blended rate and the CB rate
3 that's in effect.

4 Q. Would you agree that these are
5 essentially lost revenues associated with customers
6 migrating away from DP&L to a CRES provider?

7 A. Yes. I think as we had just discussed
8 previously, yes, that is the case.

9 Q. Does it matter who the customers are lost
10 to, Mr. Jackson?

11 A. This was designed, if customers switched
12 to any CRES provider.

13 Q. If the customers migrate to DPL, Inc.'s
14 affiliate DPLER, then the revenues aren't really lost
15 to DPL, Inc., are they?

16 A. In fact, yes, they would be because the
17 customers are shopping to DPLER, if I understood your
18 question correctly, customers are shopping to DPLER
19 at a reduced rate, therefore, the switching tracker
20 would be designed to capture the lost margin related
21 to those customers switching to DPLER as well.

22 Q. But DPLER, then, would be able to turn
23 around and sell those -- DPLER would be able to go
24 ahead and turn around and sell the wholesale energy
25 to its end-use customers, correct?

1 A. DPLER, let's kind of go back to, again,
2 how transactions between DP&L and DPLER work and then
3 we'll go to the end customer. It is based on a
4 market price sale to DPLER and then DPLER, obviously,
5 enters into an agreement with the end-use customer.
6 They are charging at the price that they charge to
7 the end-use customer.

8 You know, what I can tell you is it's a
9 very competitive market so if DPLER, if it was
10 turning around and selling that, they wanted to put,
11 you know, an exorbitant amount of margin on top of
12 the price, they're not going to borrow the load.
13 It's a very competitive marketplace and the margins
14 are and continue to be very, very tight.

15 Q. Would you understand that DPLER would --
16 its price to the end-user would contain a margin,
17 wouldn't you believe that it would?

18 A. That DPLER's price to the end-use
19 customer would contain a margin?

20 Q. Yes.

21 A. Yes, I believe that DPLER is attempting
22 to earn some margin and, obviously, to cover its
23 costs.

24 Q. Now, DPL, Inc. is a hundred percent
25 shareholder of DP&L; is that right?

1 A. Yes. DPL, Inc. is the sole shareholder
2 of DP&L.

3 Q. Are you aware generally of the percentage
4 of load that is switched from DP&L to CRES providers
5 that's attributable to DPLER?

6 A. Yes, I am.

7 Q. And can you tell me generally what load,
8 what of the entire switched load, how much DPLER has
9 picked up?

10 A. So I'm looking back to September of 2012,
11 I'm going to give you two data points, and again
12 these are annualized numbers as well, so it will sync
13 up with the 62 percent that we had referenced
14 earlier.

15 As of the end of September 2012 the
16 percentage of DPLER of the switched load was
17 approximately 73 percent. As of December, the end of
18 the year, that number is approximately 64 percent.

19 Q. So you're saying that DPLER -- of the
20 entire switched load, that the load that switched
21 from DP&L, DPLER has picked up either 73 percent, if
22 you look in September, or 64 percent if you consider
23 the December figures.

24 A. That is correct.

25 EXAMINER PRICE: So it's comparing apples

1 to oranges, for -- the Bench needs simplicity here.
2 They have 72 percent of the 62 percent.

3 THE WITNESS: That's correct.

4 EXAMINER PRICE: That's what they had at
5 the end of September -- and we don't know based on
6 the record right now what percentage they have of at
7 the end of December.

8 THE WITNESS: At the end of December the
9 percentage of switched load, so again back to the
10 62 percent, that number at the end of December is
11 approximately 66 percent. So DPLER has 64 percent of
12 the 66.

13 EXAMINER PRICE: Thank you.

14 THE WITNESS: Thank you, your Honor.

15 MS. GRADY: Thank you.

16 THE WITNESS: Thank you.

17 Q. (By Ms. Grady) Would you agree, then, in
18 the switching tracker there are no costs that are
19 being incurred?

20 A. I would agree this is based on, as we
21 have discussed, the lost margin or the lost revenue.

22 Q. Now, when you go to page 2 of your
23 Exhibit CLJ-5, there you're -- for illustrative
24 purposes you are assuming an uptick in switching from
25 62 to 70 percent. Do you see that?

1 A. Yes.

2 Q. And in your example, assuming that
3 8 percent for -- and in your example you're assuming
4 that 8 percent uptick for the full ESP term; is that
5 correct?

6 A. Yes. This was just meant to be an
7 illustrative example but it showed the increase going
8 from 62 percent to 70 over that term.

9 Q. And in your example, assuming that
10 increase, the company will collect an additional
11 \$65.7 million?

12 A. That's correct.

13 Q. And that revenue figure that's shown in
14 your example, that does not include carrying costs
15 that you will be accruing at the long-term cost of
16 debt?

17 A. No, I do not believe that that included
18 carrying costs. This was just reflective of the
19 change in those two prices I mentioned earlier.

20 Q. And as part of your switching tracker you
21 are requesting carrying costs at long-term cost of
22 debt on the deferrals created under the switching
23 tracker?

24 A. Yes.

25 Q. Okay. Can you tell me if those carrying

1 charges would accumulate and be compounded for the
2 period of booking through collection?

3 A. I believe what we had proposed is that
4 you would defer, so let's just take 2013 for example,
5 we would defer those costs in '13, there would be a
6 calculated carrying charge related to that, then we
7 would begin collecting that in 2014 and we're
8 assuming that you would collect the full amount in
9 '14. So effectively you'd have, I believe it would
10 be about a one-year type carrying charge.

11 You move into the second year, you're
12 deferring the cost in '14, a carrying charge would be
13 applied to that, then you're recovering that in 2015.

14 So when we say is it cumulative, I don't
15 believe that you would see a cumulative year over
16 year because we're deferring in one year and
17 collecting the next year.

18 Q. And the collection begins January 1st
19 of 2014 under your proposal?

20 A. For the '13 deferrals, yes.

21 Q. And at that time, on January 1st, 2014,
22 you'll be collecting all the tracked amounts dating
23 back to January 1st, 2012?

24 A. That's correct.

25 Q. And the collection would continue until

1 all the deferrals are collected; is that correct?

2 A. Yes. What we filed is that we would
3 collect that over the calendar year 2014.

4 Q. Now, Mr. Hoekstra presents the company's
5 expectations with regard to customer switching over
6 the term of the ESP?

7 A. Yes.

8 Q. And those expectations are, if you know,
9 Mr. Jackson, that customer switching levels will rise
10 considerably from 2012 to 2016?

11 A. Yes.

12 Q. In particular, is it your understanding
13 that overall switching levels are expected to . . .

14 MR. FARUKI: Your Honor, I think now
15 we're into confidential material.

16 MS. GRADY: Oh, I apologize. I'm sorry.

17 EXAMINER PRICE: Do you want to rephrase
18 it, or do you want to go to the confidential portion?

19 MS. GRADY: I can rephrase it.

20 In fact, I'll just withdraw my last
21 question, that would work.

22 EXAMINER PRICE: Thank you.

23 Q. Now, let's switch gears for a moment,
24 Mr. Jackson, and I want to talk a little bit about
25 the cost savings initiatives that you've been

1 discussing earlier with counsel for FES and counsel
2 for IEU.

3 When the cost savings initiatives were
4 being analyzed, you were looking at what level of
5 cost savings would be needed to achieve a targeted
6 ROE; is that correct?

7 A. Yes. We had looked at what we would need
8 to get back to a targeted ROE.

9 Q. And the type of ROE you were looking at
10 was around 6.2 percent; is that correct?

11 A. Yeah, similar to the, you know, the range
12 that's, I'm sorry, the average that was reflected in
13 my testimony, yes, we were looking at what level
14 of -- what level of cost savings we would need to get
15 back.

16 Q. And get back to the 6.2.

17 A. A range, you know, with the 6.2 kind of
18 embedded within that range.

19 Q. And the 6.2 that you targeted was a
20 combination of balancing the impact on customers'
21 bills as well as having the opportunity to earn a
22 reasonable rate of return; is that correct?

23 A. Our filing, which included the service
24 stability rider of \$137-1/2 million, yes, that
25 reflected our ability or our attempt to balance our

1 need for financial integrity and, yes, the impact on
2 customer bills.

3 Q. Now, when the cost savings were
4 identified, you then put the cost savings into your
5 financial model; is that right?

6 A. When we identified the cost savings,
7 again, it was consistent with expectations of the
8 results of this case, so yes, we rolled that into
9 just an overall view as to what the impact would be.

10 Q. And that's the same model that you used
11 and rely upon in this case for your pro forma
12 financials?

13 A. That is correct.

14 Q. And then you, the next step was you ran
15 the model to determine the return on equity produced
16 under the cost savings scenarios?

17 A. So the return on equity, it's a
18 calculation that's driven by the output of the
19 financial statement. So, yes, once we layered in,
20 again, the expected results plus potential cost
21 savings items, we were able to identify a potential
22 ROE.

23 Q. Now, you are familiar with AES, are you
24 not?

25 A. I am.

1 Q. That is the ultimate parent of DP&L?

2 A. It's the ultimate parent of DP&L, yes.

3 Q. And it's your testimony, Mr. Jackson,
4 that AES is aware of the savings opportunities that
5 have been identified at the DP&L level in the cost
6 savings that you have identified and you were in
7 charge of?

8 A. They are aware of the potential items,
9 the dollar amount that has been identified.

10 Q. Would you agree, Mr. Jackson, that the
11 higher the SSR adopted by the PUCO, all other things
12 being equal, the less cost reductions you would need
13 to make to achieve your targeted ROE?

14 A. The -- again, I think this kind of goes
15 back to a question that Mr. Olikier had for me
16 earlier. Yes, all else being equal, you would see
17 a -- yes, I would agree with that.

18 Q. And if you factored the cost savings that
19 you've identified into the financial projections that
20 you present on CLJ-2, the return on equity on average
21 over the term of the ESP gets to a little north of
22 7 percent?

23 A. It gets to a little north of 7 percent,
24 that's correct.

25 Q. And by "a little north" can you identify

1 how north -- how far north?

2 A. I don't recall the exact number but it's
3 probably, you know, around between 7 and 7-1/2
4 percent, somewhere.

5 Q. Okay. And 7-1/2 being 7.5?

6 A. 7.5.

7 Q. Thank you.

8 Now, the company has a ten-year operating
9 forecast that covers the period 2013 through 2023; is
10 that correct?

11 A. That is correct.

12 Q. And this would be the normal operating
13 forecast that you refer to on page 7 of your
14 testimony?

15 A. That would be part of the normal
16 operating forecast. I would note that, you know, us
17 now being part of AES, a ten-year forecast,
18 traditionally DPL had not done ten-year forecasts, we
19 had traditionally done a five-year forecast. So in
20 the most recent year, 2012, when we went through that
21 process, that's where we developed the ten-year.
22 That was our first, I'd say foray into a ten-year
23 forecast.

24 Q. Now, the 2013 through 2023 operating
25 forecast is the company's latest ten-year operating

1 forecast?

2 A. We have, as again I had mentioned
3 earlier, when we go through the forecast process
4 there are multiple rounds.

5 Q. Correct.

6 A. Our Round 4, which I'd indicated in my
7 deposition, was the last one.

8 Q. Okay. And Round 4 is expected to be
9 approved sometime in this first quarter of 2013?

10 A. Round 4 was approved I believe it was
11 just within the past week.

12 Q. And when we say "Round 4," that would
13 indicate that the forecast that was just approved
14 would include the O&M savings opportunities that you
15 identified in your cost savings analysis?

16 A. And I should be clear, when I say it was
17 approved, it's 2013 --

18 Q. Yes.

19 A. -- that is approved. We provide,
20 obviously, the remaining years in that forecast. But
21 the year that is actually approved is 2013.

22 Q. So the O&M savings initiative of
23 \$45 million in 2013 has been approved by virtue of
24 the approval of the forecast?

25 A. The 45 million, the identified reductions

1 are included. I believe we have also reflected
2 changes to plant performance as well which would
3 reflect a reduction to margin.

4 Q. Did you also reflect capital expenditure
5 reductions in that approved budget or approved
6 forecast?

7 A. Yes, and again, what was approved was for
8 2013.

9 Q. Now, the O&M -- the O&M expense level
10 that you used as part of CLJ-2, line 17, that O&M,
11 although it was reviewed, was not approved as part of
12 any budget; is that correct?

13 A. That is correct.

14 Q. Now, on page 2, lines 17 through 20, can
15 you focus on your testimony that a factor in the
16 decline and forecasted ROE is the company's
17 transition to 100 percent auction? Do you see that?

18 A. You're on page 2 of my testimony?

19 Q. Yes. I'm sorry.

20 A. I'm sorry. Can you repeat your question
21 now that I found it?

22 Q. Yes. If we go down to page 2, you are
23 talking about the decline in forecasted ROE and you
24 indicate there that it's driven by a number of
25 things, and I want you to focus on the company's

1 transition to 100 percent auction.

2 A. Okay. I see that.

3 Q. So you were saying there that the market
4 price of electricity is low and that when you blend
5 that into your existing SSO rate, it results in a
6 lower margin for the company?

7 A. Yes.

8 Q. Okay. And the lower gross margin,
9 everything else being equal, would then result in
10 lower earnings and, therefore, lower return on
11 equity?

12 A. That's correct.

13 Q. Would the transition to 100 percent
14 auction result in lower gross margins for the company
15 through the lower margins earned in the SSO rate?

16 A. The transition to market, yes, would
17 result in lower gross margins.

18 Q. And the loss of margin would be due to
19 the blending of the SSO with the market price for
20 electricity which is currently lower than DP&L's
21 current SSO rate?

22 A. If you're speaking just to the transition
23 to 100 percent auction, then, yes, that would be the
24 case.

25 Q. Yes. Thank you.

1 Do you agree, Mr. Jackson, that DP&L's
2 current SSO rates for retail generation service
3 exceed the current retail market price for
4 electricity?

5 A. I think kind of going along with the
6 previous responses, yes, that would indicate that
7 that is the case.

8 Q. And when DP&L's SSO rates exceed the
9 retail market price for electricity, is it
10 reasonable -- would you agree with me that it's
11 reasonable to expect customers to switch to another
12 generation service provider?

13 THE WITNESS: Can you read that question
14 back, please?

15 Q. Let me try to restate it. I'm sorry.
16 You're making my vocal cords work hard today.

17 When DP&L's SSO rates exceed the retail
18 market price for electricity, would you agree that
19 it's reasonable to expect customers to switch to
20 another generation service provider?

21 A. I guess that it depends on what the
22 difference is between the SSO rate and the market
23 rate. Certainly if you're looking at a small
24 variation, you know, I wouldn't expect to see a lot
25 of switching. But certainly as that gap widens and

1 you have a larger variance between the SSO rate and
2 the market rate, if you will, then yes, I would
3 expect to see increased shopping.

4 Q. Now, if the inputs and assumptions that
5 you received in putting together your pro forma
6 financial projections are incorrect, they could
7 understate the return on equity that the company
8 projects it will achieve; would you agree with that?

9 A. I guess I would say -- you had said if
10 the assumptions are incorrect?

11 Q. Yes.

12 A. That it could understate the return on
13 equity? I guess you could say it could go either
14 way.

15 Q. Okay. Now, on page 6 of your testimony
16 you indicate that if the SSR is excluded, it would be
17 disastrous for the company and would result in
18 negative earnings. Do you see that reference?

19 A. Yes, I do.

20 Q. And your analysis shows that the negative
21 earnings are limited to 2016 and 2017; isn't that
22 correct? And I would direct you to CLJ-2, line 45.

23 A. They go negative beginning in 2016,
24 however, I would note that, I mean really beginning
25 in 2013 it's significantly lower, less than 3 percent

1 in '14, and less than a percent in 2015. But, yes,
2 negative in 2016 and '17.

3 Q. Now, referring back to your testimony at
4 page 7, you describe the methodology and process that
5 the company goes through to prepare its normal
6 operating forecast, and in particular I want you to
7 focus on the bottom part of that Q and A. Do you see
8 what I'm referring to?

9 A. Yes, I do.

10 Q. And you state there that you progressed
11 through the business year -- as you progressed
12 through the business year, you track and monitor
13 actual results compared to the forecast and then,
14 based on the actual results, you adjust your
15 forecast. Do you see that?

16 A. Yes. And I guess to clarify too, and I
17 think this may have come up in the deposition as
18 well, the budget, once the budget is set, the budget
19 does not change.

20 That said, as we're going through an
21 operating year we do relook at, we'll call it a
22 forecast for the remaining period, and we use that
23 plus the actuals to date to compare how we're doing
24 relative to the budget that's been approved.

25 Q. And that's what makes the forecast -- a

1 particular forecast a reliable one; is that your
2 testimony?

3 A. Yes, that is correct.

4 Q. And when you're talking about that's what
5 makes it reliable, you're speaking of the tracking
6 and monitoring aspect of the normal operating
7 forecast, correct?

8 A. You're continuing to track it and it's
9 updated for current -- the current level of detail,
10 the current information.

11 Q. Now, the forecast you base your pro forma
12 financials on was not developed as part of the normal
13 operating forecast, was it?

14 A. When you say "the normal operating
15 forecast," do you mean the budget process?

16 Q. Yes.

17 A. So we have the budget process first, the
18 budget gets approved, you get into an actual
19 operating year, then you start developing your
20 forecasts which would include actuals to date plus a
21 re-forecast.

22 Q. I guess my question really was directed,
23 Mr. Jackson, to your pro forma financials and whether
24 or not the forecast that you base your pro forma
25 financials on was part of a normal operating

1 forecast.

2 A. So we look at -- yes, I would say it is a
3 normal -- it's obviously a much more, it's more of a
4 condensed process. We have a budget in place for
5 let's just say O&M. We look at are there variations
6 from that O&M budget. Where we do I would say more
7 of a detailed approach is on the dispatch of our
8 generation assets.

9 Q. And with respect to the forecast that you
10 based your pro forma financials on, how many times
11 was it tracked and monitored, if you know?

12 A. Over what period?

13 Q. Over the period of 2012.

14 A. We -- again, I think I had indicated in
15 my deposition that we look at -- at the end of each
16 month generally you'll go through a few months the
17 beginning of the year, especially if your budget
18 hasn't been approved until a certain point in the
19 first quarter, but once you get through a few months
20 we begin looking at that, I would say generally
21 monthly.

22 Q. So would I be incorrect to say you did
23 not track and monitor any actual results and compare
24 them to the forecasted results for the forecasts that
25 you base your pro formas on?

1 A. Can you repeat that question?

2 Q. You did not track and monitor any actual
3 results and compare them to the forecasted results
4 that you base your pro formas on.

5 A. Are you referring to for 2013?

6 Q. Yes, and beyond.

7 A. I guess I'm -- I guess I'm a little bit
8 confused by that. I mean, in 2012 the pro forma
9 projections were based on -- that's included in my
10 testimony is based on the projections that we have
11 for 2013, as we start rolling actuals in and we're
12 comparing that back to a plan. We didn't have any
13 actuals for 2013 to compare back to our pro forma.
14 We weren't in the operating year of 2013 yet.

15 Q. And, similarly, for 2014 through 2017
16 wouldn't have had any actuals to compare the
17 projections to, correct?

18 A. Again, we were operating -- it was 2012
19 year so I'm not sure how you compare actuals for '13
20 and '14 if you're not operating in that year yet.

21 Q. But for the 2013 operating forecast for
22 the next ten years, that forecast was prepared as
23 part of the normal operating forecast?

24 A. We -- and again, part of the budget
25 process we will forecast out for a ten-year period.

1 When we are looking at an updated forecast during a
2 calendar year, generally it's for a shorter period of
3 time that we're looking at.

4 You have, again, you have the budget that
5 includes the additional nine years on the back end,
6 but when we're upping our forecast for the calendar
7 year, you're generally looking at a shorter period of
8 time.

9 Q. Now, with respect to the 2013 operating
10 forecast that was approved last week, would you agree
11 with me that that forecast was -- that the process
12 for that forecast would have been that the actual
13 results were tracked and monitored and adjusted
14 several times throughout 2012?

15 A. I guess I'm really confused by these --
16 this question because, again, you have 2012 actuals
17 that affects 2012, so as we're rolling into 2013
18 other than you do have adjustments like I guess you
19 could say to your balance sheet that would affect an
20 ending balance for '12 rolling into 2013, but from an
21 income perspective we had a budget that was set for
22 2013 and then once that budget was approved, which it
23 was within the past week, now going forward we'll
24 continue to look at updated forecasts relative to
25 that budget, yes.

1 Q. Thank you, Mr. Jackson.

2 Now, you are not proposing, are you,
3 Mr. Jackson, to update the pro formas that you
4 present with your testimony with the latest 2013
5 operating forecast that was approved; are you?

6 A. That's correct, we are not proposing to
7 do that.

8 Q. Let's turn now for a moment to CLJ-1 of
9 your testimony. And that exhibit, Mr. Jackson, shows
10 the decline in return on equity and what is driving
11 the decline.

12 A. Yes. Similar to I believe what
13 Mr. Olier and Mr. Lang, yes, that's the case.

14 Q. Yeah, I'm sorry, I didn't mean to
15 interrupt.

16 The factors -- if we look at CLJ, the
17 factors that are driving the decline in ROE would be
18 the switched load, the impact of wholesale energy
19 pricing, and capacity pricing, correct?

20 A. Yes. Again, similar to responses to
21 Mr. Olier and Mr. Lang, but yes, that is correct.

22 Q. And earlier on when Mr. Lang was
23 questioning you I believe you identified the 2012
24 actual return on equity earned. Can you recall that
25 question?

1 A. Yes, I can.

2 Q. And could you tell me, again, what the
3 actual return on equity earned was for 2012 based on
4 all actual?

5 A. Sure. It was 10.5 percent and that
6 10.5 percent we excluded the effect of the impairment
7 charge because it was a -- if we would have included
8 that in there, it would have pulled that ROE number
9 down even further.

10 Q. Now, you reported that, or you would have
11 had data to support that actual calculation in your
12 latest 10-K; is that correct?

13 A. That is correct.

14 Q. And if you -- do you have a copy of the
15 latest 10-K before you?

16 A. I don't, but I think I have the -- let me
17 just confirm here. I believe I have the numbers but
18 I don't have the 10-K in front of me, but I do have
19 the numbers.

20 Q. And could you walk me through the
21 calculation as to how you get to the 10.5?

22 A. Sure. So we reported, I believe it was
23 \$91 million of net income at DP&L for 2012.

24 Q. And, I'm sorry, and that net income would
25 have not -- or that is with the fixed asset

1 impairment taking into account, correct?

2 A. Yes, I was going to get there next.

3 Q. Okay.

4 A. So if you add back \$52 million which is
5 the after-tax impact of the impairment charge, you
6 would have an adjusted net income of \$143 million.
7 I'm rounding these numbers to whole dollars.

8 Q. Okay.

9 A. So that's the numerator.

10 Q. Yes.

11 A. The denominator in that calculation, you
12 start with the prior year, common shareholder's
13 equity.

14 Q. Yes.

15 A. Which is \$1.358 billion.

16 Q. Yes.

17 A. And then the current year which the
18 initial -- the starting number or the initial number
19 that you would see on the financial statements is
20 1.299, but, again, similarly we added back 52 million
21 on the income side, so that same 52 million I'm
22 adding back to the 1299. So my equity, once you add
23 those two together would be 1.351.

24 So you take the average of the 1.351 and
25 the 1.358, you get 1.355, and I believe if you divide

1 143 by 1355, you get close to 10.5 percent.

2 Q. Thank you.

3 A. Sure.

4 Q. Now, Mr. Jackson, the pro forma financial
5 projections that you present are unaudited; is that
6 correct?

7 A. That's correct.

8 Q. Now let's switch gears for another moment
9 and talk a little bit about the impairment analysis
10 that you spoke of earlier this morning. And in your
11 testimony you refer at page 5 of 17 to DP&L's
12 recently disclosed fixed asset impairment. Do you
13 see that?

14 A. What page are you on?

15 Q. That would be page 5.

16 A. Five, I'm sorry.

17 Yes, I see that.

18 Q. And the write-up was specific to the two
19 units because all the other generation units
20 indicated that there was no impairment at the DP&L
21 level; is that right?

22 A. Yes. Again, similar to earlier questions
23 today, that is correct.

24 Q. Now, you made several discrete
25 adjustments to the financial results that you present

1 pertaining to the impairment write-off, correct?

2 A. Yes. We adjusted the common
3 shareholder's equity by what would be \$52 million
4 against the after-tax amount of the 80.8 million, and
5 then, likewise, now that the -- those assets were
6 written off, we reduce the level of depreciation
7 expense over the five-year period, I believe it
8 amounted to approximately \$30 million.

9 Q. And would you agree with me, Mr. Jackson,
10 that the impairment -- in the impairment analysis
11 that you relied upon for purposes of the adjustments
12 to your pro forma included the cost savings analysis
13 that we have been discussing today?

14 A. Yes.

15 Q. And specifically the O&M savings
16 opportunities were an input into the impairment
17 analysis conducted at the DP&L level?

18 A. Yes.

19 Q. Now, Mr. Jackson, did you make any
20 adjustment in the forecasted pro forma financials
21 related to the cost of fuel for Hutchings or
22 Conesville?

23 A. No. The cost of fuel related to
24 Conesville and Hutchings was based on the expectation
25 of how much those units would run.

1 Q. And the expectation was that Hutchings
2 would run not at all; is that correct?

3 A. I believe that there may be -- that there
4 may have been some very small generation volumes in
5 the first year, the first or second year.

6 Q. And Conesville was written down by
7 approximately 75 percent of its worth; is that right?

8 A. Let's see here.

9 Q. It went from --

10 A. It went from, I think it was 90 -- I have
11 the number here. 97-1/2 million to 25 million so,
12 yes, approximately.

13 Q. And the fuel, the cost of fuel was not
14 adjusted downward in relation to the percentage of
15 write-off for Conesville?

16 A. Yeah. That, again, I guess I'm a little
17 bit perplexed by the question, but the -- the
18 assumption in the forecast is that the unit is going
19 to dispatch. To the extent it dispatches, there's a
20 fuel cost associated with that dispatch.

21 Q. And wouldn't you expect, Mr. Jackson,
22 that Conesville would be dispatched less because of
23 the discounted cash flow coming out of that unit
24 under your impairment analysis?

25 A. The unit's going to dispatch based on the

1 market price relative to the cost of that unit.

2 Q. Would you expect that the dark spread for
3 that unit is particularly thin?

4 A. The dark spread just in general is
5 relatively thin. If you look at the underlying costs
6 of that unit, I mean, you have to look -- margin is a
7 component. When we do the impairment analysis,
8 margin is just a component of that. Obviously, there
9 are O&M costs and capital costs and other things that
10 factor into the overall impairment analysis. So, but
11 yes, certainly gross margin is a driver of that.

12 Q. Mr. Jackson, are you familiar with the
13 term "FRR entity"?

14 A. I am familiar with the term. I'm not by
15 any means an expert regarding FRRs.

16 Q. Is Dayton Power & Light an FRR entity, if
17 you know?

18 A. No. We participate in the RPM auction in
19 PJM.

20 Q. Do you have an understanding of the
21 difference between an FRR entity and a load-serving
22 entity such as DP&L?

23 A. No, I would not have enough basis to
24 answer any of those questions.

25 Q. Do you know if there is a witness that

1 DP&L is presenting that would be able to answer that?

2 A. That, I do not know.

3 Q. Okay.

4 MS. GRADY: That's all the questions I
5 have, Mr. Jackson. Thank you very much.

6 Thank you, your Honor.

7 EXAMINER PRICE: Thank you.

8 Federal Executive Agencies?

9 MAJOR THOMPSON: No questions, sir.

10 EXAMINER PRICE: Mr. Whitt?

11 MR. WHITT: Very briefly, your Honor.

12 EXAMINER PRICE: Thank you.

13 - - -

14 CROSS-EXAMINATION

15 By Mr. Whitt:

16 Q. Mr. Jackson, my name is Mark Whitt, I
17 represent Interstate Gas Supply in this case.

18 Are you familiar with an entity known as
19 the American Institute of Certified Public
20 Accountants?

21 A. Yes.

22 Q. Are you aware of a publication by that
23 entity called The Guide for Prospective Financial
24 Information?

25 A. Can you just move the microphone over,

1 I'm just having a hard time hearing.

2 Q. Sure. I was trying to keep my voice up.

3 Are you aware of a -- can you hear me
4 now?

5 A. Perfect. Thank you.

6 Q. Okay. Are you aware of a publication by
7 the American Institute of Certified Public
8 Accountants called The Guide for Prospective
9 Financial Information?

10 A. I'm not specifically aware of that.

11 Q. I assume from that answer that the
12 prospective financial data that is reflected in
13 Exhibit CLJ-2 was not prepared in accordance with The
14 Guide for Prospective Financial Information.

15 A. The results on my financial statements,
16 CLJ-2, I guess going through 3 and 4 I think is the
17 reference, that is based on, and again subject to
18 discussion earlier regarding some of the off-system
19 sales that were not recorded, again, because they did
20 end up with a zero impact, but beyond that I believe
21 how we reported it here is consistent with how we
22 report our actuals.

23 Q. So the answer to my question is no?

24 A. Again, I believe it's consistent with how
25 we report our actuals.

1 Q. Well, I wasn't asking necessarily how you
2 report your actuals. I was asking whether CLJ-2 was
3 prepared in accordance with The Guide for Prospective
4 Financial Information and I think your answer to that
5 question is no; is that correct?

6 A. I can't confirm that, that's correct.

7 Q. Okay. I assume you're aware, well,
8 you've read and are familiar with the DP&L, Inc.
9 [verbatim] and DP&L's 10-K for the fiscal year ending
10 December 2010.

11 A. I have read DPL, Inc. and DP&L's 10-K.

12 Q. In fact, you signed the 10-K, didn't you?

13 A. That's correct.

14 Q. Would you agree that, according to DP&L's
15 10-K, that during 2012 DPLER accounted for
16 approximately 6.2 million kilowatt-hours of the total
17 load in DP&L's service territory?

18 A. Yes, I would agree with that.

19 Q. And that is out of a total of 8.182
20 million kilowatt-hours?

21 A. Yes.

22 Q. And would you agree that if you did the
23 math, the 10-K would reflect that DPLER serves
24 approximately -- during 2012 served approximately
25 75 percent of the load provided by CRES providers?

1 A. Yes, and that number is an average over
2 the course of the year. To the extent you have
3 customers that have switched, let's just say in
4 November or December, you only have two months' worth
5 of that switching volume. So that's 75 percent is a
6 12-month average or an average over the 12-month
7 period.

8 Q. And the amount of load served by DPLER is
9 notwithstanding the fact that there are a total of 27
10 CRES providers registered in DP&L's service
11 territory, correct?

12 A. The number that we're showing here is
13 what DPLER has provided, yeah, I don't recall the
14 exact number of CRES providers but I know it's a
15 significant number.

16 Q. Okay.

17 MR. WHITT: Those are all the questions I
18 have, thank you very much.

19 THE WITNESS: Thank you.

20 EXAMINER PRICE: Thank you.

21 Mr. Boehm?

22 MR. BOEHM: Just very briefly.

23 - - -

24

25

CROSS-EXAMINATION

By Mr. Boehm:

Q. Some very simple questions, Mr. Jackson.
In actually calculating the ROE numbers in this
case -- and you did calculate them, right?

A. That's correct.

Q. What do you do to make that actual, that
simple calculation?

A. Why don't we turn to CLJ-2.

Q. Okay.

A. I can walk you through that.

So the calculation, and we can pick any
year but let's just take 20 and I guess '15 for
example.

MR. FARUKI: Your Honor, if we're going
to go through numbers we'll be in confidential
territory. Maybe it can be done by lines as opposed
to numbers.

MR. BOEHM: As far as I'm concerned, your
Honor, I can happily stay at the 50,000-foot level
and I really don't even need any particular numbers.

A. Sure. Okay.

Q. It was a very general question,
Mr. Jackson.

EXAMINER PRICE: Thank you.

1 Q. The rate of return on equity, isn't that
2 the company's requested return on the fixed assets
3 that essentially the generation plant that it devotes
4 to its ratepayers?

5 A. The return on equity that we have
6 calculated is the return on our book equity and that
7 would be the equity for transmission, distribution,
8 and generation. So the equity of Dayton Power &
9 Light.

10 Q. Okay. When you calculate a rate of
11 return on equity, doesn't the -- doesn't the
12 calculation -- put it this way: Do you get a rate of
13 return on your fuel adjustment clause?

14 A. No. The fuel adjustment clause is just a
15 pass-through cost.

16 Q. Do you get a rate of return on your
17 operation and maintenance expense?

18 A. Again, that's a cost, so that's not an
19 asset to get a return on.

20 Q. You essentially only get a rate of return
21 on your rate base items, isn't that true?

22 A. That's my understanding.

23 Q. Okay. And those essentially are
24 bricks-and-mortar generating plants; isn't that true?

25 A. Again, you're just referring to the

1 generation assets; we also have transmission and
2 distribution assets as well.

3 Q. No, I understand that.

4 A. So it would be on the physical, on the
5 actual assets.

6 Q. Okay. And in this case what you're
7 asking for is an increase in the rate of return on
8 equity only related to your generating assets; isn't
9 that right?

10 A. No. We are requesting a -- this filing
11 is based on DP&L which would include transmission,
12 distribution, and generation. So the rate of return,
13 the return on equity calculation, is for the utility.

14 Q. Okay. So you are asking for a rate
15 increase on your transmission and distribution
16 assets?

17 A. We are asking for a service stability
18 rider and, again, that supports DP&L since it's T, D,
19 and G.

20 Q. I hear you saying you want to -- an SSR
21 but you want it in the form of an increased rate of
22 return on equity don't you?

23 A. The question for a service stability
24 rider is to promote or to ensure financial integrity
25 which, as I had mentioned earlier, is the ability to

1 meet our operational and financial objectives, to
2 invest in capital and to attract capital, and then to
3 have an opportunity to a reasonable rate of return.

4 Q. But your -- the currency of your request
5 essentially is ROE, you want a higher ROE, don't you?

6 A. We're looking for a reasonable rate of
7 return, which the rate of return we measure is ROE.

8 Q. And as I understood previously, you
9 thought that the rate of return that you were getting
10 on your transmission and distribution assets were
11 sufficient -- was sufficient; isn't that correct?

12 A. I believe someone had asked if the
13 revenue that we are collecting on the T and D side
14 allows us to provide adequate service, and to which I
15 said yes, I believe that is the case.

16 Q. Okay. Well now I may be misremembering
17 this, but I thought that in response to one of those
18 questions you indicated that you did not see, as of
19 now, a need for an increase in your transmission and
20 distribution rates.

21 A. At this time that is correct.

22 Q. So I'm assuming you're not asking for one
23 here.

24 A. Again, this filing is for Dayton Power &
25 Light and what we're requesting is what we had filed

1 for DP&L.

2 Q. And you wouldn't define this, then, as a
3 request for an increase in the rate of return on your
4 generating assets?

5 A. Again, this is a filing for DP&L and
6 I'm -- where I sit I look at this as earning a
7 reasonable rate of return for the utility, DP&L.

8 Q. And you've already testified that you
9 believe that that rate of return for transmission and
10 distribution is sufficient at this time, didn't you?

11 A. Again, what I had indicated earlier is
12 that the level of revenues are adequate to provide
13 adequate service.

14 Q. So you're not asking for any more.

15 MR. FARUKI: Objection. Asked and
16 answered.

17 EXAMINER PRICE: Sustained.

18 Q. Just quickly, the FES Exhibit No. 6; do
19 you have that, Mr. Jackson? That has the dividends.

20 A. Yes, I do.

21 Q. Okay. Was DP&L required by any contract
22 to provide dividends to the parent?

23 A. No.

24 Q. Okay. Who decided whether or not to pay
25 dividends to the parent?

1 A. The DP&L board determines and approves,
2 ultimately approves dividends from DP&L to DPL, Inc.

3 Q. And is that board also employed by or
4 also members of the board of the parent?

5 A. Of DPL?

6 Q. Yeah.

7 A. There are, I guess if you go back to
8 2009, prior to the acquisition of DPL by AES, yes,
9 there were members of the DP&L board that also served
10 on the DPL, Inc. board and then, likewise, today,
11 yes, I believe there are a few members on the DP&L
12 board that serve on the DPL, Inc. board.

13 Q. What else could have been done with this
14 money besides giving it to the parent as dividend?

15 A. Well, I guess if you look back at the --
16 you know, I guess one thing someone can point to
17 right away is that the capital structure, but no, I
18 don't believe that we would have done anything with
19 the capital structure at that point in time.

20 We were already at a 60 percent equity,
21 40 percent debt. If we would have reduced debt, we
22 would have had a very unbalanced capital structure at
23 the utility.

24 Q. Isn't it true, though, Mr. Jackson, that
25 debt is a cheaper way of financing things than --

1 financing a utility than equity?

2 A. Generally speaking, I guess it just
3 depends on what your credit rating is on your debt
4 that you carry.

5 Q. And what was it in 2009, do you know?

6 A. What was our --

7 Q. What was the credit rating?

8 A. In 2009?

9 Q. Yeah.

10 A. I'd have to go back and look at it; I
11 don't recall offhand what that was.

12 Q. Anything else that could have been done
13 with that money?

14 A. We were able to meet our obligations in
15 terms of CAPEX and our operational -- our operational
16 needs, so I believe it was appropriate to dividend
17 that money from DP&L to DPL, Inc.

18 Q. When you say "we," who did you mean by
19 "we"?

20 A. The board approving the dividend from
21 DP&L to DPL, Inc.

22 Q. The board of whom?

23 A. The DP&L board approving the dividend to
24 DPL, Inc.

25 Q. Okay. Could they have retained any of

1 this money?

2 A. Certainly they could have decided at that
3 point in time that we're not going to dividend any
4 money up.

5 MR. BOEHM: No questions, your Honor,
6 thank you.

7 Thank you, Mr. Jackson.

8 EXAMINER PRICE: Mr. Sherman?

9 MR. SHERMAN: Thank you, your Honor.

10 - - -

11 CROSS-EXAMINATION

12 By Mr. Sherman:

13 Q. Mr. Jackson, I'm Steve Sherman, and I
14 represent Wal-Mart and Sam's East in this proceeding.
15 Can you hear me?

16 A. Yes, I can, thank you.

17 Q. I just have one question. On page 9 of
18 your testimony, bottom of the page, I believe you
19 indicated that regarding your assumptions to the
20 transition to hundred percent market; do you have
21 that in front of you?

22 A. Yes, I do.

23 Q. Okay. And you indicated that your
24 assumptions are based on a January 1st, 2013, date.

25 A. That's correct.

1 MR. SHERMAN: No further questions.

2 EXAMINER PRICE: Thank you.

3 Mr. Yurick?

4 MR. YURICK: Very briefly, your Honor.

5 Great, I broke the microphone. It was
6 very brief, it only took me like two seconds to break
7 the microphone.

8 EXAMINER PRICE: You're not the first.

9 (Discussion off the record.)

10 - - -

11 CROSS-EXAMINATION

12 By Mr. Yurick:

13 Q. For a first pick in the -- okay.

14 Good evening at this point, sir. I have
15 a couple questions for you.

16 This kind of goes back to some of the
17 things that Mr. Boehm was talking about. I'm going
18 to try to address the same question maybe in a little
19 bit different way because I'm not sure I understood
20 your testimony, okay?

21 A. Sure.

22 Q. This has to do with SSR rider, all right?
23 My understanding of the SSR rider is that you made
24 some assumptions and you figured out based on those
25 assumptions what your ROE was likely to be in certain

1 years, and then you figured out that it was going to
2 take about \$137.5 million in each of those years to
3 bring you up to a reasonable ROE; is that correct?

4 A. Yes, and to get to a -- what I would
5 call, I look at this as a balance type filing. So
6 looking at the ROE as well as the impact on, trying
7 minimize the impact on customer bills.

8 Q. I appreciate that you like to put the
9 balance thing in there but really all I'm talking
10 about is how you calculated it, and basically you had
11 a bunch of assumptions, you ran the numbers, you
12 figured out what that ROE was going to be, right, and
13 then you tried to figure out, well, what's really a
14 fair ROE given the business that we're in and our
15 capital structure, and you figured that the delta
16 between what you figured you were going to earn and
17 what you needed to earn was \$137.5 million per year;
18 is that right?

19 A. Yeah, I guess let me just be clear. Do I
20 believe that 6.2 percent is a reasonable rate of
21 return for a utility? No, I don't. I think it
22 should be north of that.

23 Again, when we calculated what the SSR
24 would be, we also looked at the impact on customer
25 bills. It resulted in 137-1/2, but I do not believe

1 that 6.2 percent is a reasonable rate of return.

2 Q. Okay. So I understand that, you know,
3 you would always like it to be higher, but I'm just
4 really, again, going to how you calculated the SSR,
5 right. Was the way I described it, correct?

6 A. Yes.

7 Q. Okay. And you said earlier that there
8 were three factors that you felt accounted for the
9 decline in the company's ROE, and that was a switched
10 load, declining energy prices, and capacity prices
11 being lower; is that right?

12 A. That's correct.

13 Q. Okay. And out of those three factors of
14 declining ROE it would -- would you agree with me
15 that the SSR primarily addresses the decrease in
16 capacity prices?

17 A. No, I wouldn't necessarily say that. I
18 believe it's addressing the really a combination of
19 all of them. It's the energy, the switched load, and
20 the capacity.

21 Q. Well, as far as your switched load you
22 proposed switching tracker, right?

23 A. That's correct.

24 Q. So wouldn't the switching tracker address
25 the decline in ROE due to switched load?

1 A. That would be incremental over and above
2 the switching that had occurred as of August 30th.
3 Certainly there was a significant amount of switching
4 that had occurred as of August 30th.

5 Q. Well, wouldn't the SSR tracker change
6 depending on -- if it was really addressing switched
7 load, wouldn't it alter depending on how much load is
8 switched? You're just asking for a flat 137.5.

9 A. Right, again, the 137.5 was based on
10 frozen shopping as of August 30th so the switching
11 tracker was designed for incremental shopping over
12 and above the 62 percent.

13 Q. And the decline in energy prices, again,
14 wouldn't that 137.5, wouldn't that vary if it was
15 really addressing energy prices depending on where
16 energy prices were?

17 A. So as I had mentioned earlier, we looked
18 at a levelized SSR and ran the projections based on
19 the forward curve at that point in time. The
20 switching level as of August 30th, and certainly
21 for the periods, you know, in the nearer term what
22 the capacity pricing was that was known and then a
23 projected capacity price in the outer years.

24 The result of all that, as you described,
25 we came up with a -- this is where the ROE was, what

1 level of SSR do we need to get to where we have a
2 balance between impact on customer bills and
3 financial integrity.

4 Q. I guess I'm surprised that you wouldn't
5 agree with me that the primary factor to be addressed
6 by the SSR is the decline in capacity price. This
7 seems to me relatively obvious.

8 MR. FARUKI: I'll object. Asked and
9 answered.

10 EXAMINER PRICE: That's not even a
11 question at this point.

12 MR. FARUKI: I'll object on that basis.

13 EXAMINER PRICE: We'll overrule the
14 question and ask you to propose your next question.

15 Q. Out of the three factors that you say the
16 SSR addressed would you say that the SSR addresses
17 all of those factors equally?

18 A. I can't sit here and tell you that it
19 addresses all of them equally. You know, I would
20 point in our projections we do show an increasing
21 level of capacity pricing over the projection period.
22 But I do not have the breakout as to how much of the
23 SSR was driven by one versus the other. I cannot sit
24 here and say that one was more dominant than the
25 other at this point.

1 MR. YURICK: Could I have that answer
2 read back to me, again, please?

3 EXAMINER PRICE: Please.

4 (Record read.)

5 MR. YURICK: No further questions.

6 EXAMINER PRICE: Thank you.

7 Any other questions from the intervenors,
8 any other intervenors in the room?

9 (No response.)

10 EXAMINER PRICE: Mr. McNamee.

11 MR. McNAMEE: Thank you.

12 - - -

13 CROSS-EXAMINATION

14 By Mr. McNamee:

15 Q. Good evening.

16 A. Good evening.

17 Q. Mr. Jackson, if the switching tracker
18 were adopted by the Commission as the company's
19 proposed it, that would make DP&L indifferent to any
20 change in shopping above the 62 percent, wouldn't it?

21 A. It would allow us to maintain, yes, the
22 level or have the opportunity to earn -- to realize
23 the level of ROEs we're showing in the projections.

24 Q. And that would make the company
25 indifferent to shopping, changes in shopping above

1 that 62 percent level, wouldn't it?

2 A. Yes, I believe so.

3 Q. Okay. Do you know of any other EDU in
4 Ohio that has such an arrangement?

5 A. Not that I'm aware, specifically to how
6 we proposed this.

7 MR. McNAMEE: That's all I need. Thank
8 you.

9 THE WITNESS: Thank you.

10 EXAMINER PRICE: Redirect?

11 MR. FARUKI: Thank you, your Honors.

12 - - -

13 REDIRECT EXAMINATION

14 By Mr. Faruki:

15 Q. Mr. Jackson, you were asked some
16 questions with regard to the forward curves and in
17 particular you were asked whether you updated the
18 forward curves from the August 30, 2012, date. Do
19 you remember that subject?

20 A. Yes, I do.

21 Q. Would you explain why you did not do so?

22 A. Yes. In our filing we were looking to
23 minimize the changes that were reflected from one
24 filing -- so our original filing from October to the
25 filing in December.

1 Had we made changes to things like the
2 forward curve, I believe we should have opened it up
3 then for other items as well, such as changes in
4 customer shopping. But the intent was to minimize
5 the changes to just the years that had been
6 identified as well as the known change due to the
7 impairment charge that had occurred.

8 Q. You were also asked whether or not you
9 had done a sensitivity analysis about how changes in
10 energy price would affect your forecast. Do you
11 remember that topic?

12 A. Yes, I do.

13 Q. In your view, was it necessary for you to
14 perform that sort of sensitivity analysis?

15 A. No, I don't believe so.

16 Q. Why not?

17 A. Because I believe that the, you know, the
18 market obviously continues to change, but I believe
19 the impact and the level of the SSR still would have
20 been consistent with what we had provided in my
21 testimony.

22 Q. You were also asked by Mr. Lang if it
23 were not true that the company did not have a
24 customer switching problem but instead had an
25 oversupply problem; do you remember that?

1 A. Yes, I do.

2 Q. What's your view on that?

3 A. My view on that is we have generation
4 today and, no, I don't believe that we have an
5 oversupply problem. I think there's a distinction
6 between generation and customer shopping. Customers
7 are shopping based on where the market rate is today
8 for power.

9 Q. Do you have, on a different subject, IEU
10 Exhibit 4 handy? That's the supplemental responses
11 to the 11th set of IEU-Ohio's interrogatories.
12 It's a three-page document.

13 A. Yes, I have it.

14 Q. Let me ask you a few questions about
15 these potential O&M expense reductions. You keep
16 using the word "potential" reductions. Would you
17 explain why that is so?

18 A. Yes. I refer to potential reductions,
19 number one, in the -- I had mentioned earlier that we
20 do have an approved budget for 2013, but certainly as
21 you look out over time, those final decisions have
22 not been made with respect to those budget
23 reductions.

24 Secondly, I refer to them as potential
25 because, again, there is a lot of risk associated

1 with making those reductions, and we will have to
2 continue to evaluate whether that is the right
3 decision or not for the company.

4 Q. And you also said that --

5 EXAMINER PRICE: Excuse me, Mr. Faruki, I
6 have a follow up to those questions.

7 MR. FARUKI: Sure. Of course.

8 EXAMINER PRICE: When you say a final
9 decision has not been made regarding the approved
10 budget, what steps are remaining to reach a final
11 decision? Understanding you might have to make an
12 adjustment down the line, but what steps in your
13 budget process are remaining to get to a final
14 decision?

15 THE WITNESS: We'll have an approved
16 budget for 2014 as we go through the budget process
17 yet this year. So when I say a final decision on the
18 budget, would not occur until either the latter part
19 of this year or early next year.

20 Now, that said, certainly with respect to
21 the outcome of this case may dictate, you know, the
22 need to take more risk for the company, so at that
23 minute in time we may have to decide that, yes, even
24 with that level of risk we need to move forward with
25 these reductions.

1 EXAMINER PRICE: But you do have a final
2 decision on the 2013 budget.

3 THE WITNESS: We have a decision on the
4 '13 budget which, again, I would indicate that is
5 tied to what we expect the results of this case to
6 be. Again, some significant risk associated with
7 some of those reductions that still may or may not
8 occur. It just depends on -- it is in the budget.

9 (Confidential portion excerpted.)
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(Open record.)

Q. There were questions about capital
expense, capital expenditure reductions, or possible
capital expenditure reductions. If any of those are

1 made, do they result in a dollar-for-dollar reduction
2 in the amount necessary for the SSR?

3 A. No, that is not a dollar-for-dollar
4 reduction. The impact that you would see on earnings
5 would be reflected through depreciation expense and
6 you depreciate your assets over a long period of
7 time. So it would not be a dollar-for-dollar impact.

8 Q. You were asked a couple of questions
9 about a dividend to DPL, Inc. Do you remember that
10 topic?

11 A. Yes, I do.

12 Q. If that dividend payment were not made,
13 what would be the effect on DP&L's financial
14 integrity?

15 A. As we look at the return on equity, you
16 would continue to see the equity balance continuing
17 to grow which means your ROE would decline. Assuming
18 that your income, everything else being equal.

19 Q. You were also asked if your pro formas
20 included sales of generation assets. Do you remember
21 that topic?

22 A. Yes, I do.

23 Q. And was there a reason that you did not
24 make an assumption about sales of generation plants
25 when you prepared that exhibit?

1 A. Yes. There was nothing to include. We
2 did not -- don't have anything currently that we are
3 looking at that would suggest that we're going to
4 make a sale of our generation assets.

5 Q. On a different point, you were asked
6 about historic ROEs of the company from 2000 through
7 2009, that ten-year period. Do you remember that
8 subject?

9 A. Yes, I do.

10 Q. Do you consider that historic data to be
11 pertinent to your analysis of the need for the
12 duration of the ESP for an SSR?

13 A. No, I do not.

14 Q. Why not?

15 A. Because our -- that is looking back in
16 time; our projections are based on where we are today
17 and where we expect to be over the next several
18 years, which is what is covered by the -- by my
19 filing, or by the term of this ESP.

20 Q. I was going to get to this later, but you
21 were also asked by Ms. Grady whether your projections
22 in your exhibits were audited. Do you remember that
23 topic?

24 A. Yes, I do.

25 Q. Is it possible to audit a set of pro

1 forma projections for a future period of time?

2 A. I'm not sure you would find an auditor
3 that would audit those. What is audited are your
4 actual statements by your independent auditors.

5 Q. Is an audit by definition a comparison to
6 actual data for a period that's already occurred?

7 A. You know, I look at the audit as, you
8 know, the actuals -- the actuals that have occurred
9 are what you have reported, do the auditors believe
10 that that is true and accurate.

11 Q. On a different point, you were asked a
12 few questions about your generation assets, and this
13 is in the context of generation separation. Do you
14 remember that subject?

15 A. Yes, I do.

16 Q. Several points here. First of all, you
17 made the statement that the generation assets would
18 not support debt. Do you recall that?

19 A. Yes, I do.

20 Q. What do you mean by that?

21 A. As we had looked -- obviously we've
22 looked at the cash flows through the impairment
23 analysis, and given the level of cash flows I did not
24 believe that the debt that sits at DP&L today, I
25 believe very little if any of that debt can be

1 supported by the generation business, which means
2 that if the generation business can't support it, the
3 T and D business, that the regulated entity would be
4 supporting the full \$900 million of long-term debt
5 which, as I mentioned earlier, I believe that would
6 be a very unbalanced capital structure for a T and D
7 company.

8 Q. You were asked some questions along those
9 lines by Mr. Lang, and in particular whether or not
10 it would be possible to separate generation by the
11 end of 2014. Do you remember that?

12 A. I do.

13 Q. If you were to try to separate generation
14 assets by the end of 2014, given the facts that
15 you've just recounted, what would you have to do with
16 the debt that's outstanding?

17 A. The debt would have to be supported all
18 by I believe the T and D business.

19 Q. Would that make the T and D business a
20 viable business with that much debt?

21 A. It certainly could challenge the T and D
22 business.

23 Q. In that connection, remember you were
24 asked a question whether or not the revenues of the
25 T and D business were sufficient to provide reliable

1 service? Is that right?

2 A. That's correct.

3 Q. In the context of generation separation,
4 what is happening is that you end up with two
5 separate entities; one holding the T and D business,
6 the other holding the generation business?

7 A. Yes.

8 Q. If that happens and you have to load all
9 of the debt onto the, or almost all of the debt onto
10 the T and D business, does that mean that simply
11 because your revenues are currently able to provide
12 reliable service, that the T and D business then
13 would be able to provide reliable service?

14 A. I do believe that that could challenge
15 their ability to provide reliable service. "Theirs"
16 being T and D.

17 Q. The debt issues that you reviewed in
18 response to earlier questions, are they ones that are
19 securitized or supported by all of the assets?

20 A. Yes. All of the debt at DP&L is backed
21 by the first mortgage which would be all of the
22 assets of DP&L.

23 Q. And just to put a finer point on that,
24 are you talking about all of the assets of DP&L or
25 are you talking about all of the generation assets of

1 DP&L?

2 A. All of the assets of DP&L.

3 Q. Before I leave this subject let me stay
4 on that point for a minute. In the example where the
5 debt of the generation assets would have to be loaded
6 onto the T and D business, if that business were to
7 be separated now, what would that debt do to the
8 financial integrity of the T and D business?

9 A. I believe given the capital structure,
10 which would have a significantly higher level of
11 debt, I think the credit rating of a T and D entity
12 from the rating agencies would be pressured which
13 means you can't just look at the cost of the debt
14 that exists on DP&L's books today, rather there's, in
15 my mind, in my view, a very good indication that you
16 would see increased costs relative to just the debt
17 that's on the books today because the T and D
18 business is trying to support a higher level of debt.

19 Q. I know there -- I'm going to narrow this
20 question a little bit just to move on. You talked
21 about the fact that there are do-not-call provisions
22 in some of the debt, do you remember that?

23 A. Yes, I do.

24 Q. Okay. Even if we left that aside, given
25 the current values of the generation assets is it

1 feasible to separate generation by the end of 2014?

2 A. No, I don't believe it is.

3 Q. Why not?

4 A. Because I believe we need the cash flows
5 from our proposed filing as well as looking for an
6 opportunity or looking for a rebound in the market to
7 separate the generation assets, which I believe is
8 not until 2017.

9 Q. On a different point you were asked
10 whether or not you included revenue from DP&L being a
11 winning bidder at auctions in your projections in
12 CLJ-2. Do you remember that subject?

13 A. Yes, I do.

14 Q. What's been DP&L's history with regard to
15 bidding in auctions?

16 A. We have participated in the auctions, but
17 have -- we have won very few. I can't remember the
18 exact number. There may be one auction that we've
19 bid in that we actually have acquired some load.

20 Q. Why was it that you did not include
21 possible revenue from winning future auctions in your
22 projections?

23 A. Well I guess first, as I had mentioned
24 earlier, we look at the, obviously, the forward curve
25 and our expectation of what we can earn through the

1 forward curve in the wholesale market. In my view I
2 believe that an assumption around an auction would
3 include or be reflective of where that current market
4 price is and I don't believe that we would see a
5 difference in the value of our projections whether we
6 do a wholesale transaction or an auction.

7 Q. Moving to a different point. When -- do
8 you remember the topic of whether or not or to what
9 extent DP&L keeps a percentage of -- whether when --
10 I'll withdraw that garble and try again. I was
11 trying to go too quickly.

12 Do you remember the subject of DPLER
13 retaining some of the switched load?

14 A. Yes, I do.

15 Q. All right. When DPLER keeps a percentage
16 of the switched load, is it keeping all the margin of
17 that load?

18 A. No, it is -- the margin that DPLER has
19 retained or has acquired is significantly lower than
20 the margin that the utility had previously realized.

21 MR. FARUKI: I believe that's all I have,
22 your Honor. Let me consult for a moment.

23 Thank you, your Honors, that's all I
24 have.

25 EXAMINER PRICE: Let's go off the record.

1 (Discussion off the record.)

2 EXAMINER PRICE: Go back on the record.

3 Mr. Lang.

4 MR. LANG: Thank you, your Honor.

5 - - -

6 RECROSS-EXAMINATION

7 By Mr. Lang:

8 Q. Mr. Jackson, is it your belief today that
9 the generation assets are not servicing any of DP&L's
10 debt?

11 A. No, I would not say that's the case.

12 Q. What percentage of the debt is the
13 generation asset servicing?

14 A. I believe it would be a small percentage,
15 but, you know, I don't believe that it's -- and when
16 I say "servicing the debt," looking at meeting the
17 interest obligations, yes, I believe that there may
18 be a small amount that's coming from the generation
19 assets.

20 Q. Is it fair to say that you have not
21 determined what level of debt new generation co. will
22 be able to assume in 2018?

23 A. That's correct.

24 Q. Is it also fair to assume that you have
25 not -- when you talked about your bank group, your

1 bank advisers earlier, that you have not had any
2 discussion with that bank group with regard to the
3 level of debt that the generation company will be
4 able to absorb either in 2018 or any time before
5 then?

6 A. I don't believe we've had any discussions
7 around 2018. Certainly the banks are aware of where
8 market pricing is today. But no, I do not believe
9 that we've had any specific conversations around 2014
10 either.

11 Q. Okay.

12 MR. LANG: No further questions, thank
13 you, your Honor.

14 EXAMINER PRICE: Thank you.

15 Mr. Olikar?

16 MR. OLIKER: Just one or two questions,
17 your Honor.

18 - - -

19 RECROSS-EXAMINATION

20 By Mr. Olikar:

21 Q. Mr. Jackson, in response to a question
22 from Mr. Faruki you mentioned that when you
23 supplemented your application, if you were to update
24 the prices in the energy curves, you also would have
25 wanted to update the switching numbers, correct?

1 A. Yes, I said that we would have updated
2 for that as well.

3 Q. Would you agree that at the end of 2012
4 approximately 58 percent of DP&L's load had switched
5 to a competitive supplier? And by that question I'm
6 referring to your public statements in your 10-K.

7 A. So what's included in the 10-K, as I --

8 Q. Would you like to turn to page 39 of your
9 10-K?

10 A. I don't have my 10-K with me.

11 Q. I can provide it to you.

12 MR. OLIKER: Charlie, do you mind me just
13 giving him the page?

14 MR. FARUKI: I do not.

15 Q. I'll represent to you that that's page 39
16 of your 10-K filing for 2012.

17 A. Yes, this number is correct. I would
18 note this is the amount that was supplied during the
19 year 2012, so that would reflect an average over the
20 course of the year.

21 So, again, if a customer shopped in
22 November, you only would have two months' worth of
23 that, however, that customer beginning in 2013, you
24 would then get a full annualized affect. So the
25 annualized number that would be comparable to the

1 58 percent is 64 percent. I'm sorry, is 66 percent.

2 MR. OLIKER: Could I have one minute,
3 your Honor, please?

4 EXAMINER PRICE: You may.

5 Q. Mr. Jackson, that number you just gave
6 me, that's not included in the 10-K, is it?

7 A. That is not in the 10-K.

8 MR. OLIKER: No more questions, your
9 Honor.

10 EXAMINER PRICE: Thank you.

11 Ms. Grady?

12 MS. GRADY: No questions, your Honor,
13 thank you.

14 EXAMINER PRICE: Mr. Boehm?

15 MR. BOEHM: No questions your Honor,
16 thank you.

17 EXAMINER PRICE: Mr. Sherman?

18 MR. SHERMAN: No questions, your Honor.

19 EXAMINER PRICE: Mr. Yurick?

20 MR. YURICK: No questions, your Honor,
21 thank you.

22 EXAMINER PRICE: Any other intervenors?

23 (No response.)

24 EXAMINER PRICE: Mr. McNamee?

25 MR. MCNAMEE: No, thank you.

1 EXAMINER PRICE: I just have a couple.

2 Do you believe that Dayton Power & Light
3 is getting a reasonable rate of return on its
4 distribution business at this time?

5 THE WITNESS: We have not looked at the
6 ROE per se on the T and D business --

7 EXAMINER PRICE: I'm just asking
8 distribution right now.

9 THE WITNESS: Yes, or distribution. You
10 know, that said, as I indicated before, I do think we
11 are getting adequate revenues on our -- over the
12 forecasted period. So that would, I guess that would
13 imply that, yes, I believe we are getting an adequate
14 return.

15 EXAMINER PRICE: Okay. How about on the
16 transmission side, do you believe you're getting a
17 reasonable rate of return on your transmission
18 business at this time?

19 THE WITNESS: I do believe so.

20 EXAMINER PRICE: Thank you, you're
21 excused.

22 THE WITNESS: Thank you.

23 EXAMINER PRICE: Mr. Faruki, would you
24 like to renew your motion for admission of Company
25 Exhibits 1 and 1A?

1 MR. FARUKI: Yes, thank you, your Honor.

2 I renew the motion to admit Exhibits 1 and 1A.

3 EXAMINER PRICE: Any objections to the
4 admission of Company Exhibits 1 and 1A?

5 (No response.)

6 EXAMINER PRICE: Seeing none, they'll be
7 admitted.

8 (EXHIBITS ADMITTED INTO EVIDENCE.)

9 EXAMINER PRICE: Mr. Lang.

10 MR. LANG: Thank you. FES moves Exhibits
11 numbers 1 through 7, please.

12 EXAMINER PRICE: Any objection to the
13 admission of FES Exhibits 1 through 7?

14 MR. FARUKI: No, your Honor.

15 EXAMINER PRICE: They will be admitted.

16 (EXHIBITS ADMITTED INTO EVIDENCE.)

17 MR. OLIKER: Your Honor, IEU-Ohio would
18 move for the admission of IEU-Ohio Exhibit 4.

19 EXAMINER PRICE: Any objection to the
20 admission of IEU-Ohio Exhibit 4.

21 MR. FARUKI: No, your Honor.

22 EXAMINER PRICE: Seeing none, it will be
23 admitted.

24 (EXHIBIT ADMITTED INTO EVIDENCE.)

25 EXAMINER PRICE: Let's go off the record.

(Discussion off the record.)

EXAMINER PRICE: Let's go back on the
record.

At this time we adjourn for the evening.
We'll resume again at 9:00 o'clock tomorrow to take
DP&L Witness Hoekstra. Thank you all.

(Hearing adjourned at 6:40 p.m.)

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1 CERTIFICATE

2 I do hereby certify that the foregoing is a
3 true and correct transcript of the proceedings taken
4 by me in this matter on Monday, March 18, 2013, and
5 carefully compared with my original stenographic
6 notes.

7
8 Maria DiPaolo Jones, Registered
9 Diplomate Reporter and CRR and
Notary Public in and for the
State of Ohio.

10 My commission expires June 19, 2016.

11 (71800-MDJ)

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Case No(s). 12-0426-EL-SSO, 12-0427-EL-ATA, 12-0428-EL-AAM, 12-0429-EL-WVR, 12-0672-EL-RDR

Summary: Transcript in the matter of The Dayton Power and Light Company hearing held on 03/18/13 - Volume I - Public Version electronically filed by Mrs. Jennifer Duffer on behalf of Armstrong & Okey, Inc. and Jones, Maria DiPaolo Mrs.