



COMMONWEALTH OF PENNSYLVANIA

August 6, 2020

E-FILED

Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street
Harrisburg, PA 17120

**Re: Petition Of PECO Energy Company For Approval Of Its Default Service Program
For The Period From June 1, 2020 Through May 31, 2025 / Docket No. P-2020-
3019290**

Dear Secretary Chiavetta:

The Pennsylvania Public Utility Commission's Implementation Order at *Electronic Access to Pre-Served Testimony*, Docket No. M-2012-2331973, requires that all testimony furnished to the court reporter during a proceeding must subsequently be provided to the Secretary's Bureau.

As such, this letter will confirm that the Office of Small Business Advocate ("OSBA") has e-filed the Direct Testimony and Exhibit BK-1 of Brian Kalcic labeled OSBA Statement No. 1, the Rebuttal Testimony of Brian Kalcic, labeled OSBA Statement No. 1-R, and Surrebuttal Testimony and Exhibit BK1-S of Brian Kalcic, labeled OSBA Statement No. 1-S, on behalf of the OSBA, in the above-captioned proceeding.

All known parties were previously served with the aforementioned Testimony. If you have any questions, please contact me.

Sincerely,

/s/ Erin K. Fure

Erin K. Fure
Assistant Small Business Advocate
Attorney ID No. 312245

Enclosures

cc: Brian Kalcic
Parties of Record (Cover Letter and Certificate of Service Only)



COMMONWEALTH OF PENNSYLVANIA

June 16, 2020

The Honorable Eranda Vero
Administrative Law Judge
Pennsylvania Public Utility Commission
400 North Street
Commonwealth Keystone Building
Harrisburg, PA 17120

Re: Petition Of PECO Energy Company For Approval Of Its Default Service Program For The Period From June 1, 2020 Through May 31, 2025 / Docket No. P-2020-3019290

Dear Judge Vero:

Enclosed please find the Direct Testimony and Exhibit of Brian Kalcic, labeled OSBA Statement No. 1, on behalf of the Office of Small Business Advocate ("OSBA"), in the above-captioned proceeding.

As evidenced by the enclosed Certificate of Service, all known parties will be served, as indicated.

If you have any questions, please do not hesitate to contact me.

Sincerely,

/s/ Erin K. Fure

Erin K. Fure
Assistant Small Business Advocate
Attorney ID No. 312245

Enclosures

cc: Brian Kalcic
Parties of Record

OSBA STATEMENT NO. 1

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

**Petition of PECO Energy Company for :
Approval of its Default Service Program for the : Docket No. P-2020-3019290
Period from June 1, 2021 through May 31, 2025 :**

Direct Testimony & Exhibit

of

BRIAN KALCIC

On Behalf of the

Pennsylvania Office of Small Business Advocate

Date Served: June 16, 2020

Date Submitted for the Record: July 31, 2020

Direct Testimony of Brian Kalcic

1 **Q. Please state your name and business address.**

2 A. Brian Kalcic, 225 S. Meramec Avenue, St. Louis, Missouri 63105.

3

4 **Q. What is your occupation?**

5 A. I am an economist and consultant in the field of public utility regulation, and
6 principal of Excel Consulting. My qualifications are described in the Appendix to
7 this testimony.

8

9 **Q. On whose behalf are you testifying in this case?**

10 A. I am testifying on behalf of the Office of Small Business Advocate (“OSBA”),
11 which is representing the small business customers served by PECO Energy
12 Company (“PECO” or the “Company”).

13

14 **Q. What is the subject of your testimony?**

15 A. I will review and comment on the Company’s proposed optional Time-of-Use
16 (“TOU”) rate for Small Commercial (“SC”) default service customers.¹

17

18 **Q. Does the OSBA recommend any changes to PECO’s proposed rate design for
19 SC TOU customers?**

20 A. No, it does not. However, as discussed below, the OSBA does recommend that the
21 Commission modify PECO’s proposal to recover its claimed TOU rate

¹ The Small Commercial procurement group is defined as all non-residential customers with peak demands less than 100 kW.

Direct Testimony of Brian Kalcic

1 implementation costs from the Residential and Small Commercial procurement
2 classes based on total default service sales.

3
4 **Optional TOU Rate**

5
6 **Q. Mr. Kalcic, please provide a brief description of PECO's proposed default
7 service TOU rate option.**

8 **A. The Company's optional TOU rate would be available to all smart-metered
9 configured Residential and Small Commercial default service customers, excluding
10 virtual net metering customers and residential customers enrolled in PECO's
11 customer assistance program ("CAP"). Under PECO's proposal, customers
12 choosing to take service under the TOU rate would be subject to default service
13 energy prices that vary by defined Peak, Super Off-Peak and Off-Peak periods, but
14 not by season. Separate TOU period prices would be determined for each
15 procurement class, and PECO would update TOU prices each quarter.**

16
17 **Q. Would customers choosing to take service under the TOU default service rate
18 be permitted to switch back to standard default service without penalty?**

19 **A. Yes. However, customers that leave the TOU rate would be prohibited from
20 switching back to TOU service for twelve months in order to limit free riders who
21 might enroll only for certain months when they do not have to shift their usage to
22 save money.**

Direct Testimony of Brian Kalcic

1

2 **Q. How would PECO determine the TOU rates applicable to each procurement**
3 **class?**

4 A. In brief, PECO would use class specific (i) TOU Pricing Multipliers for each TOU
5 period and (ii) historical kWh consumption (load) ratios to convert the class's
6 standard default service rate into a three-part TOU rate.

7 The Company's proposed TOU Pricing Multipliers are based on (i) price
8 ratios derived from PECO's examination of historical PJM Day-Ahead Spot Market
9 Pricing data over a five-year period and (ii) an assignment of PECO's applicable
10 (class) PJM zonal capacity cost obligation between Peak and Off-Peak periods.

11 Importantly, the TOU rates that result are designed to be revenue neutral on
12 a class basis, which means that if all customers in a given class were to switch to
13 TOU rates, the total amount paid for TOU default service would be unchanged from
14 standard service— absent any load shifting. PECO Exhibit JAB-4 provides an
15 illustrative Residential TOU rate calculation based on the class TOU Pricing
16 Multipliers and load ratios shown in Table 1 of the exhibit.

17

18 **Q. How does PECO propose to procure default service supply for Residential and**
19 **SC TOU customers?**

20 A. TOU supply would be included in the procurement products used to supply non-
21 TOU Residential and Small Commercial default service customers. In other words,
22 PECO is not proposing to procure TOU supply via a separate procurement process.

Direct Testimony of Brian Kalcic

1 Similarly, PECO proposes to reconcile TOU and non-TOU over- and under-
2 recoveries on a combined basis, i.e., using a single E-factor, within the Residential
3 and Small Commercial procurement classes.

4

5 **Q. Would it be preferable to implement separate procurement and reconciliation**
6 **processes for TOU and non-TOU customers?**

7 A. In theory, yes, since separate procurements would limit the potential for cross-
8 subsidization between different “classes” of default service customers. However,
9 given the limited interest shown to date in TOU rates by Residential and especially
10 SC customers, there would presumably be insufficient TOU load to proceed
11 successfully with separate procurement plans at this time.

12

13 **Q. Do you have any general comments on PECO’s proposed TOU rate design for**
14 **SC customers?**

15 A. Yes. PECO is proposing to implement an optional TOU rate for SC customers that
16 would reward customers for shifting existing load from Peak to Off-Peak and/or
17 Super Off-Peak periods. While PECO’s TOU rate design is not unique, in the sense
18 that it is possible to develop alternative revenue neutral TOU rate designs using
19 different time periods and underlying spot market prices, I find that PECO’s
20 proposed SC TOU rate design reflects reasonable TOU time periods and relative
21 TOU price ratios.

22

Direct Testimony of Brian Kalcic

1 **Q. Does the OSBA recommend any changes to PECO's proposed SC TOU rate**
2 **design for the Company's DSP V period?**

3 A. No, it does not.
4

5 **Q. What is PECO's total expected cost to implement its proposed TOU rate**
6 **options for Residential and Small Commercial default service customers?**

7 A. At this time, PECO estimates that it will incur a total cost of \$3.8 million,
8 comprised of \$0.9 million of expenses and \$2.9 million of capital costs.²
9

10 **Q. What types of costs are included in the above total?**

11 A. PECO identifies the following categories of TOU-related cost:

12 (i) Internal customer service training;

13 (ii) Information technology ("IT") changes to support enrollment, billing, meter
14 data management, customer self-service, and net metering excess generation
15 tracking and compensation; and

16 (iii) Customer communications and education.
17

18 **Q. Does PECO have an estimate of the magnitude of the costs to be incurred, by**
19 **individual cost categories?**

20 A. No. The Company is not able to provide a detailed breakdown of expected
21 implementation costs at this time.³

² See PECO Exhibit JAB-6.

Direct Testimony of Brian Kalcic

1

2 **Q. How does PECO propose to recover its claimed TOU-related implementation**
3 **costs?**

4 A. PECO intends to allocate all TOU implementation costs to the Residential and
5 Small Commercial procurement classes in proportion to each class's total default
6 service supply sales ("kWh"), over the four-year term of DSP V.⁴

7

8 **Q. Do you agree with PECO's cost recovery proposal?**

9 A. I agree that all TOU-related implementation costs should be recovered solely from
10 the eligible procurement classes, i.e., Residential and Small Commercial. However,
11 I do not agree that it would be appropriate to allocate all such costs to the
12 Residential and SC classes on a kWh basis.

13

14 **Q. Why do you disagree with PECO's kWh-based cost allocation proposal?**

15 A. As shown in PECO Exhibit JAB-6, the Company typically incurs a variety of
16 administrative costs in the process of procuring supply for default service
17 customers, including the costs associated with the: a) DSP V proceeding; b)
18 independent evaluator; c) default service forecasting; and d) RFP monitor.⁵ Note
19 also that PECO proposes to recover all such administrative costs from procurement
20 classes on a kWh-basis. In the OSBA's view, a kWh-based allocation of the above

³ See PECO's response to OSBA-I-3(a)&(c).

⁴ See PECO's response to OSBA-I-3(b)&(d).

⁵ See Items 1, 2, 3 and 7 in PECO Exhibit JAB-6.

Direct Testimony of Brian Kalcic

1 types of administrative costs is appropriate since such costs are incurred in the
2 course of PECO procuring default service supply (i.e., kWhs).

3 Line 4 of PECO Exhibit JAB-6 also shows that the Company is proposing
4 to recover its claimed TOU-related implementation costs on the same kWh basis as
5 other administrative costs. However, unlike administrative costs, PECO's TOU-
6 related implementation costs would be incurred in order to afford Residential and
7 SC default service *customers* the option of choosing a TOU rate – not as result of
8 procuring default service supply. According, I conclude it would not be appropriate
9 to allocate all of PECO's claimed TOU-related implementation costs to the
10 Residential and Small Commercial procurement classes on a kWh basis.

11
12 **Q. How should PECO's claimed TOU-related implementation costs be recovered**
13 **from the Residential and Small Commercial procurement classes?**

14 A. All of the categories of TOU implementation costs identified by the Company, i.e.,
15 customer service training, IT modifications (to enable enrollment, billing, etc.) and
16 customer communications and education, are more appropriately deemed customer-
17 rather than kWh-related costs. Accordingly, the Commission should direct PECO
18 to allocate all of its allowed TOU-related implementation costs to the Residential
19 and Small Commercial procurement classes based on the number of customers in
20 each class (excluding CAP and virtual net metering customers).

21
22 **Q. Does this conclude your direct testimony?**

Direct Testimony of Brian Kalcic

1 A. Yes.

EXHIBIT BK-1

REFERENCED INTERROGATORY RESPONSES

OSBA-I-3

Pennsylvania Public Utility Commission

v.

PECO Energy Company

Petition of PECO Energy Company for Approval of
Default Service Program

Docket No. P-2020-3019290

Response of PECO Energy Company
To Interrogatories of the
Office of Small Business Advocate
OSBA Set I

Response Date: 05/04/2020

OSBA-I-3

Reference PECO Exhibit JAB-6.

- a. Please provide a detailed breakdown of the estimated \$0.9 million expense component of the Company's proposed Optional Residential/Small Commercial Time-of-Use Program;
- b. Please explain how the costs identified in part (a) will be allocated between the Residential and Small Commercial procurement classes;
- c. Please provide a detailed breakdown of the estimated \$2.9 million capital component of the Company's proposed Optional Residential/Small Commercial Time-of-Use Program;
- d. Please explain how the costs identified in part (c) will be allocated between the Residential and Small Commercial procurement classes; and
- e. Please confirm that PECO proposes to recover the actual cost of its proposed Optional Residential/Small Commercial Time-of-Use Program over the four-year period covered by PECO's DSP-V. If incorrect, please explain.

RESPONSE:

- a. PECO based preliminary Time-Of-Use ("TOU") cost estimates on its experience and PECO's proposed TOU rate design. As explained in PECO Statement No. 2 (p. 23), the categories of costs PECO expects in order to implement the proposed TOU rates include rate design development, enrollments, billing, web presentment, reporting, internal training, market research, and customer communications. However, PECO did not estimate capital and operating and maintenance expense costs at the level of detail requested.
- b. PECO will allocate all TOU costs based on total default service supply sales to the Residential and Small Commercial procurement classes.
- c. Please refer to the Company's response to part (a) above.
- d. Please refer to the Company's response to part (b) above.
- e. PECO confirms that the Company proposes to recover the actual cost of the TOU rate options over the DSP V term.

Responsible Witness: Joseph A Bisti

APPENDIX

APPENDIX

Qualifications of Brian Kalcic

Mr. Kalcic graduated from Benedictine University with a Bachelor of Arts degree in Economics in December 1974. In May 1977 he received a Master of Arts degree in Economics from Washington University, St. Louis. In addition, he has completed all course requirements at Washington University for a Ph.D. in Economics.

From 1977 to 1982, Mr. Kalcic taught courses in economics at both Washington University and Webster University, including Microeconomic and Macroeconomic Theory, Labor Economics and Public Finance.

During 1980 and 1981, Mr. Kalcic was a consultant to the Equal Employment Opportunity Commission, St. Louis District Office. His responsibilities included data collection and organization, statistical analysis and trial testimony.

From 1982 to 1996, Mr. Kalcic was employed by the firm of Cook, Eisdorfer & Associates, Inc. During that time, he participated in the analysis of electric, gas and water utility rate case filings. His primary responsibilities included cost-of-service and economic analysis, model building, and statistical analysis.

In March 1996, Mr. Kalcic founded Excel Consulting, a consulting practice that offers business and regulatory analysis.

Mr. Kalcic has previously testified before the state regulatory commissions of Delaware, Indiana, Kansas, Kentucky, Maine, Massachusetts, Minnesota, Missouri, New Jersey, New York, Ohio, Oregon, Pennsylvania, and Texas, and also before the Bonneville Power Administration.

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

PENNSYLVANIA PUBLIC UTILITY COMMISSION :

v.

: **Docket No. P-2020-3019290**

PECO Energy Company

:

VERIFICATION

I, Brian Kalcic, hereby state that the facts set forth in my direct testimony labeled OSBA Statement No. 1 are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. §4904 (relating to unsworn falsification to authorities).

Date: June 16, 2020



(Signature)

Brian Kalcic

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

**Petition Of PECO Energy Company For :
Approval Of Its Default Service Program :
For The Period From June 1, 2020 : Docket No. P-2020-3019290
Through May 31, 2025 :**

CERTIFICATE OF SERVICE

I hereby certify that true and correct copies of the foregoing have been served via email (*unless otherwise noted below*) upon the following persons, in accordance with the requirements of 52 Pa. Code § 1.54 (relating to service by a participant).

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/s/ Erin K. Fure

Erin K. Fure
Assistant Small Business Advocate
Attorney ID No. 312245

DATE: June 16, 2020



COMMONWEALTH OF PENNSYLVANIA

July 9, 2020

The Honorable Eranda Vero
Administrative Law Judge
Pennsylvania Public Utility Commission
400 North Street
Commonwealth Keystone Building
Harrisburg, PA 17120

**Re: Petition Of PECO Energy Company For Approval Of Its Default Service Program
For The Period From June 1, 2020 Through May 31, 2025 / Docket No. P-2020-
3019290**

Dear Judge Vero:

Enclosed please find the Rebuttal Testimony of Brian Kalcic, labeled OSBA Statement No. 1-R, on behalf of the Office of Small Business Advocate ("OSBA"), in the above-captioned proceeding.

As evidenced by the enclosed Certificate of Service, all known parties will be served, as indicated.

If you have any questions, please do not hesitate to contact me.

Sincerely,

/s/ Erin K. Fure

Erin K. Fure
Assistant Small Business Advocate
Attorney ID No. 312245

Enclosures

cc: **PA PUC Secretary Rosemary Chiavetta (Cover Letter & Certificate of Service only)**
Brian Kalcic
Parties of Record

OSBA STATEMENT NO. 1-R

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

**Petition of PECO Energy Company for :
Approval of its Default Service Program for the : Docket No. P-2020-3019290
Period from June 1, 2021 through May 31, 2025 :**

Rebuttal Testimony of

BRIAN KALCIC

On Behalf of the

Pennsylvania Office of Small Business Advocate

Date Served: July 9, 2020

Date Submitted for the Record: July 31, 2020

Rebuttal Testimony of Brian Kalcic

1 **Q. Please state your name and business address.**

2 A. Brian Kalcic, 225 S. Meramec Avenue, St. Louis, Missouri 63105.

3

4 **Q. Have you previously submitted direct testimony in this proceeding?**

5 A. Yes, I have.

6

7 **Q. What is the subject of your rebuttal testimony?**

8 A. I will respond to the time-of-use (“TOU”) rate recommendations proffered in the
9 direct testimony of Mr. Travis Kavulla on behalf of the Electric Supplier Coalition
10 (“ESC”). In addition, I will address certain of Mr. Kavulla’s proposed changes to
11 PECO’s Standard Offer Program (“SOP”).

12

13 **ESC Witness Kavulla**

14 **Q. Mr. Kalcic, what is Mr. Kavulla’s position with respect to PECO’s proposed**
15 **default service TOU rate option for Small Commercial customers?**

16 A. Mr. Kavulla does not oppose PECO’s TOU rate proposal. However, as a condition
17 for approving the TOU rate, Mr. Kavulla recommends that the Commission: 1)
18 establish the TOU rate as the “standard” rate for customers choosing default
19 service; 2) require PECO to offer a real-time pricing (“RTP”) rate to residential and
20 small commercial default service customers; 3) establish a framework to enable
21 electric generation suppliers (“EGSs”) to offer supplier consolidated billing
22 (“SCB”); 3) require PECO to develop a more robust TOU customer education
23 program; 4) require PECO to allocate and recover all TOU-related costs from

Rebuttal Testimony of Brian Kalcic

1 default service customers over the DSP V period; and 5) require PECO to submit all
2 annual reports applicable to default service providers offering TOU and RTP rates.¹

3

4 **Q. Why does Mr. Kavulla believe that the TOU rate should be the standard or**
5 **“default product” for customers choosing default service?**

6 A. In Mr. Kavulla’s view, ratepayers have “paid handsomely” for PECO’s investment
7 in smart meter technology over the last eight years in order make time-
8 differentiated pricing products possible, and TOU rates are long overdue. In order
9 to reap the benefits of smart meter technology, Mr. Kavulla avers that TOU rates
10 should be the default rate product rather than an opt-in alternative (as proposed by
11 PECO).

12

13 **Q. Do you agree?**

14 A. No, since small business customers have historically shown little interest in default
15 service TOU rate options. TOU rates provide an opportunity to save on electric
16 bills if the customer is able to shift load from peak to off-peak periods. However,
17 retail establishments with normal business hours typically have little to no
18 flexibility to shift load to off-peak hours. As such, it is not surprising that small
19 business customers have exhibited a preference for simple, flat-rate energy charges
20 over time-differentiated rate products.

¹ See ESC Statement No. 1 at pages 25-26.

Rebuttal Testimony of Brian Kalcic

1 In light of the above, there is no logical reason to require small commercial
2 customers to opt-out of TOU rates in order to receive default service on a flat-rate
3 basis.

4
5 **Q. Do you have any other comment on Mr. Kavulla's proposal to make TOU**
6 **rates the default product for small commercial customers that do not elect to**
7 **shop?**

8 A. Yes. By definition, there can only be one default product for any customer, which
9 is the service that will be provided if the customer makes no affirmative selection.
10 Counsel advises that Act 129 specifies that customers "may elect" TOU rates. The
11 fact that a smaller customer may elect TOU rates suggests that the legislation
12 contemplates that the default service product for small commercial customers
13 should *not* include time-differentiated rate products.

14
15 **Q. Why does Mr. Kavulla recommend that the Commission require PECO to**
16 **offer RTP rates to residential and small commercial default service customers?**

17 A. Mr. Kavulla states that the law requires a default service provider ("DSP") to offer
18 both TOU and RTP products to all customers with smart meter technology.

19
20 **Q. Do you have any comment?**

21 A. Yes. The OSBA will address the statutory requirements pertaining to RTP service
22 offerings in its briefs. However, given the lack of interest in TOU rates on the part
23 of small commercial customers, it is reasonable to assume that such customers

Rebuttal Testimony of Brian Kalcic

1 would show even less interest in an RTP product if it were to be made a default
2 service option.

3

4 **Q. Are you aware of any DSP in the Commonwealth that currently offers an RTP**
5 **product to default service customers will billing demands less than 100 kW?**

6 A. No, I am not.

7

8 **Q. Why does Mr. Kavulla recommend that the Commission require PECO to**
9 **establish a framework to enable EGSs to offer SCB, as a condition for**
10 **approving TOU rates?**

11 A. In short, Mr. Kavulla claims that SCB is necessary in order to prevent the retail
12 market from becoming more uncompetitive. In other words, without SCB, Mr.
13 Kavulla concludes that only PECO would be able to offer time-differentiated rates
14 effectively.

15

16 **Q. What is your response?**

17 A. PECO began installing smart meters in 2012. In that respect, EGSs have arguably
18 had an eight-year head start on the Company in marketing TOU rate offerings to
19 PECO's default service customers. Given that lead time, it should be clear to EGSs
20 by now whether there is any real interest in TOU rate offerings among residential
21 and small commercial customers, and, if so, how the TOU rate should be structured.
22 Given that history, to suggest now that SCB is a necessary condition for EGSs to
23 successfully market TOU rates is not credible.

Rebuttal Testimony of Brian Kalcic

1

2 **Q. Do you have any other comment on Mr. Kavulla's SCB condition?**

3 A. Yes. Counsel advises that the Commission has undertaken an investigation into the
4 legality and appropriateness of implementing SCB at Docket No. M-2018-2645254.
5 Counsel further advises that the Commission's investigation is ongoing, and that
6 SCB is not currently permitted in the Commonwealth. Counsel therefore concludes
7 that the issue of SCB is outside the scope of PECO proposed default service plan.

8

9 **Q. On pages 21-22 of his direct testimony, Mr. Kavulla critiques PECO's**
10 **proposed budget of \$900,000 to educate customers about its TOU rate offering,**
11 **and opines that a more robust customer education campaign should be**
12 **pursued. Do you agree?**

13 A. No. The Company currently estimates that it will incur a total cost of \$3.8 million
14 to implement its TOU rate option. In the OSBA's view, the Company's projected
15 TOU price tag is already expensive given the limited number of residential and
16 small commercial customers one may expect to choose TOU rates. Spending more
17 on customer education would not be prudent, particularly since such spending
18 would be unlikely to have a material impact on participation rates.

19

20 **Q. Mr. Kavulla also recommends that PECO recover all TOU-related costs from**
21 **default service customers over the DSP V period. Is it your understanding that**
22 **PECO proposes to recover all such costs from the eligible procurement classes**
23 **over the term of DSP V?**

Rebuttal Testimony of Brian Kalcic

1 A. Yes.²

2

3 **Q. Finally, Mr. Kavulla recommends that PECO submit all annual reports**
4 **required by statute of default service providers offering TOU and RTP rates.**
5 **Has PECO indicated that it intends to comply with all statutory reporting**
6 **requirements if the Commission approves its TOU rate proposal?**

7 A. Yes, it has.³

8

9 **Q. Beginning on page 54 of his direct testimony, Mr. Kavulla discusses the fact**
10 **that referrals under PECO's SOP have declined in recent years. In order to**
11 **mitigate this decline, Mr. Kavulla recommends that all new customers that**
12 **have not affirmatively elected to take service from an EGS be automatically**
13 **enrolled in PECO's SOP. Do you agree?**

14 A. No. At present, new customers may elect to participate in PECO's SOP, which
15 offers a 7% discount off PECO's then current price to compare ("PTC"). While the
16 customer's SOP rate is fixed for a twelve-month period, PECO's applicable PTC is
17 not. As a result, the SOP customer must monitor changes in PECO's PTC and, if
18 necessary, switch back to default service, in order to ensure that the SOP continues
19 to offer the cheaper rate.

20 While customers that *elect* to participate in PECO's SOP may arguably be
21 assumed to understand the risk their choice entails, it would be negligent to

² See PECO's response to OSBA-I-3(e), attached to OSBA Statement No. 1.

³ See PECO's response to ESC-IV-13, attached to ESC Statement No. 1.

Rebuttal Testimony of Brian Kalcic

1 presume that new customers that are automatically enrolled in the program
2 understand such risks. In the end, no customer should be enrolled in PECO's SOP
3 unless the customer elects to participate in the program.

4

5 **Q. Does this conclude your rebuttal testimony?**

6 **A. Yes.**

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

PENNSYLVANIA PUBLIC UTILITY COMMISSION :

v.

: **Docket No. P-2020-3019290**

PECO Energy Company

:

VERIFICATION

I, Brian Kalcic, hereby state that the facts set forth in my rebuttal testimony labeled OSBA Statement No. 1-R are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. §4904 (relating to unsworn falsification to authorities).

Date: July 7, 2020



(Signature)

Brian Kalcic

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

**Petition Of PECO Energy Company For :
Approval Of Its Default Service Program :
For The Period From June 1, 2020 : Docket No. P-2020-3019290
Through May 31, 2025 :**

CERTIFICATE OF SERVICE

I hereby certify that true and correct copies of the foregoing have been served via email (*unless otherwise noted below*) upon the following persons, in accordance with the requirements of 52 Pa. Code § 1.54 (relating to service by a participant).

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/s/ Erin K. Fure

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Assistant Small Business Advocate
Attorney ID No. 312245

DATE: July 9, 2020



COMMONWEALTH OF PENNSYLVANIA

July 23, 2020

The Honorable Eranda Vero
Administrative Law Judge
Pennsylvania Public Utility Commission
400 North Street
Commonwealth Keystone Building
Harrisburg, PA 17120

**Re: Petition Of PECO Energy Company For Approval Of Its Default Service Program
For The Period From June 1, 2020 Through May 31, 2025 / Docket No. P-2020-
3019290**

Dear Judge Vero:

Enclosed please find the Surrebuttal Testimony and Exhibit of Brian Kalcic, labeled OSBA Statement No. 1-S, on behalf of the Office of Small Business Advocate ("OSBA"), in the above-captioned proceeding.

As evidenced by the enclosed Certificate of Service, all known parties will be served, as indicated.

If you have any questions, please do not hesitate to contact me.

Sincerely,

/s/ Erin K. Fure

Erin K. Fure
Assistant Small Business Advocate
Attorney ID No. 312245

Enclosures

cc: **PA PUC Secretary Rosemary Chiavetta (Cover Letter & Certificate of Service only)**
Brian Kalcic
Parties of Record

OSBA STATEMENT NO. 1-S

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

**Petition of PECO Energy Company for :
Approval of its Default Service Program for the : Docket No. P-2020-3019290
Period from June 1, 2021 through May 31, 2025 :**

Surrebuttal Testimony of

BRIAN KALCIC

On Behalf of the

Pennsylvania Office of Small Business Advocate

Date Served: July 23, 2020

Date Submitted for the Record: July 31, 2020

Surrebuttal Testimony of Brian Kalcic

1 **Q. Please state your name and business address.**

2 A. Brian Kalcic, 225 S. Meramec Avenue, St. Louis, Missouri 63105.

3

4 **Q. Have you previously submitted testimony in this proceeding?**

5 A. Yes, I have.

6

7 **Q. What is the subject of your surrebuttal testimony?**

8 A. I will respond to the rebuttal testimony of Mr. Steven L. Estomin on behalf of the
9 OCA.

10

11 **OCA Witness Estomin**

12 **Q. What is Mr. Estomin's position with respect to your recommendation that**
13 **PECO allocate all of its allowed TOU-related implementation costs to the**
14 **Residential and Small Commercial procurement classes based on the number**
15 **of customers in each class?**

16 A. Mr. Estomin opposes the OSBA's proposal. On page 14 of his rebuttal, Mr.
17 Estomin claims that PECO's TOU-related implementation costs are fundamentally
18 no different than the other types of default service costs administrative costs that
19 PECO incurs that are allocated to procurement classes on the basis of default
20 service sales (kWhs). As a consequence, Mr. Estomin concludes "there is no reason
21 why the TOU-related administrative costs should be treated differently from a cost
22 allocation perspective."

23

Surrebuttal Testimony of Brian Kalcic

1 **Q. How do you respond?**

2 A. Contrary to Mr. Estomin's claim, PECO's TOU-related implementation costs are
3 certainly different in nature than the other default service administrative costs
4 identified in PECO's filing. Without (i) this default service proceeding, (ii) an
5 independent evaluator, (iii) an RFP monitor, and (iv) default service forecasting
6 support, PECO would not be able to offer customers the opportunity to purchase
7 default service supply over the period June 1, 2021 to May 31, 2025.¹ In other
8 words, all of the aforementioned costs are necessary, i.e., incurred, in order to
9 procure a supply of energy for default service customers. Given that fact, such
10 costs are properly recovered from PECO's procurement classes on a kWh basis.

11 In contrast, none of PECO's TOU-implementation costs would be incurred
12 to procure default service supply, for the simple reason that PECO is not proposing
13 to procure TOU supply via a separate procurement process. Instead, PECO is
14 proposing to include TOU supply in the procurement products used to supply non-
15 TOU Residential and non-TOU Small Commercial customers.

16
17 **Q. For what reason then would PECO incur TOU rate implementation costs?**

18 A. PECO's TOU implementation costs would be incurred solely as a consequence of
19 offering Residential and Small Commercial default service customers the option of
20 being billed on the TOU rate rather than on a flat-rate basis.

21

¹ See Items 1, 2, 3 and 7 in PECO Exhibit JAB-6.

Surrebuttal Testimony of Brian Kalcic

1 **Q. What is the appropriate basis for recovering PECO's TOU-related**
2 **implementation costs from default service customers?**

3 A. Because TOU implementation costs are associated with a billing function, PECO
4 should allocate such costs to the Residential and Small Commercial procurement
5 classes on the basis of the number of total customers in the Residential and Small
6 Commercial procurement classes, regardless of whether they are taking default
7 service.

8
9 **Q. Mr. Estomin also argues that since PECO serves many more residential than it**
10 **does small commercial customers, the OSBA's proposal would have the effect**
11 **of shifting a "much larger" portion of PECO's TOU costs to residential**
12 **customers. Please respond.**

13 A. First, the outcome associated with one allocation methodology versus another
14 should have no bearing on determining the propriety of an allocation method. In
15 this instance, Mr. Estomin has offered no valid reason why a kWh-based allocation
16 of PECO's TOU-related implementation costs is appropriate from a cost causation
17 perspective. The fact that Mr. Estomin's preferred allocation method may produce
18 a lower cost outcome for residential customers is immaterial.

19 Second, Mr. Estomin provides no quantitative basis for his conclusion that
20 the OSBA's proposal would shift a "much larger" portion of TOU costs to
21 residential customers. OSBA requested that the OCA provide the factual basis for
22 Mr. Estomin's conclusion in discovery, but the OCA's response was outstanding at
23 the time this testimony was prepared.

Surrebuttal Testimony of Brian Kalcic

1

2 **Q. Mr. Kalcic, have you prepared an estimate of the difference in outcomes from**
3 **allocating PECO's TOU implementation costs the Residential and Small**
4 **Commercial procurement classes on a kWh- versus customer basis?**

5 A. Yes, I have. Table A below shows the alternative TOU allocation factors based on
6 2019 data. The kWh-based allocation factor is shown in column 2 and the
7 customer-based allocation factor is shown in column 4.

8

Table A

9

Derivation of Alternative TOU Cost Allocation Factors
Based on 2019 Data

10

<i>Class</i>	<i>Annual Default Service (MWH)</i>	<i>%</i>	<i>Total Customers</i>	<i>%</i>
Residential	(1) 10,305,990	(2) 83.2%	(3) 1,494,561	(4) 90.2%
Sm. Commercial	<u>2,086,694</u>	<u>16.8%</u>	<u>162,019</u>	<u>9.8%</u>
Total	12,392,684	100.0%	1,656,580	100.0%

11

12 Source: Attachment ESC-II-5(a) & Attachment ESC-II-5(b)

13

14

15

16

17

18

19

Q. Does this conclude your surrebuttal testimony?

20

A. Yes.

EXHIBIT BK-1S

REFERENCED INTERROGATORY RESPONSES

ESC-II-5(a) & (b)

Pennsylvania Public Utility Commission

v.

PECO Energy Company

Petition of PECO Energy Company for Approval of
Default Service Program

Docket No. P-2020-3019290

Response of PECO Energy Company
To Interrogatories of the
Electric Supplier Coalition
ESC Set II
Response Date: 06/01/2020

ESC-II-5

Provide the following shopping and default service customer information broken down into the following categories:

(a) Data to provide:

of default service customers

of shopping customers

% of default service customers

% of shopping customers

MWh (annualized) associated with default service customers

MWh (annualized) associated with shopping customers

% of MWh associated with default service customers

% of MWh associated with shopping customers

(b) Provide data in the following categories:

(i) For each procurement group: e.g., residential, small commercial (non-hourly priced), medium

commercial, and large commercial/industrial (hourly priced).

(ii) For each distribution service rate classification.

RESPONSE:

See Attachment ESC-II-5(a) and Attachment ESC-II-5(b) for the requested data in 2018 and 2019.

Responsible Witness: John J. McCawley

Shopping and default service customer information

Year End	Porcurement Class	Rate Class	Default Count	Shopping Count	Default Percent	Shopping Percent
2018	Large Commercial and Industrial	EP	0	5	0.00%	100.00%
2018	Large Commercial and Industrial	GS	831	4283	16.25%	83.75%
2018	Large Commercial and Industrial	HT	199	2414	7.62%	92.38%
2018	Large Commercial and Industrial	PD	30	324	8.47%	91.53%
2018	Residential	R	899153	395875	69.43%	30.57%
2018	Residential	RH	133050	53170	71.45%	28.55%
2018	Small Commercial	AL	0	1	0.00%	100.00%
2018	Small Commercial	GS	84795	63009	57.37%	42.63%
2018	Small Commercial	HT	39	58	40.21%	59.79%
2018	Small Commercial	PD	29	53	35.37%	64.63%
2018	Small Commercial	POL	1639	860	65.59%	34.41%
2018	Small Commercial	SLE	463	337	57.88%	42.13%
2018	Small Commercial	SLS	193	138	58.31%	41.69%
2018	Small Commercial	TL	1543	7179	17.69%	82.31%
2019	Small Commercial	EP	0	5	0.00%	100.00%
2019	Small Commercial	GS	895	4158	17.71%	82.29%
2019	Small Commercial	HT	236	2381	9.02%	90.98%
2019	Small Commercial	PD	30	293	9.29%	90.71%
2019	Small Commercial	R	927042	378171	71.03%	28.97%
2019	Small Commercial	RH	139552	49796	73.70%	26.30%
2019	Small Commercial	AL	0	1	0.00%	100.00%
2019	Small Commercial	GS	88246	60822	59.20%	40.80%
2019	Small Commercial	HT	34	65	34.34%	65.66%
2019	Small Commercial	PD	30	60	33.33%	66.67%
2019	Small Commercial	POL	1581	853	64.95%	35.05%
2019	Small Commercial	SLE	479	339	58.56%	41.44%
2019	Small Commercial	SLS	187	138	57.54%	42.46%
2019	Small Commercial	TL	2008	7176	21.86%	78.14%

Shopping and default service customer information

Year	Procurement Class	Rate Class	Annual Default Energy (Mwh)	Annual Shopping Energy (Mwh)	Default Percent	Shopping Percent
2019	Large Commercial and Industrial	EP	-	574,401	0.00%	100.00%
2019	Large Commercial and Industrial	GS	507,839	3,386,835	13.04%	86.96%
2019	Large Commercial and Industrial	HT	490,712	14,517,871	3.27%	96.73%
2019	Large Commercial and Industrial	PD	15,524	363,291	4.10%	95.90%
2019	Residential	R	8,203,774	3,793,599	68.38%	31.62%
2019	Residential	RH	2,102,216	900,810	70.00%	30.00%
2019	Small Commercial	AL	-	5,114	0.00%	100.00%
2019	Small Commercial	GS	2,034,685	2,849,461	41.66%	58.34%
2019	Small Commercial	HT	23,430	30,649	43.33%	56.67%
2019	Small Commercial	PD	6,971	17,095	28.97%	71.03%
2019	Small Commercial	POL	6,999	4,776	59.44%	40.56%
2019	Small Commercial	SLE	7,238	118,989	5.73%	94.27%
2019	Small Commercial	SLS	2,656	2,794	48.73%	51.27%
2019	Small Commercial	TL	4,717	45,735	9.35%	90.65%

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

PENNSYLVANIA PUBLIC UTILITY COMMISSION :

v.

: Docket No. P-2020-3019290

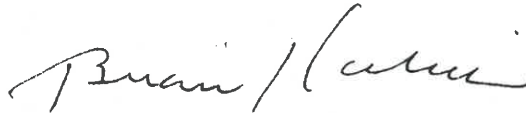
PECO Energy Company

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VERIFICATION

I, Brian Kalcic, hereby state that the facts set forth in my surrebuttal testimony labeled OSBA Statement No. 1-S are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. §4904 (relating to unsworn falsification to authorities).

Date: July 22, 2020



(Signature)

Brian Kalcic

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

Petition Of PECO Energy Company For :
Approval Of Its Default Service Program :
For The Period From June 1, 2020 : **Docket No. P-2020-3019290**
Through May 31, 2025 :

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/s/ Erin K. Fure

Erin K. Fure
Assistant Small Business Advocate
Attorney ID No. 312245

DATE: July 23, 2020

**BEFORE THE
PENNSYLVANIA PUBLIC UTILITY COMMISSION**

Petition Of PECO Energy Company For :
Approval Of Its Default Service Program :
For The Period From June 1, 2020 : **Docket No. P-2020-3019290**
Through May 31, 2025 :

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/s/ Erin K. Fure

Erin K. Fure
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DATE: August 6, 2020