1	STATE OF NEW HAMPSHIRE			
2	PUBLIC UTILITIES COMMISSION			
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4	February 18, 2014 - 1:40 p.m. Concord, New Hampshire			
5	NHPUC FEB28'14 PM 3:28			
7	RE: IR 13-233 PNE ENERGY SUPPLY, LLC: Investigation Pursuant to RSA 365:4			
8	and N.H. Code Administrative Rules Part Puc 204 into Dispute Between			
9	PNE Energy Supply, LLC, and Public Service Company of New Hampshire.			
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11	PRESENT: Chairman Amy L. Ignatius, Presiding Commissioner Martin P. Honigberg			
12	in the second of			
13	Clare E. Howard-Pike, Clerk			
14				
15	APPEARANCES: Reptg. PNE Energy Supply, LLC: Robert P. Cheney, Jr., Esq. (Sheehan)			
16	James T. Rodier, Esq. (Sheehan Phinney) Jason D. Gregoire, Esq. (Sheehan Phinney)			
17	Reptg. Public Service of New Hampshire:			
18	Matthew J. Fossum, Esq.			
19	Reptg. PUC Staff:			
20	Michael J. Sheehan, Esq. Steven E. Mullen, Asst. Dir./Electric Div.			
21				
22				
23	Court Reporter: Steven E. Patnaude, LCR No. 52			
	g.			

1				
2	INDEX			
3	PAGE NO.			
4	STATEMENTS BY:			
5		Mr. Cheney 5,	39 , 42	
6			23, 46	
7		Mr. Sheehan	37	
8				
9	QUESTIONS BY:			
10	Cmsr. Honigberg	8, 26, 27,	31, 37	
11	Chairman Ignati	lus 14, 16, 25, 27,	33, 35	
12				
13		* * *		
14				
15		EXHIBITS		
16	EXHIBIT NO.	DESCRIPTION	PAGE NO.	
17	1	Joint Statement of Agreed Facts	18	
18		presented by PNE and PSNH (02-14-14)		
19	2	Excerpts from the ISO New England,	20	
20		Inc. Transmission, Markets and Services Tariff, consisting of		
21		the cover page and Pages 142 & 143		
22				
23				
24				

{IR 13-233} {02-18-14}

1 PROCEEDING

CHAIRMAN IGNATIUS: Thank you, everyone, for coming out on a snowy day. I'd like to open the hearing in Docket IR 13-233. This is an investigation docket involving PNE Energy Supply and Public Service Company of New Hampshire. Let's first take appearances. And, then, I'd like to hear what people's anticipation is for how to proceed this afternoon, since it's a little unusual, in terms of the docket and where we are. We do have an order of the -- I mean, a letter of the Commission, dated February 3rd, that laid out the questions to be addressed. So, we'll, after we take appearances, ask how people want to proceed in the order of proceedings, and whether we have witnesses, offers of proof, that sort of thing.

So, let's first begin, Mr. Cheney.

MR. CHENEY: Madam Chair, Bob Cheney, from Sheehan, Phinney, Bass & Green, representing PNE Energy. Also, with me today, Jim Rodier, Attorney Jim Rodier, will be filing an appearance, and Attorney Jason Gregoire, from Sheehan, Phinney, Bass & Green. Also sitting at the table, Gus Fromuth, from PNE Energy, and Dayna Bradbury.

CHAIRMAN IGNATIUS: Good afternoon.

MR. FOSSUM: And, good afternoon,

Commissioners. Matthew Fossum, for Public Service Company
of New Hampshire.

CHAIRMAN IGNATIUS: Good afternoon.

MR. SHEEHAN: Michael Sheehan, for Staff of the Commission. And, with me at counsel's table is Steve Mullen, Assistant Director of the Electric Division. And, observing in the back is Amanda Noonan and Attorney Suzanne Amidon.

I'm sure everybody has read the February 3rd, 2014 letter of the Commission that set forth the hearing for this afternoon at 1:30, and described the hearing, as to what it would be taking up this afternoon. How do you anticipate proceeding today? Mr. Cheney.

MR. CHENEY: Madam Chair, PNE Energy worked with PSNH to file a Joint Statement of Agreed Facts, which I assume you have before you. I thought that what we do today is that we'd begin by responding to the two questions that the Commission has asked. I think, for the most part, see how things go and what kinds of issues and questions come up, but I think most of the argument related to the answers to those two questions can be based upon the Agreed Statement of Facts. And, I don't foresee

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1 at this moment a need for a witness from PNE Energy. 2 I would propose that we start, give our response to the 3 questions, allow opposing counsel an opportunity to respond, and I think a dialogue will ensue, until we have 4 5 your questions answered. 6 CHAIRMAN IGNATIUS: All right. Is that 7 acceptable to everyone? Anyone have any alternate 8 approach? 9 MR. SHEEHAN: Yes, ma'am. 10 CHAIRMAN IGNATIUS: Seeing none, then, 11 I'm good with that. Why don't you begin. I do need one 12 moment please. 13 (Short pause.) 14 CHAIRMAN IGNATIUS: All right. 15 don't we begin then. Thank you. So, Mr. Cheney, do you 16 want to begin then? MR. CHENEY: Certainly. Looking at the 17 18 first question, the first question "Did PSNH act 19 improperly when it withheld payments otherwise due PNE 20 Energy beginning in February 2013, and, if so, what's the 21 appropriate remedy?" The details are laid out in the 22 Agreed Statement of Facts. The Agreed Statement of Facts 23 will show that initially PSNH withheld about \$250,000

worth of customer payments, held that for several days.

think it was approximately eight days later, they remitted to PNE Energy all but \$100,000, during this period of time, this is now at the end of February of 2013. During the ensuing weeks, we were searching and requesting an invoice for the monies being withheld. As the Agreed Statement of Facts will show, that invoice was issued on May 8th. Along with the issuance of the invoice on May 8th, there was a further remittance, which brought the total amount down to roughly \$92,000, which consisted of approximately \$54,000 of tariff charges and \$38,000 of at the time they were referred to as "recoupment costs". These were the costs allegedly incurred by PSNH as a result of having to move the PNE Energy customer load from -- to Default Service back on February 20th. Subsequent to that, more recently, the \$38,000 has been returned to PNE Energy. So, today, we're really focusing on the 54 -- approximately \$54,000.

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PNE's position from the beginning, and throughout this, is that this relationship between PNE and PSNH is governed by the two Trading Agreements, which are referenced in the Joint Statement of Agreed Facts. The way we envision this process working is, when those customer payments are due to be transferred to PNE, the money should have come to PNE. An invoice should have

come to PNE. PNE would then pay the invoice or dispute the invoice, and, ultimately, through a dispute resolution process, and whatever process may follow upon that, ultimately, the contested funds would have been reviewed and a determination made.

As the Joint Statement of Agreed Facts makes more precise, there was approximately \$54,000 that was withheld. What's under contest today is not — there were additional charges, beyond tariff charges, beyond the Selection Charges. And, we are not — you can look at, I think these are addressed in Paragraphs 28 and 29 of the Joint Statement. We are not contesting the other tariff charges. And, we are not contesting an amount related to 690 EDI drop transactions that PNE requested. When you do the math, you come down to the amount that's in dispute this afternoon is really \$44,285.

But, in terms of the answer to the first question, PNE's view is that those agreements were in place. They were never terminated. The agreements provide that termination is to occur in writing. We never received a writing from PSNH terminating the agreements. Therefore, it's our position that these agreements remained in place throughout the process. The money should be in our pockets. An invoice should be sent to

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       us. And, we should be -- under that scenario, we would
       have paid the roughly $6,000 of other tariff charges and
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       whatnot, and we would be probably still disputing $44,285
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       of Selection Charges.
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                         CMSR. HONIGBERG: Can I ask a
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       question?
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                         MR. CHENEY: Sure.
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                         CMSR. HONIGBERG: We've only had these
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       papers since earlier today. Are there provisions of one
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       or both of the agreements that spell out what should have
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       happened?
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                         MR. CHENEY: There are, in the Exhibit A
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       to the Joint Statement, is the Electric Supplier Services
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       Master Agreement. And, on Page 9, Section XI, it talks --
       there's a provision in there that deals with
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16
       "termination".
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                         CHAIRMAN IGNATIUS: One second.
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18
       isn't showing Section XI.
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                         MR. SHEEHAN: It's Page 9, XI.
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                         CHAIRMAN IGNATIUS: Thank you.
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                         MR. CHENEY: Pursuant to this provision,
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       it says "Notwithstanding anything to the contrary
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       elsewhere in this Master Agreement, any party, by written
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       notice to the other party, may terminate this Master
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Agreement in whole or in part with respect to such
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       Breaching Party or suspend further performance without
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 3
       terminating this Master Agreement upon the occurrence of
       any of the following:"
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                         So, PSNH, if they were to take action
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       and make a determination that PNE had not complied with
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       one of these other provisions on the basis of termination
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       or suspension, they could have provided written notice and
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       terminated the contract.
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                         CMSR. HONIGBERG: But there are other
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       provisions in the contract earlier that spell out how the
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      money flows if it isn't terminated?
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                         MR. CHENEY: It does, Commissioner.
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       we go back to, I believe it is --
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                         CMSR. HONIGBERG: Well, do you want to
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      move onto something else --
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                         MR. CHENEY: Yes.
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                         CMSR. HONIGBERG: -- and maybe somebody
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       else can find it for you?
                         MR. CHENEY: It's addressed -- again,
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       it's called out specifically in the Joint Statement of
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       Agreed Facts. Give me one second. It's --
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                         (Court reporter interruption.)
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                         MR. CHENEY: Oh, I'm sorry. It's
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Paragraph 14 of the Joint Statement of Agreed Facts. Both of these agreements contain this provision. That the Company has the right to subtract fees that we, the Supplier, might owe to the Company that are 60 days or more past due, from the amounts the Company collects on our behalf, and then subsequently reimburses to us.

So, what we had in this situation is the customer payments were collected by PSNH, held by PSNH from February 20th on. We weren't invoiced until May 8th. The way the agreement would operate is that, upon being invoiced — the way the agreement would operate is the money would come to us, we would be invoiced. We would be required to pay within 60 days or dispute. That's not what happened. The money was held first, and we were invoiced, you know, several weeks later.

I think the reason, at least from the supplier perspective here, the reason that this is an important provision, is because all of the money under consolidated billing flows into the Company, PSNH, and our revenue supply, if you will, our revenues will come from the remittances that we get from PSNH. So, at the end of February, we were in a tough spot, when they were holding \$250,000 worth of our money, very tight, very tough for a small company. These agreements are what kind of balance

out the -- and, again, our perspective, a David & Goliath situation, where, if they hold the money, we have to dance to their tune.

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So, our response on Question 1: The agreements were in place. They never got terminated, they never got suspended. The straightforward provisions to the agreement would say "you give us the money, you invoice us, we pay/we don't pay, and then we dispute."

The question asks "what the remedy is?" At this point in time, it's hard to, you know, the simple remedy is that the money should be immediately turned over to us, minus the funds that we're not contesting. Because of where we are today, from a practical point of view, the question is going to be answered by the second question. Do we get the Selection Charges back or not? However, while, from a practical point of view, we are all here today trying to sort out how to straighten and resolve the situation, there's a very important principle here that we don't want to get lost in the shuffle, so to speak. is, if the Trading Agreements are in place, they need to be followed, the money needs to go and be paid according to the Trading Agreements, unless they're suspended. offer that, if the agreements are suspended and there's no agreements at all in one of these situations, I'm not

quite sure what happens or what anybody would do. At least with the Trading Agreements in place, there is a structure and a process for handling the remittances of customer payments and the flow of money. You suspend those and you take those away in one of these situations, and I think you're entering into a free-for-all. Again, our view.

So, the second question, which, in a way, is going to answer what we do with the first question. The second question relates to whether or not "PSNH improperly calculated and assessed the approximately 50,000", is what the secretarial letter said, I'm representing today that we're really talking about \$44,285, "in Competitive Supplier Charges that it withheld from PNE? What's the proper allocation of those between PNE and PSNH and what is the appropriate remedy?" I've answered the allocation question I think already, of the 50,000, again, 44,285 is what we're looking to have remitted back to PNE, the rest we would accept as charges that we would pay.

In the letter that is in the docket, I think it's dated December 16th, from PSNH to the Commission, PSNH says that the result in 12-295 settles this docket. That because, as I read their argument, that

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because of the decision arrived at in 12-295, there's no reason now to go back and look at this docket, because 12-295 was prospective only, and was leaving in place all the Selection Charges that preceded the effective date in the 12-295 docket.

We take exception to that view. think that this issue in 13-233 is still very much alive. The reason for that is that, in 12-295, part of the reason that the Commission did not get to the question of -well, they did address the question of recoupment for the past Selection Charges. But my reading of the order in 12-295 is that the reason -- part of the reason or at least the reason that the Commission did not get to that issue is because it wasn't within the scope of that There's a statement in the order in 12-295 that says that, in that docket, they never discussed and the Commission never made a finding that there was anything illegal or discriminatory. Again, that was an issue that was beyond the scope of that docket. PNE would submit here that that's exactly what the issue is here in this docket and what our original complaint was. Our complaint starts and ends with "We think that the imposition of the Selection Charges in our case was not consistent with the underlying PSNH tariff."

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saying that it's -- when you said "the imposition of it in your case was improper", in the context of the suspension and the actions of the ISO and the whole problem that erupted in February of 2013? Or, are you saying any supplier charges assessed against PNE were not in conformance with the tariff, and that it's not really related to the suspension issue?

MR. CHENEY: The ones that are before us right now are the -- just the Selection Charges that relate to the February event and follow-on. There were, as laid out in the Joint Statement of Agreed Facts, when you look at the paragraphs beginning -- I think it begins around Paragraph 24 to 29, ultimately, you'll see that, in the invoice that PNE received, there were Selection Charges relating to 9,547 EDI transactions. Of those, 690 were EDI transactions that PNE initiated during the time period in question. So, we don't -- those we're not contesting, under the -- under the tariff, as it was written and as it was applied, we would be -- we were charged \$5.00. The 12-295 docket looked at this supplier-to-supplier transfer, saw that the existing supplier and the new supplier both being charged \$5.00. It was \$10.00. 12-295 concludes there should be only one

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       switch, one $5.00 fee. Of the remaining --
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                         CHAIRMAN IGNATIUS: Before you go to
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       something else, I'm lost. So, are you saying that the 5
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       and 5, if you will, was improper, and, in this docket, we
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       should remove one of those 5s?
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                         MR. CHENEY: In this docket, where
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       it's -- it's not just removing one of those 5s. Because,
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       in 12-295, in your order, you were concentrating on a
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       supplier-to-supplier exchange. Here, that's not what's
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       happening, at least not as to most of this. As to most of
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       this, what you have is a load asset being moved off of ISO
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       into Default Service. So, there's no new supplier,
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       unless -- well, the new supplier is PSNH. But we learned
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       from the 12-295 docket the PSNH doesn't impose a $5.00
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       charge on itself.
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                         What our position is, is when you read
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       the language of the Section 2(a) of the PSNH tariff right
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       now, as it was written at the time that these transactions
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       occurred, it says that you get charged a $5.00 Selection
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       Charge to the existing supplier, if the existing supplier
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       initiates a drop transaction. In this case, our argument
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       is that we didn't initiate any drop transaction.
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                         CMSR. HONIGBERG: It was initiated on
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       you.
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MR. CHENEY: It was done by someone else. I believe it was done by PSNH. But, once we come up to February 20th, and we're suspended from ISO, we lose the load asset. Our customers are gone. That load asset, by virtue and operation of the ISO tariff, now moves to the host market utility, PSNH. PSNH gets the customers. And, presumably, PSNH initiates all the EDI drop transactions. And, when you read the literal words of Section 2(a) of the current tariff, it says that, in order to be charged the \$5.00 Selection Charge, you have to initiate that drop transaction. That is the point at which the \$5.00 charge can be assessed. So, we didn't initiate that EDI drop transaction. The current tariff would say there's no way to assess us the \$5.00 Selection Charge, regardless of one switch, two switch, it's different in the 12-295 docket. CHAIRMAN IGNATIUS: And, your argument is not that \$5.00 is an inappropriate amount, it's just that the tariff doesn't apply? MR. CHENEY: Exactly. You know, I can't anticipate everything that PSNH is going to say, but one thing that PSNH has said, in their December 16th letter, is they -- when you read Section 2(a) of the tariff, it

says that either the supplier or it's agent has to

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initiate this drop transaction request. And, in a phrase in the December 16th letter, PSNH suggests that ISO-New England was our agent in this case. We disagree with that position. I don't think ISO-New England would think that they were acting as our agents. I think, under the principles of law of "agency", they're not our agent. There is another tariff out there, it's the ISO-New England tariff. Market participants come to that tariff to participate and utilize the services of ISO-New England pursuant to the tariff. We have, in our Joint Statement of Agreed Facts, recognized the ISO-New England tariff as the applicable tariff here. In that tariff, and I have another provision that's not in the Joint Statement, but that I would like to offer to -- there's one section in that tariff that talks about what happens when a market participant is suspended. And, there's a tariff provision in here that tells you what happens. If A market participant loses their rights to their load asset, that load asset, by virtue of the ISO-New England tariff, then becomes the responsibility of the host market participant, the host utility. So, our argument, PNE's argument, is that what's happening here is something -- an operation of

law that's occurring. There's not an "agency" that's

1 taking place here. ISO-New England is not acting as our 2 agent. 3 I also have to submit, as part of our 4 presentation today, I have a memorandum of law on agency 5 that I'd like to introduce into -- as part of our 6 argument. 7 CHAIRMAN IGNATIUS: Why don't we first 8 mark the Stipulation of Facts document before we get 9 anything additional coming in. That was filed on 10 February 14th. We, obviously, already have copies, but 11 let's mark that --12 MS. HOWARD-PIKE: Exhibit 1. 13 CHAIRMAN IGNATIUS: -- as Exhibit 1 for 14 identification. 15 (The document, as described, was 16 herewith marked as **Exhibit 1** for 17 identification.) 18 CHAIRMAN IGNATIUS: And, then, if you do 19 want to seek to introduce some of the ISO tariff, I want 20 to ask the parties and Staff if they have reviewed that 21 and if they have any opposition to it being submitted? 22 So, if you want to mark that for identification. And, 23 then, after review, if parties have an objection to it 24 being made a full exhibit, we'll take that up.

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                         MR. CHENEY:
                                      Thank you.
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                         CHAIRMAN IGNATIUS: And, we can do that
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       at the end of the afternoon.
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                         (Atty. Cheney distributing documents.)
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                         CHAIRMAN IGNATIUS: But, Mr. Cheney, can
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       you just state for us exactly where this comes from?
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                         MR. CHENEY: This is from -- these are
       excerpts from -- a couple of pages, pages 142 and 143,
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 9
       from the ISO-New England, Inc. Transmission, Markets and
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       Services Tariff. It indicates below that it's "Formerly
       known as FERC Electric Tariff Number 3". And, this is
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       from the same tariff that's referenced in the Joint
       Statement of Agreed Facts. Again, attached to the Joint
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       Statement of Agreed Facts, there are a few other excerpts
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       from this tariff, but not these two pages.
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                         CHAIRMAN IGNATIUS: And, these terms
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      were in effect in February of 2013?
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                         MR. CHENEY: Yes.
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                         CHAIRMAN IGNATIUS: All right.
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                         CMSR. HONIGBERG: Which provisions in
21
       these pages are you directing us to?
                         MR. CHENEY: It's really Section (b),
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23
       begins at the bottom of 142, and continues on at the top
24
       of Page 143.
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                         This is the section that talks about
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       what happens to a load asset registered to a suspended
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       market participant, indicates that that load asset shall
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       be terminated, and the obligation to serve passes on to
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       the host market participant. Again, our point here is
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       that what's happening is not something that's happening
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       under the principles of "agency", but it's happening by
 8
       virtue of operation of law under this particular tariff.
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                         CHAIRMAN IGNATIUS: All right. We'll
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       mark that for identification as Exhibit 2.
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                         (The document, as described, was
12
                         herewith marked as Exhibit 2 for
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                         identification.)
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                         CHAIRMAN IGNATIUS: And, you're free to
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       submit your memo of law regarding agency. We won't mark
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       that as an exhibit, but if you'd like to submit that, you
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      may.
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                         MR. CHENEY: I will do that right now.
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                         (Atty. Cheney distributing documents.)
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                         CHAIRMAN IGNATIUS: Mr. Cheney, has
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       anyone else seen this yet?
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                         MR. CHENEY: No.
                         CHAIRMAN IGNATIUS: All right. So, I
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       understand people won't have a chance to digest it.
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if, after today's hearing, if there's a desire for memos of law from other participants, we would, obviously, entertain that as a matter of fairness.

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MR. CHENEY: Certainly. Understood. So, to sum up our response on Question 2, again, drawing on the facts as laid out in the Joint Statement of Agreed Facts, supplemented by the memorandum and the reference to these additional excerpts in the ISO tariff, our position is simply, if you read the words of Section 2(a) of the PSNH tariff, because we did not initiate the drop transaction requests that relate to the Selection Charges imposed, that amount to \$44,285, we shouldn't be required to pay those Selection Charges. That those Selection -the remedy we're looking for, of course, is that that amount of money is currently held by PSNH, we'd like it returned to PNE. I think that's -- I think that that's fair, in the grand scheme of things. They got the customers. We just wanted our customer payments back, and don't believe, in this situation, that the tariff provides for Selection Charges to be imposed on PNE, as this ISO-required transaction -- transfer of load asset occurred.

CHAIRMAN IGNATIUS: And, remind me again, I know it's in the Facts, but the math that gets

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you to 44,285 is drop transactions for how many customers? MR. CHENEY: Yes. If you go to the last page of the Joint Statement of Agreed Facts, on Page 5. So, we start out with, there's roughly \$54,070 held by PSNH, and that's 47,735 in Selection Charges, look at 24(b), Paragraph 24(b). And, then, in Paragraph 24(c), there is an additional \$6,656.39 in other PSNH tariff charges. That's for billing services, collection services, a couple of other items that are set forth in the invoice. And, the invoice is attached to the Joint Statement of Agreed Facts, along with PSNH's letter of May 8th, and that would be Exhibit F. So, when you look at the 47,735, which -- being the Selection Charges that are contained on the invoice, you then subtract from that, again, we had 690 EDI drop transaction requests that we initiated. And, when you do the math on those, \$5.00 times 3 -- \$5.00times 690 is \$3,450. You subtract the \$3,450 from the \$47,735, and that's how we arrive at 44,285 that we would request be remitted back to PNE, based on our review of the tariff and the monies currently held by PSNH.

CHAIRMAN IGNATIUS: All right. Thank you. And, we may come back to some of this, after we've been through further discussion with Mr. Fossum and

Commission Staff. Mr. Fossum.

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MR. FOSSUM: Thank you. I suppose that I would begin more or less where Mr. Cheney left off, and address the second question first, that having to do with PSNH's calculation and assessment of the Selection Charges that are not -- that are still in dispute. And, in doing so, I would reference, as we did back in our December 16th filing, the Commission's order in 12-295, Order 25,603. And, respectfully, I would disagree with PNE that the issue today was outside the scope of that decision. Commission in that order noted specifically that PSNH, and this is reading from Page 15 of that order, "PSNH argues that a plain reading of the tariff indicates that the Selection Charge will be applied to both the new supplier and the legacy supplier when a customer moves from one CEPS to another." And, turning to Page 16 of that order, the Commission disagrees with PSNH's interpretation, and states that "PSNH presented no evidence that shows that it charges itself as well as the competitive supplier in cases involving a switch between PSNH and a competitive supplier. We therefore must conclude that only one switch charge is appropriate when a customer moves from one supplier to another, whether the switch is between two competitive suppliers or a competitive supplier and PSNH.

Therefore, we direct PSNH to discontinue billing more than one Supplier Charge when a distribution" -- "when a distribution customer switches." And, then, later on that same page, the Commission went on to deny the request that had been made for refunds or rebates of charges prior to that, to the date of the order.

I think it fairly plain, from the reading of the order, that the Commission understood how PSNH interpreted its tariff, and that the interpretation of the tariff applied the same, whether it was from one supplier to another or one supplier to PSNH. And, in those instances, the dropped supplier was assessed a charge. PSNH's witnesses testified to that. The Commission's order recognized that. And, the order stated that PSNH was "to discontinue". So, that means — and that, more specifically, that the Commission's directive "shall be effective as of the date of this Order." So, as of December 13th, 2013, PSNH was no longer permitted to charge both the receiving or enrolling supplier, as well as the supplier that had been dropped. However, prior to that time, PSNH's practice was affirmed.

So, I would reiterate the request that PSNH made in its December 16th filing, that there's no longer dollars in dispute here. What remains are

Selection Charges that the Commission has said were appropriate at the time that they were made.

CHAIRMAN IGNATIUS: Mr. Fossum, what about the PNE argument that that's maybe what the tariff says, but the tariff just doesn't apply in this instance, because PNE didn't initiate the drop?

MR. FOSSUM: I don't -- well, I believe that issue was, in fact, addressed in 12-295. Whenever there is a change from one supplier to another, it's, I suppose, under the reading that the Commission has put in, that the dropped supplier doesn't initiate. And, that said, in this instance, certainly PSNH didn't initiate any activity. It was ordered to undertake this activity, either through the EDI transactions that were submitted by another supplier, or by the ISO.

So, I understand PNE's argument that it didn't initiate the transactions. But, regardless, that issue was raised and discussed and decided in 12-295.

And, PNE, as the dropped supplier in that circumstance, was assessed a \$5.00 charge, consistent with the way that PSNH had interpreted and applied its tariff up to that time.

CHAIRMAN IGNATIUS: Can you tell me where in the order it addressed what you just said, that

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       when someone else initiates a change, the dropped supplier
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      must pay the charge?
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                         MR. FOSSUM: When the dropped supplier
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      must pay the charge?
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                         CHAIRMAN IGNATIUS: Yes.
                                                   I thought
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       that's what your argument was?
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                         MR. FOSSUM: My argument was that that's
       how PSNH had been applying its tariff up till the date of
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       the order. And that, from the date of the order and
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       following, it was no longer permitted to apply it in that
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       manner. So, up to the date of that order, PSNH had been
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       applying the charge to both the receiving supplier and the
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       dropped supplier.
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                         CHAIRMAN IGNATIUS:
                                             Thank you.
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       understand.
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                         CMSR. HONIGBERG: And, let me go back
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       then to the "initiated" question. And, that was true,
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       they were doing it regardless of who initiated it or how
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       it was initiated or whether it happened by operation of
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       law?
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                         MR. FOSSUM: Yes.
                                            I don't think PSNH
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       put nearly as much weight on the term "initiate", as had
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      PNE and others in the course of the 12-295 hearing.
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                         But, in any event, as I said, the way
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       PSNH had interpreted its tariff is that the receiving
       supplier was charged $5.00 and the dropped supplier was
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       charged $5.00. And, there was really no issue of dispute
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       over who initiated it. It was a consistent charge on both
       sides of that transaction.
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                         However, as I said, as of the date of
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       this order, that has stopped. But, at the time of the
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       events that we're discussing today, that was how PSNH had
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       interpreted and applied its tariff, and that's the tariff
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       that the Commission upheld in Order 12-295.
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                         CHAIRMAN IGNATIUS: Mr. Fossum, my
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       memory is not very good. In 12-295, was there a
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       discussion of the appropriate charges or whether the
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       tariff applied in the event of an ISO-ordered suspension?
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                         MR. FOSSUM: I don't believe that there
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       was any discussion in the order of a specific application
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       to an ISO intervention, no. I don't believe that was
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       discussed in the order.
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                         CHAIRMAN IGNATIUS: And, was there
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       testimony on that issue? I don't recall it, but I'm
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       willing to be corrected.
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                         MR. FOSSUM: I don't -- I don't believe
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       so.
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                         CMSR. HONIGBERG: I don't have to plead
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       "bad memory", because I wasn't here. But was there any
       discussion at that time of a pending challenge to it by
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       PNE? Was there some indication that that docket was
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       potentially going to resolve PNE's claim that it had?
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                         MR. FOSSUM: I recall that there was
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       some testimony on the fact that this docket existed. But,
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       at the time, there was a -- at the time of the hearing,
       there was a determination made that whatever issues this
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       docket had would be resolved within the context of this
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       docket. Now, --
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                         CMSR. HONIGBERG: I'm sorry, the "this
       docket" in that instance is the docket we're sitting in
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       right now or 12-295?
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                         MR. FOSSUM: My understanding and my
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       recollection is that, during testimony at the hearing in
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       12-295, the issues discussed in this docket, 13-233, came
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       up. And, there was a determination by the Commission at
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       the time that whatever specific issues that were specific
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       to Docket 13-233 would be handled in 13-233.
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                         CHAIRMAN IGNATIUS: Thank you. Please
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       go ahead.
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                                     Thank you. And, I suppose,
                         MR. FOSSUM:
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       since I've begun with the second question, I'll sort of
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       continue simply to say that, as noted, I have received now
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Mr. Cheney's memorandum of law. I have not reviewed it.

I do not know what it says. And, as the Commission has indicated, I may seek an opportunity to file something in response at a later time.

And, so, I suppose I would leave the "agency" issue, for the most part, unaddressed at this point. And, just reiterate our prior position, that there's really no money in dispute anymore pursuant to the Commission's order.

That said, and turning to the first question in the Commission's notice, "whether PSNH acted improperly in withholding payments?" Mr. Cheney did note, when getting to the issue of a remedy, that that would be resolved by the second question. So, to the extent that there's a remedy issue, I would again refer to the comments made relative to that.

But, to the issue of, initially,

"whether PSNH acted improperly", I would also note for the

Commission that, on July 8th, 2013, in this docket, PSNH

filed a response to the initial complaint, where it laid

out a great many of the arguments that it had for doing

what it did, and PSNH would reiterate those arguments, and

I think that they are still valid today.

Going to one of the issues that was

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discussed earlier, the "termination" issue, as noted in the Joint Statement of Facts, we agreed that the agreement was neither terminated nor suspended by PSNH. But, turning back to the Page 9, Section XI section that you were referred to earlier, the last paragraph of that section states "The enumeration of the foregoing remedies shall not be deemed a waiver of any other remedies to which either party is legally entitled." In this case, and as PSNH has said in its July 8th, 2013 filing, it did have a legal entitlement to set off the costs, that is a legal entitlement that exists under New Hampshire law, regardless of what the agreements say. Further -- and, I would note that these are all arguments spelled out in a little more depth back in the July 8th filing. Both agreements, the Supplier Services Master Agreement and the Trading Partner Agreement,

Master Agreement and the Trading Partner Agreement, require the supplier to remain in compliance with all applicable laws, tariffs, and regulations. And, at the time of its default, PNE was not and could not have been in compliance with all applicable tariffs, regulations, and laws. So, therefore, it was not in compliance with the agreement. And, yet, PNE contends that PSNH was bound to continue to perform in precisely the same way regardless of that fact.

At the time of its default, there was record in this case that PNE had been suspended by the ISO. It had voluntarily defaulted and voluntarily waived its right to cure that default. And, PNE's affiliate had issued a public statement that "PNE was suffering from cash flow issues and had suspended its operations in New Hampshire." And, under those circumstances, I believe PSNH was more than entitled to seek some form of security for the debts that it was owed. Now, PSNH had money available to it for its processing of customer payments and used that money to set off those debts. Just as it was able to do under New Hampshire law.

So, I guess, without going into painful detail, I would recommend -- or, I would commend to the Commission to review the July 8, 2013 filing that PSNH has made for the issues regarding whether PSNH acted appropriately under the circumstances.

But, regardless of that issue, I would argue that this matter presently is moot. There are no funds any longer in dispute. Any funds that had been in dispute were either returned to PNE or have been determined to be properly held by PSNH. And, I would ask that the Commission close this case with that finding.

CMSR. HONIGBERG: I have a question

about the situation with customers. When PSNH received money from customers, and held it to pay off debts that the Company owed PSNH, were customers protected in that circumstance? Did everybody know that they had made their payments, no one should be looking to them for any more money?

MR. FOSSUM: Well, I can't say for certainty, of course, what customers knew or didn't know.

CMSR. HONIGBERG: Not what they knew.

It's whether they were protected by you, or anyone,
really, from somebody coming after them for an additional
payment?

MR. FOSSUM: PSNH has the obligation under its tariff and under the ISO tariff to assume the load responsibility and to maintain consistent, uninterrupted service for customers. So, to that extent, they were protected. As for whether anybody would be charged additional money, PSNH would charge the rates for services that are covered in its tariff. So, at the point that they became PSNH customers, they were charged for energy at the rate that PSNH had in its tariff at that time. Whether anybody would come after them for additional funds? I believe that that was essentially resolved through the Settlement that was approved by the

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       Commission in Docket 13-059 and 060, having to do with
       whether Resident Power and/or PNE either could go after
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       customers or owed money back to customers. But what
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       financial protection was provided them? PSNH didn't
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       provide them any specific protection. At the point that
       they became PSNH customers, they were treated the same as
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       all other PSNH customers.
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                         CHAIRMAN IGNATIUS: Well, let me follow
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       up on that. If a customer, a former PNE customer had paid
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       a $100 bill, does the $5.00 in dispute come out of that
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       $100 payment? And, so, the customer now has, although
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       they wrote a check for $100, they actually only paid $95
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       on their $100 bill, because you've withheld 5 of it for
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       your customer charge?
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                         MR. FOSSUM:
                                     I'm not entirely certain
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       how the customer payments were broken down in that
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       fashion. So, as I sit here, I can't say for certainty.
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                         CHAIRMAN IGNATIUS: Well, is there any
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       source for the originally $250,000, other than customer
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       payments?
                         MR. FOSSUM: No. Not that I'm aware of.
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                         CHAIRMAN IGNATIUS: And, we're now down
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       to $44,000. Those are all customer funds initially,
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       correct? I mean, there's not any escrow account or
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anything held by PNE, this is all customer money?

MR. FOSSUM: That's correct. They were

funds that PSNH had taken in from customers that, had

things continued in their normal course, would have been

5 remitted to PNE. And, then, as Mr. Cheney has explained,

6 there would be an invoice from PSNH, and then PNE would

remit payment to PSNH. This -- we sort of skipped those

8 middle steps.

CHAIRMAN IGNATIUS: So, who would know whether those customers have been credited their full, in my case, \$100 payment on a \$100 bill or have only been credited \$95 on a \$100 bill?

MR. FOSSUM: PSNH would, I guess, know that, in that it would be the one crediting the customer bills. But, as I sit here, as I say, I do not have that information, as to exactly how those payments were broken down and applied to the various customer accounts. But my understanding is, no, there is no — there's no intent and no reason to go after any customer for any unpaid amounts. Customers paid what they paid. And, there's no intention by PSNH to seek any more from customers as a result of this.

CHAIRMAN IGNATIUS: All right. Anything

24 further?

MR. FOSSUM: No.

CHAIRMAN IGNATIUS: I have a couple more questions, Mr. Fossum. You said that, when PNE went into default, it was not capable of meeting the terms of the Electric Supplier Services Master Agreement. And, so, you were entitled to keep some of those funds. Did you terminate -- I guess you didn't terminate the Agreement at that point. Why not?

MR. FOSSUM: That I can't say. That was not a decision that I made. Those who would have made that decision are not here. As for why exactly it wasn't terminated, I don't know.

CHAIRMAN IGNATIUS: So, if the Agreement is still in place, why did the Company not follow the terms of the Agreement on disputing bills?

MR. FOSSUM: I think, because of the very reasonable belief that PNE would not be able to pay. As I say, PNE had suspended its New Hampshire operations. It had voluntarily waived any right to cure. It had been publicly stated as "having cash flow issues". I think PSNH was in the very reasonable position of concluding that PNE may not be able to meet any obligations on a going-forward basis. As far as PSNH knew, the next day PNE could have filed for bankruptcy. And, to continue

having to remit payments in that instance wouldn't make any sense. PSNH had the very reasonable belief, based upon the public statements of PNE and its affiliate, that it would not be able to pay. And, I suppose that brings up another issue, and something that the Commission may or may not be aware of. Is that, fairly recently, there was another supplier default by People's Power & Gas in the State of New Hampshire. And, as I say, I don't know whether or to what degree the Commission may be aware, but there is a pending lawsuit in the Rockingham County Superior Court between PNE's affiliate, Resident Power, and PPG.

CHAIRMAN IGNATIUS: And, before you go any further, what's the relevance of that to today's hearing?

MR. FOSSUM: Simply this: Resident

Power has sought and received an attachment on PPG's

property to secure payment, in the belief that PPG may not

be able to meet its financial obligations going forward.

PPG has not been found to be at fault for anything.

There's been no determination by anybody that it's done

anything wrong. And, yet, Resident Power, which is owned

by the same owners as PNE, has contended that, due to

PPG's failure to meet its financial obligations, it must

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       be entitled to a form of security. So, PSNH simply did
       what Resident Power did.
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                         CHAIRMAN IGNATIUS: Did you seek an
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       attachment?
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                         MR. FOSSUM: No. We used the common law
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       right that we had available to us to set off the debt owed
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       to us because we had the money in our possession.
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                         CMSR. HONIGBERG: And, you have that
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      provision at the end of your termination clause that says
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       it doesn't waive any other rights that you might have?
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                         MR. FOSSUM: Yes.
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                         CHAIRMAN IGNATIUS: All right. Anything
       further?
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                         MR. FOSSUM: No thank you.
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                         CHAIRMAN IGNATIUS: All right.
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       Staff have a position, want to weigh in on any of this,
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       before we go back and give Mr. Cheney an opportunity for a
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       response?
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                         MR. SHEEHAN: Staff is not going to take
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       a position on one side of this dispute or the other. Just
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       a couple comments. First, we don't object to the exhibit
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       coming in, the additional language in the tariff. And,
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       just for clarify, to make sure when we leave today we know
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       what's in play and what's not in play. The complaint that
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PNE filed initially asked for, as part of the relief, some interest for not having access to the money and the like. I suspect that would have been a relatively small number anyway, but I have not heard whether that's officially in or out of this case.

And, second, in the calculation of -- I must say that we're very pleased with the Agreed Statement of Facts, it's been a great help to Staff in reviewing this case. But there's one clarification that we may suggest. Again, on Page 5, Paragraphs -- those last few paragraphs that does the math, the number that PNE is claiming, the 44,285, the question concerns the money that FairPoint paid a \$5.00 Selection Charge for the customers that it acquired. And, I believe this 44,285 includes what would be the second \$5.00 charge that was assessed to PNE. And, Mr. Mullen and I are whispering back and forth disagreeing of whether there should be an adjustment to this 44,285 for the amount that FairPoint paid, or, if the amount that FairPoint paid doesn't matter, we can just push it aside and ignore it. So, we're not in the position to ask questions, but that's a question we have.

transactions, times \$5.00, gets you to 44,285, correct?

CHAIRMAN IGNATIUS: Well, the 8,857

MR. MULLEN: Yes.

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                         MR. SHEEHAN: Yes. Right. Just to go
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       from the beginning, there's the total 47,735, subtract out
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       the 690 drops that are not contested, which brings us to
       the 44,285. And, that's based on the 8,800 customers.
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       The question is whether there should be another
       subtraction for the 1,188 FairPoint customers, for which
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       they were charged the $5.00, to bring us down to 38 and
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       change or not?
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                         Okay. So, does that 44,285 include what
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       FairPoint's already paid or not? I quess that's another
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       way of asking.
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                         So, the only other -- those are the only
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       comments I had.
                        Thank you.
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                         CHAIRMAN IGNATIUS: All right.
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       Mr. Cheney, and Mr. Fossum, both, if you have a response
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       to the question of whether that additional $5,940 should
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       be removed from the 44,285?
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                         MR. CHENEY: Yes, madam Chair.
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       to respond to that. I'd like to respond to some of the
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       other questions as well. But, however you'd like to
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      proceed?
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                         CMSR. HONIGBERG: Start there.
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                         MR. CHENEY: On the last question here,
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       what happens with in the instance of the FPE 1,188
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customer accounts, that's where a \$10.00 charge is paid. So, we paid \$5.00, that's part of the 44,285. And, in addition to that, FPE has also presumably paid a \$5.00 Selection Charge. Now, this is what I think is the distinction between 12-295 and this docket. What we're talking about right now, with the FPE accounts, that's the 12-295 docket, supplier-to-supplier, and what you ruled a \$10.00 charge, 5 to each, the initiator and the legacy supplier. That's what the 1,188 are. So, yes, we paid that \$5.00 charge.

But, when you get to the other accounts that are transferred from the load asset to Default Service, that's where our argument is, is that we are way outside of 12-295. That's not a supplier-to-supplier transaction, which was the focus of 12-295. And, in the supplier-to-supplier transaction, clearly somebody's initiating something. FPE enrolled. That's why they paid \$5.00 on 1,188 accounts. We were just the legacy supplier. And, under the ruling of 12-295, at least now, we got hit for \$5.00. We didn't initiate anything. We were just the receiver of a notice saying "you've been dropped, because someone else has enrolled." But, in the supplier-to-supplier, there's an initiator, that's another supplier. When you get to what happened in February of

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2013, there's no supplier initiating anything.
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                         CHAIRMAN IGNATIUS: But that's not
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       right. I mean, you had a contract to transfer your
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       customers from PNE to FPE. That was something that you --
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                         MR. CHENEY: Yes, we started that.
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                         CHAIRMAN IGNATIUS: -- set forth on how
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       that transaction would occur. So, how are you not part of
       that transaction?
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                         MR. CHENEY: We are part of that
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       transaction, but they are -- again, that transaction was
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       FPE goes off and enrolls 1,188 customers. So, they paid
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       $5.00 and we paid $5.00.
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                         CHAIRMAN IGNATIUS: All right. Are you
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       not contesting then the $5.00 associated with the FPE
       customers, those 1,188 transactions?
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                         MR. CHENEY: One moment please.
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                         (Atty. Cheney Conferring with PNE
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                         representatives.)
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                         MR. CHENEY: Yes.
                                            In light of the
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       ruling of the Commission in 12-295, those
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       supplier-to-supplier transactions, that $5.00 charge, we'd
       have to deduct that from the 44,285, because the
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       Commission has ruled in 12-295 we can't get that back.
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                         CHAIRMAN IGNATIUS: So, we would take
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44,285, subtract 5,940?
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                         MR. CHENEY: Yes. Yes, that's correct.
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       You ruled that in 12-295.
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                         CHAIRMAN IGNATIUS: And, did I get this
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       right, 38,345 would be the remaining amount?
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                         MR. MULLEN: Yes.
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                         CHAIRMAN IGNATIUS: According to the CPA
       in the front row, I'm getting a nod.
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                         MR. MULLEN: Yes.
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                         CHAIRMAN IGNATIUS: So, I'll take that
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       as a "yes". All right. Please proceed with other issues.
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                         MR. CHENEY: Just to address some of the
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       other issues. Again, I wanted to make a distinction
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       between whatever is going on between PPG and Resident
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       Power, and the attachment that was provided there, but I
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       think the big distinction is, I don't know what the
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       contracts are between PP&G and Resident Power. But,
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       certainly, there were agreements in place between PNE and
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       PSNH. And, those agreements govern how the money is
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       supposed to flow. And, when you get to this issue of this
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       automatic set-off or this right to go off to common law
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       remedies, well, I'm not sure you can just ignore the
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       agreement and assert these other rights. To the extent
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       it's covered by the agreement, I think you're bound by the
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agreement.

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On the issue of the obligations that PNE was under in signing these agreements, among which was you can't be suspended, I don't believe that gives any automatic right to PSNH to self-help at that point. particular with, if you look at Page 9 of the Master Agreement, that Section XI again on "Termination", if you look at Subsection -- Subparagraph (c), you know, if "the Breaching Party commits a material breach of any of its obligations under this Master Agreement", gets suspended, "and has not cured such breach within 15 days after receipt of a written notice from the other party specifying the nature of such breach." So, if we breached our obligations, PSNH thought it was a material breach, sent us a notice of that particular material breach, it wasn't cured within 15 days, then, yes, they would have a right, again, to suspend the contract, terminate the contract, if they did that in writing; they didn't do that. What it doesn't authorize them to do is to go out and self-help.

Now, also in this particular proceeding, and the two questions that were raised today, we got the so-called "self-help" recoupment costs back, when they -- shortly after they sent in the December 16th letter, they

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paid us 38,000 and some dollars, which were the alleged recoupment costs. So, at least as far as we're concerned, at this point, that issue is moot. What we're looking at now is the invoiced Selection Charges, and not the recoupment charges. So, this fine point of "can they go off and use set-off under common law, when they're bound very specifically as to how they're supposed to proceed in terms of a material breach?" I think they can't do it.

But, I think, for purposes of today, that discussion is really moot anyway.

I want to go back just for a moment to the question Commissioner Honigberg asked about customer payments. Again, when you have an opportunity to look at the Trading Agreements more closely, what you'll see is that these agreements are set up to provide for "what are the services that PSNH is providing to us as supplier?" And, one of them in here is "consolidated billing". when the bill goes out to the customer, the customer gets one bill. They pay the bill. They pay the bill in full, and all the money goes into PSNH. So, if they paid their bill in full, they're done. They've paid the bill. Now, it's a question of that customer payment coming in the door, and what gets remitted to PNE and what does PSNH get Certainly, they get to keep their portion of the to keep.

bill. And, then, when it gets to the PNE portion of the bill, our answer to the first question was "You send us the money. You send us an invoice. If we don't pay in 60 days, then we start disputing it, but you send us the money and the invoice."

So, I don't think any customer -- should any customer not have paid their entire bill, well, then there's collection services that are provided for in these agreements, PSNH would go out and do the collections. But if a customer paid the bill, it's a dispute between PSNH and PNE, what gets remitted to us under these agreements and what doesn't get remitted to us.

I guess, on the last comment, the Staff raised the issue of interest. To the extent that we are -- if we were to be awarded now our somewhat reduced Selection Charges, you know, we just want the statutory rate of interest on whatever that would be, that final award.

But I think I'd close by saying, I think what's at issue here, in 13-233, is, apart from the 1,188 FPE and PNE transactions, is the remaining scope of what's in this docket is -- was not addressed and is outside and not bound by 12-295. Thank you.

CHAIRMAN IGNATIUS: Thank you.

1 Mr. Fossum, is there anything else you wanted to add? 2 We'll give one last opportunity. 3 MR. FOSSUM: Thank you. Excuse me. 4 I'll be very brief. As PNE has just indicated, the 5 Commission's decision in 12-295 foreclosed the charges 6 related to the transfers to FairPoint Energy. And, I 7 suppose I would ask the Commission to consider what 8 difference there is between those transfers and the 9 charges that were made to PNE, in light of those 10 transfers, and the transfers of the remaining customers? 11 I would submit that there's no material difference 12 whatsoever. PNE was the recipient of a drop in both 13 instances. And, PNE has agreed that its payment it would 14 be owed on the drops of the customers that went to 15 FairPoint, it likewise would be owed on the customers who 16 went anywhere else, including PSNH. 17 CHAIRMAN IGNATIUS: Thank you. Anything 18 else from Staff? MR. SHEEHAN: No, ma'am. 19 20 CHAIRMAN IGNATIUS: Then, we appreciate 21 everyone's arguments. We did mention that, if anyone else 22 wants to file a memo of law regarding "agency", they would 23 have the opportunity to do so. If you want to, let's set

a date sometime next week. Mr. Fossum, do you have a

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1
       recommended date next week?
 2
                         MR. FOSSUM:
                                     Nothing specifically
 3
       recommended. I mean, the Commission's rules would
 4
      provide, I believe, ten days normally. I think that would
 5
       take us near the end of next week. That would be more
       than sufficient time, as far as I'm concerned.
 6
 7
                         CHAIRMAN IGNATIUS: Yes. That would be
       in responding to a petition or a motion. But why don't we
 8
 9
       set it for Friday, February --
10
                         CMSR. HONIGBERG: Twenty-eighth.
11
                         MR. SHEEHAN: Twenty-eighth.
12
                         CHAIRMAN IGNATIUS: -- 28th?
13
                         CMSR. HONIGBERG: Uh-huh.
14
                         MR. FOSSUM: So, next Friday then?
15
                         CHAIRMAN IGNATIUS: Yes. That would
16
      be --
17
                         MR. FOSSUM: Or before, if possible.
18
                         CHAIRMAN IGNATIUS: Before is good.
19
                         CMSR. HONIGBERG: Or, if you decide you
20
       don't want -- you know you don't want to file something,
21
       let us know.
22
                         MR. FOSSUM: Certainly. If I determine
23
       that there's nothing to file, I will send something to the
24
       Commission to let them know not to expect anything further
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1
       from us.
                         CHAIRMAN IGNATIUS: I like the idea of a
 2
 3
       filing to demonstrate "no filing". There's something
 4
       particularly government-ish about that. But, no, and even
 5
       just an e-mail to Mr. Sheehan would be fine, so we know
 6
       not to be looking for it.
 7
                         All right. Is there anything else to
       take up?
 8
 9
                         MR. CHENEY: Just to confirm, were the
10
       exhibits accepted?
11
                         CHAIRMAN IGNATIUS: Thank you.
12
       hadn't done that. Is there any objection to making both
       Exhibits 1 and 2 full exhibits, striking identification?
13
14
                         MR. SHEEHAN: No, ma'am.
15
                         CHAIRMAN IGNATIUS: Appears not.
16
       we'll do so. Thank you. And, I appreciate everyone being
17
       very organized and focused on the questions at hand, and
18
       the Statement of Facts was a tremendous help in zeroing in
19
       on the important issues that are still in dispute.
20
       thank you for the time that you spent in developing that.
21
                         If there's nothing further, then we will
22
       take this under advisement and close the hearing.
23
       you.
24
          (Whereupon the hearing was adjourned at 2:56 p.m.)
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