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**MARK R. BEAUDOIN**

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**PROFESSIONAL EXPERIENCE**

**IBERDROLA USA MANAGEMENT CORPORATION 2012–Present**

**2014 – present Director – Customer Services and Systems**

- Responsible for the : Corporate and Field Marketing and Sales; Meter Services; Credit/Collections; Energy Efficiency; Business Systems and Support; and Joint Use functions at NYSEG and RG&E

**2012 – 2014 Director – Quality and Franchise Development**

- Direct the development of Iberdrola USA natural gas franchise expansion initiatives.
- Direct the development and execution of Iberdrola USA Quality programs.

**NYSEG SOLUTIONS, INC./ENERGETIX, INC. 1998–2012**

**2009 – 2012 President**

**2005 – 2009 Chief Operating Officer/Vice President**

**1998 – 2005 Vice President**

- Co-Developed the NYSEG Solutions, Inc. retail energy marketing company.
- Lead the strategic and operational activities of two successful retail energy service companies.
- Managed the retail systems, sales, marketing, and customer care operations.
- Responsible for wholesale procurement and scheduling for NY and PJM retail load obligations.
- Marketed, traded and dispatched output of 2 – 60 MW gas fired generation units.

**NEW YORK STATE ELECTRIC & GAS CORPORATION (NYSEG) 1987–1998**

**1996-1998 Energy Trader – Generation**

- Transacted on wholesale purchase and sale opportunities in the NYPP, PJM, and NEPOOL forward markets.
- Negotiated call options and market indexed transactions to enhance value of excess generation.
- Provided back-up to daily trading and generation operation functions.

**1993-1996 Project Manager – Electric Marketing**

**1992-1993 Team Leader – Electric Marketing**

**1989-1992 Senior Energy Engineer – Electric Marketing**

- Negotiated flexible electric pricing agreements with large industrial customers.
- Led team which provided alternatives to customers contemplating co-generation.
- Project manager for large load addition and energy conservation projects.
- Provided technical support to commercial and industrial customers.

**1987-1989 Engineer – Substation Engineering**

- Provided engineering and design on substations of all voltage levels.

**NIAGARA MOHAWK POWER CORPORATION 1986–1987**

**1986-1987 Engineer – Stations Electrical Design**

- Provided engineering and design on Extra High Voltage substations.

**EDUCATION**

**BS, Electric Power Engineering**, Rensselaer Polytechnic Institute, Troy, New York, 1986

**AS, Engineering Science**, Broome Community College, Binghamton, New York, 1984

**LORI A. COLE**

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**PROFESSIONAL EXPERIENCE**

**NEW YORK STATE ELECTRIC & GAS CORPORATION (NYSEG) 1996 – Present**

**2004 - 2010 Manager – Regulatory and Tariffs**

- Responsible for overseeing tariff development and interpretation
- Responsible for participating in regulatory proceedings
- Responsible for reviewing Economic Development electric rate incentive forecast
- Responsible for filing of PSL 68 and PSL 70 petitions

**2004 - 2010 Lead Analyst – Rates and Tariffs**

- Responsible for tariff development and interpretation
- Responsible for participating in regulatory proceedings
- Responsible for Street Lighting and Outdoor Lighting rate design
- Responsible for Economic Development electric rate incentive forecast

**1999 – 2004 Project Analyst – Rates and Tariffs**

- Provided support for tariff development and interpretation
- Provided support for rate design and the Company's revenue and forecast model

**1998 - 1999 Analyst – Rates and Tariffs**

- Provided support for tariff development and interpretation
- Provided support for rate design

**June 1998 – November 1998 Environmental Specialist – Generation Business Unit**

- Responsible for compliance with regulations affecting chemical and petroleum bulk storage tanks.

**1996 - June 1998 Chemical Technician – Generation Business Unit**

- Responsible for analytical testing of samples to ensure facilities were in compliance

**EDUCATION**

**BS, Chemistry**, Binghamton University, Binghamton, NY, 1996

**JEFFREY M. CONVERSE**

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**PROFESSIONAL EXPERIENCE**

**NEW YORK STATE ELECTRIC & GAS CORPORATION (NYSEG) 1980–  
Present**

**Manager – Electric Supply**

February 2003 - Present

Responsibilities include:

- Develop and implement NYSEG/RG&E hedge programs
- Ensure applicable ISO market requirements are monitored and influenced
- Oversee accurate budget development and variance reporting
- Ensure negotiated contracts reflect company policies
- Participate in related regulatory and legislative proceedings
- Provide performance management for 6 direct and 8 indirect reports

**Lead Engineer - Energy Trading**

September 2000 – February 2003

Responsibilities included:

- Hedged NYSEG's short/long energy position
- Dispatched non-utility generators
- Oversaw NYSEG's real time operations
- Developed analytical spreadsheets to facilitate above activities
- Reviewed counterparty CFD/ISDA agreements
- Submitted affiliate generation bids
- Administered Energy Supply contracts with generators
- Developed and submitted bids for load, generation and bilateral transactions
- Assumed responsibilities of Manager during Manager's absence

**Lead Engineer - Supply Management**

December 1991 – September 2000

Responsibilities included:

- Developed production costing simulation models and integrated resource planning methods to economically evaluate NYSEG's long-term supply strategies including termination and/or renegotiation of non-utility supply contracts, utility unit retirements, and securing energy supply contracts.
- Assumed departmental responsibilities during Manager's absence.

**Project Engineer -Generation Department Electrical**

September 1988 -December 1991

Responsibilities included:

- Developed specifications, solicited and evaluated vendor bids, and procured electrical equipment required to insure successful operation of plant betterment systems at NYSEG's generating stations.
- Wrote electrical construction specifications, solicited and evaluated contractor bids, and awarded electrical contracts for the installation of the plant betterment systems.
- Reviewed electrical design drawings to insure functionality, compliance with NEC and NYSEG standards, and clarity for field use.

**Staff Engineer/Project Engineer-Generation Performance Department**

July 1982 -September 1988

Responsibilities included:

- Developed Net Station Input/Output Curves for implementation in the New York Power Pool Economic Dispatch System.
- Identified cause and recommended a solution to sulfuric acid mist problems at NYSEG's stoker fired generating stations.
- Participated in the development of standardized procedures for Input/Output Curve Development as a member of the NYPP Incremental Heat Rate Advisory Subcommittee.
- Supervised engineer's assistant, including interviews, goal setting and performance evaluations.

**Engineer-Generation Planning**

June 1980 -July 1982

Responsibilities included:

- Performed economic analysis for justification of new capital projects using "canned" and personally developed computer programs.

Education

May 1980      B.S.E.E. Clarkson College of Technology (now Clarkson University)      Electrical Concentration in Power Systems

Professional Development

1995 - 1996      General Electric's Power System Engineering Course  
Focus on Generation, Transmission and Economic Dispatch of Power

**PATRICK W. FOX**

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**PROFESSIONAL EXPERIENCE**

**NEW YORK STATE ELECTRIC & GAS CORPORATION (NYSEG) [2008 – Present]**

**2014 – Present Manager, Energy Supply (Gas)**

- Manage the acquisition of gas supply for system requirements and the execution of hedge positions consistent with internal controls and procedures to ensure regulatory cost recovery.
- Ensures sound economic analysis and supply planning studies support the determination of best cost supply. Transportation and storage portfolio of assets.
- Manage annual supply budgeting, variance reporting and planning, regulatory and contract negotiation and execution for all gas supply-related activities.
- Responsible for assuring the NYSEG/Rochester Gas & Electric (RG&E) retail access and transportation gas programs are designed and implemented consistent with:
  - The LDC's Provider of Last Resort obligation to provide firm service.
  - Established regulatory policy at both state (NYPSC) and federal (FERC) level.
- Responsible for ensuring all NYSEG and RG&E gas supply and hedge costs are prudently incurred and recovered through rates.

**2011 - 2014 Supervisor, Gas Supply (Planning)**

- Responsible for planning and operational decisions of all of NYSEG and RG&E city gate natural gas requirements.
- Ensures adequate capacity for NYSEG and RG&E's design day natural gas requirements for all firm customers.
- Oversees all supply planning activities including storage injection and withdrawal plans, monthly base load requirements and prepares and files annually with the NYPSC the Winter Plan.
- Ensures ESCO compliance with all obligations set forth in the Gas Transportation Operating Procedures (GTOP) manual.

**2008 - 2011 Lead Analyst – Energy Buyer**

- Responsible for verifying that generation schedules are in accordance with daily bidding and the Daily Log Sheets.
- Ensuring that real-time load requirements are met through the most economically viable means available, within the limits of real time operation and Corporate Energy Supply Procedures

**WISCONSIN PUBLIC SERVICE CORPORATION [1992 – 2008]**

**2002 - 2008 Director, Resource Supply/Market Oversight**

- Responsible for corporate capacity and energy requirements: capacity planning, supply contract evaluation, negotiation, and performance monitoring.
- Responsible for electric accounting, contract administration, settlements, and regulatory reporting activities within Energy Supply & Control (ES&C).
- Responsible for developing the internal controls within ES&C required by the Sarbanes-Oxley law. Managed a budget in excess of \$450 million annually.

**1995-2002      Superintendent, Gas Supply and Transportation**

- Responsible for the strategic and operational planning, acquisition, and management of natural gas supplies and pipeline transportation services to ensure reliable and cost-competitive service to Wisconsin's and Michigan's natural gas customers.
- Educates and supports Public Service employees and customers in all matters related to natural gas purchases and transportation options.
- Managed a budget in excess of \$300 million annually.

**1992-1995      Nuclear Maintenance Instructor**

- Involved with analyzing, designing, developing, and implementing general maintenance practices/processes utilized at the Kewaunee Nuclear Power Plant.
- General technical instruction is provided to all skilled trades in topics of electrical and mechanical theory, as well as specialized training covering intricate electrical devices and circuits.

**EDUCATION**

**MBA**, University of Wisconsin – Oshkosh, Oshkosh, WI, 1999

**BA**, Business Administration, Columbia College, Columbia, MO, 1995

**DAVID L. GRIDLEY**

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**PROFESSIONAL EXPERIENCE**

**NEW YORK STATE ELECTRIC & GAS CORPORATION (NYSEG) 1987–Present**

**2013-present Manager - Marketing and Sales**

- Responsible for corporate marketing and natural gas growth organizations at NYSEG and RG&E
- Developed natural gas business and strategic plans
- Responsible for the development and implementation of new natural gas programs to increase saturation in existing franchises and the acquisition of new franchises

**2010-2013 Manager – Marketing and Sales**

- Responsible for corporate and field marketing organizations
- Oversaw all natural gas and electric marketing and sales activities for NYSEG and RG&E including customer growth and retention
- Developed business plans and budgets
- Ensured a high level of customer satisfaction through timely and thorough communication with our largest customers.

**2003-2010 Manager – Marketing and Sales (Corporate Marketing)**

- Responsible for the management of natural gas and electric marketing programs for NYSEG and RG&E.
- Established sales targets, tracking and reporting.
- Developed, tracked and reported on marketing budgets.

**1989-2003 Key Account Manager – Gas Business Unit**

- Managed all aspects of NYSEG’s relationship with large natural gas customers
- Responsible for negotiating contracts with existing customers to prevent bypass
- Expanded NYSEG’s natural gas business by acquiring new customers in existing and new franchise areas
- Managed NYSEG’s interruptible gas rate program to set competitive natural gas rates, retaining load and revenue

**1987-1989 Energy Engineer**

- Provided technical and business customer service support to NYSEG’s largest natural gas and electric customers.

**EDUCATION**

**Chartered Industrial Gas Consultant**, Gas Technology Institute, Chicago IL, 1993  
**BS, Electrical Engineering**, Clarkson University, Potsdam, NY, 1987

**PROFESSIONAL AFFILIATIONS**

Current Member – Board of Directors, Utilization Technology Development (UTD) Group  
Gas Technology Institute

**DAVID J. KIMIECIK**

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**PROFESSIONAL EXPERIENCE**

**New York State Electric & Gas Corporation (NYSEG) 1989 – Present**  
**Rochester Gas and Electric Corporation (RG&E) 2004 – Present**

**Vice President – Energy Services (NYSEG / RGE)**

April 2010 - Present

Responsibilities include:

- Gas load hedging, procurement, portfolio planning, retail access management
- Electric load hedging and procurement
- Commodity risk management
- Electric and Gas wholesale contract negotiations
- Electric and Gas wholesale billing
- FERC/NERC/Sarbanes Oxley compliance
- Load / generation interconnection contracting and cost recovery
- Wholesale electric load reporting
- FERC tariff development and filings
- Wholesale gas and electric business planning

**Vice President - Energy Supply (NYSEG / RGE)**

June 2004 – April 2010

Responsibilities included:

- Gas load hedging, procurement, portfolio planning
- Electric load hedging and procurement
- Commodity risk management
- Electric and Gas wholesale contract negotiations
- Electric and Gas wholesale billing
- FERC/NERC/Sarbanes Oxley compliance
- Wholesale gas and electric business planning

**Director - Energy Supply (NYSEG)**

January 2003 – June 2004

Responsibilities included:

- Gas load hedging, procurement, portfolio planning
- Electric load hedging and procurement
- Commodity risk management
- Electric and Gas wholesale contract negotiations
- Electric and Gas wholesale billing
- FERC/NERC/Sarbanes Oxley compliance

**Manager – Energy Trading (NYSEG)**

February 1999 – January 2003

Responsibilities included:

- Ensuring all company electric and gas native load obligations were fulfilled
- Achievement of company electric and gas wholesale sales net revenue goals
- Transitioning electric supply function from net long to net-short operation (during asset divestiture of over 2000 MW)

- Transitioning wholesale supply operations from New York Power Pool operations to New York Independent System Operator operations
- Integrated NYSEG and RGE electric and gas wholesale operations into one functional unit
- Responsible for contract management, regulatory reporting, and billing

**Supervisor – Operations Support (NYSEG)**

February 1998 – February 1999

Responsibilities included:

- Intra-month sales/trading and asset management in support of company wholesale net revenue goals
- Conducting day-ahead and week-ahead generating plant commitment evaluations and native load forecasts
- Performing/overseeing bilateral transaction scheduling and transmission acquisition functions
- Direct supervision of 24-hour generation plant dispatch, load management, and real-time sales functions

**Lead Engineer – Energy Trading (NYSEG)**

August 1996 – February 1998

Responsibilities included:

- Representation of company on various New York Power Pool committees and Pennsylvania/New Jersey/Maryland power pool functions
- Performance of bilateral transaction scheduling and transmission acquisition functions, including company compliance with NERC tagging and OASIS rules
- Coordinating generation fleet testing of installed capacity and VAR support capability

**Project Engineer – Power Supply / Plant Operations (NYSEG)**

February 1994 – August 1996

Responsibilities included:

- Overall production cost reporting and profit/loss analysis of company fossil fueled generation fleet
- Development of system-wide incremental dispatch model for fossil fueled generation
- Generation department data and evaluations used in developing company long-range integrated resource plans

**Staff Engineer – Hickling Power Station (NYSEG)**

June 1991 – February 1994

Responsibilities included:

- Developing plant betterment and capital improvement projects, including budgets, schedule development, and project oversight
- Supervision of plant coal crew group responsible for fuel deliveries, inventory management, fuel handling functions, and ash disposal functions
- Steam boiler efficiency program implementation

**Engineer – Generation Plant Performance (NYSEG)**

June 1989 – June 1991

Responsibilities included:

- Power plant heat rate testing, including boiler efficiency and overall unit heat rate efficiency calculations

- Conducting steam path audits to evaluate structural and performance integrity of company steam turbine generators
- Assessment of potential production costs savings from generating station equipment upgrades

Education

May 1989

B.S.M.E. Rensselaer Polytechnic Institute

June 2014

M.B.A. Warwick University

Professional Development

June/July 2003

Utility Executive Course - University of Idaho

**NYSEG Generators\***

<u>Name</u>	<u>MW</u>
High Falls	15
Mechanicville	18.5
Kent Falls	13.6
Rainbow Falls	2.6
Cadyville	5.5
Mill "C"	6
Auburn State St.	7.4

\*Nameplate per 2015 NYISO Load and Capacity Data (Gold Book)

**NYSEG QF Purchase Agreements**

<u>Name</u>	<u>MW</u>	<u>Contract Pricing</u>	<u>Termination Year</u>
Alice Falls Hydro	2.10	Fixed	2026
Allegheny 8&9	38.0	Market	2030
Broome Energy	2.10	Fixed	2019
Cayuga County Soil & Water	0.63*	Market	2015
Chateaugay Chasm Hydro	1.60	Market	Perpetual
City of Auburn - Landfill	3.20*	Market	2015
City of Auburn - N. Div St Hydro	0.80	Market	2023
Cornell University	28.4*	Market	2015
Croton Falls Hydro	0.20	Fixed	Perpetual
Finger Lakes Hydro	0.20	Fixed	2017
Lower Saranac	6.70	Fixed	2029
Seneca Falls	5.60	Market	2015
Sustainable Biopower, LLC	1.40*	Market	2015
Waterloo	1.50	Market	2015

Nameplate per 2015 NYISO Load and Capacity Data (Gold Book)

\*Net Capacity Rating per QF Application

**NYSEG Other Purchase Agreements**

<u>Name</u>	<u>MW</u>	<u>Contract Pricing</u>	<u>Termination Year</u>
NYPA Niagara Peaking	150.00	Fixed	2017

Rating per contact agreement

**RG&E Generators\***

<u>Name</u>	<u>MW</u>
Hydro Station 5	45.6
Hydro Station 2	8.50
Hydro Station 26	3.00

\*Nameplate per NYISO 2015 Load & Capacity Data (Gold Book)

**RG&E QF Purchase Agreements**

<u>Name</u>	<u>MW</u>	<u>Contract Pricing</u>	<u>Termination Year</u>
RED*	40	Market	2015

Net Capacity Rating per Interconnection Agreement

**RG&E Other Purchase Agreements**

<u>Name</u>	<u>MW</u>	<u>Contract Pricing</u>	<u>Termination Year</u>
Ginna*	552.6	Fixed	2014
NYPA Niagara Peaking**	35.00	Fixed	2017

\* Nameplate per NYISO 2015 Load & Capacity Data (Gold Book) x 90%

\*\*Rating per contract agreement

Natural Gas Capacity Contracts New York State Electric & Gas Corporation Gas Business				
Pipeline Company Name	Contract Number	Rate Schedule	Daily Quantity (DT)	Expiration Date <sup>(1)</sup>
<b>Flowing Gas to Citygate</b>				
AGT	9225	AFT-1	16,779	10/31/2015 (E)
Dominion Transmission Inc.	100036	FTNN	80,140	3/31/2017 (E)
Dominion Transmission Inc.	100120	FTNN	20,000	3/31/2020 (E)
Dominion Transmission Inc.	200058	FT	8,000	3/31/2017 (E)
Dominion Transmission Inc.	200392	FT	700	3/31/2017 (E)
Dominion Transmission Inc.	5B7282	FTNN	2,300	10/31/2025
North Country Pipeline	734	FT	3,600	12/21/2015 (E)
Empire State Pipeline	F11210	FT	34,816	10/31/2015
Empire State Pipeline <sup>(2)</sup>	TBD	FTNN	34,816	3/31/2021
Columbia Gas Transmission	80348	FTS	36,794	10/31/2019
Tennessee Gas Pipeline	46732	FT-A	1,350	10/31/2016 (E)
Tennessee Gas Pipeline	62405	FT-A	4,000	10/31/2019
<b>Upstream Pipeline Support <sup>(3)</sup></b>				
Columbia Gulf Transmission	80242	FTS-1	24,146	10/31/2019
Iroquois Gas Transmission	R-520-01	FT	17,199	11/1/2017 (E)
TransCanada Pipelines	2980	FT	4,526	10/31/2017
TransCanada Pipelines	2981	FT	3,606	10/31/2017
TransCanada Pipelines	50004	FT	4,000	10/31/2017
<b>Deliveries from Storage</b>				
Dominion Transmission Inc.	700014	FTNN-GSS	110,302	3/31/2017 (E)
Columbia Gas Transmission	80350	SST	68,514	3/31/2020
Tennessee Gas Pipeline	203	FT-A	9,744	10/31/2016 (E)
Storage Company Name		Rate Schedule	Max. Daily W/D Quantity (DT)	Expiration Date
Dominion Transmission Inc.	300063	GSS	110,302	3/31/2017
Dominion Transmission Inc.	300086	GSS	3,750	3/31/2017
Columbia Gas Transmission	80349	FSS	68,514	3/31/2020
Tennessee Gas Pipeline	536	FS-MA	9,744	10/31/2016
Seneca Lake Gas Storage	SL00001S	FSS	51,000	3/31/2021
(1) An "E" designates an "Evergreen" arrangement.				
(2) Expected In-Service Date of 11/1/2015 (Empire's Tuscarora Pipeline Project)				
(3) Capacity used to deliver gas to pipelines that deliver to the citygate.				

Natural Gas Capacity Contracts Rochester Gas and Electric Corporation Gas Business				
Pipeline Company Name	Contract Number	Rate Schedule	Daily Quantity (DT)	Expiration Date <sup>(1)</sup>
<b>Flowing Gas to Citygate</b>				
Dominion Transmission Inc.	100021	FTNN	108,600	3/31/2020 (E)
Empire State Pipeline	F11209	FT	172,500	10/31/2015
Empire State Pipeline <sup>(2)</sup>	TBD	FTNN	172,500	3/31/2026 (E)
<b>Upstream Pipeline Support <sup>(3)</sup></b>				
TransCanada Pipelines <sup>(4)</sup>	2939	FT	46,929	10/31/2017
<b>Deliveries from Storage</b>				
Dominion Transmission Inc.	700018	FTNN-GSS	124,000	3/31/2020 (E)
Storage Company Name		Rate Schedule	Max. Daily W/D Quantity (DT)	Expiration Date
Dominion Transmission Inc.	300084	GSS	124,000	3/31/2020
Empire State Pipeline <sup>(2)</sup>	TBD	FSNN	55,000	3/31/2026 (E)
<p>(1) An "E" designates an "Evergreen" arrangement.</p> <p>(2) Expected In-Service Date of 11/1/2015 (Empire's Tuscarora Pipeline Project)</p> <p>(3) Capacity used to deliver gas to pipelines that deliver to the citygate.</p> <p>(4) Volume decrements from 101,929 Dths/day to 46,929 Dths/day on 11/1/2016.</p>				

Gas Expense Forecast  
New York State Electric & Gas Corporation  
Gas Business

	<u>Yr = 2015</u>
City Gate Requirement (000 dth)	22,762
Commodity costs (\$000)	████████
Total Pipeline Charges (\$000)	\$42,031
Total Gas Cost at City Gate (\$000)	████████
Average Gas Cost at City gate (\$/Dth)	████████

Gas Expense Forecast  
New York State Electric & Gas Corporation  
Gas Business

	<u>Yr = 2016</u>
City Gate Requirement (000 dth)	23,069
Commodity costs (\$000)	████████
Total Pipeline Charges (\$000)	\$45,244
Total Gas Cost at City Gate (\$000)	████████
Average Gas Cost at City gate (\$/Dth)	████████

Gas Expense Forecast  
Rochester Gas and Electric Corporation  
Gas Business

	<u>Yr = 2015</u>
City Gate Requirement (000 dth)	23,489
Commodity costs (\$000)	████████
Total Pipeline Charges (\$000)	\$39,103
Total Gas Cost at City Gate (\$000)	████████
Average Gas Cost at City gate (\$/Dth)	████████

Gas Expense Forecast  
Rochester Gas and Electric Corporation  
Gas Business

	<u>Yr = 2016</u>
City Gate Requirement (000 dth)	23,845
Commodity costs (\$000)	████████
Total Pipeline Charges (\$000)	\$40,015
Total Gas Cost at City Gate (\$000)	████████
Average Gas Cost at City gate (\$/Dth)	████████

## Natural Gas Market Price Estimate (\$/Dth)

New York State Electric &amp; Gas Corporation/Rochester Gas and Electric Corporation

Gas Business

	NYMEX close	NYMEX	DTI SP	Dawn	CGT Mainline	TCO APP	TGP 500 Leg	Alberta	Waddington
Jan-15	Settle	\$3.189	\$1.750	\$3.099	\$3.090	\$3.100	\$2.959	\$2.515	\$10.120
Feb-15	Settle	\$2.866	\$1.750	\$2.866	\$2.780	\$2.730	\$2.646	\$2.151	\$10.400
Mar-15	Settle	\$2.894	\$2.040	\$4.225	\$2.830	\$2.820	\$2.744	\$2.453	\$9.530
Apr-15	Settle	\$2.590	\$1.479	\$2.669	\$2.483	\$2.357	\$2.505	\$1.965	\$3.090
May-15	30-Mar-15	\$2.639	\$1.528	\$2.718	\$2.532	\$2.406	\$2.554	\$2.014	\$3.139
Jun-15	30-Mar-15	\$2.688	\$1.577	\$2.767	\$2.581	\$2.455	\$2.603	\$2.063	\$3.188
Jul-15	30-Mar-15	\$2.748	\$1.637	\$2.827	\$2.641	\$2.515	\$2.663	\$2.123	\$3.248
Aug-15	30-Mar-15	\$2.778	\$1.667	\$2.857	\$2.671	\$2.545	\$2.693	\$2.153	\$3.278
Sep-15	30-Mar-15	\$2.781	\$1.670	\$2.860	\$2.674	\$2.548	\$2.696	\$2.156	\$3.281
Oct-15	30-Mar-15	\$2.809	\$1.698	\$2.888	\$2.702	\$2.576	\$2.724	\$2.184	\$3.309
Nov-15	30-Mar-15	\$2.906	\$1.997	\$3.086	\$2.812	\$2.689	\$2.819	\$2.411	\$7.906
Dec-15	30-Mar-15	\$3.069	\$2.160	\$3.249	\$2.975	\$2.852	\$2.982	\$2.574	\$8.069
Jan-16	30-Mar-15	\$3.184	\$2.275	\$3.364	\$3.090	\$2.967	\$3.097	\$2.689	\$8.184
Feb-16	30-Mar-15	\$3.171	\$2.262	\$3.351	\$3.077	\$2.954	\$3.084	\$2.676	\$8.171
Mar-16	30-Mar-15	\$3.125	\$2.216	\$3.305	\$3.031	\$2.908	\$3.038	\$2.630	\$8.125
Apr-16	30-Mar-15	\$2.995	\$1.823	\$3.065	\$2.897	\$2.599	\$2.910	\$2.420	\$3.395
May-16	30-Mar-15	\$2.999	\$1.827	\$3.069	\$2.901	\$2.603	\$2.914	\$2.424	\$3.399
Jun-16	30-Mar-15	\$3.032	\$1.860	\$3.102	\$2.934	\$2.636	\$2.947	\$2.457	\$3.432
Jul-16	30-Mar-15	\$3.069	\$1.897	\$3.139	\$2.971	\$2.673	\$2.984	\$2.494	\$3.469
Aug-16	30-Mar-15	\$3.077	\$1.905	\$3.147	\$2.979	\$2.681	\$2.992	\$2.502	\$3.477
Sep-16	30-Mar-15	\$3.067	\$1.895	\$3.137	\$2.969	\$2.671	\$2.982	\$2.492	\$3.467
Oct-16	30-Mar-15	\$3.094	\$1.922	\$3.164	\$2.996	\$2.698	\$3.009	\$2.519	\$3.494
Nov-16	30-Mar-15	\$3.172	\$2.271	\$3.352	\$3.082	\$2.794	\$3.087	\$2.777	\$7.172
Dec-16	30-Mar-15	\$3.357	\$2.456	\$3.537	\$3.267	\$2.979	\$3.272	\$2.962	\$7.357

5% Daily Balancing Analysis (with Imbalance Trading)  
New York State Electric & Gas Corporation/Rochester Gas and Electric Corporation  
Gas Business

February 2014 through February 2015									
Pipeline Pool	Proposed Rolling Balance Monthly Cashout Charge (5%)	Proposed Daily Cashout Charge (@ 5%)	Proposed Balancing Demand Charge (@ 5%)	Total Proposed Cashout Charge	Current Daily Cashout Charge (to 0%)	Current Balancing Demand Charge (@ 10%)	Total Current Cashout Charge	Proposed vs Current Total Cashout Charge Impact <sup>(1)</sup>	Percentage Change Proposed vs Current Total Cashout Charges
	A	B	C	D = A + B + C	E	F	G = E + F	H = D - G	I = H / G
AGT	\$4,155	(\$2,384)	\$3,141	\$4,912	(\$6,242)	\$6,281	\$39	\$4,873	12535.8%
DTI	(\$27,080)	(\$108,494)	\$386,010	\$250,436	(\$157,743)	\$772,020	\$614,276	(\$363,841)	-59.2%
IGTS	(\$7,345)	\$6,297	\$14,625	\$13,577	\$48,685	\$29,250	\$77,935	(\$64,358)	-82.6%
TCO	\$108,179	(\$239,889)	\$178,339	\$46,629	(\$351,854)	\$356,678	\$4,824	\$41,805	866.6%
TGP	\$18,420	\$69,103	\$95,572	\$183,095	(\$66,925)	\$191,144	\$124,219	\$58,877	47.4%
	\$96,329	(\$275,368)	\$677,687	\$498,648	(\$534,079)	\$1,355,372	\$821,293	(\$322,645)	-39.3%

Note: 1. The reduction from 10% Balancing to 5% Balancing will provide an immediate demand charge savings of approximately \$677,687.

5% Daily Balancing Analysis (with No Imbalance Trading)  
New York State Electric & Gas Corporation/Rochester Gas and Electric Corporation  
Gas Business

February 2014 through February 2015								
Pipeline Pool	Proposed Daily Cashout Charge (to 0%)	Proposed Balancing Demand Charge (@ 5%)	Total Proposed Cashout Charge	Current Daily Cashout Charge (to 0%)	Current Balancing Demand Charge (@ 10%)	Total Current Cashout Charge	Proposed vs Current Total Cashout Charge Impact <sup>(1)</sup>	Percentage Change Proposed vs Current Total Cashout Charges
	A	B	C = A + B	D	E	F = E + F	G = C - F	H = G / F
AGT	(\$3,358)	\$3,141	(\$217)	(\$6,242)	\$6,281	\$39	(\$256)	-658.9%
DTI	(\$78,229)	\$386,010	\$307,781	(\$157,743)	\$772,020	\$614,276	(\$306,495)	-49.9%
IGTS	\$52,941	\$14,625	\$67,566	\$48,685	\$29,250	\$77,935	(\$10,368)	-13.3%
TCO	(\$351,882)	\$178,339	(\$173,543)	(\$351,854)	\$356,678	\$4,824	(\$178,367)	-3697.4%
TGP	\$54,225	\$95,572	\$149,797	(\$66,925)	\$191,144	\$124,219	\$25,578	20.6%
	(\$326,303)	\$677,687	\$351,384	(\$534,079)	\$1,355,372	\$821,293	(\$469,909)	-57.2%

Note: 1. The reduction from 10% Balancing to 5% Balancing will provide an immediate demand charge savings of approximately \$677,687.

**NYSEG - Gas Marketing Budget**

				<b>Rate Year 1</b>
<b>Initiative</b>	<b>Category</b>	<b>Pieces per Year</b>	<b>Cost per Piece</b>	<b>Total Cost</b>
Non-Heat Marketing Campaign	Direct Mail Production	15,000	\$ 0.70	\$ 10,500
Non-Heat Marketing Campaign	Postage	15,000	\$ 0.50	\$ 7,500
Sandwich Customer Marketing Campaign	Direct Mail Production	36,600	\$ 0.60	\$ 21,960
Sandwich Customer Marketing Campaign	Postage	36,600	\$ 0.50	\$ 18,300
Main Extensions	Envelopes			\$ 700
Main Extensions	Marketing	2,000	\$ 1.00	\$ 2,000
Main Extensions	Postage	2,000	\$ 0.50	\$ 1,000
Main Extensions	Return Envelope Postage	1,500	\$ 0.67	\$ 1,005
New Franchises	Survey Production	1,500	\$ 1.25	\$ 1,875
New Franchises	Survey Postage	1,500	\$ 0.50	\$ 750
New Franchises	Return Envelope Postage	750	\$ 0.67	\$ 503
New Franchises	Direct Mail Production	3,000	\$ 0.50	\$ 1,500
New Franchises	Postage	3,000	\$ 0.50	\$ 1,500
New Franchises	Town Meetings			\$ 1,000
North Country	General Marketing			\$ 7,500
Trade Ally Program	Meetings, Direct Mail			\$ 5,000
Travel	New Franchises, Main Ext., TA			\$ 7,500
Marketing Contractor				\$ 75,000
<b>Total</b>				<b>\$ 165,093</b>

**RG&E - Gas Marketing Budget**

				<b>Rate Year 1</b>
<b>Initiative</b>	<b>Category</b>	<b>Pieces per Year</b>	<b>Cost per Piece</b>	<b>Total Cost</b>
Non-Heat Marketing Campaign	Direct Mail Production	15,000	\$ 0.70	\$ 10,500
Non-Heat Marketing Campaign	Postage	15,000	\$ 0.50	\$ 7,500
Sandwich Customer Marketing Campaign	Direct Mail Production	18,600	\$ 0.60	\$ 11,160
Sandwich Customer Marketing Campaign	Postage	18,600	\$ 0.50	\$ 9,300
Main Extensions	Envelopes			\$ 700
Main Extensions	Fact Sheets	1,000	\$ 1.00	\$ 1,000
Main Extensions	Postage	2,000	\$ 0.50	\$ 1,000
Main Extensions	Return Envelope Postage	1,000	\$ 0.67	\$ 670
New Franchises	Survey Production	500	\$ 1.25	\$ 625
New Franchises	Survey Postage	500	\$ 0.50	\$ 250
New Franchises	Return Envelope Postage	250	\$ 0.67	\$ 168
New Franchises	Direct Mail Production	1,000	\$ 0.50	\$ 500
New Franchises	Postage	1,000	\$ 0.50	\$ 500
Travel	New Franchises, Main Ext., TA			\$ 2,000
New Franchises	Town Meetings			\$ 750
Trade Ally Program	Program Communication			\$ 5,000
<b>Total</b>				<b>\$ 51,623</b>

NYSEG - Year One Rebate Budget

Rebate Program - Assumptions		
Rebate Level		
Regular	\$	800
Low Income	\$	1,300
Low Income Allocation		16%
Rebate Administrator Fees		
One-time Set Up Fee	\$	20,000
Monthly Admin Fee	\$	750
Rebate Processing Fee	\$	7.00
Flawed Rebate Fee	\$	3.50
Percent Flawed		44%
Average per Rebate Proces	\$	8.54

Rebate Forecast	
% of Conversions Rebated	75%
% of High Probability Projects Acquired	90%
% of Medium Probability Projects Acquired	60%
	Year 1
High Probability Conversions	695
Plattsburgh/North Country Conversions	(181)
Total High Probability Conversions	514
High Probability Conversions Acquired	463
Medium Probability Conversions	105
Medium Probability Conversions Acquired	63
Total Conversions Acquired	526
Total Rebates	395
Regular Rebates	332
Low Income Rebates	63

Estimated Annual Budget	
	Year 1
Administrator - set up fees	\$ 20,000
Administrator - monthly fee	\$ 9,000
Administrator - processing fee	\$ 3,373
Total Administrator Fees	\$ 32,373
Regular rebates	\$ 265,600
Regular with Low Income	\$ 81,900
Total Rebate Payments	\$ 347,500
<b>Total Budget</b>	<b>\$ 379,873</b>

## RG&amp;E - Year One Rebate Budget

**Rebate Program - Assumptions**

Rebate Level		
Regular	\$	800
Low Income	\$	1,300
Low Income Allocation		12%

Rebate Administrator Fees	
One-time Set Up Fee	\$ 20,000
Monthly Admin Fee	\$ 750
Rebate Processing Fee	\$ 7.00
Flawed Rebate Fee	\$ 3.50
Percent Flawed	44%
Average per Rebate Proj	\$ 8.54

**Rebate Forecast**

% of Conversions Rebated	75%
% of High Probability Projects Acquired	90%
% of Medium Probability Projects Acquired	60%

	Year 1
High Probability Conversions	292
High Probability Conversions Acquired	263
Medium Probability Conversions	100
Medium Probability Conversions Acquired	60
Total Conversions Acquired	323
Total Rebates	242
Regular Rebates	213
Low Income Rebates	29

**Estimated Annual Budget**

	Year 1
Administrator - set up fees	\$ 20,000
Administrator - monthly fee	\$ 9,000
Administrator - processing fee	\$ 2,758
Total Administrator Fees	\$ 31,758
Regular rebates	\$ 170,400
Regular with Low Income	\$ 37,700
Total Rebate Payments	\$ 208,100
Total Budget	\$ 239,858

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<b>Exhibit Reference</b>	<b>Description of Exhibit</b>	<b>No. of WPs</b>	<b>Title of Workpaper (or WP) File</b>	<b>Content of Workpaper</b>	<b>WP Format</b>	<b>Trade Secret</b>
ESNGSEP-2	NYSEG and RG&E Generators and NYSEG Power Purchase Agreements	10	• 2015 Ginna Generating Facilities	• Ginna nameplate, summer, winter rating	xls	No
			• 2015 NYSEG Generating Facilities	• NYSEG resources nameplate, summer, winter rating	xls	No
			• 2015 RG&E Generating Facilities	• RG&E resources nameplate, summer, winter rating	xls	No
			• RG&E/NYPA Peaking Power Purchase Agreement	• RG&E MW from NYPA Peaking	pdf	No
			• NYSEG/NYPA Peaking Power Purchase Agreement	• NYSEG MW from NYPA Peaking	pdf	No
			• RG&E/RED Interconnection Agreement	• RG&E MW from RED	pdf	No
			• Cayuga County Soil and Water District QF Application	• NYSEG MW from CCSWD	pdf	No

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ESNGSEP-2 (cont'd)	NYSEG and RG&E Generators and NYSEG Power Purchase Agreements		<ul style="list-style-type: none"> <li>• City of Auburn Landfill Interconnection Agreement</li> </ul>	<ul style="list-style-type: none"> <li>• NYSEG MW from City of Auburn Landfill</li> </ul>	pdf	No
			<ul style="list-style-type: none"> <li>• Cornell University QF Application</li> </ul>	<ul style="list-style-type: none"> <li>• NYSEG MW from Cornell</li> </ul>	pdf	No
			<ul style="list-style-type: none"> <li>• Sustainable Biopower QF Application</li> </ul>	<ul style="list-style-type: none"> <li>• NYSEG MW from Sustainable Biopower</li> </ul>	pdf	No

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ESNGSEP-4	2015 and 2016 Gas Expense Forecast for NYSEG	11	<ul style="list-style-type: none"> <li>ESNGSEP-3 through 7 (PWF 5-15-15)</li> </ul>	<ul style="list-style-type: none"> <li>Tab – 2016 NYSEG Cap. Summary: Workpapers used to assist in calculating commodity costs based on NYMEX and basis forecasts as well as pipeline tariffed commodity and fuel rates. Additional support to determine demand costs for the contracted portfolio</li> <li>Tab – RGE Budget- Orig – Updated and Tab – RGE 2015 Cap. Summary – Upd: Workpapers to calculate annual commodity and demand costs based upon forecasted city gate sales requirements</li> </ul>	xls	Yes
			<ul style="list-style-type: none"> <li>2015 NYSEG Capacity Cost - Original (1-23-15 JIC) - Updated for 2015 Rate Case</li> </ul>	<ul style="list-style-type: none"> <li>2015 NYSEG Gas Capacity Cost Forecast – Original Budget</li> </ul>	xls	Yes

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<b>Exhibit Reference</b>	<b>Description of Exhibit</b>	<b>No. of WPs</b>	<b>Title of Workpaper (or WP) File</b>	<b>Content of Workpaper</b>	<b>WP Format</b>	<b>Trade Secret</b>
ESNGSEP-4 (cont'd)	2015 and 2016 Gas Expense Forecast for NYSEG		<ul style="list-style-type: none"> <li>• 2015 NYSEG Gas Cost Forecast - Original (8-27-14, Links Broken) - Updated for 2015 Rate Case</li> </ul>	<ul style="list-style-type: none"> <li>• NYSEG Cash Forecast Estimate 2015</li> </ul>	xls	Yes
			<ul style="list-style-type: none"> <li>• 2016 NYSEG Capacity Cost - Original (5-4-15) - Updated for 2015 Rate Case</li> </ul>	<ul style="list-style-type: none"> <li>• 2016 NYSEG Gas Capacity Cost Forecast</li> </ul>	xls	Yes
			<ul style="list-style-type: none"> <li>• 2016 NYSEG Gas Cost Forecast - Updated for 2015 Rate Case (5-4-15)</li> </ul>	<ul style="list-style-type: none"> <li>• NYSEG Budget Summary 2016</li> </ul>	xls	Yes
			<ul style="list-style-type: none"> <li>• 2016 NYSEG Gas Cost Forecast - Updated for 2015 Rate Case</li> </ul>	<ul style="list-style-type: none"> <li>• NYSEG Gas Margin Plan - 2015</li> </ul>	xls	Yes
			<ul style="list-style-type: none"> <li>• to Pat Fox Supply Forecast 2017</li> </ul>	<ul style="list-style-type: none"> <li>• NYSEG Gas Forecast Dth for Gas Supply – Supply Price Forecast</li> </ul>	xls	Yes

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ESNGSEP-4 (cont'd)	2015 and 2016 Gas Expense Forecast for NYSEG		<ul style="list-style-type: none"> <li>2015 RG&amp;E Gas Cost Forecast-Original-Rate Case Info (3-30-15)</li> </ul>	<ul style="list-style-type: none"> <li>RG&amp;E Budget Gas Cost Forecast for 2015 1</li> </ul>	xls	Yes
			<ul style="list-style-type: none"> <li>2016 RG&amp;E Gas Cost Forecast - Original - Rate Case Info (5-4-15)</li> </ul>	<ul style="list-style-type: none"> <li>RG&amp;E Budget Gas Cost Forecast for 2015</li> </ul>	xls	Yes
			<ul style="list-style-type: none"> <li>RGE 2016 plan Supply and Sales Summary</li> </ul>	<ul style="list-style-type: none"> <li>Supply &amp; Sales Summary – Non-Daily Metered; Daily Metered; Unbilled Sales Accrual Data; Usage Per Data; Unbilled Accruals</li> </ul>	xls	Yes
			<ul style="list-style-type: none"> <li>RGE 2017 plan Supply and Sales Summary</li> </ul>	<ul style="list-style-type: none"> <li>Supply &amp; Sales Summary – Non-Daily Metered; Daily Metered; Unbilled Sales Accrual Data; Usage Per Data; Unbilled Accruals</li> </ul>	xls	Yes

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ESNGSEP-5	Natural Gas Market Price Forecast (NYSEG/RG&E) for various supply points	1	ESNGSEP-3 through 7 (PWF 5-15-15)	Tab – Input: NYMEX and basis numbers used to calculate month supply costs at various liquid, trading points	xls	Yes
ESNGSEP-6	5% Daily Balancing Analysis with Imbalance Trading	1	DM Balancing_Proposed vs Current Costs_Feb 2014 to Feb 2015_Proposed 5% Rolling_Current 10% Zero Daily	Customer and ESCO-related data for the period of February 2015 through February 2015	xls	Yes
ESNGSEP-7	5% Daily Balancing Analysis without Imbalance Trading	1	DM Balancing_Proposed vs Current Costs_Feb 2014 to Feb 2015_Proposed 5% Zero Daily_Current 10% Zero Daily	Customer and ESCO-related data for the period of February 2015 through February 2015	xls	Yes
ESNGSEP-9	Natural Gas Conversion Rebate Budget for NYSEG and RG&E	1	ESNGSEP-9 - Electric and Gas Supply Panel - Gas Expansion - Conversion Rebate Program Budget Exhibit - WORK PAPERS	Customer conversion forecast by customer type and derivation of conversion rebate budget	xls	No

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N/A	N/A	1	% Load Supplied By Resources	Loads and resource production	xls	No
N/A	N/A	1	ESNGSEP-3 through 7 (PWF 5-15-15)	Tab – NYSEG NG Heaters	xls	Yes
N/A	N/A	1	Seasonal Basis Numbers 2015 March	Gas Index Basis numbers	xls	Yes
N/A	N/A	1	Final Heater Cost Summary (4-29-15)	Summary, 4-Year Average, Cost by Month, 2015 Plan, 2013, 2014	xls	Yes
N/A	N/A	1	Company Use Gas 2014 (Heater Fuel Estimate, 4-28-15 from Gene King)	Heater fuel estimates	xls	Yes