

ORIGINAL
FILE COPY

1
2
3
4
5
6

7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION
DOCKET NO. 960002-EG
DIRECT TESTIMONY OF
RONALD C. SOTT
ON BEHALF OF WEST FLORIDA NATURAL GAS COMPANY

Q. Please state your name and address.

A. My name is Ronald C. Sott. My business address is 301 Maple Avenue, Panama City, Florida.

Q. In what capacity are you employed by West Florida Natural Gas Company?

A. My job title is Director, New Market Development. My position includes overall responsibility for administering the Company's conservation programs in both divisions.

Q. What is the purpose of your testimony?

A. The purpose of my testimony is to support the projected levels of conservation program expenses as incorporated into the "C Schedules" sponsored by Cindy Arnold.

Q. Please proceed.

A. In order to project expenses for the Home Builders Program, we contacted several of our major contractors and reviewed their schedules for the periods involved. These projections include several new developments which are ongoing during this period. The projections for our

1 replacement and ESP programs were developed based on
2 actual data in previous periods plus projected increases
3 due to extensive main line construction into previously
4 unserviced areas of Marion County, Florida. Our gas
5 water heater load retention estimates were based on past
6 experience with our water heater lease/purchase program.
7 Commercial appliance replacement was projected using past
8 experience with our commercial water heater
9 lease/purchase program as well as information provided by
10 commercial equipment distributors and gas installers.
11 The gas space conditioning program projections were based
12 on estimates; this is a new program for which we have no
13 historical information or experience from which to draw.

14 Q. Does this complete your testimony?

15 A. Yes.