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Witness: Warren R. Boutin and Nina A. Paim
Request from: Office of Consumer Counsel

Question:

Revenues.

a. State whether any commercial and/or industrial customers have informed the Company about expanding operations or increasing electricity purchases in 2025 or 2026 that is not reflected in the rate year. If so, provide a list of the customers and a description of the change and applicable dates the change will take place and the dollar impact on the rate year.
b. Identify any new commercial or industrial customers added in 2025 and 2026 that are not reflected in the filing and the dollar impact on the rate year.
c. Identify any new commercial or industrial customers the left in 2025 or 2026 that have not been removed from the filing and the dollar impact on the rate year.

Response:

a. In reference to the annual sales and revenue budget that informs the Rate Year forecast, The Company cannot plan for and estimate around situations where it is simply "informed" by potential new commercial or industrial customers ("C&I") of their potential desire to add load to the system, because these types of conversations are speculative and unpredictable. Instead, Eversource utilizes a two-stage analytical process to forecast new large customer load and to refine that forecast for unique C&I loads planning to come onto the system or to expand their operations materially. The Company's forecasting results have informed the Company's filing through the Rate Year.

   Specifically, Eversource first utilizes an econometric approach to forecasting that applies economic law with statistical rigor. The Connecticut Light and Power (CL&P) electric sales forecast begins by forecasting the trend sales forecast at the sector level. CL&P sector level sales are forecasted using econometric models that evaluate historical sales as a function of weather conditions, the economy, customer counts, and pricing. These econometric models utilize both cooling degree days (CDDs) and heating degree days (HDDs). The forecasted weather variables assume normal weather conditions based on the most recent 20-year period. Moody's Analytics, an international economic consulting company, provides economic history and forecast. Once the trend sales forecast is created using these econometric models, the model output is adjusted for the effects of energy efficiency (EE), solar (PV), electric vehicles (EV), large customer impacts, and heat pump electrification.

The Company updates the sales and customer forecast models every year and always incorporates the most readily available recent historical data. As each year's models are updated with the recent historical data, the econometric models can better capture the evolving relationship between economic conditions, weather and sales and customer counts. Each annual forecasting cycle, the Company evaluates multiple economic variables such as employment, income, gross state product or retail sales. The final model chosen will have a strong statistical fit to the historical data; will pass all relevant statistical tests; and will have statistically significant coefficients. The Sales and Revenue forecasting team will conduct a thorough internal review to confirm all econometric models are statistically valid, and all sales and customer forecasts are consistent with historical actuals. The Company utilizes the EViews statistical software package to estimate and evaluate the econometric models.

Incremental "step loads" or "large customer impacts" are roughly defined as anticipated large changes in electric load that our economic trend forecast would not anticipate. The Company must anticipate and plan for these large step changes and does not control when or to what extent these loads materialize. Moreover, changes will inevitably occur over time as these loads may roll forward or may not occur exactly as anticipated. Therefore, the Company takes numerous steps to identify, track and follow these loads for forecasting integrity and will only include those in the forecast when they are confirmed through a workorder. At the same time, there will be other growing loads that are smaller on an individual basis (and therefore do not constitute "step loads" individually), but that are occurring in concert beyond the level of historical growth incorporated into the econometric modelling.

b. New commercial or industrial customers added in 2025 and 2026 are reflected in the filing in that the new customers are either generally captured in the econometric forecasting modelling or are part of the Company's step-load analysis. The Company would not expect that there is any new, significant customer that would come online in 2027/2028 and would not be included and weighted appropriately in the Company's modelling or contemplated by the step-load analysis.

c. The Company's forecast reflects all appropriate adjustments through the Rate Year. The Company is preparing information on future, major customers additions and major past customer exits to illustrate this answer.