

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF COLORADO**

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**IN THE MATTER OF THE APPLICATION)
OF PUBLIC SERVICE COMPANY OF)
COLORADO FOR APPROVAL OF ITS) PROCEEDING NO. 19A-XXXXE
2020 - 2021 RENEWABLE ENERGY)
COMPLIANCE PLAN)**

DIRECT TESTIMONY OF JANNELL E. MARKS

ON

BEHALF OF

PUBLIC SERVICE COMPANY OF COLORADO

June 28, 2019

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GLOSSARY OF ACRONYMS AND DEFINED TERMS

<u>Acronyms/Defined Term</u>	<u>Meaning</u>
2020 RES Plan, RE Plan, Plan, or Compliance Plan	Public Service's 2020-2021 Renewable Energy Compliance Plan
DSM	Demand Side Management
Public Service or Company	Public Service Company of Colorado
RE	Renewable Energy
REC	Renewable Energy Credit
RES	Renewable Energy Standard
RES Plan	Renewable Energy Standard Plan
Xcel Energy	Xcel Energy Inc.

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DIRECT TESTIMONY OF JANNELL E. MARKS

1 **I. INTRODUCTION AND PURPOSE OF TESTIMONY**

2 **Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.**

3 A. My name is Jannell E. Marks. My business address is 1800 Larimer Street,
4 Denver, Colorado 80202.

5 **Q. BY WHOM ARE YOU EMPLOYED AND IN WHAT POSITION?**

6 A. I am employed by Xcel Energy Services Inc., a wholly-owned subsidiary of Xcel
7 Energy Inc. which is the parent company of Public Service Company of
8 Colorado. My job title is Director, Sales, Energy and Demand Forecasting.

9 **Q. ON WHOSE BEHALF ARE YOU TESTIFYING IN THE PROCEEDING?**

10 A. I am testifying on behalf of Public Service Company of Colorado (“Public Service”
11 or the “Company”).

12 **Q. HAVE YOU INCLUDED A DESCRIPTION OF YOUR QUALIFICATIONS,
13 DUTIES, AND RESPONSIBILITIES?**

14 A. Yes. A description of my qualifications, duties, and responsibilities is included at
15 the end of my testimony.

1 **Q. WHAT IS THE PURPOSE OF YOUR DIRECT TESTIMONY?**

2 A. The purpose of my testimony is to support the retail electricity sales forecast filed
3 in Public Service's 2020-21 Renewable Energy Plan ("RE Plan" or "Plan"). In
4 addition, I will provide a brief description of the retail electricity sales forecast and
5 the methodology used to develop the forecast.

6 **Q. WHAT SECTION OF THE PSCO 2020-21 RENEWABLE ENERGY PLAN WERE**
7 **YOU RESPONSIBLE FOR PREPARING?**

8 A. I was responsible for the preparation of Attachment JW1-1, Section 3, describing
9 the Retail Energy Forecast which impacts the Company's compliance
10 obligations.

11 **Q. IS THIS SECTION IN COMPLIANCE WITH THE COMMISSION'S RENEWABLE**
12 **ENERGY STANDARD RULES?**

13 A. Yes. Commission Rule 3657 (b) (I) (D) requires that the Company's Renewable
14 Energy Standard ("RES") Compliance Plan include an estimate of its retail
15 electricity sales for a minimum of 10 years. Rule 3654 (a) (IV) and (V) requires
16 the minimum amount of Eligible Energy that Public Service shall generate, or
17 cause to be generated (through purchase or by providing rebates or other form of
18 incentive), for 2020 and thereafter to be 30 percent of retail electricity energy
19 sales in Colorado with three percent of the 30 percent from distributed
20 generation.

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1 **II. RETAIL ELECTRICITY SALES FORECAST**

2 **Q. PLEASE DESCRIBE PUBLIC SERVICE’S RETAIL ELECTRICITY SALES**
3 **FORECAST.**

4 A. Public Service’s Base Case forecast for retail electricity sales is expected to
5 increase at an average annual rate of 0.5 percent through 2030. This compares
6 to average annual growth over the past 10 years of 0.3 percent. This energy
7 sales forecast assumes achievement of the 2019-2023 Demand-Side
8 Management (“DSM”) goals of 500 gigawatt-hours per year that the Commission
9 ordered in Proceeding No. 17A-0462EG, Decision No. C18-0417.

10 **Q. WHAT METHODOLOGY DOES PUBLIC SERVICE USE TO FORECAST**
11 **RETAIL ELECTRICITY SALES?**

12 A. Public Service uses monthly historical customer and sales data by rate class,
13 together with historical and forecasted weather, economic, demographic, and
14 price data to develop its forecasts of retail electricity sales. Public Service uses a
15 Statistically-Adjusted End-Use modeling approach, as well as regression models
16 and trend analysis.

17 **Q. WHEN WAS PUBLIC SERVICE’S RETAIL ELECTRICITY SALES FORECAST**
18 **DEVELOPED?**

19 A. Public Service’s retail electricity sales forecast submitted in this filing was
20 developed in March 2019. This forecast is being used to establish the number of
21 Renewable Energy Credits Public Service is required to obtain in order to meet
22 the Renewable Energy Standard.

1 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

2 **A.** Yes, it does.

Statement of Qualifications

Jannell E. Marks

I have a Bachelor of Science in Statistics from Colorado State University. I began my employment with Public Service in 1982 in the Economics and Forecasting Department. In 1985, I became a Research Analyst, and, in 1991, I was promoted to Senior Research Analyst. In that position, I was responsible for developing the customer and sales forecasts for Public Service and the economic, customer, sales, and demand forecasts for Cheyenne Light, Fuel and Power Company. In 1997, when Public Service merged with Southwestern Public Service to form New Centuries Energy, Inc. ("NCE"), I assumed the position as Manager, Demand, Energy and Customer Forecasts. In this position, I was responsible for developing demand, energy, and customer forecasts for NCE's operating companies, including Public Service. I also directed the preparation of statistical reporting for regulatory agencies and others regarding historical and forecasted reports. In August 2000, following the merger of NCE and Northern States Power, I was named Manager, Energy Forecasting with the added responsibility for Northern States Power's operating companies. I assumed my current position in February 2007.

In my current position, I have responsibility for the development of forecasted sales data and economic conditions for Xcel Energy's operating companies, and the presentation of this information to Xcel Energy's senior management, other Xcel Energy departments, and externally to various regulatory and reporting agencies. I also am responsible for Xcel Energy's Load Research function, which designs, maintains, monitors, and analyzes electric load research samples in the Xcel Energy Operating

Companies' service territories. Finally, I am responsible for developing and implementing forecasting, planning, and load analysis studies for regulatory proceedings.

I have attended the Institute for Professional Education's Economic Modeling and Forecasting class and Itron's Forecasting Workshops. I have also attended industry forecasting conferences and Residential End-Use Energy Planning System ("REEPS"), Commercial End-Use Planning System ("COMMEND"), and Industrial End-Use Forecasting Model ("INFORM"), User Group meetings and training classes sponsored by the Electric Power Research Institute. I am a member of Itron's Energy Forecasting Group and Edison Electric Institute's Load Forecasting Group.

I have testified before the Colorado Public Utilities Commission, the Public Utility Commission of Texas, the Minnesota Public Utilities Commission, the North Dakota Public Service Commission, the South Dakota Public Utilities Commission, the New Mexico Public Regulation Commission, and the Public Service Commission of Wisconsin.