

APPENDIX C

REFERENCED DATA REQUEST*

AG-RR-20
AG-RR-25
AG-RR-53
AG-RR-54
AG-RR-55
AG-RR-146 (partial)
AG-RR-158
AG-RR-165
AG-RR-172

PSC-RR-10 (partial)
PSC-RR-12
PSC-RR-20
PSC-RR-32
PSC-RR-33
PSC-RR-44
PSC-RR-54 (partial)
PSC-RR-94 (partial)

*Confidential responses not included

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FIRST SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No. : AG-RR-20

Provide the total relocation expenses in each of the last three years and as reflected in the filing.

RESPONSE:

Please see attached.

Respondent: Kathleen A. White/Jay Ziminsky

Delmarva Power & Light Company
DPL DE Distribution Relocation Expenses

<u>2012 Relocation Summary</u>		<u>2011 Relocation Summary</u>		<u>2010 Relocation Summary</u>		<u>2009 Relocation Summary</u>	
Employee	Amount	Employee	Amount	Employee	Amount	Employee	Amount
A	115.23	A	\$ 220.02	A	\$ 100.03	A	2,130.56
B	165.83	B	\$ 110.01	B	\$ 1,952.58	B	3,496.05
C	2,815.61	C	\$ 368.86	C	\$ 3,103.11	C	2,667.27
D	13,411.90	D	\$ 7,718.81	D	\$ 24,859.02	D	478.18
E	3,923.88	E	\$ 135.90	E	\$ 5,613.28	E	1,671.31
F	3,579.52	F	\$ 194.14	F	\$ 317.88	F	372.58
G	(271.12)	G	\$ 2,988.66	G	\$ 151.13	G	3,219.52
H	7,979.60	H	\$ 200.22	H	\$ 294.20	H	885.37
I	8,937.10	I	\$ 685.95	I	\$ 1,036.17	I	1,063.70
J	28,373.96	J	\$ 9,762.24	J	\$ 22.43	J	871.16
K	4,877.69	K	\$ 8,957.35			K	450.47
L	12,824.23	L	\$ 452.27			L	3,176.17
M	(271.12)		<u>\$ 31,794.43</u>				<u>\$ 20,482.35</u>
N	7,292.53						
O	13,913.93						
P	17,755.24						
Q	5,023.20						
	<u>\$ 130,447.20</u>						

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FIRST SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No. : AG-RR-25

Fully describe any SERP benefits. Quantify any SERP costs included in the Company's test period claim, and describe how the Company's claim for SERP costs was determined.

RESPONSE:

A description of PHI's Supplemental Executive Retirement Plans is available in the PHI 2013 Proxy Statement beginning on page 70 which is available at the following link:

http://www.pepcoholdings.com/_res/documents/2013ProxyStatement.pdf

The test period cost of service SERP expense was \$1,101,782, which includes costs directly charged to DPL and its allocated portion of Service Company costs.

Respondent: Jay C. Ziminsky

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FIRST SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: AG-RR-53

For each entity for which dues and membership expenses are included in the filing, identify any portion of dues or membership fees that are directed toward lobbying activities by the organization.

RESPONSE:

Portions of dues or membership fees identified as lobbying activities by the organization are not included in this filing.

Respondent: Jay C. Ziminsky

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FIRST SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: AG-RR-54

Identify all lobbying costs incurred by the Company in the test year and identify the amount of lobbying costs, if any, included in the Company's claim.

RESPONSE:

Lobbying costs identified by an organization and incurred by the Company are not included in this filing.

Respondent: Jay C. Ziminsky

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FIRST SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: AG-RR-55

Provide the amount of meals expenses included in the Test Year but disallowed for tax purposes.

RESPONSE:

The amount of meal expense included in the test year (2012) but disallowed for tax purposes is \$298,182.

Respondent: Jay C. Ziminsky

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FOLLOW UP SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: AG-RR-146

Identify, by department or function, the Service Company costs charged to DPL in each of the past five years.

RESPONSE:

Please reference Attachments 1 through 5 for the Service Company charges to DPL during the requested periods.

Respondent: Kathleen A. White

Service Company Billings to Delmarva
2012

Cost Elements	Current 1000 Total Delmarva Power Light
SC60018 Treasury-Ex Adm Asst	
SC60054 Associate General Counsel	7,878.00
SC6009 PES Executive Management	
SC60127 Treasury Management	
SC60146 Corp Compliance-Dir	
SC6402 Financial Services Executive	17,458.54
SC6403 Executive Administrative Asst	
SC6421 Government Affairs	
SC6453 Controller Admin	
SC6475 Off of VP & Gen Coun	13,728.00
SC6490 Corporate Secretary	15,811.00
SC6500 Controller	3,312.00
SC6645 VP PHI Public Policy	125,828.00
SC6649 Admin - PHI Public Policy	
SC7178 Exec -Storm (Elec)	2,923.70
SC7192 923 Exec Stm ACE/Pep	
SC7402 Chief Financial Officer	385,086.27
SC7408 PES Management	
SC7413 Exec Costs-Corp Svcs	44,025.99
SC7414 Sr VP & Chief Risk	165,428.21
SC7419 Chairman, Pres & CEO	1,049,830.03
SC7421 Sr. VP & Gen Coun BL	67,916.07
SC7424 Exec Stck Comp - CS	2,130,209.94
SC7425 Exec Stock Compensation - PES	
SC7427 Ret Exec Costs-B/L	7,202.01
SC7442 Executive Vice President PHI	390,356.29
SC7444 EVP Non-Resource	225,109.38
SC7446 PHI Public Policy	433,712.91
SC7458 PHI Board Meeting Expenses	491,687.77
SC7476 Public Policy - Below the Line	26,661.95
SC7491 Corporate Secretary	614,424.64
SC7492 Sr. V.P. & General Counsel	438,341.11
SC7538 Treasury & Inv Relat	345,630.27
SC7544 Controller Services	288,512.07
SC7655 Governmental Affairs Services	445,981.18
SC7869 Corporate Compliance	133,624.82
SC7876 VRM - Executive Support	36,003.10
SC7877 CFO Org - Below Line	2,649.82
SC7926 PHI Deferred Compensation	297,882.96
SC7928 SERP	2,112,151.79
** Executive Management	10,319,367.82
SC6017 Security System Associate	
SC6580 Security Services	

SC7963	Security	534,289.81
*	Security Services Administration	534,289.81
SC6554	Supply Chain Delivery Buyer	64,771.00
SC6632	Logistics Administrative	1,780.00
SC6864	Operations Support Services	
SC7536	Operations Support Logistics	602,044.06
SC7552	Procurement-Delivery BusLine	151,288.77
SC7984	Stores Projects	
*	Storeroom Procurement & Materials Mgmt	819,883.83
SC6011	Chauffeur	
SC6540	VRM Administration	13,968.00
SC7540	Vehicles	558,342.51
*	Vehicle Resource Management	572,310.51
SC60075	Metrics & Acct - Mgr	
SC60093	VP Supp Svcs - Admin	
SC60094	Manager - ACE / DPL Buildings	96,234.00
SC60095	GM Facilities& Fleet	65,206.00
SC60097	Disbursement Services Manager	2,050.00
SC6042	Strategic Sourcing - Managers	1,800.00
SC6471	Supplier Diveristy Specialist	
SC6556	Sup Chain Infra Byr	110,699.50
SC6560	Supply Chain Administration	41,784.00
SC6761	Strt Src Svc-Con Adm	8,109.00
SC7197	VP Support Services	679,052.75
SC7547	S&P Services & Process	328,178.22
SC7548	Supplier Diversity	220,674.66
SC7549	S&P Operations	285,928.01
SC7809	Stratgc Src - Rebate	(83,275.44)
SC7837	Metrics & Acct - SS	358,042.69
SC7843	ORP Initiatives	84,116.29
SC7887	HR & Disbursement Management	187,696.20
SC7981	Strategic Sourcing - PD	952.41
SC7982	Strat Sourc-PD Elec	82,259.58
*	General Services	2,469,507.87
SC6901	CSC - Finished Space	
SC7530	Facilities	74,754.97
SC7531	Building Residual Allocation	225,758.96
SC7822	Building Security - Washington	
SC7921	CSC Fin Space Resid	(66,599.77)
SC7965	Building Residuals	637,082.54
SC7989	PHISCO Unfin Sp Res	12,112.40
*	Building Services	883,109.10
SC6570	Real Estate Management	209,936.00
SC6572	Real Estate Administration	54,690.75
SC7570	Real Estate	133,850.34
*	Real Estate	398,477.09
SC7535	Conference Center Usage	67,679.14
SC7872	PHISC Conf Ctr Resid	37,171.26
*	Conference Center Usage	104,850.40
SC60098	Pepco Doc Svc Super	
SC6568	Reprodctn Svcs-Cmptl	1,495.00
SC7821	Reprographics	445,455.20

SC7959	Printing & Duplication	
SC7960	Mail Center & Distribution	570,746.23
*	Mail, Record Retention & Repro Svcs.	1,017,696.43
**	Procurement & Administrative Services	6,800,125.04
SC6440	Accounts Payable Accountant	690.00
SC6441	Accounts Payable Clerk	1,167.75
SC7506	Accounts Payable Services	643,995.26
SC7813	AP Non-Labor Costs	1,045.88
*	Accounts Payable Accounting Services	646,898.89
SC6442	Payroll Accountant	1,051.00
SC6443	Payroll Clerk	880.00
SC6950	Payroll	165,540.00
SC7507	Payroll Services	6,983.80
SC7874	Payroll Resid SC EE	3,799.42
*	Payroll Services	178,254.22
SC6445	Asset & Proj Acctnt	166,912.75
SC7508	Asset & Project Accounting	274,194.15
SC7814	Asset Acct Non-Labor	174,258.48
SC7815	Controller Services-Asset	17,243.67
*	Asset and Project Accounting Services	632,609.05
SC60058	Regulatory Svc-Admin	1,045.00
SC60059	Regulatory Finance - Analyst	1,732.80
SC60060	Regul Comp Prc-Analy	362,819.00
SC60061	Regul Comp Pr-Sup/Mg	157,632.50
SC60062	Interco Acctg-Mgr	46,780.00
SC60063	Interco Acctg-Accntn	12,738.50
SC60064	Interco Acctg-Ac Sup	265.00
SC60066	Econ & Fore-Sup/Mgr	200,776.00
SC6007	Power Delivery Accountant	143,972.75
SC60137	Revenue Acctg - Mgmt	60,941.50
SC60138	Disbursements Accountant	4,511.00
SC60139	Disbursements Management	282.00
SC60176	VP & Controller-PES	
SC6022	Regulatory Analyst	179,322.50
SC6045	Admin Asst-Acct/Rept	
SC6087	Tax Manager / Supervisor	135,689.75
SC6410	Treasury	3,853.00
SC6412	Treasury Support Specialist	33,004.00
SC6413	Treasury Coordinator	3,600.00
SC6414	Financial Forecasting	
SC6417	ACE/DPL Revenue Requirements	160,960.00
SC6420	Tax Accountant	134,227.50
SC6425	Retire Ast/Liab Mgmt	
SC6427	Budget Coord-Anlyst	7,571.00
SC6448	Corp Accounting-Wilm	32,843.00
SC6449	Revenue Accountant	430,406.00
SC6458	Corporate Acct-Wash	201,527.50
SC6459	Financial Reporting	8,744.50
SC6482	Pricing & Regulations Analyst	465.75
SC6483	Rates & Reg Practice	964.00
SC6504	Regulatory Reporting	192,123.00
SC6636	EVP & Chief Reg Off	22,139.00

SC6638	Manager - Regulatory Affairs	364,322.00
SC6887	Sarbanes Compl Srvs	
SC6893	Rates Supvr/Mgr	119,030.00
SC6895	Rates & Reg Supv/Mgr	20,758.00
SC6896	Regulatory Strategy Analyst	93,724.25
SC6897	Reg Stratg Suprv/Mgr	63,813.00
SC6898	Regul Srvs Suprv/Mgr	17,824.50
SC6952	Accounting Manager	76,953.75
SC6953	Accounting Support	454.00
SC6954	Accounting Director	11,992.00
SC6955	Resch & Contrl Coord	1,863.00
SC6956	Manager of Research & Controls	30,456.00
SC6957	Accounting Research Director	7,233.00
SC6960	Director - Tax Services	7,089.00
SC6961	PD Tax Mgr/Supv	16,758.00
SC6962	Power Delivery Tax Accountant	109,385.50
SC6965	Strategic Planning	
SC7165	426.5 Reg Affrs-B/L	8,717.63
SC7180	Disbursements Accounting	162,121.52
SC7269	Power Delivery Accounting	112,515.72
SC7280	PHI Investments - Finance	
SC7369	Economics and Forecasting	149,947.76
SC7373	Regulatory Compliance Pricing	49,699.72
SC7374	Regulatory Finance	98,476.03
SC7396	PHI Acctg & Report	197,417.24
SC7418	Cash Management	339,352.26
SC7420	Tax Services	1,129,697.19
SC7443	EVP & Chief Reg Off	206,432.81
SC7447	Corp Accounting-Wash	82,346.18
SC7450	Investor Relations	560,444.34
SC7452	Financial Forecasting	341,105.83
SC7454	Corporate Budgeting	455,069.41
SC7455	Retire Asst/Liab Mgt	190,967.26
SC7456	Invest Finan Mgmt	3,578.22
SC7457	Strategic & Financial Planning	321,378.85
SC7472	Corporate SOX Compliance	132,708.16
SC7480	Regulatory Services	121,231.44
SC7481	Rate Design	12,725.12
SC7482	Rates & Technical Service	31,096.49
SC7484	Regulatory Strategy & Policy	244,416.33
SC7487	Regulatory Affairs Leadership	512,548.02
SC7488	Regulatory Reporting	22,315.38
SC7499	Corp Accounting-Wilm	549,047.14
SC7503	External Reporting	344,395.14
SC7509	Intercompany Accounting	316,568.71
SC7539	Accounting Research & Controls	241,997.98
SC7545	Revenue Accounting	95,337.18
SC7566	Controller Svcs-PD	60,372.01
SC7571	PwC Costs	683,136.14
SC7817	Controller Svcs-TFR	83,134.08
SC7841	ORP Init-Fin Report	(264.31)
SC7842	ORP Initiative - Tax	4.08

SC7868	Controller - PES	
SC7985	ACE/DPL Revenue Requirements	149,120.90
*	Other Financial Services	11,491,750.51
S54350	Cap Adjust. Other	
SC7919	Salary Accruals	72,584.39
*	Salary Accruals	72,584.39
SC7415	Service Company Interest	182,478.77
SC7416	PHISCO Tax Allocation	223,910.33
SC7417	Corporate Expenses	56,185.24
SC7429	Investment Earnings & Finance	(16,271.62)
SC7564	Accounts Payable Accruals	(349,098.70)
*	Other Corporate Expenses	97,204.02
**	Financial Services & Corporate Expens	13,119,301.08
SC7464	Property Insurance Expense	456,482.18
*	Property Insurance	456,482.18
SC7465	Excess Liab Ins Exp	1,480,276.78
*	General Liability Insurance	1,480,276.78
SC7463	D&O Insurance Expense	398,341.61
*	Directors & Officers Insurance	398,341.61
SC7473	Auto Insurance Expense	
*	Vehicle Insurance	
SC6428	Corporate Insurance	
SC7195	Corp Insurance B/L	333.60
SC7459	Insurance Administration	165,907.13
*	Insurance Administration Services	166,240.73
SC7428	Co Owned Life Ins	(224,519.92)
SC7462	Misc Insur Exp	22,167.47
*	Miscellaneous Insurance	(202,352.45)
SC6470	Claims	360,701.00
SC7460	Claims Admin-Nth Reg	62,608.74
*	Claims Administration Services	423,309.74
**	Insurance Coverage and Services	2,722,298.59
SC7800	Benefit Residual	(356,835.38)
SC7804	Vacation Accrual	666,410.24
SC7806	PHISCO Payroll Tax Residual	(83,436.79)
SC7990	PHISCO Pension Residual	704,279.84
SC7991	PHISCO OPEB Residual	(246,873.31)
*	Cost of Benefits	683,544.60
SC6990	Exec Comp Mgmt	3,503.50
SC7819	Executive Compensation	219,868.88
*	Executive Compensation Services	223,372.38
SC60115	HR Benefits Support	286,936.00
SC6476	Office of VP & Human Resources	57,000.00
SC6530	HR Client Svcs Rep	
SC6578	HR Benefit Consultant	572.00
SC6755	HR Employee Services	309,008.00
SC6782	HR Adm Services - Analyst	721.50
SC6784	HR Staffing Consultant	
SC6785	HR Staffing - Consultant	2,560.00
SC6786	HR Staffing - Manager	
SC6801	Manager - HR Operations	
SC6815	PPT Team Member	

SC7264	Talent Management & Diversity	421,959.17
SC7873	Emp Rel Res B/L SC	164,165.55
SC7875	Emp Rel Resid for SC	1,153,492.50
SC7879	HR Adm Services	116,121.13
SC7880	HR Staffing	350,900.68
SC7881	HR Client Services	28,828.97
SC7882	HR Benefits Support	3.58
SC7943	PS & HR Depreciation	12,523.32
SC7945	VP Human Resources	189,272.80
SC7971	Talent Strat & Work	264,982.42
SC7972	Compensation Srvs	89,780.12
SC7974	HR Employee Srv Costs	45,294.78
SC7979	PHI Business Partner	441,058.78
*	Other Human Resources Services	3,935,181.30
**	Human Resources	4,842,098.28
SC60057	VP Legal Services	261,286.00
SC6059	Legal Administrative Support	27,000.25
SC6491	Legal	1,148,769.75
SC6492	Paralegal	65,504.00
SC7490	Legal Services	1,511,533.41
SC7824	Legal - Human Resources	74,105.84
SC7825	Legal - Environmental	3,313.50
SC7828	Legal - Finance	53,833.34
SC7832	DPL/Pepco Legal-MAPP	16,263.01
SC7834	PHISC Sup Chn Leg Sp	61,550.03
SC7835	Legal - Electric Delivery	6,658.73
SC7836	ACE / PEPCO Legal	
SC7878	Legal HR Below the Line	295,804.38
SC7889	Legal Support - Audit Services	1,435.09
SC7890	Legal Suppt - Reg MD	165,868.57
SC7893	Legal Suppt - Ext Af	51.08
SC7895	Legal Suppt - IT	3,156.52
SC7896	Legal Supp - PD Tran	74.10
**	Legal Services	3,696,207.60
SC6495	Internal Audit	215,680.50
SC6496	Internal Audit - Manager	18,991.50
SC6497	Internal Audit Director	5,431.00
SC7495	Internal Audit	640,367.59
SC7808	PHI PD Electric Internal Audit	4,052.66
SC7867	923 DPL / Pepco Internal Audit	5,165.27
**	Audit Services	889,688.52
SC6603	CC Spec Bill Anylst	11,440.25
SC6881	Special Billing - Washington	
SC7605	Customer Care Special Billing	560,369.14
SC7970	Special Billing	
*	Special Billing	571,809.39
SC60010	Cust Comp-ACE/DPL	275,237.00
SC60013	Low Income Issues - ACE / DPL	32,281.00
SC60014	Cust Rel Admin-PHI	2,398.00
SC60073	Customer Programs - Analyst	147,087.75
SC60074	Customer Programs - Manager	90,861.00
SC60091	Comm Acct Mgmt-Mgr	4,505.00

SC60092	KAST North-Acct Coor	7,840.00
SC60113	Revenue Process Manager	5,708.00
SC60150	ACE/DPL GPC Mgmt	63,412.04
SC60151	PHI GPC Mgmt	57,418.00
SC60152	CRB Project - Mgmt	7,684.00
SC60155	Customer Experience Management	5,970.00
SC60156	DSM Program Management	248,071.24
SC60157	DSM Manager	348.00
SC60158	DSM Analyst	5,065.50
SC60163	CRB Functional-Lvl 2	18,865.00
SC60164	CRB Chng Mgmt-Lvl 1	2,760.00
SC60167	CRB Soltn Arch-Lvl 2	4,646.00
SC60168	CRB Technical-Lvl 1	
SC60169	CRB Technical-Lvl 2	
SC6019	Performance Consulting	124,031.88
SC6268	ED Marketing-Consultant	17,191.00
SC6586	CC Cr & Collect Supp	3,813.75
SC6587	CC Cr & Collect Anly	450.50
SC6588	CC Cr & Collect Supv	174.00
SC6595	CC Perform Analyst	72,119.70
SC6596	CC Training Consultant	89,342.25
SC6612	CC Supr Call Center	292,600.70
SC6614	Customer Care Call Center Rep	884,371.20
SC6619	Customer Care Analyst Admin	1,513.00
SC6633	Sr Call Center Rep	1,266.30
SC6714	Call Center - Outreach	470,925.20
SC6728	CustCare Cash Receip	795.50
SC6730	Customer Care Billing Suppt	324,015.25
SC6731	Customer Care Billg Analyst	10,774.50
SC6732	Cust Care Superv	10,491.00
SC6733	Customer Care Bill Outreach	51,103.10
SC6744	CCC Supervisor	15,361.00
SC6745	CCC Rep	280,045.10
SC6754	Cust Care Seniors	28,954.00
SC6757	Customer Care Billing CRT	4,751.00
SC6934	Mtr Per-Anl-Exmpt	84,049.00
SC6935	Mtr Per-Reps-BU	7,840.00
SC6975	ED Marketing - Director	
SC6997	PHI Billing Management	
SC7159	DFd Dyn Pric-Restr	48,162.24
SC7167	EmPower MD Adv-Dfd	3,680.63
SC7168	Dfd Rs EE Prog-Tran	860.71
SC7169	AMI Recoverable - Operational	1,415,006.56
SC7171	AMI - Elec DPL/PEP	1,019,792.79
SC7172	AMI Operations	392,744.46
SC7173	DLC Common Cost - Deferred	61,896.64
SC7177	Cust C -Storm (Elec)	34,190.52
SC7181	903 ACE/DPL GPC Team	(14,544.09)
SC7182	903 PHI GPC Team	92,950.82
SC7183	903 Cust Bill Sys Pr	272,127.65
SC7185	903 Customer Care DPL/Pepco	8,066.78
SC7187	903 Customer Experience	215,740.19

SC7188	908 DSM Blueprint	39,546.10
SC7191	908 PHI ERIP-Cus Eng	6,271.42
SC7196	Customer Programs	102,188.24
SC7237	PD Marketing/TPS-MCP	202,355.79
SC7275	Quality Monitoring - Revenue	298,147.80
SC7276	Quality Monit - Oper	12,553.57
SC7278	Outreach	571,487.32
SC7290	Carney's Pt. Call Center - MSM	80,797.89
SC7291	Salisbury Call Center - MSM	25,615.25
SC7292	Call Ctr Tech Sp-MSM	3,254.73
SC7294	Quality Monitoring - MSM	3,138.36
SC7298	PHI Mtr Svc-Mtr Read	652.67
SC7372	PHI Billing	74,800.54
SC7382	CR Research ACE/DPL	264,427.47
SC7383	CR Research PHI	229,975.76
SC7384	Res Eng Eff Prog-Dfd	(101.27)
SC7385	C&I Eng Eff Prog-Dfd	
SC7386	MD Egy AwrEE Prg Dfd	1,361.98
SC7388	DSM-Maryland Com-Dfd	60,066.61
SC7398	Direct Load Control - Deferred	(586.70)
SC7435	PHI MDMS	1,087,529.28
SC7436	AMI Recoverable	715,587.36
SC7437	PMO Recoverable	95,488.26
SC7438	MDMS Recoverable	1,099,706.52
SC7478	Utility of the Future	192,811.68
SC7573	CC Training - MSM	1,486.19
SC7575	Perf Consult & Enhan	756,658.94
SC7576	Cust Svc Billing Cost Center	707,398.61
SC7582	CC Training-Revenue	141,197.22
SC7584	CC Training-Operate	5,945.18
SC7586	Salisbury Call Center-Revenue	2,433,456.14
SC7588	Salisbury Call Center-Operate	102,461.37
SC7591	Bill Expert	59,204.32
SC7592	CC Admin - MSM	3,602.72
SC7593	Call Center-OTS Proc	2,608,014.42
SC7594	Cash Remittance Processing	426,049.81
SC7596	Customer Care Billing	3,070,198.89
SC7597	Credit & Collections	1,694,657.02
SC7598	Carney CC-Revenue	7,675,804.62
SC7602	CC Administration-Revenue	342,259.81
SC7613	C3 System Support Costs	4,666,323.86
SC7616	CC Technical Support-Revenue	309,197.99
SC7622	CC Tech Supt-Operati	13,018.83
SC7625	CC Admin-Operations	14,410.92
SC7628	Carney CC-Operate	323,191.82
SC7631	CC RM Support-Operate	150,520.94
SC7632	CC RM Support-Service	67,734.40
SC7637	CC RM Support-Revenue	534,349.49
SC7638	VP - Customer Care	350,813.71
SC7681	Navigator-Revenue	334,251.44
SC7805	PD Cust Care Accrual	(51,352.08)
SC7811	DSM-Comm Deferrable	42,929.84

SC7840	PHI Comm Acct Manag	115,976.34
SC7847	KAST North	474,099.55
SC7849	AMI - C3 Interface	4,911,629.93
SC7856	PHI Customer System	790,927.60
SC7857	DSM O/S Svc(DLC)-Dfd	177,508.31
SC7858	DSM Util Adm(DLC)Dfd	24,860.92
SC7859	DSM O/S Sv(Rs EE)Dfd	9,471.51
SC7860	DSM Ut Ad (ResEE)Dfd	16,516.94
SC7861	DSM O/S Sv(C&IEE)Dfd	51.46
SC7862	DSM Ut Adm(C&IEE)Dfd	7,792.05
SC7863	Dfd DSM Mktg-DLC	152,698.55
SC7865	DFd AMI Sys-Restrict	31,946.16
SC7883	Manage Revenue Process	227,610.98
SC7898	DOE WFT PHI(ACE/DPL)	13,146.53
SC7899	DOE WFT(ACE/DPL/Pep)	42,525.98
SC7986	EV AMS System	355,842.90
SC7987	PHI PD Common Billing Systems	528,276.45
SC7988	Customer Billing Support	11,458.55
SC7995	DPL&PEP DOE Training	171,717.53
SC7999	ACE/DPL Bill Insert	2,142,219.32
*	Other Customer Care	49,463,952.97
**	Customer Services	50,035,762.36
	SC6264 Customer Experience Management	
	SC6751 Advertising	36,864.00
	SC7166 909 DPL/Pep Corp Com	51,922.93
	SC7255 Customer Experience	182,951.95
	SC7643 Corporate Advertising	68,735.62
	SC7864 908 Corp Comm-Egy Ad	26,147.89
**	Utility Marketing Services	366,622.39
	SC6917 CS SAP	2,348,360.00
	SC6921 CS Workstation	1,138,779.00
	SC6922 Common Support Network	2,240,712.00
	SC7149 Risk Management Software	273,140.41
	SC7673 SAP Applications	95,657.86
	SC7691 IT Workstation	21,812.35
	SC7746 SAP Residual for SC Use	54,351.59
	SC7747 Workstn Resid for SC	28,792.03
	SC7748 Network Residual for SC Use	(230,388.18)
	SC7792 Network	(175,463.98)
*	Infrastructure & Application Sys & Sup	5,795,753.08
	SC6925 Unix	5,788.00
	SC6926 Intel	38,548.16
	SC7750 Unix Residual for SC Use	(51,745.23)
	SC7751 Intel Residual for SC Use	40,224.28
	SC7775 PHI Mainframe	
	SC7776 Intel	2,418.98
	SC7777 Unix	
*	Mainframe & Operating Systems	35,234.19
	SC60099 Cust Bill Mgr/Sup	16,415.00
	SC60100 Cust Blueprint Mg/Sv	5,250.00
	SC60101 App OMS/MDS Mgr/Sup	
	SC60103 Resource Plan Mgr/Sv	7,000.00

SC60104	IT Platforms Mgr/Sup	
SC60107	Corp Solution Mgr/Sv	
SC60108	IT Client Sup Mgr/Sv	1,152.00
SC60109	Computer Ops Mgr/Sup	
SC60111	Cust Solution Mgr/Sv	3,120.00
SC60112	T&D Solutions Mgr/Sv	12,144.00
SC60117	IT Cont-Cust Sol	31,075.50
SC60119	IT Cont-CC Sys Dev	93,714.50
SC60122	IT Cont-Ad & Tech Sp	277,928.00
SC60161	PD IT-Admin Asst	
SC6025	SAP Functional Supt	
SC6026	SAP Technical Supt	2,883.00
SC6033	Business Systems - OMS / MDS	33,866.00
SC6288	Delivery Technical Services	1,263.00
SC6299	PHI Power Delivery IT	
SC6591	IS CC Sr Tech Supp	23,796.50
SC6660	Customer Care SysDev	8,570.00
SC6667	IT Client Support	632.00
SC6669	IT App Integr & DBA	29,548.00
SC6683	ITNetwork Operation	1,274.00
SC6823	IBM ADM-Application Support	639,258.00
SC6846	IT Computer Operations	
SC6848	IT Power Delivery Systems	297,219.50
SC6849	IT Customer Care Systems	113,866.25
SC6853	IS Management	
SC6888	IT Technician-Pw Del	376.00
SC7206	PD Tech Solutions	86,183.52
SC7207	OMS System Support	1,510,600.87
SC7209	Misc Elc App Sys-Ren	75,922.43
SC7211	Misc Elc App Sys-Rev	13,520.42
SC7212	Misc Elc App Sys-Ope	11,440.37
SC7213	Misc Elc App Sys-Svc	3,120.04
SC7214	PD Business Systems	68,353.88
SC7215	Misc Apps - PHI PD	116,325.68
SC7218	Loadstar - PHI Power Delivery	207,876.77
SC7226	WMIS System Support Allocation	591,914.19
SC7227	GIS Sup ACE/DPL-C&M	686,494.40
SC7228	Wirevision System	86,767.46
SC7229	Misc IT Sys-Asst Mgt	118,146.50
SC7263	PHI PD IT-Bus Sys	120,125.10
SC7296	Misc IT Sys-UOP SS	14,505.36
SC7574	Customer Care Systems	(71,800.86)
SC7603	CusCare Admin/Tech	104,580.11
SC7686	IBM ADM-Application Support	(16,746.44)
SC7720	Office of the VP & CIO	340,287.47
SC7727	IT T&D Solutions	181,027.07
SC7728	IT Customer Solutions	142,573.10
SC7729	IT Computer Operations	57,675.22
SC7737	IT Infrastructure Services	314,948.10
SC7738	IT Infrastructure Platforms	61,463.51
SC7765	CIS Project Contractors	11,385.40
SC7785	SAP Functional	41,629.52

SC7786	IT Corporate Solutions	193,992.30
SC7788	IT Mainframe Engineering	35,475.81
SC7789	IT Client Support	94,598.52
SC7795	Nexis System	133,503.92
SC7826	Business Systems - WFMS/MMS	1,915.54
SC7838	BI WM Metrics System	47,690.05
SC7850	PHI GIS-PD-C&M	741,067.04
SC7851	Utility Operations BI System	48,415.39
SC7853	GIS Sup ACE/DPL-FCSR	686,494.45
SC7854	PHI GIS-PD-FCSR	741,066.98
*	Other IT Services	9,202,890.44
SC6927	Storage SAN	8,236.60
SC6928	Storage Backup	8,286.94
SC7752	Stg SAN Resid for SC	(56,761.20)
SC7753	Stg Back Resd for SC	(17,323.63)
SC7778	Storage Backup	(1,041.15)
SC7779	Storage SAN	(2,720.88)
*	Storage	(61,323.32)
SC6919	Phones - Direct	888,332.96
SC6923	Common Support Phone	681,574.00
SC7671	IS Phone Services	15,668.69
SC7713	Phones-Direct	562.53
SC7749	Phone Residual for SC Use	19,406.54
*	Telephone and Related Items	1,605,544.72
**	Information Technology	16,578,099.11
SC60126	Corp Citz Soc Res-VP	
SC60128	Corp Comm-Director	636.00
SC60129	Corp Comm-Adm/Coord	13,382.00
SC60144	Corp Citz Soc Res-Mg	
SC60154	Cust Comm & Mktg	45,625.00
SC6464	Employee Communications	7,043.50
SC6634	Public Relations	186,253.50
SC6750	Corp Communications	22,155.00
SC6753	Regional Media Communications	112,571.00
SC7186	923 Cust Comm & Mktg	270,872.24
SC7193	Corp Cit Social Resp	264,751.44
SC7259	Strategic Communications	214,855.37
SC7376	PAC Committee	2,449.44
SC7468	Gov't Aff MD Lob-B/L	22.85
SC7469	Govt Aff Fed Lob-B/L	142,856.59
SC7555	Government Affairs-B/L	234,869.19
SC7558	ACE/DPL Corp Comm	112,627.99
SC7559	PHI PD-Corp Communications	148,326.25
SC7652	Corp Communications	419,477.50
SC7657	Internet Communication	39,151.35
SC7658	Regional Media Communications	189,833.35
SC7659	Corporate Contributions	154,113.17
SC7827	Communication Services	33,430.21
**	External Affairs	2,615,302.94
SC60114	AM Environmental Svc	425,717.12
SC6052	Environmental Services	28,777.00
SC6624	Environmental Analyst	2,052.00

SC6966	Mgr Corp Envir Svcs	944.00
SC6968	Mgr Envir Mgmt Svcs	
SC7252	Asset Mgmt-Environ	81,011.60
SC7706	Corp Environ Svcs	281,565.25
SC7772	Envir Compl & Perf	540,512.48
**	Environmental Services	1,360,579.45
SC6053	PD Safety Services	39,707.00
SC6994	Power Delivery Safety Manager	22,334.00
SC6995	PD Safety Adm Asst	
SC7268	Power Delivery Safety	326,178.92
**	Safety Services	388,219.92
SC60031	Adm-PHI Elec Sys Ops	
SC60032	Dir-PHI Elec Sys Ops	98,127.50
SC6036	PHI Electric System Operations	682,608.50
SC6038	EMS System Support	902,278.50
SC6242	PD Operate Network Engineer	6,210.00
SC7204	Sys Ops Supp Resid	652,935.75
SC7567	PHI Electric System Operations	157,514.71
SC7569	EMS & Engineering Support	477,896.09
*	System Operations Shared	2,977,571.05
SC6293	Delivery Meter Shop	619,019.90
SC7248	EM New Castle Meter Shop	808,832.89
*	Electric Maintenance Meter Shop Shared	1,427,852.79
SC6004	Supplier Relations	198,893.75
SC60068	Civil Engineers	297,703.00
SC60069	Prj & HVDC (Trn)-Mgr	571,786.50
SC60070	Prj & HVDC (Trn)-Eng	129,164.00
SC60072	Mg 3rd Pty Att Serv	114,972.35
SC60077	NERC Pol & Comp-Anl	2,862.00
SC60079	NERC Pol & Comp-Sup	6,251.00
SC60080	Inter & Arrang-Supv	72,637.00
SC60081	Inter & Arrang-Engin	146,122.00
SC60082	Inter & Arrang-Anlst	119,562.00
SC60085	Integ Wrk Cord - Mgr	252,780.50
SC60086	Integ Wrk Cord - Eng	235,790.50
SC60087	Process Manager	120,665.50
SC60088	NOC Ops - Operator	
SC60089	NOC Ops - Analyst	
SC60124	Business Performance - Manager	
SC60130	Fiber Communications Engineer	115,924.00
SC60131	Radio Communications Engineer	610,744.18
SC60132	Network System Engineer	235,820.00
SC60133	NERC Engineer	129,633.94
SC60134	Prot & Cont Eng Mgmt	172,106.00
SC60135	Metrics & Reporting	31,421.50
SC60141	Test Lab Engineer	16,268.00
SC60174	Integ Wrk Cord - Anl	25,471.50
SC6018	DSM Program Manager	171,995.15
SC6021	Asset Mgmt	175,417.50
SC6041	Admin. Asst. - Ops	
SC6057	Asset Mgmt - VP	22,192.00
SC6058	Asset Mgmt - Admin	2,523.00

SC6223	PD Engineering Management	156,461.00
SC6224	PD Engineering Standards	859,336.00
SC6225	Substation Engineering	152,272.00
SC6230	ED Finance Analyst	165,783.00
SC6240	Train & Proc - Mgmt	15,911.40
SC6249	PD Planning Engineer	87,536.25
SC6256	Protection Engineering	615,357.50
SC6258	Reliability Engineer	632,582.94
SC6262	Trans & Dist Engineer	834,461.50
SC6294	Train & Proc - Admin	10,810.00
SC6295	Technical Solutions	17,946.50
SC6296	PHI Emergency Preparedness	6,888.00
SC6435	Pwr Deliv Plan & Fin	33,408.50
SC6627	Transmission Management	72,931.00
SC6629	Transmission Arrangements	384,070.00
SC6689	Bus Improv Consultnt	297,699.00
SC6764	PD Constr Mgt North	1,231,222.50
SC6766	Power Delivery Forester	597,204.00
SC6794	Regulatory Compliance	112,661.25
SC6833	Asset Mgmt Prj & Bud	216,149.00
SC6837	Util Ops-SOX Analyst	
SC6903	Reliab Eng - Mgmt	395,622.00
SC6924	Reliab Eng - Lab Tec	150,550.50
SC6944	Asset Management - Director	22,360.00
SC6945	Asset Mgmt / Plng-VP	1,434.00
SC6946	Asset Mgmt / Pln-Mgr	57,545.50
SC6947	Tele & Ntwk Eng-Mgmt	508,806.50
SC6949	Tel & Nt Eng-Tch Ast	98,834.00
SC6976	Elec Engineer-Admin	44,184.00
SC6977	Distr Planning - Mgt	260,642.50
SC6979	Distr Planning - Adm	41,384.00
SC6980	Trans Engineer-Mgmt	395,053.50
SC6984	Elec Eng-Design Tech	
SC6985	Prot Eng-Design Tech	
SC6992	DSM Manager	35,121.00
SC6993	DSM Analyst	
SC7170	Network Operating Center (NOC)	1,036,635.79
SC7174	Training-ACE/DPL Elc	66,763.43
SC7175	PD Metrics & Reporting	208,944.26
SC7176	Elec Deliv -Storm Ev	113,217.55
SC7190	923 ACE/Pepco - Storm Event	
SC7219	Trans & Civil Eng	131,063.35
SC7221	Constr Mgmt & Sched	13,292.43
SC7224	Substation Engineering T&D	156,672.23
SC7232	Asset Strategy & Planning	75,985.42
SC7235	Asset Management Support	474,201.41
SC7238	Delivery Finance	397,272.34
SC7247	PD Tech Sol/Train'g	351,175.15
SC7253	Vegetation Management	79,358.96
SC7254	Retail Choice & System	72,487.29
SC7257	Transmission Ping	61,721.13
SC7258	PD Engineering Standards	91,673.03

SC7262	Emergency Utility Restoration	484,563.99
SC7270	Asset Perf and Relia	223,521.45
SC7271	Capital Budget Coordination	63,044.18
SC7272	Protection & Telecommunication	123,002.72
SC7274	Asset Mgmt - Reg Com	14,661.02
SC7284	Tel & Ntwk Engineer	131,636.05
SC7375	Manage 3rd Party Attachers	49,828.35
SC7379	Proj Mgm&HVDC Trans	89,077.25
SC7389	Power Delivery R&D	859.60
SC7391	Business Performance	172,556.70
SC7397	Perf Mgmt & Supp Svc	240,795.39
SC7423	Exec Stck Comp - PD	272,278.97
SC7477	DSM Blueprint	20,167.31
SC7479	Util of Fut-Dist Gen	63,930.14
SC7568	MAPP Project	23,246.18
SC7680	Bus Improvement Cons	73,586.70
SC7773	Operations Process	190,759.54
SC7839	NERC Policy and Compliance	609,009.30
SC7844	Trans Inter & Arrang	12,497.32
SC7845	NOC Operations	266,204.34
SC7846	Integ Work Coord PHI	60,999.29
SC7848	Sr. VP - Strategic Initiatives	549,821.89
SC7866	923 SVP Oper & Eng	36,082.38
SC7870	PHI PD Corp Memb.	44,515.57
SC7884	PD Process Managers	16,145.16
SC7885	Maintenance Process Billable	59,086.78
SC7886	Oper & Rest Proc Bil	61,565.88
SC7888	NERC Pol - ACE / DPL	201,613.30
SC7978	PHI Pwr Del Plan/Fin	239,420.98
*	Other Delivery Services	20,215,877.21
SC6875	Power Procurement Srvs	630,714.00
SC6890	Load Settlements	734,350.82
SC6891	Market Settlements	389,461.00
SC6998	Plan Energy Supply	156,312.00
SC7279	Balance & Settlement	104,075.86
SC7796	SOS Tracking System	67,002.09
SC7967	Power Procurement	280,204.06
SC7975	SOS Recoverable	109,357.55
SC7983	Plan Energy Supply	42,261.36
*	Power Procurement & Energy Planning	2,513,738.74
**	Regulated Electric & Gas Delivery	27,135,039.79
SC7132	Energy LOB Executive	
SC7426	Exec Stck Comp - CE	
*	Management & Administration	
**	Energy Business	
SC6047	Admin - Bus Trans	
SC6298	Bus Transf Svcs	19,878.00
SC6991	Bus Transform - VP	3,311.00
SC7179	Project Management Office	17,958.90
SC7266	Business Transformation	195,338.14
**	Internal Consulting Services	236,486.04
SC6001	Intern	80,849.50

**	Interns	80,849.50
***	Subtotal Secondaries	141,186,048.43
	721096 Benefit-Allocated	11,931,169.42
*	Cost of Benefit	11,931,169.42
	420206 I/C-Leas Ex SC Build	8,335.97
	420299 I/C-Lease Exp-Ed Plc	
*	Building Services	8,335.97
Total Service Company Billings		153,125,553.82

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FOLLOW UP SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No. : AG-RR-158

Re: the response to AG-RR-53: for each organization whose dues were adjusted to remove lobbying costs: (a) identify the organization; (b) provide the amount of the total PHI dues expense; (c) provide the amount of the dues expense allocated or charged to DPL; and (d) quantify the percentage and dollar amount of lobbying costs that the Company adjusted out of its claim.

RESPONSE:

a-d. As these sort of invoices are paid, the accounting for the various costs is determined by the information provided by the organization on the actual invoice. Recoverable membership dues are recorded in FERC Account 930.2 "Miscellaneous General Expenses" and included in cost of service and non-recoverable amounts for lobbying are recorded in Account 426.5 "Other Deductions" and are excluded from cost of service. This accounting is reflected in the per books expenses and thus no ratemaking adjustment is needed for PHI, PHI Service Company or Delmarva Power.

Respondent: Jay C. Ziminsky

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FOLLOW UP SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: AG-RR-165

Re: the response to PSC-RR-48: expand this response to provide a breakdown, by month of the costs incurred prior to February 2013. In addition, update this response to reflect data for the latest month available.

RESPONSE:

Please see Attachments A and B for the requested information.

Respondent: Jay C. Ziminsky

DPL DE - Dynamic Pricing Regulatory Asset Balance - 2013

	DEPL	LIAB	PLANNED	CHANGES	2013
Balance Carryforward					413,575.88
1	2,352,672.45	0.46	2,352,671.99		2,766,247.87
2	210,211.34	0.36	210,210.98		2,976,458.85
3	247,198.87		247,198.87		3,223,657.72
4	240,535.21	8,695.27	231,839.94		3,455,497.66
5	550,324.35	131,099.54	419,224.81		3,874,722.47
6			0.00		3,874,722.47
7			0.00		3,874,722.47
8			0.00		3,874,722.47
9			0.00		3,874,722.47
10			0.00		3,874,722.47
11			0.00		3,874,722.47
12			0.00		3,874,722.47
13			0.00		3,874,722.47
14			0.00		3,874,722.47
15			0.00		3,874,722.47
16			0.00		3,874,722.47
Total	3,600,942.22	139,795.63	3,461,146.59		3,874,722.47

See PSC-RR-40 for DP Reg Asset balances for 2011 and 2012

Delmarva Power & Light Company
Dynamic Pricing Regulatory Asset Balance
Costs by Month

(1) <u>Line No.</u>	(2) <u>Month</u>	(1) <u>Customer Education</u>	(2) <u>Systems Support</u>	(3) <u>Amortization</u>	(4) <u>Outbound Notifications</u>	(5) <u>Consulting</u>	(6) <u>Program Management</u>	(7) <u>Total</u>
1	Jul-10	-	-	-	-	8,431.22	-	8,431.22
2	Aug-10	-	-	-	-	8,146.98	-	8,146.98
3	Sep-10	-	-	-	-	4,702.28	-	4,702.28
4	Oct-10	-	-	-	-	2,498.45	-	2,498.45
5	Nov-10	-	-	-	-	7,682.74	-	7,682.74
6	Dec-10	-	-	-	-	324.09	-	324.09
7	Jan-11	-	-	-	-	-	-	-
8	Feb-11	-	-	-	-	3,828.88	-	3,828.88
9	Mar-11	-	-	-	-	3,850.74	-	3,850.74
10	Apr-11	-	-	-	-	8,047.75	-	8,047.75
11	May-11	-	-	-	-	3,790.24	-	3,790.24
12	Jun-11	-	-	-	-	1,392.12	-	1,392.12
13	Jul-11	-	-	-	-	3,899.16	-	3,899.16
14	Aug-11	-	-	-	-	-	-	-
15	Sep-11	-	-	-	-	18,052.96	-	18,052.96
16	Oct-11	-	-	-	-	8,771.91	-	8,771.91
17	Nov-11	-	-	19,362.76	-	-	-	19,362.76
18	Dec-11	-	-	39,180.69	-	-	-	39,180.69
19	Jan-12	23,900.00	-	39,643.67	-	3,880.41	-	67,424.08
20	Feb-12	11,950.00	-	39,789.00	-	-	-	51,739.00
21	Mar-12	9,699.30	-	39,936.94	-	-	-	49,636.24
22	Apr-12	3,827.26	-	636,514.41	-	-	-	640,341.67
23	May-12	54,022.41	-	152,409.82	-	9,236.47	-	215,668.70
24	Jun-12	(13,938.00)	-	152,409.82	-	1,670.05	-	140,141.88
25	Jul-12	31,211.12	-	152,409.83	-	7,458.53	-	191,079.48
26	Aug-12	16,991.79	-	152,409.83	-	7,378.24	-	176,779.86
27	Sep-12	7,400.00	-	152,409.83	-	-	-	159,809.83
28	Oct-12	39,986.29	-	152,409.83	-	-	6,996.00	199,392.12
29	Nov-12	24,504.46	1,586.00	152,409.83	-	-	15,105.00	193,605.29
30	Dec-12	19,868.03	41,371.80	152,409.82	-	6,684.80	8,109.00	228,443.45
31	Jan-13	17,975.00	5,496.40	152,409.82	-	-	3,600.00	179,481.22
32	Feb-13	10,399.75	10,143.00	151,881.25	-	-	4,200.00	176,624.00
33	Mar-13	-	52,851.82	134,121.89	2,385.25	-	5,100.00	194,458.96
34	Apr-13	89,494.55	(16,066.02)	151,881.27	4,013.89	-	7,275.00	236,598.69
35	May-13	128,573.54	22,984.53	135,557.93	53,414.49	1,716.70	3,686.00	345,933.20
36	Total	475,865.50	118,367.54	2,759,558.25	59,813.63	121,444.75	54,071.00	3,589,120.65

PSC DOCKET NO. 13-115
ATTORNEY GENERAL OF THE STATE OF DELAWARE
FOLLOW UP SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: AG-RR-172

Re: the response to AG-RR-122: explain why the percentage costs billed to PHI declined so significantly in 2011 and 2012.

RESPONSE:

The percentage of costs allocated to PHI Parent Company (PHI) declined in 2011 due to the replacement of two ratios used to allocate costs to PHI with a new allocation ratio as part of the extension and modification of the PHI Service Agreement as of January 1, 2011. The modified service agreement included changes for allocating certain types of Service Company costs as a result of feedback received from various regulatory audits. These changes were made to provide additional transparency in understanding the methods used to allocate costs from the Service Company to the other PHI affiliates, including DPL and PHI Parent Company, and/or to facilitate independent recalculation by external parties.

The two ratios previously used to allocate costs to PHI, the O&M ratio and Total Cost ratio, were replaced with a composite "Two Factor" ratio. The Two Factor ratio includes an Operations and Maintenance (O&M) ratio (the definition of which was revised to include Service Company allocations) and a Gross Property, Plant and Equipment ratio.

The Two Factor Ratio, similar to the previously used Total Cost ratio, can be viewed as a size-based "general" allocator, in that O&M and Gross Property, Plant and Equipment represent two significant factors in a legal entity's business activities - operations and asset base. The size of these two financial statement items can be considered cost causative of the support provided by the Service Company. Due to the nature of PHI Parent Company, there are no assets, employees or operating activity that would provide a more cost causative basis to draw costs to the parent company for services provided by the Service Company.

The percentage of costs allocated to PHI Parent Company would have decreased from 2010 to 2011 even if the Total Cost ratio was still used due to a significant reduction in interest expense (part of the Total Cost ratio) at PHI Parent Company. PHI used the 2010 proceeds from the disposition of the Conectiv Energy business to pay down outstanding debt on PHI Parent Company, thus resulting in a reduction in interest expense.

Respondent: Kathleen A. White

PSC DOCKET NO. 13-115
DELAWARE PUBLIC SERVICE COMMISSION STAFF
INITIAL SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No. : PSC-RR-10

Referring to Rate Base WP #8, please provide a complete copy of the study and calculations used to derive the expense (lead)/lag days shown in Column (5).

RESPONSE:

Please see attached.

Respondent: Jay C. Ziminsky

Attachment

DE 13-115 PSC-RR-10

Pepco Holdings Inc.
 Delmarva Power & Light Company
 Weighted Other O&M Lag
 As of December 31, 2010

FERC Form 1- pages 322-323

Line no.		Amount	Lag Days	Dollar Days
156	Total Distribution Expenses	56,125		
164	Total Customer Accounts Expense	52,220		
171	Total Cust. Svc. & Info. Expenses	2,611		
178	Total Sales Expenses	725		
197	Total A&G Expenses	69,612		
	Total	181,293		
	O&M Payroll-p 354, 128	32,932	15.96	525,595
	Affiliate Transactions	125,469	14.43	1,810,518
	Other O&M	22,892	35.19	805,569
	Total	181,293	17.33	3,141,682

PSC DOCKET NO. 13-115
DELAWARE PUBLIC SERVICE COMMISSION STAFF
INITIAL SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No. : PSC-RR-12

Referring to Schedule (JCZ)-1, prepaid balances, as allocated to Delaware Distribution, please identify the amount included for prepaid insurance. Please also explain whether insurance expense was included in the lead-lag analysis. If insurance expense was included in the lead-lag analysis, please explain why it is necessary and appropriate to include prepaid insurance as a separate element in rate base.

RESPONSE:

The prepaid insurance amount of \$41,431 (net of tax) included as a miscellaneous rate base item consists of \$37,975 for Auto Liability Insurance and \$3,456 for General Liability Insurance.

Insurance expense is reflected in "O&M-Other in the cash working capital, lead lag study.

The Company will remove \$41,431 of prepaid insurance included in rate base during the rebuttal phase of this proceeding.

Respondent: Jay C. Ziminsky

PSC DOCKET NO. 13-115
DELAWARE PUBLIC SERVICE COMMISSION STAFF
INITIAL SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: PSC-RR-20

Please provide a schedule showing DPL's actual rate case expense for each of the Company's last 5 base rate proceedings in Delaware. Please indicate whether the case was an electric or a gas rate case and also indicate whether the case was settled or litigated.

RESPONSE:

Please see attached.

Respondent: Jay Ziminsky

**Delmarva Power & Light Company
Delaware Electric**

5 Past Rate Case (Electric and Gas) Expenses

Docket Number	Type	Litigated or Settled	Rate Case Expense
Docket Number No. 11-528	Electric	Settled	\$ 634,054
Docket Number No. 10-237	Gas	Settled	\$ 281,559
Docket Number No. 09-414	Electric	Litigated	\$ 245,241 *
Docket Number No. 06-284	Gas	Settled	\$ 290,000 *
Docket Number No. 05-304	Electric	Litigated	\$ 400,000 *

* Represents best estimate of actual cost of case. Case costs not included in settlement or final decision. These costs represent incremental costs for the Commission's charges, Company consultants, lawyers, notice printing and transcripts costs

PSC DOCKET NO. 13-115
DELAWARE PUBLIC SERVICE COMMISSION STAFF
INITIAL SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: PSC-RR-32

Referring to Schedule (JCZ)-10, Adjustment 11, please identify any and all incentive compensation expenses, including those allocated from the Service Company, that are included in the Company's claimed revenue requirement after excluding executives' incentive compensation shown in this adjustment.

RESPONSE:

Please see attached.

Respondent: Jay C. Ziminsky

DELMARVA POWER
NON-EXECUTIVE INCENTIVE EXPENSE

DE 13-115 PSC-RR-32
Attachment

	DPL - TOTAL 12 ME DEC 2012	DPL %	DPL ELE %	DPL DIST %	DPL DE DIST. %	DPL - DE DIST. 12 ME Dec 2012
COMPANY CODE - 1000 - DPL						
COMP COD GENERAL LEDGER ACCOUNT						
1000	\$885,526	100.00%	82.93%	92.81%	58.58%	\$399,296
1000	\$63,380	100.00%	82.93%	92.81%	58.58%	\$28,579
1000	(\$5,835)	100.00%	82.93%	92.81%	58.58%	(\$2,631)
1000	\$13,714	100.00%	82.93%	92.81%	58.58%	\$6,184
1000	\$65,894	100.00%	82.93%	92.81%	58.58%	\$29,712
Total	\$1,022,679					\$461,140
COMPANY CODE - 9000 - SERVCO						
9000	\$10,456,130	30.03%	82.93%	92.81%	58.58%	\$1,415,855
9000	\$52,196	30.03%	82.93%	92.81%	58.58%	\$7,068
9000	\$129,389	30.03%	82.93%	92.81%	58.58%	\$17,520
9000	\$260,855	30.03%	82.93%	92.81%	58.58%	\$35,322
9000	\$420,183	30.03%	82.93%	92.81%	58.58%	\$56,897
Total	\$11,318,753					\$1,532,662

COMPANY CODES 1000 & 9000

Total	\$12,341,432					\$1,993,802
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PSC DOCKET NO. 13-115
DELAWARE PUBLIC SERVICE COMMISSION STAFF
INITIAL SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: PSC-RR-33

Referring to Schedule (JCZ)-13, Adjustment 14, please provide a schedule showing a detailed breakdown of DPL's actual Bi-Annual IRP Cycle costs since the inception of the program.

RESPONSE:

The attachment to this data request provides the requested information. In Quarter 3 of 2009, the PSC approved the IRP Rules and Regulations under Docket 60. Consequently, the data shown in the attachment is provided before and after the Docket 60 regulations were implemented.

Respondent: Jay C. Ziminsky

Delaware IRP
IO#s 5233501, 5234171, 5239824, 5240562, 5245600

IRP Expenses Prior to Approval of Docket 60 Regulations

	2006	2007	2008	2009	2010	2011	2012	YTD 2013	Cumulative
Delaware Public Service Commission	\$0	\$56,836	\$34,034	\$50,617					\$141,507
The Brattle Group	\$0	\$0	\$412,385	\$73,049					\$485,434
Concentric Energy Advisors	\$59,941	\$0	\$0	\$0					\$59,941
ICF	\$337,386	\$357,329	\$586,752	\$19,637					\$1,301,104
New Energy Opportunities	\$166,330	\$151,124	\$0	\$0					\$317,455
The Rickinson Group	\$0	\$20,500	\$0	\$0					\$20,500
Roy Shanker, Ph.D.	\$0	\$0	\$10,200	\$0					\$10,200
Navigant	\$0	\$29,000	\$0	\$0					\$29,000
Orrick Harrington	\$296,931	\$118,601	\$424,233	\$0					\$839,765
Richards, Layton & Finger	\$0	\$0	\$76,883	\$0					\$76,883
Joanne Scanlon Prestia	\$0	\$3,065	\$0	\$0					\$3,065
Vinson & Elkins	\$0	\$0	\$124,327	\$0					\$124,327
TALEO (name changed to Bee Line)	\$0	\$0	\$47,242	\$630					\$47,873
Blue Marble Logistics, LLC.	\$0	\$0	\$2,523	\$0					\$2,523
Corbett & Wilcox (transcript services)	\$2,049	\$0	\$0	\$0					\$2,049
Wilcox & Fetzer	\$200	\$0	\$0	\$0					\$200
Potomac Comm	\$0	\$0	\$0	\$10,000					\$10,000
Bidder Deposits	-\$40,000	\$0	-\$18,000	\$0					-\$58,000
	\$822,837	\$736,456	\$1,700,598	\$367,373	\$927,875	\$46,909	\$302,062	\$14,526	\$4,948,636

IRP Expenses After Approval of Docket 60 Regulations

ICF (modeling and analytical services)		\$759,393		\$0	\$759,393	-\$19,652	\$163,755	\$0	\$93,496
EPRI (Life Cycle Assessment of Power Options)		\$39,145		\$99,960	\$39,145	\$0	\$0	\$0	\$199,105
URS (generation costing and siting studies)		\$8,362		\$75,000	\$8,362	\$0	\$0	\$0	\$83,362
Temp Contractors (Bruce McInathan, John Watson)		\$21,530		\$15,637	\$21,530	\$0	\$0	\$0	\$37,168
Delaware Public Service		\$11,661		\$11,661	\$16,161	\$54,803	\$6,478	\$4,651	\$93,754
Brattle Group (procurement portfolio)		\$0		\$0	\$82,450	\$1,080	\$123,329	\$0	\$206,859
Supreme Court of Delaware		\$0		\$0	\$900	\$0	\$0	\$0	\$900
Power Procurement Svcs ATP		\$0		\$0	\$0	\$678	\$0	\$0	\$678
Blue Marble Logistics		\$0		\$0	\$114	\$0	\$0	\$0	\$114
Potomac Communications Grp		\$11,002		\$11,002	\$0	\$10,000	\$8,500	\$0	\$29,502
Meals		\$180		\$180	-\$180	\$0	\$0	\$0	\$0
Stanton Communication		\$0		\$0	\$0	\$0	\$0	\$9,875	\$9,875
	\$822,837	\$736,456	\$1,700,598	\$367,373	\$927,875	\$46,909	\$302,062	\$14,526	\$4,948,636

PSC DOCKET NO. 13-115
 DELAWARE PUBLIC SERVICE COMMISSION STAFF
 INITIAL SET OF REVENUE REQUIREMENTS DATA REQUESTS
 TO DELMARVA POWER & LIGHT COMPANY

Question No.: PSC-RR-44

Please provide the timetable of significant milestones that shows the deployment schedule for the DLC program in Delaware.

RESPONSE:

See the below table for the forecasted deployment schedule by month.

<u>Installations by Month</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>Total</u>
January	-	1,800	858		2,658
February	-	1,800	858		2,658
March	-	1,800	858		2,658
April	600	1,800	858		3,258
May	1,500	1,800	858		4,158
June	2,500	1,800	858		5,158
July	2,500	1,800	858		5,158
August	2,500	1,800	858		5,158
September	2,500	1,800	858		5,158
October	2,500	1,800	858		5,158
November	2,500	1,800	858		5,158
December	2,500	1,800	858		5,158
Total	19,600	21,600	10,300	-	51,500

Respondent: Jay C. Ziminsky

PSC DOCKET NO. 13-115
DELAWARE PUBLIC SERVICE COMMISSION STAFF
INITIAL SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: PSC-RR-54

Referring to the Direct Testimony of Jay C. Ziminsky, page 34, please provide a complete copy of DPL/PHI's non-executive incentive compensation program(s) that were in effect during the years 2011 through 2013, inclusive.

RESPONSE:

For 2011, please see "PSC-RR-54a" Attachment.

For 2012, please see "PSC-RR-54b" Attachment.

For 2013, please see "PSC-RR-54c" Attachment.

Respondent: Jay C. Ziminsky

Pepco Holdings, Inc.

2012

***Annual Incentive
Plan***

An Overview of the Annual Incentive Plan (AIP)

The purpose of the AIP is to monetarily recognize eligible management employees who achieve or exceed pre-established annual goals that are crucial to the improved performance of the employee's Team and PHI as a whole. Employees have an opportunity to earn awards for the performance and results they help to achieve.

Earning awards is intended to be challenging. PHI has established goals that must be met in order to enhance our competitiveness as a company within our industry. Specific, measurable goals provide a clear line of sight linking work results to important financial, customer and employee strategic objectives.

Many high-performing companies use incentive pay in combination with base pay to drive the performance and results essential to their success. As PHI strives to be competitive, we are including both base pay and incentive pay as part of our total market-based pay program.

Incentive pay does not become part of an employee's base pay; it must be earned every year by meeting stretch goals for that year. Teamwork will always be a key factor in earning awards.

Plan Year

The Plan Year is January 1 to December 31.

Eligibility

All PHI management employees who do not participate in any other incentive plan are eligible to participate in the AIP (excluding PES employees). New hires must be employed and actively at work before October 1 of the plan year in order to be eligible for that year. Part Time management employees, in addition to being employed and actively at work before October 1 must also have a regular schedule of at least 20 hours per week in order to be a participant in the plan. Awards for new hires are prorated based on the amount of time an employee is employed during the year. For example, an employee hired on April 1 and who is still employed on December 31 would be eligible for an award based on nine months of employment.

Performance Measures

Performance will be measured at the Business Unit level only and is based on the 2012 Executive Incentive Plan. For Power Delivery employees, the Power Delivery's earnings must reach a 90% threshold to qualify for any potential payout. **Corporate Services employees are eligible to receive a payout only to the extent that Power Delivery and/or Non-Regulated earnings meet or exceed threshold levels and such awards shall not exceed 50% of target if PHI corporate earnings do not meet or exceed threshold levels.** The plan is intended to align employees with key business goals and executive area balanced scorecards.

Target Awards

A position's pay grade and salary determines the target award. Target awards will range from 5% to 15% percent of base pay. Target awards are higher for higher grades due to the greater scope and responsibility of positions at higher levels and their potential impact on results.

A target award is expressed as a percent of base salary. The target awards are market based.

Pay Grade	Target Award (% of base pay)
15 - 16	15%
13 - 14	12%
11 - 12	10%
8 - 10	8%
5 - 7	6%
1 - 4	5%

Rewarding Exceptional Results

The actual award potential will range from zero to a maximum of 150% of target award level depending on performance at the Business Unit level. Awards can exceed 100% of the targets only for truly exceptional results that are documented.

Award Calculation Using "Multipliers"

At year's end, the Company will assess performance results and assign scores that equate to Business Unit "multipliers" that can be as high as 150% of target award level. The multipliers are used to mathematically determine the actual award payment as follows:

Business Unit Performance Multiplier	x	Individual AIP Award Percent	x	Employee's Base Salary	=	Annual Incentive Plan Payout
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Business Unit Goals

- Business Unit performance goals are weighted as follows:
 - (1) 50% for the PHI Balanced Scorecard (based on the Power Delivery Balanced Scorecard)
 - (2) 50% for the Executive Area Balanced Scorecard

Business Unit Goals (continued)

- (3) 25% for the Group Balanced Scorecard (Optional)
(If used, the Executive Area weight reduces to 25%)

The formula for Corporate Services employees when PHI Corporate Earnings are met is:
[50% (Power Delivery BSC x 90% + Competitive BSC x 10%) + 50% Executive Area BSC
(Tier 2 = 25% + Tier 3 = 25% where applicable)] x Salary x AIP Percent

NOTE: To create better alignment with Power Delivery, Corporate Services employees' payout is capped at 50% when Power Delivery meets or exceeds its threshold target and PHI does not meet or exceed PHI's Corporate Earnings threshold.

Award Payment

- The target award will be calculated using the employee's base salary in effect on the last day of the plan year unless the employee receives a promotion or salary adjustment during the plan year. In those instances the award will be prorated. (See bullet 6).
- The target award for part-time employees will be calculated using the employee's base earnings during the part-time status.
- The award will be paid following the end of the plan year and generally is paid sometime in March. Awards are subject to federal, state and local taxes, as required by law.
- If an employee terminates employment after the plan year ends, but before the award payout is made, he/she will still receive the award.
- Each employee will receive an individual payout sheet that shows how his/her award was calculated and the associated Business Unit multipliers used in the calculation.
- In certain situations, awards will be prorated:
 - If an employee changes pay grades during the plan year and becomes eligible for a different target incentive award, the award will be prorated according to the number of days spent in each grade and the salary associated with the grade for that time period.
 - If an employee transfers from one Business Unit to another Business Unit during the year, the award he/she receives will be prorated according to the number of days spent in each Business Unit and the associated salary during the time spent in each Business Unit.
 - If an employee changes status from full-time to part-time or vice versa during the year, the award will be prorated according to the number of days spent in the part-time status and the number of days spent in the full-time status. The prorated award will use the annualized base earnings during the part-time status and the salary during the full-time status in calculating the award. If an

employee is part-time during the entire plan year, the base earnings will be used in calculating the award.

- When a bargaining unit employee is transferred to a management position or vice versa the award is prorated based on the employee's transfer date.

Award Payment (continued)

- If the employee is a management new hire who is eligible for the plan and was actively at work prior to October 1 of the plan year, the award is prorated based on the number of days employed by the Company.
- In cases of death, long-term disability or retirement, awards are prorated based on the number of days that the Incentive Plan participant was an active employee during the plan year.
- If the employee is absent from work for 20 or more consecutive days in a paid or unpaid status (with the exception of vacation and floating holidays), the award is prorated based on the number of days actively at work during the plan year. The paid or unpaid leave status includes illness, FMLA, military leave, workers' compensation, approved and unapproved absences, suspensions and jury duty.
- No award payment will be made in any of the following situations:
 - When the employee's overall individual annual performance rating is a 1 (Unsatisfactory) in the Performance Accountability System (PAS). In addition, a rating of 2 (Performance Improvement Needed) for two consecutive years is not eligible for an award (starting with the 2005 performance year).
 - When the employee terminates employment (for reasons other than death, disability or retirement) before the end of the plan year. In addition, a prorated award will not be paid if an employee retires from a severance leave of absence.

Reporting Results

- Business Unit Goals

Business Unit leaders will report results to People Strategy & HR and to eligible employees quarterly.

- Business Unit leaders should publish a report for their management employees discussing Business Unit goal results.
- Business Unit leaders should report on:
 - ◆ Progress or problems regarding each Business Unit goal
 - ◆ Each Business Unit goal's performance result and multiplier
 - ◆ The composite Business Unit multiplier based on each goal's weighting factor

Continuation of the Plan

The Company may continue, terminate or adjust the Plan at any time.

Pepco Holdings, Inc.

2013

***Annual Incentive
Plan***

An Overview of the Annual Incentive Plan (AIP)

The purpose of the AIP is to monetarily recognize eligible management employees who achieve or exceed pre-established annual goals that are crucial to the improved performance of the employee's Team and PHI as a whole. Employees have an opportunity to earn awards for the performance and results they help to achieve.

Earning awards is intended to be challenging. PHI has established goals that must be met in order to enhance our competitiveness as a company within our industry. Specific, measurable goals provide a clear line of sight linking work results to important financial, customer and employee strategic objectives.

Many high-performing companies use incentive pay in combination with base pay to drive the performance and results essential to their success. As PHI strives to be competitive, we are including both base pay and incentive pay as part of our total market-based pay program.

Incentive pay does not become part of an employee's base pay; it must be earned every year by meeting stretch goals for that year. Teamwork will always be a key factor in earning awards.

Plan Year

The Plan Year is January 1 to December 31.

Eligibility

All PHI management employees who do not participate in any other incentive plan are eligible to participate in the AIP (excluding PES employees). New hires must be employed and actively at work before October 1 of the plan year in order to be eligible for that year. Part Time management employees, in addition to being employed and actively at work before October 1 must also have a regular schedule of at least 20 hours per week in order to be a participant in the plan. Awards for new hires are prorated based on the amount of time an employee is employed during the year. For example, an employee hired on April 1 and who is still employed on December 31 would be eligible for an award based on nine months of employment.

Target Awards

A position's pay grade and salary determines the target award. Target awards will range from 5% to 15% percent of base pay. Target awards are higher for higher grades due to the increased scope and accountability of positions at higher levels, and their potential to impact business results.

A target award is expressed as a percent of base salary. The target awards are market based.

Pay Grade	Target Award (% of base pay)
15 – 16	15%
13 – 14	12%
11 – 12	10%
8 – 10	8%
5 – 7	6%
1 – 4	5%

Rewarding Exceptional Results

The actual award potential will range from zero to a maximum of 150% of target award level depending on performance at the Business Unit level. Awards can exceed 100% of the targets only for truly exceptional results that are documented.

Award Calculation Using “Multipliers”

At year’s end, the Company will assess performance results and assign scores that equate to Business Unit “multipliers” that can be as high as 150% of target award level. The multipliers are used to mathematically determine the actual award payment as follows:

Business Unit Performance Multiplier	x	Incentive Pool Adjustment Factor *	x	Individual AIP Award Percent	x	Employee’s Base Salary	=	Annual Incentive Plan Payout
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Business Unit Performance Multipliers

- Business Unit performance multipliers are weighted for Power Delivery as follows:
 - (1) 50% for the Tier 1 Power Delivery Balanced Scorecard
 - (2) 50% for the Tier 2 Executive Area Balanced Scorecards, or alternately:
 - 25% for the Group Balanced Scorecard (Optional)
(If used, the Executive Area weight reduces to 25%)

*See Program Funding section for details.

Business Unit Goals (continued)

The business unit performance goal multipliers for Corporate Services employees is:

- (1) 50% for the Tier 1 Balanced Scorecard (based on Power Delivery BSC x 90% + PES BSC x 10%)
- (2) 50% for the Executive Area Balanced Scorecards, or alternately:
 - 25% for the Group Balanced Scorecard (Optional)
(If used, the Executive Area weight reduces to 25%)

Program Funding

PHI has established an "Enterprise Incentive Pool" (EIP) to fund all PHI 2013 annual incentive awards, including this 2013 Program. The EIP funding will begin when 2013 earnings exceed the 2013 budget of \$1.12/share, \$276M after tax earnings. The following elements shall apply to the funding of the EIP.

EIP Funding Elements

- If earnings are below budget, no 2013 annual incentives will be paid for PHI, PD or PES.
- The EIP will grow by \$1 for each \$2 (50/50 Sharing – Employee/Shareholder) in pre-tax earnings, above \$276 million up to \$20M O&M, which is the collective PHI and PES executive and management target O&M annual incentive level for 2013. Note that the gross target EIP, including amounts that are capitalized, is projected to be approximately \$30 million.
- Once the EIP reaches \$20M O&M (\$30M gross EIP), it will grow by \$3 for every \$4 (75/25 Sharing – Empl/Shldr) of pre-tax O&M earnings, up to a plan cap of \$30M O&M (\$45M gross EIP) which is 150% of the \$30M target incentive. Shareholders receive 100% of profits after the plan cap is reached.
- Existing EICP and AIP Plan designs will be maintained. PES incentive designs will also be maintained.
- Program Results for PHI will be calculated as in the past (the "Enterprise Calculated Incentive"), and then adjusted for the size of the incentive pool.
- The "Incentive Pool Adjustment Factor" will be applied uniformly to Executive and Management employees alike.
- If total EIP funding does not exceed \$2M, the EIP shall be equally apportioned between all non-executive participants in the AIP, and PES annual incentive programs, providing performance is at a "meets expectations" level or higher.

Award Payment

- The target award will be calculated using the employee's base salary in effect on the last day of the plan year unless the employee receives a promotion or salary adjustment during the plan year. In those instances the award will be prorated. (See bullet 6).
- The target award for part-time employees will be calculated using the employee's base earnings during the part-time status.
- The award will be paid following the end of the plan year and generally is paid sometime in March. Awards are subject to federal, state and local taxes, as required by law.
- If an employee terminates employment after the plan year ends, but before the award payout is made, he/she will still receive the award.
- Each employee will receive an individual payout sheet that shows how his/her award was calculated and the associated Business Unit multipliers used in the calculation.
- In certain situations, awards will be prorated:
 - If an employee changes pay grades during the plan year and becomes eligible for a different target incentive award, the award will be prorated according to the number of days spent in each grade and the salary associated with the grade for that time period.
 - If an employee transfers from one Business Unit to another Business Unit during the year, the award he/she receives will be prorated according to the number of days spent in each Business Unit and the associated salary during the time spent in each Business Unit.
 - If an employee changes status from full-time to part-time or vice versa during the year, the award will be prorated according to the number of days spent in the part-time status and the number of days spent in the full-time status. The prorated award will use the annualized base earnings during the part-time status and the salary during the full-time status in calculating the award. If an employee is part-time during the entire plan year, the base earnings will be used in calculating the award.
 - When a bargaining unit employee is transferred to a management position or vice versa the award is prorated based on the employee's transfer date.
 - If the employee is a management new hire who is eligible for the plan and was actively at work prior to October 1 of the plan year, the award is prorated based on the number of days employed by the Company.

Award Payment (continued)

- In cases of death, long-term disability or retirement, awards are prorated based on the number of days that the Incentive Plan participant was an active employee during the plan year.
- If the employee is absent from work for 20 or more consecutive days in a paid or unpaid status (with the exception of vacation and floating holidays), the award is prorated based on the number of days actively at work during the plan year. The paid or unpaid leave status includes illness, FMLA, military leave, workers' compensation, approved and unapproved absences, suspensions and jury duty.
- No award payment will be made in any of the following situations:
 - When the employee's overall individual annual performance rating is a 1 (Unsatisfactory) in the Performance Accountability System (PAS). In addition, a rating of 2 (Partially achieved goal) for two consecutive years is not eligible for an award.
 - When the employee terminates employment (for reasons other than death, disability or retirement) before the end of the plan year. In addition, a prorated award will not be paid if an employee retires from a severance leave of absence.

Continuation of the Plan

The Company may continue, terminate or adjust the Plan at any time.

Definitions

- **Enterprise Incentive Pool** – A pool that is created from earnings once budget earnings are achieved. Annual incentives are funded from the pool.
- **Enterprise Calculated Incentive** – A rollup of all of PHI incentive plan results based on the results of balanced scorecards, individual goals, and individual incentive targets.
- **Incentive Pool Adjustment Factor** – Enterprise Annual Incentive Pool divided by Enterprise Calculated Incentive. The factor is used to adjust individual awards in a consistent manner.
- **EICP** – PHI Executive Incentive Compensation Plan - Applies to PHI executive employees.
- **AIP** – PHI Annual Incentive Plan that applies to non-executive management employees.

PSC DOCKET NO. 13-115
DELAWARE PUBLIC SERVICE COMMISSION STAFF
FOLLOW UP SET OF REVENUE REQUIREMENTS DATA REQUESTS
TO DELMARVA POWER & LIGHT COMPANY

Question No.: PSC-RR-94

Refer to DPL's response to PSC-RR-10, Attachment, page 12 of 22. This schedule shows the weighted lead days for Other O&M expense. Please provide the following:

- a. All calculations supporting the 14.43-day expense lead assigned to affiliate transactions
- b. Explain DPL's policy for settling claims from affiliates. Please explain when affiliate bills are routinely rendered and when DPL settles the claims.
- c. Complete copy of the Service Company Agreement(s) which specifies the time of DPL's payments for services provided by the Service Company and other affiliates.

RESPONSE:

- a. Attached please find the requested information.
- b. The intercompany billing, which would include transactions between DPL and the Service Company and other affiliates, is settled each month through the PHI Money Pool. Each month around the 15th business day, the settlement of the Intercompany Money Pool Balances (Intercompany Receivable and Payable Accounts) takes place for the preceding month.
- c. Refer to the response to AG-RR-56, Attachment 1.

Respondent: Kathleen A. White/Jay Ziminsky

**BEFORE THE PUBLIC SERVICE COMMISSION
OF THE STATE OF DELAWARE**

IN THE MATTER OF THE APPLICATION OF)
DELMARVA POWER & LIGHT COMPANY) PSC DOCKET NO. 13-115
FOR AN INCREASE IN ELECTRIC BASE)
RATES (Filed March 22, 2013))

CERTIFICATE OF SERVICE

I hereby certify that on August 16, 2013 I caused the following to be served upon all parties on the attached service list in the manner indicated thereon.

- **DIRECT TESTIMONY OF DAVID C. PARCELL ON BEHALF OF THE DIVISION OF THE PUBLIC ADVOCATE**
- **DIRECT TESTIMONY OF ANDREA C. CRANE ON BEHALF OF THE DIVISION OF THE PUBLIC ADVOCATE**
- **DIRECT TESTIMONY OF DAVID E. DISMUKES, PH.D. ON BEHALF OF THE DIVISION OF THE PUBLIC ADVOCATE**

/s/ Regina A. Iorii
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Dated: August 16, 2013

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PSC DOCKET No. 13-115
As of 7/3/13

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