STATE OF INDIANA

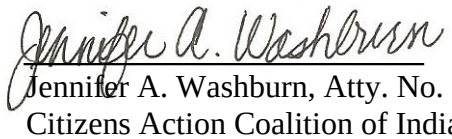
INDIANA UTILITY REGULATORY COMMISSION

VERIFIED PETITION OF SOUTHERN INDIANA GAS AND ELECTRIC COMPANY d/b/a VECTREN ENERGY DELIVERY OF INDIANA, INC., FOR: (1) AUTHORITY TO CONSTRUCT, OWN AND OPERATE A SOLAR ENERGY PROJECT AND A FINDING THAT SUCH PROJECT CONSTITUTES A CLEAN ENERGY PROJECT PURSUANT TO IND. CODE CH. §8-1-8.8; (2) ISSUANCE OF A CERTIFICATE OF PUBLIC CONVENIENCE AND NECESSITY FOR THE CONSTRUCTION OF THE SOLAR ENERGY PROJECT PURSUANT TO IND. CODE CH. §8-1-8.5; AND (3) AUTHORITY TO TIMELY RECOVER COSTS INCURRED DURING CONSTRUCTION AND OPERATION OF THE PROJECT IN ACCORDANCE WITH IND. CODE §8-1-8.8-11.	)	**CAUSE NO. 45086**

SUBMISSION OF CAC'S CROSS-ANSWERING TESTIMONY AND ATTACHMENTS

Citizens Action Coalition of Indiana, Inc. ("CAC"), respectfully submits the cross-answering testimony and attachments of Kerwin L. Olson in the above referenced Cause to the Indiana Utility Regulatory Commission.

Respectfully submitted,



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The undersigned counsel hereby certifies that a copy of the foregoing document was served via electronic mail, this 18th day of September, 2018:

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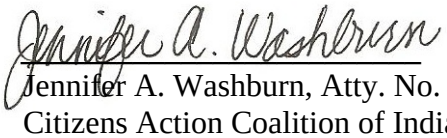

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CROSS-ANSWERING TESTIMONY OF KERWIN OLSON

ON BEHALF OF

CITIZENS ACTION COALITION OF INDIANA

SEPTEMBER 18, 2018

Q. Please state your name, position and business address.

A. My name is Kerwin L. Olson, and I am the Executive Director of Citizens Action Coalition of Indiana, Inc. ("CAC"). My business address is 1915 West 18th Street, Suite C, Indianapolis, Indiana 46202.

Q. Are you the same Kerwin Olson who filed direct testimony in this proceeding?

A. Yes.

Q. On whose behalf are you testifying?

A. I am testifying on behalf of CAC.

Q. What is the purpose of your testimony?

A. I will respond to certain claims made in the testimony of John E. Haselden with the Office of the Utility Consumer Counselor ("OUCC").

Q. Mr. Haselden claims that "a few large customers have renewable energy, carbon reduction or sustainability goals".[1] Do you agree with Mr. Haselden's characterization that there only a "few" large customers with renewable energy, carbon reduction, or sustainability goals?

A. No. Evidence indicates there are far more than a "few". An article from Green Tech Media[2] from September of 2017 informs us that:

> During Climate Week NYC, the Climate Group announced a record number of companies have signed on to a 100 percent renewable power commitment by 2020. Major financial institutions Citi and JPMorgan Chase & Co. joined the pledge, bringing the group to 110 companies. Those corporations account for 150 terawatt-hours of energy per year.

This number of 110 companies joining that pledge through The Climate Group as of

[1] Public's Exhibit No. 1, page 7, lines 15-16.

[2] Emma Foehringer Merchant, Corporations With 100% Renewable Energy Goals Now Account for 150 Terawatt-Hours per Year, Greentech Media, Sept. 21, 2017, https://www.greentechmedia.com/articles/read/corporations-with-100-percent-renewables-goals-make-up-150-terawatt-hours#gs.v0iOLFA

September 2017 is now outdated. According to The Climate Group website, that number now stands at 144 companies who have taken the 100% renewable energy pledge.[3]

The same September 2017 article from Green Tech Media also discusses that General Motors ("GM") has "committed to powering 20 percent of its global operations with renewables by next year." GM also issued a press release in September of 2016 in which it committed "to generate or source all electrical power for its 350 operations in 59 countries with 100 percent renewable energy — such as wind, sun and landfill gas — by 2050."[4]

A 2016 report by Advanced Energy Economy ("AEE") shows that at that time, 71 of the Fortune 100 companies and 215 of the Fortune 500 companies (43%) have set renewable energy targets, sustainability targets, or both.[5]

Among the companies with climate, renewable energy, or sustainability goals are today's titans of industry, including Amazon,[6] Apple,[7] Google,[8] Facebook,[9] and Wal-

[3] RE100—Companies, http://there100.org/companies
[4] Press Release, General Motors, GM Commits to 100 Percent Renewable Energy by 2050 (Sept. 14, 2016), https://media.gm.com/media/us/en/gm/home.detail.html/content/Pages/news/us/en/2016/sep/0914-renewable-energy.html
[5] Advanced Energy Economy, *2016 Corporate Advanced Energy Commitments*, https://info.aee.net/growth-in-corporate-advanced-energy-demand-market-benefits-report (Attachment KLO-1).
[6] *Id.*; *see also* Amazon Web Services—Sustainability, https://aws.amazon.com/about-aws/sustainability/
[7] *Supra* note 5; *see also* Press Release, Apple, Apple Now Globally Powered by 100 Percent Renewable Energy (April 9, 2018), https://www.apple.com/newsroom/2018/04/apple-now-globally-powered-by-100-percent-renewable-energy/
[8] Press Release, Google—Sustainability, 100% Renewable Is Just the Beginning (Dec. 12, 2016), https://sustainability.google/projects/announcement-100/
[9] *Supra* note 5; *see also* Facebook—Sustainability, https://sustainability.fb.com/

Mart.[10] Additionally, as indicated above in the Greentech Media article, the largest banks in the United States also all have climate and sustainability goals and have committed to 100% renewable energy. These banks include JPMorgan Chase & Co.,[11] Bank of America,[12] Wells Fargo,[13] and Citigroup.[14]

The indication that only "a few large customers have renewable energy, carbon reduction or sustainability goals" should not be relied upon by the Commission. CAC agrees with Vectren on this point that the desire for renewable energy, carbon reduction and sustainability is strong in corporate America, and Indiana needs to consider that fact if we intend to attract new investment to our State. Nearly 75 percent of the Fortune 100 companies, close to 50 percent of Fortune 500 companies, and the country's four largest banking institutions hardly represent a "few".

Q. Mr. Haselden further claims that, "There is also a small but vocal group of residential customers interested in renewable energy…"[15] Do you agree?

A. No. Mr. Haselden's statement that only a "small, but vocal group" has a desire to increase investments in renewable energy is not supported by any evidence. Poll after poll in recent years have displayed the opposite to be true.

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[10] *Supra* note 5; *see also* Walmart, *Walmart's Approach to Renewable Energy*, https://cdn.corporate.walmart.com/eb/80/4c32210b44ccbae634ddedd18a27/walmarts-approach-to-renewable-energy.pdf

[11] JPMorgan Chase & Co.—Sustainability, https://www.jpmorganchase.com/corporate/Corporate-Responsibility/environment.htm

[12] *Supra* note 5; *see also* Press Release, Bank of America, Bank of America Commits to Carbon Neutrality and 100 Percent Renewable Electricity by 2020 (Sept. 19, 2016), https://newsroom.bankofamerica.com/press-releases/environment/bank-america-commits-carbon-neutrality-and-100-percent-renewable

[13] *Supra* note 5; *see also* Wells Fargo—Environmental Sustainability, https://www.wellsfargo.com/about/corporate-responsibility/environment/

[14] Press Release, Citigroup Inc., Citi to be 100 Percent Powered by Renewable Energy by 2020 (Sept. 19, 2017), https://www.citigroup.com/citi/news/2017/170919a.htm

[15] Public's Exhibit 1, page 8, lines 16-17.

Recent polling done by the Indiana Conservative Alliance for Energy[16] reported that nearly 7 out of 10 Republican voters in Indiana "favor requiring utilities to gradually increase the amount of renewable energy they use over the next decade", and 6 out of 10 Indiana Republican voters "say the issue of renewable energy is very or somewhat important to them when considering how they vote". That same poll also found that nearly half of Republican voters are willing to pay more for renewable energy.

A recent Pew Research Center poll reported that:

> Large majorities of Americans favor expanding renewable sources to provide energy, but the public is far less supportive of increasing the production of fossil fuels, such as oil and gas, and nuclear energy.
>
> **Fully 89% of Americans favor more solar panel farms, just 9% oppose**. A large share supports more wind turbine farms (83% favor, 14% oppose).
>
> (emphasis added) [17]

That same poll found that the strong support for renewable energy crossed party lines with a large majority of both Democrats and Republicans indicating support for renewable energy.

> Across the political spectrum, large majorities support expansion of solar panel and wind turbine farms. Some 83% of conservative Republicans favor more solar panel farms; so, too, do virtually all liberal Democrats (97%). Similarly, there is widespread agreement across party and ideological groups in favor of expanding wind energy.[18]

A Gallup poll from 2016 also found that 73% of Americans support prioritizing

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[16] Polling Memo regarding Survey of Indiana Republican Voters on Energy Issues, Bellwether Research & Consulting for Indiana Conservative Alliance for Energy (Jan. 31, 2018), http://indianaconservativeallianceforenergy.com/resources/ (Attachment KLO-2).

[17] Pew Research Center, October, 2016, "The Politics of Climate" at 53, available at: http://www.pewinternet.org/2016/10/04/public-opinion-on-renewables-and-other-energy-sources/

[18] *Id*. at 54.

alternative energy, including 51% of Republicans.[19] Gallup wrote:

> While a majority of Democrats and Democratic-leaning independents have favored emphasizing alternative energy over traditional fossil fuel sources since 2011, this year marks the first time a majority of Republicans and Republican-leaning independents prefer an alternative energy strategy. The 51% of Republicans who now favor alternative energy is up from the previous high of 46% in 2011.[20]

Another Gallup poll conducted at the same time found that 64% of U.S. adults have a "great deal" or a "fair amount" of concern about global warming.[21]

Notably, Vox reports[22] that the Edison Electric Institute, a trade group for utilities, recently released market research and polling done by the firm Maslansky & Partners. That poll found that 74% of survey respondents "think we should use solar as much as possible";[23] while 70% agreed that, "In the near future, we should produce 100% of our electricity from renewable energy sources such as wind and solar."[24] Another major finding is that "a majority of those surveyed (51 percent) believe that 100 percent renewables is a good idea even if it raises their energy bills by *30 percent*."[25]

The notion that support of renewable energy is somehow limited to "a small but vocal group" is not supported by any evidence and represents Mr. Haselden's opinion. I would ask that the Commission not rely on Mr. Haselden's statement on this matter.

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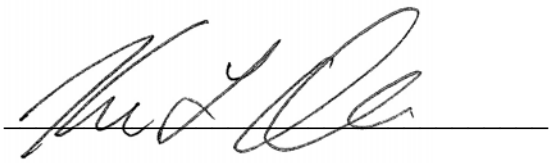
[19] Gallup Poll, *In U.S., 73% Now Prioritize Alternative Energy Over Oil, Gas*, March 24, 2016, https://news.gallup.com/poll/190268/prioritize-alternative-energy-oil-gas.aspx
[20] *Id.*
[21] Gallup Poll, *U.S. Concern about Global Warming at Eight-Year High*, March 16, 2016, https://news.gallup.com/poll/190010/concern-global-warming-eight-year-high.aspx?g_source=Politics&g_medium=newsfeed&g_campaign=tiles
[22] David Roberts, *Utilities Have a Problem: the Public Wants 100% Renewable Energy, and Quick*, Vox, Sept. 16, 2018, https://www.vox.com/energy-and-environment/2018/9/14/17853884/utilities-renewable-energy-100-percent-public-opinion
[23] *Id.*
[24] *Id.*
[25] *Id.*

Q. Does this conclude your testimony?

A. Yes.

VERIFICATION

I, Kerwin Olson, affirm under penalties of perjury that the foregoing representations are true and correct to the best of my knowledge, information and belief.



Kerwin Olson

September 18, 2018

Date

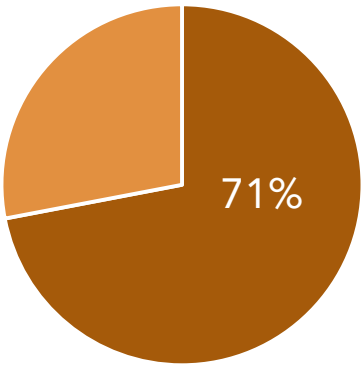
ATTACHMENT KLO-1

ADVANCED ENERGY ECONOMY

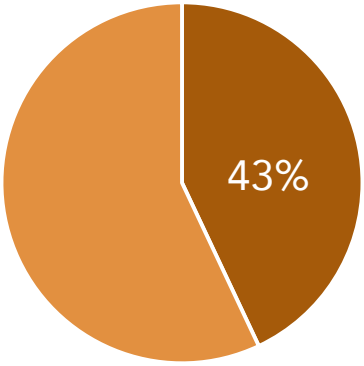
2016 CORPORATE ADVANCED ENERGY COMMITMENTS

71 Fortune 100 companies have targets, driving market demand

Fortune 100



Fortune 500



Corporate America is nothing if not efficient and fast-paced—when companies like Walmart, Microsoft, and Google decide to make a change, they execute. Demand for advanced energy among the nation's top companies is no exception: in 2015, less than a decade after companies first started to sign large-scale, long-term power purchase agreements for renewable energy, corporate wind contracts outstripped utility demand. These purchases were dominated by a small number of large corporations, but businesses large and small are increasingly seeking ways to invest in wind, solar, energy storage, fuel cells, and other advanced energy technologies. As the list of completed projects grows at an accelerating pace, it is clear that the trend initiated by these leading companies is spreading quickly.

To quantify the extent of this growing demand, Advanced Energy Economy (AEE) assessed the renewable energy and sustainability goals of the Fortune 100 and the Fortune 500, which are the top 100 and 500 companies in the United States, respectively, by gross revenue. As of 2016, this analysis shows that 71 Fortune 100 companies and 215 Fortune 500 companies (43%) have a sustainability target, renewable energy target, or both. Just as important as the overall numbers, AEE also found that these targets extend across industry segments—again indicating that target-setting is an increasingly normal element of good business practice.

These targets are good news for states: companies are deploying their private capital to finance projects that will bring in new jobs and tax revenue while improving the resource diversity of the grid and in some cases decreasing reliance on imported electricity. But in many states, there are not clear mechanisms for companies to fulfill their commitment to procure advanced energy. This brief explores the targets companies are setting, and their options for securing the advanced energy projects needed to meet them.

Policy and regulatory changes are needed in many states for companies to follow through on these commitments.

Power purchase agreements (PPAs) are a key way for companies to procure power from large, offsite projects, but they are only available to companies in restructured markets. **Sleeved PPAs** allow companies in traditionally regulated markets to contract with an offsite project, with the utility acting as an intermediary to contract for power from the project on behalf of the customer.

For some companies, negotiating and signing a long-term PPA may not be feasible. Subscription-based **renewable energy tariffs** (sometimes called "green tariffs") allow customers to easily opt-into a portfolio of renewable energy delivered by their regular utility. To serve as a viable option, the tariff must be structured according to customer needs.

Many companies wish to procure power from **onsite** distributed energy resources such as solar, energy storage, or fuel cells, while still remaining connected to the utility grid. There are several purchasing structures for such projects to meet different customer needs and preferences. In some states, companies have a range of options, but in others legislation is needed to enable **third-party ownership** of onsite systems.

Some companies wishing to benefit from distributed energy resources may not be able to host such resources onsite. **Shared (or "community") renewable energy** is a subscription-based model that allows multiple customers to share the output of a single nearby offsite project.

General Motors in Texas

The auto giant has operations across the country, yet the majority of its PPAs to date are in Texas—and for good reason.

With a newly announced goal to source its massive nine terawatt-hour global annual electricity consumption with 100% renewable energy, GM is looking beyond the onsite solar and landfill gas that it already uses to power its facilities. Two of the company's three PPAs signed to date are in Texas, and the third powers its operations in Mexico. Relative to other states where GM operates, mostly in the midwest, Texas has not only favorable economics for wind energy, but also a competitive market structure that more readily accommodates corporate procurement.

Microsoft in Wyoming

In collaboration with Black Hills Energy, Microsoft designed a solution that could be replicated elsewhere

In search of a competitive project to power its new Wyoming data center with renewable energy, Microsoft negotiated two agreements with its local utility provider, Black Hills Energy. One agreement involved Microsoft purchasing Renewable Energy Certificates from a 59-megawatt (MW) wind project adjacent to Microsoft's data center in Cheyenne. In addition, Microsoft approached Black Hills with an innovative solution to deliver reliability without additional costs for ratepayers. Microsoft will be served under a new tariff that allows the utility to reach behind the meter to fulfill grid needs using Microsoft's new, on-site backup natural gas generators, avoiding the need to construct a new power plant. The tariff structure is available to other eligible customers, paving the path for a creative solution that lowers costs while also lowering overall grid emissions.

Lockheed Martin in North Carolina

With full retail choice and no barriers to signing a PPA, Lockheed Martin was able to secure a 17-year contract for 30 MW of solar in North Carolina.

While much of North Carolina is under Duke Energy's vertically integrated utility territory, the eastern part of the state is restructured, allowing Lockheed Martin to sign a power purchase agreement with a solar farm selling into the wholesale market. Because restructured markets provide a clear pathway for companies to pursue PPAs, Lockheed Martin was able to focus solely on key aspects of the deal itself, such as price, risk, and contract length. That does not mean the project was easy—as a government defense contractor, Lockheed Martin has a number of additional logistical hurdles to gain approval of any long-term project—but without additional regulatory hurdles the project was able to move forward.

AIMING FOR 100%

Of the Fortune 500, there are a number of companies that have committed to get 100% of their electricity needs from renewable energy. These companies (and their ranking in the Fortune 500) are listed below:

1. Walmart (#1)
2. Apple (#3)
3. General Motors (#8)
4. Amazon (#18)
5. HP (#20)
6. Microsoft (#25)
7. Bank of America (#26)
8. Wells Fargo (#27)
9. Procter & Gamble (#34)
10. Alphabet (#36)
11. Johnson & Johnson (#39)
12. Goldman Sachs Group (#74)
13. Nike (#91)
14. AbbVie (#123)
15. Starbucks (#146)
16. Facebook (#157)
17. VF (#231)
18. Voya Financial (#252)
19. Biogen (#263)
20. Avon Products (#370)
21. Salesforce (#386)
22. Coca-Cola European Partners (#397)

As with the initial trend of top companies leading the push to purchase advanced energy, these 22 companies are concentrated at the top of the Fortune 500: 11 are in the Fortune 50 and only six fall below the Fortune 200. Overwhelmingly, these companies are heading into a 100% renewable energy commitment having already completed a renewable energy purchase of one form or another—but that does not mean that reaching 100% will be easy.

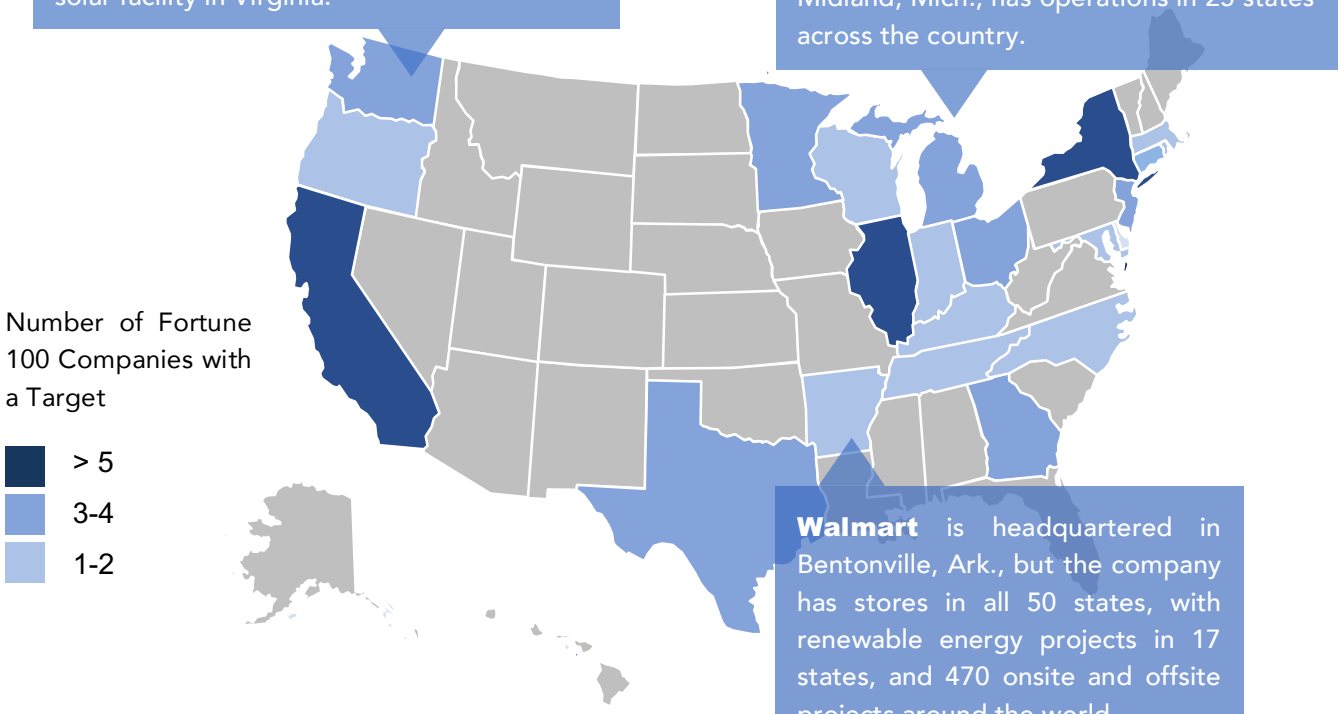
For companies with operations in states that do not have a clear pathway to purchase advanced energy, achieving these commitments takes significant effort and creativity. In some cases, this groundwork is being used to develop a clear path for other companies to follow suit. In contrast, in states that allow multiple pathways to purchase advanced energy onsite and offsite, following through on renewable energy commitments simply requires that a company do the due diligence to select a pathway and execute a deal. While this work can itself be significant, it is much easier without the added complexity of regulatory and market barriers.

COMPANIES ARE SEEKING ADVANCED ENERGY ACROSS THE MAP

Companies headquartered across the country are setting renewable energy and/or sustainability targets—and they often want to site projects close to their operations, which are even more spread out.

Amazon, headquartered in Seattle, Wash., recently negotiated an innovative deal with Dominion Virginia Power to match the price of its utility-delivered electricity and the price of its wind PPAs in the PJM market. The company has PPAs with wind facilities in Ohio, Indiana, and North Carolina, and a solar facility in Virginia.

Ford Motor Company, headquartered in Dearborn, Mich., also has operations in Illinois, Missouri, Kentucky, and Ohio. **The Dow Chemical Company,** based in Midland, Mich., has operations in 25 states across the country.

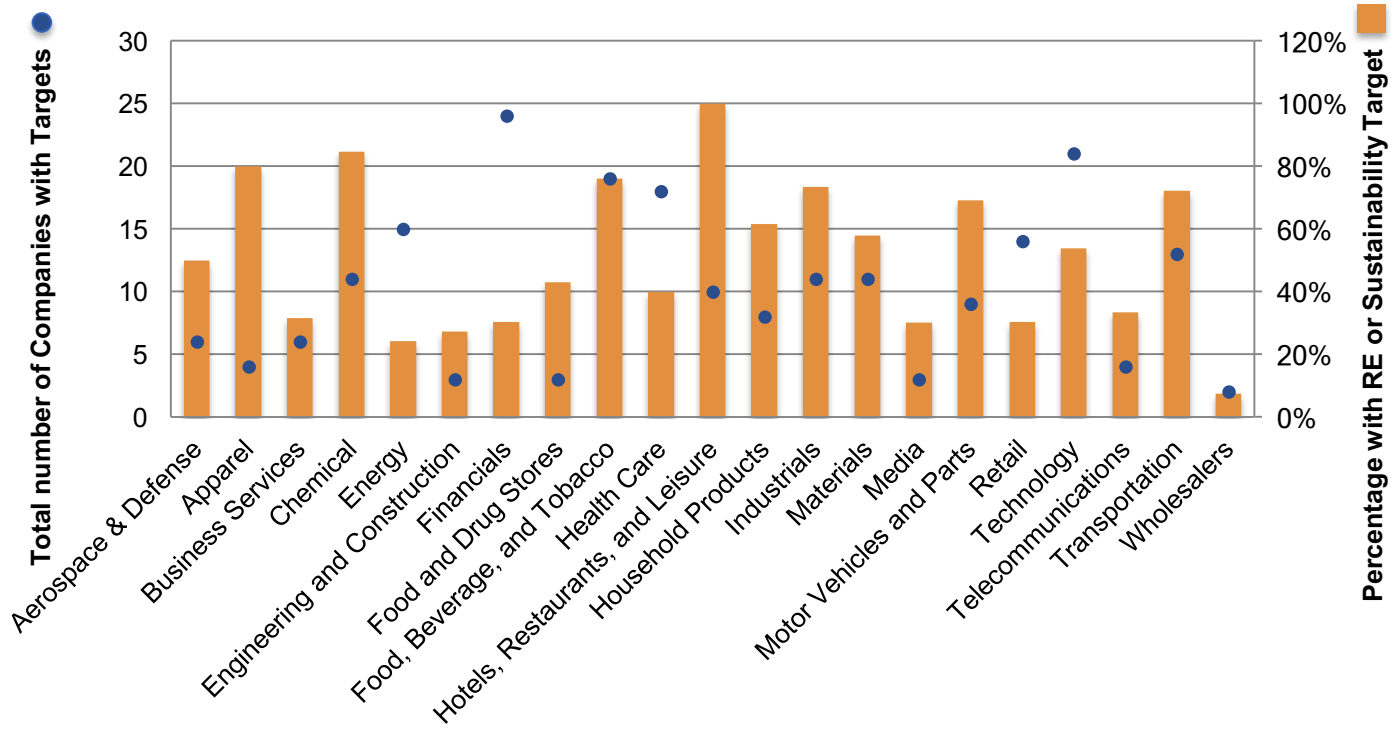


Walmart is headquartered in Bentonville, Ark., but the company has stores in all 50 states, with renewable energy projects in 17 states, and 470 onsite and offsite projects around the world.

As companies with operations generally spanning many states, the Fortune 100 and Fortune 500 are faced with a patchwork of different choices when sourcing advanced energy. In some states, these companies can pursue either onsite or offsite projects with relative ease, while in other states such options are either very difficult to negotiate or off the table entirely. Leading companies have thus far made a lot of progress toward their goals by pursuing projects in states without regulatory or market barriers, and by negotiating one-off deals in states that do have barriers. Smaller companies—those lower down on the Fortune 500 list, or off the Fortune 500 list—are often financially and logistically unable to navigate these market and regulatory barriers. Large and small companies alike would reach (or, in some cases, maintain) their goals much more readily and cost-effectively if their options to do so extended across the entire footprint of their operations—that is to say, collectively, all 50 states.

TARGETS SPAN ALL SECTORS

Hospitality, chemical, and apparel lead with 100%, 85%, and 80% of companies setting targets, respectively.



Looking at the commitments across the Fortune 500 by sector, it is clear that setting renewable energy and sustainability targets is not a sector-specific trend, but rather an economy-wide norm.

Of course, there are outliers on both sides. Leading sectors in 2016 are hotels, restaurants, and leisure (10 of 10 companies); chemical (11 of 13 companies); apparel (4 of 5 companies); food, beverage, and tobacco (19 of 25 companies); industrials (11 of 15 companies); transportation (13 of 18 companies); and motor vehicles and parts (9 of 13 companies). Sectors lagging behind are wholesalers (2 of 27 companies); energy (15 of 62 companies); and engineering and construction (3 of 11 companies). This sector-by-sector clustering of leading and lagging companies may reflect a certain degree of peer leadership, with target-setting becoming a norm more rapidly in certain sectors than others.

Interestingly, with only four exceptions, the top-ranked Fortune 500 company within each sector did have a target—and there were only two sectors in which there were no companies in the top three that had set a renewable energy and/or sustainability target (wholesalers and business services).

If companies are following their peers, we can expect to see the portion of companies that have set renewable energy and/or sustainability targets to continue to rise above the current 71% and 43% for the Fortune 100 and Fortune 500, respectively. As these figures rise, so too will the urgency to develop clear and replicable pathways for companies to follow through on these commitments across all 50 states.

A note on methodology: The tallies of company commitments are based on publicly available information, gathered in August, 2016. Companies with recently achieved targets were included. Only companies with numeric targets were included in the targets, i.e., companies with aspirational goals to "rely more on renewable energy" were not counted as having a target. Company examples are based on press releases and other publicaly available information. The Fortune 500 list, sector breakdown, and headquarter locations all came from Fortune.com.

ATTACHMENT KLO-2

Bellwether
RESEARCH & CONSULTING

To: Interested parties

From: Christine Matthews

Date: January 31, 2018

Subject: Survey of Republican voters on energy issues

Bellwether Research conducted a telephone survey (49% cell phone) among 600 Indiana Republican voters from September 5-7, 2017. The margin of error for this survey is ± 4% in 95 out of 100 cases.

Key Findings:

- Six-in-ten Republican voters say the issue of renewable energy is very or somewhat important to them when considering how they vote, and 58% say they would be more likely (27% less likely) to support a candidate for elected office who favors increasing the use of renewable energy.
    - The issue of renewable energy is a strong motivator for Republican women, 68% of whom say it is an important voting issue to them (and 66% are more likely to vote for a candidate in support of increased renewable energy).
    - 72% of Republicans age 65 or older say the issue is important to their vote.
- Survey respondents said they would like to see the U.S. focus more on natural gas (58% more emphasis) and solar power (51%), in particular.
- Republicans want to see Indiana put more emphasis (44%) on producing renewable energy (12% less emphasis) and six-in-ten say *at least* a quarter of Indiana's energy should come from renewable energy sources – a plurality (45%) would like to see *nearly half or more* come from renewable energy.
- A plurality (44%) want to see elected officials do more to encourage the development and use of renewable energy. Just 11% say they should do less, and 42% say they should do about the same as they are now.
- Nearly seven-in-ten favor requiring utilities to gradually increase the amount of renewable energy they use over the next decade, while just 28% oppose this idea.
- Three-fourths support ending the monopoly on electricity in the state in favor of a free market system where customers have choices about where and how they get their energy.
- An overwhelming 87% favor continuing to give electricity customers the fair market value for the electricity they produce through solar panels.
- Nine-in-ten want to see electric utilities provide cost-effective programs so customers can make energy efficient upgrades to their homes or businesses.
- Seven-in-ten favor having electric utilities install advanced technology meters in homes so customers can monitor and adjust energy use.
- Not surprisingly, a slim majority (52%) of Republicans say they would not pay more in the short term for energy coming from renewables, but 45% said they would.