

1 **Q. Has Newfoundland Power completed an analysis of the revenue it would have**
2 **received under a renewed Joint Use Facilities Partnership Agreement? If so, please**
3 **provide it.**

4
5 A. Yes.

6
7 Exhibit 8 to Newfoundland Power's evidence filed in support of this Application
8 provides the *pro forma* revenue requirement impacts on the Company of the sale of 40%
9 of Joint Use Support Structures and the 2011 Joint Use Agreement, as compared with a
10 renewal of the 2001 Joint Use Facilities Partnership Agreement to reflect current
11 financial parameters. In preparing this exhibit, the Company completed an analysis of
12 the revenue it would have received under a renewed 2001 Joint Use Facilities Partnership
13 Agreement ("JUFPA").

14
15 Attachment A provides Newfoundland Power's analysis of the revenue it would have
16 received under a renewed JUFPA.

Estimated Annual Revenue from Pole Attachment

Estimated Attachment Revenue
Assuming Renewal of the 2001 Joint Use Facilities Partnership Agreement
to Reflect Current Financial Parameters

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Bell Aliant Attachment Rental Revenue					
Total Distribution Poles ¹	289,310	293,235	297,160	301,085	305,010
Bell Aliant Joint Use Percentage ²	<u>72.43%</u>	<u>72.43%</u>	<u>72.43%</u>	<u>72.43%</u>	<u>72.43%</u>
Forecast Number of Bell Aliant Attachments	209,547	212,390	215,233	218,076	220,919
Attachment Rental Rate (\$ per year) ³	<u>30.53</u>	<u>30.86</u>	<u>31.14</u>	<u>31.44</u>	<u>31.71</u>
Forecast Bell Aliant Attachment Rental Revenue	6,397,469	6,554,355	6,702,355	6,856,309	7,005,341
Cable Television Service Provider (CATV) Attachment Rental Revenue					
Forecast Number of CATV Attachments ⁴	122,947	124,078	125,220	126,372	127,535
Attachment Rental Rate (\$ per Month) ⁵	<u>1.2129</u>	<u>1.2299</u>	<u>1.2444</u>	<u>1.2587</u>	<u>1.2741</u>
Forecast CATV Attachment Rental Revenue	1,789,468	1,831,242	1,869,885	1,908,773	1,949,908
Forecast Total Attachment Rental Revenue	<u>8,186,937</u>	<u>8,385,597</u>	<u>8,572,240</u>	<u>8,765,082</u>	<u>8,955,249</u>

Attachment Rental Rate Escalation

CATV Attachment Rental Rate	1.2129	1.2299	1.2444	1.2587	1.2741
CPI - Newfoundland ⁶	119.80	122.60	125.00	127.40	130.00
CPI Factor ⁷		1.402%	1.175%	1.152%	1.224%
Bell Aliant Attachment Rental Rate	30.53	30.86	31.14	31.44	31.71
GDP Implicit Deflator - Canada ⁸	126.20	128.90	131.30	133.80	136.10
GDP Factor ⁹		1.070%	0.931%	0.952%	0.859%

Notes

¹ Estimated number of distribution poles is based on historical 5-year average growth.

² Percentage of joint use poles allocated to Bell Aliant based on 2001 Joint Use Facilities Partnership Agreement.

³ For 2011, this is the estimated attachment rental rate for Bell Aliant. Beyond 2011, it is escalated at GDP Factor.

⁴ For 2011, this is the actual number of CATV attachments used for billing. Beyond 2011, estimated annual growth rate of attachments is 0.92%, based on analysis of historical data.

⁵ For 2011, this is the estimated attachment rental rate for CATV. Beyond 2001, it is escalated at CPI Factor. CATV attachment rentals are billed monthly; the equivalent annual rate for 2011 is approximately \$14.55.

⁶ Provincial Consumer Price Index as published by the Conference Board of Canada on October 28th, 2010.

⁷ The CPI Factor is calculated as 60% of the annual increase in CPI for Newfoundland.

⁸ Forecast of implicit deflator for GDP as published by the Conference Board of Canada on October 28th, 2010.

⁹ The GDP Factor is calculated as 50% of the annual increase in GDP Implicit Deflator for Canada.