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COUNCIL OF THE CITY OF PHILADELPHIA

3

COMMITTEE ON FINANCE

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Room 400, City Hall
Philadelphia, Pennsylvania
Tuesday, February 20, 2007
10:15 a.m.

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9

PRESENT:

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COUNCILWOMAN JANNIE BLACKWELL, CHAIR

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COUNCILMAN DARRELL L. CLARKE

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COUNCILMAN W. WILSON GOODE, JR.

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COUNCILMAN WILLIAM GREENLEE

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COUNCILMAN JAMES F. KENNEY

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COUNCILMAN BRIAN J. O'NEILL

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COUNCILMAN JUAN RAMOS

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COUNCILWOMAN BLONDELL REYNOLDS BROWN

18

COUNCILMAN DANIEL SAVAGE

19

COUNCILWOMAN MARIAN B. TASCO

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BILLS 060052, 060108, 060109, 070047, 070048
and 070075

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V A R A L L O Incorporated

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Litigation Support Services

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Eleven Penn Center

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COUNCILWOMAN BLACKWELL: Good

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morning. Thank you all for being here.

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This is a continuation of a recessed

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hearing for some issues and a new hearing

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for others.

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We have a quorum present for

8

our Finance Committee. To my left,

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Councilman Goode. To his left,

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Councilwoman Tasco. To my right,

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Councilman Greenlee, and also for the

12

purposes of our quorum, we will recognize

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Councilman Kenney, who is also here.

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Having said that, that will allow us to

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formally begin our hearings, and we thank

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all of you for being here.

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Today, the Finance Committee

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was to consider Bill No. 060052 removing

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Wachovia Bank as an authorized City

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depository and we were to have people

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testifying on that bill, including our

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Finance Director and Treasurer, as well

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as CLS and the lawyers for the Wachovia

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Bank. Because of unforeseen

25

circumstances due to illness, that

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 Committee hearing will be continued until
3 March 5th at 1:00 p.m. So anyone who is
4 here -- and this is agreed to by the
5 sponsor of the bill, Councilman Goode,
6 that we continue this hearing until March
7 5th at 1:00 p.m. So if there's anyone
8 here for the Wachovia issue, you will
9 know that we will not be hearing that
10 today, but we will be hearing that in the
11 near future.

12 The next issue that we will
13 hear today deals with PGW, and we will
14 ask those present to testify, if they
15 would come forward as we have the Clerk
16 read the title of the bills with regard
17 to PGW. And I ask that you overlook my
18 glasses. It slows me down, because I
19 really can't see.

20 But we will have the Clerk read
21 the title of the bills regarding PGW
22 today.

23 THE CLERK: Bill 070047, an
24 ordinance amending Bill No. 051138,
25 approved December 22, 2005, entitled

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 "Authorizing, generally, the continued
3 issuance and sale by the City of
4 Philadelphia of Gas Works Revenue Notes
5 of the City, prescribing the forms of
6 notes and providing for their execution
7 and payment, pledging certain revenues of
8 the Gas Works as security, adopting a
9 rate covenant and directing the
10 imposition and collection of rates and
11 charges sufficient to comply therewith,
12 prescribing the conditions precedent to
13 the issuance of specific series of notes,
14 including a resolution passed by the Bond
15 Committee providing for establishment of
16 credit support for notes, providing for
17 designation of a fiscal agent and sinking
18 fund depository, providing for
19 establishment of a sinking fund and its
20 management, providing remedies upon
21 default, and providing for amendments and
22 modifications," to increase the aggregate
23 principal amount of Gas Works Revenue
24 Notes that may be outstanding at any one
25 time; and authorizing an amendment to the

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 Agreement between the City of
3 Philadelphia and the Philadelphia
4 Facilities Management Corporation for the
5 Management and Operation of the
6 Philadelphia Gas Works; and
7 Bill 070048, an ordinance
8 constituting the Nineteenth Supplemental
9 Ordinance to the General Gas Works
10 Revenue Bond Ordinance of 1975;
11 authorizing the Mayor, the City
12 Controller and the City Solicitor, or a
13 majority of them, to sell, either at
14 public or private sale, Gas Works Revenue
15 Bonds, Nineteenth Series, of the City of
16 Philadelphia, in one or more subseries to
17 be issued to pay the cost of refunding or
18 redeeming all or a portion of certain
19 outstanding Gas Works Revenue Bonds and
20 other Project Costs, as hereinafter more
21 particularly described, and authorizing
22 the application of proceeds of the
23 Nineteenth Series Bonds for such
24 purposes; authorizing the City of
25 Philadelphia to obtain credit enhancement

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 for the Nineteenth Series Bonds;
3 authorizing the City of Philadelphia to
4 enter into swap agreements or exchange
5 agreements with respect to the Nineteenth
6 Series Bonds; determining the sufficiency
7 of Project Revenues; covenanting the
8 separation of Gas Works revenue accounts
9 and proceeds of the Nineteenth Series
10 Bonds from general accounts of the City
11 of Philadelphia; covenanting the payment
12 of interest and principal on and
13 specifying the purpose of the Nineteenth
14 Series Bonds; authorizing covenants and
15 actions in order that the Nineteenth
16 Series Bonds shall not be arbitrage
17 bonds; authorizing the Nineteenth Series
18 Bonds to be issued in book-entry form and
19 providing book-entry provisions to apply
20 in such case; and providing that this
21 ordinance is supplemental to the 1975
22 General Ordinance and that the provisions
23 of the 1975 General Ordinance, to the
24 extent not modified, amended or
25 superseded by this ordinance, are

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 applicable; and

3 Finally, Bill 070075, an
4 ordinance constituting the Eighth
5 Supplemental Ordinance to the General Gas
6 Works Revenue Bond Ordinance of 1998;
7 authorizing the Mayor, the City
8 Controller and the City Solicitor, or a
9 majority of them, to sell, either at
10 public or private sale, Gas Works Revenue
11 Bonds, Seventh Series, of the City of
12 Philadelphia in one or more subseries to
13 be issued to pay the costs of certain
14 capital projects as hereinafter more
15 particularly described, and the cost of
16 refunding or redeeming all or a portion
17 of certain outstanding Gas Works Revenue
18 Bonds and other Project Costs, as
19 hereinafter more particularly described;
20 and authorizing the application of
21 proceeds of the Seventh Series Bonds for
22 such purpose; authorizing the City to
23 obtain credit facilities in the forms of
24 credit enhancement and liquidity for the
25 Seventh Series Bonds; authorizing the

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 City to enter into one or more Qualified
3 Swap Agreements with respect to all or a
4 portion of the Seventh Series Bonds;
5 determining the sufficiency of Gas Works
6 Revenues; covenanting the separation of
7 Gas Works revenue accounts and proceeds
8 of the Seventh Series Bonds from general
9 accounts of the City; covenanting the
10 payment of interest on and principal of
11 and specifying the purposes of the
12 Seventh Series Bonds; authorizing
13 covenants and actions in order that the
14 Seventh Series Bonds shall not be
15 arbitrage bonds; authorizing the Seventh
16 Series Bonds to be issued in book-entry
17 form and providing book-entry provisions
18 to apply in such case; and providing that
19 this ordinance is supplemental to the
20 1998 General Ordinance and that the
21 provisions of the 1998 General Ordinance,
22 to the extent not modified, amended or
23 superseded by this ordinance, are
24 applicable.

25 COUNCILWOMAN BLACKWELL: Thank

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 you very much.

3 The Chair notes that to my
4 right is Councilwoman Blondell Reynolds
5 Brown, who is also present for our
6 Committee hearing, and now we see our
7 Finance Director, who is here, who will
8 begin his testimony and certainly present
9 our other witnesses who are here. Thank
10 you.

11 MR. JANNETTI: Thank you, Madam
12 Chair. Good morning, Councilwoman
13 Blackwell and members of the Finance
14 Committee.

15 COUNCILWOMAN BLACKWELL: Good
16 morning.

17 MR. JANNETTI: I'm Vince
18 Jannetti, Acting Director of Finance of
19 the City. With me are Joseph Bogdonavage
20 to my left, Senior Vice-President at the
21 Philadelphia Gas Works, and to my right
22 is Joe Golden, PGW's Controller. Also
23 with us are other representatives of PGW.
24 We are here to testify on behalf of Bill
25 Nos. 070047, 070048 and Bill No. 070075.

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 Council Bill 070047 will
3 authorize the amendment of Bill No.
4 051138 approved on December 22, 2005 to
5 increase the principal amount of
6 Philadelphia Gas Works Revenue Notes
7 authorized for issuance to an aggregate
8 amount not to exceed \$200 million, and,
9 consistent with such amendment, further
10 authorizes the amendment of the agreement
11 between the City and the Philadelphia
12 Facilities Management Corporation for the
13 management and operation of PGW.

14 The increase in the
15 authorization amount from 150 to 200
16 million will provide financial
17 flexibility to PGW if the need arises to
18 utilize additional liquidity to finance
19 purchases of natural gas, the increased
20 cost of natural gas inventory and the
21 customer accounts receivable. The
22 increase in the authorization amount
23 shall not be effective until after May
24 29, 2007, which is the expiration date of
25 PGW's current agreement with the

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 consortium of banks that provide the
3 credit support.

4 At this time, we would like to
5 offer for the Committee's consideration
6 an amendment to Bill No. 070047, which
7 has been requested by the Gas Commission.
8 The amendment is intended to state the
9 actual dollar amount of the short-term
10 debt limit stated in the management
11 agreement rather than having such amount
12 stated as a cross-reference to the
13 ordinance passed by City Council that
14 sets such limit.

15 Council Bill 070048 will
16 authorize the City to issue Philadelphia
17 Gas Works Revenue Bonds, Nineteenth
18 Series, in an aggregate principal amount
19 of up to 17 million to refinance certain
20 bonds issued under Philadelphia Gas Works
21 Revenue Bond Ordinance of 1975, the "1975
22 Ordinance." The City will not execute
23 this transaction unless we can achieve a
24 net present value savings of at least
25 three percent of the principal amounts of

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 the bonds to be refunded.

3 Council Bill 070075 will
4 authorize the City to issue Philadelphia
5 Gas Works Revenue Bonds, Seventh Series,
6 in an aggregate amount of up to \$221
7 million, consisting of up to \$200 million
8 to finance PGW capital improvements and
9 up to 21 million to refinance certain
10 bonds issued under the General Gas Works
11 Revenue Bond Ordinance of 1998, the "1998
12 Ordinance." The City will not execute
13 the refinancing transactions unless we
14 can achieve, again, the net present value
15 savings of at least three percent of the
16 principal amounts of the bonds to be
17 refunded.

18 At this time, we request an
19 amendment to Bill No. 070075 to indicate
20 that only one issuance of bonds, whether
21 in one or more subseries, to finance
22 capital improvements under this ordinance
23 is authorized, and if the amount of such
24 issuance is less than \$200 million, then
25 the City will not be authorized to issue

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 any additional subseries of bonds for
3 capital improvements pursuant to the bond
4 authorization contained in this
5 ordinance.

6 All revenues pledged to secure
7 the payment of the new money and
8 refunding bonds will be derived from
9 rents, rates and charges imposed by PGW.
10 None of the bonds that will be issued
11 under these ordinances will have any
12 recourse to the revenues of the City's
13 General Fund.

14 Finally, as required in Section
15 8 of the First Class City Revenue Bond
16 Act in Section 4.03(a) of the 1975 and
17 1998 Ordinances, as the Acting Director
18 of Finance of the City of Philadelphia, I
19 have transmitted my financial reports
20 regarding the financial viability of the
21 Gas Works system and its ability to repay
22 the additional debt associated with Bill
23 Nos. 070048 and 070075.

24 This concludes my written
25 testimony. I would like to request a

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 suspension of rules for Bill Nos. 070047,
3 070048 and 070075 to allow for first
4 reading at the next session of City
5 Council.

6 I'd be happy to answer any
7 questions the Committee may have.

8 COUNCILWOMAN BLACKWELL: Thank
9 you very much.

10 More testimony?

11 MR. BOGDONAVAGE: Yes. Good
12 morning, Councilwoman Blackwell and
13 members of the Finance Committee. I'm
14 Joseph R. Bogdonavage, Senior
15 Vice-President of Finance of PGW. I'm
16 here also to testify on behalf of Council
17 Bills 070047, 48 and 75 and explain PGW's
18 capital expenditure program and the
19 funding requirements that Council Bill
20 070075 will satisfy by issuing up to \$200
21 million of Seventh Series 1998 Ordinance
22 bonds.

23 As Mr. Jannetti has also
24 explained, Council Bill 75 provides for
25 an aggregate principal amount of up to

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2 \$21 million to help pay the refinancing
3 costs of certain outstanding revenue
4 bonds that were already issued under the
5 1998 Ordinance to achieve debt service
6 savings.

7 Also, Council Bill 070048
8 authorizes the issuance of refunding
9 bonds up to \$17 million to refinance
10 certain obligations that were outstanding
11 under the 1975 Ordinance also to achieve
12 debt service savings. In addition to
13 that, Council Bill 070047 authorizes PGW
14 to continue the issuance from time to
15 time of Gas Works Revenue Notes of the
16 City of Philadelphia to be secured by a
17 pledge of revenues of the Gas Works as
18 security in an aggregate amount not
19 exceeding \$200 million. Currently, PGW's
20 outstanding authority is at \$150 million,
21 and as Mr. Jannetti had pointed out, this
22 agreement with the consortium of banks
23 expires on May 29, 2007.

24 In addition, we also have
25 representatives from Black and Veatch,

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2 the engineering firm who performed the
3 feasibility study, available to answer
4 any questions that may arise regarding
5 PGW's capital improvement program
6 projections.

7 The bonds that we're preparing
8 to issue right now are the Seventh Series
9 1998 Ordinance bonds of \$200 million of
10 new money funding to support PGW's
11 capital improvement program. These bonds
12 are necessary as a result of requirements
13 of PGW's capital improvement program over
14 the next six to seven years. Currently,
15 PGW has about \$40 million of funds
16 available from a prior bond series to
17 fund capital investment in projects, and
18 I would just like to highlight the five
19 or six major programs that PGW is
20 embarking on with the use of the capital
21 improvement funds.

22 Currently, we have about \$45
23 million to replace our cast iron mains,
24 while related services and other facility
25 improvements will total nearly 97 million

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2 over the three-year period from 2007
3 through 2009. In addition, we are asking
4 for funding support to provide Phase 2's
5 expansion of PGW's Richmond LNG
6 Liquefaction Facility. That project is
7 estimated at about 27.3 million. In
8 addition, we also have 26.1 million to
9 fund PGW's AMR Replacement Program and to
10 replace meter and regulator facilities.

11 As you may or may not know, PGW
12 has about 500,000 automatic meter-reading
13 devices installed in residential accounts
14 throughout the City, and some of these
15 AMR devices are running up to their end
16 of their useful life and we're embarking
17 on a replacement program, targeting to
18 replace all the residential AMR devices.

19 In addition, we also have \$20
20 million of funding to upgrade PGW's
21 customer billing system. The balance of
22 the proceeds of the bonds will be used to
23 pay off costs involved with other
24 projects related to computer and vehicle
25 replacements, funding the reserve fund,

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 deposit credit enhancements if needed and
3 the cost of issuance.

4 Currently, PGW has been
5 mandated by its Board of Directors as
6 well as the Public Utility Commission of
7 Pennsylvania to undertake these critical
8 investments that were referred to above,
9 and to that end, PGW will have funding
10 construction activities this fall and
11 winter from its own operating fund flows.
12 If the bonds are not timely sold, the
13 company will not be able to reimburse
14 itself for these advances and may not
15 have sufficient funds to operate the
16 utility through the next winter heating
17 season.

18 As a result of the First Class
19 City Bond Act and applicable ordinances,
20 the Finance Director has provided a
21 report regarding the appropriateness and
22 feasibility of the issuance of these
23 bonds based on an engineering study
24 prepared by Black and Veatch.

25 Black and Veatch has four major

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 components that they talk about to
3 satisfy the covenant requirements: that
4 the PGW system is organized and operated
5 and maintained at a level equal to, or in
6 excess of, all regulatory requirements
7 and generally accepted industry
8 practices; PGW's facilities are in good
9 operating condition; PGW's gas supply,
10 including the purchase of spot market
11 gas, anticipated additional contract
12 supplies plus supplemental gas
13 capacities, as well as its pipeline
14 transport capacity to move these supplies
15 to PGW, are adequate to meet PGW's
16 projected demand on a day of maximum
17 demand, a peak hour and also a peak day.

18 In addition, the capital
19 improvements proposed during the
20 construction period from September 2006
21 through August of 2012 will, along with
22 continued good operation and maintenance
23 practices, enable PGW to maintain its
24 system in good operating condition, and a
25 review of present management practices

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 indicates that the good operation is
3 likely to continue.

4 In addition, PGW has been
5 comparably managed and operated as a gas
6 distribution facility.

7 In addition, they provide a
8 financial feasibility study, and the
9 project revenues and Gas Works revenues,
10 which are pledged as security for the
11 bonds issued under '75 and 1998
12 ordinances respectively, are projected to
13 be sufficient to comply with the
14 covenants set forth in Section 4.03(b) of
15 the '75 General Ordinance and Section
16 4.03(b) of the 1998 General Ordinance.

17 In addition, PGW is asking for
18 timely approval of its commercial paper
19 expansion. PGW is currently approaching
20 the renewal date of this agreement with
21 its consortium of banks that provide the
22 credit support. PGW is currently
23 authorized at a 150 million level. As a
24 result of the volatile natural gas
25 markets, PGW is planning to seek an

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 additional 50 million in added liquidity
3 to fund the potential growth in
4 inventories and customer accounts
5 receivable in the future.

6 PGW in the past has had a very
7 difficult time securing additional
8 sources of liquidity and without coming
9 to the City for working capital needs,
10 the additional 50 million would make it
11 very less likely that we would be
12 requiring the City of Philadelphia to
13 provide future assistance.

14 In addition, as we pointed out,
15 PGW has used the commercial paper program
16 over its life to fund its current working
17 capital needs, and as a result of last
18 winter's spike in natural gas prices,
19 which were the result of the hurricanes
20 that were in the Gulf in the fall of
21 2006, PGW had a very difficult time
22 maintaining enough liquidity, and as a
23 result of that last year were put on a
24 negative watch by Fitch rating agencies.
25 As a result of the continued improvement

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 that PGW has experienced in its
3 collection rate and the liquidity sources
4 it's been able to garner, PGW is removed
5 from a negative watch by Fitch and has
6 now placed a stable outlook on PGW.

7 In addition to that, Moody's
8 also has PGW as a stable outlook, and
9 Standard and Poor's currently has us as a
10 negative outlook, but we're under review
11 at this point in time.

12 PGW's commercial paper program
13 was instituted in 1982 to provide the
14 financing that I spoke of earlier. It's
15 the major source of liquidity that PGW
16 has. The ordinance as it was initially
17 amended was at \$100 million. Subsequent
18 to that, as a result of some of the
19 difficulties PGW experienced in the early
20 '90s and late '90s, it was reduced to \$80
21 million. Starting again in 2005, in
22 August, the consortium of banks did
23 increase it to \$100 million, and we did
24 renegotiate the fee at that point in time
25 to save somewhere between \$250 and

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 \$750,000.

3 This time last year in January
4 of 2006 the consortium of banks also
5 increased the maximum level from \$100 to
6 \$150 million at any one time, and PGW is
7 just asking Council authority right now
8 to provide the ability to authorize PGW
9 to go to \$200 million if the need
10 requires.

11 That's all the testimony I have
12 at the moment. I'd be happy to answer
13 any questions.

14 COUNCILWOMAN BLACKWELL: Thank
15 you. Is there any more testimony?

16 MR. JANNETTI: No.

17 COUNCILWOMAN BLACKWELL: Thank
18 you. Let me ask just a few questions.

19 With regard to on Page 2 of
20 your testimony, you mention No. 3, \$26.1
21 million to provide for meter replacement.
22 Is that program now completed citywide?

23 MR. BOGDONAVAGE: Madam Chair,
24 the original program has been completely
25 brought up to the 500,000 residential

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 customers we currently have. This
3 additional funding is now to replace
4 those meters in those particular premises
5 on an ongoing basis so that we don't have
6 a default when we try to read these and
7 again get into the whole situation with
8 estimated bills.

9 Currently, the system is about
10 99.1 percent accurate on providing actual
11 reads for customer billings. This is
12 more the replacement program. The
13 original program has been fully
14 implemented.

15 COUNCILWOMAN BLACKWELL: The
16 Chair notes that Councilman Juan Ramos is
17 here as well.

18 On Page 5, No. 3, you mention
19 in the last phrase, it says "and/or file
20 for rate relief" if PGW doesn't realize
21 this hundred million per year in
22 permanent revenue enhancements. Could
23 you expand on that?

24 MR. BOGDONAVAGE: Yes.
25 Currently, PGW filed in December of 2006

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 for a hundred million dollar increase in
3 its base rates. This is the first time
4 that the company has embarked on a
5 program that will structurally change
6 PGW's balance sheet. We're looking to
7 increase the hundred million dollars in
8 base rates so that we will be able to
9 continue to pay down our long-term debt
10 and possibly fund a lot of our capital
11 expenditures on an ongoing basis instead
12 of borrowing from the marketplace, where
13 PGW currently has been at a very vicious
14 cycle over the last ten years that we've
15 been going back to Wall Street to borrow
16 money for capital spending every two
17 years. PGW has virtually had no internal
18 generation of funds for its capital
19 programs since the early 1990s.

20 Basically, what my comment here
21 was that if we don't prevail on the
22 hundred million dollar base rate
23 increase, not all of the structural
24 changes that PGW anticipates would
25 probably come to the forum. What we're

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 asking here and as part of Black and
3 Veatch's feasibility study, we did have
4 four or five points that we wanted to
5 structurally change the company, and as I
6 pointed out, they were internal
7 generation of funds for capital, paying
8 down long-term debt, paying down
9 short-term debt and also providing any
10 additional funds we may need for
11 increased operating expenses that have
12 occurred since our last increase in 2002.

13 Basically, all the comment is
14 mentioning is if PGW is to continue to
15 meet all of its structural changes, it
16 will need the better part of that hundred
17 million dollars and, as they point out,
18 we would either reduce our internal
19 expenditures, try to find other sources
20 of revenues or file for, as a last
21 resort, an additional rate relief from
22 the PUC.

23 COUNCILWOMAN BLACKWELL: And as
24 I say every time I see you, and I'm sure
25 that I speak for all members of this

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 Committee when I say -- because I note on
3 the next page, No. 6, you talk about
4 filing for a base rate increase of a
5 hundred million on December 22, 2006, but
6 all we need do is look in the newspaper
7 every day and see fires. I have the
8 newspapers in my office, but I'm sure you
9 read them as well. We hear about fires
10 all the time, and it's because people
11 can't pay.

12 I do not support an increase,
13 even though we know you go to the state
14 for it, but our people can't pay more
15 money for gas. If you think people are
16 dying now, try to increase the rates and
17 see what you get. It won't be on my
18 conscience, because I'll do whatever I
19 can in my position to fight it, and I
20 believe that my Committee members will
21 agree with me on that regard.

22 With regard to Page 5, No. 4
23 where you talk about write-offs, explain
24 that. Explain that in more detail, if
25 you would.

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 MR. BOGDONAVAGE: Councilwoman,
3 currently, PGW's revenues on an annual
4 basis are approaching \$900 to \$950
5 million. PGW historically has collected
6 around 92 percent of its customer
7 billings over a wide range of years.
8 We've seen additional improvements in our
9 collection factor over the last three to
10 four years, where we've actually gone
11 from about 87 percent in 2003 to 91
12 percent plus in 2004 to almost 95 percent
13 in '05 and now over 96 percent currently
14 at the end of August of 2006.

15 Basically, this is that four
16 percent differential that we're looking
17 at based on about a hundred -- or a
18 billion dollars of revenue, that PGW
19 currently expects that the bad debt
20 expense would be in the vicinity of \$45
21 to \$50 million over the forecast period,
22 even including a 95 percent collection
23 factor.

24 COUNCILWOMAN BLACKWELL: Well,
25 on Page 6 at the top, No. 8, you mention

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 18 million annual payback that the City
3 would be granted in Fiscal Years '07
4 through '10, through 2010. If PGW did
5 not return that money, would that stop
6 you from filing for a rate increase, if
7 you had that \$18 million?

8 MR. BOGDONAVAGE: Well,
9 Councilwoman, unfortunately PGW did file
10 a rate increase back in December with the
11 PUC, but obviously as we go through the
12 process, the hearing process with the
13 Public Utility Commission, all
14 discussions will be made regarding the
15 settlement of that case, and this may be
16 one of the items that might be able to be
17 discussed as a partial settlement of the
18 case and not requesting the full \$100
19 million. But as I point out, we would
20 need all of the intervenors to get behind
21 that program.

22 COUNCILWOMAN BLACKWELL: I tell
23 you, I won't have it on my conscience
24 that we support it so far as I am
25 concerned, a rate increase for people who

1 2/20/07 - FINANCE - BILL 070047, ETC.
2 can't pay now. Every day, every day we
3 see the Fire Commissioner on TV. People
4 who didn't know him know him now. And
5 it's in my district, it's in everybody's
6 district. And so that's a real, real --
7 that's a very, very important point for
8 us.

9 MR. BOGDONAVAGE: Councilwoman,
10 just along that point, PGW has many
11 different programs to assist customers in
12 the payment -- troubled customers in
13 staying current with their bills, and we
14 will make every effort through our
15 outreach program to make sure that as
16 many people as need assistance can be
17 provided.

18 COUNCILWOMAN BLACKWELL: The
19 problem now is if you're cut off, you
20 need like a thousand dollars to get cut
21 on. So if you could get cut on, maybe
22 you could do an agreement, but nobody has
23 turn-on fees. People don't have -- if
24 they have a thousand dollars, they
25 wouldn't be behind in the first place.

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2 So the cut-on fees that came into
3 existence, I don't know, several months
4 ago, they make it impossible for people
5 to get turned on. So you're going to
6 find that people aren't doing it because
7 they don't have the turn-on fees. They
8 don't have them.

9 I see that in No. 1 your
10 collection rate is 96.6 percent. So
11 you're doing what you can to collect, but
12 we have to consider in these times -- you
13 know, we want full tax valuation, we want
14 an increase in gas. I don't know
15 where -- all people will do is suffer and
16 die.

17 What does No. 2, recent
18 historical trends, mean?

19 MR. BOGDONAVAGE: Councilwoman,
20 basically what has happened over the last
21 few years as a result of the higher
22 prices of gas and also the trend where a
23 lot of people are making structural
24 improvements to their facilities is that
25 basically we have seen about a 5 billion

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2 cubic feet reduction in our annual

3 throughput that customers use.

4 Currently, PGW had been experiencing

5 somewhere around 58 BCF as its permanent

6 firm load. That's dropped to around 52

7 or 53 BCF, and as a result of this, PGW

8 is losing its \$4.21 base rate revenues to

9 cover its fixed costs. Part of the

10 hundred million dollar base rate increase

11 is to recoup some of this loss that PGW

12 has suffered as a result of continued

13 customer usage drops in what they had

14 experienced historically.

15 COUNCILWOMAN BLACKWELL: Thank

16 you. I'm sorry. I was distracted.

17 I see here in No. 5 that you

18 mentioned an estimated \$20 million for a

19 new billing system.

20 MR. BOGDONAVAGE: Yes.

21 Currently, the product that we have is

22 about seven years old now. The SPL

23 product has been customized many, many

24 times internally and also with the

25 consultant's help. There is a new

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2 iteration coming to its new modules, and
3 PGW at this point in time had conducted a
4 study to find out our best options at
5 this point in time, and rather than go
6 out and completely replace the program,
7 we're going to upgrade the existing
8 facility with the help of the current
9 billing consultant, and this is planned
10 over the next two to three years. It was
11 included originally in PGW's 2008 capital
12 budget. But we're still reviewing the
13 process here, and as we go along over the
14 next six to 18 months, PGW will decide
15 which way to proceed on the upgrade of
16 its billing system.

17 COUNCILWOMAN BLACKWELL: There
18 is always a problem with billing because
19 John and Jane Q. Public have no way they
20 can understand that their bill could be
21 vastly different based on the cost of gas
22 coming into the country. That's always a
23 problem. You get seniors who say, I paid
24 \$35 last month, why is my bill 125? So
25 that's a serious issue.

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2 Let me ask one more question,
3 then I'll open the floor to my
4 colleagues.

5 In the other Philadelphia Gas
6 Works report you gave us dealing with
7 tax-exempt commercial paper, on Page 4,
8 you say that if the ordinance is adopted,
9 there will be no additional cost to PGW.
10 Is this what you referred to before
11 unless and until the level of tax-exempt
12 commercial paper program is actually
13 increased to \$200 million?

14 MR. BOGDONAVAGE: Yes,
15 Councilwoman. Currently, PGW doesn't
16 have any plans to issue the additional
17 \$50 million. We're only asking City
18 Council's permission to increase the
19 authorized level not to exceed \$200
20 million, which is \$50 million higher than
21 it currently is. And this is just to
22 provide the access to liquidity that the
23 rating agencies have continued to harp
24 about with PGW not having enough
25 liquidity to meet its operational and

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2 working capital needs.

3 So PGW currently has no plans
4 and there won't be any increase to the
5 ratepayers as a result of this unless
6 it's absolutely necessary, but at this
7 time, we're only asking for Council
8 authority. Secondarily, we do have to go
9 to the Gas Commission to ask their
10 permission if we were to issue the
11 additional 50 million, but as I pointed
12 out, PGW currently is only asking for
13 Council approval and the authority to go
14 to that limit if need be.

15 COUNCILWOMAN BLACKWELL: Well,
16 we're happy to work obviously with you
17 and we request that you keep us informed
18 as we go along with this whole issue of a
19 rate increase to the citizens of the City
20 who elect us.

21 MR. BOGDONAVAGE: Councilwoman,
22 we'll be happy to continue to brief you
23 on all the poignant subjects that PGW has
24 over the next few months.

25 COUNCILWOMAN BLACKWELL: Thank

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2 you.

3 Questions from my colleagues?

4 COUNCILWOMAN TASC0: Yes.

5 COUNCILWOMAN BLACKWELL:

6 Councilwoman Tasco.

7 COUNCILWOMAN TASC0: Thank you.

8 Good morning.

9 MR. JANNETTI: Good morning.

10 COUNCILWOMAN TASC0: You talked
11 about not raising -- taking the extra \$50
12 million, but could you tell me what would
13 be the circumstances that you might go
14 for the extra 50 million, and if you had
15 to go to the additional 50 million, how
16 much would it cost the ratepayer?

17 MR. BOGDONAVAGE: Councilwoman,
18 as you can remember last year, PGW was
19 purchasing its gas supplies post
20 hurricane season where the cost of the
21 gas went from probably in the \$7 or \$8 an
22 MCF range to almost \$12 to \$15. As a
23 result of that, PGW's gas bill over its
24 three basic winter months was about \$200
25 million. At that point in time, PGW had

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2 exhausted all reasonable liquidity
3 streams that it had. We did go to
4 Council last year in January to increase
5 the commercial paper. And it would be
6 these kind of circumstances where we had
7 a tremendous spike in the natural gas
8 prices that PGW would consider asking for
9 the other \$50 million of liquidity to
10 help fund these working capital
11 requirements.

12 COUNCILWOMAN TASCO: And would
13 it cost the ratepayer any more?

14 MR. BOGDONAVAGE: What we're
15 looking for at this time is a
16 restructuring of our fee. The current
17 program, we pay, I think, 150 basis
18 points on the utilized level and 75 on
19 the unutilized portion. We're in the
20 discussion with banks right now and we're
21 looking for a substantial fee reduction,
22 because this would be a last resort type
23 of liquidity. So right now we're looking
24 at somewhere in the 15 to 20 basis points
25 amount, which if we went back and forth

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2 on that would be somewhere around
3 \$500,000 to \$625,000. That would be the
4 last resort. But we would certainly be
5 discussing with the banks a fee reduction
6 to hold that amount that would be passed
7 on to ratepayers to the bare minimum.

8 COUNCILWOMAN TASC0: Are the
9 banks ready to increase your letter of
10 credit this much and why?

11 MR. BOGDONAVAGE: Excuse me? I
12 didn't hear the question.

13 COUNCILWOMAN TASC0: Are the
14 banks ready to increase the letter of
15 credit to \$200 million and, if so, why?

16 MR. BOGDONAVAGE: We have been
17 in discussions with the banks. We had an
18 update annual meeting with them in the
19 month of January. The banks at that time
20 were apprised of PGW's position. Through
21 negotiations with the consortium of
22 banks, at the first glance that we have
23 starting the negotiations, there seems to
24 be an appetite from the banks to provide
25 that additional \$50 million liquidity.

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2 As I pointed out, right now we're
3 negotiating a fee structure. If we don't
4 like the fee structure that we currently
5 are getting from the banks, obviously we
6 will not be issuing that \$50 million.

7 But for many, many years, the
8 banks that were supporting PGW have been
9 there for us and have stepped up to the
10 plate again now with the improvements
11 that PGW has had in its finances. The
12 banks, at least at this point, perceive
13 PGW to be less of a risk and have
14 authorized an increase in the \$150 to
15 \$200 million, although we haven't acted
16 upon it yet.

17 COUNCILWOMAN TASC0: So if you
18 go from the \$150 to the \$200 million, the
19 banks, will they charge you for holding
20 the 50 million? Will there be a cost on
21 the extra 50 million?

22 MR. BOGDONAVAGE: That was what
23 I discussed. The fee structure, if we
24 had to go with the fee structure
25 currently, we'd be paying probably over

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2 three-quarters of a million dollars in
3 costs. We're not looking to increase the
4 additional 50 million by that type of an
5 interest cost. We're looking to have
6 something as basically a stand-by
7 commitment so that we would keep our
8 additional costs down to a bare minimum,
9 somewhere under \$100,000 if it had to be
10 acted upon.

11 COUNCILWOMAN TASC0: PGW's
12 final repayment of the \$45 million loan
13 is now due by August 31, 2008. Does PGW
14 view the \$50 million additional
15 commercial paper as more or less a
16 replacement for the additional liquidity
17 provided by the City loan?

18 MR. BOGDONAVAGE: Councilwoman,
19 obviously all of our liquidity and cash
20 streams would be taken into account.
21 We're not looking to see the additional
22 50 million as a replacement for that 45.
23 Obviously if we prevail with the base
24 rate increase, that will provide some
25 flexibility for us, so that it would make

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2 it probably less likely that we would
3 have to go to the extra 50 million on the
4 commercial paper. But we don't look at
5 the commercial paper as just a changing
6 out of that \$45 million commitment. The
7 company has discussed with the Finance
8 Director's office that obviously we will
9 do everything in our power to repay the
10 \$45 million when it's due in August of
11 2008, but basically the rate increase and
12 the continued improvement in our
13 collection rate is what would be
14 paramount to helping us pay that 45 back
15 timely.

16 COUNCILWOMAN TASCO: Beginning
17 several years ago PGW had to buy some of
18 its gas supply under agreements which let
19 it defer payments to the future. This
20 cost ratepayers some extra fees. When
21 Council increased PGW's commercial paper
22 maximum to \$150 million about a year ago,
23 PGW indicated it did not expect to have
24 any more of these gas deals, and during
25 2006 did you not?

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2 MR. BOGDONAVAGE: That's
3 correct, Councilwoman. This current
4 authorization, which provided an
5 additional 50 liquidity, plus a softening
6 in the natural gas markets, PGW did not
7 have to enter into any third-party
8 deferral agreements with our pipeline
9 suppliers. That is correct.

10 COUNCILWOMAN TASCO: Will you
11 make the same representation today, that
12 if PGW's commercial paper maximum is
13 increased further to 200 million, no
14 delayed payment gas deals will need to be
15 done?

16 MR. BOGDONAVAGE: Councilwoman,
17 it would be very unlikely that we would
18 do that, but obviously we would stay in
19 touch with the Gas Commission and Council
20 if anything along those lines were to pop
21 up at any point in time. But currently,
22 we're not looking over this refill season
23 in the spring and summer that we would
24 have any trouble providing the additional
25 liquidity from internal sources. So

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2 we're not at this point in time looking
3 to do any deals for 2007.

4 COUNCILWOMAN TASC0: I have a
5 question that's off base. Maybe
6 Mr. White might have to -- and you
7 probably can answer this, too.

8 Last January there was a spike
9 in the gas bills. I noticed mine
10 particularly, because it went from sort
11 of what it was to maybe like \$800 for the
12 month I was billed in January. Can you
13 explain what happened with that spike?
14 Because in relationship to what
15 Councilwoman Blackwell says, it places a
16 hardship on people who cannot pay, and we
17 have a lot of senior citizens on fixed
18 income who are budgeted, and when they
19 get that spike, what accommodations are
20 made for those individuals if they can't
21 meet the payment?

22 MR. BOGDONAVAGE: Councilwoman,
23 obviously PGW has an equal monthly
24 payment plan, the budget billing, where
25 we can stretch out those payments so you

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2 don't get typically hit with a tremendous
3 bill in the winter usage season. That
4 program is available to most all of the
5 residential customers, which would help
6 alleviate and better space out the
7 payment of the gas bill over an annual
8 basis.

9 But to your point, if you
10 remember last year, the first half of
11 December -- and, again, I don't know what
12 billing cycle you're presently on -- was
13 very, very cold last December. In
14 addition with that, PGW's gas cost rate
15 was approaching \$12.56 at that time,
16 roughly about a 33 percent increase from
17 only earlier in the fall season. So the
18 combination of the cold weather in the
19 month of December and the additional gas
20 cost rate that PGW had to pass on for the
21 gas it purchased was probably one of the
22 overriding issues on why customer bills
23 were that high in the month of January
24 last year. We're probably looking at
25 somewhat of a less circumstance this

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2 current year since our gas cost rate is
3 reduced by about \$2 compared to last
4 year, but as you may know, over the last
5 two weeks in February, the weather has
6 been very, very cold and, unfortunately,
7 those people that had made arrangements
8 to get on to the budget billing will
9 probably see a very high spike in their
10 gas bills in the month of late February
11 or early March, depending on your billing
12 cycle.

13 COUNCILWOMAN TASC0: Well, if
14 the gas cost rate is going up in the
15 middle of the winter -- and people
16 sometimes self-budget and then can pay
17 their bill, but what happens if it goes
18 up and suppose you don't get all of the
19 bill, say, in February because it was so
20 high in January. Do you make any
21 accommodation for that?

22 MR. BOGDONAVAGE: Well, I
23 think -- yes, we can make accommodations,
24 Councilwoman. Obviously we'd like people
25 to stay current on the budget bill, but

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2 we will work with all customers to try to
3 keep -- obviously there is a moratorium
4 in place from the Public Utility
5 Commission that residential customers are
6 very unlikely to be shut off between
7 December 1st and March 31st. So they may
8 fall behind in their budget billing, but
9 obviously the Gas Works would continue to
10 provide gas service and work with those
11 delinquent customers to assure that
12 service is continued and we would try to
13 make any agreements that would be
14 satisfactory both to the customer and
15 also to the utility.

16 COUNCILWOMAN TASCO: Okay.
17 Thank you.

18 Are there any other questions?
19 I have a lot more.

20 COUNCILWOMAN BLACKWELL: The
21 Chair certainly will call -- we just want
22 to note the presence of Councilman
23 O'Neill and Councilman Savage. All
24 members of the Finance Committee, save
25 one, who is in a meeting on biosolids,

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2 are present.

3 Councilwoman Tasco, you may
4 continue.

5 As soon as I told my neighbor I
6 had this meeting today, she said, Oh,
7 yeah, we already got a rate increase. So
8 she raised the same issue you raised,
9 that she saw a spike in her bill.

10 COUNCILWOMAN TASCO: They were
11 going to cut me off because I sent part
12 of the bill.

13 COUNCILWOMAN BLACKWELL: It's
14 an issue --

15 COUNCILWOMAN TASCO: And I pay
16 the bill every month, but they were going
17 to cut me off. They called me and said,
18 We're going to cut you off, because I had
19 such a spike and I'm self-budgeted, but
20 there was such a spike, they were going
21 to just cut me off.

22 COUNCILWOMAN BLACKWELL: Years
23 and years ago, maybe in the '70s, before
24 half of you were born, probably around
25 19 --

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2 COUNCILWOMAN TASC0: I was
3 going to be the poster child for
4 cut-offs. That's what was happening.

5 COUNCILWOMAN BLACKWELL: --
6 when Lucien and I fought PGW, our bill
7 during then, during that time, was
8 between 980 and 1,300 a month, and I'm
9 talking a million years ago. So we still
10 have to be watchful and careful.

11 Councilwoman Tasco, I'm
12 finished my questions.

13 COUNCILWOMAN TASC0: Just one
14 more.

15 On Page 3 of your testimony,
16 you stated that PGW has been mandated not
17 only by the PFMC Board of Directors but
18 also by the Public Utility Commission to
19 undertake the capital investments you
20 list on Page 2 and 3, which include the
21 Phase 2 LNG plant and the billing system
22 upgrade projects.

23 Would you please tell us
24 exactly when and how the PUC mandated PGW
25 to undertake either of these two

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2 projects?

3 MR. BOGDONAVAGE: Obviously the
4 regulatory commission is looking for
5 reliability of supply, and I'll defer to
6 Mr. White if I can't properly answer the
7 question. But obviously we've undertaken
8 studies internally looking at PGW's
9 liquefaction facilities. To the end, the
10 Public Utility Commission wants
11 reliability supplied both internally and
12 also by PFMC. Specifically, they haven't
13 mandated that we actually do that project
14 or the billing system, but our Board of
15 Directors has approved our capital
16 program for the next three to five years.
17 These are two large projects that we're
18 contemplating doing.

19 As you may know, as part of the
20 Gas Commission's ongoing hearing process,
21 PGW has sent a letter to the Chairwoman,
22 Chairwoman Tasco, asking basically that
23 we defer out of the 2008 capital budget
24 both of these programs pending further
25 evaluation. It doesn't mean that the

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2 programs will not be going forth in the
3 near future. It's just that at this
4 point in time, we need to reevaluate our
5 position, look at the costs involved and
6 also the timing of when these projects
7 will come to fruition. But the Black and
8 Veatch report that we have here that
9 backs up the feasibility of this does
10 have both of these projects in over the
11 five-year horizon, although the timing of
12 this right now for 2008 looks very
13 unlikely.

14 But basically when we look at
15 the two projects in tandem, we're looking
16 at reliability of supply from the LNG
17 plant and also reliability of the billing
18 system so that we don't replicate what
19 had had happened around the 2000 year
20 when PGW represented its ill-fated
21 billing system at that point in time.

22 COUNCILWOMAN TASC0: Well, if
23 you don't get all the necessary
24 approvals, will you be able to spend all
25 the \$200 million bond proceeds in time to

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2 avoid any federal penalties?

3 MR. BOGDONAVAGE: Yes, we will.

4 We most likely will not be using internal
5 generation of source of funds if that's
6 the case, but we don't see any problem
7 with spending even with these two
8 projects missing. As I pointed out,
9 currently, without these two projects,
10 we're probably spending in the \$65 to \$70
11 million range over the next three years.
12 Right now we have about 40 million of
13 proceeds available from our most recent
14 bond sale in 2005. If we were to sell
15 the \$200 million, we would probably
16 receive about 175 in proceeds. So that's
17 about \$215 million. That approximates
18 what the capital spending without these
19 two projects could be over the next three
20 years.

21 So we don't anticipate any
22 problems on a rebate of arbitrage on the
23 use of the proceeds of the Seventh
24 Series.

25 COUNCILWOMAN TASCO: Okay.

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2 Thank you.

3 COUNCILWOMAN BLACKWELL:

4 Councilman Greenlee.

5 COUNCILMAN GREENLEE: Thank
6 you, Madam Chair.

7 Just a quick follow-up on one
8 earlier Councilwoman Tasco question. I
9 think you said that between now and March
10 31st you'll work with the customers to
11 try to make sure that there won't be
12 shut-offs. Can you get a little more
13 specifically what exactly you mean by
14 that when you say work with them?

15 MR. BOGDONAVAGE: Councilman,
16 currently, PGW and all the utilities in
17 the Commonwealth of Pennsylvania are
18 under a moratorium on shut-offs through
19 March 31st. Obviously if I mentioned
20 March 31st as a point, I misspoke. We
21 work with the customer all through this
22 process. It's just that through March
23 31st obviously we will not be shutting
24 off residential customers and we'll do
25 everything in our power to make sure that

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2 we can reach a settlement or an agreement
3 on how they may pay back part of their
4 delinquent bill.

5 COUNCILMAN GREENLEE: Okay.

6 But I guess what I'm getting at, like
7 what outreach exactly do you do? Like
8 the Councilwoman said, after falling
9 behind a little bit, she got a shut-off
10 letter. I mean, is there a follow-up or
11 is the next step with the customer?

12 MR. BOGDONAVAGE: Well, what we
13 would like to do obviously, if customers
14 are of a low income, about 150 percent of
15 poverty, we have outreach for LIHEAP,
16 which is the federal government program
17 for low income assistance. Also, we
18 would work with the Crisis grants, which
19 are those grants that are given to
20 customers to alleviate a shut-off notice.

21 In addition to that -- and I'll
22 let Mr. Hershey expand upon it -- there's
23 also a City program that's been funded up
24 to the tune of about \$200,000 that we can
25 make available to certain customers if

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2 they qualify to make sure that they stay
3 on the system and not have their gas
4 interrupted. And obviously as we come
5 out of the winter moratorium, we'll make
6 any agreements that we feel are
7 reasonable with the customer so that we
8 can assure ourselves that we'll have a
9 timely repayment over a number of months
10 or years on our gas bill and also make it
11 affordable for the customer. But I'll
12 defer to Mr. Hershey.

13 COUNCILMAN GREENLEE: I know
14 Mr. Hershey and I have talked about this
15 previously, but I was just trying to get
16 on record specifically what kind of
17 things are done.

18 MR. HERSHEY: Thank you,
19 Councilman.

20 Mr. Bogdonavage has hit most of
21 the key points here and, that is, as a
22 customer gets in trouble with payments,
23 we try to move them into CRP if they're
24 eligible, which is, of course, the most
25 affordable option; move them into budget

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2 billing if they're not eligible for CRP;
3 look for various grants that might be
4 available, and that starts with the
5 traditional LIHEAP Cash and Crisis
6 grants. The City has stepped forward
7 with a small pot of money that assists
8 customers who are vulnerable that we're
9 able to draw down on. And in addition,
10 PGW, working with ACORN, has persuaded
11 the state to come up with a larger pot of
12 money that we're drawing down, and we
13 began telephoning last week for those
14 customers who are off, to Councilwoman
15 Blackwell's point earlier, so that we can
16 bring them back on, provide service when
17 we might not otherwise have been able to
18 do that.

19 COUNCILMAN GREENLEE: Okay.

20 MR. HERSHEY: We also have a
21 very aggressive outreach program. I'm
22 sure you've seen some of the signs on the
23 buses. We've distributed literature in
24 various places. Part of the agreement
25 with ACORN is that the neighborhood

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2 energy centers and ACORN itself will
3 provide outreach through their own
4 organizations to supplement the outreach
5 that we do.

6 COUNCILMAN GREENLEE: Thank
7 you. And I particularly support that
8 telephone contact by PGW. I think that
9 makes a lot of sense. Thank you,
10 Mr. Hershey.

11 Thank you, Madam Chair.

12 COUNCILWOMAN BLACKWELL: Thank
13 you very much.

14 Are there further questions
15 from members of the Committee?

16 (No response.)

17 COUNCILWOMAN BLACKWELL: Seeing
18 none, we are going to have the Clerk read
19 the title of the bill dealing with City
20 depositories. We neglected to read it
21 earlier, before we enter into a stated
22 meeting.

23 MR. BOGDONAVAGE: Councilwoman
24 Blackwell, I appreciate your time, and
25 all the members of the Finance Committee.

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2 COUNCILWOMAN BLACKWELL: Thank
3 you. Thank you.

4 Clerk, would you please read
5 the title of Bill No. 060052.

6 THE CLERK: Bill 060052, an
7 ordinance amending Section 19-201 of The
8 Philadelphia Code, entitled "City
9 Depositories," by revoking the depository
10 status of Wachovia Bank, and revising the
11 list of City depositories, under certain
12 terms and conditions.

13 COUNCILWOMAN BLACKWELL: Thank
14 you very much. If there are no further
15 questions from members of the Committee,
16 we will conclude our hearing part of our
17 meeting and we will enter into -- yes,
18 sir. Did you want to testify?

19 MINISTER MERRETAZON: Yes,
20 ma'am.

21 COUNCILWOMAN BLACKWELL: The
22 hearing is recessed until the 19th with
23 regard to depositories, sir.

24 MINISTER MERRETAZON: I
25 understand. I would like to make it a

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2 matter of record.

3 COUNCILWOMAN BLACKWELL:

4 Certainly.

5 MINISTER MERRETAZON: I'd like

6 to say good morning to City Council.

7 COUNCILWOMAN BLACKWELL: Good

8 morning.

9 COUNCILWOMAN BROWN: Good

10 morning.

11 MINISTER MERRETAZON: My name

12 is Minister Ari Merretazon. I'm the

13 Board member of the National Coalition of

14 Blacks for Reparation of America. I

15 represent the Northeast Region as that

16 Board member. I'm a member of the

17 Philadelphia Chapter.

18 I have a statement here that

19 I'd like to read into the record in

20 respect to requesting the City Council of

21 Philadelphia to revoke the depository

22 status of Wachovia Bank.

23 And I'm reading. On June 1,

24 2005, Wachovia Corporation announced that

25 the company had completed research on its

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2 predecessor institutions. That research
3 revealed that two predecessor
4 institutions; namely, the Georgia
5 Railroad and Banking Company and the Bank
6 of Charleston, owned slaves. We find
7 that settlement -- while only those two
8 predecessor institutions owned slaves, we
9 find that statement to be disingenuous,
10 misleading and factually untrue.

11 The 102-page Wachovia report
12 referenced in Wachovia's letter of
13 December 30, 2005 only covered 19 of
14 Wachovia's predecessor institutions and
15 omitted information about approximately
16 381. For example, researchers only
17 reviewed 20 linear feet of microfiche
18 material at the Historical Society of
19 Pennsylvania, leaving approximately 130
20 linear feet of microfiche account ledgers
21 unviewed.

22 N'COBRA submits that many of
23 Wachovia's predecessors not disclosed
24 were corporate entities owning
25 plantations, railroads and shipping lines

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2 and other mercantile enterprises, which
3 supported and advanced the slave trade
4 and they profited therefrom. In essence,
5 the findings of the report left the true
6 picture of Wachovia predecessors'
7 involvement in the holocaust of
8 enslavement on the research floor, in
9 microfiche trays and in file drawers.

10 Arrogantly, Wachovia is not
11 complying with the requirements of
12 Section 17-104, Prerequisites to the
13 Execution and Validity of City Contracts,
14 as stated in its letter to you dated
15 December 30, 2006. In the last sentence
16 Wachovia says, quote, "Wachovia does not
17 intend to make reparations," unquote.

18 The referenced letter was submitted to
19 you with full knowledge that more than
20 two of the predecessors benefitted from
21 slavery or owned slaves. For example --
22 and I give about six examples -- the
23 Philadelphia Bank, a predecessor of
24 Wachovia, profited from slavery through
25 its many investments in banks based in

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2 slave states. The Philadelphia Bank
3 invested in railroad companies located in
4 slave states. Slave labor was common
5 among southern railroad companies. The
6 bank invested in the Chesapeake and
7 Delaware Canal, which was built in
8 slaveholding lands. The Philadelphia
9 Bank held 136 shares of Planters Bank of
10 Tennessee, valued at at that time \$100 a
11 share, and 140 shares of stock in the
12 North Tennessee Railroad Company, valued
13 at that time at \$10 a share. The report
14 confirms several specific connections
15 between Farmers' and Mechanics' Bank of
16 Philadelphia and profits derived from
17 slavery. The bank also had investments
18 in the Grand Gulf Railroad and Banking
19 Company, notoriously known to use slave
20 labor.

21 Two, the report confirms that
22 Girard National Bank, a predecessor of
23 Wachovia, profited from slavery through
24 the transacting of business with the New
25 Orleans Canal and Banking Company, which

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2 mortgaged slaves as collateral.

3 And when I'm talking about
4 slaves, we're talking about humans here.

5 Third, the Bank of Baltimore, a
6 predecessor of Wachovia, profited from
7 slavery through the State of Maryland's
8 investment in the bank itself and the
9 bank's investment in United States bonds.
10 The Bank of Baltimore received the
11 state's investment while it was a slave
12 state. The Bank of Baltimore invested in
13 United States bonds while the United
14 States was taxing slaves as assets. Its
15 founders, Christopher Johnson, Louis
16 Pascault and George Salmon, all owned an
17 undetermined number of slaves.

18 Four, Robert Morris and Thomas
19 Willing, founders of the Bank of North
20 America and elected officials of
21 Philadelphia and the Commonwealth of
22 Pennsylvania, owned a 1,500-acre indigo
23 plantation of the Mississippi River and a
24 3,000-acre plantation in Baton Rouge,
25 Louisiana. One of their -- I'll bypass

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2 their advertisement they used. It's very
3 uncomfortable for me to read at this
4 time.

5 No. 5, the list contained in
6 "Slaves and Slave owners in
7 Pennsylvania," the William and Mary
8 Quarterly, 1973, matched 186 names of
9 depositors of the Bank of North America.
10 Stocks and dividends were also found in
11 the name of the Agriculture Bank of
12 Mississippi and the Mechanics and Traders
13 Bank of New Orleans.

14 Six, Wachovia, through its
15 predecessor institutions, starting with
16 its enabling institution, the Bank of
17 North America, directly or indirectly
18 subjected the ancestors of
19 African-Americans to inhumane treatment,
20 physical and mental abuse, torture and
21 starvation, and subjected
22 African-Americans of today through the
23 continued effects of the original acts,
24 including, but not limited to, race
25 discrimination, unequal opportunity,

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2 poverty, substandard healthcare,
3 substandard accommodations, substandard
4 housing, substandard education and unjust
5 incarceration, racial profiling and
6 inequitable pay.

7 Wachovia has improperly
8 benefitted from the immoral and inhuman
9 institution of slavery in the United
10 States. Wachovia has failed to honestly
11 and completely account for and/or return
12 two African-Americans the value of their
13 ancestors' slave labor it inherited.
14 Wachovia has concealed the nature and
15 scope of their participation in the
16 institution of slavery and the
17 inheritance therefrom, particularly their
18 ownership and/or control of tobacco
19 plantations in Winston-Salem, North
20 Carolina, where many of Philadelphians
21 have family ties.

22 Additionally, according to
23 released findings by the National
24 Community Reinvestment Coalition, NCRC,
25 entitled "Banks Doing Better in

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2 Philadelphia, but Significant Credit Gaps
3 Remain," commissioned by the Philadelphia
4 City Council, continuing vestiges of the
5 enslavement of black people by Wachovia
6 are exemplified in that report. Namely,
7 Wachovia made the lowest percentage of
8 home purchase loans to African-Americans;
9 Wachovia was found to have the worst
10 denial disparity ratios for both home
11 purchase and home improvement lending to
12 African-Americans; third, Wachovia ranked
13 last in providing equitable access to
14 small business loans.

15 Consequently, because of its
16 failure to disclose fully and voluntarily
17 its predecessor participation in and
18 profiting from the holocaust of
19 enslavement of blacks in the slave trade
20 in America and because of the findings of
21 the disparity study by the NCRC, Wachovia
22 is not in compliance with the
23 requirements of Section 17-104,
24 Prerequisites to the Execution and
25 Validity of City Contracts.

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2 Therefore, we are asking your
3 offices, the City Council of
4 Philadelphia, to require Wachovia to
5 provide the following: A full impartial
6 study on the impact of its participation
7 in the holocaust of enslavement on
8 African-Americans. Now, this requirement
9 for a full study covering Wachovia's
10 predecessor institutions' participation
11 in the institution of slavery follows the
12 same reasoning of purpose under-girding
13 HR 40, a bill for a study on the impact
14 of slavery on African-Americans, before
15 the United States House of
16 Representatives, sponsored by Congressman
17 John Conyers.

18 And, two, a financial
19 reparations plan based on its full
20 disclosure of its predecessor
21 institutions' profiting from slavery and
22 the contemporary vestiges of slavery.

23 Further and lastly, if Wachovia
24 refuses to do the above, we ask that this
25 City Council issue subpoenas for the

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2 production of documents which could show
3 the current-day effects of enslavement on
4 blacks as participated in by Wachovia
5 predecessor institutions. Failing this,
6 we request each member of the City
7 Council to vote yes to revoke Wachovia's
8 depository status.

9 Thank you for the opportunity,
10 and I engage any questions.

11 COUNCILWOMAN BLACKWELL: Thank
12 you very much for your testimony,
13 Mr. Merretazon. We will be announcing
14 that we'll have hearings again on the
15 19th at 2:00 on this issue.

16 MINISTER MERRETAZON: Thank you
17 very much.

18 COUNCILWOMAN BLACKWELL: Is
19 there anyone else here who would like to
20 testify on either bill, PGW or the
21 Wachovia Bank issue?

22 (No response.)

23 COUNCILWOMAN BLACKWELL: Thank
24 you very much.

25 Yes, sir. Come forward.

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2 MR. JONES: I'm Jasper Jones.

3 I'm with the Center for Economic and
4 Social Justice, and what I'd like to do
5 is put into the record the historical
6 problem that we're facing here. I have a
7 written document and I'd like to get your
8 e-mail address and send that to you.

9 Basically, the situation with
10 PGW has to do with peak oil and our
11 failure to implement strategies to deal
12 with that. Fifteen years ago, to give
13 you an example, DuPont saw that peak oil
14 was coming, and all of their products are
15 produced mostly by plant oils.
16 Philadelphia, when PGW was first formed,
17 produced sin gas rather than natural gas,
18 because that was the cheapest strategy
19 available. We should now take and
20 reorganize the Water Department and the
21 Philadelphia Gas Works so that we take
22 the millions of cubic feet of methane gas
23 that's burned off every day by the sewage
24 department and produce sin gas by
25 enriching it with hydrogen. That would

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2 allow the billion dollars that we're
3 giving big oil for natural gas to stay in
4 Philadelphia County and allow us to take
5 that billion dollars and use it to
6 educate our people who are incarcerated
7 from Philadelphia County and give them
8 decent jobs.

9 The capital to do this is
10 available from the Co-op Bank, and I
11 represent a person who has the ability to
12 represent the City properly in this
13 reorganization plan. It does not make
14 any economic sense to continue along this
15 strategy, given that we have a date
16 certain when we're not going to have
17 natural gas available and its price is
18 going to be constantly increasing and be
19 unaffordable to the majority of citizens
20 of Philadelphia County. We need to look
21 outside of the box and begin to deal with
22 our problems in an economic manner rather
23 than having these crisis hearings and
24 trying to patch something that cannot be
25 fixed because of a structural problem

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2 that's worldwide.

3 My background, so that you
4 understand that I'm not just talking off
5 my head, I have a degree, as my friend
6 sitting there knows, from the Wharton
7 School and I specialized for the last 30
8 years in this type of system
9 implementation. And this is a doable
10 project that has all types of benefits
11 for the City and would allow us to come
12 out of the problem that we're having now
13 and move us back to what we were as a
14 world manufacturing center. Philadelphia
15 was once a world manufacturing center
16 because we had an education system that
17 worked and we had cheap water and energy
18 available for business and manufacturing
19 so they could produce competitive
20 products. We no longer have that, so we
21 now have the situation that we are faced
22 with, which is basically it's not
23 affordable for the people that live here
24 who are just normal residents to function
25 and it doesn't make any sense for a

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2 manufacturing business to stay here.

3 That's why we have been losing

4 manufacturing jobs for the last 30 years.

5 This proposal that I put on the

6 table will produce jobs internally and

7 allow that billion dollars to stay in

8 Philadelphia County. We need to take a

9 look at that, and I have given to several

10 of the Councilpeople an ordinance

11 proposal that deals with these issues and

12 introduces access to the people and

13 institutions that have the capacity to

14 make this happen. I'd like to follow up

15 with the Councilpeople, if that's

16 possible, to discuss this in detail after

17 this meeting.

18 Thank you.

19 COUNCILWOMAN BLACKWELL: Thank

20 you very much.

21 Are there any questions for

22 this witness?

23 (No response.)

24 COUNCILWOMAN BLACKWELL: Thank

25 you very much.

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 Is there anyone else here who
3 would like to testify?

4 (No response.)

5 COUNCILWOMAN BLACKWELL: Thank
6 you very much. We will conclude our
7 hearing and enter our stated meeting.

8 The Chair will recognize
9 Councilman W. Wilson Goode with regard to
10 an amendment to Bill No. 060052. As you
11 will note, the amendment was circulated
12 earlier adding another bank to the list
13 for depositories, and the Chair will
14 recognize Councilman Goode for a motion.

15 COUNCILMAN GOODE: Thank you,
16 Madam Chair. I believe the amendment to
17 Bill No. 060052 has been circulated. To
18 run through the technical amendments as
19 they are, very quickly, I'm amending
20 Section 1 to add Sovereign Bank as to
21 make it consistent with Bill 070091,
22 which I introduced last Thursday. I am
23 striking Section 2 of the bill,
24 consistent with a City Law Department
25 opinion, which is attached to the

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2 amendment. I'm striking Section 3 of the
3 bill for similar reasons. In essence,
4 No. 2 and No. 3, if we are to strike
5 Wachovia Bank, the bill itself does not
6 need to say why or when.

7 So I move for the adoption of
8 the amendment to Bill No. 060052.

9 (Duly seconded.)

10 COUNCILWOMAN BLACKWELL: It has
11 been moved and seconded that the
12 amendment to Bill No. 060052 be adopted.

13 All in favor will say aye.

14 (Aye.)

15 COUNCILWOMAN BLACKWELL:

16 Opposed?

17 (No response.)

18 COUNCILWOMAN BLACKWELL: The
19 ayes have it and so the amendment is
20 passed.

21 The Chair recognizes Councilman
22 Goode for a motion on the bill, as
23 amended.

24 I'm sorry. That's right.

25 After I announced it three times, I

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2 neglected it.

3 To note, the amendment is
4 adopted and the bill will be heard with
5 the other bills on biosolids on March
6 19th, not March 5th, as I said earlier,
7 but March 19th at 2:00 p.m. So Bill No.
8 060052, that amendment and that amended
9 bill will be heard March 19th at 2:00
10 p.m., as will Bill No. 060108 and 060109,
11 which are on the biosolids.

12 The Chair now recognizes
13 Councilwoman Tasco on an amendment to
14 Bill No. 070047.

15 COUNCILWOMAN TASCO: Madam
16 Chair, I move that the amendment to Bill
17 070047 be adopted.

18 (Duly seconded.)

19 COUNCILWOMAN BLACKWELL: It has
20 been moved and seconded that the
21 amendment to Bill No. 070047 be adopted.

22 All in favor will say aye.

23 (Aye.)

24 COUNCILWOMAN BLACKWELL:

25 Opposed?

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 (No response.)

3 COUNCILWOMAN BLACKWELL: The
4 ayes have it and the amendment is
5 adopted.

6 The Chair now recognizes
7 Councilwoman Tasco for a motion on the
8 amended bill.

9 COUNCILWOMAN TASCO: Madam
10 Chair, I move that Bill 070047, as
11 amended, be reported out of Committee
12 this day, with a request for a suspension
13 of the rules so that this bill can be
14 heard at the next Council session.

15 (Duly seconded.)

16 COUNCILWOMAN BLACKWELL: It has
17 been moved and seconded that Bill No.
18 070047, as amended, be reported out of
19 Committee and, further, that the rules of
20 Council be suspended so as to permit
21 first reading at our next session of
22 Council.

23 All in favor will say aye.

24 (Aye.)

25 COUNCILWOMAN BLACKWELL:

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 Opposed?

3 (No response.)

4 COUNCILWOMAN BLACKWELL: The
5 ayes have it and so the bill passes.

6 The Chair recognizes Councilman
7 O'Neill with regard to Bill No. 070048.
8 A suspension of the rules is requested.

9 COUNCILMAN O'NEILL: Madam
10 Chair, I move that Bill No. 070048 be
11 reported out of this Committee with a
12 favorable recommendation and also a
13 recommendation that the rules of Council
14 be suspended to allow first reading.

15 (Duly seconded.)

16 COUNCILWOMAN BLACKWELL: It has
17 been moved and seconded that Bill No.
18 070048 be reported out of Committee with
19 a favorable recommendation and,
20 furthermore, that the rules of Council be
21 suspended so as to permit first reading
22 at our next session of Council.

23 All in favor will say aye.

24 (Aye.)

25 COUNCILWOMAN BLACKWELL:

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 Opposed?

3 (No response.)

4 COUNCILWOMAN BLACKWELL: The
5 ayes have it and so the bill passes.

6 The Chair recognizes
7 Councilwoman Reynolds Brown with regard
8 to an amendment to Bill No. 070075.

9 COUNCILWOMAN BROWN: Thank you,
10 Madam Chair. I move that Bill No. 070075
11 be amended.

12 (Duly seconded.)

13 COUNCILWOMAN BLACKWELL: It has
14 been moved and seconded that Bill No.
15 070075 be amended.

16 All in favor will say aye.

17 (Aye.)

18 COUNCILWOMAN BLACKWELL:

19 Opposed?

20 (No response.)

21 COUNCILWOMAN BLACKWELL: The
22 ayes have it and so the amendment is
23 adopted.

24 The Chair now recognizes
25 Councilwoman Reynolds Brown with a motion

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 with regard to approval of the amended
3 bill, with a suspension of the rules.

4 COUNCILWOMAN BROWN: Thank you,
5 Madam Chair. I move that Bill No.
6 070075, as amended, be reported out of
7 Committee with a favorable recommendation
8 and further move that the rules of
9 Council be suspended as to permit first
10 reading at the next scheduled session.

11 (Duly seconded.)

12 COUNCILWOMAN BLACKWELL: It has
13 been moved and seconded that Bill No.
14 070075, as amended, be reported out of
15 Committee and, furthermore, that the
16 rules of Council be suspended so as to
17 permit first reading at our next session
18 of Council.

19 All in favor will say aye.

20 (Aye.)

21 COUNCILWOMAN BLACKWELL:

22 Opposed?

23 (No response.)

24 COUNCILWOMAN BLACKWELL: The
25 ayes have it and so the bill passes.

1 2/20/07 - FINANCE - BILL 070047, ETC.

2 That concludes our Calendar for
3 the day. We thank everyone for being
4 here and remind you -- we certainly thank
5 the Committee for their time and
6 commitment, and remind all of you that
7 City depositories as well as the
8 biosolids will be heard. Those bills
9 will be heard, which is Bill No. 060052,
10 Bill 060108 and 109, on March 19th at
11 2:00 p.m.

12 This hearing is adjourned.

13 Thank you.

14 (Committee on Finance adjourned
15 at 11:25 a.m.)

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CERTIFICATE

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I HEREBY CERTIFY that the

4

proceedings, evidence and objections are

5

contained fully and accurately in the

6

stenographic notes taken by me upon the

7

foregoing matter on February 20, 2007, and

8

that this is a true and correct transcript of

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same.

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MICHELE L. MURPHY

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RPR-Notary Public

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