BEFORE THE PUBLIC SERVICE COMMISSION
STATE OF GEORGIA

CITY OF CARTERSVILLE,	)	
	)	
Petitioner,	)	
	)	
v.	)	**Docket No. 55973**
	)	
GEORGIA POWER COMPANY	)	
	)	
Respondent.	)	

DIRECT TESTIMONY OF

MARK W. LEES

MAY 19, 2025

DIRECT TESTIMONY OF MARK W. LEES

ON BEHALF OF GEORGIA POWER COMPANY

GPSC DOCKET NO. 55973

Q. PLEASE STATE YOUR NAME, TITLE AND BUSINESS ADDRESS.

A. My name is Mark Lees. I am a Business Development Project Manager for Georgia Power Company ("Georgia Power" or the "Company"), located at 450 Operations Drive, Canton, Georgia 30114.

Q. PLEASE STATE YOUR RESPONSIBILITIES AS A BUSINESS DEVELOPMENT PROJECT MANAGER.

A. As the Business Development Project Manager, I oversee customer choice projects in Northwest Georgia. My responsibilities include identifying new business opportunities, developing strategic partnerships, and managing project teams to achieve the Company's business development goals.

Q. PLEASE SUMMARIZE YOUR EDUCATION AND PROFESSIONAL EXPERIENCE.

A. After graduating from Valdosta State University with a Bachelor of Business Administration in Management, I began my professional career at Georgia Power Company in 1994, working in a call center. In 1996, I transitioned to the Georgia Power Business Call Center, where I handled business customer inquiries and issues. In 1998, I became a Key Account Support Representative, where I supported key business accounts, ensuring customer needs were met efficiently and effectively. In 2001, I was promoted to Key Account Manager. In 2007, I took on the role of Customer Choice Project Executive,

where I led initiatives aimed at providing customers with more options and flexibility in their service choices. Since 2017, I have been serving as the Business Development Project Manager. In this capacity, I oversee customer choice projects aimed at driving business growth and economic development.

Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

A. In my testimony, I describe Georgia Power's provision of electric service to 1181 Cassville White Road, Cartersville, Georgia (the "Premises") since its inception. Specifically, my testimony outlines Georgia Power's proactive engagement, timely responsiveness, and adherence to the Company's Rules and Regulations regarding the provision of temporary and permanent electrical service.

Q. WHEN WAS GEORGIA POWER FIRST ENGAGED TO PROVIDE SERVICE TO THE PREMISES?

A. Georgia Power first learned of the opportunity to serve the Premises around October 2019, following a developer's email inquiry regarding service to the Premises. On November 16, 2020, Georgia Power received a site plan and a Will Serve letter from a Senior Construction Manager with Hines Busch Cartersville LLC ("Hines") requesting next steps to move forward with primary power and site lighting options. On November 18, 2020, Georgia Power sent a Letter of Availability, attached hereto as Exhibit MWL-1, confirming that the contemplated Premises, two industrial/warehouse-type buildings on Cassville White Road, was located within Georgia Power's service territory and the Company had electrical utilities located along Cassville White Road.

Q. WHEN DID CONSTRUCTION OF THE PREMISES BEGIN?

A. Construction of the Premises began around December 2020.

Q. WHAT TYPE OF SERVICE DID GEORGIA POWER INITIALLY PROVIDE AT THE PREMISES?

A. Georgia Power initially established construction service to the Premises, beginning around December 2020.

Q. WHEN DID CONSTRUCTION OF THE PREMISES CONCLUDE?

A. Construction of the Premises was completed in 2021.

Q. HAS GEORGIA POWER EXTENDED PERMANENT ELECTRIC SERVICE TO THE PREMISES?

A. Yes. As discussed in the Direct Testimony of Glenn Dyke, Georgia Power extended permanent electric service to the Premises in Hines' name on February 20, 2022, and has continued to serve the Premises to this day. To provide permanent service to the Premises, Georgia Power installed an underground loop with pad-mounted transformers, sized based on load information Georgia Power received from an engineer with Thomas & Hutton.



Photo-1, Georgia Power's Pad-Mounted Transformer Serving the Premises next to Conduit and Meter Base Installed by the City of Cartersville (taken March 14, 2024)



Photo-2, One of Four Georgia Power Meters Serving the Premises (taken March 14, 2024)

Q. WHAT PROMPTED THIS CHANGE TO PERMANENT SERVICE?

A. On October 18, 2021, Georgia Power received a New Service Request from Hines, the building owner at the time, seeking permanent connected service at the Premises. (See Exhibit MLW-2.) Under Georgia Power's Rules and Regulations for Electric Service, this document, once accepted by Georgia Power, constitutes a contract that becomes operative on the day the customer is connected to the Company's system.

Q. DID GEORGIA POWER PERFORM A LOAD COUNT FOR THIS PREMISES?

A. No. Based on the information Georgia Power received during the construction and development of the Premises, a load count was not necessary.

Q. WHY WAS A LOAD COUNT NOT NECESSARY?

A. A load count was not necessary because the information provided by the developer, attached hereto as Exhibit MWL-3, reflected a total connected load well below 900 kW. Moreover, when Georgia Power began permanent service to the Premises in February 2022, it was served by a 300 kVa transformer, so a connected load exceeding 900 kW would not have been feasible.

Q. PLEASE DESCRIBE THE ELECTRIFIED PREMISES.

A. The Premises consists of an approximately 525,000 square foot industrial warehouse facility located in Georgia Power's service territory at 1181 Cassville White Road, Cartersville, Georgia, 30184. The Premises is a large building shell, currently served by four meters through three different tariffs across two transformers. Each of these four meters is tied to a unique billing account number and premises number in Georgia Power's system. None of the meters have been totalized.



Photo-3, View of Premises from Entrance (taken March 14, 2024)



Photo-4, Southwest Corner View of Premises (taken March 14, 2024)



Photo-5, West Side View of Premises (taken March 14, 2024)

Q. PLEASE EXPLAIN WHAT YOU MEAN BY TOTALIZED.

A. Sometimes, there are multiple service points to a premises, resulting in multiple meters. In those instances, when asked by a customer, Georgia Power will aggregate those meters into a single, virtual meter for billing purposes provided the service meets certain Georgia Power requirements.

Q. IS HINES STILL THE CUSTOMER AT THE PREMISES?

A. No. On March 5, 2024, the meter for the main warehouse at the Premises was changed to the account for Allied Tube & Conduit Corporation ("Atkore"). At Atkore's request, a new meter and 1500 kVa transformer were installed on May 24, 2024. The meters for the fire pump and office suite were subsequently transferred to Atkore's name on June 11, 2024.

Q. HAVE YOU BEEN TO THE PREMISES?

A. Yes. I have visited the Premises on multiple occasions. Most recently, I visited the Premises on March 14, 2024, to inspect the facilities following allegations that the City of Cartersville ("Cartersville") intended to interfere with our provision of service. I found that Cartersville had run a conduit to the site of Georgia Power's installed transformer and

installed a pad-mounted transformer in another location next to the building. I captured the photos presented in this testimony on this visit to the Premises.



Photo-6, Pad-Mounted Transformer Installed at Premises by Cartersville (taken March 14, 2024)

Q. DOES THIS CONCLUDE YOUR TESTIMONY?

A. Yes.

Georgia Power

November 18, 2020

First American Title Insurance Company
3455 Peachtree Rd NE, Suite 675
Atlanta, GA 30326

Cadence Bank, N.A.
2800 Post Oak Blvd, Suite 3800
Houston, TX 77056

It is our understanding that you propose to construct two industrial/warehouse-type buildings on approximately 98 acres located on Cassville White Rd. in Cartersville (located in drawing below). This letter is to confirm that Georgia Power is the electrical service provider for the above-described location, and that electrical utilities are currently located along Cassville White Rd.

Thank you and please contact me if you have any questions or need any additional assistance.

Sincerely,

Mark Lees
Project Manager
Georgia Power Company
478-361-3055



Lees, Mark W.

From: Georgia Power Paperless Support
Sent: Monday, October 18, 2021 5:10 PM
To: Madivala, Satya
Subject: Builder and Developer Services: Connect New Service Request

[From an External Email System]

Georgia Power

Dear Satya Madivala,

Confirmation Number
8D5GEKNF3

Important Account Information

A deposit may be required for residential new service based on either a credit assessment or current credit rating. A deposit is required for commercial new service. For temporary pole service connections, a $100 temporary construction fee is billed. Additional service fees may also be applicable with both residential and commercial new service. These fees will be placed on your first bill.

What's Next?

You will receive an email when the order has been issued. This email will notify you of any potential obligation requirements such as deposit, inspection or wiring approvals. Obligations must be completed prior to service being connected.

A Georgia Power engineer will contact you in two business days to review site requirements and establish a ready for service date.

Submitted Request

For your convenience, we have included a summary of your request.

Project Information

Busch Logistics Park - 1181

Company Name or Customer Name
Hines Busch Cartersville LLC

Mailing Address
5 Ravinia Drive
Atlanta, GA 30346

Contact Information

Person Requesting Service
Satya Madivala

Primary Phone Number
347-753-2048

Alternate Phone Number
Not Provided

Email Address
satya.madivala@hines.com

On-Site Contact
Satya Madivala

Primary Phone Number
347-753-2048

Alternate Phone Number
Not Provided

Email Address
satya.madivala@hines.com

Service Requested

Type of Development
Commercial

Square Footage
250000

Type of Business
Industrial Warehouse

Service Location

Cartersville, 30184
Bartow

Service Line Type
Underground

Is this the same type of business that was previously in this location?
No

Is this property in support of a manufacturing business?
No

Do you have any other properties in the same customer name next door or on contiguous property?
No

How many days a week will the business be open?
7

How many hours per day will the business be open?
16

Driving Directions
Follow I-285 W and I-75 N to Cassville White Rd NW/Cass White Rd in Bartow County. Take exit 296 from I-75 N Turn right onto Cassville White Rd NW/Cass White Rd (signs for White) KBD is the contractor. Lewis Electric is the electrical subcontractor.

1 Address(es) in Request

Street Address
1181 Cassville White Road

Lot / Unit #

New Street?
No

Type of Building
Commercial

Service Needed
Connect Permanent Service

We look forward to serving you as a Georgia Power customer. If you have any questions or wish to cancel or make changes to your request, please contact us at 1-877-365-3276.

Sincerely,
Georgia Power's Online Customer Care Team

GeorgiaPower.com

Georgia Power

Lees, Mark W.

From: Nasir, Mazin G.
Sent: Friday, September 18, 2020 8:11 AM
To: Lees, Mark W.
Subject: FW: Busch Logistics Park - Cartersville, GA - New Service
Attachments: Commercial Industrial Project Information Request.doc

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From: Marco Cando <marco.cando@salasobrien.com>
Sent: Wednesday, September 16, 2020 3:53 PM
To: Nasir, Mazin G. <MGNASIR@SOUTHERNCO.COM>
Subject: Busch Logistics Park - Cartersville, GA - New Service

EXTERNAL MAIL: Caution Opening Links or Files

Hello,

We last spoke about this project on Monday. I filled out the form attached for the buildings with the loads. Let me know if you need anything else from me.

Energetically yours,

Marco Cando
Electrical Designer
SALAS O'BRIEN | expect a difference |
www.salasobrien.com [salasobrien.com]
678.830.9898 (c)

Georgia Power

Commercial/Industrial Project Information Request

Georgia Power Company will need a **.pdf version of the Mechanical Schedules, Electrical Panel Schedules (Include Riser), Plumbing Schedules & Site Plan.** **(If panel schedule/riser diagram are not available, complete page 2)**

Georgia Power Engineer Name: Nasir

Project Information:

Business/Project Name: Busch Logistics Park

Type of Business: Warehouse

Business Address: 1181 Cassville White Rd NE & 1187 Cassville White Rd NE

Days/Hours of Operation: _____

New Business ☒ Existing / Expansion ☐ (Existing Acct. #/ Meter # _____)

Sq Ft Conditioned: 0 Sq Ft Unconditioned: 526400 & 210600

Is outdoor lighting needed?	Yes ☒	No ☐
Security Cameras?	Yes ☐	No ☒
EV Chargers?	Yes ☐	No ☒

Return to:
Georgia Power Company
Name: Nasir
Phone: 912-547-2635
E-mail: mgnasir@southernco.com

Customer Contact Information:

Name: _____

Email: _____

Phone: _____

Electric Service Information:

Service Type: Overhead ☐ Underground ☒

Phase: 1Ø ☐ 3 Ø ☒

Voltage: 120/240v ☐ 120/208v ☐ 277/480v ☒

Main Size: 4000 & 3000 AMPS

Additional Comments/Notes:

There are two new buildings needing service at this park. One building needs a 4000A service and one building will need a 3000A service.

If panel schedule & riser diagram are not available, complete the following below

In the space below, please list <u>all</u> equipment you will be adding/installing in the facility

Space Heat | Water Heating | Cooking | Refrigeration | Motors | Process Equipment | Lighting | Electric Vehicle Charging

				ELECTRICAL LOADS				
Equipment Name / Type			**Breaker Size**	**Volts**	**Amps**	**Phase**	**HP**	**KW**
Electric Space Heat								.3
Receptacles								3.2
Lighting								33.5

<u>Loads completed by:</u>

Name: <u>Marco Cando</u>**/ Title**: <u>Electrical Designer</u> **Date:** <u>4/21/2025</u>

_____

<u>Signature</u>