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**MAY 11, 2012**

**TO: BOARD OF DIRECTORS**

**THROUGH: ARTHUR T. LEAHY**   
**CHIEF EXECUTIVE OFFICER**

**FROM: TERRY MATSUMOTO**   
**CHIEF FINANCIAL SERVICES OFFICER AND TREASURER**

**SUBJECT: NATURAL GAS HEDGING PROGRAM**

### **ISSUE**

The Natural Gas Hedging Program (the "Hedging Program") requires that reports be provided to the Board quarterly in compliance with the Hedging Program Guidelines and to report performance of the program.

### **DISCUSSION**

The purpose of this report is to present the status of compliance and performance for the hedged portion of our compressed natural gas ("CNG") budget. Operations related variances are presented in order to provide an overall perspective for CNG costs.

The objective of the Hedging Program is to improve budget certainty for fuel costs and to help establish the CNG budget for the upcoming year by capping the cost in advance or otherwise reducing the effects of price increases on the budget. Budget certainty was improved through FY11 by utilizing a hedging instrument known as a commodity swap to hedge most of the planned volume for each fiscal year. Beginning with FY12 we began using a "costless collar" strategy to facilitate better participation when rates are lower. With a costless collar there is no upfront cash outlay, as the purchase price of the "ceiling", the upper limit, is exactly offset by the sale price of the "floor", the lower limit.

In January 2011 the Board approved the updated CNG Hedging Program, adding commodity options and the use of cost stabilization reserves in addition to the continued use of commodity swaps. The addition of commodity options and cost stabilization reserves enhances the mix of tools we will use to hedge under various market conditions to reduce the potential for budget variances.

As of March 31, 2012, we had five costless collar hedge transactions outstanding, hedging 85% of our currently planned CNG volume for FY12 and about 95% of the planned FY13 volume. The table below provides a summary of the currently outstanding hedge transactions. Positive/(negative) market values indicate the

amount we would receive/(pay) on an early termination at the specified valuation date. The table also lists the hedge contract rates, also known as "strike prices", for the ceilings and floors. Values in the table are market values and exclude the Gas Company's delivery costs and state mandated charges, which are currently \$0.108 per therm.

Quarterly Summary of Outstanding Hedge Transactions  
Valuation as of March 30, 2012

Period Hedged	Provider	Credit Ratings (S&P, Moody's, Fitch)	Contract Rate per Therm	Remaining Therms	Current Market Value*
FY12	Barclays Capital	A+/Aa3/A	Ceiling / Floor \$0.52 / \$0.40	10,101,000	(\$1,714,765)
FY13	RBC Capital	AA-/Aa1/AA	Ceiling / Floor \$0.542 / \$0.445	9,125,000	(1,325,813)
FY13	Citibank NA	A/A1/A+	Ceiling / Floor \$0.485 / \$0.38	9,125,000	(734,146)
FY13	Citibank NA	A/A1/A+	Ceiling / Floor \$0.413 / \$0.275	13,140,000	(103,765)
FY13	Bank of America	A/A2/A	Ceiling / Floor \$0.435 / \$0.28	16,796,000	(249,787)
Total					(\$4,126,234)

\*Monthly LIBOR rate used.

### Compliance

Subsequent to the Board's approval of the updated hedging program in January 2011 and following discussions with the Office of Management and Budget, it was determined that a costless collar strategy would be used to hedge 90% to 95% of our planned FY12 and FY13 CNG volumes. Bids were taken in March 2011 establishing the FY12 hedge strike prices. The four hedges planned for FY13 were priced in November, December, January and February of FY12.

As of the date of this report the Hedging Program is in compliance with all the specified limitations and requirements. The individual compliance items are listed on Attachment A.

### Performance

For the quarter, CNG costs were \$1,983,000 under budget as a result of paying a rate lower than the budgeted rate. The favorable cost variance includes the effects of a small overrun on the amount of therms consumed. For the quarter, 10,100,000 therms were hedged out of 12,042,000 actually consumed, for a realized hedge ratio of 84%. See Attachment B.

For information purposes only, if we had not hedged there would have been an additional favorable variance of \$842,000, which is equal to the amount we paid to the hedge provider as a result of the market rate being lower than the floor rate of the collar.

For the 3<sup>rd</sup> quarter of FY12 the hedging program performed as intended, providing a cap on our risk of increased rates, while allowing us to continue participating in the current low rate environment.

### **NEXT STEPS**

- Manage program and provide reporting
- Execute hedges for FY14

### **ATTACHMENTS**

- A. Program Compliance
- B. Quarterly Summary of CNG Costs and Variances

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### Program Compliance

**Maximum Trade Maturity** – The guidelines specify that hedges will settle or expire not more than 30 months from the date they are acquired. – All trade maturities are in compliance.

**Maximum Trade Amount** – Number of therms in CNG forecast times the Hedge Ratio divided by value for Frequency of Trades. At the time of each trade total therms hedged for the year may not exceed the Hedge Ratio. All trade amounts have been in compliance with the Hedging Program Guidelines.

**Hedge Ratio** - Limited to 100% of planned volume when based solely on the volume, but may be increased by up to an additional 10 percentage points as determined by staff, not to exceed 110% of planned volume - All trade amounts have been in compliance with the Hedging Program Guidelines.

**Frequency of Trades:** From 2 to 6 per year. – As previously disclosed to the Board, as a result of delays due to reassessment of the hedging program, only one trade was made to hedge FY12.

**Timing of Trades:** Trades will generally be executed in advance of the budget year and have at least 28 days separation between trades.

**Counterparty Credit Ratings** – Since the last quarterly report, we have added Bank of America as a counterparty, with ratings of A, A2 and A.

Summary of Credit Ratings

Provider	Credit Ratings (S&P/ Moody's / Fitch)
Bank of America	A/A2/A
Barclays Bank PLC	A+/Aa3/A
RBC Capital	AA-/Aa1/AA
Citibank NA	A/A1/A

**Collateral Requirements** – Requirements to post collateral are based on credit ratings of the counterparties. The threshold is \$25 million for counterparties rated "A-/A3" or better. The current market values of the trades are under the \$25 million threshold, so no collateral is required.

**Re-Confirm Assumptions** – Assumptions have been reconfirmed for factors that would affect the Gas Company's cost of gas and reduce the correlation between the Gas Company's cost and the pricing index the hedges are tied to. There have not

been any changes that would cause us to change our assumptions. However, there has been a trend for the past several years where the Gas Company's rates have moved slightly higher relative to the hedge index, resulting in a small cost variance. To date, the Gas Company has not been able to provide a good explanation for this trend.

**Re-Confirmation of Therms** - The amount of therms was reconfirmed with the Operations staff prior to entering into the final hedge for FY13.

All information is as of the report date for the end of the quarter, unless otherwise specified.

**Quarterly Summary of CNG Costs and Variances  
FY 2012 Q3**

	Budget	Actual	Difference Fav/(Unfav)
<b>Hedged</b>			
Therms	10,101,000	10,101,000	0
Cost of Gas		\$4,024,836	
Hedge Settlements		\$841,558	
Hedge Performance	\$ 6,565,650	\$4,866,393	\$1,699,257
Cost/Therm	\$0.650	\$0.482	\$0.168
<b>Unhedged</b>			
Therms	1,626,869	1,941,261	(314,392)
Cost of Gas	\$1,057,465	\$773,513	\$283,951
Cost/Therm	\$0.650	\$0.398	\$0.252
<b>Total</b>			
Therms	11,727,869	12,042,261	(314,392)
Cost of Gas	\$7,623,115	\$5,639,907	\$1,983,208
Cost/Therm	\$0.650	\$0.468	\$0.182
Hedge Ratio	86.1%	83.9%	
<b>If No Hedging</b>			
Therms	11,727,869	12,042,261	(314,392)
Cost of Gas	\$7,623,115	\$4,798,349	\$2,824,766
Cost/Therm	\$0.650	\$0.398	\$0.252
Hedged vs. Un-hedged Difference - Fav/(Unfav)		(\$841,558)	

Note: All per therm amounts include \$0.104 for mandated fees and delivery costs