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June 11, 2012

Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

Dear Sir/Madam:

We are pleased to submit this response to your request to provide utility service rate study to review and analyze the city of Corvallis, Public Works Department alternative regulation plan.

We believe that we are uniquely qualified to serve you because:

- We have significant experience in all aspects of utility regulation and public policy.
- We have a highly qualified team to serve you. Each member of the project team has testified as an expert witness.
- We have worked as experts in Vermont since 1973, beginning as experts for the Public in CVPSC Docket #3374.
- We have represented the public, utilities, and business intervenor groups in regulatory proceedings.
- We have rendered extensive consultant services for many firms in the past.

We look forward to the opportunity to work with you. If you wish, we would be delighted to discuss our proposal in more detail with you. Please contact me at 603-643-1927.

Sincerely,

Robert J. Rohr

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WV PURCHASING
DIVISION

Response to
West Virginia
Public Service
Commission
Request for
Quotation
PSC129076



June 12, 2012

Prepared by NorthPoint
Consulting Group LLC



In May 2012, the Public Service Commission of West Virginia issued a Request for Quotation asking for an advisor on a variety of utility issues, including utility finance, utility accounting, revenue requirement, cost of service issues, rate design, and energy efficiency. A team of four consultants from NorthPoint Consulting Group, LLC (NorthPoint), with a combined total of more than a century of utility regulatory experience, stands ready to meet this challenge. We have complementary talents and experiences that will allow us to cover a broad range of topics related to utility regulation. Among the four of us, we have experience in virtually all aspects of utility regulation for electric, gas, water, and telecommunications companies and we have a vast network of contacts that we can call on for additional information, when appropriate. The team members are:

Robert J. Rohr

Mr. Rohr received a bachelor's degree from the University of Rochester and M.S. and Ph.D. degrees from Krannert School of Industrial Administration, Purdue University.

Mr. Rohr was a faculty member in the Economics Department at Brown University, the Amos Tuck School at Dartmouth College, and was a visiting professor at the Nelson A. Rockefeller Center for Public Policy, also at Dartmouth College.

He has taught microeconomics, statistics, economics, and the economics of regulation. In addition to teaching, he has done scholarly research, the results of which have been published in major economic and statistical journals. Mr. Rohr has provided expert witness testimony for consumer and industry groups, utilities, and commission staffs on a variety of issues, including revenue allocation, rate design, cost of capital, and the transfer price for condemnation purposes.



Harvey Arnett

Harvey Arnett is a utility rate engineer, with expertise in revenue requirement determinations, revenue allocations, rate designs and tariff analyses. He retired from the New York State Department of Public Service in 2005 with 35 years with that agency. Mr. Arnett retired as Deputy Director for Electric and Gas Rates. For 25 years he was the lead rate engineer for Con Edison issues for 25 years and oversaw the introduction of competitive markets in New York. During this time he testified 35 times before the New York Commission. Since retiring, Mr. Arnett has been an independent consultant, his clients have included New York City, the MTA, the Port Authority of NY and NJ, Westchester County, Con Edison, NYPA, Reliant Energy, the DC Office of the People's Counsel, the US Department of Homeland Security, the Connecticut Office of Consumer Counsel, Pace University, the Long Island Power Authority, the Durst Corporation, Vornado Realty, New York University and Cornell University.

Harvey Arnett has a Bachelor of Engineering degree (1970) from The Cooper Union.

Alice A. Miller

Ms. Miller worked at the New York Public Service Commission for nearly 30 years, specializing in energy efficiency and demand reduction, renewable energy, rates and tariffs, and consumer issues. She served in a variety of section chief positions over a period of 20 years.

Ms. Miller retired in September 2010. Since then she has done consulting work, including a review of Connecticut's electric and gas utilities' proposed Conservation and Load



Management Program for 2011, where she prepared and defended expert testimony on behalf of the Connecticut Office of Consumer Counsel. She also provided expert testimony on Connecticut Light and Power's Smart Grid implementation proposal and its communication efforts in the wake of Hurricane Irene and the October 2011 snow storm. She has served as a subject matter expert on energy efficiency programs at a conference in Kiev, Ukraine, presented by USAID and as an expert on renewable energy topics at a conference in Costa Rica. Ms. Miller recently completed a rate classification review for the Town of Newington, Connecticut.

Alice has a B.A. in Education (1974) and an M.A. in English (1976) from the University of Iowa and an MBA (1991) from SUNY Albany.

Robert Visalli

Robert Visalli is an accounting and regulatory expert offering consulting services to clients in need of expertise in rate cases and on the issues of mergers and acquisitions, service company costs and corporate structure, income tax refunds, commodity adjustment clauses, cost benefit analysis, and understanding the regulatory process. Mr. Visalli retired from the New York State Department of Public Service in 2012 after 34 years with that agency, working as a Supervisor in the Office of Accounting and Finance. He was the lead accountant and lead negotiator on many of the cases in his unit that came before the agency. He has testified directly in approximately 75 cases involving electric, gas, water, and telephone companies, primarily on rate and accounting issues.

A more detailed description of each team member's professional background is included in Attachment 2.



Ability to Meet the Needs of the Public Service Commission of West Virginia

The information below corresponds to the listing of qualifications, training, and experience for the position provided with the Request for Quote.

1. Mr. Arnett, Mr. Visalli, and Ms. Miller have decades of experience dealing with complex regulatory cases involving the electric, natural gas, water, and telecommunications industry. They know how to evaluate a complex filing, identify the most important features, and explain the issues in an understandable way.

Ms. Miller worked in the Executive Office at the New York Department of Public Service for a period of five years, where one of her duties involved briefing Commissioners on items that they would be reviewing at the next Commission session. Among these items for Commission review were dozens of requests for certificates of convenience and necessity. As a section chief, she has advised Commissioners on a variety of subjects, including retail access issues, energy efficiency and renewable topics, and consumer issues.

Mr. Arnett, as a longtime member of senior staff, advised the New York Public Service Commission on energy issues. He began his career with the Commission's Water Division, which was responsible for monitoring hundreds of water companies in New York.

Mr. Visalli has over 34 years of accounting and auditing experience, examining the books and records of numerous electric, gas, water, and telephone utilities. His audits include



numerous rate cases; mergers and acquisitions; service company charges and corporate structure; deferrals; fuel adjustment clauses; tax refunds; and the sale of assets, including the sale of the Nine Mile 1 and 2 nuclear plants.

Robert Rohr has experience with return on equity and capital structure. He has worked on water and wastewater issues for more than a decade and has experience with motor carrier issues

2. Mr. Visalli has provided and defended expert testimony in approximately 75 rate cases that covered all of the utility industries (i.e. electricity, natural gas, water, and telecommunications). Mr. Arnett has testified in 41 proceedings, covering a wide range of issues. They are both well-versed in all aspects of the utility ratemaking process.

Ms. Miller began her career in the Rates Section, working primarily on rate design in electric cases. She has a working knowledge of the entire ratemaking process and has been a staff lead for several major electric and gas rate cases. For six years she worked in the Operational Audit Section where review of operational controls and process design was a significant part of each of the 26 audits in which she participated.

3. Mr. Arnett is currently advising the NYPA on FERC matters and has worked on FERC matters that relate to ISO issues. Ms. Miller and Mr. Visalli have general knowledge of Federal Regulatory Energy Commission decisions and ratemaking policy. Mr. Visalli has past experience with FERC audits at Niagara Mohawk Power Company. Ms. Miller is generally familiar with Federal Communications Commission policy. All four consultants



on the proposed team have a wide range of acquaintances with extensive interactions with federal agencies than can be called upon if information on a specific question is required.

4. Ms. Miller had extensive involvement with development of policies in New York State related to implementation of the Public Utility Regulatory Policies Act (PURPA) standards during the 1990's. She is also familiar with other major pieces of federal legislation that have affected the energy industry over the last three decades, especially those that involve renewable energy and energy efficiency. She has worked with members of the U.S. Department of Energy on developing regional and national plans for energy efficiency implementation. Mr. Arnett was the Staff lead in implementing the Department of Public Service's policy on independent power producers and has testified several times on this topic, including in Federal Court. Mr. Visalli has a general working knowledge of these subjects.

Mr. Rohr has been teaching courses on regulatory issues since he began his academic career at Brown University in 1967. In addition to teaching, Mr. Rohr has published pre-reviewed articles in major economics and statistical journals.

5. Mr. Visalli and Mr. Arnett have experience analyzing the complex issues involved in comparing New York State's energy prices with the regional and national averages. Their ability to synthesize and evaluate financial and utility operational data and to submit written reports setting forth the results and findings is supported by their



combined 75 years of writing extensive testimony and reports on numerous issues involving New York State utilities. Ms. Miller has prepared and defended expert testimony reviewing national and regional trends in energy efficiency spending as a basis for comparison with Connecticut's spending trends.

6. Over a period of more than a dozen years, Mr. Arnett and Ms. Miller provided advice to members of the New York Public Service Commission on a wide variety of issues, primarily involving rate matters, consumer issues, and energy efficiency and renewable energy policy. Ms. Miller also provided training classes to Commission staff and represented the Commission at public forums on a wide range of topics. Mr. Visalli provided technical advice to Senior Staff and Administrative Law Judges on a wide range of rate-making issues and policies.
7. Ms. Miller served as Chief of the Energy Efficiency Implementation Section at the New York Department of Public Service. In that role she oversaw preparation of plans for meeting New York State's goal of reducing energy usage by 15% by 2015, with a budget of approximately \$1 billion. She supervised a staff team reviewing more than 100 utility proposals and coordinated preparation of a series of session items recommending needed modifications and which programs to fund. Ms. Miller also coordinated development of Staff positions on demand reduction programs implemented by the New York Independent System Operator.

Ms. Miller's focus on energy efficiency and demand side management has continued in her consulting work. She provided expert testimony in 2011 on the cost-effectiveness and reasonableness of Connecticut electric and gas utilities' proposed energy efficiency portfolio of programs for 2012. This involved review of the cost effectiveness of dozens of existing energy efficiency programs as well as an assessment of the viability of newly proposed programs. This review examined proposed energy savings, demand reductions, and total resource benefit/cost ratios.

Mr. Arnett was involved in demand side management and energy efficiency analyses for three decades, focusing on rate impacts and program costs and benefits.

8. Mr. Visalli has a solid knowledge of the Uniform System of Accounts and has spent years reviewing utilities' use of these accounts. He has also supervised regulatory staff that reviewed utility books and financial filings. Mr. Arnett was the lead for numerous rate and rate related cases and directed the analyses in these proceedings.
9. Alice Miller worked for six years as a Utility Operational Auditor, reviewing electric, gas, water, steam, and telecommunication utility operations in detail. She also worked on several high profile prudence audits, including Shoreham Nuclear Power Plant, Indian Point Power Plant, and the Washington Heights [Manhattan] electric outage. Following that experience, Alice was Chief of Tariff Analysis, where she had responsibility for the initial processing of all rate case filings. Later in her career, she worked in the Executive

Office where she was involved in all phases of the processing of rate cases and other types of proceedings.

Mr. Visalli has 34 years of experience conducting utility audits. He also developed the Department of Public Service's commodity adjustment clause audit procedures and co-developed a training course on ratemaking procedures and guidelines.

Mr. Arnett's has managed many New York proceedings.

10. Over a period of four years, Ms. Miller had responsibility for preparation of the New York Department of Public Service's Strategic Plan and monitoring progress toward its implementation. As a long-time supervisor and section chief, she has also had extensive experience in tracking progress toward completion of a final goal in complex endeavors (e.g. monitoring restructuring of New York's electric industry, overseeing progress made by all utility sectors to prepare for Y2K, and reporting daily to the Governor in 2001 on utility progress in recovering service capability after the World Trade Center collapse).

Mr. Visalli's 34 years of auditing, along with 10 years of experience as the accounting and finance supervisor, provided him with extensive experience in ensuring the timely completion of assigned work and review of the books and records of utility operations.

Mr. Arnett's experience in managing cases, often simultaneously, required adherence to strict timelines.



11. Ms. Miller has worked with legal staff in various states on issues involving regulatory law. She has general familiarity with legal issues involving utility regulation and has access to a wide network of experts on utility law that have extensive knowledge of the subject. Mr. Visalli and Mr. Arnett have worked extensively with legal staff, preparing cross-examination questions, and testimony, and assisting in the writing of briefs.
12. Harvey Arnett, Alice Miller, and Robert Visalli are used to working within an 11 month rate case time frame. This has given them an appreciation for strict statutory deadlines. Similarly, as consultants, Mr. Arnett, Ms. Miller, and Robert Rohr routinely work with clients that must follow deadlines set in utility regulatory dockets. Among the four of us, we have produced hundreds of public documents in the form of testimony, reports, articles, and presentations. We have given hundreds of presentations before consumers, utility Commissions, industry groups, and our peers.
13. In her role as a section chief for Consumer Policy, Alice Miller supervised staff examining a number of telecommunication issues and their impact on consumers. These included enhanced 9-1-1- services, telephone relay services, and the federal Universal Service Fund. She is familiar with FCC policies and with federal legislation that affects the telecommunications industry.
14. Robert Rohr has had experience with motor carrier issues.
15. Robert Rohr has a PhD (granted by Purdue in 1967) and has taught economics at Brown and Dartmouth.



Alice Miller has a Master of Business Administration degree (granted by State University of New York – Albany, 1991).

Robert Visalli has a Masters Degree in Accounting (granted by Syracuse University in 1976) and a Bachelors Degree in Mechanical Engineering from Clarkson University in 1972.

Harvey Arnett has a Bachelor of Engineering Degree from The Cooper Union and is a registered Professional Engineer in New York.

16. Alice Miller has 29 ½ years of experience as a utility regulatory for the New York State Department of Public Service (20 of those as a Section Chief) and 1 ½ year of experience as a consultant on utility issues.

Robert Visalli worked for 34 years at the New York State Department of Public Service. He served as a Supervisor in the Office of Accounting and Finance for approximately 10 years. In that role he supervised a staff of accountants and financial analysts in all cases involving Niagara Mohawk Power Corporation d/b/a National Grid and all the private water utilities in New York State (approximately 300 companies). Robert is now a consultant, offering a broad range of services specializing in regulated utility industries.

Harvey Arnett worked for 35 years at the New York State Department of Public Service, nearly all of which was in supervisory positions with ever increasing responsibilities. For the past seven years he has been a consultant to several major clients.



In addition to his academic career, Mr. Rohr has testified extensively for utility commission staffs and commercial intervenors.

17. NorthPoint agrees to keep accurate time records of hours worked on projects, as it does for all of its engagements, and understands that it will be compensated on an hourly basis for actual hours of worked performed.
18. NorthPoint agrees to submit a statement detailing work performed and hours worked in a format that will be agreeable to the Public Service Commission of West Virginia.
19. Below are several references for NorthPoint with a short description of the work performed. We have included a 2006 report as attachment 1 that we prepared for MCMUA as a sample of our work. We are currently updating the 2006 study.

Morris County Municipal Utilities Authority (MCMUA)

NorthPoint Consulting Group has satisfactorily provided Morris County Municipal Utilities Authority with rate analysis for operating budgets and financial analysis for project evaluations for at least sixteen years. The competence, professionalism and genial nature of NorthPoint's personnel makes collaboration on projects pleasant and enlightening. I would not hesitate to give an unqualified endorsement for NorthPoint Consulting Group to anyone seeking the aforementioned services.

John P. Scarmozza, PE
Chief Engineer, MCMUA

Stowe Electric Department

The Town of Stowe Electric Department ("Stowe Electric") has worked in a collaborative effort with NorthPoint Consulting Group over the last 25 years. During that time they have continuously provided Stowe Electric with extensive and valuable support in connection with



drafting and completing the complicated and state-of-the-art snowmaking contract with the Mount Mansfield Company in Stowe VT with their consistent professionalism and in-depth knowledge.

I would not hesitate to give an unqualified endorsement for NorthPoint Consulting Group to anyone seeking the aforementioned services.

Ellen Burt
General Manager
Stowe Electric Department
PO Box 190
Stowe, Vermont 05672
802-253-7215
eburt@stoweaccess.com

PSEG

During twenty-five years of work as an attorney, I have worked with and observed the personnel at North Point Consulting work on a variety of aspects of a several industries. They always provide high quality of work as well as innovation and insightful analysis to a problem or project. I highly recommend them and look forward to my next opportunity to work with them.

Martin C. Rothfelder
Associate Regulatory Counsel
PSEG Services Corporation
585 Westfield Avenue
Westfield, New Jersey 07090
908-456-2925
McRothfelder@verizon.net

Rochester Gas and Electric Corporation

I have worked with the NorthPoint Consulting Group in the past on several regulatory issues as a utility representative who had primary responsibility for rates and regulatory matters. Based on my experience, I found Bob and his Associates to be extremely knowledgeable and helpful in designing regulatory strategies to achieve business objectives. I found the NorthPoint Consulting Group to be particularly knowledgeable and helpful regarding revenue requirements, utility accounting, utility service pricing, cost of capital, litigation



support, and strategic planning. I have no hesitation in recommending the work of NorthPoint Consulting Group to anyone in the process of a developing a base rate request, or developing long-term strategies to address regulatory challenges.

James Lahtinen
VP, Rates and Regulatory Economics
Rochester Gas and Electric
89 East Avenue
Rochester, New York 14649
585-724-8409
James_Lahtinen@rge.com

20. NorthPoint understands that the contract will be effective for one year with two one year renewals.

21. We have included as attachment 3 the Request for Quotation forms, the Bid Sheet and the Purchasing Affidavit.

Proposed by:

Northpoint Consulting Group, LLC

A handwritten signature in black ink, appearing to read "Robert J. Rohr". The signature is fluid and cursive, with a large initial "R" and "J".

By: _____
Robert J. Rohr, Member



Attachment 1

NorthPoint Consulting Group
Economic Counsel

Wheeler Professional Park, One Oak Ridge Road
Building #2, Suite 10B
West Lebanon, New Hampshire 03784-3121

Robert J. Rohr	TELEPHONE	(603) 643-4165
Fred H. Balluff	FACSIMILE	(603) 643-1927
Joel P. Brainard	EMAIL	Northpointgroup@aol.com

Emeritus Richard S. Bower

November 21, 2006

Morris County Municipal Utilities Authority
300 Mendham Road
Morristown, New Jersey 07960

We have reviewed the accompanying forecast of the water operations for the five years ending December 31, 2010. Our review included an evaluation of the forecast assumptions made by management used in the forecast.

As stated in the "findings and conclusions" section of our report, we believe that the underlying assumptions used in the forecast provide a reasonable basis for management's forecasts.

Very truly yours,

NorthPoint Consulting Group

By _____

Robert J. Rohr



**A REPORT ON
THE MORRIS COUNTY
MUNICIPAL UTILITIES AUTHORITY
WATER DIVISION**

**NorthPoint Consulting Group
Wheeler Professional Park
One Oak Ridge Road, Suite 10B
West Lebanon, NH 03784**

November 21, 2006



INTRODUCTION

We were engaged by the Morris County Municipal Utilities Authority (MCMUA) to conduct a rate study for its water operations.

OBJECTIVES OF STUDY

The objectives of our study were to:

1. Evaluate the forecast assumptions of the Authority for the five years ending December 31, 2010 and prepare a forecast based on those assumptions.
2. Determine whether any increase in rates are necessary.
3. Determine whether any changes should be made to the Authority's rate design for water rates.

SCOPE OF REVIEW

To accomplish our objectives, we reviewed and analyzed the budget for 2006, the annual financial statements for the years ended December 31, 2003 through 2005, system demands, customer usage, and other general information. We also interviewed the Executive Director, the Chief Engineer, and the Treasurer. In addition, we did field research at the water division's offices.

We prepared the accompanying forecast of revenues and expenses for each of the five calendar years ending December 31, 2006 through 2010 (Exhibit 1). Our examination included such procedures that we considered necessary to evaluate the forecast assumptions made by management to prepare the forecast.

FINDINGS AND CONCLUSIONS

The forecast (Exhibit 1) shows that a rate increase should be considered to provide sufficient funds for operations, major maintenance projects and a reasonable level of capital improvements that we believe should be recovered in current rates.

In our opinion, the underlying assumptions used in the forecast provide a reasonable basis for management's forecasts. However, there usually will be differences between the forecasted and actual results because events and circumstances frequently do not occur as expected, and



those differences may be material. We have no responsibility to update this report for any events and circumstances occurring after the date of this report.

RECOMMENDATIONS

We recommend that the MCMUA:

1. Continue its effort, to the extent of adequate supply sources, to obtain new customers and expanded volumes over which to spread fixed costs and thereby minimize rates for water usage.
2. Consider increasing rates by 17 cents per 1,000 gallons of water.
3. Continue to review rate levels and cost of service on an annual basis. This review should include preparation of a forecast for about five years.

REVENUE REQUIREMENTS

The first phase in establishing utility rates is to determine the total revenue requirement, which equates to the cost of providing service.

The most common approach to determining the revenue requirement for an investor-owned utility is the rate base/rate of return approach. Under this approach, revenues are equal to the total of operation and maintenance expenses, depreciation, taxes including income taxes, and a return on rate base. Rate base represents the investment in plant and other assets used in providing utility service, for which a fair return must be provided to the sources of capital. Recognition of depreciation as a cost-of-service item allows a utility to recover its investment in plant. Accordingly, accumulated depreciation is used to reduce rate base to prevent investors from earning a return on recovered investment.

The most common approach to determining the revenue requirement for a municipal utility is the debt service approach. Under this approach, revenues are equal to the total of operations and maintenance expense, taxes or payments in lieu of taxes, and an amount necessary to meet debt service requirements and appropriate operating reserves. Capital costs are recovered from customers by including total debt service payments for principal and interest in cost of service. Therefore, depreciation expense is not normally included in cost of service.

Our analysis follows the debt service approach to determine the revenue requirement. We recognize that current rates should recover a normal level of major maintenance costs and



certain capital improvements such as replacement of motors and pumps that would not be expected to be financed by debt. The forecast shows the estimated major maintenance and capital improvements that are not planned to be financed by debt.

We selected the year ended December 31, 2006 as a test year. We made pro forma adjustments to the MCMUA's budget for 2006 to reflect expected volumes for 2006 and significant known and measurable changes in expenses. The projected revenues and expenses are shown as the first year of the forecast (Exhibit 1).

Because rates are set for the future, a rate period is generally selected to measure the cost of providing service during the period when revised rates are expected to be placed in effect. In lieu of selecting only one twelve month period for this purpose, we forecasted operations for each of the five years ending December 31, 2006 through 2010. By forecasting results beyond 2006, we can determine how long existing rates are expected to be in effect and plan accordingly.

PRICING UTILITY SERVICE TO CUSTOMERS

The second phase in establishing utility rates is to determine how much to charge customers for the service they receive. Our criteria for developing rate schedules are the fairness, efficiency and adequacy criteria described on page 292 of James Bonbright's classic work "Principles of Public Utility Rates."

These criteria are paraphrased as follows:

1. Rates should be effective in producing total revenue requirements.
2. The burden of meeting total revenue requirements must be distributed fairly among the beneficiaries of the service. The objective is fair allocation of cost to customers responsible for such costs.
3. Rates should meet the optimum use or consumer rationing objective, by discouraging wasteful use of public utility services while promoting all use that is economically justified in view of the relationships between costs incurred and benefits received.

To meet the optimum use objective, rates should approach incremental cost. In the short run, MCMUA's incremental costs consist of variable electricity and chemical costs, which are expected to be approximately \$.340 per 1,000 gallons in 2006. Any new sales at a price greater



than \$.340 will provide a contribution to fixed costs and as a consequence will tend to lower rates in the future.

A significant amount of the Authority's costs are fixed costs and are related to the fixed plant investment and level of operations needed to meet the maximum service demands placed on the system at any time. These costs are called demand related costs and should be charged to customers on the basis of customer demands on the system. We believe that this reservation charge should be applied to customers on the basis of the maximum gallons under each customer's contract. Adoption of this method would have the additional benefit of encouraging customers not to require the MCMUA to reserve water that a customer is unlikely to use.

We recommend that the current rate of \$1.75 per 1,000 of gallons delivered be increased to \$1.92 per 1,000 gallons delivered.



MORRIS COUNTY MUNICIPAL UTILITIES AUTHORITY

FORECAST OF WATER REVENUE REQUIREMENTS

SUMMARY OF SIGNIFICANT FORECAST ASSUMPTIONS

For the Years Ending December 31, 2006 Through 2010

A. VOLUMES

The MCMUA's Chief Engineer has estimated the water volumes set forth in Exhibit 1.

B. REVENUES

Revenues are calculated at \$1.75 per thousand gallons of water.

C. POWER AND CHEMICAL OPERATING EXPENSES

We have treated 85% of the electric power and 100% of the chemical expenses as variable costs on the basis that these expenses vary predominately with output. The 15% of electric expenses considered fixed costs were based on a sample.

Variable unit costs and fixed electric expenses are estimated to escalate at 3% per year beginning in 2007.

D. PURCHASED WATER

Purchased water is based on a take or pay contract. Therefore, the forecast is based on the maximum water available under the contract. The unit costs for 2006 are based on prices effective March 1, 2006. Unit costs are assumed to escalate at 2% per year beginning in 2007.



The forecasted amounts also reflect reductions on purchased water bills of \$35,714 per year to amortize over seven years an advance payment of \$250,000 made to the seller.

E. OTHER OPERATING EXPENSES

Wages are estimated to escalate at 5% per year beginning in 2007.

Employee benefits are estimated to escalate at 12% per year beginning in 2007.

Other fixed expenses are estimated to escalate at 3% per year beginning in 2007.

F. INTEREST INCOME

The Authority has invested a portion of its operating reserves. The forecast assumes that the invested funds will change by the forecasted income before debt service and debt service shown in Exhibit 1 and major maintenance and capital improvements forecasted by the Chief Engineer. The interest rate forecasted is 5% for the forecast period.

G. DEBT SERVICE COSTS

As of December 31, 2005, the Authority owed Morris County \$910,990. The following are extracts from the Loan Agreement:

“The Authority shall repay the County for the noninterest bearing loan made pursuant to the Agreement, from time to time, as funds become available to the Authority from the following sources:

- (a) the proceeds of sale of any assets of the Authority;
- (b) fifty percent (50%) of any operating surplus in any fiscal year determined on the modified accrual basis, and
- (c) The proceeds of any permanent bonds, with a maturity date five (5) or more years from the date of issuance thereof, issued by the Authority.”

The forecast does not assume any payment of principal from sales of assets or from proceeds of any permanent bonds.

The forecast model assumes that \$400,000 of the forecasted operating income will be paid to the County over the entire forecast period. Although the current balance of debt of \$910,990 will be paid by the end of 2008 at that rate, the MCMUA anticipates that the County will provide debt financing for anticipated capital projects. Any payments in excess of debt balances during the forecast period will be considered a return of capital contributed by the County.



Attachment 2

ROBERT J. ROHR

Education:

B.A., University of Rochester, 1963

M.S., Purdue University, 1966

Ph. D., Purdue University, 1967

Dissertation: "An Investigation of the Stability Properties and the Sampling Distribution of Estimators and Test Statistics Associated with a Dynamic Simultaneous Equations Model."

Academic Positions:

Assistant Professor of Economics, Brown University 1967-1973

Visiting Associate Professor of Economics, Tuck School of Business at Dartmouth, 1973-1974

Associate Professor of Economics, Brown University 1974-1981

Visiting Professor of Economics, Tuck School of Business at Dartmouth, 1981-1983

Research Professor, Resource Policy Center, Dartmouth College 1983-1985

Visiting Professor of Public Policy, Rockefeller Center for the Social Sciences, Dartmouth College 1985-1990

Publications and Papers:

- (1) "A Calculus Proof of the Existence of a Continuous Utility Function," *Metro Economica*, August, 1967, Vol. 19 (with C. Lloyd and M. Walker).
- (2) "Distribution of a Structural t-Statistic for the Case of Two Included Endogenous Variables," *Journal of the American Statistical Association*, June, 1970, Vol. 66 (with D.H. Richardson).
- (3) "An Experimental Study of Structural Estimators and Test Statistics Associated with Dynamical Econometric Models," *Econometrica*, July, 1974, Vol. 42 (with R.L. Basman and D.H. Richardson)

- (4) "Utility Rate Design: Marginal Costing in Practice," Problems of Regulation and Public Utilities, August, 1974, Proceedings of AT&T Conference (with R.S. Bower).
- (5) "Finite Sample Distribution Associated with Stochastic Difference Equations - Some Experimental Evidence," Econometrics, September, 1974, Vol. 42 (with R.L. Basmann and D.H. Richardson).
- (6) "Marginal Cost Pricing of Electricity," Proceedings of the French American Energy Systems Conference, Sponsored by NSF, October, 1974 Charles Cicchetti, Ed.
- (7) "Incremental Cost Pricing of Residential Electric Service," Public Utilities Fortnightly, December 5, 1974 (with R.S. Bower).
- (8) "A Program for Estimating Econometric Models - ECOMP 3," Econometrica, January, 1975, Vol. 43 (with D.H. Richardson).
- (9) "Utility Rate Structure Design: Theory in Practice," Eastern Economics Journal, July, 1975 (with R.S. Bower).
- (10) "An Experimental Study of Two-Stage Least Squares Distribution in Equations Containing Three Endogenous Variables," Proceedings of the Third World Congress of the Econometric Society, August, 1975 (with D.H. Richardson).
- (11) "On the Distribution of Two Alternative Structural t-Statistics," Journal of the American Statistical Association, September, 1976, Vol. 71.
- (12) "On the Distribution of a Test Statistic for Seemingly Unrelated Regression Parameters," Working Paper No. 77-13, Department of Economics, Brown University (with M.J. Ringo).
- (13) "The Distribution of Two-Stage Least Squares Estimates in the Three Equation Case: Some Experimental Results," Mimeo, 1977 with D.H. Richardson).
- (14) "The Cost of Capital and Financing of a CATV Company," Proceedings of the New York Law Journal Symposium on Cable and Pay Television, September, 1977, Morton I. Hamburg, ed.
- (15) "Incremental Cost Pricing and Time-of-use Rates," Proceedings of the Ninth Annual Conference of the Institute of Public Utilities, Harry Trebling, Editor.
- (16) "Efficiency Standards, and Incentives in Public Utility Regulation," Proceedings of the Tenth Annual Conference of the Institute of Public Utilities, Harry Trebling, Editor, Michigan State University Press.
- (17) "Risk/Return Relationships and the Determination of Electric Utility Class Revenue Requirements" (with M.S. Stumpp).

- (18) "An Experimental Study of 2 SLS Coefficient Estimators in Equations Containing Three Endogenous Variables," (with D.H. Richardson) to appear in *Advance in Econometrics*, Summer 1982, Volume. II.
- (19) "Differential Class Rates of Return: Some theoretical and Empirical Results," (with M. S. Stumpp) to appear in *Diversification, Deregulation, and Increased Uncertainty in Public Utility Industries*, Michigan State University Press, Harry M. Trebling, Editor.
- (20) "Class Risk, Rate of Return Differentials and the Overall Cost of Capital," (with M. S. Stumpp). Mimeo, Working Paper 81-11, April 1981.
- (21) "Experimental Evidence on Approximations to Two State Least Squares Distributions" (with D.H. Richardson), *Journal of Statistical Computation and Simulation*.
- (22) Book Review: *An Introduction to Econometric Forecasting and Forecasting Models* by Klein and Young, *Journal of Forecasting*.
- (23) "Bias in Traditional Capacity and Energy Cost Allocation," *Public Utilities Fortnightly*, May 12, 1983.
- (24) "Overruns, Phase-Ins and Cancellations: Marginal Cost is Still the Key to Pricing" (with Richard S. Bower), *Pricing Electric, Gas and Telecommunication Service*, J. Rhoads Foster, Editor, 1985.
- (25) "Damages to Utility Ratepayers from Project Delays," *Public Utilities Fortnightly*, August 4, 1988.
- (26) "Plant Abandonment: Incremental Cost Revisited," *Public Utilities Fortnightly*, November 10, 1988.

Other:

Chairman and Director: Stowe Cablevision, Inc. (Vermont)

Chairman and Director: Jeffersonville Cable TV Corporation (Vermont)

Chairman and Director: Stowe Access, LLC. (Vermont)

Chairman and Director: Stowe VOIP, LLC (Vermont)



Harvey Arnett

EDUCATION

The Cooper Union for the Advancement of Science and Art, 1970

Bachelor of Engineering - Major in Chemical Engineering

Registered Professional Engineer in New York

SUMMARY OF PROFESSIONAL EXPERIENCE

2005--Present **Harvey Arnett d/b/a Arnett Energy** - Provides expertise on electric, steam, and gas utilities including revenue requirements, allocated cost of serve studies, revenue allocation, rate design, supply planning, reliability, wholesale supply and industry restructuring issues. Major clients have included New York City, the MTA, the Port Authority of NY and NJ, Westchester County, Con Edison, NYPA, Reliant Energy, the DC Office of the People's Counsel, the US Department of Homeland Security, the Connecticut Office of Consumer Counsel, Pace University, the Long Island Power Authority, the Durst Corporation, Vornado Realty, New York University and Cornell University.

1970--2005 **Deputy Director, Electric and Gas Rates, New York State Department of Public**

Service, New York, NY – Starting as a Junior Engineer and working progressively through the ranks, served on the Staff of the New York State Department of Public Service primarily on issues related to rate making.

- Supervised 36 rate professionals
- Team lead for Con Edison electric rate issues for 25 years
- Oversaw the Con Edison's restructuring and generation divestiture
- Member of the Commission's Advisory Staff
- Member of the Staff NYISO Management Team
- Staff lead or co-lead for Standby Rates and Distributed Generation Pilots, Real Time Pricing, Rate Incentives (Revenue Decoupling Mechanisms), Geographic Based Rate Setting (New York City vs. Westchester), PURPA Contracts and Electric Market Power Analysis
- Testified 35 times before the Commission, once in Federal Court and once before the New York Assembly Standing Committee on Energy
- Provided affidavits and input for interventions at FERC
- Speaker at numerous professional meetings and public forums



EXPERT WITNESS TESTIMONY as ARNETT ENERGY

Case 09-G-0795 – Con Edison Gas Rates - on behalf of NYC on Revenue Requirement, planning, billing and audit issues

Case 09-S-0795 – Con Edison Steam Rates - on Revenue Requirement, planning, RDM, line losses and audit issues

Case 09-E-0428 – Con Edison Electric Rates – on behalf of New York City and the New York MTA on Revenue Requirement (case settled pre hearing)

Case 08-E-0539 – Con Edison Electric Rates – on behalf of New York City, the Port Authority of New York and the New York MTA on Revenue Requirement

Docket No. 08-07-04 – United Illuminating Company – on behalf of the Connecticut Office of Consumer Counsel on Allocated Cost of Service, Revenue Allocation and Rate Design

Case 07-S-1315 – Con Edison Steam Rates – on behalf of New York City on Revenue Requirement and Long Term Planning Issues

Case 07-E-0538 - Con Edison Electric Rates – on behalf of New York City, the Port Authority of New York and the New York MTA on Revenue Requirement

Docket No. 07-07-01 – Connecticut Light and Power Company – on behalf of the Connecticut Industrial Energy Consumers on a Decoupling Mechanism

EXPERT WITNESS TESTIMONY with the DEPARTMENT OF PUBLIC SERVICE (Major cases)

Case 27029 – Con Edison Electric Rates – Revenue Decoupling

Case 27137 – Generic Fuel Adjustment Clause – History of the FAC and mechanics

Case 27353 – Con Edison Electric Rates – Sales Forecast, Revenue Requirement, FAC and Revenue Allocation

Case 27353 Phase II – Con Edison Electric Rates - Allocated Cost of Service and Revenue Allocation

Case 27574 – On Site Generation – PURPA Implementation

Case 27877 – Con Edison Steam Rates – Depreciation, Steam Sales and Allocated Cost Studies

Case 27894 – Niagara Mohawk Electric Rates – Rate Design for all Service Classes

Case 28211 – Con Edison Electric Rates – Sales Forecast, FAC and Revenue Requirement

Case 28278 – Orange and Rockland - Rate Design for all Service Classes



Case 28525 – Niagara Mohawk Electric Rates – Allocated Cost of Service and Revenue Allocation

Case 29069 – Niagara Mohawk Electric Rates – PURPA Implementation

Case 29098 – Con Edison Delivery Rates – Rate Design for Delivery Service

Case 91-E-0462 – Con Edison Electric Rates – Allocated Cost of Service and Revenue Allocation

Case 92-E-0814 – Curtailment Petitions – PURPA Implementation

Case 92-E-0508 – Avoided Costs – PURPA Implementation

Case 94-E-0614 – NYSEG Electric Rates – PURPA Implementation

Case 95-E-0172 – Niagara Mohawk – PURPA Implementation

Case 96-E-0897 – Con Edison Electric Rates – Restructuring, Divestiture, Wholesale and Retail Competition, Revenue Requirement and Rate Design

Case 00-M-0095 - Con Edison Electric Rates – Restructuring, Divestiture, Wholesale and Retail Competition, Revenue Requirement and Rate Design

Case 00-E-1208 – Con Edison Electric Rates – Geographic Rate Differentials



Alice A. Miller



Highlights of Qualifications

- 30 years of experience in both technical and managerial positions, dealing with energy issues
- Over 20 years of experience in management positions at the New York Department of Public Service, serving as Chief for sections with diverse work responsibilities
- Experience reviewing utility energy efficiency proposals to determine whether or not they should be included as part of a portfolio of energy efficiency projects. This analysis included reviews of program feasibility, EM&V plans, benefit/cost analysis, and ability of proposal to contribute to achievement of environmental and energy reduction goals.

Energy Efficiency and Demand Reduction

- Consulting work for Connecticut Office of Consumer Counsel reviewing Connecticut's electric and gas utilities' proposed Conservation and Load Management Program for 2011. Prepared and defended expert testimony.
- Served as Chief of Energy Efficiency Implementation Section at the New York Public Service Commission.
- Oversaw preparation of plans for meeting New York State's goal of reducing energy usage by 15% by 2015, with a budget of approximately \$1 billion. Supervised staff reviewing more than 100 utility proposals and coordinated preparation of a series of session items recommending needed modifications and which programs to fund.
- Coordinated development of Staff positions on demand reduction programs implemented by the New York Independent System Operator
- Consulting work with Connecticut Office of Consumer Counsel reviewing Connecticut Light and Power's Smart Grid implementation proposal. Prepared and defended expert testimony.
- Served as a subject matter expert on energy efficiency program presented in the Ukraine, sponsored by USAID

Renewable Energy

- Worked as Chief of Energy Efficiency and Renewables Section at the New York Department of Public Service
- Oversaw implementation of green power marketing efforts in New York State, including tracking and monitoring system
- Oversaw New York's environmental disclosure program



- Served as subject matter expert on renewable energy program given in Costa Rica for the benefit of Central American and Caribbean countries, sponsored by USAID

Rates and Tariffs

- Served as Chief of Tariff Analysis Section
- Served as co-lead for major electric and gas rate cases
- Supervised preparation of testimony by employees on a variety of topics
- Worked on cost allocation and rate design, including time-of-use rates

Consumer Issues (electricity, natural gas, telecommunications and water)

- Served as Chief of Consumer Advocacy, dealing primarily with service quality, consumer protection issues, and low income issues
- Oversaw utility communication with customers
- Participated in dozens of prudence and/or audit cases
- Supervised staff that provided expert testimony on consumer issues in all major rate cases

Management

- As a member of the Executive Office, had extensive opportunities to learn about the operation of New York State government
- Facilitated Directors' Meetings and did strategic planning for the agency over a period of five years
- Worked with Civil Service on job creation, retention, hiring, and testing

Communication

- Have prepared and edited hundreds of public documents on diverse topics
- Have given speeches and media interviews on a wide variety of subjects
- Had responsibility for Executive Office speeches over a multi-year period

Education

SUNY Albany, Albany, New York	MBA, 1991
U. of Iowa, Iowa City	M.A. English, 1976
U. of Iowa, Iowa City	B.A. Education, 1974 (with highest distinction)

Robert A. Visalli



Areas of Expertise and Specialization

34 years of experience from June 1977 through July 2011 in regulating Electric, Gas, Water and Telephone utilities with increasingly roles of responsibility at the New York State Department of Public Service. For the past 15 years, I was a Supervisor in the Office of Accounting and Finance. In that role, I supervised accountants and financial analysts in the agency's role and jurisdiction over rates and service. I also doubled as the lead accountant and lead negotiator on many of the cases in my unit that came before the New York State Public Service Commission. Specific areas of expertise include revenue requirements, mergers and acquisitions, service companies, deferral petitions, fuel adjustment clause, commodity adjustment clause, federal and state income tax refunds, property tax refunds, sale of asset analysis, surcharge mechanisms, negotiations, and policy development.

Relevant Experience

- Supervisor, Office of Accounting and Finance for the New York State Public Service Commission from 2002 to 2011. Supervised the accountants and financial analysts assigned to my unit for all accounting, financial and rate matters related to Niagara Mohawk Power Corporation d/b/a National Grid as well as over 300 privately owned water companies in New York State. I also took active auditing, testifying and negotiating roles in most of the major cases assigned to my unit. Responsibilities included rate cases, mergers and acquisitions, service company charges and corporate structure, deferral audits, tax refund petitions, sales of asset petitions including the sale of the Nine Mile 1 and 2 nuclear plants, and providing technical assistance to Senior Staff and Administrative Law Judges. I also co-developed and taught a training program for Staff development in rate cases.



- Progressed from Public Utility Auditor I to Public Utility Auditor III in the Office of Accounting and Finance for the New York State Public Service Commission from 1977 to 2002. In that role, I provided extensive testimony in numerous rate proceedings involving electric, gas, water and telephone utilities, analyzed deferral petitions and income tax refunds, and conducted numerous fuel adjustment clause and compliance audits. In addition, I was a chief negotiator for Staff in many of the cases I worked on that went into settlement discussions. I also worked approximately one year in the Department's Competition Transition Office, conducted several in-house seminars in my fields of expertise, and participated in a number of Department action committees and special assignments.
- From 1972 – 1974, I was employed at the General Electric Company, first in the Advanced Manufacturing Engineering Unit and later in the Technical Writing Department.

Specific Expertise Developed At The New York Commission

- Testified before the New York Commission in approximately 75 proceeding involving issues of rates, emergency rates, deferrals, generating plant sales, multi-year rate plans, mergers and acquisitions, and service company allocations and organizational structure.
- Developed the revenue requirements for utility rate cases.
- Trained Staff in how to effectively conduct rate case audits.
- Made presentations to Senior Staff on a multitude of issues involving rates, finances, corporate structure and policy.
- Acquired special expertise in negotiations through extensive experience, academic training taught by Harvard University professors, and advanced in-house training conducted by the Department's Office of Hearings and Alternative Dispute Resolution.
- Designed various performance measures to properly incent utilities in the areas of cost control and customer service.

Utilities Covered

Niagara Mohawk Power Corporation d/b/a National Grid
New York State Electric and Gas Corporation
Rochester Gas and Electric Corporation
Central Hudson Gas & Electric Corporation



Long Island Lighting Company
All Major Water Utilities in New York State
Numerous Small Water Utilities
Rochester Telephone Company
Midstate Telephone Company

Education

MS Degree in Accounting from Syracuse University (1976)
BS Degree in Mechanical Engineering from Clarkson University (1972)



Attachment 3



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
 PSC129076

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 FRANK WHITTAKER
 304-558-2316

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE
 NORTHPOINT CONSULTING GROUP
 2 BUCK ROAD, STE. G
 HANOVER, NH 03755

SHIP TO

PUBLIC SERVICE COMMISSION
 OF WEST VIRGINIA
 201 BROOKS STREET
 CHARLESTON, WV
 25301 340-0323

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/23/2012				

BID OPENING DATE: 06/14/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		961-20		
<p>CONSULTING SERVICES</p> <p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA PUBLIC SERVICE COMMISSION IS SOLICITING BIDS FOR AN OPEN-END CONTRACT TO PROVIDE THE AGENCY WITH CONSULTING SERVICES CONCERNING UTILITY FINANCE, UTILITY ACCOUNTING, REVENUE REQUIREMENTS, COST OF SERVICE, RATE DESIGN, AND REGIONAL ISSUES PER THE ATTACHED SPECIFICATIONS.</p> <p>ALL TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO FRANK WHITTAKER IN THE WV PURCHASING DIVISION VIA EMAIL AT FRANK.M.WHITTAKER@WV.GOV OR VIA FAX AT 304-558-4115 DEADLINE FOR ALL TECHNICAL QUESTIONS IS 06/04/2012 AT 4:30 PM. ALL TECHNICAL QUESTIONS WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: TELEPHONE: 603-643-1927 DATE: 6/11/2012

TITLE: MEMBER FEIN: 10-0001448 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

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 NORTHPOINT CONSULTING GROUP
 2 Buck Road, Ste. G
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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>IN THIS CONTRACT DOCUMENT BY THE STATE OF WEST VIRGINIA, ITS AGENCIES, OR POLITICAL SUBDIVISIONS, THE TERMS, CONDITIONS, AND PRICING SET FORTH HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE 603-643-1927	DATE 6/12/2012
TITLE MEMBER	FERN 10-0001448	ADDRESS CHANGES TO BE NOTED ABOVE

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RFQ NUMBER
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DATE PRINTED 05/23/2012	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **06/14/2012** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 01/17/2012</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER:</p> <p style="text-align: right;">44</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE 603-643-1927	DATE 6/11/2012
TITLE MEMBER	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
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 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
PSC129076

PAGE
4

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VENDOR
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 HANOVER, NH 03755**

SHIP TO
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 201 BROOKS STREET
 CHARLESTON, WV
 25301 340-0323**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/23/2012				

BID OPENING DATE: **06/14/2012** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				PSC129076		
				BID OPENING DATE:		06/14/2012
				BID OPENING TIME:		1:30 PM
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						
----- 603-277-9649 -----						
CONTACT PERSON (PLEASE PRINT CLEARLY):						
----- ROBERT S. ROHR -----						
***** THIS IS THE END OF RFQ PSC129076 ***** TOTAL: _____						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: TELEPHONE: **603-643-1927** DATE: **6/11/2012**

TITLE: **MEMBER** FEIN: **10-0001448** ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

PSC129076
BID SHEET

HOURLY RATE	ESTIMATED HRS	TOTAL
\$ 250.00	850 HRS.	\$ 212,500.00

The quantity listed above is an estimate for bidding purposes only.
Actual quantity will vary based on the agency's need.
This hourly rate shall be inclusive of all costs incurred.

RFQ No. PSC 129076

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §8A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, Limited Liability Company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentally established by a county or municipality; any separate corporation or instrumentally established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (West Virginia Code §61-5-3), I hereby certify that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: NORTH POINT CONSULTING GROUP, LLC

Authorized Signature: [Signature] Date: 6/12/12

State of Vermont

County of Lamoille, to-wit:

Taken, subscribed, and sworn to before me this 12th day of June, 2012.

My Commission expires 2/10, 2015.

AFFIX SEAL HERE

NOTARY PUBLIC Claire T. Auster

