

**PROPOSAL TO
THE CONSUMER ADVOCATE DIVISION
FOR
CONSULTING SERVICES
IN THE MATTER OF
MOUNTAINEER GAS COMPANY'S
2009 RATE CASE FILING**

PSC Case No. 09-0878-G-42T

SIGNED BY: 

**Michael J. Majoros, Jr.
Snively King Majoros O'Connor & Lee, Inc.
1111 14th Street, N.W., Suite 300
Washington, DC 20005
(202) 371-9153**

DATE OF ISSUE: July 20, 2009

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**PURCHASING DIVISION
STATE OF WV**

GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
5. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
14. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **WEST VIRGINIA ALCOHOL & DRUG-FREE WORKPLACE ACT:** If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: "The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a sworn statement in writing, under the penalties of perjury, that they maintain a valid drug-free work place policy in compliance with the West Virginia and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy."

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in case of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130

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I. INTRODUCTION

Snavely King Majoros O'Connor & Bedell, Inc. ("Snavely King") would like to thank the West Virginia Consumer Advocate Division ("CAD") for the opportunity to submit this proposal to provide professional public utility consulting services to the CAD in Mountaineer Gas Company's ("Mountaineer" or "Company") filed rate case.

II. THE FIRM

Snavely King is District of Columbia Corporation formed in 1970 to conduct economic analyses of the costs, revenues, services and rates of regulated enterprises. Most its activities involve the preparation and presentation of expert witness testimony before Federal and state regulatory, legislative and judicial agencies. Snavely King presently employs eleven experts in economics, accounting, engineering and cost analysis. During its thirty-nine year history, members of the firm have participated in over one thousand proceedings before a majority of the state utility commissions and all Federal (U.S. and Canadian) commissions that regulate utilities or transportation industries. Snavely King has consistently represented state commissions and consumer advocates in literally dozens of cases involving all types of utilities, i.e., water, gas, electric, telephone, sewerage and waste removal.

Snavely King's experience encompasses a wide range of issues typically addressed in rate cases. These include rate of return, revenue requirement issues, depreciation, cost of service and rate design. In the course of this experience, Snavely King's senior analysts have become familiar with the full range of concepts and practices used in public utility rate proceedings and have addressed a majority of these issues either directly in testimony or by other means such as through the issuance of

audit reports. The firm has also developed expertise in certain highly specialized areas such as depreciation, for which the firm is well known. Snavely King prides itself in its provision of services and work products that meet the most demanding professional standards. We assure the CAD that it will receive no less. Please see our website for more information: www.snavely-king.com.

III. ISSUES

Mountaineer has filed for a \$26.4 million or 6.60 percent increase in revenues. The requested increase will cause a 7.77 percent increase in residential rates. The Company's current rates were approved in November 2005.

The Company's application includes a W.Va. Code § 24-2-4a Utility Management Report. Based on this report we have spotted several areas that will likely require special attention. They include the following:

- Mountaineer's installation of its own customer information system and call center operations to replace capabilities lost due to the termination of the transitional services agreement with its former owner, Allegheny Energy Service Corporation ("Allegheny").
- The creation and staffing of positions resulting from the separation from Allegheny.
- Mountaineer's outsourcing agreements.
- Maintenance savings and possible service life extensions related to significant main and service replacements since the last rate filing.
- Issues related to the acquisition of six smaller privately-owned natural gas utilities in 2008.

- Mountaineer's request for a new weather normalization adjustment rate, which would allow the Company to adjust its rates up or down when the weather is outside a normal range.
- Expenses and savings related to the contract with Sequent Energy Management.

IV. SCOPE OF WORK TO BE PERFORMED

Snively King proposes to review Mountaineer's application, testimony, and exhibits and to file independent reviews and analyses of the appropriateness of the Company's claims. In short, Snively King will provide all necessary services in connection with the review and analysis of Mountaineer's general rate case, including rate base, revenues, expenses, service company billings, taxes, operating income and all sub-areas falling under these categories. Snively King understands that the CAD staff anticipates handling some accounting issues internally, and as such will be prepared to coordinate its review and analysis with that of the CAD staff and any other CAD witnesses.

Snively King will provide these services through the development and submission of discovery, independent analysis, written testimony, attendance at hearings, assistance with cross-examination and briefs and participation in any additional post-hearing activities, including briefing the CAD Staff at the conclusion of the proceedings.

V. PERSONNEL ASSIGNED

The following Snavely King personnel will be assigned to this project.

<u>Name</u>	<u>Position</u>	<u>Function</u>	<u>Role</u>
Michael J. Majoros	Vice President	Project Director Analysis/ Witness	Senior / Principal
Charles W. King	President	Quality Control	Senior / Principal
Margaret Kenney	Sr. Consultant	Analysis	Regulatory Analyst
Jeff Rocha	Sr. Consultant	Analysis	Regulatory Analyst
John Legieza	Sr. Consultant	Analysis	Regulatory Analyst
Kim Hillenbrand	Analyst	Support	Research Associate
Angel Finch	Analyst	Support	Research Associate

Michael J. Majoros, Jr. will direct the project and be the CAD's witness. Mr. Majoros has approximately 30 years of experience in regulatory proceedings addressing almost all potential revenue requirement issues. Mr. Majoros has been the CAD's witness in several prior proceedings. Mr. Majoros has published articles in the Public Utility Fortnightly and has spoken before the Iowa State Regulatory Conference, NARUC, and NASUCA. Mr. Majoros has passed the CPA examination.

Mr. Majoros will be assisted as necessary by Charles W. King, Margaret Kenney, Jeff Rocha, John Legieza, Kim Hillenbrand and Angel Finch.

Attachment A includes resumes of these individuals.

VI. RELATED PROJECTS

Attachment B to this proposal lists certain recent projects involving revenue requirement issues. Snavelly King is not and has not been involved in any cases that could be in conflict with this case.

VII. HOURLY RATES

Snavelly King's proposed hourly rates are shown on the PSC10509 – Case Consulting Bid Form attached as Attachment C to this proposal.

SNAVELY KING MAJOROS O'CONNOR & BEDELL, INC.

PROPOSAL TO

WEST VIRGINIA CONSUMER ADVOCATE DIVISION

PSC CASE NO. 09-0878-G-42T

RESUMES

Experience

Snavelly King Majoros O'Connor & Bedell, Inc.

Vice President and Treasurer (1988 to Present)
Senior Consultant (1981-1987)

Mr. Majoros provides consultation specializing in accounting, financial, and management issues. He has testified as an expert witness or negotiated on behalf of clients in more than one hundred thirty regulatory federal and state regulatory proceedings involving telephone, electric, gas, water, and sewerage companies. His testimony has encompassed a wide array of complex issues including taxation, divestiture accounting, revenue requirements, rate base, nuclear decommissioning, plant lives, and capital recovery. Mr. Majoros has also provided consultation to the U.S. Department of Justice and appeared before the U.S. EPA and the Maryland State Legislature on matters regarding the accounting and plant life effects of electric plant modifications and the financial capacity of public utilities to finance environmental controls. He has estimated economic damages suffered by black farmers in discrimination suits.

Van Scoyoc & Wiskup, Inc., Consultant (1978-1981)

Mr. Majoros conducted and assisted in various management and regulatory consulting projects in the public utility field, including preparation of electric system load projections for a group of municipally and cooperatively owned electric systems; preparation of a system of accounts and reporting of gas and oil pipelines to be used by a state regulatory commission; accounting system analysis and design for rate proceedings involving electric, gas, and telephone utilities. Mr. Majoros provided onsite management accounting and controllership assistance to a municipal electric and water utility. Mr. Majoros also assisted in an antitrust proceeding involving a major electric utility. He submitted expert testimony in FERC Docket No. RP79-12 (El Paso Natural Gas Company), and he co-authored a study entitled Analysis of Staff Study on Comprehensive Tax Normalization that was submitted to FERC in Docket No. RM 80-42.

Handling Equipment Sales Company, Inc. **Controller/Treasurer (1976-1978)**

Mr. Majoros' responsibilities included financial management, general accounting and reporting, and income taxes.

Ernst & Ernst, Auditor (1973-1976)

Mr. Majoros was a member of the audit staff where his responsibilities included auditing, supervision, business systems analysis, report preparation, and corporate income taxes.

University of Baltimore - (1971-1973)

Mr. Majoros was a full-time student in the School of Business.

During this period Mr. Majoros worked consistently on a part-time basis in the following positions: Assistant Legislative Auditor – State of Maryland, Staff Accountant – Robert M. Carney & Co., CPA's, Staff Accountant – Naron & Wegad, CPA's, Credit Clerk – Montgomery Wards.

Central Savings Bank, (1969-1971)

Mr. Majoros was an Assistant Branch Manager at the time he left the bank to attend college as a full-time student. During his tenure at the bank, Mr. Majoros gained experience in each department of the bank. In addition, he attended night school at the University of Baltimore.

Education

University of Baltimore, School of Business, B.S. –
Concentration in Accounting

Professional Affiliations

American Institute of Certified Public Accountants
Maryland Association of C.P.A.s
Society of Depreciation Professionals

Publications, Papers, and Panels

"Analysis of Staff Study on Comprehensive Tax Normalization," FERC Docket No. RM 80-42, 1980.

"Telephone Company Deferred Taxes and Investment Tax Credits – A Capital Loss for Ratepayers," Public Utility Fortnightly, September 27, 1984.

"The Use of Customer Discount Rates in Revenue Requirement Comparisons," Proceedings of the 25th Annual Iowa State Regulatory Conference, 1986

"The Regulatory Dilemma Created By Emerging Revenue Streams of Independent Telephone Companies," Proceedings of NARUC 101st Annual Convention and Regulatory Symposium, 1989.

"BOC Depreciation Issues in the States," National Association of State Utility Consumer Advocates, 1990 Mid-Year Meeting, 1990.

"Current Issues in Capital Recovery" 30th Annual Iowa State Regulatory Conference, 1991.

"Impaired Assets Under SFAS No. 121," National Association of State Utility Consumer Advocates, 1996 Mid-Year Meeting, 1996.

"What's 'Sunk' Ain't Stranded: Why Excessive Utility Depreciation is Avoidable," with James Campbell, Public Utilities Fortnightly, April 1, 1999.

"Local Exchange Carrier Depreciation Reserve Percents," with Richard B. Lee, Journal of the Society of Depreciation Professionals, Volume 10, Number 1, 2000-2001

"Rolling Over Ratepayers," Public Utilities Fortnightly, Volume 143, Number 11, November, 2005.

"Asset Management – What is it?," American Water Works Association, Pre-Conference Workshop, March 25, 2008.

Michael J. Majoros, Jr.

<u>Date</u>	<u>Jurisdiction / Agency</u>	<u>Docket</u>	<u>Utility</u>
<u>Federal Courts</u>			
2005	US District Court, Northern District of AL, Northwestern Division 55/56/57/	CV 01-B-403-NW	Tennessee Valley Authority

<u>State Legislatures</u>			
2006	Maryland General Assembly 61/	SB154	Maryland Healthy Air Act
2006	Maryland House of Delegates 62/	HB189	Maryland Healthy Air Act

<u>Federal Regulatory Agencies</u>			
1979	FERC-US 19/	RP79-12	El Paso Natural Gas Co.
1980	FERC-US 19/	RM80-42	Generic Tax Normalization
1996	CRTC-Canada 30/	97-9	All Canadian Telecoms
1997	CRTC-Canada 31/	97-11	All Canadian Telecoms
1999	FCC 32/	98-137 (Ex Parte)	All LECs
1999	FCC 32/	98-91 (Ex Parte)	All LECs
1999	FCC 32/	98-177 (Ex Parte)	All LECs
1999	FCC 32/	98-45 (Ex Parte)	All LECs
2000	EPA 35/	CAA-00-6	Tennessee Valley Authority
2003	FERC 48/	RM02-7	All Utilities
2003	FCC 52/	03-173	All LECs
2003	FERC 53/	ER03-409-000, ER03-666-000	Pacific Gas and Electric Co.

<u>State Regulatory Agencies</u>			
1982	Massachusetts 17/	DPU 557/558	Western Mass Elec. Co.
1982	Illinois 16/	ICC81-8115	Illinois Bell Telephone Co.
1983	Maryland 8/	7574-Direct	Baltimore Gas & Electric Co.
1983	Maryland 8/	7574-Surrebuttall	Baltimore Gas & Electric Co.
1983	Connecticut 15/	810911	Woodlake Water Co.
1983	New Jersey 1/	815-458	New Jersey Bell Tel. Co.
1983	New Jersey 14/	8011-827	Atlantic City Sewerage Co.
1984	Dist. Of Columbia 7/	785	Potomac Electric Power Co.
1984	Maryland 8/	7689	Washington Gas Light Co.
1984	Dist. Of Columbia 7/	798	C&P Tel. Co.
1984	Pennsylvania 13/	R-832316	Bell Telephone Co. of PA
1984	New Mexico 12/	1032	Mt. States Tel. & Telegraph
1984	Idaho 18/	U-1000-70	Mt. States Tel. & Telegraph
1984	Colorado 11/	1655	Mt. States Tel. & Telegraph

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1984	Dist. Of Columbia <u>7/</u>	813	Potomac Electric Power Co.
1984	Pennsylvania <u>3/</u>	R842621-R842625	Western Pa. Water Co.
1985	Maryland <u>8/</u>	7743	Potomac Edison Co.
1985	New Jersey <u>1/</u>	848-856	New Jersey Bell Tel. Co.
1985	Maryland <u>8/</u>	7851	C&P Tel. Co.
1985	California <u>10/</u>	I-85-03-78	Pacific Bell Telephone Co.
1985	Pennsylvania <u>3/</u>	R-850174	Phila. Suburban Water Co.
1985	Pennsylvania <u>3/</u>	R850178	Pennsylvania Gas & Water Co.
1985	Pennsylvania <u>3/</u>	R-850299	General Tel. Co. of PA
1986	Maryland <u>8/</u>	7899	Delmarva Power & Light Co.
1986	Maryland <u>8/</u>	7754	Chesapeake Utilities Corp.
1986	Pennsylvania <u>3/</u>	R-850268	York Water Co.
1986	Maryland <u>8/</u>	7953	Southern Md. Electric Corp.
1986	Idaho <u>9/</u>	U-1002-59	General Tel. Of the Northwest
1986	Maryland <u>8/</u>	7973	Baltimore Gas & Electric Co.
1987	Pennsylvania <u>3/</u>	R-860350	Dauphin Cons. Water Supply
1987	Pennsylvania <u>3/</u>	C-860923	Bell Telephone Co. of PA
1987	Iowa <u>6/</u>	DPU-86-2	Northwestern Bell Tel. Co.
1987	Dist. Of Columbia <u>7/</u>	842	Washington Gas Light Co.
1988	Florida <u>4/</u>	880069-TL	Southern Bell Telephone
1988	Iowa <u>6/</u>	RPU-87-3	Iowa Public Service Company
1988	Iowa <u>6/</u>	RPU-87-6	Northwestern Bell Tel. Co.
1988	Dist. Of Columbia <u>7/</u>	869	Potomac Electric Power Co.
1989	Iowa <u>6/</u>	RPU-88-6	Northwestern Bell Tel. Co.
1990	New Jersey <u>1/</u>	1487-88	Morris City Transfer Station
1990	New Jersey <u>5/</u>	WR 88-80967	Toms River Water Company
1990	Florida <u>4/</u>	890256-TL	Southern Bell Company
1990	New Jersey <u>1/</u>	ER89110912J	Jersey Central Power & Light
1990	New Jersey <u>1/</u>	WR90050497J	Elizabethtown Water Co.
1991	Pennsylvania <u>3/</u>	P900465	United Tel. Co. of Pa.
1991	West Virginia <u>2/</u>	90-564-T-D	C&P Telephone Co.
1991	New Jersey <u>1/</u>	90080792J	Hackensack Water Co.
1991	New Jersey <u>1/</u>	WR90080884J	Middlesex Water Co.
1991	Pennsylvania <u>3/</u>	R-911892	Phil. Suburban Water Co.
1991	Kansas <u>20/</u>	176, 716-U	Kansas Power & Light Co.
1991	Indiana <u>29/</u>	39017	Indiana Bell Telephone
1991	Nevada <u>21/</u>	91-5054	Central Tele. Co. – Nevada
1992	New Jersey <u>1/</u>	EE91081428	Public Service Electric & Gas
1992	Maryland <u>8/</u>	8462	C&P Telephone Co.
1992	West Virginia <u>2/</u>	91-1037-E-D	Appalachian Power Co.
1993	Maryland <u>8/</u>	8464	Potomac Electric Power Co.
1993	South Carolina <u>22/</u>	92-227-C	Southern Bell Telephone
1993	Maryland <u>8/</u>	8485	Baltimore Gas & Electric Co.
1993	Georgia <u>23/</u>	4451-U	Atlanta Gas Light Co.
1993	New Jersey <u>1/</u>	GR93040114	New Jersey Natural Gas. Co.

Michael J. Majoros, Jr.

1994	Iowa 6/	RPU-93-9	U.S. West – Iowa
1994	Iowa 6/	RPU-94-3	Midwest Gas
1995	Delaware 24/	94-149	Wilm. Suburban Water Corp.
1995	Connecticut 25/	94-10-03	So. New England Telephone
1995	Connecticut 25/	95-03-01	So. New England Telephone
1995	Pennsylvania 3/	R-00953300	Citizens Utilities Company
1995	Georgia 23/	5503-0	Southern Bell
1996	Maryland 8/	8715	Bell Atlantic
1996	Arizona 26/	E-1032-95-417	Citizens Utilities Company
1996	New Hampshire 27/	DE 96-252	New England Telephone
1997	Iowa 6/	DPU-96-1	U S West – Iowa
1997	Ohio 28/	96-922-TP-UNC	Ameritech – Ohio
1997	Michigan 28/	U-11280	Ameritech – Michigan
1997	Michigan 28/	U-112 81	GTE North
1997	Wyoming 27/	7000-ztr-96-323	US West – Wyoming
1997	Iowa 6/	RPU-96-9	US West – Iowa
1997	Illinois 28/	96-0486-0569	Ameritech – Illinois
1997	Indiana 28/	40611	Ameritech – Indiana
1997	Indiana 27/	40734	GTE North
1997	Utah 27/	97-049-08	US West – Utah
1997	Georgia 28/	7061-U	BellSouth – Georgia
1997	Connecticut 25/	96-04-07	So. New England Telephone
1998	Florida 28/	960833-TP et. al.	BellSouth – Florida
1998	Illinois 27/	97-0355	GTE North/South
1998	Michigan 33/	U-11726	Detroit Edison
1999	Maryland 8/	8794	Baltimore Gas & Electric Co.
1999	Maryland 8/	8795	Delmarva Power & Light Co.
1999	Maryland 8/	8797	Potomac Edison Company
1999	West Virginia 2/	98-0452-E-GI	Electric Restructuring
1999	Delaware 24/	98-98	United Water Company
1999	Pennsylvania 3/	R-00994638	Pennsylvania American Water
1999	West Virginia 2/	98-0985-W-D	West Virginia American Water
1999	Michigan 33/	U-11495	Detroit Edison
2000	Delaware 24/	99-466	Tidewater Utilities
2000	New Mexico 34/	3008	US WEST Communications, Inc.
2000	Florida 28/	990649-TP	BellSouth -Florida
2000	New Jersey 1/	WR30174	Consumer New Jersey Water
2000	Pennsylvania 3/	R-00994868	Philadelphia Suburban Water
2000	Pennsylvania 3/	R-0005212	Pennsylvania American Sewerage
2000	Connecticut 25/	00-07-17	Southern New England Telephone
2001	Kentucky 36/	2000-373	Jackson Energy Cooperative
2001	Kansas 38/39/40/	01-WSRE-436-RTS	Western Resources
2001	South Carolina 22/	2001-93-E	Carolina Power & Light Co.
2001	North Dakota 37/	PU-400-00-521	Northern States Power/Xcel Energy
2001	Indiana 29/41/	41746	Northern Indiana Power Company

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2001	New Jersey 1/	GR01050328	Public Service Electric and Gas
2001	Pennsylvania 3/	R-00016236	York Water Company
2001	Pennsylvania 3/	R-00016339	Pennsylvania America Water
2001	Pennsylvania 3/	R-00016356	Wellsboro Electric Coop.
2001	Florida 4/	010949-EL	Gulf Power Company
2001	Hawaii 42/	00-309	The Gas Company
2002	Pennsylvania 3/	R-00016750	Philadelphia Suburban
2002	Nevada 43/	01-10001 & 10002	Nevada Power Company
2002	Kentucky 36/	2001-244	Fleming Mason Electric Coop.
2002	Nevada 43/	01-11031	Sierra Pacific Power Company
2002	Georgia 27/	14361-U	BellSouth-Georgia
2002	Alaska 44/	U-01-34,82-87,66	Alaska Communications Systems
2002	Wisconsin 45/	2055-TR-102	CenturyTel
2002	Wisconsin 45/	5846-TR-102	TelUSA
2002	Vermont 46/	6596	Citizen's Energy Services
2002	North Dakota 37/	PU-399-02-183	Montana Dakota Utilities
2002	Kansas 40/	02-MDWG-922-RTS	Midwest Energy
2002	Kentucky 36/	2002-00145	Columbia Gas
2002	Oklahoma 47/	200200166	Reliant Energy ARKLA
2002	New Jersey 1/	GR02040245	Elizabethtown Gas Company
2003	New Jersey 1/	ER02050303	Public Service Electric and Gas Co.
2003	Hawaii 42/	01-0255	Young Brothers Tug & Barge
2003	New Jersey 1/	ER02080506	Jersey Central Power & Light
2003	New Jersey 1/	ER02100724	Rockland Electric Co.
2003	Pennsylvania 3/	R-00027975	The York Water Co.
2003	Pennsylvania /3	R-00038304	Pennsylvania-American Water Co.
2003	Kansas 20/ 40/	03-KGSG-602-RTS	Kansas Gas Service
2003	Nova Scotia, CN 49/	EMO NSPI	Nova Scotia Power, Inc.
2003	Kentucky 36/	2003-00252	Union Light Heat & Power
2003	Alaska 44/	U-96-89	ACS Communications, Inc.
2003	Indiana 29/	42359	PSI Energy, Inc.
2003	Kansas 20/ 40/	03-ATMG-1036-RTS	Atmos Energy
2003	Florida 50/	030001-E1	Tampa Electric Company
2003	Maryland 51/	8960	Washington Gas Light
2003	Hawaii 42/	02-0391	Hawaiian Electric Company
2003	Illinois 28/	02-0864	SBC Illinois
2003	Indiana 28/	42393	SBC Indiana
2004	New Jersey 1/	ER03020110	Atlantic City Electric Co.
2004	Arizona 26/	E-01345A-03-0437	Arizona Public Service Company
2004	Michigan 27/	U-13531	SBC Michigan
2004	New Jersey 1/	GR03080683	South Jersey Gas Company
2004	Kentucky 36/	2003-00434,00433	Kentucky Utilities, Louisville Gas & Electric
2004	Florida 50/ 54/	031033-EI	Tampa Electric Company
2004	Kentucky 36/	2004-00067	Delta Natural Gas Company

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2004	Georgia 23/	18300, 15392, 15393	Georgia Power Company
2004	Vermont 46/	6946, 6988	Central Vermont Public Service Corporation
2004	Delaware 24/	04-288	Delaware Electric Cooperative
2004	Missouri 58/	ER-2004-0570	Empire District Electric Company
2005	Florida 50/	041272-EI	Progress Energy Florida, Inc.
2005	Florida 50/	041291-EI	Florida Power & Light Company
2005	California 59/	A.04-12-014	Southern California Edison Co.
2005	Kentucky 36/	2005-00042	Union Light Heat & Power
2005	Florida 50/	050045 & 050188-EI	Florida Power & Light Co.
2005	Kansas 38/ 40/	05-WSEE-981-RTS	Westar Energy, Inc.
2006	Delaware 24/	05-304	Delmarva Power & Light Company
2006	California 59/	A.05-12-002	Pacific Gas & Electric Co.
2006	New Jersey 1/	GR05100845	Public Service Electric and Gas Co.
2006	Colorado 60/	06S-234EG	Public Service Co. of Colorado
2006	Kentucky 36/	2006-00172	Union Light, Heat & Power
2006	Kansas 40/	06-KGSG-1209-RTS	Kansas Gas Service
2006	West Virginia 2/	06-0960-E-42T, 06-1426-E-D	Allegheny Power
2006	West Virginia 2/	05-1120-G-30C, 06-0441-G-PC, et al.	Hope Gas, Inc. and Equitable Resources, Inc.
2007	Delaware 24/	06-284	Delmarva Power & Light Company
2007	Kentucky 36/	2006-00464	Atmos Energy Corporation
2007	Colorado 60/	06S-656G	Public Service Co. of Colorado
2007	California 59/	A.06-12-009, A.06-12-010	San Diego Gas & Electric Co., and Southern California Gas Co.
2007	Kentucky 36/	2007-00143	Kentucky-American Water Co.
2007	Kentucky 36/	2007-00089	Delta Natural Gas Co.
2008	Kansas 40/	08-ATMG-280-RTS	Atmos Energy Corporation
2008	New Jersey 1/	GR07110889	New Jersey Natural Gas Co.
2008	North Dakota 37/	PU-07-776	Northern States Power/Xcel Energy
2008	Pennsylvania 3/	A-2008-2034045 et al	UGI Utilities, Inc. / PPL Gas Utilities Corp.
2008	Washington 63/	UE-072300, UG-072301	Puget Sound Energy
2008	Pennsylvania 3/	R-2008-2032689	Pennsylvania-American Water Co. - Coatesville
2008	New Jersey 1/	WR08010020	NJ American Water Co.
2008	Washington 63/ 64/	UE-080416, UG-080417	Avista Corporation
2008	Texas 65/	473-08-3681, 35717	Oncor Electric Delivery Co.
2008	Tennessee 66/	08-00039	Tennessee-American Water Co.
2008	Kansas	08-WSEE-1041-RTS	Westar Energy, Inc.
2009	Kentucky 36/	2008-00409	East Kentucky Power Coop.

Michael J. Majoros, Jr.

**PARTICIPATION AS NEGOTIATOR IN FCC TELEPHONE DEPRECIATION
RATE REPRESRIPTION CONFERENCES**

<u>COMPANY</u>	<u>YEARS</u>	<u>CLIENT</u>
Diamond State Telephone Co. <u>24/</u>	1985 + 1988	Delaware Public Service Comm
Bell Telephone of Pennsylvania <u>3/</u>	1986 + 1989	PA Consumer Advocate
Chesapeake & Potomac Telephone Co. - Md. <u>8/</u>	1986	Maryland People's Counsel
Southwestern Bell Telephone – Kansas <u>20/</u>	1986	Kansas Corp. Commission
Southern Bell – Florida <u>4/</u>	1986	Florida Consumer Advocate
Chesapeake & Potomac Telephone Co.-W.Va. <u>2/</u>	1987 + 1990	West VA Consumer Advocate
New Jersey Bell Telephone Co. <u>1/</u>	1985 + 1988	New Jersey Rate Counsel
Southern Bell - South Carolina <u>22/</u>	1986 + 1989 + 1992	S. Carolina Consumer Advocate
GTE-North – Pennsylvania <u>3/</u>	1989	PA Consumer Advocate

Michael J. Majoros, Jr.

**PARTICIPATION IN PROCEEDINGS WHICH WERE
SETTLED BEFORE TESTIMONY WAS SUBMITTED**

<u>STATE</u>	<u>DOCKET NO.</u>	<u>UTILITY</u>
Maryland <u>8/</u>	7878	Potomac Edison
Nevada <u>21/</u>	88-728	Southwest Gas
New Jersey <u>1/</u>	WR90090950J	New Jersey American Water
New Jersey <u>1/</u>	WR900050497J	Elizabethtown Water
New Jersey <u>1/</u>	WR91091483	Garden State Water
West Virginia <u>2/</u>	91-1037-E	Appalachian Power Co.
Nevada <u>21/</u>	92-7002	Central Telephone - Nevada
Pennsylvania <u>3/</u>	R-00932873	Blue Mountain Water
West Virginia <u>2/</u>	93-1165-E-D	Potomac Edison
West Virginia <u>2/</u>	94-0013-E-D	Monongahela Power
New Jersey <u>1/</u>	WR94030059	New Jersey American Water
New Jersey <u>1/</u>	WR95080346	Elizabethtown Water
New Jersey <u>1/</u>	WR95050219	Toms River Water Co.
Maryland <u>8/</u>	8796	Potomac Electric Power Co.
South Carolina <u>22/</u>	1999-077-E	Carolina Power & Light Co.
South Carolina <u>22/</u>	1999-072-E	Carolina Power & Light Co.
Kentucky <u>36/</u>	2001-104 & 141	Kentucky Utilities, Louisville Gas and Electric
Kentucky <u>36/</u>	2002-485	Jackson Purchase Energy Corporation

Michael J. Majoros, Jr.

Clients

<u>1/</u> New Jersey Rate Counsel/Advocate	<u>34/</u> New Mexico Attorney General
<u>2/</u> West Virginia Consumer Advocate	<u>35/</u> Environmental Protection Agency Enforcement Staff
<u>3/</u> Pennsylvania OCA	<u>36/</u> Kentucky Attorney General
<u>4/</u> Florida Office of Public Advocate	<u>37/</u> North Dakota Public Service Commission
<u>5/</u> Toms River Fire Commissioner's	<u>38/</u> Kansas Industrial Group
<u>6/</u> Iowa Office of Consumer Advocate	<u>39/</u> City of Wichita
<u>7/</u> D.C. People's Counsel	<u>40/</u> Kansas Citizens' Utility Rate Board
<u>8/</u> Maryland's People's Counsel	<u>41/</u> NIPSCO Industrial Group
<u>9/</u> Idaho Public Service Commission	<u>42/</u> Hawaii Division of Consumer Advocacy
<u>10/</u> Western Burglar and Fire Alarm	<u>43/</u> Nevada Bureau of Consumer Protection
<u>11/</u> U.S. Dept. of Defense	<u>44/</u> GCI
<u>12/</u> N.M. State Corporation Comm.	<u>45/</u> Wisc. Citizens' Utility Rate Board
<u>13/</u> City of Philadelphia	<u>46/</u> Vermont Department of Public Service
<u>14/</u> Resorts International	<u>47/</u> Oklahoma Corporation Commission
<u>15/</u> Woodlake Condominium Association	<u>48/</u> National Assn. of State Utility Consumer Advocates
<u>16/</u> Illinois Attorney General	<u>49/</u> Nova Scotia Utility and Review Board
<u>17/</u> Mass Coalition of Municipalities	<u>50/</u> Florida Office of Public Counsel
<u>18/</u> U.S. Department of Energy	<u>51/</u> Maryland Public Service Commission
<u>19/</u> Arizona Electric Power Corp.	<u>52/</u> MCI
<u>20/</u> Kansas Corporation Commission	<u>53/</u> Transmission Agency of Northern California
<u>21/</u> Public Service Comm. – Nevada	<u>54/</u> Florida Industrial Power Users Group
<u>22/</u> SC Dept. of Consumer Affairs	<u>55/</u> Sierra Club
<u>23/</u> Georgia Public Service Comm.	<u>56/</u> Our Children's Earth Foundation
<u>24/</u> Delaware Public Service Comm.	<u>57/</u> National Parks Conservation Association, Inc.
<u>25/</u> Conn. Ofc. Of Consumer Counsel	<u>58/</u> Missouri Office of the Public Counsel
<u>26/</u> Arizona Corp. Commission	<u>59/</u> The Utility Reform Network
<u>27/</u> AT&T	<u>60/</u> Colorado Office of Consumer Counsel
<u>28/</u> AT&T/MCI	<u>61/</u> MD State Senator Paul G. Pinsky
<u>29/</u> IN Office of Utility Consumer Counselor	<u>62/</u> MD Speaker of the House Michael Busch
<u>30/</u> Unitel (AT&T – Canada)	<u>63/</u> Washington Office of Public Counsel
<u>31/</u> Public Interest Advocacy Centre	<u>64/</u> Industrial Customers of Northwestern Utilities
<u>32/</u> U.S. General Services Administration	<u>65/</u> Steering Committee of Cities
<u>33/</u> Michigan Attorney General	<u>66/</u> City of Chattanooga

Experience

Snavely King Majoros O'Connor & Bedell, Inc. Washington, DC

*President (1989 to Present)
Vice President (1970 - 1989)*

Mr. King, a founder of the firm and acknowledged authority on regulatory economics, brings over thirty years of experience in economic consulting to his direction of the firm's work in transportation, utility and telecommunications economics.

Mr. King has appeared as an expert witness on over 300 separate occasions before more than thirty state and nine U.S. and Canadian federal regulatory agencies, presenting testimony on rate base calculations, rate of return, rate design, costing methodology, depreciation market forecasting, and ratemaking principles. Mr. King has also testified before House and Senate Committees on energy and telecommunications legislation pending before the U.S. Congress.

In telecommunications, Mr. King has testified before the Federal Communications Commission on a number of policy issues, service authorization, competitive impacts, video dialtone, and prescription of interstate depreciation rates. Before state regulatory bodies, he has presented testimony in proceedings on intrastate rates, costs earnings and depreciation.

Mr. King has testified in electric, gas and water utility cases on virtually every aspect of regulation, including cost of capital, revenue requirements, depreciation, cost allocation and rate design. Mr. King is one of the nation's leading authorities on utility depreciation practices, having testified on this subject in several dozen cases before state regulatory bodies.

In addition to his appearances as a witness in judicial and administrative proceedings, Mr. King has negotiated settlements among private parties and between private parties and regulatory offices. Mr. King also has directed depreciation studies, investment cost benefit analyses, demand forecasts, cost allocation studies and antitrust damage calculations. Mr. King directed analyses of the prices of services under Federal Government's FTS2000 long distance system.

In Canada, Mr. King designed and directed an extended inquiry into the principles and procedures for regulating the telecommunication carriers subject to the jurisdiction of the Canadian Transport Commission. He also was the principal investigator in the Canadian Transport Commission's comprehensive review of rail costing procedures.

EBS Management Consultants, Inc., Washington, DC

*Director, Economic Development Department
(1968-1970)*

Mr. King organized and directed a five-person staff of economists performing research, evaluation, and planning relating to economic development of depressed areas and communities within the U.S. Most of this work was on behalf of federal, state, and municipal agencies responsible for community or regional economic development.

Principal Consultant (1966-1968)

Mr. King conducted research on a broad range of economic topics, including transportation, regional economic development, communications, and physical distribution.

W.B. Saunders & Company, Inc., Washington, DC

Staff Economist (1962-1966)

For this economic consulting firm, which later merged with EBS Management Consultants, Inc., Mr. King engaged in numerous research efforts relating primarily to economic development and transportation.

U.S. Bureau of the Budget, Office of Statistical Standards

Analytical Statistician (1961-1962)

Mr. King was responsible for the review of all federal statistical and data-gathering programs relating to transportation.

Education

Washington & Lee University, B.A. in Economics

*The George Washington University, M.A. in
Government Economic Policy*

CHARLES W. KING
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(202) 371-1111

Appearances before State Regulatory Agencies

State	Electric, Gas, Water Utility Cases			Date of Cross-Examination
	Client	Case		
		Case Number	Utility	
AK	Exxon USA	P-89-1,2	Trans Alaska Pipeline System	October 18, 1990
AZ	Arizona Corporation Commission Arizona Retailers Association	U-1345-I U-1345-II	Arizona Public Service Co. Arizona Public Service Co.	December 16, 1980 January 15, 1981
CA	California Retailers Association California Retailers Association California Retailers Association California Retailers & California Manufacturers California Retailers Association	57666 57602 59351 59351 61138	Pacific Gas & Electric Co. Southern California Edison Pacific Gas & Electric Co. Southern California Edison Southern California Edison	March 6, 1978 April 25, 1978 June 12, 1981 May 20, 1982 May 28, 1982
CO	U. S. Department of Defense J.C. Penney Company U.S. Department of Defense U. S. Department of Defense U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense	I&S 1100 5693 I&S 1339 I&S 1540 C. Council C. Council C. Council	Colorado Springs (Elec) All Electric Utilities Colorado Springs DPU (Gas) Colorado Springs DPU (Gas) Colorado Springs DPU (Gas) Colorado Springs DPU (Elec) Colorado Springs DPU (Elec) Colorado Springs DPU (Elec)	June 14, 1977 March 8, 1978 October 18, 1979 February 9, 1982 September 30, 1984 June 6, 1985 May 19, 1986 June 30, 1987
CT	Retailers Merchants Association Division of Consumer Counsel Public Utilities Control Auto Division of Consumer Counsel Division of Consumer Counsel Division of Consumer Counsel Coalition of Hotels, Alloys & Retailers Coalition of Hotels, Alloys & Retailers	72-0204 76-0604,5 78-0303 80-0403,4 81-0413 81-0602,4 82-0701 85-10-22 87-07-01	Various Electric Utilities CL&P and HELCO Bridgeport Hydraulic Co. CL&P and HELCO United Illuminating Company CL&P and HELCO CL&P CL&P CL&P	July 22, 1976 November 10, 1977 (none) August 11, 1980 July 20, 1981 October 5, 1981 September 28, 1982 (none) April 25, 1988

CHARLES W. KING
Appearances before State Regulatory Agencies

State	Electric, Gas, Water Utility Cases			Date of Cross-Examination
	Client	Case		
		Case Number	Utility	
DC	D.C. People's Counsel	685	Potomac Electric Power Company	March 6, 1978
	D.C. People's Counsel	715	Potomac Electric Power Company	(none)
	D.C. People's Counsel	725	Potomac Electric Power Company	April 4, 1980
	D.C. People's Counsel	737	Potomac Electric Power Company	January 1, 1981
	Washington Metro Area Transit Authority	748	Potomac Electric Power Company	June 26, 1981
	Washington Metro Area Transit Authority	758	Potomac Electric Power Company	December 15, 1981
	D.C. People's Counsel	785	Potomac Electric Power Company	September 21, 1982
	Washington Metro Area Transit Authority	759	Potomac Electric Power Company	March 29, 1984
	D.C. People's Counsel	685 Remand	Potomac Electric Power Company	June 10, 1985
	D.C. People's Counsel	905	Potomac Electric Power Company	August 20, 1991
	D.C. People's Counsel	912	Potomac Electric Power Company	May 7, 1992
	D.C. People's Counsel	834, III	Potomac Electric Power Company	May 22, 1992
	D.C. People's Counsel	917	Potomac Electric Power Company	September 24, 1992
	D.C. People's Counsel	922	Washington Gas Light Company	June 15, 1993
	D.C. People's Counsel	929	Potomac Electric Power Company	December 16, 1993
	D.C. People's Counsel	934	Washington Gas Light Company	Filed April 22, 1994
	D.C. People's Counsel	939	Potomac Electric Power Company	March 16, 1995
	D.C. People's Counsel	917	Potomac Electric Power Company	April 16, 1995
	D.C. People's Counsel	951	Potomac Electric Power Company	February 20, 1997
	D.C. People's Counsel	945	Potomac Electric Power Company	September 29, 1999
D.C. People's Counsel	847	Washington Gas Light Company	June 27, 2001	
D.C. People's Counsel	989	Washington Gas Light Company	May 22, 2002	
D.C. People's Counsel	1016	Washington Gas Light Company	September 23, 2003	
D.C. People's Counsel	1053	Potomac Electric Power Company	June 27, 2007	
DE	Delaware PSC Staff	94-164	Artesian Water Company	Filed March 10, 1995
	Delaware PSC Staff	94-149	Wilmington Suburban Water Company	March 10, 1995
	Delaware PSC Staff	04-152	Tidewater Utilitites Company	Filed July 26, 2004
FL	Florida Retail Federation	790593-EU	All Electric Utilities	March 5, 1981
	Florida Retail Federation	810002-EU	Florida Power and Light Company	July 23, 1981
	Florida Retail Federation	820097-EU	Florida Power and Light Company	September 22, 1982
	Florida Retail Federation	820097-EU	Florida Power and Light Company	April 11, 1983
	Florida Retail Federation	830012-EU	Tampa Electric Company	August 19, 1983
	Florida Retail Federation	830465-EI 830465-EI	Florida Power and Light Company Tampa Electric Company	April 19, 1984 (none)

CHARLES W. KING
Appearances before State Regulatory Agencies

State	Electric, Gas, Water Utility Cases				Date of Cross-Examination
	Client	Case Number	Case		
			Utility		
GA	Georgia Retail Federation	3270-U	Georgia Power Company		September 3, 1981
	Georgia Public Service Commission	4007-U	Georgia Power Company		August 21, 1991
	Georgia Public Service Commission	4384-U	All Electric Utilities		August 1, 1993
	Georgia Public Service Commission	4755-U	Georgia Power Company		January 25, 1994
	Georgia Public Service Commission	4697-U	All Utilities		May 10, 1994
	Georgia Public Service Commission	9355-U	Georgia Power Company		November 4, 1998
	Georgia Public Service Commission	14000-U	Georgia Power Company		October 23, 2001
	Georgia Public Service Commission	14618-U	Savannah Electric & Power Company		March 27, 2002
	Georgia Public Service Commission	14311-U	Atlanta Gas Light Company		April 8, 2002
	Georgia Public Service Commission	17066-U	Georgia Power Company		July 31, 2003
	Georgia Public Service Commission	18300-U	Georgia Power Company		October 26, 2004
	Georgia Public Service Commission	18638-U	Atlanta Gas Light Company		March 14, 2005
	Georgia Public Service Commission	19758-U	Savannah Electric & Power Company		March 29, 2005
	Georgia Public Service Commission	20298-U	Atmos Energy Corp.		October 11, 2005
Georgia Public Service Commission	25060-U	Georgia Power Company		Filed October 22, 2007	
HI	Public Utilities Department	2793	All Electric Utilities		February 14, 1978
	Hawaii Consumer Advocate	4638	Hawaiian Electric Company		February 1, 1983
IL	Illinois Retail Merchants Association ("IRMA")	76-0698	Commonwealth Edison		June 22, 1977
	Chicago Bldg. Mgrs. Association ("CBMA")	76-0568	All Electric Utilities		(none)
	IRMA/CBMA	80-0546	Commonwealth Edison		March 5, 1981
	IRMA/CBMA	82-0026	Commonwealth Edison		July 22, 1982
	IRMA/CBMA	83-0537	Commonwealth Edison		March 19, 1984
	IRMA/CBMA	87-0427	Commonwealth Edison		March/April 22, 1988
	IRMA/CBMA	90-0169	Commonwealth Edison		October 29, 1990
	City of O'Fallon, IL	02-0690	Illinois-American Water Company		Filed Feb.5, Apr.11,2003
IN	Indiana Retail Council	35780-S2	N. Ind. Public Service co.		June 1, 1980
	Indiana Retail Council	35780-S1	Public Service of Indiana		October 15, 1980
	Indiana Retail Council	36318	Public Service of Indiana		May 4, 1982
KS	J.C. Penney Company	115,379-U	All Kansas Utilities		January 22, 1981
KY	Seven Kentucky Retailers	7310	Louisville Gas & Electric Co.		April 25, 1979
	Attorney General of Kentucky	2002-145	Columbia Gas of Kentucky		Filed August 8, 2002
	Attorney General of Kentucky	2003-252	Union Heat Light & Power Co.		September 30, 2003
	Attorney General of Kentucky	2004-67	Delta Gas Company		August 18, 2004
	Attorney General of Kentucky	2006-00646	Atmos Energy Corp.		Filed April 27, 2007
	Attorney General of Kentucky	2007-00008	Columbia Gas of Kentucky		Filed June 12, 2007
	Attorney General of Kentucky	2007-00089	Delta Gas Company		Filed August 14, 2007

CHARLES W. KING
Appearances before State Regulatory Agencies

State	Electric, Gas, Water Utility Cases			Date of Cross-Examination		
	Client	Case				
		Case Number	Utility			
MA	Coalition of Municipalities Coalition of Municipalities Coalition of Municipalities Coalition of Municipalities	20279	Western Massachusetts Electric	March 19, 1980		
		5571558	Western Massachusetts Electric	May 14, 1981		
		957	Western Massachusetts Electric	March 9, 1982		
		1300	Western Massachusetts Electric	January 1, 1983		
		85-270	Western Massachusetts Electric	March 26, 1986		
		MD	Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Retail Merchants of Baltimore Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Organization of Consumer Justice Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Retail Merchants of Baltimore Genstar Stone Products, et al. Industrial Intervenor Maryland People's Counsel Giant Foods, Inc. Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel	6977	Washington Gas & Light Company	September 17, 1976
				6814	Potomac Electric Power Company	September 1, 1977
				6807	All Electric Utilities	(none)
				6882	Baltimore Gas & Electric Company	September 28, 1976
				6985	Baltimore Gas & Electric Company	December 20, 1976
7070	Baltimore Gas & Electric Company			April 18, 1978		
7149	Potomac Electric Power Company			January 17, 1979		
7163	All Electric Utilities			October 23, 1978		
7236	Delmarva Power & Light Company			June 20, 1980		
7397	Baltimore Gas & Electric Company			September 8, 1980		
7427	Delmarva Power & Light Company	December 2, 1981				
7574	Baltimore Gas & Electric Company	February 18, 1982				
7597	Potomac Electric Power Company	April 20, 1982				
7604	Potomac Electric Power Company	October 19, 1982				
7588	Baltimore Gas & Electric Company	November 22, 1982				
7663	Potomac Electric Power Company	April 12, 1983				
7695	Baltimore Gas & Electric Company	December 9, 1985				
7878	Potomac Electric Power Company	June 28/July 1986				
7878	Potomac Electric Power Company	March 4, 1987				
7983	Baltimore Gas & Electric Company	January 8, 2003				
8855	Baltimore Gas & Electric Company	September 29, 2005				
9036	Potomac Electric Power Company	April 16, 2007				
9092	Potomac Electric Power Company	April 9, 2007				
9093	Delmarva Power & Light Company	August 23, 2007				
9104	Washington Gas & Light Company	September 24, 2007				
9096	Baltimore Gas & Electric Company	filed December 21, 2007				
9103	Washington Gas & Light Company					
MI	General Services Administration Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General Michigan Attorney General	U-10102	Detroit Edison Company	March 22, 1983		
		U-11722	Detroit Edison Company	November 6, 1998		
		U-11772	Consumers Energy/Detroit Edison	November 16, 1998		
		U-11495	Detroit Edison Company	December 8, 1999		
		U-11956	Consumer Energy/Detroit Edison	December 15, 1999		
		U-12505	Consumers Energy Company	September 7, 2000		
		U-12478	Detroit Edison Company	October 5, 2000		
		U-12639	Consumers Energy/Detroit Edison	July 18, 2001		
		U-13000	Consumers Energy Company	January 29, 2002		
		U-13380	Consumers Energy Company	September 9, 2002		
		U-13715	Consumers Energy Company	April 24, 2003		
		U-13808	Detroit Edison Company	Dec 12, 2003; Jan 30, Mar 5, 04		

CHARLES W. KING
Appearances before State Regulatory Agencies

State	Electric, Gas, Water Utility Cases			Date of Cross-Examination
	Client	Case Number	Utility	
MI (Cont'd)	Michigan Attorney General	U-12999	Consumers Energy Company	March 10, 2004
	Michigan Attorney General	U-13898.9	Michigan Consolidated Gas Co.	August 23, 2004
	Michigan Attorney General	U-14201	Detroit Edison Company	Filed December 5, 2004
	Michigan Attorney General	U-14274	Consumers Energy Company	Filed February 15, 2005
	Michigan Attorney General	U-14148	Consumers Energy Company	Filed March 2, 25, 2005
	Michigan Attorney General	U-14399	Detroit Edison Company	July 29, 2005
	Michigan Attorney General	U-14428	Detroit Edison Company	September 7, 2005
	Michigan Attorney General	U-14292	All Michigan Utilities	September 27, 2005
	Michigan Attorney General	U-13808-R	Detroit Edison Company	November 7, 2005
	Michigan Attorney General	U-14547	Consumers Energy Company	Nov. 7, 2005; Mar. 22, 2006
	Michigan Attorney General	U-14701	Consumers Energy Company	March 21, 2006
	Michigan Attorney General	U-14526	Consumers Energy Company	April 11, 2006
	Michigan Attorney General	U-14561	All Gas Distribution Utilities	June 1, 2006
Michigan Attorney General	U-15002	Detroit Edison Company	December 8, 2006	
Michigan Attorney General	U-15245	Consumers Energy Company	December 11, 2007	
MN	Minnesota Retail Federation	EOO26R-77-611	Northern States Power	1979
MO	Missouri Retailers Association	EO-78-161	Kansas City Power & Light Company	February 19, 1981
	Missouri Public Counsel	ER-2006-0315	Empire District Electric Company	September 14, 2006
	Missouri Public Counsel	GR-2007-0003 ER-2007-0002	Ameren UE (Gas) Ameren UE (Electric)	Filed December 15, 2006 March 22, 2007
NC	North Carolina Merchants Association	E-100	All Electric Utilities	December 18, 1975
ND	North Dakota Public Service Commission	PU-400-00-521	Xcel Energy, Inc.	April 20, 2001
	North Dakota Public Service Commission	PU-399-01-186	Montana-Dakota Utilities (Electric)	February 26, 2002
	North Dakota Public Service Commission	PU-399-02-183	Montana-Dakota Utilities (Gas)	October 7, 2002
	North Dakota Public Service Commission	PU-399-02-183	Montana-Dakota Utilities (Gas Depr.)	Filed April 7, 2003
	North Dakota Public Service Commission	PU-399-03-296 PU-04-97	Montana-Dakota Utilities (Electric) Montana-Dakota Utilities (Gas)	Filed October 15, 2003 Filed July 6, 2004
North Dakota Public Service Commission	PU-06-525	Northern States Power (Gas)	Filed May 1, 2007	
NH	Business & Industry Association of N.H.	79-187-II	Public Service of N.H.	February 6, 1981
	Business & Industry Association of N.H.	80-260	Public Service of N.H.	February 5, 1981
	Business & Industry Association of N.H.	82-333	Public Service of N.H.	November 2, 1983
NJ	N.J. Retail Merchants Association	803-151	All New Jersey Utilities	March 31, 1981
	Department of Public Advocate	815-459	N.J. Natural Gas Company	(none)
	Resorts International Hotel, Inc.	8011-827	Atlantic City Sewerage Co.	(none)
	Dept. of Public Advocate	822-116	Atlantic City Electric Co.	August 11, 1982
	Dept. of Public Advocate	355-87	Elizabethtown Gas	June 9, 1987
	Dover Township Fire Chiefs	88-080967	Tom's River Water Company	February 22, 1989

CHARLES W. KING
Appearances before State Regulatory Agencies

State	Electric, Gas, Water Utility Cases			Date of Cross-Examination
	Client	Case Number	Case Utility	
NY	N.Y. Council of Retail Merchants Metropolitan N.Y. Retail Council Metropolitan N.Y. Retail Council N.Y. Metro. Transit Authority	26806 27029 27136 27353	All Electric Utilities Consolidated Edison Company Long Island Lighting Company Consolidated Edison Company	February 3, 1976 (none) July 1, 1977 September 5, 1980
OH	Ohio Council of Retail Association Ohio Council of Retail Association	88-170-EL 83-1529-EL	Cleveland Elec. Illuminating Cincinnati Gas & Electric	(none) February 15, 1992
PA	Pennsylvania Retail Association Southeastern Pa. Transp. Authority Eastern Penn Energy Users Group Eastern Penn Energy Association Penn Business Utility User Group Pennsylvania Office of Consumer Advocate	76-PRMD-7 R-811626 R-822189 R-842651 R-850152 R-00016339	All Electric Utilities Philadelphia Electric Company Penn. Power & Light Company Penn. Power & Light Company Philadelphia Electric Company Pennsylvania-American Water Co.	September 7, 1977 December 11, 1981 March/April 1983 December 3, 1984 February 19, 1986 September 19, 2001
TN	Attorney General of Tennessee	07-00105	Atmos Energy Corp.	Filed August 21, 2007
TX	Houston Retailers Association Houston Retailers Association Cities for Fair Utility Rates	5779 6765 8425/8431	Houston Lighting Company Houston Lighting Company Houston Lighting Company	October 19, 1984 September 25, 1986 April 25, 1989
UT	Div. Of Public Utilities Dept of Commerce Div. Of Public Utilities Dept of Commerce Div. Of Public Utilities Dept of Commerce	98-2035-33 05-057-T01 07-035-13	Pacific Corp Questar Gas Company Rocky Mountain Power Co.	Filed August 16, Sept 22, 1999 May 17, 2006 Filed October 15, 2007
VA	Consumer Congress of Virginia Consumer Congress of Virginia Va. Business Committee on Energy Virginia Pipe Trades Council	19426 19960 PUE 7900012 PUE 8900051	Virginia Electric Power Company Virginia Electric Power Company Virginia Electric Power Company Old Dominion Electric Corp. &	July 1, 1975 September 19, 1978 February 25, 1981 October 31, 1989
WI	Wisconsin Merchants Federation	6630-ER-2	Wisconsin Electric Power Company	May 15, 1978

State	Telecommunications Cases			Date of Cross-Examination
	Client	Case		
		Case Number	Utility	
AL	U.S. Department of Defense	24472	All Telephone Companies	June 14, 1995
AK	GCI Communications, Inc. GCI Communications, Inc.	U-97-82,U-97-143 U-05-46	Alaska Communications Systems Matanuska Telephone Association	Filed Feb 25, April 5, 2004 October 28, 2005
AZ	Arizona Burglar & Fire Alarm Association Federal Executive Agencies U.S. Department of Defense	9981-E- 1051-80-64 E-1051-88-146 T-01051B-99-0105	Mountain State Telephone Mountain State Telephone US WEST Communications	(none) (none) Filed July 26, Sept 8, 2000
CA	Western Burglar & Fire Alarm Association Western Burglar & Fire Alarm Association Western Burglar & Fire Alarm Association Western Burglar & Fire Alarm Association Western Burglar & Fire Alarm Association Western Burglar & Fire Alarm Association Western Burglar & Fire Alarm Association California Cellular Resellers Federal Executive Agencies California Cellular Resellers Cellular Services, Inc. Federal Executive Agencies	59849 5984cont. A83-01-22 A83-02-02 A82-11-07 A85-01-034 A87-01-02 A88-07-17019 A.88-11-1040 1.87-11-033 1.88-11-040 1.88-11-040 A92-05-004	Pacific Telephone & Telegraph Pacific Telephone & Telegraph Pacific Telephone & Telegraph General Telephone of California Pacific Telephone & Telegraph Pacific Telephone & Telegraph General Telephone of California Pac. Bell Tel. & GTE of CA. All Cellular Carriers All Telephone Companies All Cellular Carriers All Cellular Carriers Pacific Telephone & Telegraph	March 25, 1981 June 23, 1982 June 29, 1983 January 17, 1984 Jan. 18, Oct. 31, Nov 28, 1984 June 4, 1985, October 2, 1986 October 22, 1987 January 23, 1989 August 11, 1989 March 6-7, 1991 August 19, 1991 October 3, 1991 June 9, 1993
CO	U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense Colorado Municipal League U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense AT&T	I&S 717 I&S 1700 Appl. I&S 1766 Appl 36983 I&S 891-082T 905-544T 90A-665T 92M-039T 92S-229T 90A-665T 96S-331T	Mountain Bell Telephone Company Mountain Bell Telephone Company Mountain Bell Telephone Company Mountain Bell Telephone Company U.S. West Communications U.S. West Communications U.S. West Communications U.S. West Communications U.S. West Communications U.S. West Communications U.S. West Communications U.S. West Communications	1972 (none) September 18, 1986 November 28, 1988 December 13, 1988 February 21, 1990 July 17, 1991 October 23, 1991 February 24-24, 1992 July 30-31, 1992 November 6, 1996 April 17, 1997

CHARLES W. KING
Appearances before State Regulatory Agencies

State	Telecommunications Cases				Date of Cross-Examination
	Client	Case		Utility	
		Case Number			
CT	Connecticut Consumer Counsel CT Cellular Resellers Assn. CT Cellular Resellers Coalition AT&T Connecticut Consumer Counsel Connecticut Consumer Counsel	770526	Southern New England Telephone Co.	November 10, 1977	
		89-12-05 94-03-27 AT&T/SNET Arbitration 96-04-07 00-07-17	Southern New England Telephone Co. Springwich Cellular/Bell Atlantic Southern New England Telephone Co. Southern New England Telephone Co. Southern New England Telephone Co.	(none) May 16, June, 1994 Filed October 28, 1996 February 10, 1998 December 5, 2000	
DC	D.C. People's Counsel D.C. People's Counsel General Services Administration General Services Administration General Services Administration General Services Administration	729	Chesapeake & Potomac Tel. Co.	May 13, 1980	
		798	Chesapeake & Potomac Tel. Co.	July 18, 1983	
		827	Chesapeake & Potomac Tel. Co.	May 7, 1985	
		854	Chesapeake & Potomac Tel. Co.	April 16, 1987	
		850 926	Chesapeake & Potomac Tel. Co. Chesapeake & Potomac Tel. Co.	October 7, 1991 October 7, 1993	
DE	Public Service Commission Federal Executive Agencies Public Service Commission	Depr. Repr 86-20 Depr. Repr	Diamond State Telephone Co. Diamond State Telephone Co. Diamond State Telephone Co.	April 1, 1985 July 31, 1987 March 8, 1988	
		720536-TP Depr. Repr 880069-TL 880069-TL 880069-TL	All Telephone Companies Southern Bell Southern Bell Southern Bell Southern Bell	September 12, 1983 July 30, 1986 July 21, 1988 November 30, 1990 February 11, 1992	
FL	GTE Sprint Communications Company Office of Public Counsel Federal Executive Agencies Federal Executive Agencies Federal Executive Agencies	3893-J 3905-J 3987-J 4018-J	Southern Bell Telephone Co. Southern Bell Telephone Co. Southern Bell Telephone Co. Southern Bell Telephone Co.	January 8, 1990 June 12, 1990 February 13, 1992 Jan 14, Feb 10, 1993	
		1871 4588 7579 94-0093 7702 94-0298 7720	Hawaiian Telephone Company Hawaiian Telephone Company Hawaiian Telephone Company Oceanic Communications All Communications Carriers GTE Hawaiian Telephone Company Verizon-Hawaii	July 8, 1971 December 15, 1983 April 26, 1994 March 13, 1995 June 2, 1995 May 7, 1996 November 15, 2000	
GA	Georgia Attorney General Federal Executive Agencies Federal Executive Agencies Georgia Public Service Commission	1871 4588 7579 94-0093 7702 94-0298 7720	Hawaiian Telephone Company Hawaiian Telephone Company Hawaiian Telephone Company Oceanic Communications All Communications Carriers GTE Hawaiian Telephone Company Verizon-Hawaii	July 8, 1971 December 15, 1983 April 26, 1994 March 13, 1995 June 2, 1995 May 7, 1996 November 15, 2000	
		1871 4588 7579 94-0093 7702 94-0298 7720	Hawaiian Telephone Company Hawaiian Telephone Company Hawaiian Telephone Company Oceanic Communications All Communications Carriers GTE Hawaiian Telephone Company Verizon-Hawaii	July 8, 1971 December 15, 1983 April 26, 1994 March 13, 1995 June 2, 1995 May 7, 1996 November 15, 2000	
HI	Hawaii Public Utility Commission Four Hawaii Counties Department of Defense Department of Defense Department of Defense Department of Defense	1871 4588 7579 94-0093 7702 94-0298 7720	Hawaiian Telephone Company Hawaiian Telephone Company Hawaiian Telephone Company Oceanic Communications All Communications Carriers GTE Hawaiian Telephone Company Verizon-Hawaii	July 8, 1971 December 15, 1983 April 26, 1994 March 13, 1995 June 2, 1995 May 7, 1996 November 15, 2000	
		1871 4588 7579 94-0093 7702 94-0298 7720	Hawaiian Telephone Company Hawaiian Telephone Company Hawaiian Telephone Company Oceanic Communications All Communications Carriers GTE Hawaiian Telephone Company Verizon-Hawaii	July 8, 1971 December 15, 1983 April 26, 1994 March 13, 1995 June 2, 1995 May 7, 1996 November 15, 2000	

State	Telecommunications Cases				Date of Cross-Examination
	Client	Case		Utility	
		Case Number			
ID	U.S. Department of Energy U.S. Department of Energy	U-1000-63 U-1000-70	Mountain Bell Telephone Co. Mountain Bell Telephone Co.		May 16, 1983 March 6, 1984
IL	Illinois Alarm Companies Attorney General of Illinois GTE Sprint Communications Co. Federal Executive Agencies	79-0143 81-0478 83-0142 89-0033	Illinois Bell Telephone Illinois Bell Telephone All Telephone Companies Illinois Bell Telephone		September 26, 1979 December 28, 1981 August 4, 1983 June 12, 1989
KS	State Corporation Commission Federal Executive Agencies Federal Executive Agencies	Depr. Repr. 166.856-U 190, 492	Southwestern Bell Southwestern Bell All Telephone Companies		May 12-14, 1986 November 7, 1989 November 4, 1994
KY	Kentucky Cable Telecommunications Assn. Kentucky Cable Telecommunications Assn.	2000-414 2000-39	Blue Grass Energy Cooperative Cumberland Valley Electric, Inc.		January 11, 2001 January 11, 2001
MD	Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Maryland People's Counsel Federal Executive Agencies Federal Executive Agencies Federal Executive Agencies	6813 6881 7025 7467 7851 8106 8274	C&P Telephone Company C&P Telephone Company C&P Telephone Company C&P Telephone Company C&P Telephone Company C&P Telephone Company C&P Telephone Company		1975 December 17, 1975 March 15, 1975 October 20, 1981 March 20, 1985 May 9, 1988 August 2, 1990
MI	Michigan Attorney General Michigan Attorney General	U-8911 U-9553	Michigan Bell Telephone Co. AT&T Communications/MCI		November 7, 1988 December 4, 1990
MN	GTE Sprint Communications Co. U.S. Department of Defense	83-102-HC 87-021-BC	All Telephone Companies Northwest Bell Telephone Co.		August 5, 1983 (none)

CHARLES W. KING
Appearances before State Regulatory Agencies

State	Telecommunications Cases				Date of Cross-Examination
	Client	Case Number	Case		
			Utility		
MO	GTE Sprint Communications Co. Federal Executive Agencies Federal Executive Agencies	TR83-253 TC-89-14 TO-89-56	Southwestern Bell Tel. Co. Southwestern Bell Tel. Co. Southwestern Bell Tel. Co.		September 5, 1983 (none) November 7, 1990
MS	Federal Executive Agencies	U-5453	South Central Bell Tel. Co.		May 15, 1990
NJ	Department of Public Advocate Department of Public Advocate Department of Public Advocate Department of Public Advocate Department of Public Advocate	Depr.Repr. 815-458 Depr.Repr. Depr.Repr. T092030358 TMO05080739	N.J. Bell Telephone Company N.J. Bell Telephone Company N.J. Bell Telephone Company N.J. Bell Telephone Company N.J. Bell Telephone Company United Telephone Co. of New Jersey		Mar-79 October 15, 1981 March 1, 1982 February 1, 1985 September 30, 1992 January 5, 2006
NM	New Mexico Corporation Commission New Mexico Corporation Commission	1032 86-151-TC	Mountain Bell Telephone Co. General Telephone of Southwest		November 14, 1983 February 5, 1987
NV	Prime Cable of Las Vegas Prime Cable of Las Vegas	95-8034/8035 96-9035	Central Telephone - NV Sprint/Centel, Nevada Bell		Filed November 22, 1995 June 2, 1997
NY	Holmes Protection, Inc. Holmes Protection, Inc. 5 Alarm Companies GTE Sprint Communications Co.	27350 27469 27710 28425	New York Telephone Company New York Telephone Company New York Telephone Company All Telephone Companies		October 17, 1978 May 17, 1979 July 24, 1980 July 8, 1983
PA	City of Philadelphia	R-832316	Pennsylvania Bell Telephone		September 20, 1983
SC	Office of Consumer Advocate Office of Consumer Advocate Office of Consumer Advocate Office of Consumer Advocate Office of Consumer Advocate	Depr.Repr. 86-511-C 86-541-C Depr.Repr. 89-180-C	Southern Bell Southern Bell General Telephone of South Southern Bell ALLTEL of South Carolina		July 1, 1986 December 11, 1986 April 8, 1987 July 10, 1989 September 26, 1989

CHARLES W. KING
Appearances before State Regulatory Agencies

State	Telecommunications Cases				Date of Cross-Examination
	Client	Case		Utility	
		Case Number			
TX	U.S. Department of Defense	8585/8218	Southwestern Bell Telephone Co.	(none)	
VA	U.S. Dept. Of Defense, GSA, et Federal Executive Agencies	19696 PUC 890014	C&P Telephone Company All Telephone Companies	October 6, 1976 February 13, 1989	
VI	V.I. Department of Commerce V.I. Public Service Commission	205 341	Virgin Islands Telephone Co. Virgin Islands Telephone Co.	April 29, 1980 March 20, 1991	
WA	U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense U.S. Department of Defense WA Attorney General/TRACER U.S. Department of Defense U.S. Department of Defense WA Attorney General/TRACER WA Attorney General/TRACER U.S. Department of Defense WA Attorney General/WeBTEC/AARP WA Attorney General WA Attorney General	U-72-39 U-87-796-T U-88-20524 U-89-2698-F UT-940641 UT-941464 UT-951425 UT-961632 UT-021120 UT-040788 UT-040520 UT-050814	Pacific Northwest Bell Pacific Northwest Bell Pacific Northwest Bell US West Communications US West Communications US West Communications US West Communications US West Communications GTE Northwest, Inc Qwest Communications Verizon Northwest, Inc. Verizon Northwest, Inc. Verizon - MCI Merger	1973 December 20, 1983 November 8, 1988 November 28, 1989 Filed October 14, 1994 June 22, 1995 January 22, 1996 Filed June 23, 1997 July 29, 1997 May 22, 2003 August 12, 2004 February 2, 2005 November 2, 2005	
WI	GTE Sprint Wisconsin Consumers Utility Board Wisconsin Consumers Utility Board	6720-TR-38 2055-TR-102 5846-TR-102	All Telephone Companies CenturyTel of Central Wisconsin Telephone USA, LCC	October 20, 1983 June 26, 2002 June 26, 2002	

Federal Communications Commission			
Client	Docket	Subject	Date of Cross-Examination
Department of Defense Airline Parties Airline Parties National Data Corporation Press Wire Services Aeronautical Radio Department of Defense State of Hawaii International Record Carriers ITT World Communications Aeronautical Radio MCI Ind. Data Com. Mfg. Assn. Tymnet, Inc. Adelphia Jones Intercable, et. al. Adelphia Jones Intercable, et. al. Adelphia Jones Intercable, et. al.	16020 16258 18128 19989 19919 20814 20690 21263 CC78-97 CC84-633 CC78-72 CC84-800 CC85-26 ENF84-22 Bell Atlantic Bell Atlantic Bell Atlantic	Consat Rate of Return Bell System Rates TELPAC WATS Private Line Rates Private Line Rates 1,544 Mbps Service Interstate Separation Telex/TWX Rates Rate of Return Access Line Charges Rate of Return AT&T Accounting Plan Packet Switching Costs Video Dialtone Video Dialtone Video Dialtone	1973 July 22, 1968 3/22, 10/15 1971, Feb. 22, 1972 (none) (none) October 5, 1978 January 30, 1979 February 7, 1979 March 6, 1980 (none) (none) (none) (none) (none) Filed 7/29/94 Filed 8/23/94 Filed 2/21/95
Nuclear Regulatory Commission			
Fauquier League for Environment Protection	50-328 50-329	Va. Electric Power Co.	1976
Postal Rate Commission			
Association of Third Class Mail Users Dow Jones & Company Dow Jones & Company Dow Jones & Company Dow Jones & Company Dow Jones & Company Warshawsky & Company Dow Jones & Company Dow Jones & Company Dow Jones & Company Dow Jones & Company Dow Jones & Company	R71-1 R72-1 R74-1 MC76-2 MC79-3 R80-1 C82-1 R84-1 R87-1 R90-1 MC91-1 MC91-3	Rates Rates Rates Rate Structure Rate Structure Rates Rate Structure Postal Costs Rate Structure Costs Rate Structure Costs Pre-barcoding Discounts Palletization Discounts	1970 1972 September 13, 1974 January 6, 1979 September 12, 1979 November 25, 1980 (none) June 14, 1984 November 2, 1987 Sept 12, Oct 10, 1990 November 19, 1991 March 2, 1992

CHARLES W. KING
Appearances before Federal Regulatory Agencies

Client	Docket	Subject	Date of Cross-Examination
U.S. Congress			
National Retail Merchants Association	House/Senate Hearings	Electric Rate Reform Legislation	1976, 1977 & 1979
National Wireless Resellers Association	House Commerce Committee	Interconnection & Resale of Wireless Services	October 12, 1995
Federal Maritime Commission			
State of Hawaii	71-18	Ocean Shipping Rates	October-71
Foss Alaska Line	79-54	Barge Rate Increase	July 1979
Palmetto Shipping and Stevedoring	85-20	Vessel Charge Liability	October 27, 1986
Interstate Commerce Commission - Surface Transportation Board			
Western Coal Traffic League	Ex Parte 349	R.R. Rate Increase	May-76
Western Coal Traffic League	Ex Parte 357	R.R. Rate Increase	Oct-78
Western Coal Traffic League	Ex Parte 375 (Sub1)	R.R. Rate Increase	June 1, 1980
Arkansas Power & Light Co.	37276	Cost of Capital	(none)
Central Illinois Light Co.	37450	Cost of Capital	March 10, 1981
Western Coal Traffic League	Ex Parte 347	Costing Methods	(none)
Snavelly King Majors O'Connor & Lee, Inc.	Ex Parte 664	Cost of Capital	December 8, 2006
Civil Aeronautics Board			
Thomas Cook, Inc.	36595	Air Fare Deregulation	(none)
Copyright Royalty Tribunal			
Public Broadcasting Service	88-2-86CD	Television Valuation	(none)
Federal Energy Regulatory Commission			
Exxon USA	OR89-2-000	Pipeline Quality Bank	October 18, 1990
Canadian Transport Commission			
Rail Costing Inquiry, 1967-1969 Telecommunications Costing Inquiry, 1972-1975			
Surface Transportation Board			
Williams Energy Services, Inc	Ex Parte 582, Sub 1	Rail Merger Guidelines	April 5, 2001

Margaret Kenney

Experience

Snavely King Majoros O'Connor & Bedell, Inc. Washington, DC

Consultant (1999-Present)

Analyst (1995-1999)

Administrative Assistant (1994-1995)

Ms. Kenney provides project management, analytical, litigation and operations support to SK clients. Her responsibilities include cost modeling, operations simulation, financial analysis and reporting, database management and research. She has experience in a variety of projects in the telecommunications, public utilities and transportation areas.

Her telecommunications and public utility experience includes the preparation of complex regulatory reports for submission to state and federal regulatory agencies. Ms. Kenney also provides analytical support for company witnesses and prepares exhibits for use in the depreciation aspects of regulatory proceedings. This includes analysis of plant lives, retirement patterns, net salvage and reserves. In addition, Ms. Kenney has analyzed fuel and power purchases, storm damages, and other revenue requirement issues.

Her transportation projects have included extensive cost and revenue analysis of rail freight movements, along with preparation of databases for use in rate negotiations with railroads. Using a Geographic Information System, Ms. Kenney prepares rail system maps for use in negotiations as well as use in statements filed before the Surface Transportation Board. These maps depict traffic volumes and flows and various merger scenarios.

As an Administrative Assistant Ms. Kenney assisted with the preparation of testimony, exhibits, briefs and other supporting documentation for proceedings before state and federal regulatory bodies. Ms. Kenney also performed the firm's accounting functions using JURIS and other software systems, and maintained the firm's accounting database. Her responsibilities included accounts receivable, accounts payable and payroll.

U.S. Air Force, Hickam AFB, HI

***Intelligence Quality Control Specialist
(1988 to 1991)***

Ms. Kenney was responsible for the accurate and timely dissemination of intelligence reports in support of the U.S. Commander-in-Chief, Pacific, CINCPACAF,

CINCPACFLT, as well as operational units throughout the Pacific theater. She performed Quality Control for a staff of 10 analysts editing their reports for accuracy and standardization. She compiled Top Secret reports and transmitted these reports to users via Autodin, a secure communications network. Ms. Kenney performed database updates and catalogued incoming film products. She produced statistical data outlining areas requiring training and performed such training.

U.S. Air Force, Hickam AFB, HI

Imagery Analyst (1988 to 1991)

Ms. Kenney analyzed imagery from national reconnaissance platforms and prepared imagery intelligence reports for the U.S. Pacific Command. She nominated significant intelligence items for briefing to the HQ PACAF staff. Responding to changing requirements, Ms. Kenney retrieved target information from national intelligence databases and updated and maintained in-house target reference material.

Education

*Strayer University, Manassas, VA
M.S. in Accounting, 2008*

*University of South Florida, Tampa, FL
B.S. in Business Administration, 1992*

*Edison Community College, Fort Myers, FL
A.A. in Business Administration 1991*

*Community College of the Air Force,
Montgomery, AL
A.A.S. in Intelligence and Imagery Analysis 1991*

Professional Affiliations

Society of Depreciation Professionals

Experience

Snavelly King Majoros O'Connor & Bedell, Inc.
Washington, DC
Consultant (2009 to Present)

Mr. Rocha has developed economic analysis for numerous regulatory rate cases in the electric, gas and water utility sectors. He has utilized his 20+ years of financial analysis and accounting experience to telecommunications and technology sectors.

The Millennium Group International, LLC
Vienna, VA
CEO (2008 to Present)

Mr. Rocha is the owner of a boutique management consulting firm providing financial management, organizational and leadership development, management training, program and project management, and human resources consulting services. He developed consulting solutions for improving business effectiveness for client leadership teams. He led business development activity servicing over 30 active client accounts. Manage an extensive cadre of 75 highly skilled consultants, including strategists, executive coaches, facilitators and professional development trainers.

AOL, LLC
Dulles, VA
Executive Director, Network & Infrastructure Operations Strategy (2007)

Mr. Rocha was senior strategist, providing financial and strategic leadership across Technologies Operations and positioned the organization to respond to AOL corporate strategy initiatives. He led the development of performance metrics and management instrumentation of the \$150 million Network & Infrastructure Operations organization. He provided technical due diligence and M&A support for potential acquisitions totaling \$900 million for AOL.

Executive Director, Technologies Finance (2004-2006)

Mr. Rocha was the lead financial executive of the AOL IT organization, providing planning, accounting, and interpreted the results of operations to all levels of management for a \$350MM IT development and operations business unit. While at AOL, he provided strategic decision support to the CIO. He led the executive team with labor efficiency improvement efforts including headcount resource rebalancing efforts and initiated productivity standards. Restructured processes related to contract analysis, approval and monitoring of Bachelor of Science in Electrical Engineering, 1986

\$150MM of third party expenses and \$40MM of capital expenditures.

MCI, Inc. (now Verizon Business)
Ashburn, VA
Director, Corporate Product Analysis and Strategy (2000-2004)

Mr. Rocha was responsible for developing product cost models for the entire MCI product line representing \$15 billion of annual revenue. The mission integrated pricing and margin analysis, capital investment strategies, product positioning and network expense control. He championed cost control across all global regions and assisted in the launch of new products and services including voice over IP and converged data services. Mr. Rocha independently directed and motivated an organization of 20 result-oriented staff members to evangelize product profitability throughout the company.

Senior Manager/Manager, UUNET Network Finance (1999-2000)

Mr. Rocha managed a department responsible for analyzing global new business opportunities, capital expenditure analysis, and operational and financial business planning and performance metrics. He advocated efficiency improvements with network spending plans for the US, EMEA (Europe) and Asia Pacific Internet networks. Mr. Rocha developed standard business metrics used as leading indicator of business profitability trends.

Manager, UUNET Strategic Development (1998-1999)

Mr. Rocha was responsible for extensive modeling, analysis and valuation of global mergers and acquisitions opportunities. He structured and analyzed strategic alternatives in Latin America, Eastern Europe, and Asia Pacific regions. He coordinated research, financial modeling, and business case presentations.

EDUCATION

New York University, Stern School of Business,
Master of Business Administration in Finance and
International Business, 1992

International Management Program, study at Erasmus
University, The Netherlands, 1991

University of Massachusetts, Lowell,
Master of Science in Electrical Engineering, 1989

University of Massachusetts, Amherst,

JOHN C. LEGIEZA
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Fairfax, Virginia 22033
H (703) 502-0849
M (703) 989 2272
E-mail: John@CFOPower.com

EXECUTIVE PROFILE

Extensive international and domestic experience managing business processes, including, financial and business analysis, program controls and general management. Proven experience in evaluating major business opportunities, preparing strategy plans and securing the opportunities. Initiated strategies for evaluating customer requirements and delivered profitable solutions. Excellent analytical and problem solving skills and strong core competencies achieving business objectives. Strong business unit leader consistently achieves revenue objectives. Effectively utilizes interpersonal and organizational skills to maximize business performance.

CAREER SUMMARY

- Prepared rate base pricing analysis and tariff summaries presented to the FCC
- Responsible for preparation of all Capital Budget requests in excess of \$5M. Delivered complete financial statements and narrative of the proposed project
- Prepared pricing strategies and budget guidelines
- Successfully restructured a floundering multi-million dollar Ivory Coast program by mobilizing project team effort. Renegotiated all sub-contracts and instituted project control procedures to measure performance.
- Directed project team effort, including proposal preparation and technical analysis resulting in the award of two sole-source profitable contracts totaling \$15 million dollars with the US Government
- Developed and managed a solid European distribution network, which contributed annual regional revenues exceeding \$10 million for two consecutive years.
- Awarded contract for concept exploration studies for the U.S. Navy's \$4 billion Mobile Users Objective System (MUOS).
-Managed an international project team of analysts in preparing the business case. Successfully demonstrated the economics of a "commercial solution". Designed and developed the revenue generation model used in the business case analysis.
- Strong business development skills
- Quickbooks certified Proadvisor

ACCOMPLISHMENTS

CFO Power LLC, Fairfax, VA
Consultancy Practice

2001- Present

Emphasis is on start-up and small business organizations to meet their financial challenges with proven assistance on an interim, part-time or per project basis. CFO Power was founded to empower aspiring startups and small business owners to achieve their corporate best, by providing them with professional, fast friendly and affordable business consulting services.

For more than 20 years John has provided expert financial counsel and business services to clients and employers ranging from small businesses to Fortune 500 companies. He now applies his broad level pragmatic expertise to addressing strategic and tactical issues for his clients excelling in business planning, business counseling, financial services and project management.

ICO GLOBAL COMMUNICATIONS, London, UK, Washington. D.C. 1997 - 2001

Start-up Mobile Satellite Services Enterprise

Global Marketing and Business Manager, North American Regional Office

Established policies and procedures and directed preparation of all government marketing and business plans, while reporting to the General Manager, Global Government Services. Evaluated and made recommendations on all proposed new business opportunities. Identified customer-specific product and service requirements.

- Awarded contract for concept exploration studies for the U.S. Navy's \$4 billion Mobile Users Objective System (MUOS).

- Managed an international project team of analysts in preparing the business case.

Successfully demonstrated the economics of a "commercial solution". Designed and developed the revenue generation model used in the business case analysis.

- Negotiated and signed pre-service memorandum of understanding with National Communications Systems, to provide service for over 25,000 members –of federal, state and local national security and emergency preparedness organizations.

- Negotiated and signed distribution partner Letter of Intent with Hughes Network Services, and an exclusive distribution agreement for a wireless security feature, which HNS would fund and develop.

- Led negotiations and signed Letter of Intent with British Ministry of Defense to explore technical feasibility for ICO to meet their Skynet 5 requirements. Secured an invitation to participate in the bidding process. Co-hosted a seven-country European marketing workshop.

JOHN C. LEGIEZA

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O'GARA SATELLITE NETWORKS, INC., Deer Park, NY 1996-1997

Director, Marketing and Sales

Directed the Marketing and Sales function while reporting to the President of this start-up organization. O'Gara manufactured and distributed INMARSAT satellite communication terminals.

- Increased revenues by 300% by transforming and restructuring the sales organization. Focused on building a core strategic distribution network.
- Championed value-added application, which created new market segment and extended the product's current life resulting in \$6 million in additional revenue.
- Created a marketing communications plan utilizing trade interviews and effective PR announcements which effectively increased company awareness and brand recognition.

MOBILE TELESYSTEMS, INC., (MTI) Gaithersburg, MD 1990 - 1996

Director of Marketing

Regional Business and Marketing Manager for Europe from 1990-1994. Business Manager for MTI's Government unit from 1994-1995. Product Manager, 1995-1996.

Recruited by President. MTI developed, manufactured and distributed INMARSAT satellite communication terminals.

- Developed and implemented appropriate market, product, pricing strategies and field service practices to meet customer requirements and profitably achieve business objectives.
- Directed project team effort, including proposal preparation and technical analysis resulting in the award of two sole-source profitable contracts totaling \$15 million dollars with the US Government
- Developed and managed a solid European distribution network, which contributed annual regional revenues exceeding \$10 million for two consecutive years.

SKYCOM LP, Fairfax, VA 1988 - 1990

Director of Finance and Administration

Managed the Finance and Administrative functions. Reported to the Joint Managing Directors (JMDs).

- Successfully negotiated the reopening of an expired multi-million-dollar Letter of Credit (LC) that guaranteed cash flow for continuing operations. Negotiated support with suppliers, shippers, and freight-forwarders.
- Delivered annualized cost savings of \$250K+ by reorganizing and streamlining the Company's procurement practices. Renegotiated supplier contracts, reduced the numbers of approved vendors and instituted a "scheduled only" procurement policy.
- Directed the preparation of Monthly and Quarterly financial statements for presentation to JMDs and lending banks. Responsible for preparation of annual business plan.
- Responsible for the administration of policies and procedures for 100 + person organization

John C Legieza
Page 4

COMSAT TECHNOLOGY PRODUCTS INC., Fairfax, VA 1985 - 1988
Program Manager

Managed two major international communications programs. Delivered customized INMARSAT satellite communication equipment to the Saudi Royal Air Force and The Government of the Ivory Coast.

- Successfully restructured a floundering multi-million dollar Ivory Coast program by mobilizing project team effort. Renegotiated all sub-contracts and instituted project control procedures to measure performance.
- Provided leadership supervision to a multi-functional team of over 30 people
- Delivered both programs on schedule and profitably.

FORD AEROSPACE SATELLITE SERVICE CORPORATION, Washington, DC 1983 - 1985

Manager, Financial Planning and Analysis

Responsibilities included corporate financial analysis and planning.

- Managed preparation of financial models, which evaluated business projects and opportunities.
- Prepared pricing strategy and budget guidelines.

RCA AMERICAN COMMUNICATIONS, Princeton, NJ 1979 - 1983

Senior Financial Analyst

Responsibilities included Capital Budget analysis and Appropriations review.

- Responsible for preparation of all capital expenditure requests.
- Interfaced with Business Unit managers—for purposes of monitoring program/project performance.

EDUCATION

Master of Business Administration (MBA), Finance, Pace University, New York, NY

Bachelor of Arts (BA) Sociology and Economics, King's College, Wilkes-Barre, PA

PROFESSIONAL AFFILIATIONS

Member Board of Directors—Mobile Satellite Users Association

Certified QuickBooks Proadvisor

Kim Hillenbrand

Experience

Snavely King Majoros O'Connor & Bedell Washington, DC

Senior Analyst (2003 to Present)

Mr. Hillenbrand provides analytical support to SK clients and principals. His responsibilities include economics and cost modeling, operations simulation, financial analysis and reporting, database management and research.

Mr. Hillenbrand's work has primarily been in SK's Transportation group. His projects have included extensive cost and revenue analyses of rail freight logistics, along with preparation of databases for use in rate negotiations with railroads. He has conducted benchmark and market analysis of rail transportation for over 50 different companies.

Mr. Hillenbrand has also evaluated litigation options involving many of the STB rate reasonableness methodologies. He has performed rail feasibility studies for a coal fired utility plant; analyzed railroad abandonment filings; developed cost of capital and return on investment analyses; performed fuel surcharge analyses in both the trucking and rail industries. Mr. Hillenbrand has prepared action plans and presentations for clients on projects including merger analyses, plant site locations, and logistics issues. Additionally, he conducts research in the chemical, petroleum and transportation industries.

Mr. Hillenbrand has assisted in the preparation of client presentations and has prepared testimony for submission to the Surface Transportation Board and State Courts. For a state court proceeding he developed a cost model simulating costs of movements of Medicaid service vans, which was key to the successful outcome in the case.

His telecommunications and public utility experience includes preparation of complex regulatory reports for submission to state and federal regulatory agencies. Mr. Hillenbrand also supports other company witnesses and prepares exhibits for use in the depreciation aspects of regulatory proceedings. These exhibits range from a comparison of depreciation reserves for various accounts to the generation of life curves using in-house developed software, and development of cost of removal estimates. In addition, Mr. Hillenbrand has assisted in preparing testimony involving issues including rate of return, rate design, and cost allocation studies. For a major government agency, Mr. Hillenbrand led a review and development of recommendations resulting in a 20 percent reduction in costs for wireless devices.

Acsys, Inc (2002-2003) Law Resources (2001-2003) Washington DC

Mr. Hillenbrand provided short and long term contract work for law, financial, and real-estate firms. Mr. Hillenbrand assisted in the migration of a client's patent and trademark portfolio from in house counsel outside counsel. Mr. Hillenbrand managed the distribution of incoming documents including EEO and FCC filings from clients and assisted in all aspects of the firms broadcasting, media, and satellite practices. Mr. Hillenbrand coordinated a 750,000 page document production and privilege log for a Department of Justice antitrust filing. He also compiled and managed privilege logs and prepared document productions on behalf of clients for SEC investigations. Mr. Hillenbrand conducted first review of client documents for SEC and Congressional investigations.

He assisted state security regulators in the first settlement between New York State and Merrill Lynch regarding conflict of interest between their research groups and investment banking groups. Mr. Hillenbrand conducted verification and complaint checks of stockbrokers and Certified Financial Advisors for investors and answered questions regarding the Series 6 and 63 Exams.

RVC (formerly Reuters Venture Capital) London, England (2000)

Analyst, Intern

Mr. Hillenbrand assisted on a survey of Asia venture capital markets in preparation for future venture capital and fund of fund investments in the region. The survey included analysis of sources of capital, major investors, and destinations of capital in Asia.

Education

Connecticut College, 2001

B.A. Economics & International Relations

Georgetown University, Summer 1999

Course Work

Citizenship

United States

United Kingdom

Professional Organizations

Association of Transportation Law Professionals
Transportation Research Forum

Kim Hillenbrand

Testimony and Expert Reports

Surface Transportation Board

<i>April 27, 2006</i>	Ex Parte 661, Rail Fuel Surcharges
<i>May 1, 2006</i>	Ex Parte 657 (Sub-No.1), Major Issues in Rail Rate Cases
<i>October 2, 2006</i>	Ex Parte 661, Rail Fuel Surcharges
<i>October 24, 2006</i>	Ex Parte 646 (Sub-No.1), Simplified Standards for Rail Rate Cases
<i>November 22, 2006</i>	NOR 42098, Williams Olefins LLC v Grand Trunk Corporation
<i>November 30, 2006</i>	Ex Parte 646 (Sub-No.1), Simplified Standards for Rail Rate Cases
<i>January 11, 2007</i>	Ex Parte 646 (Sub-No.1), Simplified Standards for Rail Rate Cases
<i>February 26, 2007</i>	Ex Parte 646 (Sub-No.1), Simplified Standards for Rail Rate Cases
<i>April 2, 2007</i>	Ex Parte 661 (Sub-No.1), Rail Fuel Surcharges
<i>June 15, 2008</i>	NOR 42114, US Magnesium, L.L.C v Union Pacific Railroad Company

Angel L. Finch

Experience

**Snavely King Majoros O'Connor
& Bedell, Inc.
Washington, DC**

Office Manager (1999 to 2007)

Analyst (2007-Present)

Ms. Finch provides technical and analytical assistance in the development of expert professional testimonies, exhibits, briefs and other documentation for proceedings in the utility and transportation industries before state and federal regulatory bodies. In the telecommunications industry, Ms. Finch also provides technical and analytical assistance in expense management. Ms. Finch has a high level of proficiency in the following Microsoft Office programs: Word, Excel, Access and PowerPoint.

As Office Manager, Ms. Finch supported all four partners of the firm on a daily basis which includes administration of client invoices and administration of the network system.

In addition, Ms. Finch also served as Account Receivable Manager. Other responsibilities include maintaining office inventory, filing and daily activities.

**Byrd Waterproofing, Inc.
Clinton, MD**

Re-evaluation and Office Manager (1994-1995)

Ms Finch assessed prices for estimates and prepared proposals as well as contracts. Ms. Finch also performed price negotiations with customers, attended meetings with owner(s) to ensure customer satisfaction and reported employee performance. Ms. Finch was responsible for overseeing 10-15 telemarketers and confirmed all appointments with potential customers. She assigned Foremen and general labors to work sights.

Student and Homemaker (1995-1998)

Attended *Computer Learning Center* of Alexandria, VA.

Education

Computer Learning Center, Alexandria, VA

*A.A.S of Business Information Systems
Concentrations in Microsoft Excel, Access,
PowerPoint and Novell Network Software
Administration*

Designations

Notary Public of the District of Columbia

SNAVELY KING MAJOROS O'CONNOR & BEDELL, INC.

PROPOSAL TO

WEST VIRGINIA CONSUMER ADVOCATE DIVISION

PSC CASE NO. 09-0878-G-42T

RELATED PROJECTS

Related Projects

The following is a sample of some of Snavelly King's recent experience in the areas of revenue requirement analysis.

- Monongahela Power Company and The Potomac Edison Company, d/b/a Allegheny Power, Case Nos. 06-0960-E-42T and 06-1426-E-D. Mr. Majoros submitted revenue requirement testimony on behalf of the Consumer Advocate Division of the West Virginia PSC.
- East Kentucky Power Cooperative, Case No. 2008-00409. Mr. Majoros submitted revenue requirement testimony on behalf of the Attorney General of the Commonwealth of Kentucky.
- Kentucky American Water Company, Case No. 2007-00143. Mr. Majoros submitted revenue requirement testimony on behalf of the Attorney General of the Commonwealth of Kentucky.
- Delta Natural Gas Company, Case No. 2007-00089. Mr. Majoros submitted revenue requirement testimony on behalf of the Attorney General of the Commonwealth of Kentucky.
- Avista Corporation, Docket Nos. UE-080416 and UG-080417. Mr. Majoros submitted revenue requirement testimony on behalf of the Public Counsel Section of the Washington State Attorney General's Office and the Industrial Customers of Northwest Utilities.
- Puget Sound Energy, Inc., Docket Nos. UE-072300 and UG-072301. Mr. Majoros submitted revenue requirement testimony on behalf of the Public Counsel Section of the Washington State Attorney General's Office.
- Northern Sates Power Company, Case No. PU-07-776. Mr. Majoros submitted revenue requirement testimony on behalf of the Staff of the North Dakota Public Service Commission.
- Central Maine Power Company, Docket No. 2007-215. Mr. Majoros submitted a Bench Report regarding revenue requirement issues on behalf of the Maine Public Utilities Commission's Advisory Staff.

SNAVELY KING MAJOROS O'CONNOR & BEDELL, INC.

PROPOSAL TO

WEST VIRGINIA CONSUMER ADVOCATE DIVISION

PSC CASE NO. 09-0878-G-42T

PSC10509 – CASE CONSULTING BID FORM

PSC 10509 - Case Consulting Bid Form

Item #	Estimated Number of Hours *	Hourly Rate	Extended Price
Senior/Principal	160	\$ 170	\$ 27,200
Regulatory Analyst	120	\$ 100	\$ 12,000
Research Associate	50	\$ 50	\$ 2,500
		Total	\$ 41,700

Bidder / Vendor Information

Name: Snavely King Majoros O'Connor & Bedell, Inc.

Address: 1111 14th Street, NW, Suite 300
Washington, DC 20005

Phone #: 202-371-9153

Email Address: mmajoros@snavely-king.com

Contact Coordinator Information:

Name: Michael J. Majoros, Jr.

Address: 1111 14th Street, NW, Suite 300
Washington, DC 20005

Phone #: 202-371-9153

Email Address: mmajoros@snavely-king.com

* Estimated number of hours is for bidding purposes only.

SNAVELY KING MAJOROS O'CONNOR & BEDELL, INC.

PROPOSAL TO

WEST VIRGINIA CONSUMER ADVOCATE DIVISION

PSC CASE NO. 09-0878-G-42T

SIGNED RFQ AND PURCHASING AFFIDAVIT



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
PSC10509

PAGE
1

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

VENDOR

*709031940 202-371-1111
SNAVELY KING MAJOROS OCONNOR L
1111 14TH ST NW #300

WASHINGTON DC 20005

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
06/25/2009				

BID OPENING DATE: **07/23/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		961-20		\$41,700
<p>CONSULTING SERVICES</p> <p>THE WEST VIRGINIA PURCHASING DIVISION. FOR THE AGENCY, THE WEST CONSUMER ADVOCATE DIVISION - PUBLIC SERVICE COMMISSION, IS SOLICITING BIDS FOR AN OPEN-END CONTRACT FOR CONSULTING SERVICES IN THE MOUNTAINEER GAS COMPANY CASE BEFORE THE PUBLIC SERVICE COMMISSION AS CASE NO. 09-0878-G-42-T.</p> <p>TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO FRANK WHITTAKER IN THE PURCHASING DIVISION VIA FAX AT 304-558-4115 OR VIA EMAIL AT FRANK.M.WHITTAKER@WV.GOV. DEADLINE FOR TECHNICAL QUESTIONS IS 07/08/09. ALL TECHNICAL QUESTIONS WILL BE ADDRESS 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 IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 202 371 9153	DATE 7/20/09
TITLE VICE PRESIDENT	FEIN 52-0901220	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

Request for Quotation

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304-558-2316

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SNAVELY KING MAJOROS OCONNOR L
1111 14TH ST NW #300

WASHINGTON DC 20005

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201 BROOKS STREET

CHARLESTON, WV
25301 340-0323

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<p>PRICING SET 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> <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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 202 371 9153	DATE 7/20/09
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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>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. 05/26/2009</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>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: 44</p> <p>RFQ. NO.: PSC10509</p> <p>BID OPENING DATE: 07/23/09</p> <p>BID OPENING TIME: 1:30 PM</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 202 371 9153	DATE 7/20/09
TITLE VICE PRESIDENT	FEIN 52-0901220	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

Request for Quotation

RFQ NUMBER
PSC10509

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

VENDOR

*709031940 202-371-1111
SNAVELY KING MAJOROS OCONNOR L
1111 14TH ST NW #300

WASHINGTON DC 20005

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
06/25/2009				

BID OPENING DATE: **07/23/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- 202-842-4966 ----- CONTACT PERSON (PLEASE PRINT CLEARLY): ----- MICHAEL S. MAJOROS, JR. -----						
***** THIS IS THE END OF RFQ PSC10509 ***** TOTAL:						<u>\$41,700</u>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 202 371 9153	DATE 7/20/09
TITLE VICE PRESIDENT	FEIN 52-0901220	ADDRESS CHANGES TO BE NOTED ABOVE

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

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

VENDOR OWING A DEBT TO THE STATE:

West Virginia Code §5A-3-10a provides that: 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.

PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

If this is a solicitation for a public improvement construction contract, the vendor, by its signature below, affirms that it has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code*. The vendor **must** make said affirmation with its bid submission. Further, public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code* and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the *West Virginia Code* may take place before their work on the public improvement is begun.

ANTITRUST:

In submitting a bid to any agency for the state of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the state of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the state of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the state of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership or person or entity submitting a bid for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

LICENSING:

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

CONFIDENTIALITY:

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.

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

Vendor's Name: SWANLEY KINGMAN ASSOCIATES, INC
Authorized Signature: [Signature] Date: 9/14/09