

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Analysis of UTILITIES, INC.'S
financial accounting and customer service
computer system

Docket No.: 120161-WS

NOTICE OF FILING

UTILITIES, INC., by and through its undersigned counsel, hereby gives notice of filing in the above-referenced docket, the Rebuttal Testimony of John Hoy and the Rebuttal Testimony of Sharon Wiorek.

CERTIFICATE OF SERVICE

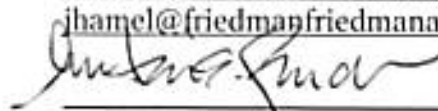
I HEREBY CERTIFY that a true and correct copy of the foregoing has been furnished via e-mail this 14th day of April, 2014, to:

Erik Saylor, Esquire
OFFICE OF PUBLIC COUNSEL
c/o The Florida Legislature
111 West Madison Street
Room 812
Tallahassee, FL 32399-1400
SAYLER.ERIK@leg.state.fl.us

Martha Barrera, General Counsel
Office of General Counsel
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850
MBARRERA@PSC.STATE.FL.US

Respectfully submitted this 14th day of
April, 2014, by:

FRIEDMAN, FRIEDMAN & LONG, P.A.
766 North Sun Drive, Suite 4030
Lake Mary, FL 32746
Phone: (407) 830-6331
Fax: (407) 878-2178
mfriedman@fllegal.com
drudolf@friedmanfriedmanandlong.com
jhamel@friedmanfriedmanandlong.com



MARTIN S. FRIEDMAN
Florida Bar No.: 474797
For the Firm

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Analysis of UTILITIES, INC.'S
financial accounting and customer service
computer system

Docket No.: 120161-WS

REBUTTAL TESTIMONY

OF

John Hoy

on behalf of

Utilities, Inc.

1 **Q. Please state your name, position and business address.**

2 A. My name is John Hoy. I am President of the Utilities, Inc. companies in Florida and my
3 business address is 200 Weathersfield Ave., Altamonte Springs, FL 32714

4 **Q. State briefly your educational background and experience.**

5 A. I have a Bachelors Degree in Civil Engineering and a Masters of Business Administration
6 both from Marquette University. I have over 30 years of experience in the utility industry,
7 including gas, electric and water companies, the last eight years of which have been with
8 Utilities, Inc. I joined UI in 2006 as the Regional Vice President of the Florida and
9 Louisiana region. Since that time, I have served as the Chief Regulatory Officer for UI
10 and most recently the Chief Operating Officer before assuming my current position as
11 President of the Florida companies this year.

12 **Q. What is the purpose of your rebuttal testimony?**

13 A. The purpose of my rebuttal testimony is to present information in response to the Pre-Filed
14 Testimony filed by Stephen Bart Fletcher and his novel approach for reducing Utilities
15 Inc.'s investment in its financial and customer care billing system, commonly referred to
16 as Project Phoenix.

17 **Q. Do you have any initial comments regarding Utilities, Inc.'s corporate policy
18 regarding acquisitions and divestitures?**

19 A. Yes I do. Utilities, Inc. has been providing utility services for nearly fifty years and in that
20 time has grown to be one of the largest private water and wastewater companies in the
21 country with its largest presence in Florida. The strategy has always been to acquire, invest
22 in, and grow systems that typically do not have the resources to do it themselves or a nearby
23 system to connect to. The water industry, compared to other utility services, is the most
24 fragmented with more customers receiving service from small isolated systems. UI has a
25 history of bringing capital to these small and medium sized utilities in order to improve the

1 quality of service and insure current and future compliance with the growing industry
2 regulations.

3 Over the years, UI has also sold utilities when it was in the best interest of the company,
4 the customers and the community. Typically that has happened when the community has
5 had an interest in acquiring one of our systems due to growth of their community or
6 expansion of their utility services. These strategic divestments are typical for most
7 companies particularly one that has been in business since 1965. Overall, UI has been
8 growing the company with some isolated periods where we have sold systems for different
9 reasons.

10 **Q. Is Utilities, Inc. currently in an acquisition mode?**

11 A. As Mr. Fletcher points out, Utilities, Inc.'s website identifies Utilities, Inc.'s growth
12 strategy and the benefits of that strategy. So the answer is "yes", as we are actively looking
13 to acquire additional utility systems that grow the company. Mr. Fletcher insinuates that
14 this is somehow inconsistent with the past divestitures. As previously noted, strategic
15 divestitures are the normal part of the corporate strategy of many companies, and not just
16 those who own and operate utility companies.

17 Today, Utilities, Inc. is backed by a private equity owner with extensive capital to fuel the
18 company's continued growth. That renewed growth trend is already showing itself with
19 three acquisitions completed in 2013 and another two earlier this year. There are a number
20 of other acquisitions are currently under contract, which combined with the acquisitions
21 already complete add over 10,000 ERCs.

22 **Q. Would you comment on Mr. Fletcher's remarks regarding economies of scale?**

23 A. Yes. Mr. Wenz's comments in the Wedgefield transfer proceeding is equally applicable
24 today. Utilities, Inc. could back then, and can today, provide a benefit to customers through
25 economies of scale and professional operations and management. Wedgefield was a

1 developer-owned stand alone utility that had no ability to offer any economies of scale by
2 spreading professional operations and management over a large number of customers.

3 **Q. Do you have any additional comments?**

4 A. Yes, I do. Even during the period of some strategic divestments, Utilities, Inc. continued
5 to make significant capital investments in its systems in order to improve quality of service
6 and compliance with all water quality standards. There is no shortage of infrastructure
7 needs, particularly in the water industry, and keeping pace with upgrades to the utility
8 systems is critical now and will be going forward. As mentioned previously, the company
9 has access to private capital to address these needs, however, it is essential that the
10 company have the ability to provide a fair return on that investment so that that we can
11 continue to attract the capital needed to improve water service to current and future
12 customers throughout the state. Project Phoenix was just one such investment. The
13 Company believes it is important to provide a message of regulatory consistency to
14 investors and rate predictability to customers to insure the needed infrastructure
15 improvements going forward.

16 **Q. Does that conclude your rebuttal testimony?**

17 A. Yes, it does.

18

19

20

21

22

23

24

25

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Analysis of UTILITIES, INC.'S
financial accounting and customer service
computer system

Docket No.: 120161-WS

REBUTTAL TESTIMONY

OF

Sharon Wiorek

on behalf of

Utilities, Inc.

1 Q. Please state your, name profession and address.

2 A. My name is Sharon Wiorek. I am employed as a Financial Analyst at Utilities, Inc., 2335
3 Sanders Road, Northbrook, Illinois 60062.

4 Q. Did you previously prefile Direct Testimony in this proceeding?

5 A. Yes, I prefiled direct testimony on actual rate case expense through the date of filing that
6 testimony.

7 Q. What is the purpose of your rebuttal testimony?

8 A. The purpose of my rebuttal testimony is to present updated information supporting the
9 factual basis for Utilities, Inc. rate case expense incurred and to be incurred as a result of
10 this proceeding.

11 Q. Are you sponsoring any exhibits with your rebuttal testimony?

12 A. Yes, I am sponsoring one exhibit. Exhibit SW-3 is a schedule and documentation
13 supporting the update of the appropriate amount of rate case expense for this proceeding.

14 Q. Does that conclude your rebuttal testimony?

15 A. Yes, it does.

16

17

18

19

20

21

22

23

24

25

Utilities, Inc.

Docket No. 120161-WS **GENERIC PROJECT PHOENIX DOCKET**

Friedman, Friedman & Long, P.A. – Actual and Estimated Rate Case Expense

Actual Billed and Unbilled: \$30,316.78 – attorneys' fees and costs through April 10, 2014
(Invoices and Reports Attached)

Estimated:

<u>Hours</u>	<u>Description</u>
3.0 hrs	Respond to PSC discovery and objections and Motions related thereto;
5.0 hrs	Preparation of Prefiled Rebuttal Testimony and Exhibits
10.0 hrs	Travel to Tallahassee and attend Pre-Hearing Conference
28.0 hrs	Travel to Tallahassee & Preparation and attend hearing
10.0 hrs	Research and Draft Post-Hearing Brief
1.0 hrs	Review Staff Recommendation and conference with Client
10.0 hrs	Attend Commission Conference on Final Action
67.0 hrs @ \$350/hr	\$23,450.00

\$ 1,500.00 Attend Commission Conferences, Prehearing & Final Hearing
\$ 50.00 Estimated photocopier costs
\$ 60.00 Estimated courier costs
\$ 1,610.00 **TOTAL Estimated Costs**

TOTAL ATTORNEYS' FEES AND COSTS: \$ 55,376.78

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLANSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FEI# 59-2783530

(850) 877-6555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

JUNE 15, 2012
INVOICE # 47729
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

5/22/12 MSF	RESEARCH AND DRAFT MOTION TO ESTABLISH GENERIC DOCKET; PREPARE FOR AND PARTICIPATE IN CONFERENCE CALL WITH MR. BHATTACHARYA, MR. DANIELSON AND MR. LUBERTOZZI REGARDING DELOITTE PRE-FILED TESTIMONY; LETTER TO ALL WITH BACKGROUND;	2.70	918.00
5/23/12 MSF	FINALIZE AND FILE PETITION TO ESTABLISH GENERIC DOCKET	.40	136.00
	TOTAL HOURS	3.10	

PROFESSIONAL FEES \$ 1,054.00

MARTIN S FRIEDMAN 3.10 1,054.00

FEDERAL EXPRESS 37.16
PHOTOCOPIES 22.25

TOTAL COSTS ADVANCED \$ 59.41

TOTAL STATEMENT \$ 1,113.41

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FEI # 59-278336

(850) 877-0555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

JULY 11, 2012
INVOICE # 47964
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

6/05/12 MSF	TELEPHONE CONFERENCE WITH MR. BHATTACHARYA, WHO TELEPHONED REGARDING PRE-FILED TESTIMONY	.50	170.00
6/06/12 MSF	REVIEW AND COMMENT UPON PROPOSED TESTIMONY FOR MR. DANIELSON	.40	136.00
6/07/12 MSF	REVIEW MR. DANIELSON'S PRE-FILED TESTIMONY AND PREPARE FOR AND PARTICIPATE IN CONFERENCE CALL WITH MR. DANIELSON AND OTHERS REGARDING SAME; TELEPHONE CONFERENCE WITH MR. LUBERTOZZI AND MR. BARENBROOK REGARDING POTENTIAL TESTIMONY	1.60	544.00
6/11/12 MSF	TELEPHONE CONFERENCE WITH OPC ATTORNEY SAYLER WHO TELEPHONED; REVIEW MOTION TO ENLARGE ISSUES AND LETTER TO CLIENT CONCERNING SAME	.50	170.00
	TOTAL HOURS	3.00	

PROFESSIONAL FEES \$ 1,020.00

MARTIN S FRIEDMAN 3.00 1,020.00

TOTAL COSTS ADVANCED \$.00

TOTAL STATEMENT \$ 1,020.00

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLARSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FEI# 59-2783506

(850) 877-6555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

AUGUST 10, 2012
INVOICE # 48204
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

7/03/12 MSF	TELEPHONE CONFERENCE WITH OPC ATTORNEY SAYLOR WHO TELEPHONED; CORRESPONDENCE WITH COMPANY; REVIEW ISSUES LIST FROM PSC STAFF; PARTICIPATE IN CONFERENCE CALL WITH PSC STAFF, OPC, AND COMPANY; FOLLOW-UP TELEPHONE CONFERENCE WITH MS. AQUILINO WHO TELEPHONED	1.10	374.00
7/07/12 MSF	REVIEW AND COMMENT TO MR. BHATTACHARYA ON MR. DANIELSON'S PRE-FILED DIRECT TESTIMONY	.30	102.00
7/31/12 MSF	TELEPHONE CONFERENCE WITH MS. VANDIVER FROM OPC WHO TELEPHONED; REVIEW OPC LIST OF QUESTIONS AND FORWARD TO MS. AQUILINO AND OTHERS; DRAFT LETTER REGARDING MR. DANIELSON'S PRE-FILED TESTIMONY	.80	272.00
	TOTAL HOURS	2.20	

PROFESSIONAL FEES \$ 748.00

MARTIN S FRIEDMAN 2.20 748.00

TOTAL COSTS ADVANCED \$.00

TOTAL STATEMENT \$ 748.00

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2543 BLAIRSTONE PIKES DR
TALLAHASSEE, FLORIDA 32301

FEI # 59-278353C

(950) 877-4555

PLEASE REFER TO INVOICE NUMBER
WHEN REPLYING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

OCTOBER 10, 2012
INVOICE # 48622
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

9/20/12 MSF	TELEPHONE CONFERENCE WITH MR. FLETCHER; LETTER TO CLIENT	.20	68.00
	TOTAL HOURS	.20	

PROFESSIONAL FEES \$ 68.00

MARTIN S FRIEDMAN .20 68.00

TOTAL COSTS ADVANCED \$.00

TOTAL STATEMENT
\$ 68.00
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLARSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

F E I # 59-2783536

(850) 877-4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

NOVEMBER 8, 2012
INVOICE # 48854
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

10/15/12 MSF	RESEARCH AND DRAFT JOINT MOTION FOR ABYVAJCE OF DOCKET AND LETTER TO OPC ATTORNEY SAYLER CONCERNING SAME	.80	272.00
10/17/12 MSF	TELEPHONE CONFERENCE WITH OPC ATTORNEYS AND STAFF WHO TELEPHONED; REVISED JOINT MOTION AND LETTER TO ATTORNEY	.50	170.00
	TOTAL HOURS	1.30	

PROFESSIONAL FEES \$ 442.00

MARTIN S FRIEDMAN 1.30 442.00

PHOTOCOPIES 5.25

TOTAL COSTS ADVANCED \$ 5.25

TOTAL STATEMENT
\$ 447.25
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FEI# 59-2783536

(850) 877-6555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

DECEMBER 12, 2012
INVOICE # 49060
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

11/06/12 MSF	REVIEW PSC ORDER APPROVING EXTENSION OF INFORMAL INVESTIGATORY PERIOD AND LETTER TO CLIENT CONCERNING SAME	.20	68.00
--------------	--	-----	-------

TOTAL HOURS	.20
-------------	-----

PROFESSIONAL FEES	\$ 68.00
-------------------	----------

MARTIN S FRIEDMAN	.20	68.00
-------------------	-----	-------

PHOTOCOPIES	.75
-------------	-----

TOTAL COSTS ADVANCED	\$.75
----------------------	--------

TOTAL STATEMENT \$ 68.75
-----------------	----------------------------

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FEI# 52-2763536

(850) 877-6555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

JANUARY 10, 2013
INVOICE # 49266
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

12/20/12 MSF	REVIEW AND COMMENT UPON RESPONSES TO OPC QUESTIONS; FOLLOW-UP CORRESPONDENCE WITH MS. MARKWELL AND MS. AQUILINO	.50	170.00
--------------	---	-----	--------

TOTAL HOURS		.50	
-------------	--	-----	--

PROFESSIONAL FEES		\$ 170.00	
-------------------	--	-----------	--

MARTIN S FRIEDMAN	.50	170.00	
-------------------	-----	--------	--

TOTAL COSTS ADVANCED		\$.00	
----------------------	--	--------	--

TOTAL STATEMENT		----- \$ 170.00 -----	
-----------------	--	-----------------------------	--

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

F E I # 57 2783536

(850) 877 4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

MARCH 11, 2013
INVOICE # 49722
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

2/05/13 MSP	PREPARE FOR AND PARTICIPATE IN CONFERENCE CALL WITH STAFF COMPANY AND OPC	1.70	595.00
2/07/13 MSP	REVIEW OPC FOLLOW-UP QUESTIONS AND LETTER TO MS. MERCHANT AT OPC CONCERNING SAME	.30	105.00
2/17/13 MSP	REVIEW SECOND MOTION TO EXTEND DEADLINE AND LETTER TO OPC ATTORNEY SAYLER CONCERNING SAME	.20	70.00
	TOTAL HOURS	2.20	

PROFESSIONAL FEES \$ 770.00

MARTIN S FRIEDMAN 2.20 770.00

PHOTOCOPIES 1.75

TOTAL COSTS ADVANCED \$ 1.75

TOTAL STATEMENT
\$ 771.75
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAKESTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FILE # 09-2783526

(904) 877-4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

APRIL 10, 2013
INVOICE # 49934
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

3/24/13 MSP TELEPHONE CONFERENCE WITH MR. LUBERTOZZI WHO
TELEPHONED; CORRESPONDENCE WITH MR. DANIELSON;
CORRESPONDENCE MS. MARWELL; LETTER TO OPC AND
STAFF

TOTAL HOURS .60

PROFESSIONAL FEES \$ 210.00

MARTIN S FRIEDMAN .60 210.00

PHOTOCOPIES 1.25

TOTAL COSTS ADVANCED \$ 1.25

TOTAL STATEMENT
\$ 211.25
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FEI # 59-2743526

(850) 877-4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

MAY 9, 2013
INVOICE # 50196
FILE # 10057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

4/17/13 MSF	CORRESPONDENCE WITH OPC ATTORNEY SAYLOR AND MS. MARKWELL REGARDING FOLLOW-UP QUESTIONS	.20	70.00
	TOTAL HOURS	.20	

PROFESSIONAL FEES \$ 70.00

MARTIN S FRIEDMAN .20 70.00

TOTAL COSTS ADVANCED \$.00

TOTAL STATEMENT
\$ 70.00
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

F E I # 592783506

(850) 877-6555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

JUNE 11, 2013
INVOICE # 50410
FILE # 10057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

5/10/13 MSF	REVIEW PROPOSED RESPONSES TO OPC FOLLOW-UP QUESTIONS HAND LETTER TO OPC	.30	105.00
5/17/13 MSF	REVIEW PSC ORDER EXTENDING INFORMAL INVESTIGATORY PERIOD AND LETTER T MS. MARKWELL AND OTHERS CONCERNING SAME	.10	35.00
5/21/13 MSF	REVIEW RESPONSES TO FOLLOW-UP QUESTIONS FROM OPC AND COMMENT TO MS. MARKWELL CONCERNING SAME	.40	140.00
5/24/13 MSF	TELEPHONE CONFERENCE WITH MS. MARKWELL; FINALIZE ADDITIONAL RESPONSES TO OPC FOLLOW-UP QUESTIONS	.30	105.00
	TOTAL HOURS	1.10	
	PROFESSIONAL FEES		\$ 385.00

MARTIN S FRIEDMAN 1.10 385.00

PHOTOCOPIES 1.00

TOTAL COSTS ADVANCED \$ 1.00

TOTAL STATEMENT
\$ 386.00
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FILE # 59-2783536

(850) 877-6555

PLEASE REFER TO INVOICE NUMBER
WHEN REPLYING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

JULY 10, 2013
INVOICE # 50648
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

6/24/13 MSF	REVIEW AND COMMENT UPON OPC'S SECOND SET OF FOLLOW-UP QUESTIONS	.20	70.00
6/26/13 MSF	CORRESPONDENCE WITH MS. HAREWELL, PSC AND OPC ATTORNEYS; REVIEW AND COMMENT UPON FOURTH AMENDMENT AND LETTER TO OPC ATTORNEY SAYLOR CONCERNING SAME;	.50	175.00
6/27/13 MSF	CORRESPONDENCE WITH OPC ATTORNEY; REVIEW AND COMMENT UPON ON REVISIONS TO FOURTH MOTION;	.30	105.00
	TOTAL HOURS	1.00	
	PROFESSIONAL FEES		\$ 350.00

MARTIN S FRIEDMAN 1.00 350.00

PHOTOCOPIES 1.00

TOTAL COSTS ADVANCED \$ 1.00

TOTAL STATEMENT
\$ 351.00
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2545 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

F E I # 59-2782556

(850) 877-4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

AUGUST 13, 2013
INVOICE # 50877
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

7/10/13 MSF	REVIEW NOTICE OF HEARING AND CORRESPONDENCE WITH MR. FLYNN; RESEARCH AND DRAFT MOTION FOR CONTINUANCE AND LETTER TO OPC AND STAFF ATTORNEYS CONCERNING SAME; SEVERAL TELEPHONE CONFERENCE WITH PSC ATTORNEY BARRERA WHO TELEPHONED; LETTER TO MS. MARKWELL;	.70	245.00
-------------	---	-----	--------

TOTAL HOURS	.70
-------------	-----

PROFESSIONAL FEES	\$ 245.00
-------------------	-----------

MARTIN S FRIEDMAN	.70	245.00
-------------------	-----	--------

PHOTOCOPIES	2.00
-------------	------

TOTAL COSTS ADVANCED	\$ 2.00
----------------------	---------

TOTAL STATEMENT	----- \$ 247.00 -----
-----------------	-----------------------------

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FEI# 59-2783536

(850) 877-4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

SEPTEMBER 11, 2013
INVOICE # 51078
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

8/05/13 MSF	REVIEW AND REVISE THE LATEST RESPONSES TO OPC INFORMAL QUESTIONS; LETTER TO OPC ATTORNEY SAYLOR CONCERNING SAME;	.80	280.00
8/06/13 MSF	REVIEW AND FINALIZE REMAINING RESPONSES TO OPC INFORMAL QUESTIONS;	.30	105.00
8/12/13 MSF	TRAVEL TO TALLAHASSEE FOR PSC HEARING; FINAL PREPARATION AND ATTEND HEARING; RETURN TO LAKE MARY OFFICE;	9.30	3,255.00
8/13/13 MSF	RESEARCH AND DRAFT LETTER TO MS. MARKWELL	.20	70.00
	TOTAL HOURS	10.60	

PROFESSIONAL FEES \$ 3,710.00

MARTIN S FRIEDMAN 10.60 3,710.00

TRAVEL EXPENSE 344.55
PHOTOCOPIES 5.25

TOTAL COSTS ADVANCED \$ 349.80

TOTAL STATEMENT \$ 4,059.80

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FILE # 99-278336

(850) 877-4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

OCTOBER 9, 2013
INVOICE # 51250
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

9/02/13 MSF	REVIEW PSC ORDER GRANTING FOURTH EXTENSION AND LETTER TO MS. MARKWELL AND OTHERS CONCERNING SAME;	.20	70.00
	TOTAL HOURS	.20	

PROFESSIONAL FEES \$ 70.00

MARTIN S FRIEDMAN .20 70.00

TOTAL COSTS ADVANCED \$.00

TOTAL STATEMENT
\$ 70.00
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLARSTONE PINES CN
TALLAHASSEE, FLORIDA 32301

FEI # 59-2782536

(850) 877-6355

PLEASE REFER TO INVOICE NUMBER
WHEN REPLYING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

NOVEMBER 12, 2013
INVOICE # 51542
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

10/08/13 MSF	REVIEW FILE AND DRAFT ISSUES; LETTER TO MR. LUBENTOZZI CONCERNING SAME;	.30	105.00
10/14/13 MSF	RESEARCH AND DRAFT NOTICE OF ISSUES	.40	140.00
10/15/13 MSF	SEVERAL TELEPHONE CONFERENCES WITH OPC ATTORNEY SAYLER WHO TELEPHONED; REVIEW OPC MOTION TO ALLOW LATE FILED LIST OF ISSUES AND LETTER TO CLIENT CONCERNING SAME;	.50	175.00
10/20/13 MSF	REVIEW AND COMMENT UPON OPC PROPOSED STIPULATIONS	.20	70.00
10/25/13 MSF	REVIEW AND REVISE PROPOSED STIPULATION AND LETTER TO MS. MARKWELL CONCERNING SAME;	.30	105.00
10/30/13 MSF	FINALIZE COMMENTS TO OPC'S PROPOSED STIPULATIONS AND LETTER TO OPC ATTORNEY SAYLER CONCERNING SAME; TELEPHONE CONFERENCE WITH OPC ATTORNEY SAYLER, MS. MERCHANT AND MS. VANDIVER WHO TELEPHONED;	.70	245.00
	TOTAL HOURS	2.40	
	PROFESSIONAL FEES		\$ 840.00
MARTIN S FRIEDMAN		2.40	840.00

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

F E I * 59-2783536

(850) 877-6555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC

Invoice #: 51542

PAGE 2

PHOTOCOPIES	.50
-------------	-----

TOTAL COSTS ADVANCED	\$.50
----------------------	--------

TOTAL STATEMENT \$ 840.50
-----------------	-----------------------------

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FEI# 50-2783536

(850) 877-4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

DECEMBER 11, 2013
INVOICE # 51655
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

11/01/13 MSF	REVIEW "FINAL" SETTLEMENT AND LETTER TO MS. MARKWELL AND OTHERS CONCERNING SAME;	.30	105.00
11/06/13 MSF	REVIEW PROPOSED STIPULATION FROM OPC AND LETTER TO MR. LUBERTOZZI AND OTHERS CONCERNING SAME;	.30	105.00
11/07/13 MSF	REVIEW AND REVISE JOINT MOTION TO APPROVE SETTLEMENT AGREEMENT AND LETTER TO ATTORNEY SAYLER AT OPC CONCERNING SAME;	.40	140.00

TOTAL HOURS 1.00

PROFESSIONAL FEES \$ 350.00

MARTIN S FRIEDMAN 1.00 350.00

TOTAL COSTS ADVANCED \$.00

TOTAL STATEMENT
\$ 350.00
.....

LAW OFFICES
SUNDSTROM, FRIEDMAN & FUMERO, LLP
2548 BLAIRSTONE PINES DR
TALLAHASSEE, FLORIDA 32301

FILE # 59-2782536

(951) 877 4555

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

UTILITIES, INC
ATTN: JOHN STOVER
2335 SANDERS RD
NORTHBROOK, IL 60062

JANUARY 10, 2014
INVOICE # 51893
FILE # 30057-00209
PAGE 1

MATTER: GENERIC DOCKET ON PROJECT PHOENIX

12/06/13 MSF	REVIEW STAFF RECOMMENDATION ON SETTLEMENT STIPULATION WITH OPC AND LETTER TO CLIENT CONCERNING SAME	.30	105.00
12/10/13 MSF	REVIEW AND RESPOND TO CORRESPONDENCE FROM MR. DURHAM;	.10	35.00
	TOTAL HOURS	.40	

PROFESSIONAL FEES \$ 140.00

MARTIN S FRIEDMAN .40 140.00

PHOTOCOPIES 11.50

TOTAL COSTS ADVANCED \$ 11.50

TOTAL STATEMENT
\$ 151.50
.....

WebTime Query Report

0003 - MARTIN S FRIEDMAN

02/08/2014

Date	Client	Client Name	Matter	Matter Description	SM/Task	Service	Hours	Rate
01/06/2014	30057	UTILITIES, INC	209	GENERIC DOCKET ON PROJECT PHOENIX TRAVEL TO TALLAHASSEE FOR PSC AGENDA (TIME AND TRAVEL SPLIT WITH UIF RATE CASE DOCKET)		10000	2.00	A
Date Total (01/06/2014):							2.00	
01/07/2014	30057	UTILITIES, INC	209	GENERIC DOCKET ON PROJECT PHOENIX PREPARE FOR AND ATTEND PUBLIC SERVICE COMMISSION AGENDA AND REPORT OUTCOME TO CLIENT AND RETURN TO CENTRAL FLORIDA (TIME AND TRAVEL SPLIT WITH UIF RATE CASE DOCKET)		10000	2.70	A
Date Total (01/07/2014):							2.70	
01/16/2014	30057	UTILITIES, INC	209	GENERIC DOCKET ON PROJECT PHOENIX REVIEW PSC ORDER ESTABLISHING PROCEDURE AND LETTER TO MR. LUBERTOZZI AND OTHERS CONCERNING SAME;		10000	0.30	A
Date Total (01/16/2014):							0.30	
01/22/2014	30057	UTILITIES, INC	209	GENERIC DOCKET ON PROJECT PHOENIX REVIEW PSC ORDER APPROVING STIPULATION AND LETTER TO MR. LUBERTOZZI AND OTHERS CONCERNING SAME		10000	0.20	A
Date Total (01/22/2014):							0.20	
01/30/2014	30057	UTILITIES, INC	209	GENERIC DOCKET ON PROJECT PHOENIX REVIEW OPC DISCOVERY AND RESEARCH CONCERNING SAME; LETTER TO MR. DANIELSON; LETTER TO MR. LUBERTOZZI AND OTHERS;		10000	0.60	A
Date Total (01/30/2014):							0.60	
Report Totals:							5.80	x \$350

2,030

Cost Report

UTILITIES, INC / GENERIC DOCKET ON PROJECT PHOENIX (18057-209)

Unbilled
 02/08/2014

Date	SMYTRAK	Service Code	Description	Abbrwy	Orig Qty	Orig Amt	Rcv Qty	Rcv Amt	Vendor	Voucher Status
01/14/2014		00003	TRAVEL EXPENSE	COST	0.00	252.69	0.00	252.69	Marin S. Friedman	12059 Unbilled
01/27/2014		00020	PHOTOCOPIES	COST	26.00	6.50	26.00	6.50		0 Unbilled
Report Totals:					26.00	259.19	26.00	259.19		

Friedman, Friedman & Long, P.A.

766 N. Sun Drive
Suite 4030
Lake Mary, FL 32746

F.E.I.: 46-4480334

407-830-6331

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

Utilities, Inc.
2335 Sanders Road
Northbrook, IL
60062 USA

March 5, 2014

Attention: John Stover

File #: 30057.209

Inv #: 202

RE: Generic Docket on Project Phoenix

Feb-05-14	MSF	Correspondence with Mr. Lubertozi, Mr. Danielson, Ms. Wiorek and Ms. Norwoods; research and respond accordingly;	0.20	70.00
Feb-08-14	MSF	Review and respond to questions from Ms. Wiorek regarding OPC discovery; Review, comment and revise prefiled testimony of Mr. Danielson; letter to Mr. Danielson regarding same; Review and redraft Prefiled testimony for Ms. Wiorek and letter to Ms. Wiorek concerning same; Research and draft of legal rate case expense exhibit and letter to Ms. Wiorek concerning same	3.40	1,190.00
Feb-11-14	MSF	Conference call with Mr. Danielson and Mr. Lubertozi regarding pre-filed testimony; Correspondence with Ms. Wiorek and Mr. Lubertozi;	0.70	245.00
Feb-12-14	MSF	Correspondence with Mr. Danielson, Mr. Lubertozi and Ms. Wiorek regarding pre-filed testimony	0.70	245.00
Feb-13-14	MSF	Correspondence with Ms. Wiorek and Mr. Danielson regarding pre-filed testimony; Finalize pre-filed testimony and exhibits for Ms. Wiorek;	1.40	490.00
Feb-14-14	MSF	Finalize pre-filed testimony and draft Notices of Filing; Research and draft objections to discovery; Letter to Mr. Lubertozi and others concerning same;	2.80	980.00

Feb-19-14	MSF	Review and respond to correspondence from Ms. Wiorek regarding OPC discovery; Follow-up correspondence from and to Ms. Wiorek;	0.20	70.00
Feb-27-14	MSF	Review OPC second Request for Production of Documents and Interrogatories and letter to Mr. Lubertozi and others concerning same; Review follow-up correspondence from Mr. Flynn and from Mr. Lubertozi; Further correspondence with Ms. Wiorek and Mr. Danielson;	0.50	175.00
Feb-28-14	MSF	Conference call with Mr. Hoy, Mr. Lubertozi and others; Telephone Conference with attorney Saylor; Follow-up correspondence; Letter to Mr. Hoy and others regarding call with OPC;	2.70	945.00
	Totals		12.60	\$4,410.00

DISBURSEMENTS

Photocopies	40.50
Totals	\$40.50
Total Fee & Disbursements	\$4,450.50

Friedman, Friedman & Long, P.A.

766 N. Sun Drive
Suite 4030
Lake Mary, FL 32746

F.E.I.: 46-4480334

407-830-6331

PLEASE REFER TO INVOICE NUMBER
WHEN REMITTING

Utilities, Inc.
2335 Sanders Road
Northbrook, IL
60062 USA

March 31, 2014

Attention: John Stover

File #: 30057.209

Inv #: 386

RE: Generic Docket on Project Phoenix

Mar-07-14	MSF	Correspondence with PSC attorney Barerra, and OPC attorney Sayler regarding discovery	0.20	70.00
Mar-08-14	MSF	Review correspondence from PSC attorney Barerra and letter to Mr. Hoy and others concerning same;	0.10	35.00
Mar-10-14	MSF	Correspondence with Ms. Wiorek, Mr. Hoy and Mr. Danielson regarding OPC discovery responses; Review Deloitte Contracts and Addenda; Draft Partial Response to Documents Request; Review 300 pages of documents filed by OPC;	2.40	840.00
Mar-11-14	MSF	Research and draft Response to Motion to Compel; Correspondence with Mr. Hoy and others;	4.40	1,540.00
Mar-12-14	MSF	Review correspondence from OPC attorney Sayler and letter to Mr. Hoy and others concerning same; Correspondence with UI people and review additional addenda; letter to OPC attorney Sayler;	0.90	315.00
Mar-13-14	MSF	Travel to Tallahassee for oral argument and final preparation; Present oral argument; Return to Lake Mary office ; Review letter from PSC Staff attorney regarding outcome and letter to Mr. Hoy and others concerning same;	10.00	3,500.00
Mar-14-14	MSF	Review letters from Ms. Wiorek and Mr. Pitts	0.90	315.00

		regarding OPC discovery responses; Research prior docketed etc, and draft responses to Ms. Wiorek and Mr. Pitts		
Mar-17-14	MSF	Letter to Mr. Danielson and others regarding responses to OPC's Second Discovery	0.20	70.00
Mar-18-14	MSF	Review, research and respond to correspondence from Ms. Wiorek regarding OPC's Second Discovery; Research and draft Objection to OPC's Second Interrogatories and Second Request to produce.	2.00	700.00
Mar-20-14	MSF	Conference call with representatives of Deloitte and UI regarding responses to OPC's 2nd discovery;	0.80	280.00
Mar-21-14	MSF	Research and draft responses to OPC's First Interrogatories and First Production of Documents and Notices; Review and respond to correspondence from Mr. Trayers at Deloitte;	1.20	420.00
Mar-27-14	MSF	Correspondence with Ms. Merchant of OPC and PSC attorney Barerra; Review Staff's first and second interrogatories and requests for production of documents and request for admissions and letter to Mr. Lubertozzi and others concerning same;	1.30	455.00
Mar-28-14	MSF	Review Order on OPC's Motion to Compel and letter to Mr. Lubertozzi and others regarding discrepancy with oral ruling;	0.30	105.00
Mar-30-14	MSF	Review, compile and edit proposed responses to OPC's Second Interrogatories and Second Request for Production of Documents.	2.20	770.00
Mar-31-14	MSF	Correspondence and review and finalize responses to OPC Second Discovery; Review Pre-Filed Testimony of Mr. Fletcher and letter to Mr. Hoy and others concerning same; Follow-up correspondence on Pre-Filed Testimony;	2.30	805.00
	Totals		29.20	\$10,220.00

DISBURSEMENTS

Mar-13-14	Travel		322.88	
-----------	--------	--	--------	--

Totals

\$322.88

Total Fee & Disbursements

\$10,542.88

4/1/2014 1.40 hrs. Review PSC First and Second Discovery and Pre-Filed Testimony in preparation for conference call; conference call regarding PSC discovery and Pre-Filed Testimony; Follow-up correspondence with Ms. Wiorek and analysis of Project Phoenix depreciation;

4/2/2014 1.80 hrs. Telephone Conference with OPC attorney Sayler who telephoned; Review and respond to correspondence from Mr. Pitts; Research and draft responses to Staff's First Request for Admissions; letter to Mr. Hoy and others;

4/3/2014 0.60 hrs. Review, research and respond to correspondence from Ms. Wiorek; Correspondence with PSC attorney Barrera;

4/6/2014 1.10 hrs. Review electronic files and letter to OPC and Staff regarding same; Review, research and respond to correspondence from Ms. Wiorek regarding responses to Staff's discovery; Correspondence with Mr. Hoy and others regarding various aspects of case; Letter to Deloitte consultants;

4/7/2014 0.10 hrs. Review and respond to correspondence from Mr. Wiorek regarding responses to Staff discovery;

4/8/2014 0.40 hrs. Telephone Conference with Mr. Hoy who telephoned regarding rebuttal testimony

Utilities, Inc.
 Docket No. 120161-WS **GENERIC PROJECT PHOENIX DOCKET**
Deloitte Consulting LLP – Actual and Estimated Rate Case Expense

A. Actual Billed and Unbilled: \$61,824 – professional fees and expenses through January 31, 2014 (invoices attached)

<u>Actual Hours:</u>	<u>Description</u>
32.0	Review projects materials from 2006 to 2008 and identify key messages
43.0	Prepare testimony and exhibits
18.0	Conference calls to review materials
12.0	Finalize materials
6.6	Review Staff Recommendation and conference with Client
111.6	Total hours
21.0 hrs @ \$684/hr	\$14,364 fees (Principal)
90.6 hrs @ \$524/hour	\$ 47,452 fees (Manager)
\$ 8	Expenses
\$61,824	Total fees and expenses incurred through January 31, 2014

B. Estimated hours and expenses: to prepare, deliver, follow up for the May 14, 2014 hearing

<u>Estimated Hours:</u>	<u>Description</u>
8.0	Respond to OPC discovery and questions related thereto;
18.0	Preparation of Pre-filed Rebuttal Testimony and exhibits (2 Principals)
18.0	Preparation and attend hearing (2 Principals)
8.0	Research and Draft Post-Hearing documentation
4.0	Review Staff Recommendation and conference with Client
56.0 hrs @ \$684/hr	\$38,304 Total Professional fees

\$ 1,200 Total Estimated Costs – Travel, hotel and food (One trip - two days with one overnight stay) to attend final hearing

* Please note that I do not charge for travel time.

TOTAL PROFESSIONAL FEES AND EXPENSES: \$ 39,504.

Deloitte.

Name:	Level:	Hourly Rate (\$)	Week Ending	Hours	Total
Larry Danielson	Principal	684	March 8th	1	\$684
			March 15th	1	\$684
			March 22nd	1	\$684
			March 29th	1	\$684
			April 5th	1	\$684
Sub Total					\$3,420
Gordon Sanders	Principal	684	March 8th	0	\$0
			March 15th	5	\$3,420
			March 22nd	8	\$5,472
			March 29th	11	\$7,524
			April 5th	0	\$0
Sub Total					\$16,416
Mark Trayers	Senior Consultant	420	March 8th	20	\$8,400
			March 15th	20	\$8,400
			March 22nd	20	\$8,400
			March 29th	20	\$8,400
			April 5th	5	\$2,100
Sub Total					\$35,700
Engagement Total					\$55,536

Deloitte.

Name:	Level:	Hourly Rate (\$)	Week Ending	Hours	Total
Larry Danielson	Principal	684	April 12th	0	\$0
			April 19th	0	\$0
			April 26th	0	\$0
			May 3rd	9	\$6,156
			May 10th	9	\$6,156
			May 17th	4	\$2,736
Sub Total					\$15,048
Gordon Sanders	Principal	684	April 12th	0	\$0
			April 19th	0	\$0
			April 26th	0	\$0
			May 3rd	0	\$0
			May 10th	4	\$2,736
			May 17th	0	\$0
Sub Total					\$2,736
Mark Trayers	Senior Consultant	420	April 12th	2	\$840
			April 19th	2	\$840
			April 26th	2	\$840
			May 3rd	4	\$1,680
			May 10th	2	\$840
			May 17th	9	\$3,780
Sub Total					\$8,820
Engagement Total					\$26,604