**State of Maine**

**RFP / Proposal Master Score Sheet**

**Instructions:** Complete the Master Score Sheet below providing all of the requested information for each bidder that submitted a proposal in response to the RFP. This document is to be included in the Selection Package submitted to the Division of Procurement Services for review/approval.

### SCORESHEET FOR RFP# 202004082 NATURAL GAS CONSULTANT FOR MAINE PUBLIC ADVOCATE

<table>
<thead>
<tr>
<th>EVALUATION ITEM</th>
<th>POINTS AVAIL.</th>
<th>DH Infrastructure</th>
<th>Exeter Associates, Inc.</th>
<th>North Side Energy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Section I: Organization Qualifications and Experience</td>
<td>(45)</td>
<td>15</td>
<td>40</td>
<td>44</td>
</tr>
<tr>
<td>Section II: Proposed Services</td>
<td>(30)</td>
<td>10</td>
<td>25</td>
<td>26</td>
</tr>
<tr>
<td>Section III: Cost Proposal</td>
<td>(25)</td>
<td>25</td>
<td>24</td>
<td>23.75</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>100</strong></td>
<td><strong>50</strong></td>
<td><strong>89</strong></td>
<td><strong>93.75</strong></td>
</tr>
</tbody>
</table>

**PROPOSAL SUBMITTED BY:**
- DH Infrastructure
- Exeter Associates, Inc.
- North Side Energy

**COST:**
- DH Infrastructure: $62,665
- Exeter Associates, Inc.: $64,955
- North Side Energy: $65,750
Award Justification Statement  
RFP# 202004082, Natural Gas Consultant for the Maine Public Advocate

I. Summary
The Office of the Public Advocate (Office) issued the RFP at issue in order to obtain consulting services to assist with regulatory proceedings related to natural gas. These services include, but are not limited to, providing advice and assisting in litigation in proceedings on the cost customers pay for gas and other services delivered by Maine natural gas utilities, revisions to gas utility tariffs, transportation capacity on interstate and international pipelines, and gas supply planning, as described in this Request for Proposals (RFP) document.

Because the staff of the Office of the Public Advocate is composed primarily of attorneys, we rely on a consultant to provide expert advice and testimony on gas markets and prices, sources of supply, transportation costs, gas price hedging strategies, the operations of both interstate pipelines and local distribution systems, and industry best practices. This advice and testimony are critical to allowing the Office to effectively represent ratepayer interests in proceedings before the MPUC and FERC concerning both questions of gas pricing and gas policy.

II. Evaluation Process
The evaluation process consisted of initial, individual reviews by the three review team members, and then a team scoring meeting. The Team members were: (1) Barry Hobbins, Maine Public Advocate, who has extensive experience with Maine’s energy laws and issues; (2) Robert Creamer, the Office’s lead attorney on natural gas specific issues; and (3) Nanette Ardry, Senior Counsel, with extensive experience in drafting RFPs and evaluating responses in connection with obtaining services for a state agency.

III. Qualifications & Experience
The key factors that resulted in our selection are:

- Experience in cost of gas issues, including gas markets, gas purchasing, hedging, pipeline transportation costs, local utility distribution system, supply constraints, and industry best practices.
- A knowledge of the issues specific to Maine in terms of gas supply and transportation options, the gas utilities that operate here, and the cost of gas mechanisms found in their tariffs.
- Knowledge of practice and procedure at the Maine PUC.

IV. Proposed Services
Key factors concerning proposed services were:
• A background in the area of natural gas supply, pricing, transportation, and Maine specific issues that would allow the consultant to advise the Office on both litigation and policy matters.

• Knowledge of what is required in cost of gas cases before the Maine PUC.

• Examples or history of attention to detail.

V. Cost Proposal
The winning bid was not the lowest submitted cost, but the difference with the lowest bid was less than $800, and the winning bid included consulting for up to two rate cases with the Federal Energy Regulatory Commission.

VI. Conclusion
The winning bidder was chosen based on knowledge of the national gas market, Maine specific issues and practice, and a competitive cost proposal.
Good morning, Mr. Larkin-Connolly,

On behalf of the Office of the Public Advocate, please see the attached award letter regarding your proposal for the above-referenced RFP, Natural Gas Consulting Services for Maine Public Advocate.

We appreciate your interest in doing business with the State of Maine.

Warm regards,

Shareen

Shareen G. Thompson
Special Assistant to the Public Advocate
Maine Office of the Public Advocate
103 Water Street, 3rd FL
State House Station 112
Hallowell, ME  04347
(207) 624-3687
Fax: (207) 287-4300
Shareen.g.thompson@maine.gov
June 16, 2020

Brendan Larkin-Connolly
DH Infrastructure
10 Forest Hills St. #2
Boston, MA  02130

SUBJECT:  Notice of Conditional Contract Award under RFP #202004082,
Natural Gas Consultant for the Maine Public Advocate

Dear Mr. Larkin-Connolly,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Executive Department, Office of the Public Advocate, for Natural Gas Consultant. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

• North Side Energy, LLC

The bidder listed above received the evaluation team’s highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).
This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

Robert A. Creamer  
Office of the Maine Public Advocate  
SHS #112  
Augusta, ME 04333-0112
STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).
Good morning, Mr. Mierzwa,

On behalf of the Maine Office of the Public Advocate, attached is the award notification letter regarding the above-referenced RFP, Natural Gas Consultant for Maine Public Advocate.

We appreciate your interest in doing business with the State of Maine.

Warm regards

Shareen

Shareen G. Thompson
Special Assistant to the Public Advocate
Maine Office of the Public Advocate
103 Water Street, 3rd FL
State House Station 112
Hallowell, ME 04347
(207) 624-3687
Fax: (207) 287-4300
Shareen.g.thompson@maine.gov
AWARD NOTIFICATION LETTER

June 16, 2020

Jerome D. Mierzwa  
Exeter Associates, Inc. 
10480 Little Patuxent Parkway  
Suite 300  
Columbia, MD  21044 

SUBJECT:  Notice of Conditional Contract Award under RFP #202004082,  
Natural Gas Consultant for the Maine Public Advocate

Dear Mr. Mierzwa,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Executive Department, Office of the Public Advocate, for Natural Gas Consultant. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- North Side Energy, LLC

The bidder listed above received the evaluation team’s highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).
This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

[Signature]

Robert A. Creamer
Office of the Maine Public Advocate
SHS #112
Augusta, ME 04333-0112
STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).
Good morning, Mr. Rosenkranz,

On behalf of the Maine Office of the Public Advocate, attached is the award notification letter regarding the above-referenced RFP, Natural Gas Consultant for Maine Public Advocate.

We appreciate your interest in doing business with the State of Maine.

Warm regards,

Shareen

Shareen G. Thompson
Special Assistant to the Public Advocate
Maine Office of the Public Advocate
103 Water Street, 3rd FL
State House Station 112
Hallowell, ME 04347
(207) 624-3687
Fax: (207) 287-4300
Shareen.g.thompson@maine.gov
AWARD NOTIFICATION LETTER

June 16, 2020

John A. Rosenkranz
North Side Energy, LLC
56 Washington Drive
Acton, MA 01720

SUBJECT: Notice of Conditional Contract Award under RFP #202004082, Natural Gas Consultant for the Maine Public Advocate

Dear Mr. Rosenkranz,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Executive Department, Office of the Public Advocate, for Natural Gas Consultant. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- North Side Energy, LLC

The bidder listed above received the evaluation team’s highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).
This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

Robert A. Creamer
Office of the Maine Public Advocate
SHS #112
Augusta, ME 04333-0112
STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).
Instructions: The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team’s consensus evaluations, and this form is not meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: Office of the Public Advocate
NAME OF RFP COORDINATOR: Robert A. Creamer
NAMES OF EVALUATORS: Robert A. Creamer, Nanette M. Ardry, and Barry J. Hobbins

<table>
<thead>
<tr>
<th></th>
<th>Points Awarded:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SUMMARY PAGE</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>+</strong></td>
<td></td>
</tr>
<tr>
<td><strong>+</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Numerical Score:</strong></td>
<td></td>
</tr>
<tr>
<td>Section I. Organization Qualifications and Experience (Max: 45 Points)</td>
<td>15</td>
</tr>
<tr>
<td>Section II. Proposed Services (Max: 30 Points)</td>
<td>10</td>
</tr>
<tr>
<td>Section III: Cost Proposal (Max: 25 Points)</td>
<td>25</td>
</tr>
<tr>
<td><strong>TOTAL POINTS</strong></td>
<td>(Max: 100 Points)</td>
</tr>
</tbody>
</table>
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for Maine Public Advocate
BIDDER: DH Infrastructure
DATE: June 3, 2020

******************************************************************************
******************************************************************************
******************************************************************************
EVALUATION OF SECTION I
Organization Qualifications and Experience

**Total Points Available**: 45 **Score**: 15

******************************************************************************
******************************************************************************
******************************************************************************

**Evaluation Team Comments**: 

1. Qualifications and Experience
   a. Organization – No experience with them.

   b. Individual(s) performing services – Brendan Larkin-Connolly
      
      i. Gas pricing/markets- Mention reviewing cost of gas adjustments for Maryland OPC, but no real description of what that involved. Worked as a rate analyst at MA DPU, but not sure how much of that was on gas pricing issues.

      ii. Pipeline issues – Very strong on infrastructure, not did not see anything on rates, operation.

      iii. FERC-Does not appear to have been involved in pipeline rate cases.

      iv. Litigation-Seems experienced, but worried that no knowledge of MPUC practice and procedure.

      v. Knowledge of Maine/New England Gas utilities, markets, and infrastructure. – Again, very strong on infrastructure, but no mention of experience with Maine or New England gas markets or Maine gas utilities.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for Maine Public Advocate
BIDDER: DH Infrastructure
DATE: June 3, 2020

************************************************************************************************************

EVALUATION OF SECTION II
Proposed Services

Total Points Available: 30
Score: __10___

************************************************************************************************************

Evaluation Team Comments:

2. Proposed Services
   a. Litigation- Description was well put together, but turn-around for testimony may be an issue, and the focus on modest, achievable goals may not fit with some cases.
   b. Advising- Concerned this would not be helpful (in short term) with little gas market experience.

Also concerned about accuracy/attention to detail in that page 6 was missing from proposal.
EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid

<table>
<thead>
<tr>
<th>Lowest submitted Cost Proposal</th>
<th>+</th>
<th>Cost Proposal being scored</th>
<th>x</th>
<th>Score Weight</th>
<th>=</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>$62,665</td>
<td>+</td>
<td>$62,665</td>
<td>x</td>
<td>25 points</td>
<td>=</td>
<td>25</td>
</tr>
</tbody>
</table>

**Evaluation Team Comments:**

3. Cost Proposal
   a. General gas consulting/litigation- Very detailed
   b. FERC-Nothing specified, so we have to assume this would be in addition to amount quoted, and we do not know how much that would be.
   c. Travel-Lead person in Boston, so avoiding airfare.
STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202004082  
RFP TITLE: Natural Gas Consultant for Maine Public Advocate  
BIDDER: Exeter Associates  
DATE: June 3, 2020

Instructions: The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team’s consensus evaluations, and this form is not meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: Office of the Public Advocate  
NAME OF RFP COORDINATOR: Robert A. Creamer  
NAMES OF EVALUATORS: Robert A. Creamer, Nanette M. Ardry, and Barry J. Hobbins

summary page

<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
<th>Max Points</th>
<th>Awarded Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Section I</td>
<td>Organization Qualifications and Experience</td>
<td>45</td>
<td>40</td>
</tr>
<tr>
<td>Section II</td>
<td>Proposed Services</td>
<td>30</td>
<td>25</td>
</tr>
<tr>
<td>Section III</td>
<td>Cost Proposal</td>
<td>25</td>
<td>24</td>
</tr>
</tbody>
</table>

TOTAL POINTS (Max: 100 Points) 89
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for Maine Public Advocate
BIDDER: Exeter Associates
DATE: June 3, 2020

EVALUATION OF SECTION I
Organization Qualifications and Experience

Total Points Available: 45  Score: __40__

Evaluation Team Comments:

1. Qualifications and Experience
   a. Organization-Our experience with Exeter is that they are solidly dependable and broadly knowledgeable in most areas of utility practice.
      b. Individual(s) performing services – (Jerry Mierzwa) A lot of diverse experience in the area of gas pricing and markets, including gas purchasing, planning, forecasting, storage, LAUF, hedging, customer choice, etc.
         i. Gas pricing/markets-Also a lot of experience, including as a purchaser of gas.
         ii. Pipeline issues –
            iii. FERC-Has been involved in several FERC pipeline rate cases.
            iv. Litigation-extensive experience as an expert witness, and has experience with the MPUC process through the last three Northern Utilities rate cases.
      v. Knowledge of Maine/New England Gas utilities, markets, and infrastructure – Has experience with gas markets in RI and MA, and some knowledge of the gas utilities in Maine.
2. Proposed Services
   a. Litigation- Essentially wrote back to us what was in RFP, but from experience we know Jerry does well as a witness, is responsible, and knows the basic process in Maine.
   b. Advising- We are impressed with Jerry’s experience, but for understanding the specifics of and advising us on Maine specific gas supply, pricing considerations, and the practices of the specific utilities involved, we expect it would take him time to get up to speed.
RFP #: 202004082
RFP TITLE: Natural Gas Consultant for Maine Public Advocate
BIDDER: Exeter Associates
DATE: June 3, 2020

EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid

<table>
<thead>
<tr>
<th>Lowest submitted Cost Proposal</th>
<th>/</th>
<th>Cost Proposal being scored</th>
<th>x</th>
<th>Score Weight</th>
<th>=</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>$62,665</td>
<td>+</td>
<td>$64,995</td>
<td>x</td>
<td>25 points</td>
<td>=</td>
<td>24</td>
</tr>
</tbody>
</table>

Evaluation Team Comments:

Overall lowest bid.

3. Cost Proposal
   a. General gas consulting/litigation- Seems reasonable for rates.
   b. FERC-Did include a FERC rate case.
   c. Travel-Also included.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for Maine Public Advocate
BIDDER: North Side Energy
DATE: June 3, 2020

Instructions: The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team’s consensus evaluations, and this form is not meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: Office of the Public Advocate
NAME OF RFP COORDINATOR: Robert A. Creamer
NAMES OF EVALUATORS: Robert A. Creamer, Nanette M. Ardry, and Barry J. Hobbins

SUMMARY PAGE

<table>
<thead>
<tr>
<th>Section</th>
<th>Points Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Section I. Organization Qualifications and Experience</td>
<td>44</td>
</tr>
<tr>
<td>Section II. Proposed Services</td>
<td>26</td>
</tr>
<tr>
<td>Section III: Cost Proposal</td>
<td>23.75</td>
</tr>
<tr>
<td>TOTAL POINTS</td>
<td>93.75</td>
</tr>
</tbody>
</table>

Rev. 1/3/2020
EVALUATION OF SECTION I
Organization Qualifications and Experience

Total Points Available: 45   Score: ___44___

Evaluation Team Comments:

1. Qualifications and Experience
   a. Organization - Same as individual,
   b. Individual(s) performing services – John Rosenkranz
      i. Gas pricing/markets- We know from experience that John has an unusually large amount of knowledge and experience concerning gas markets, gas pricing, hedging, supply, LAUF, regulatory policy, etc.
      ii. Pipeline issues – Experience with rate cases specific to Maine.
      iii. FERC-Experience with M&N rate cases and FERC policy on pipelines.
      iv. Litigation-Very familiar with MPUC practice, decision-makers, and utilities.
2. Proposed Services
   a. Litigation- Wrote back what was in RFP, but we know from experience that North Side produces timely and well done written products and testimony.
   b. Advising-North Side is extremely experienced in Maine gas issues, gas utilities, and regulatory history.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for Maine Public Advocate
BIDDER: North Side Energy
DATE: June 3, 2020

EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid

Total Points Available: 25            Score: 23.75

<table>
<thead>
<tr>
<th>Lowest submitted Cost Proposal</th>
<th>+ Cost Proposal being scored</th>
<th>x</th>
<th>Score Weight</th>
<th>=</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>$62,665</td>
<td>$65,750</td>
<td>x</td>
<td>25 points</td>
<td>=</td>
<td>23.75</td>
</tr>
</tbody>
</table>

Evaluation Team Comments:

3. Cost Proposal
   a. General gas consulting/litigation- Very close to lowest bid.
   b. FERC-Factored in two FERC rate cases.
   c. Travel-Low travel costs and time.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for the Maine Public Advocate
BIDDER NAME: DH Infrastructure
DATE: June 2, 2020
EVALUATOR NAME: Nanette M. Ardry
EVALUATOR DEPARTMENT: Office of the Public Advocate

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

I. Organization Qualifications and Experience
   1. Overview of Organization
      • Proposed expert Brendan Larkin-Connolly
      • Larkin-Connolly has 2 years’ experience working at Mass DPU as a rates analyst
      • Gas experience mostly recent- since 2016, 2018
      • Experience mostly in California, Maryland, Illinois
      • Gas experience in cost of gas, rate design, capital trackers, tariffs-experience not clear, mergers not as relevant, leak-prone infrastructure replacements-not as relevant
      • One of the three project examples is electric
   2. Subcontractors
      • n/a
   3. Organizational Chart
      • Lead expert Brendan Larkin-Connolly, 4 support staff
   4. Etc. No conflicts

II. Proposed Services
   1. Services to be Provided
      • No previous Maine experiences
      • typos in text
      • Seems to cover all needed steps thoroughly
      • Timing questions? Not sure tight turnaround is anticipated as can sometimes happen
   2. Implementation – Work Plan
      • Stepped approach with team support
      • Cost Total: $62,665 (detailed estimate)
      • Brendan Larkin-Connolly $175/hr, others $200-87.50/hour
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for the Maine Public Advocate
BIDDER NAME: Exeter Associates, Inc.
DATE: June 2, 2020
EVALUATOR NAME: Nanette M. Ardry
EVALUATOR DEPARTMENT: Office of the Public Advocate

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

I. Organization Qualifications and Experience
   1. Overview of Organization
      • Broad scope of expertise, advises both state puc/staff and consumer advocates
      • Experience in rev requirement analyses, cost of gas, LAUF, price mitigation
      • Long history of providing service
      • Sizable operation 5 partners, 12 employees
      • Lengthy list of clients, including experience in Maine
      • Principal expert, Jerome Mierzwa, 35 years experience, including rate design and management audits
      • Projects listed show long-term understanding of market related to gas, particularly peak days, spot market, interstate pipeline agreements, recovery of purchased gas costs, LAUF, contract and tariff terms and periods
      • Seasoned expert witness
   2. Subcontractors
      • None
   3. Organizational Chart
      • Principal expert, Jerome Mierzwa, various research assistant, no detail, but staff of 12 with list of qualifications
   4. Etc.- no conflicts
II. Proposed Services
   1. Services to be Provided
      • Awareness of gas companies in ME
      • Mostly, a restatement of RFP, but covers all needs
   2. Implementation – Work Plan
      • Cost $195/hr for expert, Research assistant $90/hr
      • $49,820 MPUC
      • $15,135 FERC
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for the Maine Public Advocate
BIDDER NAME: North Side Energy
DATE: June 2, 2020
EVALUATOR NAME: Nanette M. Ardry
EVALUATOR DEPARTMENT: Office of the Public Advocate

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

**********************************************************************************************************

Individual Evaluator Comments:

I. Organization Qualifications and Experience
   1. Overview of Organization
      • Experience in Maine for ME OPA as gas expert witness since 2010
      • Experience in NY, NJ, NH, MA, Ontario
      • 37 years experience in gas market, experienced expert witnesses
      • Experience re: marketing, supply, cost of gas, long-term capacity, peaking, expansion issues, long-term gas contracts, cost allocation and rates, contracts with pipeline affiliates, rate implications for sales customers, pipeline capacity, gas contracts, storage project—not as relevant, power generators—not as relevant,
      • Deep knowledge of existing Maine cases
      • FERC rate case experience
   2. Subcontractors
      • n/a
   3. Organizational Chart n/a
   4. Etc.

II. Proposed Services
   1. Services to be Provided
      • Basically list from RFP
      • Covers all needs
      • Offers two FERC rate cases
   2. Implementation – Work Plan
      • Cost $65,750
      • John Rosenkranz at $225/hr no assistant?, low travel expenses
      • Offers two FERC rate cases
Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

1. Qualifications and Experience
   a. Organization
   Large enough to offer a six-person team. Has done a lot of work for public advocate types. Based in Boston.
   b. Individual(s) performing services – Brendan Larkin-Connolly
      i. Gas pricing/markets-Mentions reviewing gas adjustment for MD OPC, but doesn’t really explain what goes into that, what review is for, analysis done, etc. Was involved in work related to CA energy crisis, but appears to be primarily electric, and done in 2000-2001.
      ii. Pipeline issues – Lots of work on LDC expansion, replacement and repair in both MD and IL. But, no mention of interstate gas pipeline operations, rates, development, etc.
      iii. FERC-Assisted with some work on safety, does not appear to have been involved in pipeline rate cases.
      iv. Litigation-Has appeared as an expert witness in both MD and IL, related to infrastructure proceedings. Has experience with preparing, testimony, and briefs.
      v. Knowledge of Maine/New England Gas utilities, markets, and infrastructure – None mentioned.

2. Proposed Services
a. Litigation-Good understanding of process, and the idea of identifying realistic “modest” items to achieve seems reasonable, but also worry this might limit analysis and advice we receive. Testimony turn-around of 2-4 weeks probably okay in many cases, but concerned cost of gas proceedings might move too fast. Really liked the fact they did not simply write the process back to use from the RFP.

b. Advising-Without much experience in cost of gas, pipeline transportation, and similar cases, not sure about their background in this area.

3. Cost Proposal
   a. General gas consulting/litigation-Very detailed, based on 1 fully litigated case, 1 settled case, and 3 resolved by comments.
   b. FERC-nothing specific.
   c. Travel-Principal consultant located in Boston, so no air travel. Planned 3 trips to Hallowell.

   Total: $62,665/year. Lead rate is $175/hour. But, hard to score given no break out for a FERC case.

Overall: Proposal was well done, except that page 6 appears to be missing. Very infrastructure focused, and suggest OPA keeps their contact information for any gas infrastructure replacement or development cases, they seem like a very good choice for anything in that area. I believe they are a solid organization, but not sure they have experience in the specific areas we are looking for.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for the Maine Public Advocate
BIDDER NAME: Exeter Associates
DATE: June 1, 2020
EVALUATOR NAME: Robert A. Creamer
EVALUATOR DEPARTMENT: Office of the Public Advocate

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

1. Qualifications and Experience
   a. Organization-Exeter has a lot of experience as a consultant for public entities. They have worked for us in several gas cases and always done a solid job.
   b. Individual(s) performing services-Jerry Mierzwa
      i. Gas pricing/markets-Jerry has done a lot of work in this area, looking as gas procurement, planning, forecasting, transportation, storage, LAUF, long-term contracting, hedging, and customer choice. Has also helped with gas procurement for federal installations.
      ii. Pipeline issues-has experience with transportation capacity issues, imbalances, cash-outs.
      iii. FERC-several FERC pipeline rate cases.
      iv. Litigation-extensive amount of expert testimony. He also worked for us in the last two Northern rate cases, doing rate design.
      v. Knowledge of Maine/New England Gas utilities, markets, and infrastructure-Has worked in both MA and RI on gas supply issues.

2. Proposed Services
   a. Litigation-Basic, basically what we had in RFP.
   b. Advising-given background, Jerry seems more than capable to advise us on policy and strategy.

3. Cost Proposal
   a. General gas consulting/litigation - $49,820 (240 hours for Jerry, 8 for assistant)
   b. FERC -$15,135 (75 hours for Jerry, 4 for assistant)
   c. Travel
   d. 64,955 total

Jerry $195/hour
Assistant $90/hour
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202004082
RFP TITLE: Natural Gas Consultant for the Maine Public Advocate
BIDDER NAME: North Side
DATE: June 1, 2020
EVALUATOR NAME: Robert A. Creamer
EVALUATOR DEPARTMENT: Office of the Public Advocate

------------------------------

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

------------------------------

Individual Evaluator Comments:

1. Qualifications and Experience
   a. Organization-single operator
   b. Individual(s) performing services
      i. Gas pricing/markets-Focus is on gas supply, planning and contracting. Has assisted OPA in these areas since 2010. Both industry and consulting experience in these areas.
      ii. Pipeline issues-Has worked a number of interstate pipeline cases.
      iii. FERC-has FERC rate case experience
      iv. Litigation-extensive amount of experience in regulatory proceedings on gas planning, supply, and transportation.
      v. Knowledge of Maine/New England Gas utilities, markets, and infrastructure-Our experience with John is that he is extremely knowledgeable about the gas conditions in New England and Maine in particular.

2. Proposed Services
   a. Litigation-Nothing past what was in the RFP, but we know John understands the process.
   b. Advising-John has the background to advise on gas policy and planning.

3. Cost Proposal
   a. General gas consulting/litigation
   b. FERC
   c. Travel

Not broken out, but proposal is $65,750 to cover PUC and FERC cases. This includes $500 for travel to Hallowell. Total of 290 hours at $225/hour.
RFP #: 202004082
RFP TITLE: Natural Gas Consultant for the Maine Public Advocate
BIDDER NAME: North Side
DATE: June 1, 2020
EVALUATOR NAME: Robert A. Creamer
EVALUATOR DEPARTMENT: Office of the Public Advocate

Overall: We know John and he’s done great work for us, and he understands the issues, the players, and the dynamics of gas supply in Maine. But, he didn’t put a lot into this proposal.
**STATE OF MAINE**
**INDIVIDUAL EVALUATION NOTES**

RFP #: 202004082  
RFP TITLE: Natural Gas Consultant for the Maine Public Advocate  
BIDDER NAME: DH Infrastructure  
DATE: June 3, 2020  
EVALUATOR NAME: Barry J. Hobbins  
EVALUATOR DEPARTMENT: Office of the Public Advocate

**************************************************
Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

**************************************************

**Individual Evaluator Comments:**

1. Qualifications and Experience  
   a. Organization  
      i. OPA has never worked with them previously.  
   b. Individual(s) performing services  
      i. The staff member providing services (Brendan Larkin-Connolly) is not very experienced it appears but only in gas pricing markets.  
      ii. He did work as a rate analyst at MA DRU.  
      iii. His resume appears to be knowledgeable about pipeline infrastructure but doesn’t say about “rates” experience.  
      iv. Appears not to have experience on pipeline cases at FERC.  
      v. Lacks experience at the ME PUC.  
2. Proposed Services  
   a. Does have credible litigation experience.  
   b. Does have purposeful experience with Maine infrastructure.  
   c. He does have a good educational background.  
   d. The proposed RFP services evaluation that knowing the uniqueness of the Maine gas market which is not a large market might not fit with this bidder as well as with the lack of PUC staff past interfacing.  
3. Cost Proposal  
   a. Travel for Principal consultant located in Boston, so no air travel  
   b. Didn’t specify costs for FERC cases  
   c. Total: $62,665/year. Lead rate is $175/hour  
   d. Hard to score with no costs given for FERC case(s).
RFP #: 202004082
RFP TITLE: Natural Gas Consultant for the Maine Public Advocate
BIDDER NAME: Exeter Associates, Inc.
DATE: June 3, 2020
EVALUATOR NAME: Barry J. Hobbins
EVALUATOR DEPARTMENT: Office of the Public Advocate

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

1. Qualifications and Experience
   a. Organization
      i. Very experienced in most areas of utility practice.
      ii. Past and present relationship as a consultant for the OPA. Good track record and easy to work with.
   b. Individual(s) performing services
      i. Jerry Mierzwa has a vast resume related to the areas of gas pricing and markets. He is also versed in evaluating pipeline issues and FERC.
      ii. He has an extensive experience appearing before the Maine PUC as an expert witness.
      iii. He knows the Maine and other New England states regarding gas utilities.
      iv. He meets the RFP requirements.
      v. Knows his way around at the ME PUC and is respected by the PUC staff.
      vi. Will give him high marks for organization, qualifications and experience.
      vii. Exeter has a deep staff to assist Jerry Mierzwa.

2. Proposed Services
   a. Does have credible litigation experience
   b. Advising-given background, Exeter is very capable to advise us on policy and strategy.

3. Cost Proposal
   a. General gas consulting/litigation - $49,820 (240 hours for Jerry, 8 for assistant)
   b. FERC -$15,135 (75 hours for Jerry, 4 for assistant)
   c. Travel
   d. 64,955 Total
   e. Jerry $195/hour
   f. Assistant $90/hour
**STATE OF MAINE**
**INDIVIDUAL EVALUATION NOTES**

**RFP #: 202004082**
**RFP TITLE:** Natural Gas Consultant for the Maine Public Advocate
**BIDDER NAME:** North Side Energy
**DATE:** June 3, 2020
**EVALUATOR NAME:** Barry J. Hobbins
**EVALUATOR DEPARTMENT:** Office of the Public Advocate

---

**Instructions:** The purpose of this form is to record proposal review notes written by *individual* evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

---

**Individual Evaluation**

1. **Qualifications and Experience**
   a. Single operator organization

2. **Individual Performance Services**
   a. John Rosenkranz has worked with the OPA for a long period of time. He is highly respected by our office.
   b. He fits all of the RFP criteria. Because John is the sole person performing the services means that the OPA will know who will be doing the work and not delegating to a less experienced individual.
   c. We know from experience that John has a great deal of experience. He has an extensive knowledge of Maine’s gas market, supply and regulatory policies.
   d. He is well respected by the ME PUC and staff.
   e. An added bonus is that he is familiar with the ME PUC practices, stakeholders and the regulatory utilities.
   f. I have the highest respect for his work product.

3. **Proposed Services**
   a. Nothing more than what’s in the RFP
   b. John understands the process and has background on advising gas policy and planning.

4. **Cost Proposal**
   a. $65,750 to cover PUC and FERC cases.
   b. Includes $500 for travel to Hallowell.
   c. Total of 290 hours at $225/hour.
AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202004082
RFP TITLE: Gas Consultant for Maine Public Advocate

I, Barry J. Hobbins accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine, Executive Department, Office of the Public Advocate. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. “Interest” may include, but is not limited to: current or former ownership in the bidder’s company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder’s official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Office formally releases the funding decision notices for public distribution.

[Signature]  [Date]

Rev. 7/15/2019
I, Nanette M. Ardry accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine, Executive Department, Office of the Public Advocate. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. “Interest” may include, but is not limited to: current or former ownership in the bidder’s company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder’s official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Office formally releases the funding decision notices for public distribution.
AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202004082
RFP TITLE: Gas Consultant for Maine Public Advocate

I, Robert A. Creamer accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine, Executive Department, Office of the Public Advocate. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. “Interest” may include, but is not limited to: current or former ownership in the bidder’s company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder’s official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Office formally releases the funding decision notices for public distribution.

Signature ________________
Date June 3, 2020