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# 202005088: Water Rate Case Consultant for the Maine Public Advocate |
|---|---|---|---|
| EVALUATION ITEM: GENERAL AREA 1: RETURN ON EQUITY (Appendix D) | POINTS AVAIL. | Habr Economics | PCMG and Associates | Raftelis |
| Section I: Organization Qualifications and Experience | (40) | (35) | (38) | (22) |
| Section II: Proposed Services | (30) | (28) | (30) | (13) |
| Section III: Cost Proposal | (30) | (30) | (25.8) | (20.1) |
| TOTAL | 100 | (93) | (93.8) | (55.1) |

*GENERAL AREA 2: REVENUE REQUIREMENTS (Appendix E) – Not Awarded
Award Justification Statement
RFP# 202005088 – Water Rate Case 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 water. These services include, but are not limited to, providing advice and assisting in litigation in proceedings on Maine Water Company’s anticipated requests for increases to its rates attributable to (1) return on equity, and (2) revenue requirements, 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 water matters, including return on equity and revenue requirements. This advice and testimony are critical to allowing the Office to effectively represent ratepayer interests in proceedings before the MPUC.

The Office is awarding the RFP as to the Water Rate Case Consultant for the Maine Public Advocate General Area 1: Return on Equity. The Office is not awarding the RFP as to the Water Rate Case Consultant for the Maine Public Advocate General Area 2: Revenue Requirement.

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 considerable 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 with the Office and Maine PUC
- Has good expert witness experience and has credibility as an expert with Maine PUC staff
- Substantial experience with ROE
- Specific relevant experience with ROE on water cases in recent project and cases including testimony
IV. Proposed Services
Key factors concerning proposed services were:
- Will be undertaken on the Office’s timetable
- Regular reporting
- Good communication
- Indicates knowledge of Maine procedure
- Examples or history of good collaboration and communication

V. Cost Proposal
The winning bid was not the lowest submitted cost, but the difference was not significant and reflects the expertise and experience of the consultant.

VI. Conclusion
The winning bidder was chosen based on knowledge and experience of economics and as an expert witness, water-related-return on equity, Maine specific issues and practice, and a competitive cost proposal.
Good afternoon, Mr. Pavlovic,

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

We appreciate your interest in doing business with the State of Maine. We will be in touch soon.

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 25, 2020

Karl Richard Pavlovic, Managing Director
PCMG and Associates, LLC
22 Brookes Avenue
Gaithersburg, MA 20877

SUBJECT: Notice of Conditional Contract Award under RFP #202005088,
Water Rate Case Consultant for the Maine Public Advocate

Dear Mr. Pavlovic,

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 Water Rate Case Consultant. The Department has evaluated the proposals received for General Area 1: Return on Equity using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- PCMG and Associates, LLC

The Department has determined that no award will be made for General Area 2: Revenue Requirements as a result of this RFP.

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,

Nanette M. Ardry  
Maine Office of the 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 afternoon, Mr. Mierzwa,

On behalf of the Maine Office of the Public Advocate, attached is the non-award notification letter regarding the above-referenced RFP, Water Rate Case 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
NON-AWARD NOTIFICATION LETTER

June 25, 2020

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

SUBJECT: Notice of Conditional Contract Award under RFP #202005088
Water Rate Case 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 Water Rate Case Consultant. The Department has evaluated the proposals received for General Area 1: Return on Equity using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- PCMG and Associates, LLC

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

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Nanette M. Ardry
Maine Office of the Public Advocate
SHS #112
Augusta, ME 04333-0112
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Good afternoon, Mr. Habr,

On behalf of the Maine Office of the Public Advocate, attached is the non-award notification letter regarding the above-referenced RFP, Water Rate Case 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
NON-AWARD NOTIFICATION LETTER

June 25, 2020

David S. Habr
Habr Economics
213 Cornuta Way
Nipomo, CA  93444-5020

SUBJECT: Notice of Conditional Contract Award under RFP #202005088,
Water Rate Case Consultant for the Maine Public Advocate

Dear Mr. Habr,

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 Water Rate Case Consultant. The Department has evaluated the proposals received for General Area 1: Return on Equity using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- PCMG and Associates, LLC

The Department has determined that no award will be made for General Area 2: Revenue Requirements as a result of this RFP.

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,

Nanette M. Ardry
Maine Office of the Public Advocate
SHS #112
Augusta, ME  04333-0112
STATEMENT OF APPEAL RIGHTS

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Good afternoon, Mr. Fox,

On behalf of the Maine Office of the Public Advocate, attached is the non-award notification letter regarding the above-referenced RFP, Water Rate Case 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
NON-AWARD NOTIFICATION LETTER

June 25, 2020

Dave Fox, Manager
Raftelis Financial Consultants, Inc.
20 Main Street, Suite 301
Natick, MA  01760

SUBJECT:  Notice of Conditional Contract Award under RFP #202005088,
Water Rate Case Consultant for the Maine Public Advocate

Dear Mr. Fox,

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 Water Rate Case Consultant. The Department has evaluated the proposals received for General Area 1: Return on Equity using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- PCMG and Associates, LLC

The Department has determined that no award will be made for General Area 2: Revenue Requirements as a result of this RFP.

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

Sincerely,

Nanette M. Ardry
Maine Office of the Public Advocate
SHS #112
Augusta, ME  04333-0112
STATEMENT OF APPEAL RIGHTS

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RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for Maine Public Advocate
BIDDER: Habr Economics
DATE: June 15, 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: Nanette M. Ardry
NAMES OF EVALUATORS: Robert A. Creamer, Nanette M. Ardry, and Barry J. Hobbins

SUMMARY PAGE

<table>
<thead>
<tr>
<th>GENERAL AREA 1: RETURN ON EQUITY</th>
<th>Points Awarded:</th>
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<tr>
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Rev. 1/3/2020
EVALUATION OF SECTION I: GENERAL AREA 1: RETURN ON EQUITY

Organization Qualifications and Experience

Total Points Available: 40  Score: 35

Evaluation Team Comments:

1. Qualifications and Experience
   a. Organization – sole proprietorship

   b. Individual(s) performing services –
      i. Ph.D. in Economics, 30 plus years of experience, NASUCA member, knowledgeable and experienced
      
      ii. works with consumer advocates
      
      iii. Maine experience in gas and electric, but not water

      iv. projects submitted for review were useful on experience and testimony, but unfortunately not water-related or New England/Maine

      v. ROE calculation appears to be related to standard calculation, OPA experience related to using his own model
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for Maine Public Advocate
BIDDER: Habr Economics
DATE: June 15, 2020

******************************************************************************
EVALUATION OF SECTION II: GENERAL AREA 1: RETURN ON EQUITY
Proposed Services

Total Points Available: 30  Score: 28

******************************************************************************
Evaluation Team Comments:

2. Proposed Services
   a. Litigation- Good detailed list of services, reflected knowledge of process
   b. Advising- unclear on current knowledge of Commission orders/positions
      realistic schedule and will work with us to develop schedule
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for Maine Public Advocate
BIDDER: Habr Economics
DATE: June 15, 2020

***************************************************************************
EVALUATION OF SECTION III: GENERAL AREA 1: RETURN ON EQUITY
Cost Proposal
Price: Comparison with Lowest Bid

Total Points Available: 30       Score: 30

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

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<tr>
<th>Lowest submitted Cost Proposal</th>
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<th>Score Weight</th>
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Evaluation Team Comments:

3. Cost Proposal
   a. lowest bid
   b. travel included
   c.
**STATE OF MAINE**

**TEAM CONSENSUS EVALUATION NOTES**

**RFP #: 202005088**
**RFP TITLE: Water Rate Case Consultant for Maine Public Advocate**
**BIDDER: PCMG and Associates**
**DATE: June 15, 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:** Nanette M. Ardry
**NAMES OF EVALUATORS:** Robert A. Creamer, Nanette M. Ardry, and Barry J. Hobbies

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### SUMMARY PAGE

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<td>Section II. Proposed Services (Max: 30 Points)</td>
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<td>Section III: Cost Proposal (Max: 30 Points)</td>
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<td><strong>TOTAL POINTS</strong> (Max: 100 Points)</td>
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Rev. 1/3/2020
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for Maine Public Advocate
BIDDER: PCMG and Associates
DATE: June 15, 2020

EVALUATION OF SECTION I: GENERAL AREA 1: RETURN ON EQUITY
Organization Qualifications and Experience

Total Points Available: 40 Score: 38

Evaluation Team Comments:

1. Qualifications and Experience
   a. Organization – 75 years of collective experience, lengthy list of states where work done
   
   b. Individual(s) performing services –
      
      i. experience with MEOPA
      
      ii. works for consumer advocates
      
      iii. experience with ROE, experience with water ROE in recent projects, project included testimony revised and refiled several times over course of case
      
      iv. Phd, lacking resume, We know from experience that Dr. Griffing has an extensive resume
      
      v. good witness experience, has credibility with Commission staff from previous Maine experience, was well-received, has knowledge of Commission staff, decision-makers and precedent

Rev. 1/3/2020
EVALUATION OF SECTION II: GENERAL AREA 1: RETURN ON EQUITY
Proposed Services

Total Points Available: 30
Score: 30

Evaluation Team Comments:

2. Proposed Services
   a. Litigation - lists back what was in RFP but covers all required services, good communications, from experience we know that DR. Griffing communicates regularly and also sends drafts early for review
   b. Advising - will be undertaken in consultation, on client timetable regular reporting, indicates knowledge of Maine procedure
EVALUATION OF SECTION III: GENERAL AREA 1: RETURN ON EQUITY
Cost Proposal
Price: Comparison with Lowest Bid

Total Points Available: 30  Score: 25.8

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<tr>
<th>Lowest submitted Cost Proposal</th>
<th>Cost Proposal being scored</th>
<th>Score Weight</th>
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Evaluation Team Comments:

3. Cost Proposal
   a. Second lowest bid
   b. Doesn’t list travel costs separately, but recognizes in proposed services need to travel for proceedings
   c.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for Maine Public Advocate
BIDDER: Raftelis
DATE: June 15, 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: Nanette M. Ardry
NAMES OF EVALUATORS: Robert A. Creamer, Nanette M. Ardry, and Barry J. Hobbins

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STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for Maine Public Advocate
BIDDER: Raftelis
DATE: June 15, 2020

EVALUATION OF SECTION I: GENERAL AREA 1: RETURN ON EQUITY
Organization Qualifications and Experience

Total Points Available: 40  Score: 22

Evaluation Team Comments:

1. Qualifications and Experience
   a. Organization – expertise mostly in environmental and financial planning, not relevant

   b. Individual(s) performing services –
      i. analysis and recommendation only, didn’t follow rfp list
      ii. not specific, no mention of how the return on equity would be calculated, tools or industry standards are is unclear
      iii. works mostly for utilities and somewhat for commissions
      iv. limited expertise, not enough experience, projects listed not on point
      v. very limited relevant experience in front of public utility commissions, no Maine PUC experience
EVALUATION OF SECTION II: GENERAL AREA 1: RETURN ON EQUITY
Proposed Services

| Total Points Available: 30 | Score: 13 |

Evaluation Team Comments:

2. Proposed Services
   a. Litigation- D. Fox limited experience on ROE, models not described
      Unclear expert witness experience
      Not strong background
   b. Advising-only advising, technical conference participated “as needed”
      tight turnaround time a concern
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for Maine Public Advocate
BIDDER: Raftelis
DATE: June 15, 2020

******************************************************************************
EVALUATION OF SECTION III: GENERAL AREA 1: RETURN ON EQUITY
Cost Proposal
Price: Comparison with Lowest Bid

Total Points Available: 30     Score: 20.1

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

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</table>

Evaluation Team Comments:

3. Cost Proposal
   a. highest bid
   b. travel included
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the Maine Public Advocate
BIDDER NAME: Habr Economics
DATE: June 15, 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 on General Area 1: Return on Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      Solo practice
      2009 to present Habr Economics
      PHD
      Iowa – taught courses at Drake
      Worked on 3 P.A. cases (one present) similar to Maine
      NASUCA member
      Taught 18 years
      Over 35 years’ experience of applied economics and financial experience in utility regulation
      Special experience in note of return merger asset transactions
      Iowa 1989-December 2008
      Prior experience – Chief of the Consumer Advocates Division of IOWA technical staff
      Now lives in California – no recent Maine case work

   2. Subcontractors
      None – solo practice – no employees

   3. Organizational Chart
      Solo practice

II. Proposed Services
   1. Services to be Provided - ROE
      The services match the RFP

   2. Implementation – Work Plan
      Uses CAPM analysis
      Weak throughout the work plan
      Proactive approach developing the case with staff
      Also, he believes that the DCF model and uses this compared to CAPM
      $16,900 – lowest bid

Rev. 2/4/2020
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the Maine Public Advocate
BIDDER NAME: PCMG and Associates
DATE: June 15, 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 on General Area 1: Return on Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      Experience in ROE
      Well versed in all regulatory areas

   2. Subcontractors
      No

   3. Organizational Chart
      An association of experts with over 75 years of collective experience

II. Proposed Services
   1. Services to be Provided
      Meets specifically the 11 tasks as outlined in the RFP
      A lot of Maine experience
      Dr. Griffin is well respected by the PUC staff
      Knows the Maine system
      Proposes to provide the OPA through 4 work plan deliverables
      Provide draft written materials to the frame book established by the OPA

   2. Implementation – Work Plan
      Allow sufficient time for review and revision before the date of filing with the commission
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the Maine Public Advocate
BIDDER NAME: Raftelis
DATE: June 15, 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.

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Individual Evaluator Comments on General Area 1: Return On Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      Fast growing company but seems to provide much more private sector work
      Only other Maine experience is representing Portland Water District which does
      not need to go thru the PUC review process

   2. Subcontractors
      In house

   3. Organizational Chart
      Very large organizational chart

II. Proposed Services
   1. Services to be Provided
      Very vague – not following the RFP requirements

   2. Implementation – Work Plan
      Only provided analysis and recommendations
      It appears that the firm does not have ROE experience
      High hourly rate
      Not strong in calculations
      Prepackaged generic company proposal not specific to Maine and the
      PUC review process
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the Maine Public Advocate
BIDDER NAME: Habr Economics
DATE: June 12, 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 on General Area 1: Return on Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      - Sole proprietorship, 30 plus years of experience
      - Has worked for consumer advocates
      - Has experience in Maine, not clear what experience is 2 cases 2010/2014 1 gas, 1 electric
      - Didn’t see water experience
      - Ph.D. in Economics
      - Detailed list of RE analysis in proposed services, listing his experience
      - Projects (1) Hawaii Division of Consumer Advocacy in 2018 overall rate of return case in electric case, not sure of outcome, (2) PA Officer of Consumer Advocate overall rate of return case in electric case, not sure of outcome, (3) PA Office of Consumer Advocate 2 electric companies and one gas company, same parent, rate of return testimony

    2. Subcontractors
       - n/a

   3. Organizational Chart n/a
   4. No conflicts

II. Proposed Services
   1. Services to be Provided
      - Decent list of services to be provided, not as extensive as the RFP but narrative of subject matter, will review recent Cmmn cases, will be in contact to discuss issues
      - Concern regarding short turnaround time

   2. Implementation – Work Plan
      - Concern regarding short turnaround time
      - Cost $16,900, including travel $1300 ($150 hr) 104 hours
RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the Maine Public Advocate
BIDDER NAME: PCMG and Associates
DATE: June 12, 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 on General Area 1: Return on Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      • 75 years of collective experience
      • Experience with Revenue Requirement
      • Experience in Maine, experience representing Maine OPA,
      • Lengthy list of states where the organization has done work before regulatory commissions
      • Works for Consumer Advocates
      • Experience in rate cases, rate design, return on equity/cost of equity
      • Experience in capital expenditures
      • Work to be done by Dr. M. Griffing
      • Projects: provided separate projects related to just ROE: (1) current case on water rates in NJ on behalf of NJ rate counsel, detailed description; (2) recent case on water ROE and capital structure analysis in MD for Office of People’s Counsel, updated recommendations throughout case through rounds of testimony, (3) recent case on ROE and capital structure analysis in water rate proceeding for NJ Division of Rate Counsel
   2. Subcontractors
      • n/a
      •
      •
   3. Organizational Chart work to be performed by M. Griffing, supervised by managing director

II. Proposed Services
   1. Services to be Provided
      • List back what was in RFP, but covers services
      • Will be undertaken in consultation and on client timetable
      •
   2. Implementation – Work Plan
      • Good description on ROE work, includes basis for recommendation, awareness of Commission history/precedent, indicates knowledge of Maine procedure, recognizes that there should still be good communication during delays, includes regular reporting
      • Costs: for 19,575.00 ($225) at 87 hours, travel not included?
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the Maine Public Advocate
BIDDER NAME: Raftelis
DATE: June 12, 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 on General Area 1: Return on Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      • 27 years serving utility industry
      • 120 consultants-very large, largest in nation
      • Works for utilities (1,000 plus water, looks to be large municipalities), utility commissions and public advocates
      • All areas of expertise in water, but so broad as to not have specific expertise in revenue requirement detail?
      • Local team in Maine, MA or NY
      • Does many different kinds of unrelated consulting
      • Members chair American Water Works Ass’n and Water Environment Federation
      • Only Maine experience-Portland ME water district did rate, cost, fee study and financial planning.
      • J. Mastracchio, Project Director, D. Fox project manager, L. Eastman Staff Consultant
      • D. Fox 9 years’ experience in utility financial and rate consulting, most not relevant, unclear how long has been expert witness
      • L. Eastman 8 years in environmental field and water resource management, most not relevant
      • Lists no conflicts

   2. Subcontractors
      • n/a

   3. Organizational Chart
      • Covers many areas not relevant, unclear who would do work in this structure
      • Projects – don’t include year- ME Portland Water District financial planning, rate and cost of service analysis, recommended passed-in rate increase; East Northfield Water Commission (MA)- rate consultant and expert witness, revenue deficiency, cost of service, rate of return calculations-rate increase, Whitinsville Water Co. (MA) rate case, cost of service, rate design-rate increase testimony and exhibits.
II. Proposed Services

1. Services to be Provided
   - Good summary, not just listing RFP requirements, Concern regarding tight turnaround, participate in technical sessions and hearings “as needed”

2. Implementation – Work Plan
   - Cost: $25,343 includes $1,193 travel costs
   
   Most of the work split between D. Fox ($245) at 45 hrs, L. Eastman ($185) at 45 Hours and J. Mastracchio ($295) at 16 hours, larger role for J. Mastracchio here
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the Maine Public Advocate
BIDDER NAME: Habr Economics
DATE: June 14, 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 on General Area 1: Return on Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      • Dr. Habr is sole service provider.
      • Lots of experience in ROR field
      • Worked for IA consumer advocate for several years, and done a lot of work for public entities.
   2. Subcontractors
      •
   3. Organizational Chart
   4.

II. Proposed Services
   1. Services to be Provided
      • Not terribly detailed, but seems to reflect process of review, discovery, and testimony.
      • Focus on DCF, which matches MPUC, and CAPM, which would also be looked at in rate proceeding.
   2. Implementation – Work Plan
      • Realistic about working with us to develop a schedule.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the Maine Public Advocate
BIDDER NAME: PCMG and Associates
DATE: June 14, 2020
EVALUATOR NAME: Robert A. Creamer
EVALUATOR DEPARTMENT: Office of the Public Advocate

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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.

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Individual Evaluator Comments on General Area 1: Return on Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      • Recent experience with PCMG is with Dr. Griffing, which has been positive.
      • Dr. Griffing delivers solid work, and is respected by MPUC Staff.
      • Most recent was Northern Utilities Rate case, 2019-00092.
      • Familiar with OPA, and with MPUC procedure.
      • No resume or CV provided.
      • Water cases listed as recent projects.
      • Work for public entities
   2. Subcontractors
      •
      •
      •
   3. Organizational Chart
   4.

II. Proposed Services
   1. Services to be Provided
      • Fairly generic response to what we had listed, but shows understanding of MPUC process and work required.
      • Our experience with Dr. Griffing is his discovery questions and testimony are well done and timely.
      •
      •
   2. Implementation – Work Plan
      •
      •
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Individual Evaluator Comments on General Area 1: Return On Equity:

I. Organization Qualifications and Experience
   1. Overview of Organization
      • Proposal mentions calculating return, but nothing specific on models used, e.g., DCF or CAPM.
      • Most work has been for utilities.
      • Did work for Portland Water Dist., but those rates are not regulated by MPUC.
      • Not sure about witness experience on this topic.

   2. Subcontractors
   •
   •
   •

   3. Organizational Chart

II. Proposed Services
   1. Services to be Provided
      • Appears to be an analysis of MWC’s filing. No description of performing/developing their own calculations, proxy group, modeling, etc.
      •
      •

   2. Implementation – Work Plan
      •
      •
STATE OF MAINE
EXECUTIVE DEPARTMENT – OFFICE OF THE PUBLIC
ADVOCATE

Janet T. Mills
Governor

Barry J. Hobbins
Public Advocate

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for the 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

6/10/2020

Rev. 7/15/2019
AGREEMENT AND DISCLOSURE STATEMENT

RFP #: 202005088
RFP TITLE: Water Rate Case Consultant for Maine Public Advocate

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.

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__________________________
Signature: Nanette M. Ardry
Date: June 15, 2020

Rev. 7/15/2019
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.

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Signature  June 15, 2020  Date