



Marcia A. Brown  
*Attorney at Law*

*Environmental Law* ■ *Utility Law*

July 30, 2020

VIA ELECTRONIC DELIVERY

Donald L. Ware, Chief Operating Officer  
Pennichuck East Utility, Inc.  
Pittsfield Aqueduct Company, Inc.  
25 Manchester Street  
Merrimack, NH 03054

Re: Pennichuck East Utility, Inc. General Rate Case  
Pittsfield Aqueduct Company, Inc. General Rate Case  
NH Brown Law, PLLC Response to Request for Proposal

Dear Don:

NH Brown Law, PLLC appreciates the opportunity to submit a proposal for legal services for Pennichuck East Utility, Inc. (“PEU”) and Pittsfield Aqueduct Company, Inc. (“PAC”) upcoming general rate case. NH Brown Law is a boutique law firm specializing in environmental and utility law. NH Brown Law offers trusted experience and provides expert legal regulatory advice to investor-owned and municipal water utilities in New Hampshire. We believe we can offer PEU and PAC sound, expert, and efficient legal advice for the upcoming rate cases or merger.

[REDACTED] I have been involved in utility issues for three decades. I am a former Assistant Consumer Advocate and I spent fourteen years as a hearing examiner and senior staff attorney with the Commission. I have a good rapport with Staff and the Office of the Consumer Advocate. I have been faculty for rate schools for the National Association of Regulatory Utility Commissioners (“NARUC”) and for the National Association of Water Companies (“NAWC”). [REDACTED]

[REDACTED]

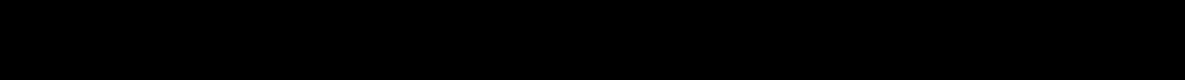
I have litigated approximately 70 general rate cases and am well versed in ratemaking issues such as cost of capital, cost of equity, cost of service, depreciation, rate of return, rate design, and unique revenue formulas. I am also very aware of the Pennichuck utilities’ evolution from a traditional revenue requirement to the present unique ratemaking methodologies. [REDACTED]

**Hourly Rates**



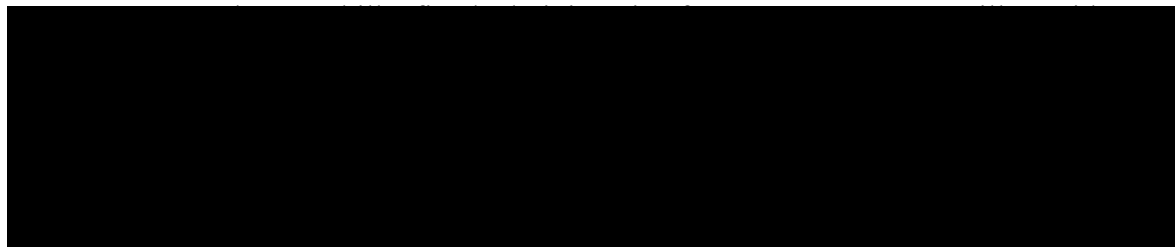
**Estimated Mix**

For PEU and PAC's listed aspects of the general rate cases, please see the attached Table for the estimated mix of attorney and paralegal time. In addition to the Table, NH Brown Law

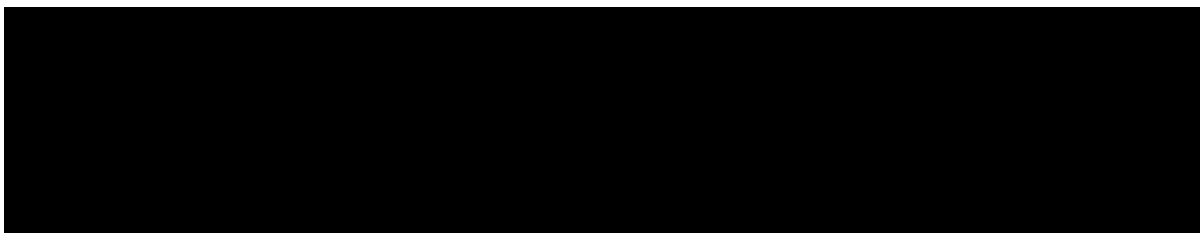


Over the [redacted] In addition, NH Brown Law has 24-7 technical IT support and uses a secure email archiving platform.

**Fixed Administrative Fee**



**Duration of Fee Structure**



In Conclusion, NH Brown Law thanks PEU and PAC for the opportunity to respond to the request for fee proposals. I believe my years of expertise in general rate cases as well as [redacted] experience plus knowledge of the Commission Staff and PEU and PAC's ratemaking structure will allow NH Brown Law to provide PEU and PAC with high-quality cost-effective and efficient legal representation.

Please do not hesitate to contact me if you have any questions or need additional information.

Very Truly Yours,

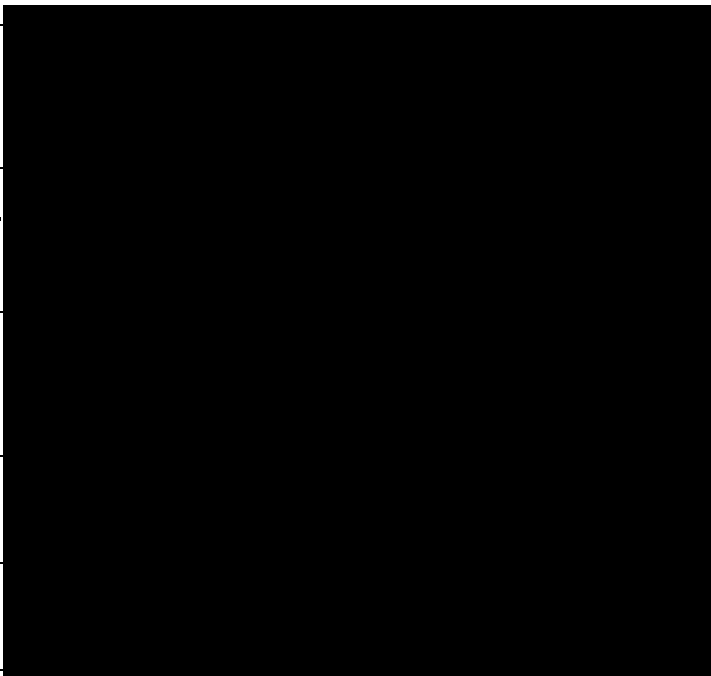


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**TABLE**

Title	Principle	Attorney	Paralegal	Paralegal
<b>Estimated Mix of Time*:</b>				
<b>Rate Case Planning</b>				
Meeting with company staff				
Meeting with PUC and company staff pre-filing				
Review of filing schedules and determination of which schedules Company will seek waivers to not file certain non-applicable schedules.				
<b>Rate Case Filing</b>				
Review of rate case schedules				
Review of testimony prepared by the company and outside COS expert <i>(and associated schedules)</i>				
Development and filing of temporary and permanent rate case petitions <i>and rate schedules per Puc 1604</i>				
<b>Merger Filing</b>				
Review of merged rate case schedules				

schedules				
Review of testimony prepared by company				
Development and filing of merged petition				
<b>Rate Case Meetings/Hearings</b>				
Prehearing Conference				
Temporary rate technical session				
Temporary rate settlement conference				
Temporary rate hearing on the merits				
Permanent rate technical session				
Permanent rate settlement conference				
Permanent rate hearing on the merits				
<b>Discovery review, comment and filing of data responses to PUC on temporary rates</b>				
<b>Discovery review, (<u>including Audit DRs</u>), comment and filing of data responses to PUC on permanent rates</b>				
<b>Discovery review, comment and filing of data responses to PUC on expert witness testimony</b>				
<b>Discovery review, comment and filing of data responses to PUC on merger regarding company testimony</b>				

<b>Review of Staff/Intervenor testimony - temporary rates - to develop data requests</b>	
<b>Review of Staff/Intervenor <i>(and expert)</i> testimony - permanent rates - to develop data requests</b>	
<b>Review of Staff/Intervenor testimony – merger – to develop data requests</b>	
<b>Review and develop rebuttal testimony (if needed)</b>	
<b><i><u>Review and preparation of post-hearing compliance filings</u></i></b>	

\*These time estimates may vary depending on the amount of discovery and testimony devoted to the various rate case schedules.