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REPLY TO ALTAMONTE SPRINGS

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JOHN L. WHARTON

ROBERT M. C. ROSE, OF COUNSEL WAYNE L. SCHIEFELBEIN, OF COUNSEL

December 20, 2002

VIA FEDERAL EXPRESS

Ms. Blanca Bayo Commission Clerk and Administrative Services Director Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, FL 32399

Re: Docket No. 021173-WS; Application for Rate Increase by Utilities, Inc. of Florida

Request for Confidential Classification

Our File No.: 30057.40

Dear Ms. Bayo:

Enclosed please find the original and fifteen (15) copies of Utilities, Inc. of Florida's Amended Request for Confidential Classification for filing in the above-referenced docket.

Very truly yours,

VALERIE L. LORD

Of Counsel

MSF:dmp Enclosures

cc: Mr. Steve Lubertozzi (w/enclosure)

Mr. Don Rassmussen (w/enclosure)

Mr. Frank Seidman (w/enclosure)

Mr. Robert Freeman (w/enclosure)

Christiana T. Moore, Esquire (w/enclosure)

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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Application of UTILITIES, INC. OF FLORIDA for a rate increase in Marion, Orange, Pasco, Pinellas and Seminole Counties

/

Docket No. 021173-WS Audit Control No. 02-122-3-1

AMENDED REQUEST FOR CONFIDENTIAL CLASSIFICATION

UTILITIES, INC. (*UI*), by and through its undersigned attorneys and pursuant to Rule 25-22.006, Florida Administrative Code (*FAC*) and Section 367.156, Florida Statutes, hereby requests confidential classification of certain work papers provided by UI in connection with the audit of this matter (*Work Papers*).

- 1. The information which UI seeks to be classified as confidential falls within two classifications: internal analysis of utility acquisitions and salary information of specific employees at the parent company level.
- 2. Attached to this Request is (a) a "Justification Table" which specifies what information in the Work papers UI requests the Commission to classify as confidential and the statutory justification for the request in compliance with FAC Rules 25-22.006(4)(a) and (c); and (b) one highlighted copy and two redacted copies of the Work Papers as required by FAC Rule 25-22.006(4)(a).
- 3. Certain information contained in the Work Papers relating to its business strategies and acquisition plans should be classified as confidential. The disclosure of UI's schedule of utility acquisitions would impair UI's negotiations for the purchase of utility systems in the future. A prospective purchaser of a utility system to UI could utilize this information in determining how much UI would be willing to pay for the utility system, and thus impair UI's objective of purchasing utility systems at the lowest possible price.
- 4. Further, a number of UI's proposed acquisitions are still pending or have been temporarily

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tabled for a number of business reasons. To disclose these matters prematurely could negatively affect the way these plans and business strategies are carried out.

- 5. Certain information contained in the Work Papers relating to acquisitions that have been completed should be classified as confidential insofar and only insofar as the information contained in the Work Papers relates to proposed purchase prices and related consideration. UI. is not requesting confidential classification of information relating to completed acquisitions which has already been disclosed in the relevant applications for approval of the acquisition of the system or is already otherwise on file with the Commission, unless the Commission has already granted confidential classification on other grounds
- 6. Certain information contained in the Work Papers relating to salaries and compensation of specific employees of UI should be classified as confidential. The disclosure of this information would have an adverse effect on employee morale and would hinder UI's ability to hire and retain employees at competitive salaries. Further, the information relates to compensation of key executives and employees who were critical to the management and operation of systems which were (and still are) being acquired. It is vital for UI to be free to secure and retain skilled and experienced staff to oversee the integration of newly-acquired systems into existing infrastructure. The Directors of UI determined, in the exercise of their independent business judgment, that measures must be taken to retain certain key employees and that providing market-driven compensation packages for these employees would ensure the continuity of their employment.

The Commission has relied on the Order dated November 10, 1992 denying a request for confidential treatment of responses to certain interrogatories in Docket No. 911188-WS. The Lehigh decision dealt with a motion for protective order in response to interrogatories propounded by the Office pf Public Counsel. In this case, UI has already disclosed the confidential information to the Staff in connection with this audit. UI is seeking to prevent further disclosure to the public, not to the Staff or its divisions who must have access to it in order to perform responsibilities. Therefore, while the arguments for confidential treatment put forward by Lehigh in the Commission's Order apply here, the conclusions of the Commission should not be applied because of the difference in

circumstances.

7. Certain information contained in the Work Papers relating to salaries and compensation classified and treated on the books of UI as merger costs should be classified as confidential. Such costs are not passed through to rate payers and disclosure would not serve and public purpose. Further, the disclosure of this information could harm UI's strategies for future acquisitions by unduly affecting acquisition costs.

WHEREFORE, UI respectfully requests that the Commission determine that the Work Papers are entitled to confidential treatment pursuant to Section 367.156, Florida Statutes, and Rule 25-22.006, FAC, and exempt from public disclosure.

Respectfully submitted on this day of December, 2002 by:

ROSE, SUNDSTROM & BENTLEY, LLP 600 S. North Lake Boulevard Suite 420

Altamonte Springs, FL 32701

(407) 830-6331

Martin S. Friedman

CERTIFICATE OF SERVICE DOCKET NO. 021173-WS

I HEREBY CERTIFY that a true and correct copy of the foregoing AMENDED REQUEST

FOR CONFIDENTIAL CLASSIFICATION has been furnished by U.S. Mail and facsimile to the

following parties on this _____ day of December, 2002:

Martin S. Friedman

Mr. Robert Freeman Government Analyst II Florida Public Service Commission Capital Circle Office Center 2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850

Christiana T. Moore, Esq. Division of Legal Services Florida Public Service Commission Capital Circle Office Center 2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850

JUSTIFICATION TABLE DOCKET NO. 021173-WS REQUEST FOR CONFIDENTIAL CLASSIFICATION UTILITIES, INC.

		<u> </u>			
Working Paper No.	Description	No. of Pages	Confidential?	Line/No. Column No.	Florida Statute 367.156(3) Subsection
8	Board of Director Meeting Notes	4	Yes	Redacted Information	(b), (d), (e) and (f)
8-1	Attachments to Directors' Meeting Minutes	4	Yes	Columns 1, 5, 7-11 on first 2 pages, all columns on third page and Columns 1, 5, 7-11 on fourth page	(d) and (e)
8-2	Attachments to Directors' Meeting Minutes	3	Yes	Columns 1, 4, 5, 7-11 on first page, columns 1, 5, 7-11 on second page and columns 1, 2, part of 3, 4 and 5 on last page	(d) and (e)
43-1/22	Salary Information	1	Yes	Redacted Information	(d), (e) and (f)
43- 1/22/1	Salary Information	1	Yes		(d), (e) and (f)

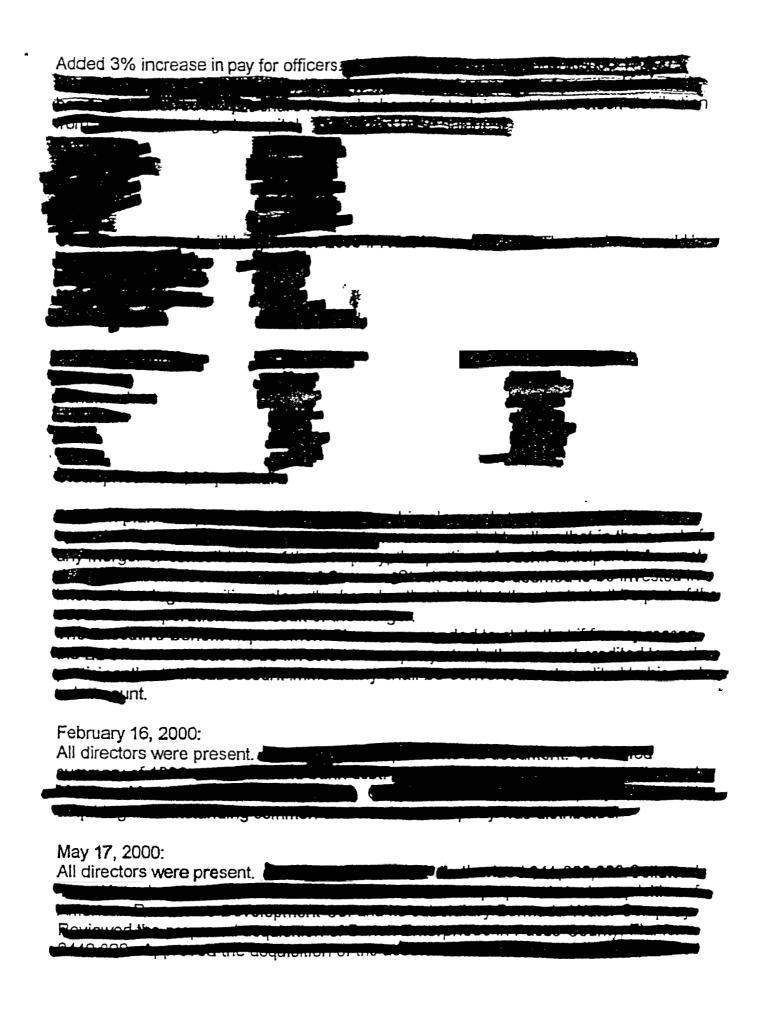
CONFIDENTIAL INDEX

WORKPAPER		# OF PAGES
	8 BOARD OF DIRECTORS MINUTE NOTES	4
	8-1 ATTACHMENTS TO DIRECTORS MINUTES	4
	8-2 ATTACHMENTS TO DIRECTORS MINUTES	3
43-1	122 SALARY INFORMATION	1
43-1/2	2/1 SALARY INFORMATION	1

TEST YEAR ENDED DECEMBER 31, 2001 AUDITOR: KATHY L. WELCH **DATE: JULY 8, 2002** NOV. 18, 1998: Authorized 401K plan. All directors were present except Mr. Searle. Feb. 17, 1999: Arthur Anderson audit was discussed. May 5, 1999 Emiliand with the con-All directors were present. (Hay by phone) May 19, 1999 Elected officers and appointed committees. a Reference and Albania of the Albania of the All directors were present. May 19, 1999 Annual meeting: Elected directors. All directors were present. July 15, 1999: All directors were present. (Mr. Hay by phone.) - An an and an an and 3 75 767. Contributed 4% of total compensation of employees to stock plan. Discussed purchasing The same that the state of the same of the same of Both approved. 10, 111 The state of the s Nov. 17, 1999: Bischof, Camaren, Ellis, Lind (by phone) and Wolfe were present. *** **** * \$2 .5144.25

UTILITIES, INC.

REVIEW OF BOARD OF DIRECTORS MINUTES



Atlantic Club in Forsyth County, Fla.

May 17, 2000 Annual meeting:

Elected two directors, chose Arthur Anderson to do the audit.

August 16, 2000:

All directors were present except Mr. Searle.

November 15, 2000:

Bischof, Camaren, Lind and Wofe were present. Hay was on telephone.

March 19, 2001:

All directors were present in person or by phone.

Discussed directors duty of care, loyalty and full

disclosure.

May 16, 2001 Annual meeting:

Approved merger. Two directors were elected.

May 16, 2001:

All directors were present.

Elected officers.

August 15, 2001:

All directors were present except Mr. Searle.

. Steve Lubertozzi was hired to replace Erin

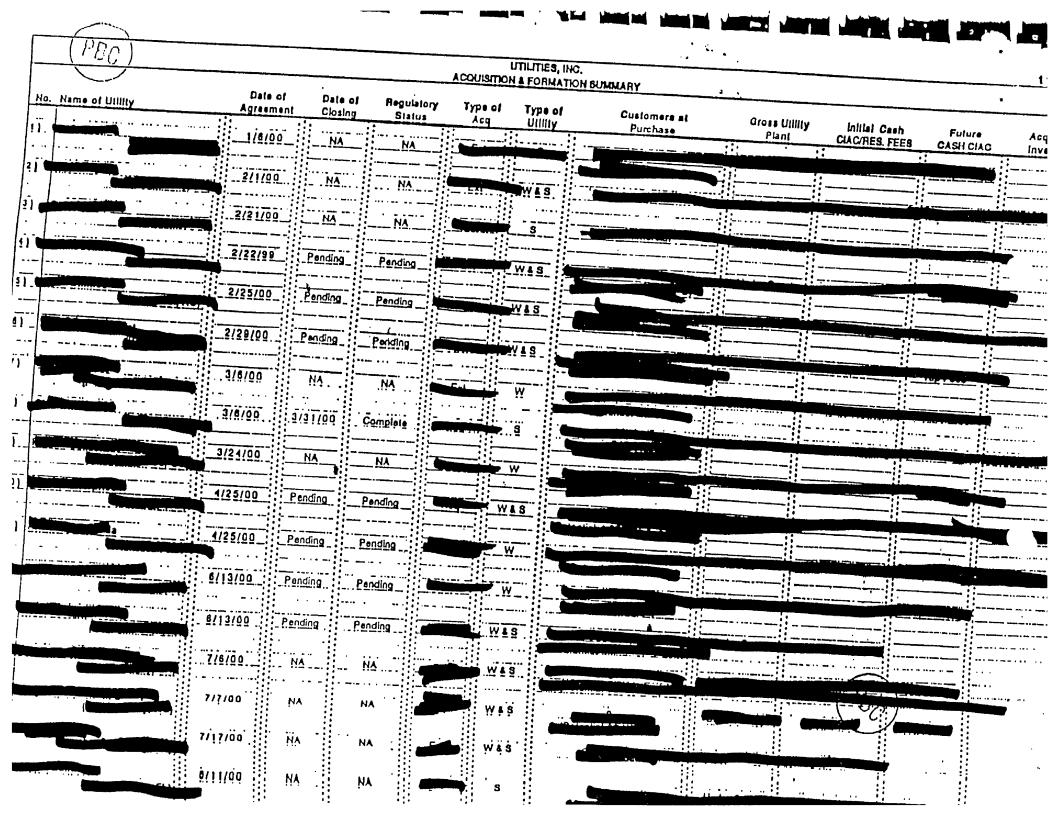
Nicholas, Susan Fortino replace Andy Dopuch. Contributed 4% to ESOP.

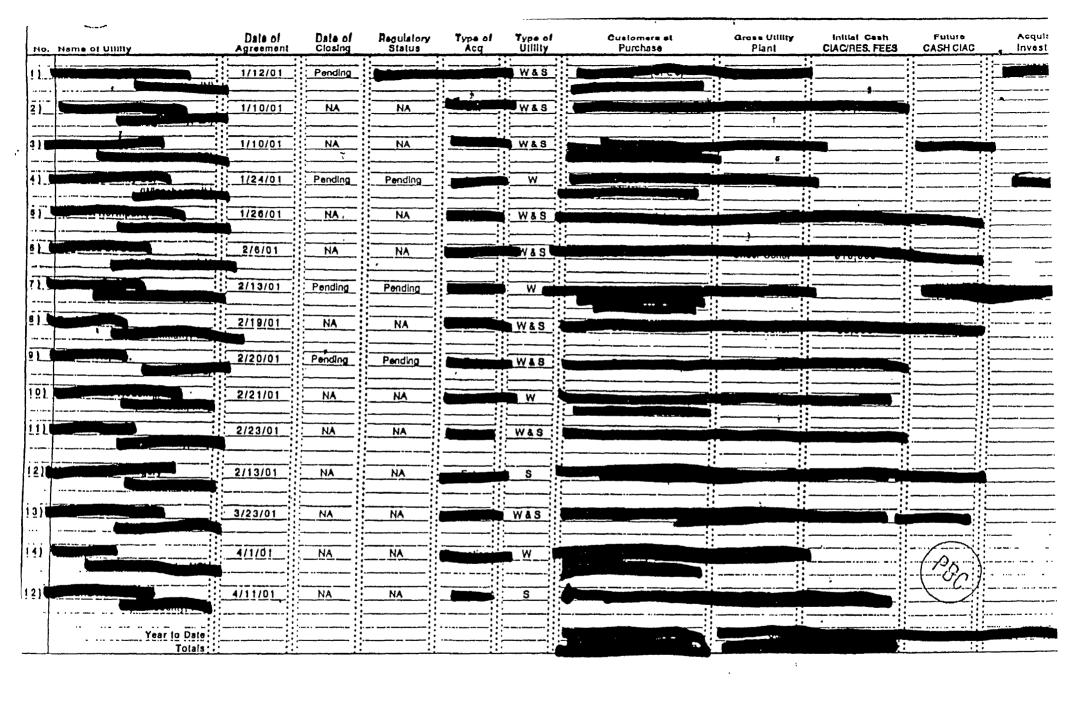
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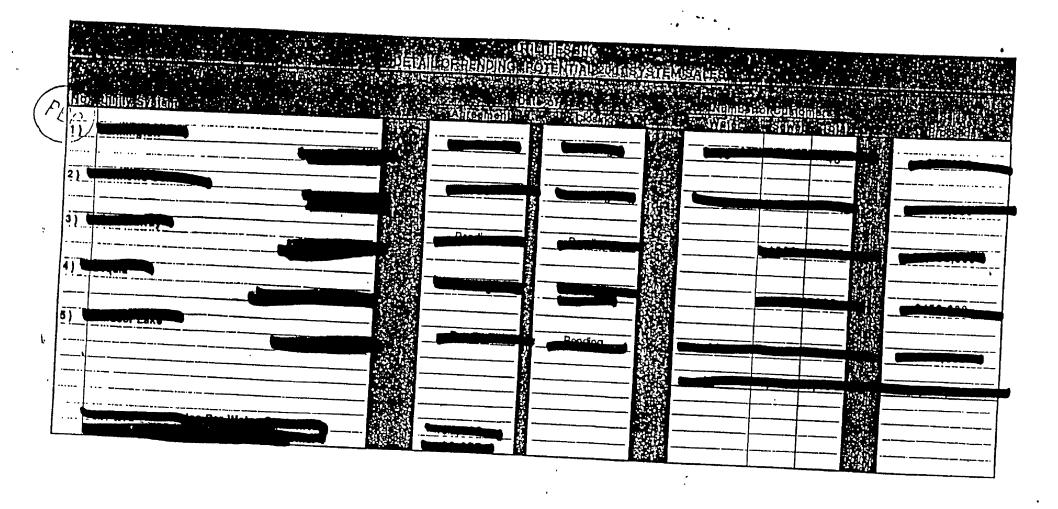
November 21, 2001:
All of the directors were present.

February 27, 2002:
Held at FPL. All directors were present except Mr. Searle. Ellis and Barden were present by phone. Reviewed the audited financials.

Approved 4% of payroll to ESOP.







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UTILITIES,

UTILITIES, INC. ACQUISITION & FORMATION SUMMARY

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UTILITIES, INC. A ANALYSIS OF WATER SERVICE CORP PAYROLL TEST YEAR ENDED DECEMBER 31, 2001 AUDITOR: KATHY WELCH DATE: JULY 9, 2002 WP 43-1/22

EMPLOYEE ARNOUX, DUNE AYLIN, SUSAN BELSKI, KATIE BROOKS, STEPHANIE FRIEDMAN, AVELINA GINGERY, KAREN M. GUIDICE, JOYCE WAYPAGLIA, CINDY LAWRENCE, BRENT LOWMAN, ADRIENNE LUPPINO, NANCY MCGRAIN, PAMELA PARRISH, MARJORIE ROSS, AMANDA ROVNER, USA SCHIOPU, MIRCEA SILVEY, JUSTINE TUROV, IGOR CAMAREN, JAMES CARTER DAVID DOPUCH, MOREW OWENS, PATRICIA WENZ, CARL

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TITLE PAYROLL. **EXECUTIVE ASSISTANT** DATA ENTRY CUSTOMER SERVICE REP. ACCOUNT MANAGER DATA ENTRY COMPUTER OPERATOR BENEFITS COORDINATOR P/T DATA ENTRY ADMINISTRATIVE SERVICES CUSTOMER SERVICE SUPERVISOR ACCOUNT MANAGER ACCOUNT MANAGER RECEPTIONIST/OFFICE SERVICES COOF SELFOR REGULATORY ACCOUNTANT DIRECTOR OF OPERATIONS MAIL ROOM SERVICES ASSISTANT REGULATORY ANALYST ACCOUNTANT DATA ENTRY CHAIRMAND CEO VICE PRESIDENT VICE PRESIDENT DIRECTOR CLISTOMER REL. & ADMIN, PRESTOENT AND CFO FORMER DIRECTOR OF REGULATORY WAN ADMINISTRATOR SENIOR ACCOUNTANT ACCOUNTANT DIRECTOR OF OPERATIONS DIRECTOR CORPORATE ACCOUNTING ACCOUNTANT DATA PROCESSING MANAGER DIRECTOR REGULATORY ACCOUNTING BILLING MANAGER RATE CASE ADMINISTRATIVE ASSISTANT **OPERATIONS**

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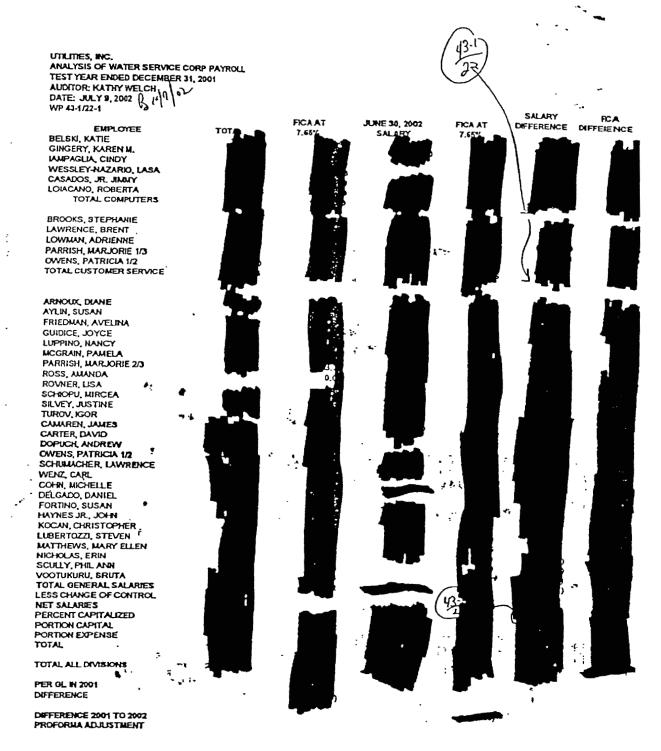
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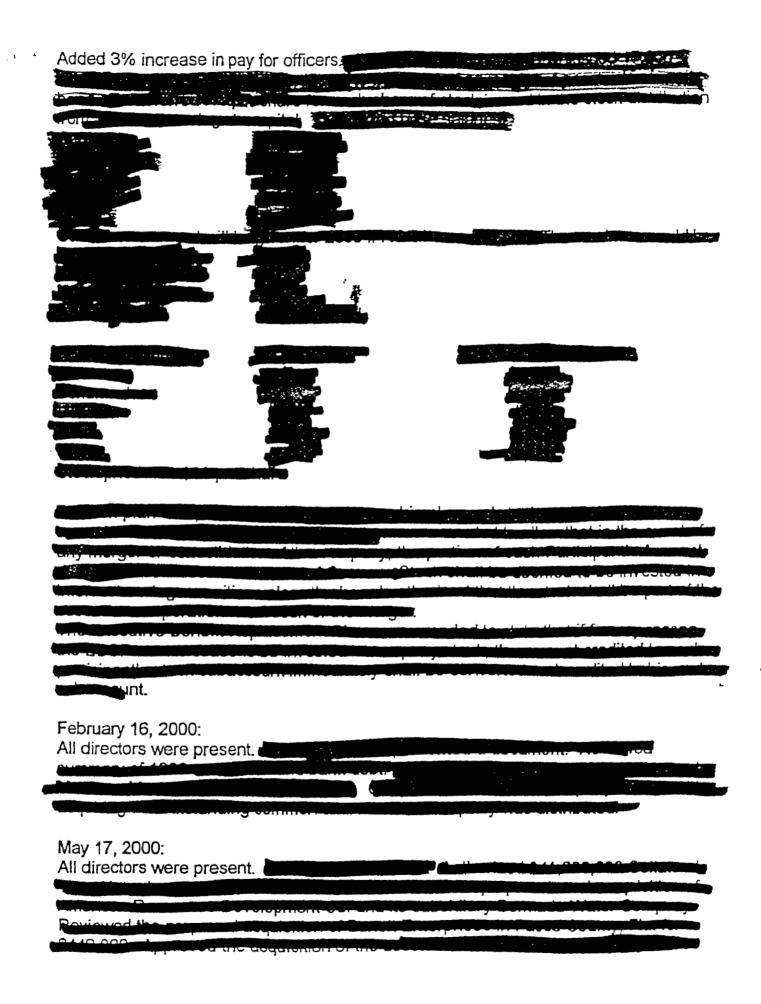
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CONFIDENTIAL INDEX

WORKPAPER	# OF PAGES
8 BOARD OF DIRECTORS MINUTE NOTES	01 111020
8-1 ATTACHMENTS TO DIRECTORS MINUTES	
8-2 ATTACHMENTS TO DIRECTORS MINUTES	3
43-1/22 SALARY INFORMATION	1
43-1/22/1 SALARY INFORMATION	1



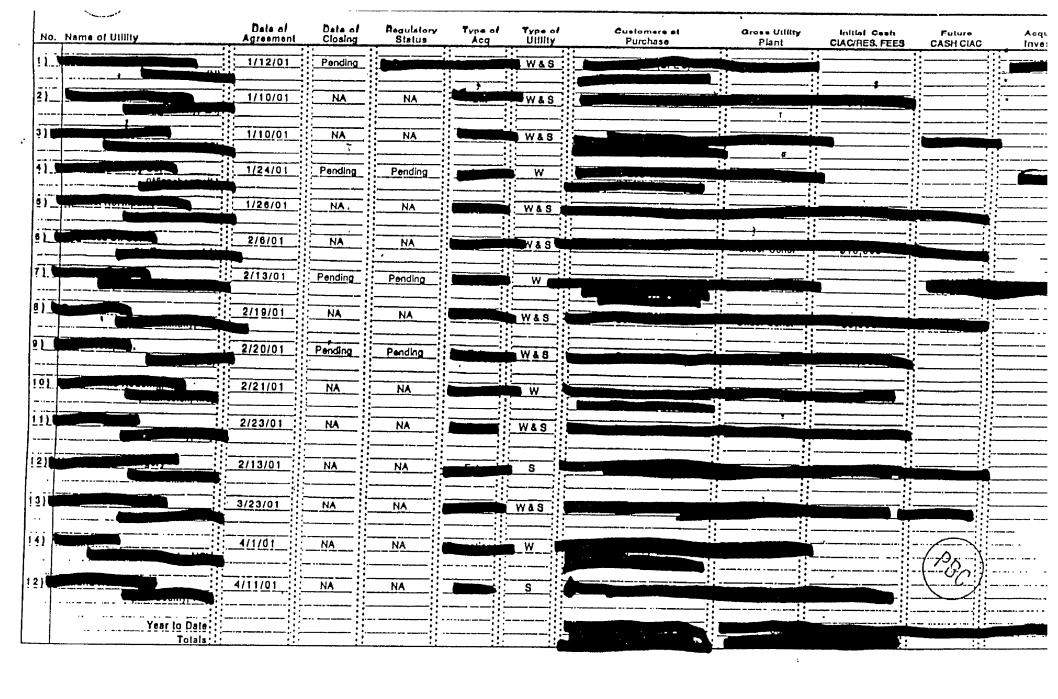
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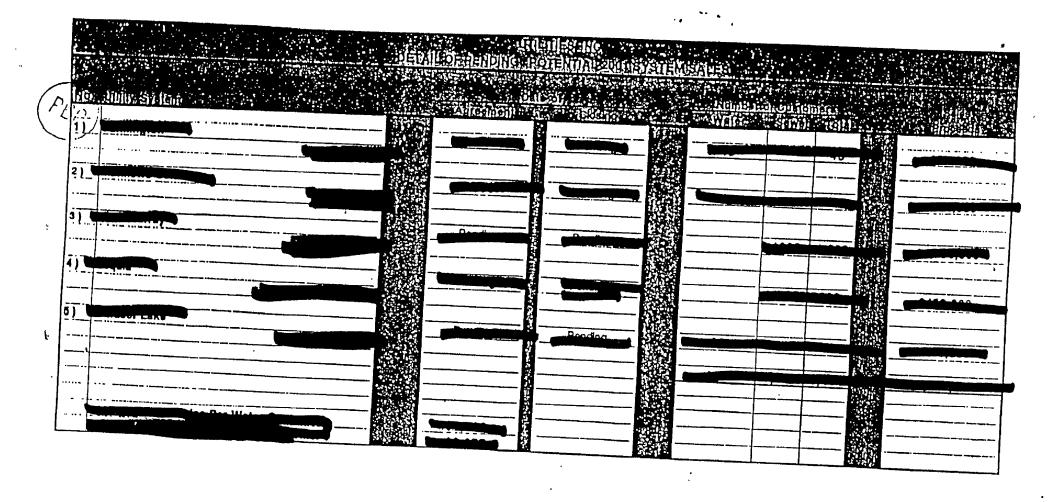
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UTILITIES, INC.

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ACQUISITION & FORMATION	SUMMARY

No. Name	of Utility	Pate (ent Closing	Regulatory Status	Type of Acq	Type of Ullilly	Customers at	Gross Utility	Intitlet Co. 1		*
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		2/8/01	NA NA			WAS					
		2/13/01	Pending			WAS					
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		4/1/01	NA								
		4/11/01	NA				0				
		6/6/01	Pending_								
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No. Name of Utility	Date of Agreement	Date of Closing	Regulatory Status	Type of	Type of					
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UTILITIES, INC.

ANALYSIS OF WATER SERVICE CORP PAYROLL
TEST YEAR ENDED DECEMBER 31, 2001
AUDITOR: KATHY WELCH
DATE_JULY 9, 2002
WP 43-1/22

EMPLOYEE ARNOUX, DIANE AYLIN, SUSAN BELSKI, KATIE BROOKS, STEPHANIE FRIEDMAN, AVELINA GINGERY, KAREN M. GUIDICE, JOYCE IAMPAGLIA, CINDY LAWRENCE, BRENT LOWMAN, ADRIENNE LUPPINO, NANCY MCGRAIN PAMELA PARRISH, MARJORIE ROSS, ALANNOA ROVNER, USA SCHIOPU, MIRCEA SILVEY, JUSTINE TUROV, IGOR WESSLEY-NAZARIO, LASA CAMAREN, JAMES CARTER, DAVID DOPUCH, ANDREW OWENS, PATRICIA SCHUMACHER, LAWRENCE WENZ, CARL CASADOS, JR. JIMMY COHN, MICHELLE

DELGADO, DANIEL
FORTINO, SUSAN
HAYNES JR., JOHN
KOCAN, CHRISTOPHER
LOMCANO, ROBERTA
LUBERTOZZI, STEVEN
MATTHEWS, MARY ELLEN
NICHOLAS, ERIN
SCULLY, PHIL ANN

ACCOUNT MANAGER ACCOUNT MANAGER RECEPTIONIST/OFFICE SERVICES COOF SEMOR REGULATORY ACCOUNTANT DIRECTOR OF OPERATIONS MAIL ROOM SERVICES ASSISTANT REGULATORY ANALYST ACCOUNTANT **DATA ENTRY** CHAIRMAND CEO VICE PRESIDENT VICE PRESIDENT DIRECTOR CUSTOMER REL. & ADMIN. PRESIDENT AND CPO FORMER DIRECTOR OF REGULATORY WAN ADMINISTRATOR SENIOR ACCOUNTANT THATHUGGOA DIRECTOR OF OPERATIONS DIRECTOR CORPORATE ACCOUNTING ACCOUNTANT DATA PROCESSING MANAGER DIRECTOR REGULATORY ACCOUNTING

TITLE

DATA ENTRY COMPUTER OPERATOR

CUSTOMER SERVICE SUPERVISOR

PAYROLL

DATA ENTRY

EXECUTIVE ASSISTANT

ACCOUNT NAVAGER

P/T DATA ENTRY

BILLING MANAGER

CUSTOMER SERVICE REP.

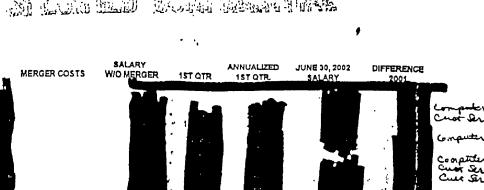
BENEFITS COORDINATOR

ADMINISTRATIVE SERVICES

NICHOLAS, ERIN RATE CASE
SCULLY, PHIL ANN ADMINISTRATIVE ASSISTANT
VOOTUKURU, SRUTA OPERATIONS
TOTAL

ACCOUNT 6019054 ADMINIACCOUNTING

DIFFERENCE



Computers
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Computers

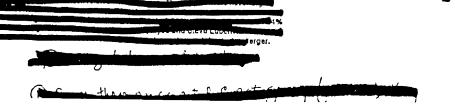
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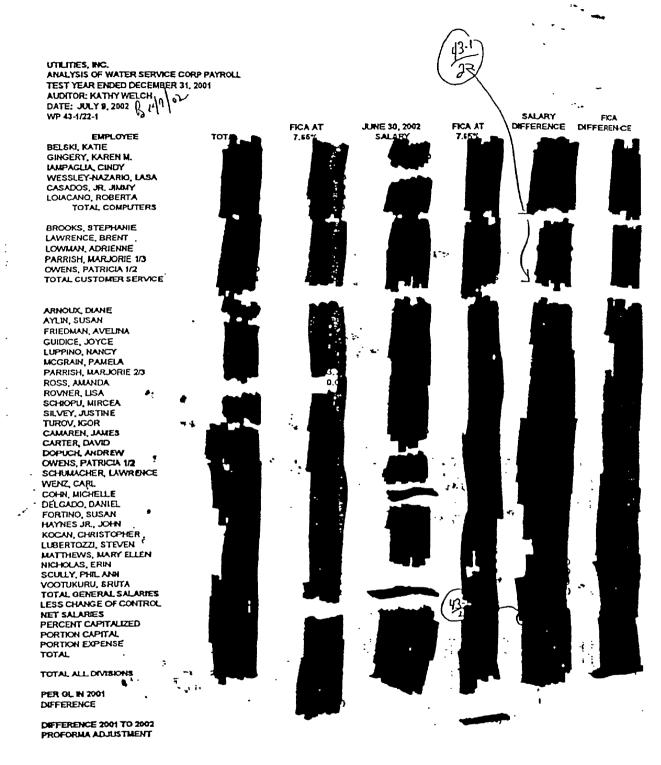
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UTILITIES, INC. ANALYSIS OF WATER SERVICE CORP PAYROLL TEST YEAR ENDED DECEMBER 31, 2001 AUDITOR: KATHY WELCH DATE: JULY 9, 2002 () (1) WP 43-1/22-1 SALARY FICA FICA AT JUNE 30, 2002 FICA AT DIFFERENCE DIFFERENCE **EMPLOYEE** TOT BELSKI, KATIE GINGERY, KAREN M. IAMPAGLIA, CINDY WESSLEY-NAZARIO, LASA CASADOS, JR. JIMMY LOIACANO, ROBERTA TOTAL COMPUTERS BROOKS, STEPHANIE LAWRENCE, BRENT LOWMAN, ADRIENNE į.... PARRISH, MARJORIE 1/3 OWENS, PATRICIA 1/2 TOTAL CUSTOMER SERVICE ARNOUX, DIANE AYLIN, SUSAN FRIEDMAN, AVELINA GUIDICE, JOYCE LUPPINO, NANCY MCGRAIN, PAMELA PARRISH, MARJORIE 2/3 ROSS, AMANDA ROVNER, LISA SCHIOPU, MIRCEA SILVEY, JUSTINE TUROV, IGOR CAMAREN, JAMES CARTER, DAVID DOPUCH, ANDREW OWENS, PATRICIA 1/2 SCHUMACHER, LAWRENCE WENZ, CARL COHN, MICHELLE DELGADO, DANIEL FORTINO SUSAN HAYNES JR., JOHN KOCAN CHRISTOPHER LUBERTOZZI, STEVEN MATTHEWS, MARY ELLEN NICHOLAS, ERIN SCULLY, PHIL ANN VOOTUKURU, SRUTA TOTAL GENERAL SALARIES LESS CHANGE OF CONTROL NET SALARIES PERCENT CAPITALIZED PORTION CAPITAL PORTION EXPENSE TOTAL TOTAL ALL DIVISIONS PER GL IN 2001 DIFFERENCE DIFFERENCE 2001 TO 2002

Max 80,440 taxable FICA

SPECIFIED CONFIDENTIAL

PROFORMA ADJUSTMENT



SPECIFIED CONFIDENTIAL

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