1	FIORIDA	BEFORE THE PUBLIC SERVICE COMMISSION	
2			13
3	In the Matter of	DOCKET NO. 110200-WU	NOV 30
4	}		30
5		INCREASE IN WATER IN COUNTY BY WATER	PM 3: 3
6	MANAGEMENT SERVI	/	ယ
7			
8	PROCEEDINGS:	COMMISSION CONFERENCE ITEM NO. 8	
9	COMMISSIONERS		
10		CHAIRMAN RONALD A. BRISÉ COMMISSIONER LISA POLAK EDGAR	
11		COMMISSIONER ART GRAHAM COMMISSIONER EDUARDO E. BALBIS	
12		COMMISSIONER JULIE I. BROWN	
13	DATE:	Tuesday, November 27, 2012	
14	PLACE:	Betty Easley Conference Center Room 148	
15		4075 Esplanade Way Tallahassee, Florida	
16	REPORTED BY:	JANE FAUROT, RPR	
17	REFORED DI.	Official FPSC Reporter (850) 413-6732	
18		s	
19			
20			
21			
22			
23			
24			

25

PROCEEDINGS

CHAIRMAN BRISÉ: Moving on to Item Number 8.

MR. BROWN: Good morning, Commissioners. I'm
Todd Brown with Commission staff.

Item 8 is staff's recommendation addressing whether WMSI should be permitted to withdraw funds from the PAA escrow account. Representatives from the utility and the Office of Public Counsel are present and may wish to address the Commission. Staff is prepared to answer any questions the Commissioners may have at this time.

CHAIRMAN BRISÉ: All right. Commissioners.

All right. Mr. Friedman.

MR. FRIEDMAN: Thank you, Mr. Chairman,
Commissioners. My name is Martin Friedman of the law
firm of Sundstrom Friedman & Fumero, and we represent
Water Management Services, Inc., in this proceeding.
And we disagree with the staff's suggestion that the
\$190,000, which Water Management Services is going to
pay for these lots upon which the new water storage
tank is going to be located, should be considered as
CIAC. And there are about five separate independent
reasons for doing so, or for not accepting the staff's
recommendation.

In this rate case, the Commission determined

that the construction of a new water tank was in the best interest of the customers and was necessary. It established a rate based upon the revenues required to install that new tank with a true-up at the end. If you recall -- so that's the one issue.

2.0

The Commission determined that the utility was entitled to revenue of X amount of dollars to do this project. And it was only because the Public Counsel and the staff had some concerns about whether that money would actually go to those projects that the company suggested, if you remember, it was a suggestion that the company made at the agenda to say, look, if you have got a problem with it, we'll escrow the money. And that was what the Commission did. There was no protest of that particular issue. So the revenue requirement in connection with that project has been established, was not protested, and is final as far as the status of this case is concerned.

Now, had the escrow account not been set up, had this order just gone forward that the utility is entitled to those revenues, we wouldn't even be here. This wouldn't be an issue about whether that money should be CIAC or not. It was only because the money is going through an escrow account that staff all a sudden has an epiphany and says, oh, my goodness, this

must be CIAC. That makes no sense at all. If the revenues were not CIAC without going through an escrow, how can they all of a sudden be converted to CIAC because it goes through an escrow? That legally and factually makes no sense at all.

The only reason the staff apparently thinks that this money should be CIAC is because of the terms that were negotiated. If this were a standard -- as you recall, this is a contract that was entered into with monthly payments. Once the payments are completed, or the rate case is over with, then the deed is transferred. That is commonly referred to as a contract for deed in the real estate field, not an unusual way of transferring property from contract for deed.

I think what confuses the staff is I don't think they understand that concept. And so what they are looking at -- if this has been a standard mortgage, you go out to the bank and instead of getting a contract for deed you're going to say, bank, I want to borrow the money; you give me the deed, and then I'll give you a mortgage. If they would have done that traditional financing, staff's argument about being CIAC would be out the window. It's only because the utility chose to do a contract for deed -- and,

incidentally, by doing a contract for deed as opposed to a deed mortgage, you're saving the lawyer fees in handling that, you're saving the lawyer fees you would have to pay the bank to do the documentation, you're saving documentary stamp taxes, you're saving intangible taxes, and you're saving recording fees, and interest.

He negotiated an interest-free loan. And because he negotiated an interest-free loan, the staff says, oh, let's call it CIAC. The old adage no good deed goes unpunished. He should be -- the staff should be saying, boy, that's a good deal, you know, you negotiated an interest-free loan for a year. And the staff wants to say, no, what we want to do is to take \$200,000 out of your rate base. And that makes no sense at all.

Finally, if you look at your rule definition of CIAC, contribution in aid of construction means the amount of money, services, or property received by a utility from persons or governmental agencies, any portion of which is provided at no cost to the utility, which represents an addition or transfer to capital of the utility and which is used to offset the acquisition, improvement, and construction costs of the utilities, property facilities, et cetera.

This is not -- this is revenue that this

Commission has already decided this utility is entitled

to. And if you all of a sudden say it is CIAC, what

you are effectively doing is changing the revenue

requirement that is approved in the PAA which was not

protested and is therefore final. And I would suggest

to you that for that reason, as well, you don't have

the authority to do what the staff wants you to do.

Even if it made sense you couldn't do that.

So for all of those independent reasons, it is not CIAC under the definition, it wouldn't be CIAC if it were a typical mortgage deed as opposed to a contract for deed. And I don't know, I'm no -- I'm sure Commissioner Brown is very familiar with contract for deeds. I'm not sure how much everybody is because most people do a deed mortgage. And the fact that that mechanism saved the utility, and thus the company, a substantial amount of money, and the fact that the PAA order is final, and what the staff is asking you to do is to change something that was not protested in the PAA.

And I think for all of those reasons, each of which independently is a legitimate basis for denying the staff recommendation, that you deny the staff's recommendation to treat those payments as CIAC.

Thank you.

CHAIRMAN BRISÉ: Thank you.

Mr. Sayler.

MR. SAYLER: Good morning, Mr. Chairman,

Commissioners. My name is Erik Sayler on behalf of the

Office of Public Counsel and the customers of WMSI.

The Office of Public Counsel did not protest the escrow requirement issue or the pro forma plant in this particular case. We are here today merely to answer questions should any questions come from the bench our direction. And we do support staff's recommendation as well as how they are recommending for the treatment of the CIAC.

CHAIRMAN BRISÉ: All right. Thank you.

Commissioner Brown.

COMMISSIONER BROWN: Thank you.

Staff, I think Mr. Friedman made some really good arguments here. Could you please respond to this, the fact that OPC did not protest the issue, and our order required the placement of the tank? Can you respond to some of the arguments that Mr. Friedman made?

MR. MAUREY: Yes; thank you.

Andrew Maurey, Commission Staff. We are in agreement with some of the points he made, and in

disagreement with others, obviously. The PAA portion of the order dealing with the pro forma project was not protested, and it's our intent that that go forward. I think everyone at the table would agree that that project should go forward.

We disagree with some of the points Mr.

Friedman made regarding the mortgage. If this were a mortgage, and it was only interest coming out of the PAA, we would be in full agreement with him. But it's not. It's principal payments that are coming out of the PAA escrow account. If you go back to the order, it was meant to pay debt service, whether it be DEP or a loan for this pro forma project. But that's not what they are proposing, that is not what is before the staff or before the Commission today. It's to take the money from the PAA escrow account and buy the land outright.

We don't disagree that being able to buy the land at 190,000 versus the 420,000 is a better deal.

We'd like to see that go forward. However, under the proposal that was approved by the Commission the revenue requirement was greater than the actual revenue requirement necessary to run the company now. The bulk of that revenue requirement that was approved in the PAA order was meant for this to support the pro forma

project that hasn't happened yet. So it's over-collecting at this time, if you will, to build a fund to help make the utility more attractive to future lenders to help pay for this project in the future.

But now they are proposing to take the cash from the PAA account and buy the land for cash. We view that as CIAC at this point because you are buying the land outright and not financing it over time. Had they bought the land over time, customers would be paying rateably over it for 30 years. Instead they are going to pay for the whole sum in 13 months.

Then it would be put into rate base, which land doesn't depreciate. It will be there for perpetuity. The company would earn a return on an asset the customers bought in 13 months. So it's a difference of opinion on whether it should be in CIAC or land, but we believe that we're not confused. We understand the difference between the two forms of mortgage, and because this is structured the way it has been proposed this is our recommendation.

COMMISSIONER BROWN: And I would acknowledge that it is a better deal that the utility negotiated.

MR. MAUREY: Oh, absolutely. And as I said, we would applaud the utility for trying to minimize the cost of this very necessary project. This project has

been necessary for three years, and we are still before you now trying to get this undertaken.

COMMISSIONER BROWN: Mr. Chairman, I would like the opportunity to have the utility respond to some of the comments made by staff.

CHAIRMAN BRISÉ: Sure.

COMMISSIONER BROWN: Mr. Friedman.

MR. FRIEDMAN: Absolutely. Thank you very much, Commissioner Brown.

It's interesting that if the money didn't go through escrow that the company wouldn't be, quote, over-collecting, as staff says. The staff says, oh, they are over-collecting. Well, if it don't go through the escrow, there's no difference, they wouldn't be over-collecting. The whole argument that staff is making -- and that's the same thing about debt service. I mean, debt service, if they had gone out and borrowed the money from a bank, \$190,000, and said, yep, we're going to pay you at 10 percent interest on that \$190,000, and we are going to amortize it over 12 months, we wouldn't be here. We wouldn't be here.

Under their theory, the principal amount of every loan that a utility takes out would be CIAC. How much sense does that make? It doesn't make any. The debt service -- because the company did a heck of a

deal, and they're going to sell some of those lots, and so that \$109,000 is probably going to only be 140 instead of the -- it's about a \$230,000 savings over what we estimated. And so in the true-up, you know, when we true-up that, that is going to be a benefit to the customers.

So that 190 that he wants you to call CIAC is really going to be about 150 after it's all done. But the fact of the matter is that just -- you made a decision. You made a decision that the company is entitled to X amount of dollars to do this project. You didn't say they were over-collecting. The staff didn't say that by doing that you would be over-collecting, at least they didn't then.

Now, when it suits their purpose, they say, oh, yes, you're over-collecting. There's no difference. If the money did not go through escrow we would not be here. And, in fact, as you remember, we're the ones that suggested, okay, if everybody thinks that Mr. Brown is not going to use that money for that purpose, we'll agree to put it in escrow. Another one of those no good deed goes unpunished.

So we thought that we were accomplishing something with the staff to give them the comfort that the money was going to be spent correctly, but the

bottom line is that this is revenue that this

Commission in the PAA order approved for this company,
and that portion of the PAA order has not been

protested. And to do what the staff wants you to do
would be to change the PAA order without having a

protest, and I think that's inappropriate.

Thank you.

2.0

CHAIRMAN BRISÉ: Mr. Maurey.

MR. MAUREY: Thank you. Let me clarify that because it's in the escrow or not the escrow isn't the deciding factor. When this recommendation came before you before, staff recommended a Phase I and a Phase II increase. The Phase I was very, very small, maybe a percentage or two. Phase II was the lion's share of the increase, and that was associated when the proforma project went into service, commercial operation.

During the debate, it was decided to bring that Phase II forward. So when that rate increase was granted, it was before the pro forma project is -- in fact, it's not done. They are collecting that rate now as if that plant is used and useful, is in commercial service. It is not. The money is in escrow, and I do believe the Commission approved it by putting that money in escrow for that set of facts there. There is no plant that this incremental revenue requirement is

supporting right now. That's why it was put in escrow.

1

2

3

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

It's a red herring to say that staff is recommending this be CIAC because it ran through an escrow, because absent the escrow that incremental revenue requirement would not have been approved. This money is ultimately being held for the protection of the customers in the event that the project isn't completed. Until that time that the plant goes into commercial service, that's what staff's definition of over-collecting is. And maybe that's not the best term, but normally we associate revenue requirement with used and useful rate base. And right now, because of the precarious financial situation of this utility, we are not in that balance. We are in a situation where to help them make this pro forma project come to fruition, this was the path that the Commission approved.

It collected that PAA money -- if they were requesting money to pay interest on the loan, we would be recommending approval of it. But what they are recommending is that they pay for the land outright through the money that is collected. It's being built up based on a revenue requirement that is not really being incurred at this time. I'm trying to draw a distinction that maybe I'm not being as clear as I

could be on it, but we are still in disagreement with counsel.

CHAIRMAN BRISÉ: All right.

Commissioner Balbis.

COMMISSIONER BALBIS: Thank you.

I have a question for staff. I believe when this Commission voted on the PAA and the subsequent order that came from that, when we put Phase I and Phase II in the escrow, wasn't there some sort of true-up of the projects when the tank came on line, et cetera, that there would be a true-up on the actual cost?

MR. MAUREY: That's correct.

COMMISSIONER BALBIS: Okay. So why couldn't this be handled the same way, that the land was anticipated at a cost of \$420,000, and now it's less, and handle it with a true-up at that point. And regardless of how -- what accounting mechanism or escrow or not in escrow, I mean, at least my thought process in approving the escrow account was there was going to be a final true-up, and that we need to give the utility the money to move forward with the project, but protect the customers so that whatever the costs are the utility should recover it. But if they are less than that, they shouldn't recover that as well.

yes.

MR. MAUREY: It can be handled in that manner. We looked at it -- when they planned to buy the land, it was going to be paid off over time. Now you're talking about buying the land outright for cash. And we view that differently, that they were paying for it over 13 months in that respect. And as I mentioned earlier, land does not depreciate. It would be on the balance sheet into perpetuity, and either the company would earn a return on it into perpetuity for a purchase that could arguably be made by customer funds that were collected in advance of the operation going into commercial service.

But your proposal that it can be done that way, we could clear it, we could just pay for it with the PAA funds and true-up the total cost at the end, recognizing the difference between the 420 and whatever the 237,000 that it was going cost to use these different lots, and we would still be able to capture that incremental difference in the true-up.

COMMISSIONER BALBIS: And we would avoid the argument of whether or not it's appropriate to make it CIAC or not, if we do it that way?

MR. MAUREY: It would make that issue moot,

COMMISSIONER BALBIS: Okay. I mean, I think

that's a reasonable approach. It avoids that argument, and customers are not paying more for something that at the end of the day costs less. You know, if you need a moment to think about it, but you sound pretty confident that that is one way to handle it. And I'd like to hear from the utility if that would be an appropriate way to handle this.

MR. FRIEDMAN: If I understand what you're saying, I mean, there is a true-up in the end. So whatever the actual amount of those lots are, the savings -- and I may have misspoke, it looks like the savings were estimated at about 270,000 over this. I may have said 320. It looks like the savings would be in the neighborhood of 270. When we true-up at the end, then that's going to be to the benefit of the customers. And the faster we are able to do that, the better that price and the price of the whole project is going to stay in place.

And unfortunately we are in a protest situation, so we can't start the project yet. But, yes, there is a true-up. I mean, the customers are going to be treated fairly at the end of the day, and the utility will be treated fairly at the end of the day by that true-up process. True-ups are a good way to do things. You know, it takes the estimates out of

the process. We don't have to estimate and then have somebody -- very seldom are estimates exact at the end of the day. If they are, it's a miracle.

So at the end of the day, if you don't do a true-up, either the customers are unduly benefited or the utility is unduly benefited. So by doing this true-up, we get it right. And I think that's a good process, and we certainly supported that from the get-go.

COMMISSIONER BALBIS: So let me just ask this, because although I always think my ideas are perfect, there has to be a negative that we're not thinking about. Is there any con to this new approach that I'm not seeing or staff isn't?

MR. MAUREY: Not that I haven't already brought up. I mean, you get to balance -- and you're not going to like every aspect of a decision. As I mentioned earlier, we looked at it differently. It's certainly -- we had a debate within staff about how to bring this recommendation to you, so that's why I could answer your question the way I did. We have already had that internal discussion, and I knew if that question came how that answer would go.

COMMISSIONER BALBIS: So what would be the process then, if we just included this in a true-up of

the actual costs?

MR. MAUREY: Well, to back up just a moment, on the escrow in some of the earlier issues we mentioned there's no money in there now. So at some point there will be money in there, and at some point they will be able to make withdrawals. We contemplated that there wouldn't be enough money in here to make these payments. And if the DEP payments that we were thinking -- we rolled them in the escrow account, we weren't contemplating that they would come out of here immediately, because the DEP payments were already built into the revenue requirement prior to the most recent rate increase.

We were packaging those and the escrow together to make this enterprise more attractive to lenders, to show a steady cash flow, certainty of cash flow for debt payment. But depending on how rapidly the money can grow in this PAA escrow account, and say there is money available, they would make these \$15,000 payments monthly.

Now, he would have made some initial payments to get this started out of other sources of funds, because as I said, there's no money in the escrow account today. We would like to -- something in this order would allow us to make those kinds of payments.

Because the PAA order that wasn't protested gave staff administrative approval to make payments on loan payments or DEP payments. This land payment is not either of those. So there would have to be another allowance to give staff administrative authority to make those payments.

Past that, the land gets purchased, we would do a true-up. I think it's contemplated within 12 to 18 months after the project is completed we would do a true-up. Find out what it truly cost, compare it to what was collected, that incremental difference would come back before the Commission for future disposition of those amounts.

CHAIRMAN BRISÉ: Commissioner Brown.

COMMISSIONER BROWN: Thank you.

I like Commissioner Balbis' idea. But,

Andrew, I'm still trying to understand why you treat

land that you purchase outright differently than, say,

a mortgage that you pay.

MR. MAUREY: A fair question. In this case land is a long-lived asset. You generally buy it over time, and the customers then would pay for it rateably over time. In this instance you are buying a -- as I said, it doesn't depreciate, it's on the books forever, a big asset in one lump sum, and they are going to pay

a return on it. And these funds, as I mentioned earlier, were not contemplated to buy land with the PAA escrow account. It was contemplated to pay interest on construction loans, or the DEP loan, payments that are rateable over time, not large principal payments in 13 months. And that was the distinction we were drawing.

But to your question, it's a difference between paying that land off over 30 years versus 13 months.

COMMISSIONER BROWN: Okay.

CHAIRMAN BRISÉ: All right. Staff, do you need a couple of minutes to -- well, before that, Commissioner Balbis.

COMMISSIONER BALBIS: And I just want to clarify something. My proposal or idea is to have the true-up. And if the revenue requirements were set for an increased purchased price, then the utility should have enough money to go through whatever purchase mechanism they'd like.

Now whether or not it goes from the escrow account, I don't think that's important for me right now. So I just want to be clear that, you know, if the utility argues that they have the revenue requirement to make this purchase at the higher price, then you should have the revenue to do it. And so whether it

1	comes from the escrow or not, I'm not focusing on that
2	right now. I just want to ensure that we have this
3	true-up mechanism at the end and go from there, if I'm
4	being clear.
5	MR. MAUREY: Yes, we have the true-up
6	mechanism. Nothing in staff's recommendation changes
7	that from the previous order.
8	COMMISSIONER BALBIS: Okay. So okay.
9	I believe the Chairman was going to ask then
L 0	for a moment to put together the process that we need
L1	to take, but with that I'll turn it back.
L2	CHAIRMAN BRISÉ: Right. I don't know if
L3	staff is clear on Commissioner Balbis' thought.
L4	MR. MAUREY: We would take you up on the
L5	offer of a moment.
L6	CHAIRMAN BRISÉ: Okay. I thought you would.
L7	So I guess we will start off with ten minutes, and
L 8	we'll see where we are after that.
L 9	MR. MAUREY: Thank you.
20	CHAIRMAN BRISÉ: We are in recess for ten
21	minutes.
22	(Recess.)
23	CHAIRMAN BRISÉ: All right. I think we are
24	ready to reconvene.
25	Mr. Maurey.

MR. MAUREY: Thank you.

strike the next to the last sentence in the

Thank you for the consideration. We went

over the discussion from the bench looking at Issue 2,

that's Page 4 of the recommendation. We believe if you

land ultimately," if you strike that sentence, and then

when the order comes out we'll eliminate any mention of

recommendation paragraph that begins, "The amount of

CIAC. But that will achieve what we believe the

opportunity to make this purchase to complete this

project, and then when the true-up is completed 12 to

18 months afterwards, the customer's interest will be

Commissioners intend to afford the utility an

CHAIRMAN BRISÉ: All right.

Mr. Friedman.

protected.

MR. FRIEDMAN: I certainly concur in that.

CHAIRMAN BRISÉ: Mr. Sayler.

MR. SAYLER: One question. Wi

MR. SAYLER: One question. Will the issue of CIAC be reserved as an issue for the true-up proceeding, or is it just being struck? I was just wondering if the recommendation is going to include that as being reserved for something for the Commission to address at that time.

MR. MAUREY: It's being struck.

25

16

17

18

19

2.0

21

22

23

24

2.0

MR. SAYLER: So the issue of whether it will be CIAC or within rate base would be an issue that would be addressed at the true-up proceeding automatically, or is that something the customers or the staff of the utility would have to raise at that true-up proceeding?

I'm just wondering if this particular order that eventually comes out will go ahead and say that this is an issue being set aside to be addressed in the future, or if it will just remain silent.

MR. MAUREY: The customers would have to raise that as an issue.

MR. SAYLER: Thank you.

CHAIRMAN BRISÉ: Commissioner Balbis.

COMMISSIONER BALBIS: Thank you, Mr.

Chairman.

And I want to thank staff and the parties. In think with that revision, I think it offers a good mechanism for customers to be protected with the true-up mechanism just as the construction of the tank or other infrastructure. And I think it does protect both sides and allows the utility to move forward with a project that everyone agrees needs to be done, so I think that is important.

And, you know, I think it gives the proper

attention to any land purchases. As Mr. Maurey 1 mentioned, that customers are going to be paying for 2 the land forever, and it doesn't depreciate. So we 3 need to continue to focus on if the utility is going to 4 purchase land, it's for the utility use and for the 5 customers to benefit. Because once it's in there, it's 6 7 in there forever. So with that I would move staff's 8 recommendation with the striking of that sentence in 9 Issue 2. 10 CHAIRMAN BRISÉ: Okay. It has been moved. 11 Is there a second? 12 13 Commissioner Edgar. COMMISSIONER EDGAR: Thank you, Mr. Chairman. 14 15 16 17 18

19

20

21

22

23

24

25

Yes, I would second the motion with the understanding that we are deleting the second to last sentence in the recommendation of Issue 2, and that the order will follow through on that amendment, and that the other issues, 1 and 3, are then included to be approved as they are written.

And with that understanding, I second the motion.

CHAIRMAN BRISÉ: All right. It has been moved and seconded. Any further discussion? Seeing none, all in favor say aye.

1	(Vote taken.)
2	CHAIRMAN BRISÉ: All right. Thank you very
3	much.
4	With that, we stand adjourned. See you
5	tomorrow for IA.
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

STATE OF FLORIDA) 2 3 CERTIFICATE OF REPORTER COUNTY OF LEON 4 5 I, JANE FAUROT, RPR, Chief, Hearing Reporter 6 Services Section, FPSC Division of Commission Clerk, do hereby certify that the foregoing proceeding was heard 7 at the time and place herein stated. 8 IT IS FURTHER CERTIFIED that I stenographically reported the said proceedings; that 9 the same has been transcribed under my direct supervision; and that this transcript constitutes a 10 true transcription of my notes of said proceedings. I FURTHER CERTIFY that I am not a relative, 11 employee, attorney or counsel of any of the parties, nor am I a relative or employee of any of the parties' 12 attorney or counsel connected with the action, nor am I 13 financially interested in the action. DATED THIS 30th day of November, 2012. 14 15 16 JANE FAUROT, RPR 17 FPSC Official Commission Reporter (850) 413-6732 18 19 20 21 22 23 24 25