Hampstead Area Water Company

before the

New Hampshire Public Utilities Commission

DW 12-254

Direct Testimony of Stephen P. St. Cyr

Q. Please state your name and address.

A. Stephen P. St. Cyr of Stephen P. St. Cyr & Associates, 17 Sky Oaks Drive, Biddeford, Me. 04005.

Q. Please state your present employment position and summarize your professional and educational background.

A. I am presently employed by St. Cyr & Associates, which primarily provides accounting, management, regulatory and tax services. The Company devotes a significant portion of the practice to serving utilities. The Company has a number of regulated water and sewer utilities among its cliental. I have prepared and presented a number of rate case filings before the New Hampshire Public Utilities Commission ("PUC"). Prior to establishing St. Cyr & Associates, I worked in the utility industry for 16 years, holding various managerial accounting and regulatory positions. I have a Business Administration degree with a concentration in accounting from Northeastern University in Boston, Ma. I obtained my CPA certificate in Maryland.

Q. Is St. Cyr & Associates presently providing services to Forest Edge Water Company (ACompany@)?

A. Yes. St. Cyr & Associates assists the Company in its year end closing and preparation of financial statement and tax returns. St. Cyr & Associates assists the Company in various regulatory filings including financing of construction projects and adjusting rates. It has been engaged to prepare the various revenue / rates exhibits, supporting schedules and written testimony.

Q. What is the purpose of your testimony?

A. The purpose of my testimony is to support the Company's efforts to increase rates to its customers so as to reflect in rates its 2011 management / bookkeeping expenses and 2012 legal and mapping expenses.

Q. Please elaborate more on the management / bookkeeping and 2012 legal and mapping expenses.

A. In DW 08-160 the Company agreed to file a proper affiliate agreement between itself and its management company, Atlantic Operating and Management Corp. While the Company met the requirement and filed its management agreement, the rates approved in DW 08-160 included very little, if any, management costs. Beginning in 2010 the Company began incurring management costs, but has been unable to pay such costs.

In 2012 a customer filed a complaint against the Company. The Company sent the customer a shut off notice 30 days after nonpayment of two quarterly invoices. Customer was able to get "stay of termination of service" from court. Customer claimed that the account was current. It was not. Customer also filed for a stalking order against the Company's manager. The court dismissed the request for a stalking order and allowed the rest of the case to continue. In addition, the customer requested damages and pain and suffering. Customer and wife are elderly. During the first appearance in court, the customer had a nitro glycerin attack. The Company successfully proved that customer was 2 quarters in arrears. However, customer requested a 90 day extension due to hospitalization of wife and wanting more time to introduce new evidence. After weighing the time, effort and expense, the Company decided to attempt to settle with customer. Company has agreed to write off the 2 quarterly amounts and the customer has agreed to drop the suit. The Company views the settlement as the most cost effective way in which to bring the matter to an end and to minimize further expenses. The Company has incurred $4,962 to date.

Also, in 2012 the Company incurred costs associated with the meeting NHDES requirements for record drawings of the location of critical system infrastructure, especially underground facilities. These records are currently required by DES construction standards. Because of their important role for efficient and reliable operations and maintenance, DES is enforcing this requirement as of April 1, 2009 as follows:

Sanitary surveyors are citing any community water systems lacking record drawings as a minor deficiency in the current survey round (2009 – 2012)

Sanitary surveys starting March 31, 2012 will cite the lack of record drawings as a significant deficiency.

The Company has incurred $5,525 to date.

Q. How does the management / bookkeeping, legal and mapping expenses impact this rate filing?

A. The 2011 test year expenses include the 2011 management costs. The 2012 legal and mapping expenses are included as proforma adjustments to test year expenses.

Q. Is there anything else that you would like to address before you address the rate filing and the rate schedules?

A. No.

Q. Are you familiar with the pending rate application of the Company and with the various exhibits submitted as Schedules 1 through 4 inclusive, with related pages and attachments?

A. Yes, I am. The exhibits were prepared by me, utilizing the financial records of the Company with the assistance of Company personnel.

Q. What is the test year that the Company is using in this filing?

A. The Company is utilizing the twelve months ended December 31, 2011.

Q. Would you summarize the schedule entitled AComputation of Revenue Deficiency for the Test Year ended December 31, 2011@

A. Yes. This schedule summarizes the supporting schedules. The actual revenue deficiency for the test period amounts to ($5,201). It is based upon a 5 quarter average balance for 2011 of $37,676 as summarized in Schedule 3. The Company is utilizing its actual rate of return of 7.57% for the actual test year. The actual rate of return of 7.57% when multiplied by the rate base of $37,676, results in an operating income requirement of $2,852. As shown on Schedule 1, the actual net operating income for the test period was ($2,349). The operating income requirement less the net operating income results in an operating income deficiency of ($5,201). The tax effect on the operating income deficiency is $0, resulting in a revenue deficiency of ($5,201).

The proforma revenue deficiency for the test year amounts to $0. The Company made 1 adjustment to its rate base related to cash working capital. The Company made no adjustments to its rate of return. As such, the rate of return of 7.57%, when multiplied by the rate base of $37,369, results in an operating income requirement of $2,829. The Company increased its revenue by $8,056 in order to allow the Company to recover its expenses and to earn a fair and reasonable return on its investment.

Q. Would you please summarize Schedule 1, AStatement of Income,@ for the twelve months ended December 31, 2011?

A. The first column (column b) of Schedule 1 shows the actual operating results of the Company from January 1, 2011 through December 31, 2011. The Company has filed its 2011 NHPUC Annual Report, which further supports the rate filing.

During the twelve months ended December 31, 2011, the Company operating revenues amounted to $23,836, an increase of $1,185 or 5%. The Company customer base has remained stable. The Company had 42 customers at December 31, 2011.

The Company=s operating expenses consists of operation and maintenance expenses, depreciation and taxes other than income. Total 2011 operating expenses amounted to $26,185 a decrease of $1,135 or 4%. Operation and maintenance expenses decreased $1,841, primarily due to decreases in outside services, partially offset by an increase in maintenance and purchased power expenses.

The Company=s net operating income (loss) amounted to ($2,349).

The Company reviewed a number of expense accounts in its preparation of the rate filing. In its review, the Company determined that certain expenses needed to be adjusted in order to reflect what would be considered normal and reoccurring.

Q. Please explain each of the proforma adjustments made to revenue as shown on Schedule 1, in the second column (column c) and further supported on Schedule 1A.

A. The Company made two proforma adjustments to revenue.

Operating Revenues

1. Rate Case Surcharge

In 2011 operating revenues include the recovery of the difference between temporary rates and permanent rates and rate case expenditures from DW 08-160 for 3 quarters. The proforma adjustment eliminates the revenue related to the temporary / permanent difference and rate case expenditures.

2. Revenue

The proforma adjustment to revenue represents the additional revenue of $8,056 needed to recover the anticipated expenses and to earn a reasonable return on its rate base.

The total proforma adjustment to revenue amounts to $3,681.

Q. Did the Company make any proforma adjustments to expenses?

A. Yes. The Company made a number of proforma adjustments to expenses as follows:

Operating and Maintenance Expenses

3. Purchased Power

In 2011 the test year has 13 months of purchase power expenses. As such, the Company has adjusted test year purchased power expenses by reducing purchased power for $252 for the additional month.

4. Maintenance of Structures

In 2011 the Company made various repairs to its pumping structures including patching, repairing and stuccoing water tank block building. Its total expenses were $3,020. The Company acknowledges that these specific expenses are of a one time nature, but believes that there has to be some dollars in rates to support maintenance of the buildings. As such, it believes that $1,007 ($3,020 / 3 years) is an appropriate annual amount.

5. Outside Services – Management, Bookkeeping and Accounting

In 2011 the Company incurred $3,936 and $4,164 for management / bookkeeping and accounting, respectively. Of the $4,164 of accounting expenses, certain expenses amounting to $1,183 were related to seeking a rate increase for the management / bookkeeping costs and extension of time to seek the previously approved step increase. As such, the Company has reduced its Outside Services by $1,183. Please note that the Company will seek the recovery of the $1,183 as part of rate case expenditures.

6. Outside Services – Legal Expenses

In 2012 the Company incurred $4,962 in legal expenses associated with a complaint filed by a customer against the Company. The Company sent the customer a shut off notice 30 days after nonpayment of two quarterly invoices. The Company successfully proved that customer was 2 quarters in arrears. However, after weighing the time, effort and expense, the Company decided to attempt to settle with customer. Company has agreed to write off the 2 quarterly amounts and the customer has agreed to drop the suit. The Company views the settlement as the most cost effective way in which to bring the matter to an end and to minimize further expenses. The Company proposed to recover the legal expenses over 3 years. As such, the Company has adjusted test year expenses by $1,654 ($4,962 / 3 years).

7. Outside Services – Mapping Expense

In 2012 the Company incurred $5,525 in mapping the water system. These drawings are required by DES construction stardards Env-Ws 372.33 for small community water systems. The drawings include wells, pump houses, water mains, service lines, shutoffs, blowoffs, valves and the type, size & depth of pipes. As such, the Company has increased its test year expenses by $1,842 ($5,525 / 3 years).

8. Outside Services – Audit

In 2012 the Company anticipates incurring outside services for expenses associated with the PUC audit of the test year. The Company anticipates incurring $1,500 and proposes to reflect $500 in the test year, essentially recovering the audit related expenses over a 3 year period.

9. Franchise Requirements

In 2011 the Company incurred a late fee of $50 on its 2011 Annual Report filed with the Corporate Division of the Department of State. As such, the Company is eliminating the late fee from test year expenses.

10. Regulatory Commission Expenses

In 2011 the Company charged regulatory commission expenses $1,995 for approved rate case expenditures from DW 08-160. As such, the Company is eliminating the rate case expenditures from the test year.

The total proforma adjustment to operating and maintenance expenses amounts to ($1,497).

The Company made no adjustments to depreciation and taxes other than income. The Company incurred no federal income or state business taxes.

The total proforma adjustments to operating expenses amount to ($1,497). The Company did review a number of other operating expenses, but decided that the expenses are reasonable and reoccurring, and provide a proper basis in which to establish future rates.

Q. Does column d of Schedule 1 represent the sum of the actual test year amounts (column b) plus the proforma adjustments (column c)?

A. Yes it does.

Q. Does column e and f represent the revenue and expenses for the twelve months ended December 31, 2010 and 2009, respectively?

A. Yes it does.

Q. Would you please explain Schedule 2 entitled ABalance Sheet@?

A. Yes. This schedule shows the year end balances reflected on the balance sheets of the Company for 2011, 2010 and 2009.

Utility Plant consists of 2 wells, 3 pump houses, 2 tanks, mains and service lines. The Company has no customer meters. At December 31, 2011 the Company had utility plant of $63,015. During 2011 the Company added no new plant to the water system. It's total assets amounted to $45,393.

The Company=s Equity Capital consists of $107,677 of other paid in capital and retained earnings of ($109,400), resulting in negative total capital of ($l,723). The Joseph E. Sullivan Revocable Trust of 1998 is the sole shareholder. The Company's other long term debt outstanding amounts to $35,608. The Kearsarge Building Company, a related party, holds the debt. The Company has $10,566 of miscellaneous current and accrued liabilities, most of which is unpaid bookkeeping and management costs. Total liabilities and equity amount to $45,393.

Q. Would you please explain Schedule 3 entitled ARate Base@?

A. Columns (b) - (f) show the actual balances of the rate base items as per the Company's general ledger. Column (g) shows the actual 5 quarter average balances, except for cash working capital, which reflects the cash working capital for 2011. Column (h) shows the 2011 proforma adjustments. Column (i) shows the proforma 2011 balances.

The rate base consists of Utility Plant, less Accumulated Depreciation, plus Cash Working Capital, Material & Supplies and Prepayments. The actual 5 quarter average rate base amounts to $37,676. The Company made only one adjustment to rate base. The one adjustment to rate base is the adjustment to cash working capital amounting to ($308). Working capital is determined by utilizing a percentage that represents the lag between the time in which the Company bills its customers and receives the cash from such billing and the time that it pays for expenses to provide services. It is derived by applying 75/365 days or 20.55% to operating expenses. The computation of working capital is shown on schedule 3B. The proforma adjustments results in a cash working capital of $4,371.

Q. Would you please explain Schedule 4 entitled ARate of Return Information@?

A. The Company's overall rates of return are 7.57% and 7.57% for 2011 actual and 2011 proformed, respectively. It is derived from the weighted average cost rates associated with actual and proformed long term debt and equity. The Company=s capital structure consists of Equity and Debt Capital. The Company has no short term debt. Its Actual Equity Capital consists of $107,677 of Other Paid in Capital and Retained Earnings of ($109,400), resulting in negative total capital of ($1,723). The Company has $35,608 of long term debt at year end. The Company made no adjustments to the capital structure.

Q. Would you please explain Long Term Debt and the related cost of debt. At 12/31/11 the Company owes Kearsarge Building Company, a related party, $35,608. The loan has a 20 year term with an interest rate of 7%. The Company made no adjustments to the debt and its related costs.

Q. What is the Company using for the cost of common equity?

A. The Company is using the PUC determined cost of common equity of 9.75%.

Q. Please explain the Report of Proposed Rate Changes reflect in tab x of the rate filing.

A. The Report of Proposed Rate Changes shows the rate class, the effect of the revenue change, the number of customers, the authorized present revenue, the proposed revenue, the proposed change amount and percentage. The proposed change amount is $8,056 or 41.40%. On a per customer basis, the quarterly charge will increase $47.95, from $115.84 to $163.80.

Q. Is the Company proposing to change the rate design?

A. No. The Company has applied the proposed rate increase to all its customers.

Q. Is there anything else that you would like to discuss?

A. Yes, the Company has engaged the services of Stephen P. St. Cyr & Assoc. The Company has agreed to an hourly fee of $115.00 (plus out of pocket costs) for work performed in preparation of the rate filing and pursuit of the rate increase during the rate proceeding. The Company will also utilize the services, i.e., management, bookkeeping, etc., of its affiliate, Atlantic Operating and Management Corp. in the preparation of the rate filing and throughout the rate proceeding. The Company will make every effort to minimize its rate case expenses.

Q. Would you please summarize what the Company is requesting in this docket?

A. Yes, the Company is requesting a permanent revenue increase of $8,056, effective October 1, 2012. The permanent revenue increase of $8,056 enables the Company to earn a 7.57% proforma rate of return on its investment, reflected in a proforma rate base of $37,369. The proposed quarterly amount for a customer will increase from $115.84 to $163.79, an increase of $47.95 or 41.40%.

Q. Does this conclude your testimony?

A. Yes.