1	IN THE KENTUCKY PUBLIC SERVICE COMMISSION				
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4	IN RE: INVESTIGATION:				
5	Case No. 2003-00433 AN ADJUSTMENT OF THE GAS AND ELECTRIC RATES,				
6	TERMS, AND CONDITIONS OF LOUISVILLE GAS AND ELECTRIC COMPANY				
7	ELECTRIC COMPANI				
8	and				
9					
10	Case No. 2003-00434 AN ADJUSTMENT OF THE ELECTRIC RATES, TERMS, AND				
11	CONDITIONS OF KENTUCKY UTILITIES COMPANY				
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15	SWORN STATEMENT				
16	OF				
17	ROBERT G. ROSENBERG				
18	AUGUST 29, 2005				
19					
20					
21	ELLEN L. COULTER, RPR Coulter Reporting, LLC				
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919105/2015

APPEARANCES SPECIAL GENERAL COUNSEL TO THE PUBLIC SERVICE COMMISSION: JONATHAN D. GOLDBERG Goldberg & Simpson 3000 National City Tower 101 South Fifth Street Louisville, Kentucky 40202 FOR THE WITNESS: THOMAS P. O'BRIEN (Via Speakerphone) Frost, Brown, Todd, LLC 3200 Aegon Center 400 West Market Street Louisville, Kentucky 40202

1 2 The sworn statement of ROBERT G. 3 ROSENBERG, taken telephonically in the offices of 4 Goldberg & Simpson, 3000 National City Tower, 5 101 South Fifth Street, Louisville, Kentucky, on 6 Monday, the 29th day of August, 2005, at 7 approximately 10:00 a.m. 8 9 EXAMINATION 10 11 BY MR. GOLDBERG: 12 All right, Mr. Rosenberg, would you Q. 13 give us your full name. 14 Α. Robert G. Rosenberg. 15 Q. And your business address? 16 541 Bear Ladder Road, West Fulton, Α. 17 New York, 12194. 18 0. All right. And when you say "Bear 19 Ladder," how do you spell that? 20 Α. Bear, B-E-A-R, L-A-D-D-E-R, Road. 21 Q. All right, sir. And what occupation 22 are you engaged in? 23 Α. Economic consulting. 24 Q. All right. And when you say "economic 25 consulting," what type of activity do you undertake?

1 I do mostly financial and economic Α. analyses for regulated companies. In addition, I do 2 3 some financial analysis such as damage estimates, things like that. 4 Okay. Are you familiar with 5 Ο. 6 Louisville Gas & Electric Company, LLC? 7 Α. Yes. And are you familiar with 8 Ο. Okay. Kentucky Utilities? 9 10 Yes, I am. Α. 11 Ο. Okay. Can you tell me when you first 12 formed a relationship with either and/or both? I've worked for them in several 13 Α. 14 proceedings. I think the very first time was 15 probably 20 or 25 years ago, but then I didn't see 16 them until a few years ago when I started working on 17 some cases for them. Okay. And did you work for KU prior 18 Ο. 19 to the time KU was part of the LG&E, LLC, family? 20 Α. That's a good question. As I said, 21 about 20, 25 years ago I worked on a case. And I 22 don't remember now -- because I wasn't testifying in that case, but I don't remember if it was LG&E and 23 24 KU, but that's how I formed the contacts with -- just 25 about four or five years ago they started calling me

1 again. All right. At the time they started 2 Q. calling you, did you get calls from LG&E, LLC, to 3 perform work for KU? 4 I think they were combined then. Α. 5 6 Q. Okay. If I remember correctly. 7 Α. All right. 8 Q. I'm quite sure they were. 9 Α. All right. And you believe that was 10 Q. starting four or five years ago. 11 Yeah. I don't remember exactly. 12 Α. All right. I want to take you up to 13 Ο. current standing -- well, strike that. 14 Let me first ask you, going back five 15 years, did you ever testify for them in rate cases? 16 1.7 Α. Yes. Okay. What is your recollection of Ο. 18 prior to April of 2004 how many rate cases you 19 testified for upon behalf of LG&E/KU? 20 I think there was one case before 21 Α. that, but I'd have to -- if it's important, I could 22 23 check. No, it really isn't. Here's what I 24 need to get an understanding of. Beside rate cases 25

and damage cases, what kind of work have you done for 1 LG&E and KU? 2 3 Oh, okay. I never did a damage case Α. I'm just saying in general, that's the 4 for them. 5 kind of thing I've done in the past. I've only done rate cases for LG&E and KU. 6 7 And you believe you did a rate case Q. sometime within the last five years other than the 8 9 case beginning April 28 --10 I know I worked on something at FERC, Α. 11 and I don't know if I testified for them there or 12 not. 1 3 Q, Okay, 14 Α. I'd have to look. 15 Q. Do you know whether or not it was a 16 rate case? Oh, yeah. Before FERC, yes, it was --17 Α. 18 actually, let me think. Yes, it was, because I know 19 I did some kind of analysis of rate of return. 20 Q. All right. Do you have a specialty 21 within the finance area for regulated utilities such 22 as LG&E/KU? 23 Α. Yes. It's in the area of rate of 24 return and issues of risk, regulatory policy, things 25 like that.

1 All right. I'm going to refer as Q. the -- to the two rate cases that were on the docket 2 of the Public Service Commission and the Commonwealth 3 of Kentucky as case No. 2003-00433 and case No. 2003-00434, which are Louisville Gas & Electric 5 6 Company rate case, the first one, and Kentucky Utilities Company, the second one, item 00434. 7 8 Α. Okay. All right. Using that as a reference, 9 0. 10 can you tell me when you were first contacted to 11 participate in the rate cases? 12 Α. I don't recall exactly. It was probably several months before I filed the testimony, 13 14 and so it must have been sometime in 2003. 15 0. All right, sir. Let me give you a 16 little aid and assistance here. The notice of intent 17 to file was filed the final week of November of 2003. The actual rate case was filed the last week of 18 19 December 2003. Okay. So it was probably several 20 Α. 21 months before that. 22 All right. And who contacted you? Q. 23 It might have been Kendrick Riggs or

it might have been John Wolfram. I think one of

those two. I don't recall exactly.

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1 Q. All right, sir. And I take it you had 2 testimony prepared and filed in the two rate cases? 3 Α. Yes, I did prepare testimony and it was filed. 5 All right. And did you testify in 6 both rate cases? 7 Yes, I did. Α. 8 All right. So you performed work for 0. 9 both case No. 0433 and case No. 0434. 10 Α. That's correct. 11 0. And you filed testimony in both; am I 12 correct? 13 Α. Yes. 14 All right. Did you at any time prior Q. 15 to the end of the year 2003 have any conversations 16 with any member of the staff of the Public Service 17 Commission about the two rate cases? 18 Α. None whatsoever. 19 0. Okay. And let me ask you that same 20 question with regard to any commission member of the 21 Public Service Commission of the Commonwealth of 22 Kentucky. Any conversations prior to the end of the 23 year 2003? 24 Α. No, I did not. 25 All right, sir. Now, moving into the Q.

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1
     year 2004, do you know when your testimony was
     actually filed of record in the case?
 2
 3
                     I thought it was, if I remember right,
     right at the end of -- let me just think -- at the
 4
 5
     end of 2003. Is that what you said? That's sort of
     what I recollect. I know I was cross-examined
 6
 7
     sometime in May of 2004.
 8
                     All right. And who were you
             0.
 9
     cross-examined by?
10
                     It was Ms. Blackford.
             Α.
11
             0.
                     Okay. From the attorney general's
     office?
12
13
                    Yes.
             А.
14
                    Anybody else?
             Q.
15
                     No, because by that time there was a
             Α.
     partial settlement on the table, and I think I was --
16
17
     Ms. Blackford was the only one who cross-examined me.
18
                     Okay. And that was actually in
             Ο.
19
     Frankfort, Kentucky at the offices of the Public
20
     Service Commission, correct?
21
             Α.
                    That's correct.
22
             Ο.
                    Okay. That was on the record in the
23
     two rate cases; am I correct?
24
             Α.
                    Yes, that's correct.
25
             Q.
                    Okay. Now, prior -- and let's go back
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1 to the first of the year, January 1st, 2004, until 2 the time that you actually gave your testimony. 3 you have any contact with any member of the staff of the Public Service Commission about the rate cases? 4 5 I never spoke to anyone. I don't 6 recall if the staff sent me any data requests. 7 Q. Okay. 8 They might have. And if they did, I 9 obviously replied. 10 0. Yes. Now, if, in fact, you had 11 received a data request, would you have discussed 12 that with counsel for LG&E/KU prior to responding? 1.3 If -- if I was unclear about something Α. 14 or if I thought they were asking for something that 15 was unreasonable, I might have discussed it, but I --16 Do you have a --Q. 17 Other than that, I would have just Α. 18 replied and sent it to whoever I was working with. I 19 don't remember if it was John Wolfram or Kendrick 20 Riggs, but forward it on to whoever it had to be submitted to. 21 22 Ο. Do you have a present recollection of 23 having had conversations about data requests? 24 Α. No, I don't. 25 Q. All right. Fair enough. So you filed

1 your testimony, and then you came to Frankfort to
2 testify; am I correct?

A. Yes.

- Q. All right. Now, the first informal conference would have been April the 28th, 2004. Did you attend the informal conference?
 - A. No, I did not.
- Q. Okay. Between April the 28th, 2004 and the following week, did you attend any conferences, settlement conferences or any other conferences on this matter?
- A. When I -- when I came to the hearing
 on -- my recollection it was a Tuesday, May 4th.
 - Q. All right, sir.
 - A. Instead of the hearings started, I think they adjourned to a room behind the hearing room. And there were quite a few people in there, and I think they were to be having settlement negotiations. And I was sitting in the audience for that. I wasn't sitting around -- they had a big group of tables. I wasn't sitting around the group of tables. I was in the audience in that conference room.
 - Q. All right, sir. And were you there for the whole of the day?

A. I was there a good part of the day. I might have stepped out for a while. As I said, I wasn't participating in the negotiation. I was more in the audience.

- Q. All right, sir. Did you have on that day any conversations with any member of the staff of the Public Service Commission?
- A. Not -- not about the case. If I did, it was during a break, just social talk about the Kentucky Derby or something like that.
- Q. Okay. Did you know -- prior to your appearance on May 4th, 2004, did you know personally any members of the staff?
- A. I -- when you say "know," I believe I have been cross-examined by Mr. Raff before.
- Q. Other than your experience in cross-examination, had you ever had any other conversations with him?
- A. Again, just social talk at the hearings, before I testified, after and during the breaks, something like that. I don't know them personally.
- Q. All right. So when you say "social,"

 it would be more in the way of a salutation, hi, how

 are you?

1 Α. Right. 2 Q. Okay. 3 Α. Talking with them about the Derby or 4 something like that. 5 Ο. All right, sir. Let me ask you the 6 same question. Do you know any members of the Public 7 Service Commission? 8 Α. No. 9 0. Okay. And I take it on May the 4th, 10 you had no conversations with any member of the 11 Public Service Commission. 12 Α. That's correct. 13 And so that we complete the loop, 14 between April the 28th, 2004, the date of the 15 informal conference, and May 4, 2004, do I take it 16 you had no conversations with any member of the 1.7 staff, nor any conversation with any member of the Public Service Commission? 18 19 For sure not the Public Service Α. 20 Commission. The staff, as I said, it might have been 21 a social comment just in passing if there was a break 22 because I had seen them in the past before, but 23 nothing substantive about the case. 24 Ο. Okay. And so that we're clear, you 25 would not have been there physically to have such a

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conversation anytime prior to May the 4th; am I
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 2
     correct?
 3
                     I -- I arrived in Louisville on
              Δ.
 4
     Sunday, May 2nd, but I was in Louisville. And I
 5
     just -- if I recollect, I came to Frankfort
 6
     Tuesday --
 7
              Q.
                     All right, sir.
 8
              Α.
                     -- May 4th.
 9
              Q.
                     All right. The next day, May the 5th,
10
     which would have been a Wednesday, did you
11
     participate in the proceeding?
12
             Α.
                     I was cross-examined, if I remember
13
     correctly.
14
                    Okay. And that's the
             Ο.
15
     cross-examination you told me about with
16
     Ms. Blackford.
17
             Α.
                    Yes, that's correct.
18
                     Okay. Other than your
19
     cross-examination on May the 5th, did you participate
20
     in any of the settlement discussions in similar
21
     fashion as you had the day before?
22
             Α,
                    I don't remember if there were any
23
     that day. If there were, it was the same kind of
24
     thing where I was just sort of in the audience.
25
     was mostly sitting there. And I thought I might have
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1 to be cross-examined at any moment, so I was studying my backup materials, things like that. I was more 2 3 concerned about my testimony than the settlement discussions. 4 5 All right, sir. Do I take it, then, 6 you really did not know the chronology of events with the settlement discussions and what the exact issues 7 were? 8

- Α. That's true.
- 0. All right. You were more focused on your testimony?
 - Α. Yes.

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- 0. Fair enough. And thus, I take it, you did not know the content of the actual discussions that had been going on prior to May the 5th?
- Well, I was there May 4th, but I was, Α. you know, listening at times, but not paying full attention every second because some of it was just droning on. It was not my area and, you know, it wasn't scintillating, shall we say.
- Were you informed at any time on Ο. either May the 4th or May the 5th that a settlement agreement had been reached?
- I recollect that it was either close Α. 25 to or something had been reached. I don't remember

1 exactly, but it was either very close or it had been 2 reached and they were just branching out the 3 language. I can't tell exactly which, whether it was close to or reached and just working out language. 5 don't recall specifically. 6 Q. Okay. After you gave your testimony 7 on May the 5th, did you depart immediately or did you continue to stay in Louisville? 8 9 No. I stayed around. I believe that 10 I helped cross-examine the attorney general's 11 witness, Dr. Weaver. 12 0. All right. And when do you believe 13 that occurred? 14 It might have been the next day. don't -- I don't remember whether it was Wednesday or 15 16 Thursday. I recollect coming home on a Friday, but I 17 think he might have been cross-examined Thursday. 18 I'm not sure. 19 All right. So you believe that you 20 may have been there on May the 6th to participate in 21 his cross-examination? 22 Yes, I -- I think so. Α. 23 Okay. And either on May 4th, 5th or 0. 24 6th, do I take it you really do not know what the

terms and conditions of the settlement agreement --

1 conversations were, do you? 2 No, other than what I heard when I 3 was, as I said, in that conference room behind the hearing room. 4 5 All right. Let me ask you the same 6 questions I've asked you with regard to May the 4th 7 or May the 5th and the 6th. Did you have any conversations, other than social or salutations, 8 between you and the staff on either May 5th or 9 10 May 6th? 11 Α. Not that I recall, unless -- I don't 12 remember if the staff cross-examined me at all. Other than on the record. 13 14 No. Again, it was just the social 15 salutations. 16 Okay. And let me ask you that same Q. 17 question with regard to, again, commission members, no conversations with them. 18 19 Α. No. 20 Q. All right. Now, Friday would have 21 been May the 7th. And I take it from your prior 22 statement, you left Frankfort and Louisville on 23 Friday, the 7th, to return to New York. 24 Α. That's what I recall, yes. 25 Okay. In the following week, did you Ο.

1 come to Frankfort or Louisville to participate in 2 these proceedings? Α. No. 3 All right. Do you have a recollection 5 of having been advised as to the determination by the 6 Public Service Commission on this case? 7 Α. Could you repeat that again? 8 Ο. Sure. Do you have a recollection of 9 having been advised ultimately -- let me help you 10 with the chronology -- in late June of 2004? 11 Α. Oh, yes. There were decisions in each 12 of the cases, so I saw those decisions. 13 0. Okay. And you did see the decisions. 14 Α. Yes. 1.5 Okay. And did you have any 0. 16 communication from the time you left on May the 7th, 17 that Friday, until determination by the Public 1.8 Service Commission with any member of the staff or commission about the rate cases? 19 20 Α. None whatsoever. 21 All right, sir. Now, having sat there 0. 22 for, I guess, some two and a half days, May 4th, 23 May 5th and part of May 6th, did you yourself witness 24 anything which you would personally call 25 inappropriate or collusive behavior upon the part of

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the staff or the commission?
 1
 2
             Α.
                     No.
 3
                     MR. GOLDBERG: All right, sir. That's
     all I have, Mr. Rosenberg. I appreciate very much
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 5
     your taking this time with us.
 6
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               (STATEMENT CONCLUDED AT 10:25 A.M.)
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1	STATE OF KENTUCKY) () (SS:
2	COUNTY OF JEFFERSON) (
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4	I, ELLEN L. COULTER, Notary Public, State of Kentucky at Large, hereby certify that the
5	foregoing sworn statement was taken at the time and place stated in the caption; that the appearances
6	were as set forth in the caption; that prior to giving testimony the witness was first duly sworn by
7	me; that said testimony was taken down by me in stenographic notes and thereafter reduced under my
8	supervision to the foregoing typewritten pages and that said typewritten transcript is a true, accurate
9	and complete record of my stenographic notes so taken.
10	I further certify that I am not related by blood or marriage to any of the parties
11	hereto and that I have no interest in the outcome of captioned case.
12	My commission as Notary Public expires November 5, 2007.
13	Given under my hand this the the
14	day of Alluwer, 2005, at Louisville,
15	Kentucky.
16	CMark Og Mar
17	Jew Cource
18	ÉLLEN L. COULTER NOTARY PUBLIC
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1	I, the undersigned, ROBERT G. ROSENBERG,			
2	do hereby certify that I have read the foregoing			
3	sworn statement, and that, to the best of my			
4	knowledge, said sworn statement is true and			
5	accurate, with the exception of the corrections, if			
6	any, listed on the errata sheet.			
7				
8	Robert G. Lovenberg			
9	ROBERT G. ROSENBERG			
10				
11	Subscribed and sworn to before me this $\frac{24}{}$			
12	day of Scotember, 2005.			
13				
14				
15	// ~ ~ / .			
16	NOTARY PUBLIC			
17	NOIBRI EUDBIC			
18	Michael Park Construction of the Construction			
19	My commission expires			
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COULTER REPORTING, LLC 101 EAST KENTUCKY STREET, SUITE 200 LOUISVILLE, KY 40203

ERRATA SHEET

NAME Robert G. Rosenberg DATE OF DEPOSITION August 29, 2005 After having read my deposition, I wish to make the following changes: None Page ____ Line ___ Change Reason for change Page ____ Line ____ Reason for change Page Line Change Reason for change Page ____ Line ___ Change Reason for change Page ____ Line ____ Change Reason for change Page ____ Line ___ Change Reason for change Page ____ Line ____ Change _____ Reason for change Page ____ Line ____ Change Reason for change Page ____ Line ____

Reason for change

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behalf [1] 5/20 correct [10] 8/10 8/12 9/20 9/21 9/23 behavior [1] 18/25 9/24 11/2 13/12 14/2 14/17 -- [30] behind [2] 11/16 17/3 correctly [2] 5/7 14/13 believe [6] 5/10 6/7 12/14 16/9 16/12 could [2] 5/22 18/7 COULTER [4] 1/21 1/21 20/4 20/18 16/19 a.m [2] 3/7 19/7 CoulterLLC [1] 1/24 bellsouth.net [1] 1/24 about [13] 4/21 4/25 8/17 10/4 10/13 Beside [1] 5/25 counsel [2] 2/2 10/12 10/23 12/8 12/9 13/3 13/23 14/15 15/3 between [3] 11/8 13/14 17/9 COUNTY [1] 20/2 cross-examination [4] 12/17 14/15 big [1] 11/20 accurate [1] 20/8 Blackford [3] 9/10 9/17 14/16 14/19 16/21 activity [1] 3/25 blood [1] 20/10 cross-examine [1] 16/10 actual [2] 7/18 15/14 cross-examined [8] 9/6 9/9 9/17 12/15 both [4] 4/12 8/6 8/9 8/11 actually [4] 6/18 9/2 9/18 10/2 branching [1] 16/2 14/12 15/1 16/17 17/12 addition [1] 4/2 break [2] 12/9 13/21 current [1] 5/14 address [1] 3/15 breaks [1] 12/21 adjourned [1] 11/16 Brown [1] 2/9 damage [3] 4/3 6/1 6/3 ADJUSTMENT [2] 1/5 1/10 business [1] 3/15 but [12] 4/15 4/23 4/24 5/22 10/15 10/20 data [3] 10/6 10/11 10/23 advised [2] 18/5 18/9 Aegon [1] 2/10 13/22 14/4 15/16 15/17 16/1 16/16 date [1] 13/14 after [2] 12/20 16/6 day [9] 3/6 11/25 12/1 12/6 14/9 14/21 again [5] 5/1 12/19 17/14 17/17 18/7 14/23 16/14 20/14 ago [5] 4/15 4/16 4/21 4/25 5/11 days [1] 18/22 call [1] 18/24 **December [1]** 7/19 **decisions [3]** 18/11 18/12 18/13 agreement [2] 15/23 16/25 calling [2] 4/25 5/3 agreement -- [1] 16/25 calls [1] 5/3 aid [1] 7/16 came [3] 11/1 11/12 14/5 depart [1] 16/7 all [39] can [2] 4/11 7/10 Derby [2] 12/10 13/3 am [6] 4/10 8/11 9/23 11/2 14/1 20/10 determination [2] 18/5 18/17 can't [1] 16/3 analyses [1] 4/2 caption [2] 20/5 20/6 did [31] didn't [1] 4/15 analysis [2] 4/3 6/19 captioned [1] 20/11 any [27] case [20] 1/5 1/10 4/21 4/23 5/21 6/3 6/7 discussed [2] 10/11 10/15 6/9 6/16 7/4 7/4 7/6 7/18 8/9 8/9 9/2 12/8 discussions [4] 14/20 15/4 15/7 15/14 Anybody [1] 9/14 anyone [1] 10/5 13/23 18/6 20/11 do [18] 3/19 3/25 4/1 4/2 6/15 6/20 9/1 anything [1] 18/24 cases [15] 4/17 5/16 5/19 5/25 6/1 6/6 10/16 10/22 13/6 13/15 15/5 16/12 16/24 7/2 7/11 8/2 8/6 8/17 9/23 10/4 18/12 anytime [1] 14/1 16/24 17/1 18/4 18/8 appearance [1] 12/12 docket [1] 7/2 don't [16] 4/22 4/23 5/12 6/11 7/12 7/25 appearances [1] 20/5 Center [1] 2/10 10/5 10/19 10/24 12/21 14/22 15/25 16/5 certify [2] 20/4 20/10 appreciate [1] 19/4 approximately [1] 3/7 check [1] 5/23 16/15 16/15 17/11 April [5] 5/19 6/9 11/5 11/8 13/14 chronology [2] 15/6 18/10 don't -- [1] 16/15 are [5] 3/22 4/5 4/8 7/5 12/25 **chronology** -- [1] 18/10 done [3] 6/1 6/5 6/5 area [3] 6/21 6/23 15/19 City [2] 2/5 3/4 down [1] 20/7 around [3] 11/20 11/21 16/9 clear [1] 13/24 Dr. [1] 16/11 close [3] 15/24 16/1 16/4 Dr. Weaver [1] 16/11 around -- [1] 11/20 arrived [1] 14/3 collusive [1] 18/25 droning [1] 15/19 as [13] 4/3 4/20 6/22 7/1 7/4 7/9 12/2 combined [1] 5/5 duly [1] 20/6 13/20 14/21 17/3 18/5 20/6 20/12 come [1] 18/1 during [2] 12/9 12/20 ask [5] 5/15 8/19 13/5 17/5 17/16 coming [1] 16/16 asked [1] 17/6 comment [1] 13/21 commission [19] 1/1 2/3 7/3 8/17 8/20 E-MAIL [1] 1/24 asking [1] 10/14 each [1] 18/11 assistance [1] 7/16 8/21 9/20 10/4 12/7 13/7 13/11 13/18 at [16] 3/6 5/2 6/10 8/14 9/4 9/4 9/19 13/20 17/17 18/6 18/18 18/19 19/1 20/12 East [1] 1/22 12/19 15/1 15/17 15/21 17/12 19/7 20/4 Commonwealth [2] 7/3 8/21 economic [3] 3/23 3/24 4/1 either [6] 4/12 15/22 15/24 16/1 16/23 20/5 20/14 communication [1] 18/16 companies [1] 4/2 attend [2] 11/6 11/9 **COMPANY [5]** 1/6 1/11 4/6 7/6 7/7 **ELECTRIC** [5] 1/5 1/6 1/10 4/6 7/5 attention [1] 15/18 attorney [2] 9/11 16/10 complete [2] 13/13 20/9 ELLEN [3] 1/21 20/4 20/18 audience [4] 11/19 11/22 12/4 14/24 concerned [1] 15/3 else [1] 9/14 AUGUST [2] 1/18 3/6 **CONCLUDED** [1] 19/7 end [4] 8/15 8/22 9/4 9/5 engaged [1] 3/22 conditions [3] 1/6 1/11 16/25 conference [5] 11/5 11/6 11/22 13/15 enough [2] 10/25 15/13 B-E-A-R [1] 3/20 estimates [1] 4/3 back [2] 5/15 9/25 conferences [3] 11/10 11/10 11/11 **events [1]** 15/6 backup [1] 15/2 consulting [2] 3/23 3/25 ever [2] 5/16 12/17 be [4] 10/20 11/18 12/24 15/1 contact [1] 10/3 every [1] 15/18 Bear [3] 3/16 3/18 3/20 exact [1] 15/7 contacted [2] 7/10 7/22 because [5] 4/22 6/18 9/15 13/22 15/18 contacts [1] 4/24 exactly [5] 5/12 7/12 7/25 16/1 16/3 been [18] 7/14 7/23 7/24 11/5 12/15 EXAMINATION [1] 3/9 content [1] 15/14 13/20 13/25 14/10 15/15 15/23 15/25 16/1 continue [1] 16/8 experience [1] 12/16 16/14 16/17 16/20 17/21 18/5 18/9 conversation [2] 13/17 14/1 expires [1] 20/12 before [8] 5/21 6/17 7/13 7/21 12/15 conversations [10] 8/15 8/22 10/23 12/6 🛱 12/20 13/22 14/21 12/18 13/10 13/16 17/1 17/8 17/18 beginning [1] 6/9 fact [1] 10/10

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