



Earl M. Robinson, CDP

Principal

Mr. Robinson has over 40 years experience in the utility field and provides services relative to depreciation and cost-based valuation issues. He has testified before numerous regulatory agencies including state, federal, and property tax agencies throughout the U.S., Canada, and the Caribbean.

He co-authored "An Introduction to Net Salvage of Public Utility Plant". Additionally, Mr. Robinson has made presentations to industry organizations on the subject of depreciation studies, as well as depreciated replacement cost to property tax appraiser staffs.

1977 to Date

AUS Consultants. Various positions - currently Principal. Mr. Robinson prepares studies and coordinated analyses related to valuation, depreciation, original cost, trended original cost, cost of service, bill analyses, as well as analyses of expenses, revenues and income for various municipal and an extensive number of investor-owned electric, gas, water, wastewater, and telecommunications utilities.

Studies prepared have required the review of company records, inspection of property, the preparation of property inventories and original costs, preparation and review of mortality studies, selection of proper service lives, life characteristics and analysis of salvage, and analysis of the capital recovery impact of changing depreciation methods.

During his many years of experience, Mr. Robinson has been involved in and/or responsible for an extensive quantity of comprehensive depreciation studies. Numerous early years' depreciation studies were prepared manually without the convenience of computer software systems. Subsequently, during the mid/late 1970's, Mr. Robinson became responsible for the completion of the many depreciation studies performed for the firm's clients. As part of that responsibility, Mr. Robinson was involved in not only performing the studies, but also in assisting AUS Consultants' MIS department in developing and testing various computer depreciation models. The studies performed by Mr. Robinson or under his direction have included all types of utilities, including electric, gas, water, wastewater, and telecommunications. During Mr. Robinson's career he has been involved in the preparation of more than a hundred depreciation related projects.

A Certified Depreciation Professional (CDP), Mr. Robinson provides services to the firm's clients with regard to depreciation and cost based valuation issues. With more than forty (40) years' experience, he began his career as a staff member of the Plant Accounting Department of United Telephone (now Sprint) Eastern Group Headquarters subsequent to which he has spent the past thirty-five (35) plus years, as a consultant, preparing depreciation and valuation studies for gas, pipeline, electric, telecommunications, water, and

wastewater utilities. In conjunction with the provision of these services, Mr. Robinson has testified on many occasions before numerous regulatory agencies (including state, federal, and property tax agencies throughout the U.S., Canada, and the Caribbean in support of the many studies completed for his diverse list of clients. In addition he has negotiated depreciation rates with various state regulatory agencies, the FCC Staff, and the FERC staff. Mr. Robinson has also participated in several FCC, state, company three-way depreciation re-prescription meetings.

With regard to valuation matters, Mr. Robinson has been involved with the development of cost indices from the earliest part of his career through the present. During his earlier years, he assisted and/or developed and utilized cost indices to prepare reproduction cost and related fair value determinations for various of the firms' regulated utility clients. Subsequently, he attained extensive experience in preparing custom indices, replacement cost, and depreciated replacement cost studies, having been responsible for preparing many such cost studies relative to various clients within the telecommunications industry during the past twenty (20) plus year period.

He is also responsible for developing and publishing the firm's AUS Telephone Plant Index (successor to the Handy Whitman and C A Turner Telephone Construction Cost Index), a reproduction cost index subscribed to by various operating companies, regulatory agencies, and consultants.

Mr. Robinson is a founding member and past President of the Society of Depreciation Professionals, a professional organization that provides depreciation training, as well as provides a forum for the discussion of depreciation issues. He is also a member of the American Gas Association (AGA) Accounting Services Committee and past chairman of the Statistics, Bibliography, Court Regulatory Sub-Committee of the AGA Depreciation Committee. As a member of that organization, he co-authored a publication entitled "An Introduction to Net Salvage of Public Utility Plant". Mr. Robinson has also completed various presentations on the subject of depreciation studies as well as depreciated replacement cost to industry organizations and property tax appraiser staffs.

EXPERIENCE CONTINUED...



1975 to 1977

Gannett, Fleming, Corddry & Carpenter, Inc. Valuation Analyst in the Valuation Division where his duties and responsibilities included the classifications, analyses and coordination of data in the development of depreciation rates for various companies including telephone, gas, water and electric utilities.

1971 to 1975

Weber, Fick & Wilson (Acquired by AUS Consultants), Public Utility Analyst engaged in the unitization and subsequent application of costs in the pricing of inven-

tories for original cost determination, depreciation and salvage studies to determine proper annual depreciation rates and trended original cost studies used in the determination of utility rate base.

1966 to 1971

United Telephone Company of Pennsylvania (now Sprint/United Telephone Company of PA). As a staff member of the Plant Accounting Department, his duties and responsibilities included various plant accounting ledgers, unitization of location and mass property accounts, as well as special studies related to insurance and tax valuations of utility plant in service.

CLIENTS SERVED

Testimony:

Jurisdictions testified in include Alberta, Arizona, California, Connecticut, Delaware, District of Columbia, FERC, Florida, Indiana, Illinois, Iowa, Kansas, Kentucky, Maryland, Massachusetts, Montana, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Oklahoma, Nevada, Pennsylvania, Rhode Island, South Carolina, Tennessee, Utah, and Virgin Islands. Extensive expert testimony has been presented on the subjects including Depreciation, Capital Recovery, Plant in Service Measures of Value, Depreciated Reproduction Cost, and Depreciated Replacement Cost. Numerous additional depreciation studies have been completed and filed in various different jurisdictions for which testimony appearances were not required.

General Clientele:

Arthur Andersen
Electric Utility Consultants, Inc.
Ernst & Young

Pricewaterhouse Coopers
Standard & Poors

Wastewater:

California - American Water Company
Citizens Sewer - Arizona
Hawaii Water Service Company-Wastewater
Kona Wastewater
Pukalani Wastewater Company
Wailoloa Resort Wastewater
Illinois-American Company - Wastewater

Monarch Utilities, Inc.
New Jersey Water Company
Sewer Districts
Palm Coast Utility Corporation
Pinelands Sewer Company
Wynnewood Sewer Company

Cable Television:

Cable Television Consortium

Storer Broadcasting Company (DE, MD, MN)

Electric:

Atlantic City Electric d/b/a Conectiv Power Delivery
Nantahala Power and Light Company
Borough of Butler - Electric Dept.
Conectiv Power Delivery
Consolidated Edison Co of NY
Consolidated Hydro, Inc.
Delmarva Power and Light Company
 Delaware
 Maryland
Duquesne Light Company
Hershey Electric Company
Kentucky Utilities
Lockhart Power Company
Louisville Gas & Electric Co. - Elec. Div.
Montana - Dakota Utilities Co - Elec. Div

New York State Electric and Gas Corp
Northern Indiana Public Service Co
Pennsylvania Power Company
Philadelphia Electric Company
Potomac Electric Power Company
 Maryland
 Washington D.C.
Progress Energy - Carolinas
Progress Energy - Florida, Inc
Public Service Company of New Mexico
Public Service Electric & Gas Company
Rochester Gas and Electric Corporation
Vermont Electric Power, Inc
Wellsboro Electric Company

Gas:

ATCO Gas
ATCO Pipelines
Atlanta Gas Light Company
Bay State Gas Company
C & T Enterprises, Inc.
 Valley Cities Waverly Gas Company
Canadian Western Natural
 Gas Company Limited
Cascade Natural Gas Corporation
Citizens Gas & Coke Utility
Columbia Gas of Pennsylvania, Inc.
Connecticut Natural Gas Corporation
Consolidated Edison Co of New York
East Ohio Gas
 Elkton Gas Service
Granite State Gas Transmission, Inc.
Great Plains Natural Gas Co.
Kansas Gas Service
Louisville Gas & Electric Co. - Gas Division
Montana Dakota Utilities - Gas Division
National Fuel Gas Distr. Corp., NY
National Fuel Gas Supply
New York State Electric & Gas Corp
NICOR Gas Company
Northeast Heat & Light Company

North Carolina Gas Service
North Penn Gas
Northern Indiana Public Service Co.
Northern Utilities, Inc.-Maine
Northern Utilities, Inc.-New Hampshire
Oklahoma Natural Gas Company
Pacific Gas & Electric Company
Paiute Pipeline
Pennsylvania Gas & Water Company
PG Energy Inc.
Pennsylvania and Southern Gas Company
 Valley Cities Division
 Waverly Division
Pipeline Industry Group
Providence Gas Company
Public Service Electric & Gas Co
Public Service Company of New Mexico
Roanoke Gas Company
Rochester Gas and Electric Corporation
Saxonburg Heat & Light Company
Sierra Pacific Power Co/NV Energy
Southern Connecticut Gas Company
Southwest Gas Corporation
T.W. Phillips Gas & Oil Company
Williams Companies

Telecommunications:

Ace Telephone Association - IA & MN
Air Touch Communications
AirTouch Paging
ALLTEL Pennsylvania, Inc.
AT&T-Advance Solutions, Inc-CA
BellSouth Telecommunications
Buffalo Valley Telephone Company
Cellular Industry Study Group
 AT&T Wireless
BellSouth Communications
 GTE Mobilnet
Bighthouse Networks-Citrus County
Cable & Wireless
Chenango & Unadilla Telephone Company
Cingular Wireless
 Cingular Wireless - California
 Cingular Wireless - Houston
 Cingular Wireless - Massachusetts
Commonwealth Telephone Company
CTC of Michigan
CTC of Virginia
Denver & Ephrata Telephone & Telegraph Co.
 D & E Network
 D & E System
Embarq Florida, Inc.
Empire Telephone Corporation
Illinois Consolidated Telephone Co.
Jamestown Telephone Corporation
Leesport Telephone Company
Lewisberry Telephone Company
Los Angeles Cellular Telephone Co.
MCI International, Inc.
MCI Telecommunications Corp.
MFS Communication Company, Inc.
Marianna & Scenery Hill Tel. Co.
Mid State Telephone Company
Mobile Comm
Motorola, Inc.
Nevada Bell
New Jersey Telephone Company
The North-Eastern Pennsylvania Tel. Co.

Pacific Bell
Pactel Cellular
Paging Industry Study Group
Paging Network, Inc.
Quaker State Telephone Company
Qwest Communications Corporation
 Qwest - Arizona
 Qwest - Iowa
 Qwest -- Montana
 Qwest -- Washington
RCA Global Communications, Inc.
SBC Ameritech Corporation
 SBC -- Arkansas
 SBC -- Kansas
 SBC -- Michigan
 SBC -- Missouri
 SBC -- Ohio
 SBC -- Oklahoma
 SBC - Wisconsin
 SBC - West - California
 SBC - West - Nevada
Skytel
Southwestern Bell Telephone Company
Standard Telephone Company
Telecommunications d'Haiti
Telephone Utilities of Pennsylvania
United Telephone Company of New Jersey
USA Mobile Communications
Verizon Wireless
 Verizon - California
 Verizon - Kentucky
 Verizon - Massachusetts
 Verizon -- Montana
 Verizon - South Carolina
 Verizon -- Utah
 Verizon -- Washington
 Verizon - Wyoming
 Verizon - Total Company
Virgin Islands Telephone Corporation
Williams Communication
WiTel, Inc.

Steam:

Consolidated Edison Co of New York

Water:

Arizona Water Company
Artesian Water Company
Bethlehem Authority - Water
California-American Water Company
Citizens Water - California, Arizona
California Water Service Company
City of Auburn
City of Fairfax
Clinton Water Company
Columbia Water Company
Commonwealth Water Company
Consumers New Jersey Water Company
Dauphin Consolidated Water Supply Co.
Dominguez Water Company
Elizabethville Water Company
Garden State Water Company
Hackensack Water Company
Hawaii Water Service
Ka'anapali Water
Kona Water
Waikoloa Village Water
Waikoloa Resort Water
Waikoloa Resort Irrigation
Hershey Water Company
Illinois-American Water Company
Indianapolis Water Company
Indian Rock Water Company
Iowa-American Water Company
Keystone Water Company
Manufacturers Water Company
Masury Water Company
Middlesex Water Company
Monarch Utilities, Inc.

Monarch Utilities, Inc. York Water Company
Monmouth Consolidated Water Company
New Haven Water Company
New Jersey Water Company
New Mexico-American Water Company, Inc.
Newtown Artesian Water Company
New York-American Water Company
Ohio-American Water Company
Palm Coast Utility Corporation
Pennichuck East Utility
Pennichuck Water Works
Pennsylvania-American Water Company
Pennsylvania Gas & Water Company
Pennsylvania Water Company
Erie & Sayre Divisions
Philadelphia Suburban Water Company
Pinelands Water Company
Public Service Water Company
Riverton Consolidated Water Company
Roaring Creek Water Company
Rock Springs Water Company
Shenango Valley Water Company
Southern California Water Company
Spring Valley Water Company
Spring Valley Water Company
Tidewater Utilities, Inc.
United Water - Delaware
United Water - New Jersey
United Water - Pennsylvania
United Water - Toms River
United Water - Virginia
Virginia American Water Company
Western Pennsylvania Water Company

Regulatory and Governmental:

Regulatory Commission of Alaska
Alaska Electric Light & Power Company
Interior Telephone Company, Inc
Fairbanks Water & Wastewater
Mukluk Telephone Company, Inc
TDX North Slope Generating
United KUC, Inc
United Utilities, Inc.
Arizona Corporation Commission
Mountain States Telephone & Telegraph
Southwest Gas Corporation
Baltimore County, MD
Bensalem Township - Water
Bethlehem Authority - Water
Borough of Butler, NJ

Borough of Media Water Works
City of New Orleans, LA
Delaware Public Service Commission
Delaware River Port Authority
Diamond State Telephone Company
Kansas Corporation Commission
Southwest Bell
Public Service Comm. of Nevada
Nevada Bell
Town of Waterford, CT
Northeast Utilities
Washington, D.C. - PSC
C&P Telephone Company
Potomac Electric Power Company

AFFILIATIONS



American Water Works Association

American Gas Association

American Railway Engineering Association

Pennsylvania Gas Association

Pennsylvania Municipal Authorities Association

Member AGA Accounting Services Committee

Society of Depreciation Professionals

Founding Member

Chairman Coordinating and Membership Committees

Treasurer

President (previous)

EDUCATION

Graduate of Harrisburg Area Community College with an Associate of Arts Degree in Accounting, and further studies at University Center of Harrisburg. Successfully completed numerous programs related to service life and salvage estimation, forecasting, and evaluation sponsored by Depreciation Programs, Inc. at Calvin College Campus, Grand Rapids, Michigan. In addition, Mr. Robinson successfully completed cost of service seminars sponsored by the American Water Works Association. He received his CDP (Certified Depreciation Professional) designation by exam during 1996.

PUBLICATIONS

“An Introduction to Net Salvage of Public Utility Plant”, AGA/EEI Depreciation Accounting Committee, Contributing Author 1989

“Replacement Cost and Service Life Studies”, Journal of Property Tax Management, Fall 1994, Volume 6, Issue 2

Please read more publications by Mr. Robinson at www.ausconsultants.com/publications

"Depreciated Replacement Cost", Institute of Property Taxation - 18th Annual Conference, San Francisco, CA

"RCNLD Issues for Utilities", The National Association of Railroad & Public Utilities Tax Representative, 1997 Annual Conference, North Lake Tahoe, NV

"Useful Service Lives of Cellular Industry Assets", State of Florida, Department of Revenue, Industry/Government Task Force (April 1997)

"Appraisal and Valuation Issues Associated with Technology Changes within the Wireless

Industry", 30th Annual Wichita Program - Appraisal for Ad Valorem Taxation of Communications, Energy, and Transportation Program, Wichita State University - July 30-August 3, 2000

"Physical/Functional Obsolescence, Residual Values/Floors (Net Salvage)", 32th Annual Wichita Program - Appraisal for Ad Valorem Taxation of Communications, Energy, and Transportation Program Wichita State University - July 28-August 1, 2002

"Depreciation Study Preparation", AGA Accounting Services Committee/EEI Property Accounting & Valuation Committee, Lake Tahoe, Nevada - October 28, 2002

"Use of Replacement Cost to Value High Tech Equipment" Southeastern Association of Tax Administrators, 53rd. Annual Conference, Savannah, Georgia - July 14-July 16, 2003

"Property Tax: Use of Replacement Cost in the Appraisal of Telecommunications Companies", Western States Association of Tax Representatives (WSATR), WSATA 2003 Annual Meeting, Austin, TX - Sept. 9, 2003

"Replacement Cost & Depreciated Replacement Cost Presentation", Southwestern Bell Telephone Company - Arkansas PSC - Tax Division - August, 2003

"Valuation of Assets", AGA Accounting Services Committee/EEI Property Accounting & Valuation

Committee, Scottsdale, Arizona - December 9, 2003

"Property Tax: Use of Replacement Cost in the Appraisal of Telecommunications Companies", Oklahoma State Board of Equalization Public Service Valuation Guidelines Subcommittee - Oklahoma City, OK - Feb 5, 2004

"Net Salvage Issues In Rate Cases", AGA Accounting Services Committee/EEI Property Accounting & Valuation Committee, San Antonio, Texas - May 17, 2004

"Current Depreciation Issues: Point-Counterpoint", AGA Accounting Services Committee/EEI Property Accounting & Valuation Committee, Savannah, Georgia - November 14, 2006

"Depreciation & Cost of Removal", AGA Accounting Services Committee/EEI Property Accounting & Valuation Committee, Tucson, Arizona - October 24, 2007

"Whole Life versus Remaining Life", AGA Accounting Services Committee/EEI Property Accounting & Valuation Committee, San Francisco, California - May 21, 2008

"Obsolescence-Measuring the Impact for Industries Experiencing Change""Depreciation & Cost of Removal", IPT 32nd Annual Conference, Atlanta, Georgia, June 23, 2008

"An Alternative to IFRS Unit Depreciation", AGA Accounting Services Committee/EEI Property Accounting & Valuation Committee, Baltimore, Maryland - May 18, 2009

"Alternative to IFRS Unit Depreciation", Society of Depreciation Professionals, Albuquerque, New Mexico, - October 5, 2009

"Depreciation Training", Regulatory Commission of Alaska (RCA), Anchorage, Alaska, October 26 & 28, 2010

SPEAKING ENGAGEMENTS CONTINUED...



"Physical Depreciation – The Uses and Abuses of Iowa Curves and Other Errors", IPT Property Tax Symposium, Austin, Texas, November 2, 2010

"Preparing To Be A Depreciation Witness", AGA Accounting Services Committee/EEI Property Accounting & Valuation Committee, New Orleans, Louisiana – May 19, 2011

"Depreciation – The Last 25 Years & More", Society of Depreciation Professionals, Atlanta, Georgia, – September 20, 2011

"A Roadmap to Replacement Cost", 42nd Annual Wichita Program - Appraisal for Ad Valorem Taxation of Communications, Energy, and Transportation Program, Wichita State University - July 29-August 2, 2012

DEPRECIATION TRAINING INSTRUCTOR-CLASSES:

Regulatory Commission of Alaska, Anchorage, AK, Oct. 2012

EUCI Depreciation Training, Houston, TX, Nov. 8-9, 2012

EUCI Depreciation Training, Denver, CO, May 6-7, 2013

EUCI Depreciation Training, Chicago, IL, Nov. 14-15, 2013

EUCI Depreciation Training, Pasadena, IL, Apr. 22-23, 2014