



July 10<sup>th</sup>, 2018

**CONCENTRIC ENERGY ADVISORS, INC.  
PRICING SCHEME**

Concentric is very interested in supporting the Commission not only because of our unique ability to bring value to the Commission, but because many of our staff have at some point in the past either served as Commissioners, or as staff to Commissions across the United States. We are therefore proposing a pricing scheme that represents a 20% discount to our standard rates as of the writing of this proposal.

<b>TITLE</b>	<b>HOURLY RATE (US DOLLARS)</b>
SENIOR VICE PRESIDENT	\$480
VICE PRESIDENT	\$440
ASSISTANT VICE PRESIDENT	\$370
SENIOR PROJECT MANAGER	\$315
PROJECT MANAGER	\$300
SENIOR CONSULTANT	\$280
CONSULTANT	\$260
ASSISTANT CONSULTANT	\$230
ANALYST	\$200
ASSOCIATE	\$135
PROJECT ASSISTANT	\$60

As the agenda of issues is populated, we will work with the Commission to make this a series of projects that are targeted, efficient, and affordable by identifying staff that is best suited for each individual issue. Since this is a five-year contract that is subject to renew on a yearly basis, the rates stated above will be updated every year following general inflation levels that historically have been between 2 and 3 percent per year.



September 4, 2018

Fred Horecky  
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**RE: RATE CASE SUPPORT GUAM PUC RFP 001-FY18**

Dear Mr. Horecky:

Concentric appreciates the opportunity to work with the Commission as a consultant on water and power matters. As noted in our proposal, we are offering the Commission a 20% discount off our standard rates. While we are unable to offer a further discount than the rate schedule originally submitted, we can ensure efficient use of staff at various billing levels to move in the direction of the PUC's standard hourly fee. Specifically, we anticipate that a vast majority of the work will be executed by Ruben Moreno, Assistant Vice President, and junior staff at the analyst and consultant levels. Concentric's more senior staff will be available to the Commission but will only be utilized when necessary in consideration of their higher rates. This would keep our billing rate range between \$200 and \$370 for most work performed.

We hope the Commission finds this response a reasonable compromise and consistent with the PUC's objectives for cost-effective use of consultant resources.

Sincerely,

**CONCENTRIC ENERGY ADVISORS**

A handwritten signature in blue ink, appearing to read "Ruben Moreno", is written over a faint, circular stamp or watermark.

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