

# Hartman Consultants, LLC

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OFFICIAL COPY

Feb 16 2021

January 28, 2021

**Ms. Kimberley A. Campbell, Chief Clerk**  
**North Carolina Utilities Commission**  
4325 Mail Service Center  
Raleigh, North Carolina 27699-4325

**RE: List of Utility Valuation Experts**  
**Pursuant to N.C Gen. Stat. #62-133.1**  
**A(b)(1) Regarding Docket No. W-100, SUB 60A**

Dear Mrs. Campbell:

This letter along with the attachments is the filing by Mr. Gerald C. Hartman, PE, ASA, BCEE (Water/Wastewater) seeking to be qualified as an accredited impartial Utility Valuation Expert pursuant to N.C G.S. #62-133.1A(b).

I am furnishing the following:

- 1) My resume that reflects my education and experience specific to providing valuations and appraisals of utility plant property (see Attachment A).
- 2) I attest that a Utility Valuation Expert owes a fiduciary duty to provide a thorough, objective, and fair valuation. Further, I acknowledge that the Commission, the Public Staff, the Utility, and the Local Government Utility are anticipated to rely upon the valuation analysis conducted by the Utility Valuation Expert and that this analysis will be thorough, objective and fair. I am current with the 2020 – 2021 Edition of The Appraisal Foundation – Uniform Standards of Professional Appraisal Practice (USPAP) having successfully completed the course work and multiple previous exams.
- 3) My financial and technical fitness is shown as:
  - (a) Professional Engineering Licenses
    - North Carolina      - Illinois              - New Mexico        - Tennessee
    - Florida                - Kentucky            - Nebraska           - Virginia
    - Arizona                - Louisiana           - Nevada             - West Virginia
    - Colorado              - Maine                - New York           - Washington
    - Georgia                - Maryland            - Ohio
    - Iowa                    - Mississippi        - Pennsylvania
    - Indiana                - Missouri            - South Carolina

(b) American Academy of Environmental Engineers – Board Certified

- Certification Number: 88-10034

(c) Accredited Senior Appraiser (ASA) Re-Accreditation, Machinery and Technical Specialties (MTS) Specifically Public Utility Property (PU)

- Accreditation Number: 7542

(d) Mr. Hartman has had no contingent fee arrangements or fees based upon a percentage of total valuation. Mr. Hartman has and will continue to adhere to USPAP.

(e) Existing and Past Clients include:

(1) Governmental/Not-for-Profit

- City of Lake Hamilton
- Rockingham County, VA
- City of Wachula
- Hardee County
- City of Greenville, SC
- York County, SC
- Ascension Parish
- Acadia Parish
- Laurens County, SC
- City of Villa Grove
- City of Pulaski
- Town of Waverly, VA
- Village of Indiantown
- Saluda County Water & Sewer Auth., SC
- JEA – JCC
- Lockport Township
- Village of Sidney
- City of Sandy Springs
- City of Gainesville
- Marion County
- Rock River Water & Sewer Dist.
- Village of Fisher
- Rainbow Municipal Water Dist.
- Polk County, NC
- Village of Sadorus
- City of Bushnell
- City of Tupelo/CDF
- Village of Arthur
- Village of Glenview
- Village of Tega Cay, SC
- City of Harrison, OH
- Village of Oakwood
- City of Orange City
- New River Light & Power- Appalachian S.U, NC
- City of Dover
- Franklin County, NC
- City of Vero Beach
- Spartanburg Water
- City of North Miami Beach
- Bay County
- North Key Largo Utility Auth.
- City of Nashua, NH
- Village of Royal Palm Beach
- City of Lakeland
- Village of Bald Head Island, NC
- Flagler County
- Village of Philo
- St. Johns County
- Clay County
- City of Sanibel
- Seminole County
- City of Longwood
- City of Casselberry
- City of Winter Park
- Charlotte Mecklenburg CMUD, NC
- New Hanover County (Dobo System), NC
- City of Port St. Lucie
- City of North Port
- City of Palm Bay
- City of Sebastian
- City of Bullhead City
- Widefield Water & Sanitation Dist., CO
- Town of Calabash, NC
- Orange County
- Martin County
- Utilities Comm. City of New Smyrna Beach

(2) Investor-Owned Utilities

- Over 100 Small Ones
- American Water
- Essential Utilities/AQUA
- Heater Utilities, Inc.
- Corix/Utilities, Inc.
- Central States Water Resources
- American States Water
- EPCOR
- Liberty Utilities
- Numerous Mid-Sized and/or Regional Utilities

(f) Dates of Service – See Resume  
1976 - 2021

(g) Services provided include:

- Value Consulting for Insurance, Banking, Finance, etc.
- Utility Appraisal
- Utility Valuation for Tax Purposes
- Utility Sale Consulting
- Utility Purchase/Acquisition Consulting
- Condemnation Valuation/Appraisal Expert Testimony
- Franchise Acquisition Expert Testimony
- Fairness Opinions

4) Adequate Valuation and Appraisal Experience

- Over 600 Projects in 36 States in the United States
- Currently (1/27/2021) Prosecuting Sixteen (16) Active contracts in Virginia, Louisiana, Florida, West Coast, Illinois, Arizona, South Carolina and Georgia
- Performing Water and/or Wastewater Valuations and/or Appraisals since the 1976 Sanibel Sewer System, Inc. for the City of Sanibel, Florida some forty-five years continuously in the business
- Multiple Expert Witness Testimony Assignments for Water and Wastewater

5) I, Gerald C. Hartman will make use of the assessment of the tangible assets of the system to be acquired, which assessment shall be from a Professional Engineer jointly retained by the utility and the Local Government Utility and make use of the Water and Wastewater Fair Value Engineering Assessment Form included in the Appendix to Chapter 7 and Chapter 10 of the Commission's Rules and Regulations.

6) I, Gerald C. Hartman will comply with the requirements of G.S. 62-133.1A in conducting appraisals as a Utility Valuation Expert, including that the Utility Valuation Expert shall appraise the subject property in compliance with the Uniform Standards of Professional Appraisal Practice, employing cost, market, and income approaches to assessment of value.

## 7) Other Information – References

### a.) Town of Waverly, VA

The Town of Waverly, VA requested proposals for the purchase of their water system. The town owns 4 wells, provides chlorination, has two (2) elevated storage tanks, has a WTP at each well and the two newest wells and WTP's have auxiliary generator sets. There are some 90 hydrants and some 120,000-lf of water mains serving 905 connections. The appraisal work was accomplished in May and June 2020. The work is in accordance with VA House Bill No.835 that directs the State Corporation Commission to establish rules governing fair market valuations of water utility or sewer utility asset acquisitions. Mr. Hartman, PE, BCEE, ASA rendered the opinion of fair market value incorporating the inspection, CIP requirements and USPAP requirements as applicable.

Client: Mr. Casey M. Allen  
Vice President of Operations  
Virginia and Maryland American Water  
900 Industrial Street  
Hopewell, VA 23860  
Phone 1-423-710-6332  
email: casey.allen@amwater.com

### b.) City of Villa Grove, IL

The State of Illinois has had the fair market value legislation in place for some 8 years. Mr. Hartman has performed the most fair market value appraisals in the state (approximately 50+ evenly for governments and major utilities in the state). In late May the City hired Mr. Hartman to advise them relative to the potential of optimization versus a sale. He was also hired to provide the opinion of value for the water and wastewater systems. Mr. Hartman completed this work July 16, 2020 as a Phase 1 effort. The City had built a new water softening facility at a cost of \$4.6 million. There are two (2) elevated storage tanks. There are 1,500 meters, some 140 hydrants, and approximately 140,000-lf of water mains. The wastewater system has a conventional complete mix activated sludge CMAS secondary WWTP DMDF 1.2 MGD, six (6) lift stations, approximately 150,000 LF of gravity sewers and force mains with manholes, etc.. Mr. Hartman inspected the systems and estimated the CIP's necessary for the future. He determined the opinion of value for the City. The City is in the process of requesting proposals from major utilities relative to the system.

Client: Mr. Marc Miller, Esq.  
City attorney  
Miller and Hendren  
30 E. Main Street, Suite #200  
Champaign, Illinois 61820  
Phone 1-217-352-2171  
email: mrm@mhlawoffice.com

c.) Orange County, FL

Pluris of Wedgefield serves the eastern portion of the County. Orange County is where the City of Orlando is located. Residents of that system asked Orange County BOCC to investigate the acquisition of the water and wastewater systems. Mr. Hartman was hired to do the initial appraisal of the systems as a Phase 1 project in 2019 and was complete in May 2019. The Phase 2 project is ongoing at this time that involves Mr. Hartman providing recommendations and negotiating with Pluris for the potential acquisition. Currently as of 1/22/2021 both sides are relatively close to each other (Subject to BOCC approval) and a few terms and conditions have not been resolved as of this time. Historically, Mr. Hartman served Hillsborough County in the same capacity and resolved the acquisition of both of the Pluris systems in that County (both water and wastewater systems in two different locations). There are approximately 1800 water and 1700 sewer customers with a complete water treatment plant and advanced secondary treatment for wastewater with reuse.

Client: Charles Parker, PE  
Orange County Utilities  
9150 Curry Ford Rd.  
Orlando, FL 32825  
Phone: 407-254-9729  
email: Charles.Parker2@ocfl.net

d.) Indiantown, FL

ICI water and wastewater serves the 2,300 water and 2,100 wastewater customers within and adjacent to Indiantown, FL. The Village hired Mr. Hartman to appraise the system, guide the acquisition, negotiate a purchase price for the Village council to review, negotiate an Asset Purchase Agreement (APA), apply for funding, obtain a bridge loan, develop the complete standards details, code, uniform service policy, rates, fees, charges, impact fees, tariff, transitional services, as well as transactional services in November 2019. By 2/1/2020 the APA was signed. On 8/12/2020 the funding determinations will be made. The closing occurred September 30, 2020 for the \$8,000,000 of which \$6,000,000 was grant funded.

Client: Mr. Howard W. Brown, Jr., ICMA-CM  
Village Manager  
Village of Indiantown  
P.O. Box 398  
Indiantown, FL 34956  
Phone: 1-772-597-8282  
email: hbrown@indiantownfl.gov

e.) York County, South Carolina

In February 2020 both York County and Corix jointly hired Mr. Hartman to provide the appraisal of the River Hills/Lake Wylie water and wastewater systems in York County. The Phase 1 report was provided April 17, 2020.

The water system has 422,000-lf of water mains, some 400 hydrants, one elevated storage tank, 4,593 water meters and services, and appurtenances. The wastewater system has 4,077 services with 200 large customers.


There are 315,000-lf of gravity sewers with some 1,600 manholes. There are 127,000-lf of force mains. There are some 70 lift stations from 2 HP to 83 HP. The Construction work in progress was some \$6,400,000. The total CIP was \$18 mm over the next 5 years. The report was delivered and accepted by both entities. Currently, both buyer and seller have retained Mr. Hartman for both Phases 2 and 3 concurrently with a due date in May, 2021.

Client: Mr. Michael Kendree, Esq.  
County Attorney  
County Attorney's Office  
26 West Liberty St.  
York, SC 29745  
Phone: 1-803-684-4851  
Email: michael.kendree@yorkcounty.gov.com

Thank you for considering my submittal.

Very truly yours,

**Hartman Consultants, LLC**

  
Gerald C. Hartman  
P.E., ASA, BCEE

Attachment: Resume

**Attachment**

## Gerald C. Hartman, PE, BCEE, ASA

### Education

M.S. Duke University, 1976

B.S. Duke University, 1975

### Registrations/Certifications

Arizona No. 28939

Colorado No. 31200

Florida No. 27703

Georgia No. 17597

Illinois No. 062-053100

Indiana No. 10100292

Iowa No. P25166

Kentucky No. 22463

Louisiana No. 30816

Maine No. 10395

Maryland No. 12410

Mississippi No. 12717

Missouri No. 2019007004

Nevada No. 20259

New Mexico No. 15990

New York No. 088623-1

North Carolina EIT

No. A03351

North Carolina No. 15264

Ohio No. 70152

Pennsylvania No. 38216

South Carolina 15389

Tennessee No. 105550

Virginia No. 131184

W. Virginia No. 21803

Washington No. 53433

Wisconsin 32971-6

NCEES National P.E.

No. 20481

American Society of

Appraisers Accredited Senior

Appraiser No. 7542

BCEE from American

Academy Certificate

No. 88-10034

### Professional Summary

#### Management Consulting/Appraisal/Expert Testimony

Mr. Hartman is an experienced utility engineer and appraiser specializing in utilities and systems. He is a qualified expert witness in the area of utility system valuation and financing, facility siting, certification/service area/franchises and formation/creation, management and acquisition projects. Mr. Hartman is accepted in various Federal Courts, Circuit Courts, Division of Administrative Hearings, Public Service Commissions, arbitration, and quasi-judicial hearings conducted by cities and counties, as a technical expert witness in the areas of utility systems (water, wastewater, stormwater, solid waste, gas and electric), certification/service area/franchises, facility planning, utility conveyance, transmission and distribution, utility resources, utility treatment, engineering, permitting and regulations, utility system design and construction, and utility systems valuation (water, wastewater, stormwater, solid waste, gas, and electric systems), costing and damages.

### Professional Experience

#### Machinery and Technical Specialties, ASA – Public Utilities

Public Utilities Appraisal Specialty Certified, ASA

Tangible Personal Property – VAB, Magistrate

Orange County, FL (2009 and 2010)

Tangible Personal Property – Special Magistrate Osceola

County, FL (2011, 2012, and 2013/2014) Hendry

County, FL (2012 and 2013/2014)

#### Financial Reports

Mr. Hartman has been involved in over 300 capital charge, impact fee and installation charge studies involving water, wastewater and fire service for various entities. He also has participated in over 150 user rate adjustment reports. Mr. Hartman assisted in the development of over 70 revenue bond issues, 20 short-term bank loan systems, 10 general obligation bonds, numerous grant/loan programs, numerous capacity sale programs, and 20 privatization programs. Mr. Hartman has been involved in over \$3 billion in utility bond and commercial loan financings for water and wastewater utility, and over \$4 billion in utility grants, matching funding, cost-sharing; SRF loans and Federal Loans (R.D., etc.), assessments and CIAC programs.

#### Utility Appraisals, Valuations and Evaluations

Mr. Hartman has been involved in over 600 utility negotiations, appraisals, fairness opinions and review appraisals, and has been a qualified expert witness by the courts with regard to utility arbitrations and condemnation cases. He has participated in the valuation of numerous utility systems. His experience includes:

**Skills**

Management Consulting  
 Utility System Valuation  
 Expert Witness Services  
 Rates, Fees, and Charges  
 Funding and Financing  
 Utility Certifications,  
 Franchises, Service Areas  
 Economic Evaluations  
 Creditworthiness Analysis  
 Fairness Opinions  
 Water/Wastewater Systems  
 Appraisals  
 Electric System Appraisals

**Relevant Training/Courses**

Numerous AWWA, AWWA,  
 ASCE, WEF, AASE, ASA,  
 NSPE, PE Seminars,  
 Courses, Ethics, Continuing  
 Education (multiple states)  
 USPAP Exams 2003, 2005,  
 2010/10, 2015, 2017  
 ASA ME201, ME202,  
 ME203, ME204 Mach. &  
 Technical Specialties,  
 BV201 Public Utilities,  
 PP201.  
 ASA Public Utilities Specialty  
 Designation Exam Parts I,  
 II, and III Numerous  
 Technical Appraisal  
 Courses/Exams in personal  
 property (tangible &  
 intangible), business  
 valuation, and other areas  
 Appraisal Review &  
 Management ARM 201  
 and 204  
 Average Service Life and  
 Effective Age Depreciation  
 Terminal Value Taxation/IRS  
 Valuation

Year	Project	Party Represented
2021	Other Projects Ongoing-Not Listed Due to NDA or Confidentiality	
2021	Woodstock (Ongoing)	Owner
2021	Grenelefe (Ongoing)	City
2021	River Ranch (Ongoing)	Town
2021	Bayou Cove (Ongoing)	Parish
2021	Aquarina (Ongoing)	Owner
2021	GOCSI (Ongoing)	Owner
2021	Rockingham County (Ongoing)	County
2021	City of Wachula/Hardee County (Ongoing)	City/County
2021	City of Greenville Collection System (Ongoing)	City
2021	River Hills (Ongoing)	Owner/County
2021	Wedgefield Phase 2 (Ongoing)	County
2021	Gold Coast WC (Ongoing)	Owner
2021	Ascension Parish WW	Owner/Parish
2020	Laurens County/Greenville	Buyer/Seller
2020	OTUC	Owner
2020	TCHOA/TCU	Owner
2020	Mormon Lake WC	Owner
2020	Peeple-S Valley WC	Owner
2020	Flagstaff Ranch WC	Owner
2020	Citrus Park	Owner
2020	City of Villa Grove	City
2020	City of Pulaski	City
2020	Colorado (Confidential)	Seller
2020	Acadia Parrish (Ongoing)	APTA
2020	Indiana (Confidential)	Buyer
2020	New Mexico (Confidential)	Buyer
2020	City of Jerseyville W&WW	Buyer
2020	Four Lakes Water	Buyer
2020	Oakbrook Water	Buyer
2020	Town of Waverly W	Buyer
2020	NPUC	Seller
2020	West Cost Confidential (Ongoing)	Seller
2020	THISCD W&WW (Ongoing)	District
2020	Village of Indiantown W&WW	Village
2019	Grey Oaks Community Services, Inc IQU Halstatt (Ongoing)	Seller
2019	Saluda County Water and Sewer Authority WWTP	Authority
2019	Village of Bourbonnais WW	Buyer
2019	City of Rosiclare W&WW	Buyer
2019	Village of Leonore Water System	Buyer
2019	Hypoluxo Water System	Buyer/Seller
2019	JEA-JCC (Review)	JCC
2019	Glen Carbon W&WW	Buyer
2019	City of Aledo W&WW	Buyer
2019	Village of Livingston W&WW	Buyer
2019	Village of Worden W&WW	Buyer
2019	City of Granite City Wastewater Collection Systems	Buyer
2019	Village of Godfrey Wastewater	Buyer
2019	Blue Grass Wastewater	Buyer
2019	LeClaire Wastewater	Buyer
2019	Village of Oakbrook Water	Buyer
2019	Village of Hinckley W&WW	Buyer
2019	Wedgefield Phase 1 W&WW	County
2019	Lockport Township W&WW	Seller

Affiliations

American Society of  
Appraisers  
American Society of Civil  
Engineers  
American Water Works  
Association  
Florida Engineering Society  
National Society of  
Professional Engineers  
Water and Environment  
Federation

<u>Year</u>	<u>Project</u>	<u>Party Represented</u>
2019	Village of Andalusia W&WW	Buyer
2019	Village of Sidney, IL #2 Water	Seller/Buyer
2019	Sandy Springs Water	City
2018	Black Bear Water Co.	Owner
2018	Rockwell Utilities W&WW	Buyer
2018	Village of Avon W&WW	Buyer
2018	Granite City Wastewater Treatment Plant	Buyer
2018	City of Alton Wastewater	Buyer
2018	Village of Sidney, IL #1	Seller
2018	Village of Godfrey, IL	Buyer
2018	Village of Shilo, IL	Buyer
2018	Village of Grant Park, IL	Buyer
2018	Village of Odell, IL	Buyer
2018	Village of Glasford, IL	Buyer
2018	JEA Value Consulting W, WW, Electric & Chilled Water	JCC
2018	Marion Utilities, Inc. Value Consulting	Owner
2018	Wrightsville Beach Well Acquisition	City/Owner
2017	Grand Tower Energy Center 1/1/2016, IL	County
2017	Turner Shoals Hydroelectric G.S., NC	Buyer
2017	Tymber Creek Utilities W&WW	Seller
2017	Village of Thomasboro, IL	Buyer
2017	I-20 (Condemnation), SC	Seller
2017	IL Alton WW	Buyer
2017	IL Manteno WW	Buyer
2017	City of Farmington (W), IL	Buyer
2017	IL Jerseyville W&WW	Buyer
2017	Skyline W&WW, IL	Seller
2017	Claremont W, CA	Seller
2017	Village of Peotone W&WW Systems, IL	Village/Buyer
2017	Village of Tolono W&WW Systems, IL	Owner
2017	OTUC IRS Donation (Transfer), FL	Owner
2017	Eight (8) Illinois Villages/Cities (Consideration/Negotiations)	Buyers/Sellers
2017	Sundale Utilities, IL	Buyer
2017	Ojai, CA – W (Condemnation)	Owner
2017	ARM Electric (Confid.)	Owner
2017	FHMPWS Cottage Hills, IL	Buyer
2017	Village of Fisher W&WW	Village
2016	York County (Transmission), SC	County
2016	Condemnation Electric – SECO (T&D)	Buyer
2016	North and West Ormond Utility	Buyer/Seller
2016	Gold Coast Utility Authority	Buyer/Seller
2016	Rainbow MWD, CA W, WW	District
2016	Lake Adger WR & IM, NC – Water Supply Value	County
2016	7 Systems Jefferson County West Virginia	Authority
2016	Cauley Creek WRF (IRS)	Seller
2016	Village of Sadorus – IAWC (2)	Buyer/Seller
2016	Bushell Electric (Arbitration) (T&D)	City
2016	Celina SA	Buyer
2016	OTUC W&WW Systems (Partial)	Owner
2015	City of Fairbanks 8 MGD/22 MGD WRF	Buyer
2015	Village of Ransom Water System	Buyer
2015	Bayou Cove Peaking Power Plant 1/1/2015 TPP Appraisal	Parish

<u>Year</u>	<u>Project</u>	<u>Party Represented</u>
2015	Vulcan/Fla Rock 1/1/2011	ACPA
2015	Crystal Clear Water Company	Buyer
2015	5-Service Areas Mustang SUD & 1 Water System	City Consultant
2015	Bayou Cove Peaking Power Plant 1/1/2014 TPP	Parish
2015	Bayou Cove Peaking Power Plant 1/1/2013 ARM-TPP	Parish
2015	Peoples (Condemnation)	Owner
2015	Kessler AFB	Private
2015	Eglin AFB	Private
2015	Eastwood Manor	Private
2015	NUNDA Utilities	Private
2015	Manalapan/Hypoluxo	City
2015	Royal Manor W&WW	City
2015	BH Waste Management Co.	Bank
2015	O'Fallon Utilities, Value Consulting	Private
2015	Mt. Vernon Utilities, Value Consulting	Private
2015	Tupelo/Verona Water	Both Cities
2015	Rolling Oaks Utilities	Bank
2015	Village of Arthur	Village
2015	MS Water System Annex	City
2015	KWRU – Wastewater Utility	Owner
2015	New River Light & Power (Electric)	Owner
2014	Citrus County/Duke Energy 1/1/13 TPP	County
2014	Minto Prop./SID W&WW&RU	District
2014	North Maine Utilities Transaction Adv. F.O.	Village
2014	Eastlake W&WW (Condemn)	County
2014	Mooreville Water (Condemn) ARM	Attorney
2014	Heritage Hills W&WW (NY) to Corix	Owner
2014	Cauley Creek WRF	Owner
2013	Tega Cay Water and Wastewater	Both
2013	Harrison, Ohio Water	City
2013	Water Management Services	Bank
2013	North Lee Rural Water Association, Tupelo, MS (Partial)	City
2013	NPUC (Cost/Comp) Wastewater	Bank
2013	Progress Energy Florida (Citrus County) TPP 1/1/12	County
2013	Village of Oakwood Water/Wastewater System	Village
2013	Richmond Generation Station (Review)	City
2013	Peru Generation Station (Review)	City
2013	Dover, Delaware Electric System	City
2013	C-51 Reservoir	Owner
2013	C-25 Reservoir	Owner
2013	Eglin Air Force Base	Proposer
2013	Duke Energy (Citrus County) TPP Electric #1, 2, 4, 5	County
2012	Beverly Hills Waste Management	Owner
2012	Town of Belleair (Partial)	Town
2012	Orchid Springs Utilities	City
2012	Tymber Creek Utilities – Stock Transfer	Owner(s)
2012	Senoia Water System	County
2013	Duke Energy (Citrus County) TPP Electric #3	County
2012	Peoples of Balstop – (Condemnation)	Owner
2011	On Top of the World Communities Water, Wastewater, and Reuse System – Marion County, Florida (Bay Laurel Center Community Development District)	District

<u>Year</u>	<u>Project</u>	<u>Party Represented</u>
2011	Pine Island Utility System	Owner
2011	Town of Franklinton Water/Wastewater System/County	Both
2011	Kill Devil Hills Wastewater Treatment Plant	Bank
2011	Chesapeake Electric Utility – Marianna, Florida	City
2011	City of South Daytona Electric Utility	City
2011	City of Vero Beach Water, Wastewater, and Reuse System	City
2011	City of Vero Beach Electric Utility	City
2010	Fearington Utilities	Owner
2010	Rolling Oaks Water and Wastewater System, Beverly Hills	Owner/Bank
2010	Liberty Water – Tall Timbers Wastewater (Condemn) System,	Owner
2010	Heritage Hills Water and Sewer System, NY - City	Owner
2010	Waterside Villages of Currituck Wastewater Treatment Plant, NC	District
2010	Tindall Hammock Irrigation and Soil Conservation District Water/Wastewater System	District
2010	Town of Indian River Shores Water and Sewer System Assets	Town
2010	Thunder Enterprises, Inc. Water System Assets, AL (Condemnation)	Owner
2010	City of Vero Beach Water and Sewer System Assets, Town of Indian River Shores (Partial)	City
2010	City of Griffin Water System Assets, GA	Water Authority
2010	Golden Beach Water and Wastewater Assets	City
2010	River Forrest, S.C., Spartanburg	Both
2009	Aquarina Water and Wastewater	Bank
2009	Cocoa Beach (electric)	City
2009	GISTRO	NFP
2009	Fruitland Park (Electric)	City
2008	Nags Head, Monterey Shores, Currituck Sewer, Corollo #1 & #2	Buyer
2008	Park Water Company	City
2008	Crooked Lake Sewerage Company	City
2008	Vanguard Wastewater System	City
2008	Louisiana Land and Water Company	Owner
2008	Sandy Creek Water and Wastewater	County
2008	Bayside Water and Wastewater	County
2008	Fern Crest Utilities, Inc.	Buyer
2008	Turnpike Utilities, LLC – W/S North Carolina (IRS)	Owner
2008	Service Management Systems, Inc.	Bank
2008	Slash Creek Utility System	Owner
2008	Kill Devil Hills Utility Company	Owner
2008	Orchid Springs Utilities	City
2008	City of North Miami Beach – Utilities	Owner
2007	I-20 System South Carolina	Owner
2007	Ocean Reef/NKLUA/Card Sound I.Q.	FKAA
2007	Marion Utilities, Sunshine Utilities and Windstream	County
2007	Gulf Coast Electric Cooperative	County
2007	Pine Island Currituck Sewer	Owner
2007	Pine Island Water System	Owner
2007	Intercoastal Utilities	Owner
2006	Donaldsonville/Peoples Utilities (Condemn)	Owner
2006	MSM Utilities, Inc.	Owner
2006	BSU/Citrus Park	Owner
2006	Jasmine Lakes and Palm Terrace	City

<u>Year</u>	<u>Project</u>	<u>Party Represented</u>
2006	Oak Centre	County
2006	Silver Oaks Estates	County
2006	Regal Woods	County
2006	Golden Glen	County
2006	Willow Oaks	County
2006	Gulf State Community Bank – Utility Holdings	Bank
2006	South 40, Citrus Park and Raven Hill	County
2006	Holiday Utility Company, Inc.	Bank
2006	Loch Harbor Water & Wastewater System	Owner
2005	Lake Wales Utility Company	Bank
2005	Pennichuck Water Company (Nashua)	City
2005	K.W. Resort Utilities, Inc.	Owner
2005	Water Management Services, Inc.	Owner
2005	Village of Royal Palm Beach, Palm Beach Co.	Village
2005	Town and Country Utility Co.	Buyer
2005	Utilities, Inc. (Partial) (Condemnation)	Owner
2005	Village of Royal Palm Beach	Village
2005	Bald Head Island Utilities, Inc.	Village
2005	Burkim Enterprises, Inc. (Condemnation)	Owner
2005	Lyman Utilities, Inc. Harrison County, MS (Condemnation)	Owner
2004	Quail Meadow Utility Company	County
2004	Matanzas Shores	County
2004	El Dorado Utilities, NM (Condemnation)	Owner
2004	Philo, Illinois – AIWC	Village
2004	Polk Utilities	NFP
2004	St. Johns Services Company	County
2004	Intercoastal Utilities Company	County
2004	Stonecrest Utilities	County
2004	Meredith Manor	County
2004	Lake Harriet Estates	County
2004	Lake Brantley	County
2004	Fern Park	County
2004	Druid Hills	County
2004	Dol Ray Manor	County
2004	Apple Valley	County
2004	Kingsway Utility Area (IRS)	Both
2004	Lake Suzy Utilities (Water Portion)	County
2004	Sanibel Bayous Wastewater Corporation	City
2004	Ocean City Utilities	FCURIA/County
2004	People's Water of Donaldsonville, LA (Condemnation)	Owner
2003	Harmony Homes	County
2003	Florida Central Commerce Park	County
2003	Chuluota	County
2003	District 3C (Miramar Portion)	City
2003	Lincoln Utilities/Indiana Water Service (UI)	Owner
2003	Gibsonia Estates	City
2003	Lake Gibson Estates	City
2003	Jungle Den Utilities	Association
2003	Holiday Haven Utilities	Association
2003	Salt Springs	County
2003	Smyrna Villas	County
2003	Citrus Park	County
2003	Spruce Creek South	County

<u>Year</u>	<u>Project</u>	<u>Party Represented</u>
2003	Longwood Franchise (Electric)	City
2003	Casselberry Franchise (Electric)	City
2003	Apopka Franchise (Electric)	City
2003	Winter Park Acquisition (Electric)	City
2003	Stonecrest/Steeplechase	County
2003	Marion Oaks	County
2003	Kingswood Utilities	County
2003	Oakwood Utilities	County
2003	Sunny Hills Utilities	Confidential
2003	Interlachen Lake/Park Manor	Confidential
2003	Tomoka/Twin Rivers	Confidential
2003	Beacon Hills	Buyer
2003	Pine Ridge Estates	City
2003	Lake Ajay Estates	City
2003	Buenaventura Lakes	City
2002	Lelani Heights Utilities	County
2002	Fisherman Haven Utilities	County
2002	Fox Run Utilities, Inc.	County
2002	Florida Public Utilities (Condemnation)	City
2002	AquaSource – LSU	County
2002	Park Place Utility Company, GA	Owner
2002	Kingsway Utility System	Owner/County
2002	Pennichuck Water Company, NH (Nashua)	City
2002	Pasco County – 2 Systems	County
2002	Marion Consolidation – 10 Systems	County
2002	Sugarmill (Condemnation)	UCCNSB
2002	Deltona (Condemnation)	Owner
2002	Palm Coast	FCURIA
2002	Bald Head Island Utilities, NC	Village
2002	White's Creek – Lincolnshire, SC (Condemnation)	Owner
2002	Bluebird Utilities, Tupelo, MS	NFP
2001-2002	Due Diligence – 260 systems (VA, NC, SC)	Buyer
2001	Shady Oaks	County
2001	Davie/Sunrise	City
2001	Lindale Utilities	County
2001	Aquarina	Owner
2001	Intercoastal Utilities	County
2001	Beverly Beach	City
2001	Citrus County Utility Consolidation Plan (Numerous)	County
2001	Pasco County Utility Acquisition Plan (Numerous)	County
2001	Skylake Utilities	City
2001	Town of Lauderdale-By-The-Sea	Town
2001	John Knox Village	City
2001	Silver Springs Regional	County
2001	DeSoto Countywide FWSC Franchise and Assets	County
2001	Zellwood Station Co-Op	Co-Op
2001	Palm Cay	County
2000	The Great Outdoors	Owner
2000	Destin Water Users	City
2000	Dundee Wastewater (Partial)	City
2000	Polk City Water	City
2000	A.P. Utilities (2 Systems)	County
2000	CGD Utilities	Bank
2000	Aqua-Lake Gibson Utilities	City
2000	Bartelt Enterprises, Ltd. (2 Systems)	Owner
2000	49 'Ner Water System, Tucson, AZ (Condemnation)	Owner
2000	Stock Island Wastewater and Reuse System	Owner
1999	Osceola Power Station (Electric)	Owner
1999	Okeelanta Power Station (Electric)	Owner

<u>Year</u>	<u>Project</u>	<u>Party Represented</u>
1999	Del Webb (3 Systems)	County
1999	Destin Water Users Co-Op	City
1999	O&S Water Company	City
1999	Rolling Springs Water Company	County
1999	ORCA Water & Solid Waste	Authority
1999	Marianna Shores Water and Wastewater	City
1999	Mount Olive Utilities	City
1999	AP Utilities (3 Systems)	County
1999	Tangerine Water Association	City
1999	IRI Golf Water System, AZ (Condemnation)	Investor
1999	South Lake Utilities	City
1999	Garlits to Marion County	County
1999	Rampart Utilities	County
1999	Dobo System, Hanover County, NC	County
1999	Polk City/City of Lakeland	Lakeland
1999	St. Lucie West CDD	City
1998	Golf and Lake Estates	City
1998	Sanibel Bayous/E.P.C.	City
1998	Tega Cay Utility Company, SC	City
1998	Marlboro Meadows, MD (Condemnation)	Owner
1998	Sugarmill Water and Wastewater/Volusia County (Condemnation)	UCCNSB
1998	SunStates Utilities, Inc.	Owner
1998	Town of Hope Mills/FPWC, NC	Town
1998	River Hills, SC	County
1998	Town of Palm Beach	Town
1998	K.W. Utilities, Inc.	Buyer
1998	Orange Grove Utility Company, MS (Condemnation #2)	Owner
1998	Garden Grove Water Company	City
1998	Sanlando Utilities, Inc.	County
1997	Holiday Heights, Daetwyller Shores, Conway, Westmont	County
1997	Golden Ocala Water and Wastewater System	County
1997	Sunshine Utilities	County
1997	Bradfield Farms Utility, NC	Owner
1997	Palmetto Utility Corporation	Owner
1997	A.P. Utilities	County
1997	Village of Royal Palm Beach – City of WPB	Village
1997	Jasmine Lake Utilities Corporation	Lender
1997	Village Water Ltd., FL	Owner
1997	N.C. System – CMUD (3 Systems)	Owner
1997	Courtyards of Broward	City
1997	Miami Springs	City
1997	Widefield Homes Water Company, CO (IRS)	Company
1997	Peoples Water System	ECUA
1997	Rolling Green, GA	County
1996	Keystone Heights	City
1996	Keystone Club Estates	City
1996	Lakeview Villas	City
1996	Geneva Lakes	City

Year	Project	Party Represented
1996	Landen Sewer System, CMUD, NC	Company
1996	Citizens Utilities, AZ – Bullhead City	City
1996	Widefield Water and Sanitation, CO	District
1996	Consolidation Program Game Plan	County
1996	Marion Oaks	County
1996	Cayuga Water System, GA	Authority
1996	Glendale Water System, GA	Authority
1996	LeHigh Acres Water and Wastewater, GA	Authority
1996	Lindrick Services Company	Company
1996	Carolina Blythe Utility, NC	City
1996	Ocean Reef R.O. WTPs	NKL
1995	Sanibel Bayous	City
1995	Rotunda West Utilities	Investor
1995	Palm Coast Utility Corporation	ITT
1995	Sunshine State Parkway	Company
1995	Orange Grove Utilities, Inc., Gulfport, MS	Company
1995	Georgia Utilities, Peachtree, GA (Condemnation)	City
1995	Beacon Hills Utilities	Company
1995	Woodmere Utilities	Company
1995	Springhill Utilities	Company
1995	Okeechobee Utility Authority	OUA
1995	Okeechobee Beach Water Association	OUA
1995	City of Okeechobee	OUA
1995	Mad Hatter Utilities, Inc.	Company
1994	GDU – Port St. Lucie Water and Wastewater (Franchise/Condemnation)	City
1994	Eastern Regional Water Treatment Plant	Owner
1994	St. Lucie County Utilities	City
1994	Heater of Seabrook, SC (Condemnation)	Company
1994	Placid Lake Utilities, Inc.	Company
1994	Ocean Reef Club Solid Waste & Wastewater System	ORCA
1994	South Bay Utilities, Inc.	Company
1994	Kensington Park Utilities, Inc.	Company
1993	Taylor Woodrow, Sarasota Cnty (Condemnation)	Taylor Woodrow
1993	Atlantic Utilities, Sarasota Cnty (Condemnation)	Company
1993	Alafaya Utilities, Inc.	Bank
1993	Anden Group Wastewater System, PA	Company
1993	West Charlotte Utilities, Inc.	District
1993	Rolling Oaks (SW)	Owner
1993	Sanlando Utilities, Inc.	Investor
1993	Venice Gardens Utilities	Company
1993	River Park Water System	SSU/Allete
1992	North Port – GDU Water and Sewer (Franchise/Condemnation)	City
1992	Palm Bay – GDU Water and Sewer Franchise/Condemnation)	City
1992	Myakka Utilities, Inc.	City
1992	Kingsley Service Company	County
1992	City of Palm Bay Utilities	PBUC
1992	Mid Clay Utilities, Inc.	County
1992	Clay Utilities, Inc.	County
1992	Fox Run Utility System	County
1992	Uddo Landfill (SW) (Condemnation)	Owner

Year	Project	Party Represented
1992	Martin Downs Utilities, Inc.	County
1992	Leilani Heights	County
1992	River Park Water and Sewer	SSU/Allete
1992	Sebastian – GDU Water and Sewer	City
1991	Sanibel – Sanibel Sewer System, Ltd.	City
1991	St. Augustine Shores, St. Johns County (Condemnation)	SSU/Allete
1991	Remington Forest, St. Johns County	SSU/Allete
1991	Palm Valley, St. Johns County	SSU/Allete
1991	Federal Bankruptcy – Lehigh Acres	Topeka/Allete
1991	Meadowoods Utilities, Regional Utility District #1	Investor
1991	Kensington Park Utilities, Reg. Utility District #1	Investor
1991	Industrial Park, Orange City	City
1991	Country Village, Orange City	City
1991	John Know Village, Orange City	City
1991	Land O'Lakes, Orange City	City
1991	Sanibel – Sanibel Sewer System, Ltd.	City
1991	Hershel Heights, Hillsborough County	SSU/Allete
1990	Orange-Osceola Utilities, Osceola County	County
1990	Morningside East and West, Osceola County	County
1990	Magnolia Valley Services, Inc., New Port Richey	City
1990	West Lakeland Industrial, City of Lakeland	City
1990	Highlands County Landfill (Condemnation)	Owner
1990	Venice Gardens Utilities, Sarasota County	SSU/Allete
1990	South Hutchinson Services, St. Lucie County	SHS
1990	Indian River Utilities, Inc.	City
1990	Coraci Landfill (SW) (Condemnation)	Owner
1990	Terra Mar Utility Company	City
1989	Seminole Utility Company, Winter Springs	Topeka/Allete
1989	North Hutchinson Svcs., Inc., St. Lucie County	NHS
1989	Sugarmill Utility Company (Condemnation)	UCCNSB
1989	Ocean Reef Club, Inc., ORCA	Company
1989	Prima Vista Utility Company, City of Ocoee	PVUC
1989	Deltona Utilities, Volusia County	SSU
1989	Poinciana Utilities, Inc., Jack Parker Corporation	JPC
1989	Julington Creek	Investor
1988	Twin County Utilities	Company
1988	Burnt Store Utilities	Company
1988	Deep Creek Utilities	Company
1988	North Beach Water Co., Indian River County	NBWC
1988	Bent Pine Utility Company, Indian River County	BPUC
1988	Country Club Village, SSU	CCV
1987	Sugarmill Utility Co., Florida Land Corporation	FLC
1987	N. Orlando Water & Sewer Co., Winter Springs	NOWSCO
1987	Osceola Services Company, FCS (NFP)	OSC
1987	Orange City Water Company, Orange City	City
1987	West Volusia Utility Company, Orange City	City
1987	Seacoast Utilities, Inc., Florida Land Corporation	FLC
1987	Utilities Commission, City of New Smyrna Beach (partial SA/Assets) (Electric) - FPL	Commission

and numerous other utility valuations in the 1976-1987 period.

### Utility Management Consulting

Mr. Hartman has been involved in utility transfers from public, not-for-profit, district, investor-owned, and other entities to cities, counties, not-for-profit corporations, districts, and private investors. He has been involved in staffing, budget preparation, asset classification, form and standards preparation, utility policies and procedures manuals/training, customer development programs, standard customer agreements, capacity sales, and other programs. Mr. Hartman has been involved in over 100 interlocal agreements with respect to service area, capacity, service, emergency interconnects, back-up or other interconnects, rates, charges, service conditions, ownership, bonding and other matters.

Additionally, Mr. Hartman has assisted in the formation of newly certificated utilities, newly created utility departments for cities and counties, new regional water supply authorities, new district utilities, and other utility formations. Mr. Hartman has assisted in utility reserve areas for the Cities of Haines City, Sanibel, Lakeland, St. Cloud, Winter Haven, Bartow, Palm Bay, Orange City, and many others. He has participated in the certification of many utilities such as ECFS, Malabar Woods, B&C Water Resources, Inc., Farmton Water Resources, Inc. and many others; and certification disputes such as Windstream, Intercoastal Dulay Utilities, FWSC/ITT, and others and served as service area certification staff of the regulatory for St. Johns County; i.e., Intercoastal, etc.; as service area transfer/certification staff of the regulatory for Flagler County; i.e., Palm Coast to FWSC. He has served as a local County regulatory staff professional in Collier, Citrus, Hernando, Flagler and St. Johns Counties, as well as elsewhere. Mr. Hartman also provided technical assistance to many utility service area agreements such as Winter Haven/Lake Wales/Haines City, etc. and North Miami Beach – MDWASD and others. For over 30 years, Mr. Hartman has been a professional assisting in the resolution of utility issues.

### Utility Finance, Rates, Fees and Charges

Mr. Hartman has been involved in hundreds of capital charge, impact fee, and installation charge studies involving water, wastewater, stormwater, solid waste, gas and electric service for various entities and at the rate regulatory commissions. He also has participated in hundreds of user rate adjustment reports. Since 1976, Mr. Hartman assisted in the development of over 50 revenue bond issues, 20 short-term bank loan systems, 2 general obligation bonds, 26 grant/loan programs, 10 capacity sale programs, and 20 privatization programs. He has been involved in over hundreds of utility acquisition/utility appraisals for acquisition, and is a qualified expert witness with regard to utility rates and charges, and utility negotiation, arbitration and condemnation cases. A few of his rate, charge and bond projects include:

- + UCNSB – Revenue Bond Issue, 2020
- + City of Polk City – City Revenue Bonds, 2017
- + City of Polk City, 2014/2015/2020
- + City of Fellsmere W&WW Rates, 2017
- + City of Fort Meade Stormwater Rates, 2017
- + Bay County Revenue Bond Issue Series, 2015
- + City of Fort Meade Wastewater Study, 2015
- + City of Fellsmere Stormwater, 2015

- + City of Pleasant Prairie – WPSC, 2014
- + City of Tega Cay SCPSC, 2013/2014
- + NPUC Cert. Expansion – FPSC, 2015
- + Oakwood – ICC, 2014
- + Village of Bald Head Island – NCPUC, 2010
- + City of Polk City, 2014/2015
- + City of Dunnellon Rate Surcharge Case, 2014
- + City of Dunnellon Impact Fee Case, 2013
- + City of Fernandina Beach, Impact Fee Case and Bond Issue City of Fernandina Beach, Revenue Bond Issue, 2013
- + City of North Miami Beach Water and Wastewater Rate, Fee and Charge Study, 2013
- + City of North Miami Beach \$65 Million Water Revenue Bond Issue, 2012
- + DeKalb County Revenue Bond Issue \$373 Million Series, 2011
- + Polk City Services 2010 - \$10 Million Revenue Bond Issue
- + Bay Laurel Services 2011 - \$45 Million Revenue Bond Issue
- + Bay County Water Rate, Charge and Fee Study, Wholesale and Retail, 2013
- + Bay County Wastewater Rate, Charge and Fee Study, AWT and Retail, 2013
- + Bucks County – City of Philadelphia Wholesale Utility Services Analysis, 2011
- + Timber Creek FPSC Utility Rates and Charges, 2011 and 2012
- + Polk City Water and Wastewater Rate, Fee and Charge Study, 2010
- + Lake Worth Wholesale Charges Analysis for 7 entities, 2012
- + THISCD Water and Wastewater Rate, Fee and Charge Study, 2012
- + City of Ft. Meade Water and Wastewater Rate, Fee and Charge Study, 2013
- + City of Ft. Meade Stormwater Rate Study, 2012
- + City of Ft. Myers Beach Water/Wastewater Rate, Fee and Charge Study, 2013
- + Dunnellon Rate and Surcharge Review, 2012/2013
- + Bay Laurel Center Community Development District – Water, Wastewater and Reclaimed Water Rate Study, Line Charge Study, and Miscellaneous Charge Study, 2010
- + Skyland Utilities, LLC – FPSC, 2009
- + Bluefield Utilities, LLC – FPSC, 2009
- + Grove Land Utilities, LLC – FPSC, 2009
- + Tindall Hammock Irrigation and Soil Conservation District – Water and Wastewater Rate and Charge Study, 2008

- + Bay County – Wholesale Rate Study and Impact Fee Study – 2007
- + Flagler County – Impact Fee Analysis, 2005
- + Flagler County – Base Facility Charge Analysis, 2005
- + Marion County – Silver Springs Regional – Water/Wastewater Revenue Sufficiency, 2004
- + Beverly Beach – Water and Wastewater System, 2004
- + Village of Bald Head Island – Water and Wastewater Rate Sufficiency, 2004 - NCPUC
- + Farmton Water Resources, Inc. – FPSC, 2004
- + B&W Water Resources, Inc. – FPSC, 2004
- + Marion County – Stonecrest, Marion Oaks, Spruce Creek, Salt Springs
- + Lincoln Utilities/UI – IURC, 2003
- + South Forty, Smyral Villas – Rate Integration/Phasing Program, 2003
- + City of North Miami Beach – Water and Wastewater Adjustment, 2003
- + City of Fernandina Beach – Water and Wastewater Rate Study, 2002
- + St. Johns County – St. Johns Water Co. Rates, 2003
- + St. Johns County – Intercoastal Rates, 2001
- + Nashua, NH – Pennichuck Water Co., 2002
- + City of Deltona – Water and Wastewater, 2002
- + Town of Lauderdale By-The-Sea, 2001
- + FCURA – Palm Coast Rates, Certification, 2000
- + Marion County – Pine Run, Oak Run, A.P. Utilities – Rate Integration, 2000
- + City of North Miami Beach – Revenue Sufficiency Analysis, 2000
- + North Key Largo Utility Authority, 2000
- + Port St. Lucie – St. Lucie West – CDD, 1999
- + Hanover County – Water and Wastewater, 1999
- + UCCNSB/Sugarmill, 1999
- + Town of Hope Mills, 1998
- + Town of Palm Beach, 1998
- + City of Winter Haven, 1998
- + Palmetto Resources, Inc. – Raw Water, Reuse, Water, and Wastewater, 1997 FPSC
- + City of Miami Springs – Analysis, 1997

- + Widefield – Water and Wastewater, 1997
- + Bullhead City – Citizen, 1997 - ACC
- + Bullhead City – Wastewater, 1996
- + Marion County, 1996
- + Utilities Commission, City of New Smyrna Beach – Water/Wastewater Rate Study, 1995
- + Okeechobee Utility Authority - Rate and Charge Study, 1995
- + Southern States - Statewide Rate Case, 1995
- + Lee County - Rates and Charges, 1995
- + Venice - Reuse Rate Study, 1994
- + Utilities Commission, City of New Smyrna Beach - Capital Charge Study, 1996
- + Port St. Lucie - Water, Gas and Wastewater Rates, 1994
- + Port St. Lucie - Capital Charge Study, 1995
- + Bullhead City - Assessment Study, 1996
- + Englewood - Assessment Study, 1996
- + Sanibel - Capacity Sale Study, 1995
- + City of New Port Richey - Rate and Charge Study, 1995
- + Acme Improv. District, Wellington, Florida - Water/Wastewater Studies, 1994
- + Charlotte County, Florida - Water/Wastewater Studies; Rotunda West Rate Case, 1993
- + Clay County, Florida - Water/Wastewater Studies, 1992
- + City of Deerfield Beach, Florida - Water/Wastewater Studies, 1992
- + City of Dunedin, Florida - Water/Wastewater Studies, 1991
- + Englewood Water District, Florida - Water/Wastewater Studies, 1993
- + City of Green Cove Springs, Florida - Water/Wastewater Studies, 1991
- + Hernando County, Florida - Water/Wastewater Studies, 1992
- + City of Lakeland, Florida - Water Studies, 1976-89
- + Martin County, Florida - Water/Wastewater Studies, 1993
- + City of Naples, Florida - Water/Wastewater and Solid Waste Studies, 1992/94
- + City of New Port Richey, Florida - Water/Wastewater Studies, 1994
- + City of North Port, Florida - Water/Wastewater Studies, 1992
- + City of Orange City, Florida - Water/Wastewater Studies, 1985-94

- + City of Palm Bay, Florida - Water/Wastewater Studies, 1985-94
- + City of Panama City Beach, Florida - Water/Wastewater Studies, 1993
- + City of Sanibel, Florida - Water and Reuse Studies, 1988-94
- + Southern States Utilities Inc., Florida - Water/Wastewater Studies and Statewide Rate Cases, 1991/93, FPSC
- + City of Tamarac, Florida - Water/Wastewater Studies, 1993
- + Utilities Commission, City of New Smyrna Beach, Florida - Water/Wastewater and Reuse Studies, 1992/94
- + Volusia County, Florida - Solid Waste Studies, 1989
- + City of West Palm Beach, Florida - Water/Wastewater/Reuse Studies, 1993/94
- + City of Sebastian, Florida - Water/Wastewater Studies, 1993
- + City of Tarpon Springs, Florida - Water/Wastewater Studies, 1994
- + City of Miami Springs, Florida - Water/Wastewater/Solid Waste Studies, 1994
- + City of Edgewater, Florida - Water/Wastewater/Solid Waste Studies, 1987-90
- + City of Venice, Florida - Reuse Studies, 1994
- + City of Port St. Lucie - Water/Wastewater Studies, 1994
- + Ocean Reef Club, Monroe County, Florida - Wastewater Studies, 1994
- + Placid Lakes Utilities Inc., Florida - Water/Wastewater Studies, 1994
- + Old Overtown-Liberty Park, Birmingham, Alabama - Wastewater Studies, 1994
- + Bullhead City, Arizona - Wastewater Studies, 1994
- + Lehigh Utilities Inc., Lee County, Florida - Florida Public Service Commission Rate Cases for Water, Wastewater and Reuse, 1993
- + Marco Island and Marco Shores Utilities Inc., Collier County, Florida – 1993 - FPSC
- + Florida Public Service Commission Rate Cases for Water, Wastewater and Reuse, 1993
- + Venice Gardens Utilities Inc., Sarasota County, Florida - Rate Cases for Water, Wastewater and Reuse, 1989/91/93
- + Mid-Clay and Clay Utilities Inc., Clay County, Florida -Water/Wastewater Studies, 1993

Several expert witness assignments including Palm Bay vs. Melbourne; Tequesta vs. Jupiter; Town of Palm Beach vs. City of West Palm Beach; City of Sunrise vs. Davie; Kissimmee vs. Complete Interiors; and others.

### Economic Evaluations/Credit Worthiness Analyses

Credit Worthiness Analysis for Drinking Water State Revolving Fund (1999) – Florida Department of Environmental Regulation

Credit Rating Reviews (1980-2000) – for numerous investor-owned utilities; many city-owned utilities (Winter Haven, Port St. Lucie, Miramar, Tamarac, Palm Bay, North Port, etc.); many county-owned utilities; several not-for-profit utilities; and utility authorities (OUA, etc.)

Financial Feasibility and Engineer's Revenue Bond Reports (1980-2000) – for over \$2 billion of water and/or wastewater bonds for some fifty (50) entities in the Southeast United States including Clay, Lee, Hernando, Martin, and other counties; Lakeland, West Palm Beach, Miramar, Tamarac, Panama City Beach, Winter Haven, Naples, North Port, Palm Bay, Port St. Lucie, New Port Richey, Clermont, Orange City, Deerfield Beach, Sanibel, City of Peachtree City, Widefield, and many other cities; Lee County Industrial Development Authority, Englewood Water District, and other utilities.

Privatization Procurement and Analysis for many water and wastewater systems including Sanibel, Town of Palm Beach, Temple Terrace, Palm Bay, Widefield, Bullhead City and sever others.

### Service Areas and Negotiations

Mr. Hartman has participated in over thirty-five (35) service area formations, Chapter 25 F.S. certifications, Chapter 180.02 reserve areas, authority creations, and interlocal service area agreements including Lakeland, Haines City, Bartow, Winter Haven, Sanibel, St. Cloud, Palm Bay, SBWA, ECFS, MWUC, Edgewater, Orange City, UCCNSB, Port St. Lucie, Martin County, OUA, NKLUA, DDUA, and many others. Mr. Hartman has been a primary negotiator for interlocal service agreements regarding capacity, joint-use, bulk service, retail service, contract operations and many others for entities such as the Town of Palm Beach, Miramar, Lauderdale-By-The-Sea, North Miami Beach, Collier County, Marion County, St. Johns County, JEA and many others.

### Expert Testimony

Mr. Hartman has been accepted in various Circuit Courts, Florida Division of Administrative Hearings, Florida Public Service Commission, arbitration, and quasi-judicial hearings conducted by cities and counties, as a technical expert witness in the areas of electric systems, solid waste systems, stormwater systems, gas systems, wastewater systems and/or biosolids facilities, water supply, facility planning, water resources, water treatment, water quality engineering, water system design and construction, wastewater collection, wastewater transmission, wastewater treatment, effluent/reclaimed water use, sludge processing and disposal, costing, damages, rates/charges, service and service areas, and utility systems valuation and utility systems valuation. Recently, Mr. Hartman has been an expert witness on utility condemnation, utility arbitration, water rates and use permitting DOAH case, utility rate setting DOAH case, service area and utility service civil case, City of Atlanta Water Treatment Plant Construction, City of Milwaukee Cryptosporidium, Jupiter vs. Tequesta Water Contract Services, Winter Park electric, Okeelanta/Osceola Power Plants, UCCNSB and many other condemnation cases. Mr. Hartman has been an expert witness in permitting and regulatory cases.

Mr. Hartman has given oral testimony on some 200 occasions over the past 38 years. He has assisted in the resolution of a similar number of matters without formal testimony.

## Publications / Presentations

### Papers/Presentations (Since 1994)

- 2019 "Exploring Options for Cost Savings - Optimization and Equity Recapture"  
By Clifton Parker and Gerald C. Hartman, April 3-5, 2019  
VRA – Governor's Infrastructure Conference
- 2016 "What Special Masters are Looking For"  
By Gerald C. Hartman and Dr. L. Golicz, December 10, 2015  
FC – IAAO – TPP Conference
- 2015 "Perspectives for Utility Sales – (City/Co./Auth./NFP/CDD)"  
By Gerald C. Hartman, August 26, 2015  
Philadelphia, PA - Business Seminar
- 2015 "Water Privatization and the Systems Viability Act Legislation"  
Gerald C. Hartman, et al., 102<sup>nd</sup>  
Illinois Municipal League Annual Conference  
September 18, 2015
- 2014 Hartman, G.C. and Hollis, Tara L. "Financial Forces Impacting Small Utility Systems." 2014 Indiana Section AWWA Conference, February 2014.
- 2013 Hartman, G.C. "Stormwater Reuse/Water Harvesting", Fl. Water & Environment Association, January 24, 2013.
- 2012 Hartman G.C., T.L. Hollis "Optimization of Utility Performance", Florida-CFOA.
- 2008 Hartman, G.C., Hollis, Tara L. and Isaacs, Tony W. "Discussion of Outside City Utility Rate Surcharge." Special Meeting – Various Municipality Leaders in State of Florida (Hosted by the City of North Miami Beach and the City of North Miami). October 28, 2008.
- 2007 Hartman, G.C. and Wanielista, M. P. "Stormwater Reuse: The Utility Business Practice." 9th Biennial Conference on Stormwater Research & Watershed Management. May 2, 2007.
- 2005 Wanielista, Marty and G.C. Hartman, "Regional Stormwater Facilities", Stormwater Management for Highways Transportation Research Board TRB AFB60, July 12, 2005.
- 2004 Hartman, G.C., D. Cooper, N. Eckloff and R. Anderson, "Water," The Bond Buyer's Sixth Southeast Public Finance Conference, February 23, 2004.
- 2003 Hartman, G.C., "Utility Valuation," Wake Forest University Law School Seminar Series, February 6-8, 2003.
- 2003 Hartman, G.C., H.E. Schmidt, Jr. and M.S. Davis, "Biosolids Application in Rural DeSoto County, Florida," WEF/AWWA/CWEA Joint Residuals and Biosolids Management Conference, February 19-22, 2003.
- 2003 Hartman, G.C. and Dr. M. Wanielista, "Irrigation Quality Water – Examples and Design Considerations," ASCE Conference, April 4, 2003.
- 2003 Hartman, G.C., M.A. Rynning and V. Hargray, "Assessing the Water Demands of Commercial Customer," WEF Volume 6, No. 4, July/August 2003 – Utility Executive.

- 2002 Hartman, G.C., M. Sloan, N.J. Gassman, and D.M. Lee, "Developing a Framework to Balance Needs for Consumptive Use and Natural Systems with Water Resources Availability," WEF Watershed 2002 Specialty Conference, February 23-27, 2002.
- 2000 Hartman, G.C., M.A. Rynning, and V. Hargray, "Assessment of Commercial Customer Water Impacts," AWWA 2000.
- 1999 Hartman, G.C. contributing author, Chapter 14B, Nichols on Eminent Domain, RCNLD Valuation of Public Utilities, March 1999 Edition, Release No. 48.
- 1998 Hartman, G.C., "In-House, Outsourcing and the Not-for-Profit Utilities Option," Florida Government Finance Officers Association (FGFOA) Conference, March 27, 1998.
- 1998 Hartman, G.C. and D.P. Dufresne, "Understanding Groundwater Mounds – A Key to Successful Design, Operation and Maintenance of Rapid Infiltration Basins," April 4-7, 1998, FWWA/WET/FPCOA Joint Meeting.
- 1998 Hartman, G.C. and Seth Lehman, "Financing Water Utilities – Acquisition and Privatization Projects," AWWA Annual Conference, June 24, 1998.
- 1997 Hartman, G.C., Seth Lehman, "Financing Utility Acquisitions," AWWA/WEF Joint Management Conference, February 1997.
- 1997 Hartman, G.C., B.V. Breedlove, "Water: Where It Comes From and Where It Goes," FRT & G/FDEP Conference, September 1997.
- 1997 Hartman, G.C., W.D. Wagner, T.A. Cloud, and R.C. Copeland, "Outsourcing Programs in Seminole County," AWWA/WEF/FPCOA Conference, November 1997.
- 1997 Hartman, G.C., M.B. Alvarez, J.R. Voorhees, and G.L. Basham, "Using Color as an Indicator to Comply with the Proposed D/DBP Rule," AWWA, Water Quality Technology Conference, November 1997.
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