

Appendix A – Qualifications of Sebastian Coppola

Mr. Sebastian Coppola is an independent business consultant and president of Corporate Analytics, Inc., whose place of business is located at 1359 Springwood Lane, Rochester Hills, Michigan 48309.

EMPLOYMENT BACKGROUND

Mr. Coppola has been an independent consultant for more than 10 years. Before that, he spent three years as Senior Vice President and Chief Financial Officer of SEMCO Energy, Inc. with responsibility for all financial operations, corporate development and strategic planning for the company's Michigan and Alaska regulated and non-regulated operations. During the period at SEMCO Energy, he had also responsibility for certain storage and pipeline operations as President and COO of SEMCO Energy Ventures, Inc. Prior to SEMCO, Mr. Coppola was Senior Vice President of Finance for MCN Energy Group, Inc., the parent company of Michigan Consolidated Gas Company.

During his 24-year career at MCN and MichCon, he held various analytical, accounting, managerial and executive positions, including Manager of Gas Accounting with responsibility for maintaining the accounting records and preparing financial reports for gas purchases and gas production. In this role, he had also responsibility for preparing Gas Cost Recovery (GCR) reconciliation analysis and reports, and supporting preparation of testimony for the cost of gas reconciliation proceedings before the MPSC. Over the years, Mr. Coppola also held the positions of Treasurer, Director of Investor Relations, Director of Accounting Services, Manager of Corporate Finance, and Manager of Customer Billing. In many of these positions he was intricately involved in defining gas

purchasing strategies, rate case analysis, cost of capital studies and other regulatory proceedings

ENERGY INDUSTRY AND REGULATORY EXPERIENCE

As a business consultant, Mr. Coppola specializes in financial and strategic business issues in the fields of energy, utility regulation, manufacturing and service industries. He has more than thirty years of experience in public utility and related energy work, both as a consultant and utility company executive. He has testified in several regulatory proceedings before State Public Service Commissions. He has prepared and/or filed testimony in electric and gas rate case proceedings, power supply and gas cost recovery mechanisms, revenue and cost tracking mechanisms/riders and other regulatory proceedings. As accounting manager and later financial executive for two regulated gas utilities with operations in Michigan and Alaska, he has been intricately involved in gas cost recovery and reconciliation cases, gas purchase strategies and rate case filings.

Mr. Coppola has more than 15 years of experience in the area of gas supply and regulatory proceedings. He has participated in the gas supply planning and/or gas cost recovery arrangements of two major gas utilities in Michigan and in Alaska. He has prepared testimony in multiple Power Supply Cost Recovery (PSCR), GCR, electric and gas general rate cases on behalf of the Michigan Attorney General, Citizens Against Rate Excess (CARE) and the Ohio Office of Consumers Counsel in electric and gas utility rate cases, including AEP Ohio, Consumers Energy, Detroit Edison, MichCon, SEMCO, Michigan Gas Utilities Corp, Upper Peninsula Power Company and Wisconsin Public Service Company.

As accounting manager and later financial executive for two regulated gas utilities, he has been intricately involved in gas purchase strategies and CGR

reconciliation cases. He has had direct responsibility for preparing GCR reconciliation analysis and reports, and supporting preparation of testimony for the cost of gas reconciliation proceedings before the Michigan Public Service Commission (MPSC). He is intricately familiar with the power supply and gas cost recovery mechanisms, gas supply and pricing issues, and regulatory issues faced by utilities.

In his role as Treasurer and Chairman of the MCN/MichCon Risk Committee from 1996 through 1998, Mr. Coppola was involved in reviewing and deciding on the appropriate gas purchase price hedging strategies, including the use of gas future contracts, over the counter swaps, fixed price purchases and index price purchases.

In March 2001, Mr. Coppola testified before the Michigan House Energy and Technology Subcommittee on Natural Gas Fixed Pricing Mechanisms. He frequently advises clients on energy price trends, the sale and acquisition of energy businesses and development of natural gas reserves. Mr. Coppola frequently participates in natural gas issue forums sponsored by the American Gas Association and stays current on various energy supply issues through review of industry analyst reports and other publications issued by various trade groups.

➤ **Specific Regulatory Proceedings And Related Experience:**

- Filed testimony on behalf of the Michigan Attorney General in Michigan Gas Utilities (MGUC) and SEMCO Energy Gas (SEMCO) 2011-2012 GCR Plan reconciliation cases U-16481-R and U-16483-R.
- Filed testimony for the Michigan Attorney General in Consumers Energy Gas 2011 electric Rate Case U-17087 on several issues, including operations and maintenance cost, employee benefits, capital expenditures, cost of service and rate design.

- Filed testimony in MichCon's 2012 gas Rate Case U-16999 on a several issues, including sales volumes, revenue decoupling mechanism, operations and maintenance costs, capital expenditures and infrastructure cost recovery mechanism.
- Filed testimony on behalf of the Washington Attorney General – Office of Public Counsel on executive and board of directors' compensation in the 2012 Avista general rate case.
- Filed testimony for Citizens Against Rate Excess in Upper Peninsula Power Company's 2011 Power Supply Cost Recovery (PSCR) reconciliation case U-16421-R.
- Filed testimony on behalf of the Ohio Office of Consumers Counsel in AEP Ohio's power supply restructuring case in June 2012.
- Filed testimony on behalf of the Michigan Attorney General in Michigan Gas Utilities and SEMCO Energy Gas 2012-2013 GCR Plan cases U-16920 and U-16922.
- Filed testimony for Citizens Against Rate Excess in Upper Peninsula Power Company's 2012 Power Supply Cost Recovery (PSCR) plan case U-16881.
- Filed testimony for Citizens Against Rate Excess in Wisconsin Public Service Corporation's 2012 PSCR plan case U-16882.
- Filed testimony for the Michigan Attorney General in CECO's gas business Pilot Revenue Decoupling Mechanism in case U-16860.
- Filed testimony for the Michigan Attorney General in Consumers Energy Gas 2011 Rate Case U-16855 on several issues, including sales volumes, operations and maintenance cost, employee benefits, capital expenditures and cost of capital.
- Filed testimony for the Michigan Attorney General in SEMCO Energy Gas Company (SEMCO) and Michigan Gas Utilities (MGUC) 2010-2011 GCR Plan reconciliation cases U-16147-R and U-16145-R.
- Filed testimony for the Michigan Attorney General in Consumers Energy 2011 electric Rate Case U-16794 on several issues, including electric sales forecast, revenue decoupling mechanism, operations and maintenance cost, employee benefits, capital expenditures and cost of capital.

- Filed testimony for the Michigan Attorney General in CECO's electric business Pilot Revenue Decoupling Mechanism in case U-16566.
- Filed testimony on behalf of the Michigan Attorney General in SEMCO Gas and Michigan Gas Utilities 2011-2012 GCR Plan cases U-16483 and U-16481.
- Filed testimony for the Michigan Attorney General in Detroit Edison 2010 electric Rate Case U-16472 on several issues, including revenue decoupling mechanism, operations and maintenance cost, executive compensation and benefits, capital expenditures and cost of capital.
- Filed testimony for the Michigan Attorney General in SEMCO Energy 2009-2010 GCR reconciliation case U-15702-R.
- Filed testimony for Michigan Attorney General in MGUC 2009-2010 GCR reconciliation case U-15700-R.
- Filed testimony for Michigan Attorney General, in Consumers Energy Gas 2010 Rate Case U-16418 on several issues, including sales volumes, operations and maintenance costs, capital expenditures and cost of capital.
- Filed testimony for Michigan Attorney General, in SEMCO Energy Gas 2010 Rate Case U-16169 on several issues, including sales volumes, rate design, operations and maintenance cost, executive compensation and benefits, capital expenditures and cost of capital.
- Filed testimony, for Michigan Attorney General in Consumers Energy 2009 electric Rate Case U-16191 on several issues, including sales volumes, revenue decoupling mechanism, operations and maintenance cost and capital expenditures.
- Filed testimony for Michigan Attorney General, in MichCon 2009 gas Rate Case U-15985 on several issues, including sales volumes, revenue decoupling mechanism, operations and maintenance cost, capital expenditures and cost of capital.
- Filed testimony for Michigan Attorney General and was cross-examined in Consumers Energy 2009 gas Rate Case U-15986 on several issues, including sales volumes, revenue decoupling mechanism, operations and maintenance cost, capital expenditures and cost of capital.

- Prepared testimony and assisted the Michigan Attorney General in discussions and settlement of SEMCO Gas and Michigan Gas Utilities 2010-2011 GCR Plan cases U-16147 and U-16145.
- Prepared testimony and assisted Michigan Attorney General in settlement of SEMCO Gas 2009-2010 GCR case U-15702.
- Prepared testimony and assisted Michigan Attorney General in settlement of MGUC 2009-2010 GCR case U-15700.
- Prepared testimony and assisted the Michigan Attorney General in discussions and settlement of SEMCO Gas 2008-2009 GCR case U-15452 and reconciliation case U-15452-R.
- Prepared testimony and assisted Michigan Attorney General in discussions and settlement of MGUC 2008-2009 GCR reconciliation case U-15450-R.
- Prepared testimony for Michigan Attorney General in SEMCO GCR 2007-2008 Reconciliation Case U-15043-R.
- Prepared testimony for Michigan Attorney General filed in MGUC GCR 2007-2008 Reconciliation Case U-15040-R.
- Participated in drafting of testimony for all aspects of SEMCO Energy rate case filing with the Regulatory Commission of Alaska (RCA) in 2001.
- Filed testimony in 2001 before the (RCA) and was cross-examined on the financing plans for the acquisition of Enstar Corporation and the capital structure of SEMCO Energy.
- Developed a cost of capital study in support of testimony by company witness in the Saginaw Bay Pipeline Company rate request proceeding in 1989.
- Prepared testimony for company witness on cost of capital and capital structure in MichCon 1988 gas rate case.
- Filed testimony in MichCon gas conservation surcharge case in 1986-87.
- Testified before MPSC ALJ in MichCon customer bill collection complaints in 1983.
- Participated in analysis of uncollectible gas accounts expense for inclusion in rate filings between 1975 and 1988.

- Participated in analysis of allocation of corporate overhead to subsidiaries and use of the “Massachusetts Formula” at MichCon and at SEMCO Energy in 1975 and 2000.
- Prepared support information on GCR and rate case-O&M testimony at MichCon from 1975 to 1988.
- Filed testimony in MichCon financing orders in 1987 and 1988.
- Participated in rate case filing strategy sessions at MichCon and SEMCO Energy from 1975 to 2001.
- Provided Hearing Room assistance and guidance to counsel on financial and policy issues in various cases from 1975 to 2001.

EDUCATIONAL BACKGROUND

Mr. Coppola did his undergraduate work at Wayne State University, where he received the Bachelor of Science degree in Accounting in 1974. He later returned to Wayne Sate University to obtain his Master of Business Administration degree with major in Finance in 1980.