

COMMISSIONERS:
ART GRAHAM, CHAIRMAN
LISA POLAK EDGAR
RONALD A. BRISÉ
EDUARDO E. BALBIS
JULIE I. BROWN

STATE OF FLORIDA



OFFICE OF THE GENERAL COUNSEL
S. CURTIS KISER
GENERAL COUNSEL
(850) 413-6199

RECEIVED-FPSC

11 FEB 17 AM 11:09

COMMISSION
CLERK

Public Service Commission

February 16, 2011

Mr. Christian Marcelli
Rose, Sundstrom & Bentley, LLP
766 North Sun Drive, Suite 4030
Lake Mary, FL 32746

Re: Docket No. 100149-WU - Application for increase in water rates in Lee County by Ni Florida, LLC

Dear Mr. Marcelli:

Staff requests the following information to complete its review of the application filed by Ni Florida, LLC (Utility or Ni Florida).

1. Please provide the 2010 General Ledger for Ni America.
2. In response to Question 1 of staff's data request dated January 27, 2011, the Utility provided Ni America Operating LLC's salaries for year to date September 2010. Please provide Ni America Operating LLC's salaries for the year ended December 31, 2010.
3. For each employee listed in the Utility's response to Question 1 of staff's data request dated January 27, 2011, please identify the state where each employee is based.
4. The Utility stated in response to Question 1 of staff's data request dated January 27, 2011 that, "The reason for the change (to 89.22%) was the acquisition of Palmetto Utilities, Inc. in South Carolina, which caused the Ni America corporate staff to focus on utility matters more so than in previous periods, and such focus is expected to continue in the foreseeable future." However, the Ni America website continues to solicit acquisitions. Please explain.
5. According to Ni America's website, the Utility has \$250 million in available funding. How much of the \$250 million is earmarked for investing in acquisitions? How much of this funding is earmarked for investments in existing systems?
6. In response to Question 4 of staff's data request dated January 27, 2011, the Utility stated "that the percent of time and salary each employee spends on utility-related business changes from year to year depending on: ... the number and size acquisitions currently in the pipeline." Please identify the number and size of acquisitions "in the pipeline" for the period ending December 31, 2013.

DOCUMENT NUMBER 01087 FEB 17 =
FPSC-COMMISSION CLERK

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD • TALLAHASSEE, FL 32399-0850

An Affirmative Action / Equal Opportunity Employer

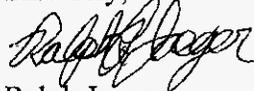
PSC Website: <http://www.floridapsc.com>

Internet E-mail: contact@psc.state.fl.us

7. Corporate Governance Expense for Ni America Capital Management, LLC increased from \$250,779 in 2009 to \$833,476 in 2010. Please explain in detail the reasons for this increase. For the purposes of this response, please explain how these costs are related to utility operations.
8. Travel expenses for Ni America Operating, LLC increased from \$37,330 in 2009 to \$97,536 in 2010. Please explain in detail the reasons for this increase. For the purposes of this response, please explain how these costs are related to utility operations.

Please submit the above information to the Office of Commission Clerk by February 25, 2011. If you have any questions, please contact Jared Deason by phone at (850) 413-6844 or by e-mail at jdeason@psc.state.fl.us.

Sincerely,



Ralph Jaeger
Senior Attorney

cc: Division of Economic Regulation (Bulecza-Banks, Maurey, Fletcher, Deason, Thompson, Williams)
Office of the General Counsel (Crawford)
Office of Commission Clerk
Office of Public Counsel