



DAVID A SHEFFER
Principal

3601 N. Progress Ave., Suite 202
Harrisburg, PA 17110
717.763.9890 • Tel

dsheffer@ausconsultants.com

December 10, 2020

Pennsylvania Public Utility Commission
Secretary
Commonwealth Keystone Building
400 North Street, 2nd Floor Room 01
Harrisburg, PA 17120

RE: Renewal Application as a Utility Valuation Expert
Docket # M-2016-2543193

Dear Secretary,

Please find attached AUS Consultants' application for renewal as a registered Utility Valuation Expert ("UVE") in the Commonwealth of Pennsylvania. Included in this application are supporting documents and the application fee of \$125.00.

Should the Commission have any questions or require additional information, please contact Sue Macchia 717-503-9238 or by email smacchia@ausconsultants.com.

Respectfully submitted,
AUS Consultants

A handwritten signature in black ink, appearing to read "D.A. Sheffer", written over a horizontal line.

BY: DAVID A. SHEFFER

Cc: Office of Consumer Advocate w/ Attachments
Office of Small Business Advocate w/ Attachments



BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

In Re: Application of AUS Consultants Inc. to register as an Utility Valuation Expert (UVE) in the Commonwealth of Pennsylvania

Docket No: M-2016-2543193

Check one:

- Initial Application
Renewal Application

Fee: \$125 fee enclosed

1. Legal Name of the Applicant: AUS Consultants, Inc.

Attach proof of compliance with appropriate Pennsylvania Department of State filing requirements.

2. Trade or Commercial or Fictitious Names Used by Applicant (d/b/a):

- Check this box if the Applicant will not be using a fictitious name.
Check this box if the Applicant will be using a fictitious name or using a d/b/a (doing business as) another name and identify names below.

3. Applicant Address:

Street Name & Number: 3601 North Progress Avenue, Suite 202
Post Office Box:
City: Harrisburg
State: PA
Zip Code: 17110
Telephone Number: 717-763-9890
Email Address: Dsheffer@ausconsultants.com
Website Address: www.ausinc.com

1 A copy of any document from the Pennsylvania Department of State (Pa. Dept. of State) documenting the Applicant's Pa. Dept. of State entity number is adequate. However, the document must indicate that the Applicant's Pa. Dept. of State registration is "active." Certified copies of Pa. Dept. of State documents are not required.

Application for Registration as a Utility Valuation Expert (UVE)

4. Point of Contact for this Application:²

Name: David Sheffer
 Title: Principal

Complete the following if different than above:

Street Name & Number: _____
 Post Office Box: _____
 City: _____
 State: _____
 Zip code: _____
 Telephone Number: _____
 Email address: _____

5. Parent & Subsidiary Companies & Affiliates:

Parent Name and Contact Information. Provide name and contact information for parent company. Check box if any parent company is currently doing business in Pennsylvania as a UVE or WWDC. If none, do not check the box; insert NONE below.

Parent Name: AUS, Inc.
 Street Name & Number: 155 Gaither Drive, Suite A
 Post Office Box: _____
 City: Mount Laurel
 State: NJ
 Zip Code: 08054
 Telephone Number: 856-234-9200
 Email Address: pvalentine@ausinc.com
 Website Address: www.ausinc.com

Subsidiaries and Contact Information. Provide name and contact information for all subsidiary companies. Check this box if any subsidiary is currently doing business in Pennsylvania as a UVE or WWDC. If none, do not check the box; insert NONE below.

Subsidiary Name: AUS Marketing Research System, Inc.
 Street Name & Number: 53 West Baltimore Pike
 Post Office Box: _____
 City: Media
 State: PA
 Zip Code: 19063
 Telephone Number: 484-840-4300
 Email Address: pvalentine@ausinc.com
 Website Address: www.SSRS.com

(Copy above information and paste on separate sheet as necessary for additional Subsidiaries)

² PLEASE NOTE: Upon approval of this application, this Contact Information will be listed on the Commission's UVE Registry.

Application for Registration as a Utility Valuation Expert (UVE)

Affiliates and Contact Information. Provide name and contact information for all affiliated companies. Check box if any affiliate is currently doing business in Pennsylvania as a UVE or WWDC. If none, do not check the box; insert NONE below.

Affiliate Name: NONE
 Street Name & Number: _____
 Post Office Box: _____
 City: _____
 State: _____
 Zip Code: _____
 Telephone Number: _____
 Email Address: _____

(Copy above information and paste on separate sheet as necessary for additional Affiliates)

6. **Contracts & Business Partnerships:**

Check box if Applicant intends to or has operated under contract with or has partnered with an WWDC within the past five (5) years. Otherwise, insert NONE here: _NONE_.

Check box if Applicant intends to or has operated under contract, subcontracted or partnered with a UVE within the past five (5) years. Otherwise, insert NONE here: _NONE_____.

If applicable, provide name(s) of WWDC(s) and UVE(s) and contact information for each and briefly describe the nature of business services associated with each contract and/or partnership. Attach additional pages as needed.

7. Identify principal officers (i.e., owners, executives, partners and/or directors, etc.), as appropriate for Applicant’s organizational structure. Provide an organizational chart and the names, titles, business addresses and telephone numbers for each office.

See Attachments #1-3 for Directors & Officers of AUS, Inc.
 AUS Consultants, Inc. and AUS Marketing Research System, Inc.

8. Attach to this Application a brief biography or single page professional resume for all principal officers and management directly responsible for Applicant’s operations.

See Attachment “A”

9. Provide Applicant’s Federal Employer Identification No. (EIN): __22-1943906_____

Application for Registration as a Utility Valuation Expert (UVE)

10. Registered Agent

- a. If the Applicant does not maintain a principal office in the Commonwealth, the Applicant is required by the Pennsylvania Department of State to designate an approved Registered Agent as its representative in the Commonwealth. Check one of the boxes below, as applicable:

YES, the Applicant has registered its business with the Pennsylvania Department of State. Following is the Name and Contact information for the Applicant's Registered Agent approved by the Pennsylvania Department of State.

Registered Agent:	Jerry J. Reilly
Street Name & Number:	155 Gaither Drive, Suite A
Post Office Box:	
City:	Mount Laurel
State:	NJ
Zip Code:	08054
Main Telephone Number:	856-234-9200
Email Address:	pvalentine@ausinc.com
Website Address:	www.ausinc.com

NO, the Applicant has not registered its business with the Pennsylvania Department of State.



STOP—To avoid denial of your application and forfeiture of your application fee, contact the Pennsylvania Department of State Bureau of Corporations to register as a business entity within the Commonwealth *PRIOR TO* completion and filing of this application with the Pennsylvania Public Utility Commission.

- b. Applicant has registered its business with the Pennsylvania Department of State. Please check appropriate registration type for Applicant as designated with the Department.

- Sole proprietor
- Domestic corporation (none)
- Domestic general partnership
- Domestic limited liability company
- Domestic limited liability partnership
- Foreign corporation
- Foreign general or limited partnership
- Foreign limited liability company
- Foreign limited liability general partnership
- Foreign limited liability limited partnership

See Attachments # 4 & 5

Application for Registration as a Utility Valuation Expert (UVE)

c. If Applicant is not domiciled in the Commonwealth of Pennsylvania and is registered as a "foreign" entity as identified above, please identify all other states where applicant is registered and name the appropriate state department(s):

See Attachment #5

11. Technical Fitness

Attach to this Application a copy of any certification(s) or similar documentation that would demonstrate the technical fitness of Applicant, such as professional licenses, technical certifications, and/or names of current or past clients with a description of dates and types of services provided by Applicant.

See Attachment "B"

12. Falsification

The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application, or if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.

Signature of Principal Official:  _____

Official's Name & Title : David Sheffer - Principal
(Please Print)

Date: Dec. 10, 2020

Application for Registration as a Utility Valuation Expert (UVE)

APPENDIX A

AFFIDAVIT

[Commonwealth/State] of Pennsylvania :
County of Dauphin : SS.

David Sheffer , Affiant, being duly sworn or affirmed according to law, deposes and says that:

Affiant is the Principal (Office of Affiant) of AUS Consultants, Inc. (Name of Applicant);

That Affiant is authorized to and does make this affidavit for said Applicant;

That AUS Consultants, Inc. , the Applicant herein, has the burden of producing information and supporting documentation demonstrating technical fitness to be registered as a Utility Valuation Expert pursuant to Section 1329. 66 Pa. C.S. § 1329.

That AUS Consultants, Inc. , the Applicant herein, acknowledges that it has answered the questions on the application correctly, truthfully and completely and has provided supporting documentation as required.

That AUS Consultants, Inc. , the Applicant herein, acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That AUS Consultants, Inc. , the Applicant herein, verifies that neither the UVE nor the UVE's firm, including affiliates, have a conflict of interest that would compromise, or have the appearance of compromising, the UVE's professional judgement and ability to perform the valuation in an unbiased manner.

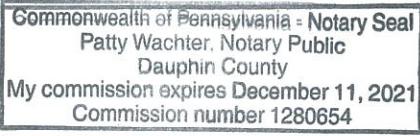
That the facts above set forth are true and correct to the best of Affiant's knowledge, information, and belief, and that Affiant expects said Applicant to be able to prove the same at hearing.


Signature of Affiant

Sworn and subscribed before me this 10th day of Dec, 2020 .

Patty Wachter
Signature of official administering oath

My commission expires: Dec 11 / 2021 .



AUS CONSULTANTS, INC.

DIRECTORS & OFFICERS

Company:	AUS, Inc.	ADDRESS	PHONE NUMBER
State of Incorporation	New Jersey		
Maximum No. of Directors	9		
Minimum No. of Directors	1		
DIRECTORS:			
	John L Ringwood ¹	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
	Victoria Brennan	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
	Jennifer R Baxter	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
	Gordon V. Smith ²	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
	Denise L. Devine	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
	Frank Giordano	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
OFFICERS:			
President & CEO	John L Ringwood ¹	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Executive Vice President	Jerome C Weinert	8555 West Forest Home Ave. Ste 201, Greenfield WI 53228	414-529-5755
Executive Vice President	Dave Weiler	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Vice President	Michael J Deidrich	8555 West Forest Home Ave. Ste 201, Greenfield WI 53228	414-529-5755
Vice President	Dave Scheffer	6310 Allentown Boulevard Suite 102 Harrisburg, PA 17112	856-234-9200
CFO	Patricia A Valentine	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Vice President – HR, PR, AP	Barbara C. Marshall	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Treasurer	John L. Ringwood	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Secretary	John L. Ringwood	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200

NOTES:

¹Chairman of the Board

²Chairman Emeritus

AUS MARKETING RESEARCH SYSTEMS, INC.

DIRECTORS & OFFICERS

Company: State of Incorporation Pennsylvania ADDRESS PHONE NUMBER

Maximum No. of Directors 9
 Minimum No. of Directors 1

DIRECTORS:

John L. Ringwood ¹	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Victoria Brennan	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Jennifer R Baxter	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Gordon V. Smith ²	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Denise L. Devine	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Frank Giordano	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200

OFFICERS:

President & CEO	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
CFO	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Vice President – HR, PR, AP	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Treasurer	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Secretary	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200

NOTES:

- ¹Chairman of the Board
- ²Chairman Emeritus

AUS INC. & SUBSIDIARIES

DIRECTORS & OFFICERS

PARENT COMPANY

Company:	AUS, Inc.	ADDRESS	PHONE NUMBER
State of Incorporation	New Jersey		
Maximum No. of Directors	9		
Minimum No. of Directors	1		

DIRECTORS:

John L. Ringwood ¹	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Victoria Brennan	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Jennifer R Baxter	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Gordon V. Smith ²	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Denise L. Devine	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Frank Giordano	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200

OFFICERS:

President & CEO	John L. Ringwood	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
CFO	Patricia A Valentine	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Vice President – HR, PR, AP	Barbara C. Marshall	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Treasurer	John L. Ringwood	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200
Secretary	John L. Ringwood	155 Gaither Drive Suite A Mount Laurel, NJ 08054	856-234-9200

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE

12/01/2020

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

AUS CONSULTANTS, INC.

is duly registered to do business under the laws of the Commonwealth of Pennsylvania and remains a registered Foreign Business Corporation so far as the records of this office show, as of the date herein.

I DO FURTHER CERTIFY THAT this Certificate of Registration shall not imply that all fees, taxes and penalties owed to the Commonwealth of Pennsylvania are paid.



IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Seal of the Secretary's Office to be affixed, the day and year above written

Katly Bookman

Secretary of the Commonwealth

Certification Number: TSC201201090303-1

Verify this certificate online at <http://www.corporations.pa.gov/orders/verify>

ALL STATES AUS CONSULTANTS, INC. ARE REGISTERED TO DO BUSINESS

STATE	CORPORATION	CORPORATE ID IN STATE	DEPT OF STATE	DEPT OF REVENUE	CORPORATION
NEW JERSEY	AUS CONSULTANTS, INC.	5445080000	X	X	DOMESTIC
ARIZONA	AUS CONSULTANTS, INC	F-17725948	X	X	FOREIGN
FLORIDA	AUS CONSULTANTS, INC	F96000002356	X	X	FOREIGN
NEW MEXICO	AUS CONSULTANTS, INC	2467611	X	X	FOREIGN
PENNSYLVANIA	AUS CONSULTANTS, INC	21131	X	X	FOREIGN
WISCONSIN	AUS CONSULTANTS, INC	A031036	X	X	FOREIGN



aus
consultants

Resumes

AUS CONSULTANTSCurriculum Vitae (CV) of Jerome C. Weinert, CDP, ASA

AUS Consultants – Since 1987 to Present, Mr. Weinert has been with AUS Consultants responsible for valuations for utility and technical properties for sale, allocation of purchase price, property tax, and condemnation also intangible asset appraisals for various clients. Also Mr. Weinert performed utility industry capital recovery studies and service life determination. Currently, Mr. Weinert is a Principal and Director at AUS Consultants. Prior to joining AUS in 1987, Mr. Weinert was employed by American Appraisal Associates, Inc. for 16 years. He joined American Appraisal in 1973 as an Assistant Appraiser, advanced to Staff Appraiser in 1975, and to Senior Appraiser in 1977.

Mr. Weinert is a member of following professional organizations:

American Society of Appraisers

Accredited Senior Appraiser (ASA) in Machinery and Technical Specialties (previously Public Utilities) since 1978

Society of Depreciation Professionals

Founding Member (1987) and Treasurer (1993), Vice President (1994), President (1995) and a Certification and Re-certification Chairman (1992-2001) and a Certified Depreciation Professional (CDP) since 2001

During his professional career related to valuations and depreciation matters, Mr. Weinert has testified before various courts and state public service commissions on these subjects. Mr. Weinert has presented expert testimony on valuation matters related to ad valorem taxes and eminent domain issues. Mr. Weinert has presented expert testimony in the Massachusetts Superior Court, the Court of Common Pleas, Fayette County, Ohio, the New Hampshire Public Utilities Commission, the Twentieth Judicial Court (deposition only) in Charlotte County, Florida, the Nineteenth Judicial Circuit Court in St. Lucie County, Florida (deposition only). In regards to ad valorem taxation, Mr. Weinert has presented study results to the New York State Board of Equalization and Assessment pertaining to useful life and net salvage values for all types of utility property subject to the Board's mass appraisal model. He has appeared before appraisal board in Florida, the Twelfth Judicial Circuit Sarasota County, Florida, and Appellate Tax Board in Massachusetts; and tax courts in the states of Arizona, Montana and Utah.

Mr. Weinert has appeared before regulatory bodies in Alaska, Arkansas, Illinois, Indiana, Iowa, Missouri, Nevada, Nebraska, North Carolina, Ohio, Oregon, and South Carolina in support of rate-base valuation determination and capital recovery. He has presented testimony on depreciation matters before the Canadian Radio-Television and Telecommunications Commission (CRTC) and the United States Federal Energy Regulatory Commission (FERC). He has submitted study results to the State Commissions of Alabama, Alaska, Arkansas, Idaho, Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, North Carolina, Oregon, Pennsylvania, South Carolina, Washington, and Wisconsin, and the Federal Communications Commission.

EDUCATION

Marquette University

Master of Business Administration (1988)

Milwaukee School of Engineering

Bachelor of Science in Mechanical Engineering (1972)



Certifications, Professional Licenses, etc.



The American Society of Appraisers

Attests that

Jerome C. Weinert

Accredited Member

has successfully participated in the
Society's mandatory Reaccreditation Program

and has complied with its continuing education requirements, as set forth in the organization's Constitution, Bylaws and Administrative Rules. Therefore, formal reaccreditation has been granted by the International Board of Governors and will remain valid through

January 06, 2022




James R. Hest
Chief Executive Officer

[Signature]
Sr. Manager of Accreditation
and Reaccreditation Services

8/13/2020


ASA Membership Card

 **Member ID: 5870**
Discipline: MTS
Member Since: 08/17/1980
Expires: 07/31/2021

Membership Card

Jerome C. Weinert, AM

Accredited Member - Active

Signature: 

FedEx

FedEx

FedEx

ORIGIN ID:MDTA (717) 763-9890
DAVID SHEFFER
AUS CONSULTANTS
3601 N. PROGRESS AVE
SUITE 202
HARRISBURG, PA 17110
UNITED STATES US

SHIP DATE: 10DEC20
ACTWGT: 1.00 LB
CAD: 2139904/NET4280

BILL SENDER

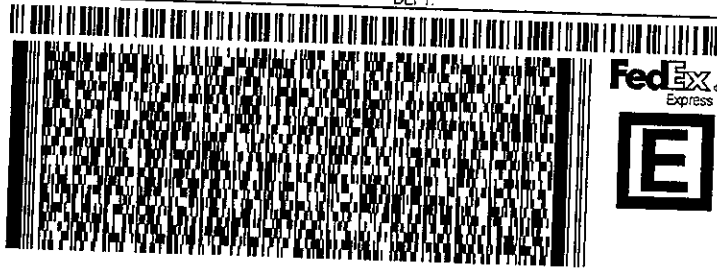
TO **SECRETARY**
PA PUBLIC UTILITY COMMISSION
COMMONWEALTH KEYSTONE BUILDING
400 NORTH STREET 2ND FLOOR ROOM 01
HARRISBURG PA 17120

55812819616766

(717) 783-5242
INV:
PO:

REF:

DEPT:



FedEx Ship Manager - Print Your Label(s)

FRI - 11 DEC 4:30P

TRK# 7723 2635 5722
0201

STANDARD OVERNIGHT

16 MDTA

17120
PA-US MDT



12/10/2020



ORIGIN ID:MDTA (717) 763-9890
 DAVID SHEFFER
 AUS CONSULTANTS
 3601 N. PROGRESS AVE
 SUITE 202
 HARRISBURG, PA 17110
 UNITED STATES US

SHIP DATE: 10DEC20
 ACTWGT: 1.00 LB
 CAD: 2139904/INET4280

BILL SENDER

TO OFFICE OF CONSUMER ADVOCATE

555 WALNUT STREET 5TH FLOOR
 FORUM PLACE
 HARRISBURG PA 17101

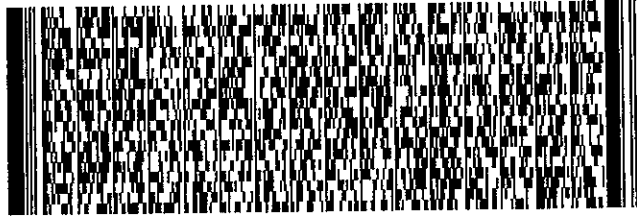
(717) 783-5048
 INV:
 PO:

REF:

DEPT:

56B.12/019618766

FedEx Ship Manager - Print Your Label(s)



FedEx
Express



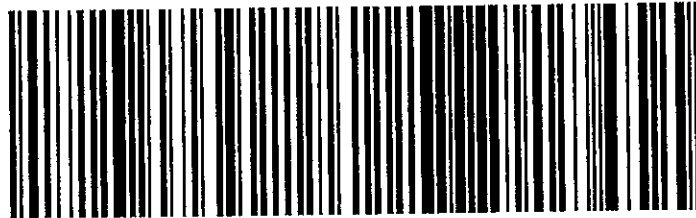
12/20/2020 17:48:10

FRI - 11 DEC 4:30P
 STANDARD OVERNIGHT

TRK# 7723 2617 4192
 0201

16 MDTA

17101
 PA-US MDT



12/10/2020