

### *Summary*

Tim Lyons has more than 30 years of experience in the energy industry. Tim has held senior positions at several gas utilities and energy consulting firms. His experience includes rate and regulatory support, sales and marketing, customer service, and strategy development. Prior to joining ScottMadden, Tim was vice president of sales and marketing for Vermont Gas, where he was responsible for all customer-related functions, including sales and marketing, call center, and field service operations. He has also served as vice president of marketing and regulatory affairs for Providence Gas (now part of National Grid), director of rates at Boston Gas (also part of National Grid), and project director at Quantec, LLC, an energy consulting firm. Tim has testified before public utilities commissions in Connecticut, Maine, Maryland, Massachusetts, Rhode Island, and Vermont. Tim holds a B.A. from St. Anselm College, an M.A. in economics from The Pennsylvania State University, and an M.B.A. from Babson College.

### *Areas of Specialization*

- Regulation and rates
- Utilities
- Natural gas
- Regulatory strategy and rate case support
- Strategic and business planning
- Process improvements

### *Recent Articles and Speeches*

- “Country Strong: Vermont Gas Shares Its Comprehensive Effort to Expand Natural Gas Service into Rural Communities.” American Gas Association. June 2011 (with Don Gilbert)
- “Talking Safety with Vermont Gas.” American Gas Association. February 2009 (with Dave Attig)
- “Consumers Say ‘Act Now’ To Stabilize Prices.” Power & Gas Marketing. September/October 2001 (with Jim DeMetro and Gerry Yurkevicz)
- “Rate Reclassification: Who Buys What and When.” Public Utilities Fortnightly. October 15, 1991 (with John Martin)

### *Recent Assignments*

- Sponsored cost of service/rate design testimony for a Mid-Atlantic gas utility. Testimony included a proposal for new residential and commercial rate classes and introduction of a block break rate design
- Sponsored rate design testimony for a northeastern gas utility. The testimony included: a proposal for zonal rates to promote expansion of natural gas service in the state; market analysis; and financial modeling.
- Directed a study for the Massachusetts Department of Energy Resources to evaluate the benefits, costs, and policies options associated with natural gas expansion by Massachusetts gas utilities. The study included: research on state regulatory policies; financial modeling and analysis of the economic and environmental impacts of pursuing select policy options; and a survey of Massachusetts homeowners on their opinion of home heating fuels
- Assisted in the review and evaluation of cost of service studies for an electric utility. The assignment included a review of proposed rate designs that address cost shifting concerns with serving residential distribution generation customers through introduction of higher customer charges, a demand charge, and time-of-use energy charges
- Assisted in the development of a portfolio of cost of service, rate design, and rate planning tools for an electric utility. The tools were used to evaluate the impact of future rate filings and resource portfolio decisions on individual rate classes
- Prepared a market analysis for a gas utility to evaluate system expansion into new areas. The analysis included: a survey of homes and businesses; an estimate of construction and operating costs; an analysis of alternative supply options (including pipeline, LNG and CNG); and financial modeling
- Directed a process review of natural gas expansion projects for a gas utility. The assignment included a review, evaluation, and recommendations related to: policies and procedures; process steps and personnel; financial models and analysis; project decisions and schedules; and post-construction review and evaluation