

**BEFORE
THE PUBLIC UTILITIES COMMISSION OF OHIO**

In the Matter of the Joint Application of)	
Utility Pipeline, Ltd., Cobra Pipeline)	Case No. 21-0803-GA-ATR
Company, Ltd., and Knox Energy)	
Cooperative Association, Inc. to Substitute)	
Natural Gas Service and Transfer Assets)	
and Customers)	
)	
In the Matter of the Application of Northern)	
Industrial Energy Development, Inc., for)	Case No. 21-1186-PL-ATA
Authority to Convert to a Pipeline Company)	
and for Approval of Amended)	
Transportation Tariff)	

**DIRECT TESTIMONY OF
ANDREW DUCKWORTH
ON BEHALF OF
NORTHERN INDUSTRIAL ENERGY DEVELOPMENT, INC.**

November 18, 2021

1 **Q1. Please introduce yourself, including your professional and educational background.**

2 A1. My name is Andrew Duckworth, and I am President of Utility Pipeline, Ltd. (“UPL”). I
3 also serve as President of Northern Industrial Energy Development, Inc. (“NIED”), a
4 fully owned subsidiary of UPL. I received a Bachelor of Science degree in Accounting,
5 *summa cum laude*, from the University of Akron in 1990. I was with Ernst & Young,
6 LLP through 1995 and am a Certified Public Accountant. From 1996 to 1999, I was a
7 controller for the Philip Services Corporation. I joined UPL in 1999. I oversee all
8 operational functions including, but not limited to, acquisitions, project development,
9 finance, accounting, marketing, human resources, and information systems functions.

10 **Q2. On whose behalf are you testifying?**

11 A2. I am testifying on behalf of NIED.

12 **Q3. What is the purpose of your testimony?**

13 A3. The purpose of my testimony is to explain NIED’s managerial, financial, and
14 technical capabilities as they relate to the Supplement to Joint Application in Case No.
15 21-0803-GA-ATR (the “Cobra Sale Case”), and to NIED’s application to formally
16 convert its regulatory status to that of a natural gas pipeline company and to amend its
17 tariff in Case No. 21-1186-PL-ATA (the “NIED Tariff Case”).

18 **Q4. Please describe NIED’s organizational history and structure.**

19 A4. NIED was formed in 1986 and began sales service in February 1987. NIED provided
20 service to many areas throughout eastern Ohio. In 1990, NIED made available
21 interruptible natural gas service to certain customers pursuant to its Local Supply Gas
22 Service Tariff. On January 1, 2002, UPL purchased NIED and began operating NIED as
23 a standalone natural gas utility.

1
2 Effective January 1, 2006, NIED sold all of its residential pipeline systems and customers
3 to Knox Energy Cooperative Association, Inc. (“Knox”), in a transaction that was
4 approved by the Commission in Case No. 05-1267-GA-ATR. In that matter, NIED
5 decided to sell those pipeline assets in an effort to refocus the business plan for UPL, its
6 parent company, as an engineering, construction, and support services company.
7 Following that transaction, the only remaining customers served by NIED were
8 approximately ten small commercial transport customers. In Case No. 07-0633-GA-
9 ATR, three of those small commercial customers were transferred to Dominion East Ohio
10 (“DEO”).
11

12 As a fully owned subsidiary of UPL, NIED relies on UPL for its managerial and technical
13 personnel. Founded in 1995, UPL is a privately owned corporation involved in pipeline
14 construction and utility support services in Ohio and surrounding states. UPL’s core
15 management team collectively has many decades of experience in natural gas pipeline
16 construction and operations.

17 **Q5. Please describe NIED’s current operations.**

18 A5. Since selling all of its residential systems to Knox in 2006, NIED’s operations have
19 consisted of transportation services. NIED currently has three customers, which it serves
20 under transportation contracts through pipelines in Wyandot, Stark, and Medina
21 Counties. NIED intends to operate as a natural gas pipeline company engaged in the
22 business of transporting natural gas and is therefore seeking to formally alter its
23 regulatory status in the NIED Tariff Case. NIED also wishes to acquire the Churchtown,

1 Holmesville, and North Trumbull Systems in the Cobra Sale Case and is filing an
2 application for an updated tariff to facilitate those acquisitions.

3 **Q6. Please describe NIED's managerial capabilities.**

4 A6. NIED's managerial capabilities are derived from UPL. UPL's management team,
5 including myself, collectively has decades of experience in the construction and
6 operation and natural gas pipeline systems. Short biographies of key UPL management
7 personnel that will oversee NIED operations are being submitted as Exhibit A to my
8 testimony.

9 **Q7. Please describe NIED's technical capabilities.**

10 A7. NIED's technical capabilities are derived from UPL. UPL has a decades-long history of
11 constructing and operating natural gas pipelines in Ohio and other states, and UPL has an
12 excellent natural gas pipeline safety record. UPL employs a number of personnel that
13 handle technical operations of the systems, including a district manager, assistant district
14 manager, field supervisor, and senior field technician, all with between six and sixteen
15 years of experience with UPL. In addition to the senior field technician, UPL has five
16 field technicians to assist in operating the system who have an average of four years'
17 experience with UPL.

18 **Q8. Please describe NIED's financial capabilities.**

19 A8. NIED is a fully owned subsidiary of UPL. In connection with the Cobra Sale Case, UPL
20 has provided audited financial statements to Staff on a confidential basis that confirm
21 UPL's strong financial condition. In addition, the Commission has repeatedly approved
22 past transfers of assets and customers involving UPL. This history further confirms that
23 UPL will ensure NIED's financial ability to operate the natural gas pipeline systems

1 being assigned to NIED.

2 **Q9. Does this conclude your testimony?**

3 A9. Yes. However, I reserve the right to supplement my testimony as new information

4 becomes available.

EXHIBIT A

Andrew Duckworth, President, received a Bachelor of Science degree in Accounting (Summa Cum Laude) from the University of Akron in 1990. He was with Ernst & Young, LLP through 1995 and is a Certified Public Accountant. From 1996 to 1999, Andy was a controller for the Philip Services Corporation. Andy joined UPL in 1999. He oversees all operational functions including, but not limited to, acquisitions, project development, finance, accounting, marketing, human resources, and information systems functions.

Robert M. Wentzel, Jr., Chief Operating Officer, has a degree in Mechanical Engineering with an emphasis on Welding Fabrication and Metallurgy. Bob joined UPL at its inception in 1995 as VP of Construction. Currently, he is responsible for all business development functions including establishing partnerships with other utilities and local producers, maintaining relationships with builders and developers, as well as prospecting possible distribution asset acquisitions.

Vanessa Hamilton, Executive VP Business Development, received a Bachelor's Degree from Kent State University College of Business Administration in Business Management in December of 2007. Vanessa joined UPL in February of 2008 and has been promoted up through the organization throughout the past 10 years. Currently, Vanessa is responsible for leading the organizational growth initiatives, seeking out potential distribution asset acquisitions, and business development opportunities in residential, commercial, and industrial areas. Vanessa also oversees all public relations and marketing operations in coordination with Customer Service & Field Operations. In 2017, Vanessa served as Chairman of the Ohio Gas Association and currently serves on the OGA Executive Board, Board of Trustees, and Scholarship Committees.

Anthony Desiato, VP of Finance - Northern Region, received a Bachelor of Science degree in Accounting and a minor in Finance from the University of Akron in 2007. He worked in public accounting prior to joining UPL in 2010. He is responsible for finance, accounting, and information systems functions.

Douglas Gray, VP Compliance, joined UPL in 2004. From 1990 until his arrival at UPL, Doug was responsible for oil and gas production activities and pipeline system operations for Power Resources Operating Company as the Vice President of Operations. He is responsible for system safety and compliance throughout our entire service area.

Robert Seeling, Jr., Regional Project Manager, has been in the natural gas business for 37 years. He has earned his way up the company ladder, beginning as a service/corrosion technician to the general manager of Pike Natural Gas Company. Utility Pipeline, LTD acquired Pike in 2013 and promoted Bob to Operations Manager overseeing operations for all of UPL's systems.

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Case No(s). 21-0803-GA-ATR, 21-1186-PL-ATA

Summary: Testimony of Andrew Duckworth on behalf of Northern Industrial Energy Development, Inc. electronically filed by Mr. David F. Proano on behalf of Northern Industrial Energy Development, Inc.