Responses to reference request for Catherine Hansford – rate study services

1. Was Catherine easy to work with throughout the process?

**Sierraville PUD – Liz Archer**; YES; easy to speak with, responsive, knowledgeable, professional demeanor.

**Donner Summit PUD – Tom Skjelstad**; Catherine is always a pleasure to work with regardless of the task/project assigned. She interacts well with staff and the Board of Directors. She is flexible and quickly recognizes the culture of the District.

**Sierra Country Water Works District (Calpine) – Jim Murphy**; Catherine is great to work with and guided us through the procedures for rate studies, applications for grants and dealing with state and federal agencies. She worked with our engineer on our projects.

1. Are you satisfied with the final product delivered (cost/quality/time frame)?

**Sierraville PUD – Liz Archer**; Yes; their Board authorized HEC to begin the Rate Study Analysis in September of 2020. To date the rate study is complete and they held the public workshop on 4/26 (Catherine facilitated it and produced all docs needed – handled professionally and in a respectful fashion with some off topic/personal gripe feedback was raised. She said to look at their website as the water rate study and a condensed ppt for the workshop are posted. <https://spud.specialdistrict.org/>

**Donner Summit PUD – Tom Skjelstad**; The District is always very satisfied with Hansford’s final work product. Cost is reasonable. Quality is excellent. Always on schedule.

**Sierra Country Water Works District (Calpine) – Jim Murphy**; We are completely satisfied with Catherine’s work and her work is of reasonable cost, high quality and on time.

1. Are there any products or services that you found of particular value?

**Sierraville PUD – Liz Archer**; 5 year projection for rate study (detailed income/expenses) will make budgeting much easier for Liz; Also, they used Catherine in 2019 for water tank project grant and were very pleased with her effort on that project.

**Donner Summit PUD – Tom Skjelstad**; Yes, Catherine’s contacts and experience with different funding agencies, SRF and USDA. Her skills were of benefit when the District applied for various loans/grants for infrastructure upgrades. Additionally, Catherine was instrumental when the District renegotiated its wastewater loan with the SRF, which is not common but we did it. Many meetings were held in Sacramento with SRF staff. I never once considered attending those without Catherine. (this was pre-Covid). In the end, we saved the District rate payers $3.5M over the remaining term of the loan. I am not sure that we would have been successful w/o Catherine’s counsel and analyses.

**Sierra Country Water Works District (Calpine) – Jim Murphy**; Catherine also assists with notices, fliers and presentations.

1. Would you use Catherine again for future rate studies or other services?

**Sierraville PUD – Liz Archer**; Yes – she understands small districts, their challenges and community culture as well as stays current with the CA laws. Well worth the cost!

**Donner Summit PUD – Tom Skjelstad**; Catherine developed and produced her first report for the District in October 2011. It was a Wastewater Treatment Plant Upgrade and Expansion Project Financing Plan and Wastewater System Cost of Study for the District. Since then, she has produced all of our Cost of Service Studies, Connection Fee Studies, and Expansion Equivalent Dwelling Unit (EDUs) study.

**Sierra Country Water Works District (Calpine) – Jim Murphy**; Catherine still works for us and I would definitely use her in the future for other services.

**Responses from American Valley CSD – Ms. Katie Nunn**

Katie stated that so far in the early stages of their project that retaining Catherine Hansford was a GREAT decision. Katie also said that they had over seven different proposals that came in and had picked Hansford Economic Consulting based not only on pricing (she was not the cheapest but close), but the fact that she was willing to drive to Quincy and truly understood their district and at this stage of the project she is very happy with her service…..

Katie also stated that this was an easy decision for their board to make based on her recommendation’s that came with her proposal to AVCSD.