

CURRICULUM VITAE

NAME

Edward C. Gallick

BUSINESS ADDRESS

Brown, Williams, Moorhead & Quinn, Inc.
P.O. Box 10
Sunderland, MD 20689-0010

PRESENT POSITION

Associate

EDUCATION

Ph. D UCLA, 1984, Economics
M.A. UCLA, 1971, Economics
B.A. California State University at San Francisco, 1966,
Economics

NATURE OF WORK PERFORMED WITH FIRM

Over thirty years' experience in developing and managing complex analyses of market power, antitrust, and competition issues in regulated and unregulated industries. Areas of major strength include development of competition analyses of market-based rates in the natural gas pipeline, natural gas storage, and crude oil pipeline industries; merger analyses in regulated and unregulated industries; exclusive dealing arrangements, nonprice payments; development of litigation strategy and expert economic testimony; management of an interdisciplinary staff, and recruitment.

Author of two books:

The first book concluded that the market for U.S. harvested tuna was competitive despite a market structure that appeared to be dominated by only three buyers of tuna (i.e., possible "monopsony" market power).

The second book estimated the potential effect of entry on the level of competition in the relevant geographic markets for delivered natural gas under the assumption that price and entry regulation is removed.



PREVIOUS EMPLOYMENT

Manager, Competition Analysis, Office of Administrative Litigation, Federal Energy Regulatory Commission (FERC), (May 1999 – September 2006):

Establish precedents in litigated and nonformal proceedings on how to analyze market power issues. Meet with applicants and intervenors on market power issues. Develop the economic framework to determine whether market power concerns exist in natural gas pipeline, crude oil pipeline, and electricity markets. Plan litigation strategy. Provide cross-training on market power issues. Develop performance standards for technical, economic, and support staff. Recruit for Competition (Market Power) Analysis Group.

Senior Economist, Federal Communications Commission (FCC), Cable Services Bureau, Policy and Rules Division, (November 1994 - May 1999):

Develop economic framework to analyze market power issues in cable services markets, including merger analysis such as the AT&T-Tele-Communications Corp. merger, analyses of competing services such as direct broadcast satellite and wireless television. Develop economic analysis of commercial leased access, inside wiring, standards on consumer access equipment, and going forward rules. Develop case studies on cable incumbent's responses to entry by new cable providers for the annual FCC Competition Report. Assist in recruiting for the Agency.

Director, Division of Competition Analysis, Office of Economic Policy, (FERC), (September 1988-October 1994):

Establish precedents in litigated and nonformal proceedings on how to analyze market power issues. Meet with applicants and intervenors on market power issues. Develop the economic framework to determine whether market power concerns exist in natural gas, crude oil, and electricity markets. Plan litigation strategy and manage teams responsible for gas inventory charge, market-based pricing, refined petroleum products, and electric merger cases. Also responsible for developing performance standards and recruitment for the Office.

Economic Consultant to Federal Energy Regulatory Commission (June 1988-September 1988):

Advisor to the Office Director on antitrust matters and suggested how the Department of Justice Merger Guidelines could be applied to market power issues in regulated industries. Provided an analytical framework for evaluating whether the Utah-PacifiCorp electricity merger



should be approved and whether such approval should require transmission access conditions.

Economic Consultant to Howrey & Simon (Washington, D.C.); and Economic Consultant to Star-Kist Foods, Inc. (Terminal Island, CA.), (September 1986-June 1988):

Expert economic witness for tuna canners in multi-million-dollar class-action suit brought by the U.S. tuna boatowners. Updated my 1984 book on the subject demonstrating that the U.S. tuna industry continues to behave competitively.

Deputy Assistant Director, Federal Trade Commission, Bureau of Economics, Division of Economic Evidence, (1980-1982):

Directed numerous antitrust investigations conducted by a staff of six to nine PhDs. Industries included bread, turkey processing, grocery stores, and polyvinyl chloride. Instituted a team approach whereby 2 to 3 staff members jointly worked on 2 to 3 similar cases and shared their ideas and questions. Responsible for overseeing the analysis and data collection effort and advising the Commission on the merits of continuing each case. Also responsible for career development, initiating promotions, and recruiting.

Senior Economist, Federal Trade Commission, Bureau of Economics, (1976-1980, 1982-September 1988):

Led innovative antitrust investigations in the following industries: milk, soft drinks, motion pictures, and tuna. Projects were large, with as many as six senior professionals and support staff under my supervision. Developed interdisciplinary approach utilizing economists, attorneys, accountants, statisticians, computer analysts, consultants, and industry representatives; served as an economic consultant to our Los Angeles Regional Office on a variety of cases.

Testified before the International Trade Commission in opposition to higher tariffs on imported canned tuna.

Prepared expert economic witnesses. Major issues: exclusive dealing, nonprice payments, and foreign sales to U.S. distributors.

Financial Economist, Federal Reserve Bank of Kansas City, (1974-1976):

Directed a study on bank profitability explaining that the observation that larger banks appear to be more profitable than smaller banks is misleading and simply reflects accounting



EDUCATION AND ACHIEVEMENTS

practices which undervalue intangible assets held by larger banks. Provided research to assist the Bank President in making recommendations on changing the interest rates, the money supply, and monetary policy.

Instructor of Economics, California Lutheran College, (1972-1974):

Responsible for upgrading the economics program to prepare students to begin graduate studies at UCLA and comparable universities. Taught all the core undergraduate theory courses and a graduate theory course in the MBA program.

FIELDS WHERE COMPREHENSIVE EXAMS WERE PASSED:

Economic Theory
Industrial Organization
Monetary Economics
Public Forums

DISSERTATION TOPIC:

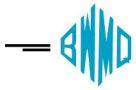
Vertical Integration, Appropriable Rents, and Market Enforced Contracts: A Study of the Tuna Industry
Thesis Committee: Benjamin Klein (Chair), Armen Alchian, and Michael Granfield (Chairman of Graduate School of Management)

ADDITIONAL TRAINING:

Developing Effective Performance Standards, Federal Personnel Management Institute, Inc., 1991
Effective Supervision, The Training Group, Inc., 1989
Modern Management and Supervision, USDA Graduate School 1978
Essentials of Supervision, USDA Graduate School, 1978

REFEREE FOR PROFESSIONAL JOURNALS

American Economic Review
Energy Journal
Journal of Industrial Economics
Journal of Law, Economics and Organization
Journal of Public Economics, London School of Economics
Journal of Regulatory Policy



PUBLICATIONS AND WORKING PAPERS OF EDWARD C. GALICK

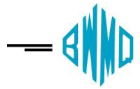
1. *Exclusive Dealing and Vertical Integration: The Efficiency of Contracts in the Tuna Industry*, Federal Trade Commission, August 1984. Excerpted in *Case Studies in Contracting and Organization*, Scott E. Masten, Ed., Oxford University Press, 1996, Chapter 11.
2. *Competition in the Natural Gas Pipeline Industry*, Praeger Publishing Company, New York: January 1993.
3. "Demand-Side Management as a Limit on Market Power," co-authored with Alan Baughcum, (FERC) draft Working Paper, May 1992.
4. "Making the Merger Guidelines More Operational: The Threshold Price Increase and Significant Market Power," co-authored with Jonathan Ogur, (FERC) draft Working Paper, February 1991.
5. "Market Definition and Transmission Access in Electric Utility Mergers," co-authored with Alan Baughcum and Sarah Goodfriend, (FERC) draft Working Paper, January 1991.
6. "Specialized Assets and Taxi Regulation: An Inquiry into the Possible Efficiency Motivation of Regulation," co-authored with David E. Sisk, *Journal of Law, Economics and Organization*, Vol. 3, No. 1 (Spring 1987), 117.
7. "Price Discrimination in Airline Travel: The Potential Efficiency Gain from Deregulation," Abstract, co-authored with Michael C. Munger and Joseph P. Schwieterman, *Atlantic Economic Journal*, March 1987.
8. "The Adverse Effects of State Divorcement Laws: A Contracting Approach," Abstract, *Atlantic Economic Journal*, v. XIV, No. 1 (March 1986).
9. "Tips and Commissions: A Study in Economic Contracting," co-authored with David E. Sisk, Federal Trade Commission Working Paper No. 125, May 1985.
10. *Exclusive Dealing and Vertical Integration: The Efficiency of Contracts in the Tuna Industry*, Federal Trade Commission, August 1984.
11. "Estimating the Costs to the U.S. Economy and to Consumers of the Increase in Tariff on Imported Canned Tuna Not in Oil to Thirty-Five Percent," Appendix A to Prehearing Brief by the Federal Trade Commission on Certain Canned Tuna Fish, Investigation No. TA-201-53, May 1984.
12. "Bank Profitability and Bank Size," Federal Reserve Bank of Kansas City *Monthly Review*, January 1976, 11.

PAPERS PRESENTED AT PROFESSIONAL MEETINGS

1. "Remove the Rate Cap on Short-Term Firm Transportation: The Complete Market Solution, presented at the Energy Bar Association Mid-Year Meeting in Washington, D.C., November 29, 2007. Presenter and Discussant in Session B: The Regulation of Natural Gas Pipeline Capacity Markets.
2. Consumer Access Equipment Standards: Market or Government Solutions? Twenty-Seventh Annual Telecommunications Policy Research Conference, Alexandria, VA September 1999.



3. "Applying Antitrust Principles in the Electric Utility Industry: Market Definition in Utility Mergers," co-authored with Alan Baughcum and Sarah Goodfriend, presented at the Third Annual Western Conference Advanced Workshop in Regulation and Public Utility Economics in San Diego, July 11-13, 1990.
4. "Price Discrimination in Airline Travel: The Potential Efficiency Gain from Deregulation," session on "Deregulation and Change in the Transport Industry" at the Eastern Economic Association Meeting in Washington, D.C., March 6, 1987.
5. "Price Discrimination in Airline Travel: The Potential Efficiency Gain," session on "Economics of Transportation" at the Atlantic Economic Conference in Boston, August 31, 1986.
6. "The Adverse Effects of State Divorcement Laws: Theory and Evidence," Law and Economics Session No. 26 at the Southern Economic Association meeting in Dallas, Texas, November 24, 1985.
7. "The Adverse Effects of State Divorcement Laws: A Contracting Approach," at the Atlantic Economic Conference in Washington, D.C., August 30, 1985. Chairman of Monopoly Public Policy Session (No. 612-1).
8. "The Economics of Tips and Commissions: A Contractual Approach," at the Western Economic Association Conference in Anaheim, California, July 4, 1985.
9. Comments on "On Scale Economies and Exhaustible Resource Markets," by Charles F. Mason, IOS-Panel on "Empirical Research in Industrial Organization" at the American Economic Association Meetings in Dallas, December 29, 1984.
10. "A Study of the Tuna Industry," IOS-Panel on "Applied Industrial Organization Problems" at the American Economic Association Meetings in Dallas, December 28, 1984.
11. "Specialized Assets and Taxi Regulation: An Inquiry into the Possible Efficiency Motivation of Regulation," IOS-Panel on "Regulation Problems: A Potpourri" at the Southern Economic Association Meetings in Atlanta, November 16, 1984.
12. "Specialized Assets and Taxi Regulation: An Inquiry into the Possible Efficiency Motivation of Regulation," session on "Legislative and Electoral Processes: Rent Seeking" at the Public Choice Society Meetings in Phoenix, March 31, 1984.



#	JURISDICTION	CASE OR DOCKET NO.	UTILITY/ORGANIZATION INITIATING PROCEEDING	POSITION	SUBJECT MATTER
Prepared, Supervised, and Edited Official Filings at FERC					
1	FERC	OR17-19-000	West Texas LPG	Editor and Supervisor	<i>Motion to Intervene and Protest of Targa Liquids Marketing & Trade LLC</i> , Affidavit of Barry E. Sullivan, November 2, 2017
2	FERC	PL17-1-000	<i>Sullivan Testimony Addressing Commission Notice of Inquiry</i>	Editor and Contributor	Regarding the Commission's Policy for Recovery of Income Tax Costs Issued December 15, 2016, Prepared Direct Testimony of Barry E. Sullivan, Filed March 7, 2017
3	FERC		Kinder Morgan Gas Storage Inc. Market Power Study	Preparer	January 21, 2016. [Kinder Morgan decided not to file an application for market-based rates.]
4	FERC		ANR Storage Company	Editor and Contributor	Prepared Rebuttal Testimony of Barry E. Sullivan on behalf of ANR Storage Company, July 16, 2013
5	FERC	RP12-479-000	ANR Storage Company	Witness	<i>ANR Storage Company Petition for Declaratory Order Authorizing Market-Based Rates and Request for Expedited Action</i> , filed March 6, 2012, Exhibit No. ANR-1, ANR Storage Company: Market Power Study; and Prepared Testimony of Edward C. Gallick on behalf of ANR Storage Company, ANR-2
6	FERC	CP11-___-000	Energy Interchange, LLC	Witness	<i>Joint Application for Certificate of Public Convenience and Necessity, Abandonment Authority, and for Authority to Offer New Market Center Services at Market Based Rates</i> , filed July 1, 2011, Exhibit Z-1: Energy Interchange, LLC: Market Power Study, June 30, 2011
7	FERC		Sawgrass Storage, LLC: Market Power Study	Preparer	Submitted to John Boehme, Compliance Manager, Hub Administration, Nicor Exchange, November 18, 2010. [Subsequently, Sawgrass materially revised its application and filed a revised market-power study conducted by another firm.]



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8	FERC	CP11-33-000	Leader One Energy, LLC	Witness	<i>Application of Leader One Energy, LLC for Certificate of Public Convenience and Necessity and Related Authorizations, filed November 15, 2010, Exhibit I: Leader One Energy LLC: Market Power Study, Affidavit, November 8, 2010</i>
9	FERC	CP11-24-000	Ryckman Creek Resources, LLC	Witness	<i>Abbreviated Application of Ryckman Creek Resources, LLC for a Certificate of Public Convenience and Necessity Authorizing Construction and Operation of an Interstate Natural Gas Storage Facility, Blanket Certificates and Approval of Market-Based Rates Under Section 7 of the Natural Gas Act, filed November 8, 2010, Exhibit I: Ryckman Creek Resources LLC: Market Power Study, Affidavit, November 8, 2010</i>
10	FERC	CP04-379-000	Pine Prairie Energy Center, LLC	Witness	<i>Abbreviated Application for Amendments to Certificate of Public Convenience and Necessity Authorizing Facilities Expansion for Reaffirmation of Market-Based Rate Authorization and for Approval of Cavern Integrity Monitoring Program, filed October 4, 2010, Exhibit I: Pine Prairie Energy Center, LLC: Market Power Study, August 2010</i>
11	FERC	09-1016 and 09-1024 (Consolidated)	Interstate Natural Gas Association of America et al., Petitioners, v. FERC, Respondent	Editor	<i>Joint Reply Brief of Petitioners (re: Order Nos. 712 and 712-A), in the United States Court of Appeals for the District of the Columbia Circuit, December 16, 2009</i>
12	FERC		Trailblazer Pipeline Company, LLC	Witness	<i>Prepared Testimony of Edward C. Gallick on Behalf of Trailblazer Pipeline Company LLC, Exhibit No. TPC-_____, December 2, 2009 (re: ROFR rights and auctions).</i>
13	FERC	OR07-21-000	Mobil Pipe Line Company	Editor and Supervisor	<i>Prepared Cross-Answering Testimony of Barry E. Sullivan on Behalf of Suncor Energy Marketing Inc. and Canadian Natural Resources Limited, Exhibit No. SCN-22, July 30, 2008</i>



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14.	FERC	CP08-431-000	Columbia Gas Transmission Corporation	Assisted	<i>Abbreviated Application for Certificates of Columbia Gas Transmission Corporation for A Certificate of Public Convenience and Necessity, Ohio Storage Expansion Project. Filed June 24, 2008</i>
15.	FERC	OR07-21-000	Mobil Pipe Line Company	Editor and Supervisor	<i>Prepared Answering Testimony of Barry E. Sullivan on Behalf of Suncor Energy Marketing, Inc. and Canadian Natural Resources Limited, Exhibit No. SCN-17, filed April 30, 2008</i>
16.	FERC	RM08-1-000	<i>Comments of Spectra Energy Transmission, LLC and Spectra Energy Partners</i>	Witness	Promotion of a More Efficient Capacity Release Market, Affidavit, January 25, 2008
17.	FERC	CP08-7-000	Bay Gas Storage Company	Witness	<i>Abbreviated Application for Certificates of Public Convenience and Necessity Authorizing Construction and Operation of a Natural Gas Storage Facility, for Blanket Certificates, and for Related Authorizations and Waivers, Exhibit I: Bay Gas Storage Project: Market Power Study, November 30, 2007</i>
18.	FERC	CP08-15-000	Steckman Ridge, LP	Witness	<i>Abbreviated Application for Certificates of Public Convenience and Necessity Authorizing Construction and Operation of a Natural Gas Storage Facility, for Blanket Certificates, and for Related Authorizations and Waivers, Exhibit I: Steckman Ridge: Market Power Study, November 1, 2007</i>
19.	FERC		Southwest Gas Storage	Preparer	<i>Southwest Gas Storage Facilities: Market Power Study, prepared by Edward C. Gallick, September 2007. [Southwest Gas Storage did not file because it reached a settlement with its customers.]</i>



#	JURISDICTION	CASE OR DOCKET NO.	UTILITY/ORGANIZATION INITIATING PROCEEDING	POSITION	SUBJECT MATTER
20.	FERC	CP07-406-000	Monroe Gas Storage Company	Witness	<i>Abbreviated Application for Certificates of Public Convenience and Necessity Authorizing Construction and Operation of a Natural Gas Storage Facility, for Blanket Certificates, and for Related Authorizations and Waivers, Exhibit I: Monroe Gas Storage Project: Market Power Study, June 26, 2007.</i>
21.	FERC	CP07-405-000	Texas Gas Transmission LLC	Witness	<i>Abbreviated Application for Certificates of Public Convenience and Necessity Authorizing Construction and Operation of a Natural Gas Storage Facility, for Blanket Certificates, and for Related Authorizations and Waivers, Prepared Direct Testimony of Edward C. Gallick on behalf of Texas Gas Transmission, Market Power Study, June 22, 2007.</i>
22.	FERC	CP07-405-000	Texas Gas Transmission LLC	Assisted	<i>Abbreviated Application for Certificates of Public Convenience and Necessity Authorizing Construction and Operation of a Natural Gas Storage Facility, for Blanket Certificates, and for Related Authorizations and Waivers, Assisted in Prepared Direct Testimony of Christopher A. John on behalf of Texas Gas Transmission, Market-based Rate Study, June 22, 2007.</i>
23.	FERC	RM06-21-000	<i>Comments of Spectra Energy Transmission LLC, Pacific Gas and Electric Co. and Southwest Gas Corp.</i>	Witness	Capacity Release, Affidavit, April 11, 2007.