



“When You Talk - We Listen!”



MANITOBA PUBLIC UTILITIES BOARD

Re: MANITOBA HYDRO
GENERAL RATE APPLICATION
2012/13 AND 2013/14

Before Board Panel:

Regis Gosselin - Board Chairman
Raymond Lafond - Board Member
Larry Soldier - Board Member

HELD AT:

Public Utilities Board
400, 330 Portage Avenue
Winnipeg, Manitoba
January 8, 2013
Pages 2385 to 2637

1 APPEARANCES

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3

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1 --- Upon commencing at 9:00 a.m.

2

3 THE CHAIRPERSON: Good morning.

4 Bonjour. I bel -- I wonder if we have any documents to
5 acknowledge this morning before we start? Nothing at
6 all?

7 MS. PATTI RAMAGE: We do not have any
8 documents. We do have some new witnesses --

9 THE CHAIRPERSON: Okay.

10 MS. PATTI RAMAGE: -- to be sworn,
11 so...

12 THE CHAIRPERSON: Okay. Would you like
13 to introduce them and we can swear them in? Thank you.

14 MS. PATTI RAMAGE: Perfect. Well, I
15 think you know Mr. Rainkie, who's to my immediate
16 right. You -- if I'm a little shaky this morning, I
17 don't think I've done a hearing without Mr. Warden in
18 twenty (20) years, so you might see me getting the
19 shakes at times.

20 To Mr. Rainkie's right is Mr. Robin
21 Weins. He's division manager of Rates and Regulatory
22 Affairs. Next to Mr. Weins is Mr. Wayne Wittmeier. He
23 is the division manager of Apparatus Maintenance, and
24 they are responsible for diesel. And then we have Mr.
25 Cormie to the far right. New faces in the back row are

1 Louella Harms and Chic Thomas. They both work with Mr.
2 Weins in the rates and regulatory area.

3 And with that, perhaps we could have the
4 witnesses -- the new witnesses sworn.

5

6 MANITOBA HYDRO PANEL 3 - RATE DESIGN, DIESEL, AND DSM:

7 DAVID CORMIE, Resumed

8 DARREN RAINKIE, Resumed

9 WAYNE WITTMEIER, Sworn

10 ROBIN WEINS, Sworn

11

12 EXAMINATION-IN-CHIEF BY MS. PATTI RAMAGE:

13 MS. PATTI RAMAGE: There. And if I
14 could just lead these witnesses through their direct.
15 Mr. Rainkie is going to attempt to fill Mr. Warden's
16 shoes for the next couple of days, coming from the
17 finance area, should any of those questions arise in
18 this.

19 But dealing then first with Mr. Weins,
20 Mr. Weins could you state your name and
21 responsibilities at Manitoba Hydro?

22 MR. ROBIN WEINS: Good afternoon, Mr.
23 Chairman and members of the Public Utilities Board,
24 Intervenors, and colleagues. My name is Kurt Robin
25 Weins. I've been employed with Manitoba Hydro since

1 January of 1989. From June of 1989 until December of
2 2002 I was manager at the Rates Department. I'm
3 currently division manager of Rates and Regulation.
4 And in that capacity I have responsibility for electric
5 and gas rates, cost of service analysis, load research,
6 and for electric service extension policy.

7 I have overall responsibility for
8 services and support of Manitoba Hydro's regulatory
9 compliance in proceedings.

10 MS. PATTI RAMAGE: Which aspects of
11 Manitoba Hydro's evidence in the current proceeding
12 fall within your area of responsibility?

13 MR. ROBIN WEINS: In this proceeding,
14 I'm responsible for matters related to rate design,
15 other than those for which review has been deferred for
16 consideration until later this year.

17 Matters under consideration at this
18 proceeding include a rate structure within the classes
19 of service, such as relative emphasis on basic monthly
20 charges, energy charges, and demand charges;
21 curtailable rates; surplus energy rats; consolidation
22 of general service small and medium rate classes;
23 limited use of building demand rate subclass.

24 I'm also responsible for that part of
25 the Application which relates to rates and costs in the

1 four (4) remote communities served by diesel
2 generation.

3 As people here are aware, significant
4 matters have been deferred for consideration until
5 later this year, which includes Manitoba Hydro's cost
6 of service study for 2013, including proposed
7 methodology changes and the results of consult review
8 of the study methods.

9 They also include the consequential
10 matter of differentiated rate classes. Further, the
11 issue of time-of-use rates for general service
12 customers served at voltages in excess of 30 KV has
13 also been deferred for subsequent review.

14 MS. PATTI RAMAGE: Mr. Weins, can you
15 give a general description of the rate changes that
16 Manitoba Hydro is proposing with respect to each class
17 of service in the current application for April 1st,
18 2013?

19 MR. ROBIN WEINS: Yes, Manitoba Hydro
20 is proposing rate increases which are structured in a
21 manner similar to those proposed back for September the
22 1st of 2012 and which have been proposed generally,
23 approved as well for all rate changes going back to
24 about 2004. The emphasis continues to be on the energy
25 charges rather than the basic monthly charge or on

1 demand charges.

2 For the residential class, in order to
3 achieve 3 1/2 percent increase in class revenue is
4 proposed to increase the single energy charge by 3.78
5 percent and leave the basic monthly charge at its
6 current level.

7 For general service small and medium
8 classes, in order to achieve a 3 1/2 percent increase
9 in class revenue, it is proposed to increase the first
10 block energy rate; that is, energy under 11,000
11 kilowatt hours per month by 3 1/2 percent; the second
12 block, which includes energy usage from 11,001 to
13 19,500 kilowatt hours per month by 3.6 percent; and the
14 tail block, which is energy over 19,500 kilowatt hours
15 per month, by 5.9 percent. The basic monthly charge
16 would increase by 3.6 percent and there would be no
17 increase to the demand charge.

18 For the general service large classes,
19 the energy rate would increase by 5.4 percent for
20 customers served below 30 kV, 5 percent for customers
21 served between 30 and 100 kV, and 4.7 percent for
22 customers served above 100 kV. As there are no
23 proposed increases to demand charges for these classes,
24 the proposed increases to total class revenues are 3
25 1/2 percent in all cases.

1 MS. PATTI RAMAGE: What increases to
2 the rates charged in the four (4) diesel communities of
3 Brochet, Lac Brochet, Tadoule Lake, and Shamattawa have
4 been proposed in this Application?

5 MR. ROBIN WEINS: For most of the usage
6 that occurs in the diesel communities, the rates
7 proposed and implemented to date are the same as the
8 rates applying to other residential and general service
9 small customers in Manitoba.

10 Grid rates -- what we refer to as "grid
11 rates" apply to all residential usage and diesel
12 communities as well to the first 2,000 kilowatt hours
13 per month of general service usage.

14 For general service usage in excess of
15 2,000 kilowatt hours per month and for government
16 customers, the September 1 increase applied for by
17 Manitoba Hydro and approved by this Board was 6 1/2
18 percent. That increase was not based on actual cost
19 increases, as has typically been the case in the past.
20 The increase of 6 1/2 percent was set to reflect and be
21 identical to the cumulative increased grid rates since
22 the last time the rates in diesel communities were
23 changed.

24 The current rate for usage in excess of
25 2,000 kilowatt hours by general service is thirty-seven

1 point three (37.3) cents per kilowatt hour, which
2 compares to the average variable cost in these
3 communities of fifty eight and a half (58 1/2) cents
4 kilowatt hour.

5 The indicated rate for government
6 customers -- that is, the rate which would cover
7 variable cost plus a surcharge to support residential
8 and general service rates -- is two dollars and fifty-
9 four cents (\$2.54). But the rate now in effect is two
10 dollars and twenty-seven cents (\$2.27) per kilowatt
11 hour.

12 MS. PATTI RAMAGE: What impacts will
13 the proposed April 1st, 2013, rates have on the diesel
14 communities?

15 MR. ROBIN WEINS: Manitoba Hydro has
16 not proposed and change in this Application to the rate
17 for general service usage greater than 2,000 kilowatt
18 hours per month nor to the government rate.

19 The portion of diesel rates which is
20 identical to the grid rates -- that is, rates applying
21 to all residential usage and to all general service
22 usage less than 2,000 kilowatt hours per month -- will
23 increase by the same percentages that apply to all
24 Manitoba customers in those classes.

25 MS. PATTI RAMAGE: In a previous answer

1 you referred to government customers in the diesel zone
2 who pay a rate of two dollars and twenty-seven cents
3 (\$2.27) per kilowatt hour.

4 Can you advise the Board, who are these
5 customers?

6 MR. ROBIN WEINS: There are seven (7)
7 government agencies; four (4) are agencies of the
8 federal government and three (3) are agencies of the
9 provincial government.

10 Then by agreement with the First Nations
11 and Aboriginal Affairs and Northern Development Canada,
12 there are accounts of First Nations which are funded to
13 100 percent according to the AANDC funding formula.
14 These are the First Nation education accounts, which
15 are treated the same as government accounts for the
16 purpose of this Rate Application. All other First
17 Nation accounts are treated as either general service
18 or residential accounts.

19 MS. PATTI RAMAGE: Mr. Weins, do you
20 have any update with respect to Directive B of PUB
21 Order 134/10, regarding the filing of a true copy of
22 the settlement agreement between Manitoba Hydro; Indian
23 and Northern Affairs Canada, as it was -- as AANDC was
24 known; MKO; and the four (4) diesel First Nations?

25 MR. ROBIN WEINS: Yes. Manitoba

1 Hydro's understanding is that the necessary documents
2 required to file two (2) copies of the settlement
3 agreement with PUB have now been completed. These
4 documents are in the possession of MKO.

5 Mr. Anderson indicated in his opening
6 comments, at transcript page 246 to 248, that there
7 remains some housekeeping matters between MKO and the
8 Department of Aboriginal Affairs and Northern
9 Development Canada. Manitoba Hydro is not a party to
10 those arrangements, nor is involved in those
11 outstanding matters or in the communications between
12 AANDC and MKO.

13 Manitoba Hydro is not aware as to
14 precisely why we have not been provided the true copies
15 of the signed agreement. And unfortunately, we are not
16 in a position at this time to provide a timeline as to
17 when we will receive its copies from MKO.

18 MS. PATTI RAMAGE: Mr. Weins, does that
19 conclude your direct evidence?

20 MR. ROBIN WEINS: Yes, it does.

21 MS. PATTI RAMAGE: Okay. Then if I
22 could turn to Mr. Wittmeier. Mr. Wittmeier, could you
23 state your name and responsibilities at Manitoba Hydro?

24 MR. WAYNE WITTEMEIER: Good morning, Mr.
25 Chairman, members of the Public Utilities Board,

1 Intervenors, and colleagues. My name is Wayne Conrad
2 Rex Wittmeier. I have been employed at Manitoba Hydro
3 since October of 1975.

4 From 2000 until 2003 I was the manager
5 of the Selkirk Thermal Generating Station. From 2003
6 to 2009 I was the manager of the Dorsey Converter
7 Station. I am currently the division manager of
8 Apparatus Maintenance Division.

9 And in this capacity I have
10 responsibility for the operation and maintenance of
11 equipment associated with transmission and distribution
12 stations in Manitoba. This includes the operation of
13 the diesel generation in the four (4) remote diesel
14 communities.

15 MS. PATTI RAMAGE: Mr. Wittmeier, could
16 you advise of the purpose of appearing as part of -- as
17 a witness as part of this panel?

18 MR. WAYNE WITTEMEIER: Yes. In that I'm
19 responsible for the diesel generation in the four (4)
20 remote diesel communities, I am here in the event the
21 Board or parties have questions regarding the operation
22 of these facilities. Thank you.

23 MS. PATTI RAMAGE: Thank you, Mr.
24 Wittmeier. That's the questions I have for you. And
25 finally, just so he's not feeling left out, Mr. Cormie,

1 could you advise the purpose of appearing as a witness
2 on this panel?

3 MR. DAVID CORMIE: Yes, I'm here to
4 respond to questions on the Curtailable Rate Program.

5 MS. PATTI RAMAGE: Thank you, Mr.
6 Cormie. That concludes Manitoba Hydro's direct
7 evidence of this panel, so we can turn it over to Board
8 counsel.

9 THE CHAIRPERSON: Thank you, Ms.
10 Ramage. Back to you, Mr. Peters.

11

12 CROSS-EXAMINATION BY MR. BOB PETERS:

13 MR. BOB PETERS: Yes, thank you.
14 Welcome, Mr. Weins, Mr. Wittmeier. You colleagues have
15 been here a little longer than you at -- in this
16 Hearing, but my questions will be directed to the
17 panel. So whoever feels best equipped to provide the
18 corporate answer to the Board, I would appreciate you
19 providing the answer.

20 Mr. Weins, only because it was in your
21 direct evidence, perhaps I'll start with you, sir. The
22 -- the application request for April 1 of 2013 is now
23 an, across all rate classes, 3 1/2 percent of
24 additional revenue.

25 Do you understand that to be correct?

1 MR. ROBIN WEINS: Yes.

2 MR. BOB PETERS: And, Mr. Weins, you
3 went through a litany of rate classes and the impacts
4 that would result if Manitoba Hydro's application was
5 approved as filed.

6 And in many of the instances, the
7 percent rate increase exceeded 3 1/2 percent, correct?

8 MR. ROBIN WEINS: Not on a class basis,
9 Mr. Peters. But on individual components with the
10 class rate schedules, that is correct.

11 MR. BOB PETERS: And that's where I
12 want to focus with you, Mr. Weins, so that we have an
13 understanding. And perhaps we'll start with the
14 residential class.

15 As I had understood your evidence, that
16 if your application as filed was approved, the energy
17 charge to residential customers would go up to 3.78
18 percent?

19 MR. ROBIN WEINS: That's correct.

20 MR. BOB PETERS: And the basic monthly
21 charge would remain a constant, as it is currently?

22 MR. ROBIN WEINS: That's correct.

23

24 (BRIEF PAUSE)

25

1 MR. BOB PETERS: In the -- in the
2 decision to seek increases in rates, Manitoba Hydro
3 quantifies it as an increase in average class revenue.
4 That is the preferred approach by Manitoba Hydro?

5 MR. ROBIN WEINS: Yes, Mr. Peters. We
6 -- we are looking for an overall increase in revenue of
7 3 1/2 percent. That translates, at a class level, to 3
8 1/2 percent increases being requested for each class of
9 service. And that descriptor applies to the total
10 revenue that we are asking from each class.

11 MR. BOB PETERS: Mr. Weins, does it
12 mathematically follow that if each rate component went
13 up by 3.5 percent, it would have the same net result?

14 MR. ROBIN WEINS: Yes, it would.

15 MR. BOB PETERS: And so Manitoba Hydro
16 has made a decision not to increase the basic monthly
17 charge, would that be correct, for the residential
18 customers?

19 MR. ROBIN WEINS: That's correct.

20 MR. BOB PETERS: Why is that, sir?

21 MR. ROBIN WEINS: This is the approach
22 that Manitoba Hydro has taken, as I mentioned in my
23 direct, since about 2004, and perhaps even earlier than
24 that, the intent generally being that we are looking at
25 trying to approximate the marginal cost of energy --

1 the rate with the marginal cost of energy, recognizing
2 that it is the -- that for most classes of service the
3 energy rate has the most influence on the usage that
4 will be made by the customer.

5 So in the context where typically, over
6 a fairly long period of time, Manitoba Hydro's revenues
7 and its rates have been below its marginal cost, we
8 have been looking to take that element in the rate
9 structure which we believe is most amenable to
10 encouraging customers to make wise decisions about
11 usage closest to the marginal cost.

12 In the case of residential, we only have
13 a basic monthly charge, which is a flat, fixed charge,
14 and the energy charge. So we have, over time, tended
15 to emphasize the energy charge in changes to the rate
16 structure.

17

18 (BRIEF PAUSE)

19

20 MR. BOB PETERS: Mr. Weins, the basic
21 monthly charge is designed to recover fixed costs that
22 the utility incurs?

23 MR. ROBIN WEINS: Yes, it's designed to
24 incur costs that generally do not vary with respect to
25 energy used.

1 MR. BOB PETERS: For the typical
2 residential customer, what are the fixed costs that do
3 not vary by energy use?

4 MR. ROBIN WEINS: Well, these would
5 include the service draw, the meter, and a portion of
6 the distribution facilities that are serving customers
7 at the distribution level.

8 MR. BOB PETERS: And on a monthly
9 basis, what would be the approximate cost for those
10 items for the typical residential customer?

11 MR. ROBIN WEINS: We identify those
12 embedded costs in the costs of service study at
13 approximately nineteen (19) or twenty dollars (\$20) a
14 customer month.

15 MR. BOB PETERS: And so what you're
16 telling the Board is that while full cost recovery from
17 a typical residential customer would be in the range of
18 \$20 a month, Manitoba Hydro's basic monthly charge is
19 closer to \$7 a month?

20 MR. ROBIN WEINS: Yes.

21 MR. BOB PETERS: Why has Manitoba Hydro
22 not sought to increase the basic monthly charge to try
23 to recover more of the actual costs, fixed costs,
24 incurred to serve the typical residential customer?

25 MR. ROBIN WEINS: Well, I believe, as I

1 discussed a few moments ago, tho -- these two (2)
2 charges are the charges we have and apply to
3 residential customers. Our belief is that customer
4 decisions to consume are more closely correlated with
5 the energy charge than with the basic monthly charge,
6 that that customer usage is relatively unaffected by
7 the basic monthly charge.

8 So if we are to depart from embedded
9 cost in order to more closely track marginal cost, we
10 really have -- the only choice we have is to depart
11 further away from embedded cost with respect to the --
12 with respect to the basic monthly charge.

13 MR. BOB PETERS: How does Manitoba
14 Hydro define the marginal cost of electricity for its
15 residential consumers?

16 MR. ROBIN WEINS: That would -- this
17 would be defined as -- typically, in the case of
18 energy, it would be defined as the generation-related
19 costs that are incurred to serve this customer class.

20 Now, we also have transmission and
21 distribution-related costs that are -- tend to be more
22 related to demand or the maximum usage that customers
23 or customer classes place on the system.

24 Historically, at Manitoba Hydro, we have
25 recovered both the demand-related costs and the energy-

1 related costs through the energy charged to residential
2 customers because we do not apply demand charges to
3 those customers. Sorry for that.

4

5 (BRIEF PAUSE)

6

7 MR. BOB PETERS: Thank you, Mr. Weins.

8 The -- in calculating the marginal cost for the
9 residential customers, what do you quantify that at for
10 purposes of these proceedings?

11 What is the marginal cost to the
12 residential customer?

13 MR. ROBIN WEINS: I -- I believe that
14 answer was provided in one of the information requests.
15 I -- I don't have that handy, but I think it's in the
16 order of eight (8) to eight and a half (8 1/2) cents a
17 kilowatt hour.

18 MR. BOB PETERS: Do you also have the -
19 - the marginal cost for distribution as well as the
20 marginal cost for transmission?

21 MR. ROBIN WEINS: I don't have that at
22 my fingertips. Most of the -- most of the marginal
23 cost in that eight (8) or eight and a half (8 1/2)
24 cents is related to generation facilities, smaller
25 amount to transmission and distribution.

1 MR. BOB PETERS: I'm sorry. Are you
2 saying the eight and a half (8 1/2) cents includes all
3 three (3) components, or is it just the one (1)
4 component?

5 MR. ROBIN WEINS: It includes all
6 components.

7 MR. BOB PETERS: Okay.

8

9 (BRIEF PAUSE)

10

11 MR. BOB PETERS: Why is it, Mr. Weins,
12 that Manitoba Hydro has not gone to a -- what sometimes
13 is called a three (3) part rate for the residential
14 customer?

15 THE CHAIRPERSON: I'm sorry, could you
16 explain what you mean by three (3) part rate?

17

18 CONTINUED BY MR. BOB PETERS:

19 MR. BOB PETERS: Mr. Weins, you had
20 indicated that Manitoba Hydro has two (2) components to
21 the charges of a residential customer, one (1) being
22 the basic monthly charge and one (1) being the energy
23 charge, correct?

24 MR. ROBIN WEINS: Yes.

25 MR. BOB PETERS: And included in the

1 energy charge is also transmission and distribution
2 costs. Would that correct?

3 MR. ROBIN WEINS: Most of the
4 transmission and distribution charges are collected
5 through the energy charge, yes.

6 MR. BOB PETERS: And the balance are --
7 the fixed costs are in basic monthly charge?

8 MR. ROBIN WEINS: Correct.

9 MR. BYRON WILLIAMS: So if we look at
10 it from a rate design perspective, there would be two
11 (2) parts or two (2) components to the residential
12 customer's bill.

13 MR. ROBIN WEINS: Yes.

14 MR. BOB PETERS: When you compare that
15 to larger customers -- the general service customers,
16 for example -- their bills contain, typically, three
17 (3) parts, correct?

18 MR. ROBIN WEINS: That's -- that's
19 correct.

20 MR. BOB PETERS: And in those cases
21 those general service customers have, as well, a basic
22 monthly charge as one (1) of the parts?

23 MR. ROBIN WEINS: Most general service
24 customers face a basic monthly charge, not all.

25 MR. BOB PETERS: Correct. And in

1 addition to the basic monthly charge, a second
2 component is the energy charge?

3 MR. ROBIN WEINS: Yes.

4 MR. BOB PETERS: And for those
5 customers, the energy charge is designed to recover the
6 generation-related costs of the energy?

7 MR. ROBIN WEINS: Yes.

8 MR. BOB PETERS: There's a third part -
9 - a third component to general service customers, and
10 that is for the demand that they put on the system.

11 MR. ROBIN WEINS: That's correct. The
12 demand --

13 MR. BOB PETERS: And --

14 MR. ROBIN WEINS: -- the demand charge
15 is applied to the highest monthly usage of the -- of
16 customers -- general service customers who are in the
17 general service small demand, general service medium,
18 and general service large classes.

19 MR. BOB PETERS: And the demand
20 component, the third component of the general service
21 rates, as you say, is to reflect the costs incurred by
22 Manitoba Hydro for that customer's maximum usage or
23 demand that they can put on Manitoba Hydro's system?

24 MR. ROBIN WEINS: Yes. Conceptually,
25 the demand charges are intended to recover those costs

1 which vary with maximum use, not with energy use.

2 MR. BOB PETERS: But for the
3 residential customers, you only have a two (2) part
4 rate?

5 MR. ROBIN WEINS: That's correct. And
6 as well there's a large number of general service small
7 customers. Those customers who have -- have demands
8 less than 50 kV.A that also only face a -- it may be a
9 multipart energy rate, but it is an energy rate. There
10 are no demand charges applied to those customers
11 either.

12 MR. BOB PETERS: And for residential
13 customers, Manitoba Hydro has chosen not to introduce a
14 demand component to the residential rate?

15 MR. ROBIN WEINS: Well, for -- for
16 residential customers, and as well, as -- as I
17 mentioned, for general service customers who are serve
18 -- or -- or, pardon me, general service customers whose
19 demands are less than 50 kV.A, which constitute the
20 vast majority of general service customers as well. So
21 virtually all of Manitoba Hydro's customers are not
22 demand billed. They pay for a basic monthly charge,
23 and they pay energy charges.

24 MR. BOB PETERS: Is it Manitoba Hydro's
25 position that the demand put on the system by

1 residential customers is approximately the same as
2 their neighbours?

3 MR. ROBIN WEINS: I'm not sure, Mr.
4 Peters, what is meant by "their neighbours".

5 MR. BOB PETERS: Their residential
6 neighbours.

7 MR. ROBIN WEINS: It is true that
8 residential usage tends to be more homogeneous across
9 customers than general service usage, because
10 residential customers tend to use electricity for the
11 same things; they tend to be household usages.
12 Households vary in size, but typically they use
13 electricity for lighting, cooking, and some use it for
14 heating. So you have some differentiation there. But
15 within a few broad categories, residential usage is --
16 is similar across all customers.

17 MR. BOB PETERS: When we talk about
18 demand for the general service customers and you
19 indicate that the demand charge that is levied against
20 those customers is designed to recover the Utility's
21 costs for providing the capacity and the maximum
22 capabilities as requested by the general service
23 customer.

24 Manitoba Hydro has the ability to track
25 accurately the costs incurred for that capacity, do

1 they not?

2

3

(BRIEF PAUSE)

4

5 MR. ROBIN WEINS: Manitoba Hydro tracks
6 its actual embedded costs in a variety of functions
7 which are generally accepted to be related to certain
8 aspects of customer usage so that the generation
9 requirement tends to be related to energy usage with
10 variability across times of use.

11 Transmission and distribution tend to be
12 related to maximum capacity requirement. And some
13 parts of distribution, as well as the facilities that
14 serve customers, close to the customer, tend to be
15 related to the actual customer.

16 MR. BOB PETERS: Mr. Weins, do the
17 demand charges levied against the general service
18 customers who -- who face the demand charge, does -- do
19 those demand charges recover 100 percent of the
20 embedded costs related to the demand?

21 MR. ROBIN WEINS: In some cases they
22 do, not in all cases.

23 MR. BOB PETERS: So again, rather than
24 -- is the Corporation's strategy to increase the demand
25 charges to a point where they do recover all of the

1 embedded costs?

2 MR. ROBIN WEINS: No, not -- that --
3 that's not necessarily the -- the Corporation's
4 strategy. In -- in most cases, I believe they do
5 recover the demand-related embedded costs. The -- the
6 strategy of the Corporation is also to recognize
7 marginal costs in setting rates. We want to recognize
8 embedded costs at the class level, but marginal costs
9 within the elements of the rate structure.

10 MR. BOB PETERS: And just to loop back
11 on that, Mr. -- Mr. Weins, the recognition of the
12 marginal costs of providing the energy, that's the
13 Corporation's effort to provide a price signal to
14 customers as to what their energy is, in essence,
15 costing the Corporation?

16 MR. ROBIN WEINS: Correct.

17 MR. BOB PETERS: And what does Manitoba
18 Hydro expect the customer to do with that price signal
19 once they know what their -- what their energy cost is,
20 or their marginal cost of energy?

21 MR. ROBIN WEINS: Well, I don't know
22 that we have a firm expectation of what they will do.
23 At a -- at a federal level, the expectation is that if
24 it is worth it to the customer to consume that extra
25 unit of energy, they will, and if it's not, that they

1 will conserve it instead.

2

3

(BRIEF PAUSE)

4

5

MR. BOB PETERS: How does Manitoba

6 Hydro gauge the awareness of its customers as to the

7 marginal costs that are being incurred with respect to

8 their last unit of energy?

9

10

(BRIEF PAUSE)

11

12

MR. ROBIN WEINS: Broadly, it's gauged

13 by the levels of consumption of customers, as -- as

14 measured by our billing data.

15

MR. BOB PETERS: That's how Manitoba

16 Hydro can gauge it, but how does -- how does the

17 consumer gauge that?

18

MR. ROBIN WEINS: The consumer would

19 gauge it by the impact of their bill.

20

MR. BOB PETERS: And turning to bill

21 comparisons, Mr. Chairman, if the Board has Volume III

22 of Board counsel's book of documents, it's still PUB

23 Exhibit 14. It's the last in the trilogy.

24

And, Mr. Weins, the rates proposed for

25 April 1 of 2013, the rates themselves aren't included

1 here, but there are some -- some bill comparisons
2 starting on page 420, which is the last tab.

3 And I just wanted to, before we leave
4 this area, just to have you explain to the Board what
5 bill impacts can be expected and -- first of all, let's
6 confirm, Mr. Weins, that these bill comparisons are
7 dated November of 2012, and they relate to Manitoba
8 Hydro's request for an across-all-rate-classes average
9 revenue increases of 3 1/2 percent?

10 MR. ROBIN WEINS: That's correct.

11 MR. BOB PETERS: And so if we turn to
12 page 421 and we look at the top of the page,
13 residential customers have been divided into five (5) -
14 - five (5) consumption blocks, as it were.

15 But those consumption blocks are simply
16 a matter of presentation; they're not defined
17 subclasses.

18 MR. ROBIN WEINS: It -- they're merely
19 usage levels that are intended to benchmark some
20 typical residential customers.

21 MR. BOB PETERS: And so what you're
22 showing the Board is that if -- would you agree, first
23 of all, that approximately 1,000 kilowatt hours a month
24 would be the -- the typical residential customer that
25 does not use space heat?

1 MR. ROBIN WEINS: You could look at
2 seven-fifty (750) or a thousand (1,000) as being within
3 that range of customer, yes.

4 MR. BOB PETERS: And for those
5 customers, if Manitoba Hydro's application was approved
6 as filed, the monthly bill impact would be 3.3 or 3.4
7 percent of an increase?

8 MR. ROBIN WEINS: That's correct.

9 MR. BOB PETERS: For those who -- for
10 those residential customers who consume a larger
11 volume, their rate increase would be identical to those
12 of the lower consumption levels, but their bill impact
13 would -- would, for the highest level shown here, be
14 3.7 percent?

15 MR. ROBIN WEINS: That's correct.

16 MR. BOB PETERS: The residential
17 seasonal customer --

18 MR. RAYMOND LAFOND: Before we go --
19 before we go there, the typical residential customer,
20 what -- there has to be a difference between the
21 typical using electric heat versus not using electric
22 heat for heating purposes.

23 MR. ROBIN WEINS: Yes, there is. If
24 you look at the bill comparisons that are in the book
25 of documents at page 421, seven hundred and fifty (750)

1 or a thousand (1,000) would be a typical single-family
2 home that does not have electric heat. If you get up
3 to the two thousand (2,000) level, that could reference
4 a large single-family home with a lot of electricity
5 utilization, other than electric heat. The other thing
6 it could typify is the average -- over the course of a
7 year, the average usage of a home with electric heat.
8 The five thousand (5,000) would tend to be a peak month
9 usage of a home with electric heat.

10 MR. RAYMOND LAFOND: Thank you.

11

12 CONTINUED BY MR. BOB PETERS:

13 MR. BOB PETERS: So for a customer that
14 is using electric heat in a typical residential home,
15 Mr. Weins, the likely best comparison shown on page 421
16 of Board counsel's book of documents is the 2,000
17 kilowatt hour per month customer who would experience a
18 3.6 percent bill increase?

19 MR. ROBIN WEINS: Average -- averaged
20 over the course of a year, that -- that would be pretty
21 close.

22 MR. BOB PETERS: Can you briefly
23 explain to the Board the residential seasonal customer,
24 what that encompasses?

25 MR. ROBIN WEINS: Well, residential

1 seasonal customers are -- this -- this class is
2 actually -- faces the same rate as the rest of the
3 residential class. There -- there are differences --
4 there tend to be differences in how these customers are
5 billed, because these generally refer to second homes
6 or seasonal homes or cottages that would pay, as I say,
7 exactly the same rate as all other residential
8 customers, but they would be billed twice a year
9 typically.

10 And they would be billed once in the
11 spring. They would be billed the full slate of monthly
12 basic charges for the -- for the next twelve (12)
13 months. They would pay that in the spring, typically
14 receive the bill in the mid -- mid-April. And then in
15 the fall they would be billed for their energy usage,
16 which would most, if not all, would occur during the
17 summer months.

18 But the rates are absolutely the same as
19 the rest of the residential class. The bill
20 comparisons you see here are shown for usage on an
21 annual basis because these customers tend to have much
22 lower usage than other residential customers. Typical
23 usage would be in the 1,000 kilowatt hours to, say,
24 2,500 kilowatt hours a season. And so the bills shown
25 here are the total bill for the entire season.

1 MR. BOB PETERS: Thank you, Mr. Weins.

2 MR. RAYMOND LAFOND: How -- how can you
3 tell or -- or, like, there are some areas of cottage
4 country where some people stay there year round, as
5 opposed to others who are seasonal. So is it per
6 district or per customer you define whether or not you
7 are seasonal?

8 MR. ROBIN WEINS: Customers living year
9 round in those communities would tend not to be
10 included in the seasonal class. Customers change all
11 the time, and some -- some people who you -- who've for
12 years used their second home as a summer cottage may at
13 some point decide that it's permanent. And typically
14 when that happens, they'll move to a monthly billing
15 and they will be treated the same as any other
16 customer. It will be identified in the billing system
17 that the usage has increased.

18 THE CHAIRPERSON: I guess the --

19 MR. RAYMOND LAFOND: But Manitoba Hydro
20 decides that rather than the customer requesting that
21 that be changed, correct?

22 MR. ROBIN WEINS: Actually, it can be
23 both. The customer can request it too.

24 THE CHAIRPERSON: The rather obvious
25 question for me is: Why are we getting such a dif --

1 significant difference in percentage change between the
2 residential -- typically residential and the
3 residential seasonal?

4 MR. ROBIN WEINS: This relates to the
5 emphasis on the energy rate in the rate structure
6 change. We increase only the energy rate. Seasonal
7 customers tend to use a lot less energy than regular
8 customers. So their basic monthly charges are not
9 going up, but for many of these customers the basic
10 monthly charge is a significant part of their bill.
11 For most regular residential customers, it's a
12 relatively small part of the bill.

13

14 (BRIEF PAUSE)

15

16 MR. BOB PETERS: Just to be...

17

18 (BRIEF PAUSE)

19

20 THE CHAIRPERSON: Since we're on the
21 topic of monthly charges, you know, one of the things
22 we do is we compare rates that residential customers
23 pay in Manitoba relative to other jurisdictions. And I
24 guess the question I have is:

25 In comparing, say, Manitoba rates for

1 residential customer relative to a Quebec customer or
2 somebody from BC, in terms of how they are assessed
3 monthly charges and energy charges, is there a
4 significant difference when we're looking at those
5 comparisons that we need to consider?

6 MR. ROBIN WEINS: There is a range acc
7 -- if you look across Canada or across North America,
8 Manitoba Hydro has one of the -- tends to be at the low
9 end basic monthly charges. Within in Canada, of the
10 major utilities, I think the only one that's lower is
11 BC Hydro, for the basic monthly charge.

12 Ontario, for example, Toronto Hydro is
13 around twenty dollars (\$20) a month; Alberta, twenty-
14 two dollars (\$22) a month. So we tend to be at the low
15 end. We also tend to be at the low end for energy
16 charges. We tend to be at the low -- low end overall,
17 but probably more so in the case of basic charges.

18 THE CHAIRPERSON: I'm intrigued by how
19 many people have converted to electronic bills of your
20 existing customer base. Are we talking of a very high
21 percentage? I mean that would be an obvious saving for
22 Manitoba Hydro.

23 MR. ROBIN WEINS: I'm not able to
24 answer that question. We could -- we could take an
25 undertaking on it.

1 THE CHAIRPERSON: Yeah, I think, just -
2 - just from the standpoint of, you know, looking at it
3 from a typical customer. When I made the conversion, I
4 recall that -- thinking, you know, I'm making this
5 conversion, saving Manitoba Hydro lots of trouble and
6 money and so on, and what am I getting for it, other
7 than perhaps -- perhaps a better record of -- of my
8 usage and so on.

9 But it just strikes me that that would
10 be -- might be a way in which more people might convert
11 if there was an incentive to do it. Just an
12 observation.

13 MR. ROBIN WEINS: Thank you.

14

15 (BRIEF PAUSE)

16

17 MS. PATTI RAMAGE: The undertaking is
18 simply that Manitoba Hydro will provide information
19 regarding the customer uptake on electric -- electronic
20 billing. Is that correct, Mr. Chair?

21

22 --- UNDERTAKING NO. 51: Manitoba Hydro to provide
23 information regarding the
24 customer uptake on
25 electronic billing

1 CONTINUED BY MR. BOB PETERS:

2 MR. BOB PETERS: Mr. Weins, back to the
3 residential seasonal customer. The values there, if --
4 if we look to the 250 kV customer, the -- the
5 indication is September 1, 2012, dollars per summer,
6 you're talking that as a seasonal value as opposed to a
7 monthly value, correct?

8 MR. ROBIN WEINS: Yeah, that's the --
9 that's the total bill for -- for the year, which would
10 be billed in April and then again in October. But the
11 -- that's the total amount of those bills.

12 MR. BOB PETERS: Correct. And --

13 MR. ROBIN WEINS: Or the two (2) bills.

14 MR. BOB PETERS: -- all you've done is
15 mathematically run them through your model to -- to
16 charge the -- increase the energy rate by 3.78 percent.

17 MR. ROBIN WEINS: We've simply
18 calculated the bills at the current rates and at the
19 proposed rates.

20 MR. BOB PETERS: And the current rates
21 are the September 1 of 2012 column?

22 MR. ROBIN WEINS: Correct.

23 MR. BOB PETERS: All right. Turning to
24 the diesel, you mentioned in your direct evidence to
25 Ms. Ramage that the diesel residential customers in the

1 four (4) diesel communities that Manitoba Hydro serves,
2 they will also experience their energy rate increasing
3 by 3.78 percent as well.

4 MR. ROBIN WEINS: Yes.

5 MR. BOB PETERS: That's a policy that
6 Manitoba Hydro has, is to charge its residential
7 customers in the diesel zones the same as grid rates?

8 MR. ROBIN WEINS: That's correct.

9 MR. BOB PETERS: And the consumption
10 limit that used to be tiered after 2,000 kilowatt hours
11 a month is no longer applicable?

12 MR. ROBIN WEINS: That's correct. I
13 believe that was after November 2011, if I'm recalling
14 correctly.

15 MR. BOB PETERS: Of the diesel
16 customers, only the residential customers will see an
17 increase if Manitoba Hydro's application is granted as
18 applied?

19 MR. ROBIN WEINS: No, general service
20 customers will see an increase as well on the first
21 2,000 kilowatt hours a month.

22 MR. BOB PETERS: And then for the
23 government and the education accounts?

24 MR. ROBIN WEINS: There is no proposal
25 in this Application to affect the rate to general

1 service over 2,000 kilowatt hours a month or to the
2 government customers.

3

4 (BRIEF PAUSE)

5

6 MR. BOB PETERS: Mr. Weins, I just want
7 to turn ahead to the bill comparisons for the general
8 service large customers found on page 425.

9 And these customers would have the --
10 the three (3) part bill, that being the basic monthly
11 charge, the energy charge, and a demand charge?

12 MR. ROBIN WEINS: No, these customers
13 don't see a basic monthly charge. They see a demand
14 charge and an energy charge.

15 MR. BOB PETERS: And in this example,
16 the -- the energy charge increase that you gave in your
17 direct evidence for the general service large class was
18 not the same for each of the subclasses?

19 MR. ROBIN WEINS: That's correct.

20 MR. BOB PETERS: And how was that
21 determined?

22 MR. ROBIN WEINS: You mean, why are
23 they different? Is --

24 MR. BOB PETERS: Yeah, yes.

25 MR. ROBIN WEINS: -- is that your

1 question? To yield 3 1/2 percent overall increase in
2 class revenues without any increase to the demand
3 charge so, as you can see, that because the general
4 service large under 30 kV sees the largest energy
5 charge increase.

6 That is because the largest -- that is
7 the subclass which has the largest share of revenues
8 that is collected from the demand charge for which
9 there is no increase being proposed. And therefore,
10 the increase to the energy charge needs to be higher in
11 order to arrive at the 3 1/2 percent.

12 MR. BOB PETERS: And the energy rate
13 increase for the general service large less than the 30
14 kV was 5.4 percent increase?

15 MR. ROBIN WEINS: Yes.

16 MR. BOB PETERS: And then the 30 to 100
17 kV subclass was -- the rate increase was to increase 5
18 percent?

19 MR. ROBIN WEINS: Yes.

20 MR. BOB PETERS: And if I recorded it
21 properly, the -- the greater than 100 kV was going to
22 face a 4.7 percent rate increase just on the energy
23 portion?

24 MR. ROBIN WEINS: Yes.

25 MR. BOB PETERS: Maybe lastly on this,

1 can you turn over to the limited use of billing demand
2 on the -- page 426?

3 Just explain briefly to the Board what
4 LUBD Program is.

5 MR. ROBIN WEINS: Limited use of
6 billing demand, this is an optional rate application
7 that is available to customers who select it. The
8 factors that would be promoting them or encouraging
9 them to accept it are that they use very little energy
10 relative to their peak load.

11 So there are some customers that have --
12 that -- that use energy only certain times of the year
13 or that use energy only for very brief periods of time.
14 And -- so consequently, they may have what we refer to
15 as a load factor that is very low.

16 Typically a general service small or
17 medium customer operates at a load factor in the order
18 of 50 to 60 percent. What this means is that their
19 average use is 50 to 60 percent of their maximum use.
20 Their average use measured over a period of a month, or
21 -- or you can measure it over any period you choose,
22 but for billing purposes the month is what's -- what's
23 relevant. For general service large, typically it's
24 higher. It's in the 70 to 80 percent, sometimes
25 higher, load factor.

1 But there are customers, owing to the --
2 their particular requirements, that use energy for
3 limited amounts of time or that have high peak loads
4 but low use of energy. So a demand energy bill can
5 cause -- or results in their average cost per unit of
6 energy being high, in some cases extremely high.

7 Some of the examples of this type of
8 customer that -- that we've dealt with are irrigation
9 usage. Irrigation usage occurs at times when there's
10 inadequate rainfall, and it may be only fifty (50), a
11 hundred, two hundred (200) hours a year. But these are
12 -- can be large loads, so they tend to be demand
13 metered.

14 So Manitoba Hydro, because of the impact
15 on their unit cost, and also recognizing that because
16 of their sporadic usage that they may not inflict the
17 same capacity-related costs on the system -- they may
18 be using capacity in the summer rather than in the
19 winter or be -- simply because of their low load
20 factor, they would typically have a low coincidence
21 factor. So their capacity usage isn't as coincident
22 with the peak on the system.

23 So to recognize both the bill impacts
24 and the cost impacts, we've offered a rate which is set
25 in such a way that we increase the energy charge, we

1 reduce the demand charge. So for customers at very low
2 load factors, this can reduce their bill.

3 And the way the rate has been set is
4 that we set a break-even load factor of 18 percent so
5 that a customer will be indifferent at 18 percent. So
6 what we did was we basically took the demand charge
7 down to 25 percent of the regular demand charge and
8 then calculated what energy charge would be required to
9 make the customer indifferent between the two (2) at an
10 18 percent load factor.

11 So customers were allowed to choose to
12 go on this rate. And we don't have a lot of customers
13 on it, but we have in the order of sixty (60) or
14 seventy (70) customers that use this rate. I'm advised
15 it's eighty-five (85).

16 MR. BOB PETERS: Does Manitoba Hydro
17 report annually on the LUBD program?

18 MR. ROBIN WEINS: Yes, we do.

19 MR. BOB PETERS: And that's provided to
20 the Board?

21 MR. ROBIN WEINS: Yes, that's a report
22 that's filed with the Board on an annual basis. Yeah,
23 that report would be included in this Application
24 filing as Appendix 10.8, and it was filed on July the
25 6th of 2012.

1 MR. BOB PETERS: Yes, we -- we have it
2 here in the -- in the filing, Mr. Weins, thank you.
3 But that's an annual filing that's done in -- in
4 addition to any year in which there's a general rate
5 application?

6 MR. ROBIN WEINS: Yeah, generally it's
7 around the same time every year, and it reflects the --
8 the experience over the previous fiscal year.

9 MR. BOB PETERS: Just one (1) part of
10 your answer to the Board that perhaps could be
11 clarified is you mentioned coincident factor. Can you
12 explain what you meant by that to the Board?

13 MR. ROBIN WEINS: Coincidence factor is
14 the relationship between the load of an individual
15 customer, or the peak load of an individual customer,
16 or the peak load of a group of customers, or a class of
17 customers relative to the peak load of the entire
18 system.

19 So if a customer -- let's just say a
20 customer has a -- a 100 kilowatt load. That's the
21 customer's individual peak. But at the time of the
22 system peak, at the time that the Manitoba Hydro system
23 overall is peaking, that customer has a -- a load of 20
24 kilowatts, they would be described as having a
25 coincidence factor of 20 percent.

1 And typically, customers with a lower
2 load factor -- in other words, that have low usage of
3 energy relative to their peak -- will also -- it's not
4 necessarily the case, but typically they will have a
5 lower coincidence factor. And as you broaden the group
6 of customers that you're dealing with in the class, as
7 you know, sta -- statistical experience tends to revert
8 to the mean so that one (1) individual customer may
9 have a zero coincidence factor or a 100 percent
10 coincidence factor. But when you take eight (8) or ten
11 (10) or fifteen (15) or twenty (20) similar customers,
12 it tends to -- it -- it tends to relate to the mean
13 experience, which is that they have a significantly
14 lower coincidence factor than customers overall.

15 MR. BOB PETERS: How does that
16 financially impact the customer?

17 MR. ROBIN WEINS: How does it
18 financially impact the customer? If the customer is
19 operating at a billing load factor, which a monthly
20 load factor, of less than 18 percent, they will pay
21 less on the LUBD rate than they pay on the regular
22 rate. If they go over 18 percent, then they are better
23 served and more economically on the regular rate.

24 MR. BOB PETERS: Thank you, Mr. Weins.
25 I want to turn to the Curtailable Rate Program. And,

1 Mr. Cormie, you volunteered for -- for that one (1)
2 today, I understand?

3 MR. RAYMOND LAFOND: Mr. Peters...?

4 MR. BOB PETERS: Yes.

5 MR. RAYMOND LAFOND: Before we go
6 there, for my own education, if I heard correctly,
7 there is no increase being requested for -- on the
8 demand rate portion. And the demand rate portion is in
9 terms of peak loads.

10 Is that not, in terms of behaviour, a
11 place where there should be an increase so that we
12 avoid having major peaks at cer time of year -- a
13 certain time of year, and therefore not tax the system
14 as much?

15 MR. ROBIN WEINS: Arguably, yes.
16 Customers will respond to a price signal for their peak
17 usage just as they respond to a price signal for energy
18 usage. It varies among customers. Some customers will
19 not respond very well at all, because their usage is
20 pretty much directed by their -- the facilities that
21 they're using. A hospital or a personal-care home in
22 the rural part of the province is heated by
23 electricity. It's going to peak at the time of the
24 system peak. It's maybe not the best time to have them
25 peak, but that's when they need to peak in order to

1 serve their customers.

2 And they're not going to be terribly
3 responsive. Other customers will -- customers with
4 processes that can respond, say, to curtailable rate
5 incentives also have some capability to respond to
6 demand-related incentives, the price of the peak usage.

7 Manitoba Hydro has avoided, for the most
8 part, increasing or requesting increases to rates for
9 capacity usage or for demand usage to all its customers
10 for a couple of reasons. One (1), recognizing that
11 there are a lot of customers in the -- particularly in
12 the general service, small demand, medium, and even in
13 the general service large under 30 kV, who are not as
14 responsive as some of the larger customers might be,
15 and that we wanted to make sure that we had the energy
16 price signal moving in the right direction.

17 For the larger customers -- and I don't
18 want to get into this too much, because we have
19 deferred this discussion. But Manitoba Hydro was
20 looking at moving to what we believe is an approach
21 which will provide -- equally provide price signals to
22 large customers to modify their peak behaviour by
23 having a peak at an off-peak energy rate as well.

24 So we did not want to move the demand
25 charges in advance of that until we had that

1 established. So there was, in addition, a -- I don't
2 know if the right word is a concern but, you know,
3 certainly an observation of this Board at earlier times
4 that Manitoba Hydro's energy rate was pretty low
5 relative to virtually everybody in the country. And
6 the demand rate was not as low relative to everybody in
7 the country.

8 So for these reasons, we have tended, as
9 I say, since about 2004, to emphasize the energy rate.

10 MR. RAYMOND LAFOND: I -- I -- I will
11 just add that my experience -- and that dates back
12 maybe thirty (30) years or so -- as financial
13 controller -- or just a peak demand in one evening,
14 because there was a power failure for something like
15 four (4) or five (5) hours, and the demand of course
16 from all the systems started in the middle of the
17 night, went really high and our billings for the
18 following year were cra -- a lot higher, like many tens
19 of thousands of dollars more.

20 And so we installed controllers so that
21 ever -- if ever this happened again, especially during
22 the night, the systems would not all start at the same
23 time and -- and the different buildings. And that's
24 really a change of behaviour to reduce our peak demand
25 when the Manitoba Hydro system is at peak.

1 Is that -- does this still apply today?

2 MR. ROBIN WEINS: Well, I -- I guess I
3 would have to have more familiarity with the particular
4 facility or facilities that you're discussing. Many of
5 our customers do have such systems in place in order to
6 avoid major peaks and in order to manage their peak
7 loads. And that -- this has been in response to
8 Manitoba Hydro's demand-rate structure.

9 Not only the rate structure that, you
10 know, affects the -- affects the normal load, but this
11 is -- this probably happened some time ago and it
12 probably happened during the winter. That rate
13 structure no longer exists. It -- today it would have
14 affected one (1) month bill, but it would not have
15 affected anything beyond that.

16 MR. RAYMOND LAFOND: Okay. So today,
17 essentially, when you look at peak loads it's more on a
18 monthly basis than, like, on a period of a few hours.
19 Am I correct?

20 MR. ROBIN WEINS: No, you set your
21 monthly peak actually within a fifteen (15) minute
22 interval.

23 THE CHAIRPERSON: So to follow up on
24 your statement that most customers will respond to
25 pricing. Now I guess the -- just generally speaking, a

1 1 percent increase in rates causes what kind of a
2 decline in usage at the residential level?

3 MR. ROBIN WEINS: I can't give you a
4 precise answer to that, but I can give you the answers
5 that other people have found, using various
6 methodologies, that a 10 percent change in rates would
7 result in somewhere between a half a percent and a
8 percent and a half change usage at the residential
9 level. We believe that large, energy-intense customers
10 are probably more responsive. But for residential
11 customers, that would tend to be the -- within that
12 range of rate increase, that would tend to be the
13 response.

14 And the response differs too, in terms
15 of time. If you have a permanent rate increase of 10
16 percent, initially you may not get much response
17 because the systems that people are using are still the
18 same systems. They can respond in the short term. If
19 it's a heating load, for example, they can lower the
20 thermostat. Or they can -- they may be able to put in
21 timers to reduce usage at certain critical times. They
22 may be able to undertake certain relatively easy
23 adjustments, energy efficient lighting,
24 for example, being one.

25 Over time though, as -- as they --

1 there's enough time for the stock of appliances to
2 change, they can purchase more energy-efficient
3 appliances, or they can change their heating
4 methodology.

5 THE CHAIRPERSON: Keep -- I keep
6 reading in different reports and so on that because we
7 have low rates in Manitoba, energy consumption is
8 higher relative to other jurisdictions. Now, do we
9 have any evidence of that?

10 I mean, do we -- do we have any hard
11 evidence that shows that a typical residential customer
12 in Manitoba consumes more energy than a typical
13 customer, say in Saskatchewan or -- or, well, perhaps
14 Saskatchewan is not the right -- well, Saskatchewan or
15 even Quebec?

16 MR. ROBIN WEINS: Well, to be
17 definitive, no. There are a lot of factors that affect
18 energy usage by residential customers, and some of
19 those factors vary by province.

20 Manitoba has a significant electric heat
21 load compared to virtually every other province.
22 Quebec may be similar. It's -- it's maybe the only
23 other one. But Quebec has different heating degree day
24 experience than Manitoba. Saskatchewan has similar
25 heating degree day experience, but the gas system is

1 much more widely distributed in Saskatchewan than it is
2 in Manitoba. BC has low rates like Manitoba, but BC
3 has a different climate.

4 So there are a number of factors that
5 will explain average residential customer usage. And
6 I'm not sure that there's been any definitive study
7 that says Manitoba Hydro or Manitoba customers use more
8 energy simply because they have lower rates. I think,
9 you know, economics would tend to say that, other
10 things being equal, the lower the rate the more they're
11 going to use. But other things are not always equal;
12 in fact, most of the time, they're not.

13 MR. RAYMOND LAFOND: A hundred-suite
14 apartment block, is that considered residential or
15 general service?

16 MR. ROBIN WEINS: It can be either. If
17 they're individually metered, they'll be consider
18 residential. If you don't have individual metering, if
19 it's bulk metering, then it's going to be general
20 service.

21

22 CONTINUED BY MR. BOB PETERS:

23 MR. BOB PETERS: Mr. Weins, to follow
24 up on that last question with -- with the Chairman,
25 does Manitoba Hydro have access to -- to consumption

1 data for major cities for the non-electric-heated
2 customer?

3 MR. ROBIN WEINS: Consumption data for
4 major cities for non-electric. I -- I take it you're -
5 - you're meaning maj -- when you say, "major cities,"
6 you mean outside the province?

7 MR. BOB PETERS: Yes, in comparison to
8 other jurisdictions.

9 MR. ROBIN WEINS: I don't have that
10 immediately available. I'm not sure if it exists. I
11 would have to check.

12 MR. BOB PETERS: Well, then maybe I'll
13 ask you to accept an undertaking to check to see
14 whether Manitoba Hydro can source residential
15 consumption data in various Canadian jurisdictions,
16 other than -- including a comparison to Mani -- to
17 Winnipeg for homes that are not electrically heated.

18 MR. ROBIN WEINS: We'll -- we'll
19 undertake to look for that.

20 MR. BOB PETERS: Appreciate the effort.

21

22 --- UNDERTAKING NO. 52: Manitoba Hydro to source
23 residential consumption
24 date in various Canadian
25 jurisdictions

1 THE CHAIRPERSON: I'm sorry. I have
2 some more questions, Mr. Weins. Just to understand the
3 choices that have been made here with respect to
4 residential customers in particular, and looking at --
5 looking at the page 421, again of the book of documents
6 number 3.

7 Looking at, for example -- you know, I
8 assume what's happening here is you're attempting to --
9 at your attempt to achieve 3.5 percent revenue
10 increase, I notice that, you know, there's one of the -
11 - one of the groupings there that has a relatively
12 minor change of 2.5 -- 2.7 percent, and -- and the --
13 some of the customers with five thousand (5,000) are
14 paying -- are increased by 3.7 percent.

15 Now, I take it that if you were to
16 increase the -- the top-level customer by 4 percent,
17 you then would be able to play around with some of the
18 lower-consumption customers?

19 Is that -- is that basically what's
20 going on here?

21 MR. ROBIN WEINS: It really falls out
22 of the rate design. It falls out of the rate design
23 where we're increasing the energy charge but we're not
24 increasing the basic charge. The less your
25 consumption, the more significant the basic charge is.

1 And at 250 kilowatt hours, which would be a -- probably
2 a small apartment without electric heat, this is --
3 this is what they're going to be seeing.

4 MR. RAYMOND LAFOND: Because the basic
5 charge is proportionately much more than -- than the
6 energy charge versus some other customers.

7 MR. ROBIN WEINS: In the bill of that
8 customer, 250 kilowatt hours a month to roughly seven
9 (7) cents a kilowatt hour, I mean, you can do the math
10 what that accounts -- what that amounts to. That
11 amounts to about eighteen dollars (\$18). The basic
12 charge is close to seven dollars (\$7) so the basic
13 charge is 35 percent of their bill. And when you get
14 up to the high-level customers, the basic charge is
15 probably 5 percent of the bill.

16

17 CONTINUED BY MR. BOB PETERS:

18 MR. BOB PETERS: Mr. Weins, I want to
19 make sure I'm clear. Looking at page 421 again and the
20 residential customer in the top chart, every
21 residential customer depicted of the four hundred and
22 sixty-one thousand, three hundred and fifty-three
23 (461,353) residential customers will pay seven point
24 zero-two (7.02) cents per kilowatt hour if Manitoba
25 Hydro's application is approved effective April 1 of

1 2013?

2 MR. ROBIN WEINS: It's seven point two-
3 o-two (7.202) cents a kilowatt hour. Sorry, Mr.
4 Peters, it's not what I heard, but that's what it is,
5 seven point two-o-two (7.202).

6 MR. BOB PETERS: No, I -- thank you for
7 that. And the basic monthly charge is six dollars and
8 eighty-five cents (\$6.85) for a 100 amp service, and
9 double that for a 200 amp service?

10 MR. ROBIN WEINS: It's -- it's -- it's
11 six eighty-five (6.85) for up to 200 amps and double
12 that for over 200 amps.

13 MR. BOB PETERS: Thank you. If I can,
14 I will turn to the Curtailable Rates Program, Mr.
15 Cormie. I had understood through your direct evidence
16 that you were going to address questions on that.

17 In the -- the book of documents that is
18 before the Board, the Curtailable Rates Program, the
19 annual report is provided at Tab 38. And also at Tab
20 37 is the proposed terms and conditions, if that makes
21 it convenient for any referencing of any of your
22 answers, Mr. Cormie or Board members.

23 But let's start off, if we could, Mr.
24 Cormie, by a brief explanation to the Board as to what
25 is the rate design reasons for the Curtailable Rates

1 Program?

2 MR. DAVID CORMIE: Many years ago,
3 Manitoba Hydro, in conjunction with the large
4 industrial customers, worked on alternate rate
5 strategies that provided -- that -- that made available
6 to Manitoba Hydro the flexibility that certain
7 customers had in reducing their demand and, in -- in
8 reducing their demand, providing value to Manitoba
9 Hydro.

10 And ultimately, we -- we developed, in
11 conjunction with these large customers, the Curtailable
12 Rate Program. So it's -- it's a program that reduces
13 demand. It's -- it's a capacity-reduction program, not
14 an energy-related program. And Manitoba Hydro pays
15 participants in their Curtailable Rate Program a
16 discount to their -- to their bill, recognizing that
17 they are providing value to Manitoba Hydro.

18 The curtailable load that customers
19 provide can be used by Manitoba Hydro to meet its
20 reserve obligations to help out during emergency
21 conditions and -- and, if the market is attractive, can
22 help Manitoba Hydro sell surplus capacity in the export
23 market. And so with -- for those reasons and in order
24 to provide some of that value to the customers, this
25 program was developed.

1 MR. BOB PETERS: Mr. Cormie, is it --
2 is it appropriate to use interchangeably the words
3 "capacity" and "demand"?

4 MR. DAVID CORMIE: Yes, the -- the
5 effect on the Manitoba Hydro system is the same.
6 Having a 100-megawatt generator start up is -- has the
7 same effect as if demand goes down by 100 megawatts.
8 There's a change in the supply and demand balance by
9 that 100 megawatts.

10 MR. BOB PETERS: And as you mentioned,
11 Manitoba Hydro can call on the resources it has under
12 the Curtailable Rates Program when it finds itself in
13 need of additional capacity.

14 MR. DAVID CORMIE: Yes.

15 MR. BOB PETERS: And Manitoba Hydro
16 pays approximately \$6 million a year on account of the
17 Curtailable Rates Program?

18 MR. DAVID CORMIE: Yes.

19

20 (BRIEF PAUSE)

21

22 MR. BOB PETERS: And I suppose, as we
23 will see, Manitoba Hydro currently has three (3)
24 customers enrolled in the Curtailable Rates Program?

25 MR. ROBIN WEINS: That's correct.

1 MR. RAYMOND LAFOND: A few minutes...

2

3 (BRIEF PAUSE)

4

5 MR. RAYMOND LAFOND: A few minutes ago,
6 Mr. Cormie, you said that, if I heard correctly, you
7 could also use the curtailment program to benefit from
8 exports, higher-priced exports? For instance,
9 yesterday at 5 o'clock you were exporting at two (2)
10 point-some-odd cents per kilowatt hour -- kilowatt
11 hour, but at 5:15 it was over fifteen (15) cents per
12 kilowatt hour.

13 Would you then curtail these customers
14 to be able to generate more income from the -- the
15 exports?

16 MR. DAVID CORMIE: No, Mr. Lafond, we
17 would use the capacity that's available under the
18 Curtailable Rates Program to sell capacity on the
19 seasonal basis. And we do not use the capacity that's
20 available for economic dispatch. So it doesn't change
21 the effect of how we dispatch the generators, but
22 Manitoba Hydro can use it to help meet its capacity
23 obligations.

24 MR. RAYMOND LAFOND: On a seasonal
25 basis.

1 MR. DAVID CORMIE: On a seasonal basis,
2 yes.

3 MR. RAYMOND LAFOND: Can you explain
4 that to me, please?

5 MR. DAVID CORMIE: It's -- it's less
6 relevant today because the capacity market is -- is
7 very long right now. But in -- in past years, when
8 Manitoba Hydro was a member of the MAPP, the Mid-area
9 Continent Power Pool (sic), we were able to sell
10 forward summer capacity to utilities in the United
11 States that they could use to count -- they could count
12 on to serve their peak load demands. And Manitoba
13 Hydro had to be able to show that we had that capacity
14 available after the fact.

15 So if Manitoba load got to the point --
16 reached to the point in the summer where we were short
17 the generating capacity to serve our obligation, we
18 could curtail load to reduce -- or to -- to fulfill our
19 obligation.

20 So having 100 megawatts or 200 megawatts
21 of curtailable load, we could -- we reduce our Manitoba
22 demand at the time of the peak. Therefore, that frees
23 up that 200 megawatts of generating capacity to serve
24 the customer in the United States. And we were able to
25 achieve, you know, five thousand (5,000) -- four

1 thousand dollars (\$4,000) a megawatt month for -- for a
2 season with those kind of capacity sales.

3 So it -- it -- in years past, it has
4 been a -- was a significant source of short-term
5 revenue. But it was -- it was -- it was sold on a
6 forward basis for the season, and -- but it's -- but we
7 don't dispatch the -- the Curtailable Rate Program now
8 to -- for -- for economics.

9 So it's not -- it's not something that
10 our customers can cope with. It resul -- we -- we
11 tried it for a few years. Our customers came back and
12 said, You know, you're interrupting us way too many
13 times in order to chase the market price of
14 electricity.

15 And so we moved the Curtailable Rates
16 Program. We adjusted the terms and conditions so that
17 it was -- the capacity call would only be made under --
18 under a rare circumstance, either an emergency or to
19 reestablish our con -- our contingency reserves.

20 And so this is the kind of relationship
21 we've had with the customers. It -- we -- it has to
22 work for us, and it has to work for them. If -- if we
23 are dispatching every time -- calling on the Cur --
24 Curtailable Program every time the market price was
25 spiking, the -- the customers couldn't run their

1 businesses. But they're able to provide it on a -- on
2 a relatively infrequent basis without having major
3 disruptions. But after it becomes too frequent, it
4 becomes so disruptive that the value is no longer
5 there.

6

7 CONTINUED BY MR. BOB PETERS:

8 MR. BOB PETERS: Mr. Cormie, perhaps to
9 assist further, if -- if the Board and you would turn
10 to page 363 of the book of documents. This is in the
11 proposed terms and conditions that Manitoba Hydro has
12 filed as Appendix 10.4 of their Application to the
13 Board.

14 But there are -- there are four (4)
15 options for a customer to elect under the Curtailable
16 Rates Program. Have I got that correct?

17 MR. DAVID CORMIE: Yes.

18 MR. BOB PETERS: And they're set out
19 here. Option A has the ability to cur -- the customer
20 has to have the ability to curtail within five (5)
21 minutes' notice from Manitoba Hydro for a maximum
22 period of four (4) hours and fifteen (15) minutes per
23 curtailment, correct?

24 MR. DAVID CORMIE: Yes.

25 MR. BOB PETERS: But the number of

1 curtailments per year is not mandated as part of the
2 program?

3 MR. DAVID CORMIE: Yes, it is limited.
4 The limits for Option A are fifteen (15) curtailments
5 per year and... And the maximum duration of the
6 curtailment is, you know, four (4) hours and -- and --
7 four (4) and a quarter hours, yes.

8 MR. BOB PETERS: And Option C is the
9 customer would get more notice for a maximum of a four
10 (4) hour curtailment again, correct?

11 MR. DAVID CORMIE: That's correct.

12 MR. BOB PETERS: And how many -- how
13 many curtailments could an Option C customer face in a
14 calender year?

15 MR. DAVID CORMIE: Fifteen (15)
16 curtailments.

17 MR. BOB PETERS: What -- can you
18 explain to the Board the timing difference, the -- the
19 five (5) minutes versus the one (1) hour? How does
20 Manitoba Hydro use that?

21

22 (BRIEF PAUSE)

23

24 MR. DAVID CORMIE: There are two (2)
25 types of emergencies that Manitoba Hydro faces: those

1 that are slow-developing and those are -- those that
2 can be predicted in advance - predicted equipment
3 failure as an example. And then those are the
4 immediate emergencies; equipment has failed and we need
5 to respond.

6 We rarely use Option C curtailments
7 because we find that there are better -- other options
8 available to deal with slow-developing emergencies.
9 But we do use Option A curtailments quite often to help
10 assist in reestablishing our contingency reserves.

11 MR. BOB PETERS: And Option R is
12 another option available for Manitoba Hydro for the
13 reestablishment of reserves?

14 MR. DAVID CORMIE: Yes, Option R
15 curtailable load can be used for meeting Manitoba
16 Hydro's supplemental reserve obligation. We have a --
17 an agreement with MISO, where we share contingency
18 reserves. So this is capacity and generating capacity
19 we have on the system that is used to deal with
20 contingencies: generators going out of service,
21 transmission line interruptions.

22 And under the -- under the reserve
23 sharing arrangement we have with -- with MISO, Manitoba
24 Hydro is obligated to have 150 megawatts of generating
25 capacity available to meet its share of the 2,000-

1 megawatt obligation that's covered by the contingency
2 reserve sharing agreement.

3 Of that 150 megawatts, 90 megawatts --
4 or 60 megawatts has to be spinning -- connected to pick
5 up the load following the failure of -- of a piece of
6 equipment that creates the contingency.

7 And it's very similar to when you're
8 driving your car. You -- you're driving along at 60
9 miles an hour, and -- and if you immediately have to
10 speed up in order to pass somebody, that -- you imagine
11 that as your -- your spare capacity. You know, you've
12 got some -- you've got the capacity of your engine; you
13 can use that spare capacity to pass.

14 MR. BOB PETERS: In that 300-horsepower
15 car that you dream of.

16 MR. DAVID CORMIE: Yes. Yes. So
17 Manitoba Hydro has to have, at all times, 60 megawatts
18 of this spare capacity available to deal with those --
19 those immediate contingencies. The other 90 megawatts
20 of the 150-megawatt obligation is supplemental. And
21 this is generating capacity that we can have shut down
22 and that we can -- but we have to have -- have to have
23 online within fifteen (15) minutes.

24 And of that 90 megawatts, we can use
25 curtailable load, Option R curtailable load, to -- so

1 instead of starting a generator, we can call on the
2 customer. In fifteen (15) minutes -- you know, because
3 it has a five (5) minute notice, that customer can
4 curtail his load. And we can use that to help meet our
5 supplemental reserve obligations.

6 And so because -- because it's -- it's
7 not -- we don't have to have it available instantly,
8 there's some time available. The -- the control
9 operator in the control centre can all the customer,
10 ask for the curtailment. The company has time to
11 reduce their demand, and Manitoba Hydro can -- can use
12 that to meet its reserve obligation.

13 MR. BOB PETERS: How long does it take
14 to fire up a genera -- I'm sorry.

15 MR. RAYMOND LAFOND: I was -- when I
16 look at Option A and Option R on page 363 -- 363 of the
17 book of documents, it's the exact same description.

18 But from listening to you, am I to
19 conclude that Option A is in regards to emergencies due
20 to, for instance, equipment failure of the Manitoba
21 Hydro system as opposed to Option R, which is to
22 satisfy export constraints or terms?

23 MR. DAVID CORMIE: They -- they have
24 the same curtailment notices and the same limits on a
25 number of curtailments, but they -- but they get used

1 for different reasons. And Option R will be curtailed
2 more often than an Option A curtailment. And -- and we
3 pay a premium to the cus -- Option R customer because
4 there is more frequent use.

5 So Option R is used -- it's used in a
6 manner that will be dispatched more often, whereas
7 Option A, you have to actually wait for something to go
8 wrong before you -- you exercise the -- the call. So
9 they -- they have different -- different uses. You
10 can't -- you -- you can't have an Option R customer and
11 an Option A customer at the same time. They have to be
12 independent. But the effect on the customer is Option
13 R customers potentially get called on more often Option
14 A customers.

15

16 CONTINUED BY MR. BOB PETERS:

17 MR. BOB PETERS: I'll come back and
18 revisit that for the benefit of the Board.

19 Mr. Cormie, just to tidy up on Option R,
20 I had understood the contingency reserve that Manitoba
21 Hydro had was -- was 200 megawatts. Is that on a
22 shared basis?

23 MR. DAVID CORMIE: No, our obligation
24 is -- is 150 megawatts. And the contingency reserve
25 sharing arrangement we have is -- covers off a 200-

1 megawatt contingency. MISO will provide us with 1,850
2 megawatts, and Manitoba Hydro will kick in 150
3 megawatts, to bring the total up to two thousand
4 (2,000).

5 MR. BOB PETERS: Thank you. Just to
6 finish off on page 363, the Option E has, again, a
7 different notice period. And this time the maximum
8 curtailment is -- is longer, up to ten (10) days per --
9 per period.

10 MR. DAVID CORMIE: Yeah, the -- the
11 notice period for Option E is forty-eight (48) hours,
12 and the maximum duration of the curtailment is ten (10)
13 days. And we're limited to three (3) curtailments in a
14 year.

15 And when we designed this option, this
16 was to deal with a severe winter weather event where
17 exceedingly cold weather arrives, the demand spikes for
18 a period of time, and we were -- we're also in the
19 middle of a drought. And not only do we need the
20 capacity, but we need emergency energy. And so an opt
21 -- an Option E customer would be able -- would -- is
22 prepared to curtail for up to ten (10) days.

23 That situation would -- would be very
24 rare. Like, we only go into energy emergencies like
25 this in a drought. The frequency of drought is -- you

1 know, the -- the worst drought is, you know, like a
2 one (1) in a hundred year event. So the probability of
3 having to -- to exercise this call is very low. But we
4 -- we did realize that there was some value, and some
5 customers were willing to accept that. And -- and so
6 we -- we have that as an option.

7 MR. BOB PETERS: Mr. Cormie, just on
8 Option R, there's a penalty if you don't maintain a
9 reserve in satisfaction of your MISO commitments?

10 MR. DAVID CORMIE: There's a NERC
11 standard. The North American Electrical Reliability
12 Council has -- has reliability standards that each
13 balancing authority has to comply with. And there are
14 penalties for not meeting your reserve obligations.

15 And so if we -- we -- if we call on the
16 -- an Option R customer, an Option R customer is not
17 able to provide the capacity that they've contracted
18 for and that Manitoba Hydro has indicated, then
19 Manitoba Hydro would be liable for -- for penalties for
20 failing to have the appropriate megawatts of reserves
21 available.

22 MR. BOB PETERS: Do you recall Manitoba
23 Hydro ever having to pay such a penalty?

24

25

1 (BRIEF PAUSE)

2

3 MR. DAVID CORMIE: We've never had to
4 pay a penalty, Mr. Peters, but we've -- but -- but
5 we've had to carry additional reserves because at times
6 we did fail in meeting our obligation.

7 MR. BOB PETERS: Can you explain those
8 circumstances briefly?

9

10 (BRIEF PAUSE)

11

12 MR. DAVID CORMIE: I'm advised, Mr.
13 Peters, that it wasn't a failure of curtailable load.
14 It was because of operator error, didn't call on enough
15 reserves when the requirement was that we should have
16 had more available.

17 MR. BOB PETERS: And so the sanction
18 there was you had to make larger reserves available for
19 a period of time?

20 MR. DAVID CORMIE: Yes. Every megawatt
21 that's held in reserve to deal with contingency is a
22 megawatt that's not available for commercial service.
23 And so the -- in effect, the financial penalty is
24 imposed on Manitoba Hydro because we're no longer able
25 to use our generators in -- to -- for commercial

1 reasons.

2 MR. BOB PETERS: Let's address Board
3 member Lafond's question by turning to page 379 of the
4 book of documents. That's found under tab 38.

5 And Tab 38, Mr. Cormie, is a report that
6 Manitoba Hydro files with the Public Utilities Board,
7 this one filed in July of 2012, to reflect the
8 experience Manitoba Hydro had with the Curtailable
9 Rates Program between April 1 of 2011 and March 31 of
10 2012.

11 MR. DAVID CORMIE: Yes, I see that.

12 MR. BOB PETERS: This is -- this is
13 factually what happened in that fiscal year?

14 MR. DAVID CORMIE: Yes.

15 MR. BOB PETERS: And when we turn to
16 page 379, it appears that there were ten (10)
17 curtailments during the 2012 fiscal year for Manitoba
18 Hydro, and those are set out on a table by the various
19 months in which they occurred?

20 MR. DAVID CORMIE: Yes.

21 MR. BOB PETERS: You'd indicated that
22 option -- if I understood you correctly to be saying,
23 an Option A customer could not be curtailed -- could
24 not also be recorded as an Option R customer in your
25 system, if I -- if I understand that correctly?

1 MR. DAVID CORMIE: They have to -- they
2 -- they can be the same customer; they have to be
3 different loads.

4 MR. BOB PETERS: Does that suggest, Mr.
5 Cormie, that there's separate meters for those separate
6 loads?

7 MR. DAVID CORMIE: I'm advised, no.

8 MR. BOB PETERS: Manitoba Hydro
9 verifies those -- those loads?

10 MR. ROBIN WEINS: If the customer has
11 to have sufficient load available in the event of an
12 Option R curtailment request, that we -- that they
13 actually have to go down for the amount of that
14 request. If they can meet a con -- if they can meet a
15 request for an Option A interruption and still have
16 load available in case an Option R interruption is
17 called then it's not the same load.

18 MR. BOB PETERS: And we see from the
19 chart on page 379 that the Option A interruption
20 occurred once in the fiscal year, and the Option R
21 interruption was nine (9) times that year?

22 MR. DAVID CORMIE: Yes, maybe in this
23 way I can just explain a little bit better. Our
24 obligation to carry reserves is to deal with
25 contingencies. So, if something goes wrong, we have

1 this reserve capacity that we use to serve the load
2 during the period of the contingency. We also have the
3 obligation to re-establish those reserves within a
4 certain time period.

5 So, Option R is used -- can be used to
6 deal with a contingency. Option A is used to re-
7 establish, so it's kind of the second tier of capacity.
8 It's not used to deal with contin -- but it's used to
9 re-establish and that's why Option A is used much less
10 frequently than Option R.

11 Option R is actually dispatchable; we
12 call on it. Option A is dispatchable, but it's only
13 used to -- to re-establish. And there may be other me
14 -- other means of re-establishing a -- a -- but Option
15 R -- but Option A is a re-establishment rather than
16 actually carrying the reserves and -- and being
17 dispatched to deal with the contingencies.

18 MR. BOB PETERS: If we turn the page to
19 page 381, Mr. Cormie, we see the -- we see a table that
20 contains the three (3) customers that participated in
21 the Curtailable Rates Program and the approximate --
22 well, I guess, the actual dollar amounts paid to those
23 customers in Manitoba Hydro's fiscal 2012?

24 MR. DAVID CORMIE: Yes.

25 MR. BOB PETERS: And in this particular

1 case, Manitoba Hydro has one (1) customer that has made
2 available capacity under Options A -- says, "AE, R, and
3 A."

4 Is that simply because of the size of
5 the load or the way the load is handled by the -- by
6 the customer?

7 MR. DAVID CORMIE: You know, that's
8 because the customer has sufficient load that it can
9 participate in Option A and R. And 'A' and 'E' are
10 allowed in combination and 'R' and 'E' are allowed in
11 combination but this customer has chosen the AE
12 combination, as well.

13 MR. BOB PETERS: And the other
14 customers are -- their elections were only for Option A
15 or in a case of Customer 2, an Option C for Customer 3?

16 MR. DAVID CORMIE: Yes.

17 MR. BOB PETERS: In the case of
18 Customer 1, where the interruptions occur under
19 different options, the payment made to the customer
20 would be calculated differently depending on the option
21 used to interrupt that client?

22 MR. ROBIN WEINS: That's correct, Mr.
23 Peters. Option R, the customer is required to shed the
24 designated load to provide that level of backup to
25 Manitoba Hydro's reserves. Under Option A, the

1 customer is not required to shed a specific amount of
2 load, rather the amount of load that's shed is going to
3 depend on how much load the customer has on the system
4 at the time, and then they will be required to shed to
5 a designated level.

6 In other words, it's based on: This is
7 the firm load we have to maintain; we'll shed our load
8 down to that level and not below. So it will -- it
9 will be different from time to time, depending on how
10 much load the customer's actually got on the system.

11 In the case of this particular customer,
12 it's not likely to differ very much because they have a
13 fairly steady load. But the calculation of the amount
14 of curtailable load is different. In one (1) case it's
15 -- it's absolutely -- if you go back to -- if you go
16 back to page 379 you'll see that its cost fift -- 50
17 megawatts under Option R. They shed 50 megawatts under
18 Option R.

19 Under Option A, the amount that's listed
20 is a hundred and eighteen (118). That's existing load
21 brought down to a firm level and it could vary,
22 depending. There's only one (1) Option A curtailment
23 in that year, but if there had been others you would
24 have seen some slight variation.

25 MR. RAYMOND LAFOND: So under Option R,

1 for instance, the shedding of 50 megawatts would be a
2 small portion of their total load actually?

3 MR. ROBIN WEINS: Relatively small
4 compared to Option A, yes.

5

6 CONTINUED BY MR. BOB PETERS:

7 MR. BOB PETERS: Does the table on page
8 381 suggest that Customers number 2 and Customers
9 number 3 are not sufficiently large enough to -- to
10 provide Option R relief? They can't shed 50 megawatts?

11

12 (BRIEF PAUSE)

13

14 MR. ROBIN WEINS: No, the -- these
15 customers, for their own reasons, have elected to --
16 not to participate in Option R. Certainly the loads --
17 if they wanted to participate, if they had the
18 capability other than load, the loads would not be a
19 barrier to them participating.

20 MR. BOB PETERS: I want to turn to the
21 request being made of the Board back on page -- let's
22 go to 386 of the book of documents.

23

24 (BRIEF PAUSE)

25

1 MR. BOB PETERS: If I understand the
2 history -- and I might not have it correct here, Mr.
3 Cormie, or Mr. Weins -- back in 2008, Manitoba Hydro
4 allowed and agreed with its customers, that for Option
5 A and E there would be just under 200 megawatts -- I
6 had 199 megawatts in my notes of -- of program limit
7 for -- for those options -- and Option C was limited to
8 31 megawatts, for a total of 230 megawatts.

9 Do you recall that being accurate?

10 MR. DAVID CORMIE: Which page are you
11 referring to?

12 MR. BOB PETERS: I don't have it in --

13 MR. DAVID CORMIE: Oh.

14 MR. BOB PETERS: -- in the book of
15 documents. I had researched it from some other
16 location, but --

17 MR. DAVID CORMIE: Yes. We were at 230
18 megawatts, yes.

19 MR. BOB PETERS: And -- and that was --
20 the 230 megawatts was the -- was the overall maximum
21 amount that the Corporation wanted under this
22 Curtailable Rates Program?

23

24 (BRIEF PAUSE)

25

1 MR. DAVID CORMIE: Yes, that's the
2 amount that we -- that we were work -- working with at
3 the time. Yes.

4 MR. BOB PETERS: All right. So let's
5 walk the Board through what the request is being made
6 at this time; is that for the amount of curtailable
7 load that the Corporation wants under Option A is --
8 has been -- has been set at 180 megawatts, and that
9 assumes that the customer that's currently under Option
10 C will convert to either -- to Option A participation.
11 And I'm on page 368.

12

13 (BRIEF PAUSE)

14

15 MR. BOB PETERS: My apologies if I
16 misspoke, Ms. Ramage.

17

18 (BRIEF PAUSE)

19

20 MR. BOB PETERS: So let's discuss, Mr.
21 Weins and Mr. Cormie, what is the current maximum
22 amount of curtailable load that Manitoba Hydro has
23 available, or -- or is prepared to -- to have under
24 Option A?

25

1 (BRIEF PAUSE)

2

3 MR. ROBIN WEINS: One (1) -- 150
4 megawatts.

5 MR. RAYMOND LAFOND: Per customer, or
6 in total?

7 MR. ROBIN WEINS: In total. It's the
8 maximum total subscription.

9

10 CONTINUED BY MR. BOB PETERS:

11 MR. BOB PETERS: That's the proposed
12 subscription is it, Mr. -- Mr. Weins, if -- if the
13 customer currently under Option C becomes a firm
14 customer?

15 MR. ROBIN WEINS: That's correct.

16 MR. BOB PETERS: If that -- if that
17 customer that is providing Option C decides to convert
18 to Option A then the subscription maximum would be
19 capped at 180 megawatts?

20 MR. ROBIN WEINS: Correct.

21 MR. BOB PETERS: And is that 180
22 megawatts, is that -- is that down from -- does
23 Manitoba Hydro consider that down from 230 megawatts,
24 or does Manitoba Hydro consider that to be down from
25 200 megawatts?

1 MR. ROBIN WEINS: Two-thirty (230) is
2 the total of everything.

3 MR. BOB PETERS: All right. So can you
4 explain to the Board why Manitoba Hydro has concluded
5 that the amount of curtailable load needed under Option
6 A should be capped as proposed?

7 MR. DAVID CORMIE: We -- for -- for
8 several reasons we -- we no longer need as much Option
9 A load. The -- the first reason is that we've entered
10 into this contingency reserve sharing group rese --
11 reserve sharing arrangement with MISO that started on
12 January the 1st, 2010, that reduces our requirement for
13 contingency reserves.

14 And -- and the second reason is that the
15 market for capacity is no longer there, and so the --
16 there -- there's no value in having additional
17 curtailable load from a -- from a market perspective.
18 And so we want to preserve the existing customer loads
19 that we have, but we're -- we're not interested at this
20 time in having that gap between the one-eighty (180)
21 and the two-thirty (230) filled. And it just doesn't
22 make economic sense for Manitoba Hydro to have
23 additional Option A load at this time.

24

25

(BRIEF PAUSE)

1 MR. BOB PETERS: Except, Mr. Cormie,
2 that if the customer that we saw -- and I'm using the
3 customer on page 381 as just the mathematical example -
4 - if that customer that is currently using Option C
5 converts to firm load, Manitoba Hydro would then ask
6 the maximum curtailable load under the program be
7 reduced further, down from 180 megawatts down to 150
8 megawatts.

9 MR. ROBIN WEINS: Yes, that's correct.

10 MR. BOB PETERS: And why is it
11 dependent on what customer currently using Option C
12 does?

13 MR. ROBIN WEINS: Well, Mr. Peters, the
14 rate program is, as most rate programs are, trading off
15 between a number of objectives. And one (1) of the
16 objectives in this rate program is to at least offer
17 that current Option C customer the choice of remaining
18 in the curtailable program.

19 So dependent upon that, Manitoba Hydro
20 would prefer to reduce the subscription peak for Option
21 A down to one-fifty (150), but Manitoba Hydro doesn't
22 want to tell that one (1) customer that they're only
23 choice is to go back on firm.

24 MR. BOB PETERS: All right. Thank you,
25 Mr. Weins. Mr. Chairman, recognizing the time this

1 might be an appropriate time for a morning recess.

2 THE CHAIRPERSON: Thank you. Let's
3 take ten (10) minutes.

4

5 --- Upon recessing at 10:49 a.m.

6 --- Upon resuming at 11:02 a.m.

7

8 CONTINUED BY MR. BOB PETERS:

9 MR. BOB PETERS: Thank you, Mr.

10 Chairman. Mr. Weins, Mr. Cormie, I just want to
11 continue on some of the thoughts that we had before the
12 -- the morning recess.

13 The decision by Manitoba Hydro as to the
14 cap level on the Curtailable Rates Program is -- hinges
15 on what Manitoba Hydro's Customer number 3 as -- as
16 that persons -- or, that customer has been identified
17 in the materials decides to do under the program.

18 Would that be true?

19 MR. ROBIN WEINS: Well, the -- the
20 choice between the one-fifty (150) and the one-eighty
21 (180) is what hinges on that customer's decision.

22

23 (BRIEF PAUSE)

24

25 MR. BOB PETERS: And the reason it --

1 the reason that Manitoba Hydro's decision hinges on
2 that customer is simply customer relations?

3 MR. ROBIN WEINS: It's -- yes, it's --
4 it's wanting to be able to offer. We're -- we're
5 telling that customer that within a year of notice, and
6 I think that notice has been provided, that that
7 program is not going to be available for them. So
8 rather than tell them they would have to revert to a
9 firm load situation, they were offered the choice
10 between reverting to firm load or accepting Option A
11 curtailment.

12 MR. BOB PETERS: That customer has
13 until what date to make that decision, Mr. Weins?

14 MR. ROBIN WEINS: A one (1) year from
15 the date of approval by this Board of this proposal.

16 MR. BOB PETERS: You have no indication
17 at this point in time of any firm decision by the
18 customer in that regard?

19 MR. ROBIN WEINS: I have not heard of
20 one, no.

21 MR. BOB PETERS: No. Mr. Cormie, you
22 gave the Board two (2) reasons why the capacity, as
23 presently designed on the program, will no longer be
24 needed, or is not seen to be needed by Manitoba Hydro;
25 one (1) of them was because of the sharing of the -- of

1 the reserve requirements on Manitoba Hydro?

2 MR. DAVID CORMIE: Yes, the number of
3 megawatts that Manitoba Hydro has to carry under its
4 reserve sharing agreement with MISO is less than the --
5 than the previous arrangement we had with -- with MAPP.

6 MR. BOB PETERS: And just remind the
7 Board, under MAPP, how -- how large of a reserve
8 capacity did Manitoba Hydro have -- have a requirement
9 to keep?

10

11 (BRIEF PAUSE)

12

13 MR. DAVID CORMIE: Under the previous
14 arrangement with MAPP, the reserve obligation wasn't
15 fixed; it varied with time depending on the number of
16 participants in the reserve sharing pool. Each
17 participant was required to carry a reserve obligation
18 in proportion to their load share ratio of the
19 contingency.

20 And under the new arrangement, this
21 number no longer fluctuates and it's fixed. And in --
22 in Man -- so Manitoba Hydro now has a fixed obligation
23 of a hundred and fifty (150) compared to -- I think the
24 last number was around 190 megawatts, so its come down
25 about forty (40). But that -- that one ninety (190)

1 could have been -- could have been much higher than
2 that as participants came and went from the reserve
3 sharing group.

4 MR. BOB PETERS: And just help the
5 Board understand that the MISO sharing arrangement --
6 who picks up the balance of the 2,000 megawatt reserve
7 that you'd referenced earlier?

8 MR. DAVID CORMIE: That's per -- picked
9 up by the other market -- the other gen --
10 participants, the generation suppliers in the MISO --
11 or in the MISO region.

12 MR. BOB PETERS: It's been divided up
13 by contractual agreement?

14 MR. DAVID CORMIE: Yes. MI -- MISO
15 when they -- when they do their generation dispatch for
16 the day ahead, co-optimizes the -- where the -- where
17 those reserves will be kept. So there will be 1,850
18 megawatts of generation reserves carried by the other
19 generators in -- in an economic way across the
20 footprint.

21 MR. BOB PETERS: Is it fixed for other
22 generators?

23 MR. DAVID CORMIE: No, MISO will
24 allocate that to the gen -- to the -- to the -- to the
25 other generators in the most economic manner on a -- on

1 a day by day, hour by hour basis. But Manitoba Hydro's
2 obligation is always a hundred and fifty (150).

3 MR. BOB PETERS: All right. Thank you
4 for that. The second reason you gave the Board, in
5 terms of wanting to reduce the cap on the curtailable
6 rates program quantities, was that the market for
7 capacity is no longer -- no longer exists for Manitoba
8 Hydro?

9 MR. DAVID CORMIE: No, there continues
10 to be a capacity market, it is just -- right now the --
11 there's such a larger surplus available that the value
12 is so -- is -- is very, very low relative to what we're
13 paying as a discount.

14 In previous years, you know, we could
15 almost cover the cost of the curtailments with the
16 revenues -- additional revenues that we -- that were
17 achieved by the sale of this capacity. Now we can't
18 cover, you know, 5 percent of it from those sales.

19 This is expected to be a short term
20 issue because of the retirements. You have coal
21 generation in the region. We're -- we believe that
22 we're going to go from a capacity long region to a
23 capacity short region and the -- and capacity prices
24 will increase. But until that happens and Manitoba
25 Hydro re-enters the capacity market, we don't believe

1 that we can afford to have any more curtailable load.

2 So, we don't have certainty that, you
3 know, if we were to tell this Customer 3 to -- that we
4 no longer require them, it may be that in two (2) years
5 or three (3) years from now we want to come back and
6 say, You know, the market is now re-established, it
7 makes sense for Manitoba Hydro to have you back on
8 economically.

9 We don't want this customer to
10 disappear. We have a -- we made a commitment that we
11 will have them in the curtailable and we're giving them
12 an option to preserve -- because there -- we think that
13 there might be additional value in the future of having
14 them there.

15 So, it's not -- it's not certain that --
16 that this customer will have no value; it's just that -
17 - we just don't want any additional load at this time.

18 MR. BOB PETERS: Is the reason the
19 capacity market is not -- is not financial attractive
20 to Manitoba Hydro because of the development of the
21 ancillary services market where now there are, I
22 suppose, many other generators available to -- to
23 provide the capacity?

24 MR. DAVID CORMIE: Yes, that's also an
25 additional factor. The -- the dispatch -- or the

1 allocation of reserves is now done on an economic
2 efficient manner, rather than on a pro rata basis that
3 didn't matter. And so generation is being -- or
4 reserves are being carried in a much more efficient
5 manner, and there's lots of efficient surplus capacity
6 available and those -- that surplus reduces the need
7 for customers who -- who have expensive reserves to go
8 to the market to buy down that obligation.

9 So the answer is "yes".

10 MR. BOB PETERS: Where is that
11 additional reserve capacity coming from, in the most
12 part, Mr. Cormie?

13

14 (BRIEF PAUSE)

15

16 MR. DAVID CORMIE: You know, Mr.
17 Peters, I'm not sure I can answer that. I don't -- you
18 know, I'm not sure I understand the question. It's
19 coming from the surplus that's in the market and -- and
20 that surplus capacity...

21 MR. BOB PETERS: Is it predominantly
22 gas?

23 MR. DAVID CORMIE: Well, I -- I believe
24 so, because it's -- it's -- that -- gas is the marginal
25 generation in the on-peak hours.

1 THE CHAIRPERSON: Just to understand,
2 the one fifty (150) is -- got to be available at all
3 times and you only get paid for it when it's drawn
4 upon.

5 Is that...?

6 MR. DAVID CORMIE: When the Option R --
7 the Option R is contributing to the one fifty (150), so
8 the Option R load provides fifty (50), Manitoba Hydro
9 provides the balance of the -- of the ninety (90). So
10 we provide forty (40), the Option R load provides the
11 fifty (50).

12 If we -- if we call on the fifty (50)
13 then they get a -- some additional money based on the
14 number of megawatt hours that are delivered.

15 THE CHAIRPERSON: I was thinking more
16 from a perspective of Manitoba Hydro relative to MISO.
17 So if -- you must have the one fifty (150) at all
18 times, but you only get paid for it when you -- you put
19 the power into the MISO market.

20 Is that...?

21 MR. DAVID CORMIE: Yeah, for the energy
22 that we deliver when these reserves are -- are called
23 upon, Manitoba Hydro gets paid the market price at that
24 moment in time plus fifty dollars (\$50) a megawatt
25 hour.

1 THE CHAIRPERSON: The presence of an
2 expanded MISO foot -- footprint means what to the
3 reserves; in the fact that, you know, MISO is going to
4 have a fairly significant expansion to its footprint
5 because of the energy association?

6 Now, what does that mean to your
7 reserves?

8 MR. DAVID CORMIE: The -- the
9 contingency reserve group is covering off the largest
10 single contingency in the region, which ends up being
11 the Manitoba Hydro-US interconnection. So the -- so
12 regardless of whether the footprint expands we will
13 still be the contingency for which MISO is carrying
14 reserves.

15 MISO has chosen to provide 2,000
16 megawatts of contingency reserves. It's the fifteen
17 hundred (1,500) plus a cushion of five hundred (500).
18 So the -- the coordination -- the -- the agreement we
19 have with MISO is for 2,000 megawatts, and the 2,000
20 megawatts was based on the loss of our interconnection
21 plus an extra 500 megawatts.

22 And a -- and a good example of when we
23 used that was in 2008. That summer was very hot. We
24 had forest fires along the DC and Manitoba Hydro had to
25 call for a 2,000 megawatt contingency, and that

1 happened in -- in a matter of several minutes.

2 Forest fires -- the smoke from the
3 forest fires crossed the corridor. There was arcing on
4 the line. We had to reduce the voltage on the line,
5 and we had to reduce it by 1,850 megawatts.

6 So, immediately, MISO saw eighteen (18)
7 -- or 1,985 megawatts less supply coming into -- in --
8 being exported by Manitoba Hydro. And so that -- that
9 -- tho -- that power had to be made up, and it would be
10 made up by the -- by the contingency reserves that were
11 being carried by Manitoba Hydro and by the other market
12 participants.

13

14 CONTINUED BY MR. BOB PETERS:

15 MR. BOB PETERS: Mr. Cormie, the Option
16 C discontinuation is as a result of it being virtually
17 a duplication of -- of Option A?

18 MR. DAVID CORMIE: No. It -- it -- the
19 reason Option C is being discontinued is because we
20 have rarely used it; because the notice time is too
21 long, and -- and with an hour notice time we can always
22 find other -- more -- better ways of dealing with the -
23 - the contingency. So it -- it just -- we were -- we
24 were paying for something that we -- that we really
25 didn't find value in.

1 MR. BOB PETERS: You were paying ten
2 thousand dollars (\$10,000) for that option last year?

3 MR. DAVID CORMIE: Yes, that's what
4 that table indicates.

5 MR. BOB PETERS: And is that the
6 historical approximate amount for that option?

7 MR. ROBIN WEINS: I -- I'm not sure. I
8 don't have those numbers in front of me. But it is
9 relatively small.

10 MR. BOB PETERS: And if you have other
11 options available, why did you call on Option C as --
12 as often or as often as indicated on page 381?

13 MR. ROBIN WEINS: No, page 381 does not
14 deal with the number of times we called on Option C.
15 That deals with the monthly discount that was provided
16 to the customer that was on Option C.

17 MR. BOB PETERS: Correct. Sorry, I...

18 MR. DAVID CORMIE: Yeah, the table on
19 page 379 shows the -- you know, that in that year
20 Option C wasn't utilized at all, Mr. Peters.

21 MR. BOB PETERS: Just Options A and
22 Options R.

23 MR. ROBIN WEINS: Correct.

24 MR. BOB PETERS: Yeah. And...

25

1 (BRIEF PAUSE)

2

3 MR. ROBIN WEINS: In fact, Option C has
4 not been used since the fiscal year 2006.

5 MR. BOB PETERS: So Manitoba Hydro's
6 been paying for something that it -- it factually
7 hasn't needed to use.

8 MR. ROBIN WEINS: That -- that has been
9 rarely used during the past ten (10) years, and -- and
10 not at all since 2006.

11 MR. DAVID CORMIE: Mr. Peters, we -- we
12 have an emergency operations procedure, and there's
13 about thirty-one (31) steps that we go through before
14 we actually curtail Manitoba load in response to
15 emergency. Step number 10 is curtail Option A load;
16 step number 11 is to curtail Option C load.

17 So it's part of the procedures. It's in
18 the stack. It's just that it's so infrequent we
19 actually ever get there. It's not that it has no
20 value; it's just that it -- it -- we just haven't seen
21 a lot of use, like Mr. Weins said, since 2005.

22 MR. BOB PETERS: When the Board looks
23 at -- at page 381 and sees the three (3) customers that
24 were -- that were using the program last fiscal year,
25 Customer 1 and Customer 2 will be affected by the cap

1 if it's reduced.

2 Is that correct?

3 MR. ROBIN WEINS: No, Mr. Peters. The
4 subscription of both those customers would be retained
5 under the new cap.

6

7 (BRIEF PAUSE)

8

9 MR. BOB PETERS: Let me just ensure I
10 understand your -- your comment, Mr. Weins. You're
11 saying that for Customers 1 and 2, their participation
12 in the program will not be affected?

13 MR. ROBIN WEINS: That's correct.

14 MR. BOB PETERS: But it will preclude
15 other customers from coming into -- into exercise
16 Option A.

17 MR. ROBIN WEINS: That is correct.

18

19 (BRIEF PAUSE)

20

21 MR. BOB PETERS: Does the limitation on
22 the cap suggest that there will be fewer curt --
23 curtailments, or is that something that can even be
24 planned or forecast?

25 MR. ROBIN WEINS: Well, I -- you know,

1 as Mr. Cormie explained, Option R is used in
2 contingency cases and the contingencies will continue
3 to happen, so I would expect that there will be -- the
4 experience will continue to be similar to what it's
5 been in the past.

6 For Option A, it may be called upon less
7 frequently. It was only called upon once in -- in the
8 current fiscal year to January the 4th, and only once
9 in the previous two (2) fiscal years. So it would --
10 we would continue to -- to utilize it, perhaps not very
11 frequently, but it would continue to be utilized.

12 MR. BOB PETERS: All right. Lastly, on
13 this topic, the -- page 373 provides a summary of the
14 options and the -- the combinations of options
15 available, and the percentage of reference discount
16 that would be -- be paid to the customer in light of
17 those options, correct?

18 MR. DAVID CORMIE: Yes.

19 MR. BOB PETERS: When that -- when that
20 information, Mr. Cormie, is compared to page 381 to see
21 the factual payments that were made in the last fiscal
22 year, can you advise the Board as to -- for Customer
23 number 1 how much of the payments were related to
24 Option A, how much were related to the -- each of the
25 other options? Have you got that information

1 available?

2 MR. ROBIN WEINS: I'm sure we have it
3 available somewhere, Mr. Peters, but I don't have it in
4 front of me right now. It helps probably to know that
5 whether curtailment occurs or not most of the payments
6 to the customer are -- this is -- this is a re -- these
7 are reliability programs, so most of the payments the
8 customers are made for being ready to shed load. And
9 so, as you can see from the table on page 381, they're
10 fairly constant and they're based on the customer's
11 availability and the constant payment figure.

12 MR. BOB PETERS: And --

13 MR. ROBIN WEINS: The amounts -- the
14 amounts that actually are credited to the customer in
15 respect of actual curtailments are the foregone energy
16 payments under Option R. And under the table you can
17 see that they're only about nineteen thousand dollars
18 (\$19,000), everything else is paid on a ongoing basis.

19 So it would be relatively proportionate
20 to the amount of load that the customer has in each of
21 those programs. So approximately 75 percent would be
22 Option A and 25 percent would be Option R.

23 MR. BOB PETERS: Right. And we can
24 compare that to the actual curtailments on page 379,
25 Mr. Weins, in terms of what actually curtailed and --

1 and under what option the curtailment occurred.

2 MR. ROBIN WEINS: Yeah, I'm not sure
3 how you want to compare it, but yeah --

4 MR. BOB PETERS: Well, I -- I just
5 wanted to quantify for the Board how much of the
6 payments that are being made are related to the
7 customer signing up for Option A, Option E, Option R,
8 and even in combination.

9 MR. ROBIN WEINS: Well, if you wanted
10 to see that precisely, Mr. Peters, we would have to
11 undertake to produce it. I don't have it with me here
12 today.

13 MR. BOB PETERS: Leave us with your
14 percentages that you put on the record already, in
15 terms of the relative amounts, Mr. Weins, and we'll --
16 we'll look at that and see if we need any further
17 information. We'll -- we'll let you know.

18 MR. ROBIN WEINS: Thank you.

19 MR. BOB PETERS: Yeah. Please turn to
20 the Surplus Energy Program in Tab 39 of the book of
21 documents, page 386. This is a rate offering, Mr.
22 Weins, that's been approved by the Board back in 2000?

23 MR. ROBIN WEINS: Yes, the current
24 program -- when the name Surplus Energy Program has
25 been in existence since about some time in 2000. We

1 had a couple of other programs that had a similar
2 intent, which was to make available surplus energy on
3 approximately comparable terms and conditions to
4 domestic customers as to export customers that go back
5 perhaps, even to 1991 or 1992. But this particular
6 program has been in place since 2000.

7

8

(BRIEF PAUSE)

9

10 MR. BOB PETERS: You've indicated in
11 your answer, Mr. Weins, that the underlying premise of
12 the program was the make available for domestic
13 customers at the energy that would be otherwise
14 available on the export market?

15 MR. ROBIN WEINS: Yes, typically
16 surplus energy in the past has been sold on the export
17 market. Opportunity energy sales have been made on the
18 export market. Some customers going back, as far back
19 as into the 1980s, were -- expressed an interest in
20 being able to access that type of energy at those types
21 of prices which were compared favourably to firm
22 prices.

23 And so we designed programs that were
24 intended, in as much as we could make them comparable,
25 to make energy available on similar terms.

1 MR. BOB PETERS: And if the Board turns
2 to page 397 with you, Mr. Weins, the -- the amount that
3 a customer signing up for the Surplus Energy Program
4 would pay would be determined on a weekly basis by
5 where Manitoba Hydro would source the energy for that
6 sale?

7 MR. ROBIN WEINS: Yes, where Manitoba
8 Hydro would source the energy and what the costs were
9 associated with that particular source.

10 MR. BOB PETERS: And in the -- on page
11 397, it indicates that one (1) of the sources is to
12 displace export sales, another one (1) is Manitoba
13 Hydro has to purchase energy to meet that requirement?

14 MR. ROBIN WEINS: Yes.

15 MR. BOB PETERS: Has that happened?

16 MR. ROBIN WEINS: I believe so, yes.

17 MR. BOB PETERS: And the -- the third
18 one listed, or the third bullet was if the surplus
19 energy program energy is provided from Hydro's
20 generation, there'll be a charge necessary to collect
21 the incremental cost of generation including
22 transmission and the -- the reserves. How is that
23 different then -- then the first one, if it displaces
24 export energy?

25 MR. DAVID CORMIE: Mr. Peters, the

1 displacing export sales will be done at market price.
2 Where it's not displacing exports and it's coming from
3 additional Manitoba Hydro generation that can't reach
4 the market, then it reflects Manitoba Hydro's cost to
5 production.

6 MR. BOB PETERS: I'm not understanding
7 factually under what circumstance that would arise, Mr.
8 Cormie. Can you just give us an example?

9 MR. DAVID CORMIE: During high water
10 conditions, at night when the Manitoba load is down
11 because of lack of demand, Manitoba Hydro's generators
12 are spilling because we have insufficient transmission
13 capacity to market. So, additional demand in Manitoba
14 would result in less spillage because we can increase
15 the output from our generators.

16 So, into those circumstances, the price
17 that we offer to the surplus energy customer is the
18 incremental cost of hydro. And the market price at
19 that time may be multiples of that but Manitoba Hydro
20 can't reach that market price because it's transmission
21 lines are fully loaded. So in those circumstances, our
22 marginal cost to production varies from the market
23 price, because we're already fully engaged with the
24 market and we can't sell any -- any incremental
25 production to the market.

1 So, we pass on those costs to the SEP
2 load -- load at that time.

3 MR. BOB PETERS: Is the objective of
4 the program to be revenue neutral?

5 MR. DAVID CORMIE: Yes. When it comes
6 to the export market, we're indifferent. As long as
7 Manitoba Hydro achieves equivalent revenues and it's
8 providing benefit to domestic customers, we're glad to
9 be able to provide this service.

10 When it's coming from purchased power or
11 from marginal generation, we do add a 10 percent
12 contribution to reserves, because in our cost
13 accounting there are some factors that we can't
14 quantify. And so we add the 10 percent to ensure that
15 we've covered all our costs.

16 MR. RAYMOND LAFOND: So in this case,
17 what would your costs be if you can't export -- there's
18 not enough transmission capacity to export, your costs
19 would be, essentially, on surplus energy water rental
20 rates?

21 MR. DAVID CORMIE: Yes. It's -- it's
22 water rentals plus about twenty-five (25) cents a
23 megawatt hour for incremental operation and maintenance
24 at a -- for -- for hydro generation. And then we
25 adjust that for losses for northern generation to

1 southern load. It might -- it might be about five
2 dollars (\$5) a megawatt hour as our marginal cost of
3 producing hydro. And -- and that five dollars (\$5) is
4 better than spilling the water and -- and getting zero.

5

6 CONTINUED BY MR. BOB PETERS:

7 MR. BOB PETERS: What is the
8 relationship between the marginal cost of generation
9 and the export prices?

10 MR. DAVID CORMIE: For hydro, there's
11 very little relationship. As I indicated, cost of
12 hydro is around five dollars (\$5) at -- at the border.
13 Market price can range between -- you know, it can be -
14 - it can be -- on average, it's around thirty dollars
15 (\$30) now, but it could be as high as a thousand
16 dollars.

17 So -- but if -- if we can reach the
18 market, we will offer the surplus energy to our
19 customers at that market price. So Manitoba Hydro is
20 indifferent. So whether the megawatt hours stayed in
21 the province or went to the export, we would get the
22 market price.

23 MR. BOB PETERS: If the Board notes on
24 page 400 with you, Mr. Cormie and Mr. Weins, tab 40 of
25 the book of documents, the bottom -- the last paragraph

1 on page 400 of PUB Exhibit 14. This -- this, by the
2 way, came out of an annual report on Surplus Energy
3 Program to the Board, filed as Appendix 10.7. But this
4 just quantifies what the -- what was paid during the
5 year for the -- for the surplus energy.

6 And in this particular case, for the
7 most current report up until -- I believe it's October
8 31 of 2011, Manitoba Hydro made seventy thousand, three
9 hundred and nine dollars (\$70,309) on the program.

10 MR. DAVID CORMIE: Yes. And -- and the
11 reason we can't match it exactly is because each week
12 we're required to predict a week in advance what the
13 electricity prices are going to be. And -- and we have
14 limited ability -- ability to predict precisely what they
15 will be. So each week we do our best. And over the
16 year the puts and takes average out, and we can come in
17 very close to being revenue neutral.

18 MR. BOB PETERS: And it appears on
19 pages 397, the last sentence on 397 is to the effect
20 that when you're forecasting these prices, Mr. Cormie,
21 Manitoba Hydro will -- will use adders in an attempt to
22 make it as revenue neutral as possible.

23 MR. DAVID CORMIE: Yes. There's always
24 a possibility that there will be a price spike during
25 the week that we're predicting the price. And so we

1 estimate what the probability of that price spike
2 occurring, we estimate how big the price spike, and we
3 -- there's a little adder added into the -- into the
4 weekly price so that at the end of the year, we're
5 revenue neutral.

6

7 (BRIEF PAUSE)

8

9 MR. BOB PETERS: Why the request to
10 make the program officially permanent, as opposed to
11 just continuation of applications to the Board?

12 MR. ROBIN WEINS: It provides longer
13 term certainty for the customers that are
14 participating. And it reduces the requirement of time
15 and resources to file Applications under duress of
16 deadlines to extend the program another year, two (2)
17 years, five (5) years.

18 We know that, because of the nature of
19 Manitoba Hydro's system and the nature of the markets
20 to which we're interconnected, that there will almost
21 always be surplus energy. There will almost always be
22 energy that's available for these customers. The terms
23 and conditions of the program allow us to interrupt if
24 there is no energy available or to increase prices so
25 that customers can continue to use energy from other

1 sources.

2 We don't see a need to put a sunset on a
3 program like this when the conditions that give rise to
4 it are expected to be there permanently and in the long
5 term. So that's why we are asking to have it
6 permanent.

7 MR. BOB PETERS: Is that as a result of
8 any customer requests, Mr. Weins, or is that the
9 Corporation's initiative?

10 MR. ROBIN WEINS: Well, I would say
11 it's largely the Corporation's initiative. The issues
12 with customers arise when we begin to get close to the
13 deadline. We have customers in the queue who are --
14 who are thinking of taking on this program. We have
15 other customers who are continuous users.

16 We have a -- we have a requirement in
17 the -- in the program terms and conditions to provide
18 customers a year's notice if the program is not going
19 to be available. It's not always -- it doesn't always
20 work well with the regulatory schedule, coming back to
21 -- to apply for terms and conditions extension for --
22 typically, five (5) years is what we've asked for.

23 We really have to start thinking about
24 that. If -- if we were going to have a timely
25 application and approval, we really have to start

1 thinking about that, you know, within a year or two (2)
2 of the last approval. So, we simply believe that it
3 would facilitate our administration of the program if
4 we were to make the program permanent. It doesn't
5 preclude ongoing review of the program; it simply
6 allows us to say that this program is without a sunset
7 date.

8 MR. BOB PETERS: Mr. Cormie, does this
9 program hamper you in any way, shape, or form when
10 attempting your export sales?

11 MR. DAVID CORMIE: No.

12 MR. BOB PETERS: Mr. Weins, on page 401
13 of the book of documents, Manitoba Hydro's Surplus
14 Energy Program has been broken down into three (3)
15 options. And I just want to run through those quickly
16 for the benefit of the Board. The first option is the
17 industrial load option. And it's available to -- to,
18 essentially, very large industrial loads.

19 And there's a maximum amount that can be
20 designated for surplus energy use, correct?

21 MR. ROBIN WEINS: Twenty-five (25)
22 percent of total load, yes.

23 MR. BOB PETERS: And there are no
24 Option 1 customers currently?

25 MR. ROBIN WEINS: There are none.

1 MR. BOB PETERS: Have there been?

2 MR. ROBIN WEINS: No, there's never
3 been one.

4 MR. BOB PETERS: Why do we keep Option
5 1 as an option?

6 MR. ROBIN WEINS: I guess in the
7 expectation that we want -- that -- that there may be
8 someone whose load characteristics and interests
9 coincide with this program and that they may want to
10 ask for it, we would have it available.

11 You know, recalling also that this has
12 been in five (5) year increments, and sometimes less
13 than that when we've actually had to come to the Board
14 and ask for interim extensions of the program. So we
15 haven't really had to opportunity to fully reflect on
16 whether we would want to continue with Option 1.

17 So the -- the course with least
18 resistance is there may be a customer at some point, an
19 industrial customer, for whom this would have some
20 appeal, so let's leave it in there.

21 MR. DAVID CORMIE: And I think, Mr.
22 Peters, in addition to that, we're indifferent. So
23 there's no cost to us having that option there, because
24 if the customer were to take service under that option,
25 it would be under the same pricing terms as the other

1 customers. And we would offer it at market prices or
2 at our cost plus 10 percent. So there's no loss to the
3 Corporation if a customer takes service.

4 MR. BOB PETERS: Well, this isn't the
5 proceeding to talk about it, but is the Time of Use
6 Program that Manitoba Hydro is developing impacted at
7 all by the Surplus Energy Program?

8 MR. ROBIN WEINS: I don't believe so,
9 Mr. Peters.

10 MR. BOB PETERS: The second option
11 available under SEP is the heating load, which is
12 twenty-one (21) of your current twenty-six (26)
13 customers subscribe under Option 2?

14 MR. ROBIN WEINS: Yes.

15 MR. BOB PETERS: And these customers,
16 Manitoba Hydro ensures they have a back p energy source
17 capable of heating the entire load in the event that
18 they can not get surplus energy from Manitoba Hydro?

19 MR. ROBIN WEINS: That's correct.

20 MR. BOB PETERS: Has that happened, Mr.
21 Weins, where Manitoba Hydro's surplus energy has been
22 interrupted?

23 MR. DAVID CORMIE: We haven't
24 interrupted, Mr. Peters, but we have given notice.
25 During the drought of 2003/'04 we put our customers on

1 standby in saying that this could happen.

2 MR. BOB PETERS: They were in the stack
3 to be curtailed before firm load.

4 MR. DAVID CORMIE: Yes.

5 MR. BOB PETERS: And the heating load
6 customers, the general sense I got from reading the
7 materials, Mr. Weins, is these are often agricultural
8 related?

9 MR. ROBIN WEINS: Yes, they often are
10 agricultural related, space heating applications.

11 MR. BOB PETERS: And with the -- the
12 various coal regulations that are coming, this tends to
13 be an option preferred by -- by some who are using coal
14 as an alternate heat method?

15 MR. ROBIN WEINS: We've definitely had
16 inquiries from customers who have to move off coal.

17 MR. BOB PETERS: And if they have to
18 move off coal though -- but to subscribe under this
19 program, Option 2, Mr. Weins, they'll need some
20 alternative heating source?

21 MR. ROBIN WEINS: Yes, they will.

22 MR. BOB PETERS: And the surplus energy
23 program would be considered more economic, likely, than
24 -- than propane or some other heat source?

25 MR. ROBIN WEINS: Under most

1 circumstances and time periods, yes; not always.

2 MR. BOB PETERS: Can you tell the Board
3 the characteristics of the Option 3 customers, of which
4 you have five (5)? And they are the self-generation
5 displacement customers.

6 MR. ROBIN WEINS: Typically, these are
7 loads that are intermittent: small industrial loads. I
8 believe most of them are aggregate, quarries, gravel
9 pits, that have -- typically operate at low load
10 factor. If they were firm customers, they would
11 operate at low load factor. And they found it cost
12 effective to use surplus energy. They would maintain a
13 diesel facility to back up their load in the event that
14 we had to interrupt them.

15

16 (BRIEF PAUSE)

17

18 MR. BOB PETERS: Do you have any self-
19 generation displacement customers that would be capable
20 of selling energy back to the Manitoba Hydro system?

21 MR. ROBIN WEINS: I can't say for sure
22 whether or not any of them would be capable of selling
23 energy back to the Manitoba Hydro system. But in most
24 cases, it would not be economic for them, even if they
25 had such capability.

1 MR. BOB PETERS: Has Manitoba Hydro
2 been approached by customers seeking to spin their
3 metres backwards, so to speak?

4 MR. ROBIN WEINS: I don't believe any
5 of this type of customer has approached --

6 MR. BOB PETERS: Other customer types,
7 though, have?

8 MR. ROBIN WEINS: I -- I don't know the
9 particulars, but that may have happened, yes.

10 MR. BOB PETERS: All right. Also on
11 page 402, Mr. Weins, is a chart that defines "peak",
12 "shoulder", and "off peak". And the reasons those
13 times are provided, and the Board sees this on a weekly
14 basis when the Board approves the Surplus Energy
15 Program rates, is those rates apply to these defined
16 time periods, correct?

17 MR. ROBIN WEINS: That's correct.

18 MR. BOB PETERS: And if we go back to
19 page 386, one of the requests that you're making of
20 this Board on page 386, under Tab 39 of PUB Exhibit 14,
21 is that the Option 1 customers be allowed to designate
22 different reference levels of demand for each pricing
23 period, if I've got that correct?

24 MR. ROBIN WEINS: Yes, that's correct.

25 MR. BOB PETERS: And at this point

1 that's a hypothetical; that's not a reality?

2 MR. ROBIN WEINS: It is a hypothetical
3 in that I -- I believe that representatives of the
4 Corporation have been in discussion with one (1) or
5 more customers that may have the capability to use this
6 program if it were capable of that type of flexibility.

7 MR. BOB PETERS: Presently, the
8 customer would need to designate a reference demand
9 period for all three (3) time periods?

10 MR. ROBIN WEINS: They would designate
11 a single reference demand period, and it would apply
12 for all three (3) periods.

13 MR. BOB PETERS: It would apply to all
14 three (3)?

15 MR. ROBIN WEINS: It would apply to all
16 three (3) periods. It -- it would apply universally.

17 MR. BOB PETERS: So what's the benefit
18 to the customer being able to -- to designate different
19 reference levels of demand for each of the pricing
20 periods?

21 MR. ROBIN WEINS: They would be able
22 to, in effect, access different amounts of firm energy
23 during different pricing periods. It would probably
24 not be economic for such a customer to use Option 1,
25 surplus energy, during peak periods, but it may be --

1 it may be economic for them to use this energy during
2 the shoulder and off-peak periods.

3 MR. BOB PETERS: Does Manitoba Hydro
4 have potential customers in the queue that -- that are
5 -- that have indicated they would subscribe for surplus
6 energy Option 1 if they were able to designate
7 different reference levels of demand for each of the
8 pricing periods?

9 MR. ROBIN WEINS: I can't say that they
10 are potential or in the queue. I can only say that the
11 question has been raised and if those discussions were
12 to continue further that we wanted the program to be
13 able to facilitate them.

14 MR. BOB PETERS: And for clarification,
15 maybe repetition, there would be no financial impact on
16 Manitoba Hydro by providing the customer in Option 1
17 with the ability to designate different reference
18 levels of demand for each of the pricing periods?

19 MR. ROBIN WEINS: Well, I hesitate to
20 say there would be no financial impact. Certainly in
21 terms of the surplus energy accessed that would be
22 accessed on a -- on a revenue neutral basis, so there
23 would be no financial implication.

24 Were the customer to reduce their firm
25 load, it is possible that there could be some short-

1 term financial impacts related to domestic revenues
2 that may or may not be offset by sale of surplus energy
3 or sale of energy on the export market. In the long
4 run, I would expect that the -- there would be no
5 financial impact because a reduction of firm load tends
6 to, you know, improve Manitoba Hydro's long-term prices
7 -- or long-term revenues that it's able to secure,
8 until such a time, of course, as domestic rates are in
9 the long-term equivalent to marginal costs related to
10 the value of firm energy in the markets.

11 MR. BOB PETERS: What you're telling
12 the Board is that Manitoba Hydro's revenues may go down
13 if customers elect Option 1 and designate different
14 reference levels of demand for different pricing
15 periods that they would otherwise be paying Manitoba
16 Hydro's PUB-approved rates?

17 MR. ROBIN WEINS: Firm service. Yes,
18 this is -- this is not a -- this is a situation that
19 could possibly arise. I won't say that it definitely
20 would arise; it would depend on the value of making
21 firm sales at the time relative to the value obtained
22 from surplus energy sales.

23 MR. BOB PETERS: When you say it'll
24 come back to revenue neutrality or profitability in the
25 long-term, you're talking about when -- when and if

1 opportunity export prices increase?

2 MR. ROBIN WEINS: That -- that's one
3 (1) vehicle. Another vehicle is that it facilitates
4 more firm sales into the export market, which has a
5 more -- have a greater likelihood of -- of providing a
6 -- making this type of a situation profitable.

7 MR. BOB PETERS: But if a customer --
8 when you talk about firm sales -- maybe I'm not
9 thinking of it the right -- the right way, Mr. Weins,
10 but are you talking long-term firm sales?

11 MR. ROBIN WEINS: Yes.

12 MR. BOB PETERS: And so for what length
13 of time would a customer have to agree to use the
14 surplus energy program for their -- for their supply of
15 energy, as opposed to the firm service currently
16 connected to Manitoba Hydro's system?

17 MR. ROBIN WEINS: Well, for it to be
18 absolutely firm it would have to be for a -- a
19 reasonable term. On the other hand, you know, assuming
20 that this is a -- this is a valuable change for the
21 customer, they would tend to keep on that for some
22 period of time.

23 If you had enough customers doing it, it
24 would tend to -- it would tend to allow for greater
25 confidence that you were going to be able to make firm

1 sales.

2 MR. BOB PETERS: At this point in time
3 it doesn't provide that confidence?

4 MR. ROBIN WEINS: At this point in time
5 discussions are just hypothetical. It -- it may not
6 emerge at all.

7 MR. BOB PETERS: And if it is
8 hypothetical and there are no new cust -- or no
9 customers using the service and no -- nobody committed
10 to use the service under Option 1, why not accept an
11 interim order as opposed to a final order for some of
12 the relief that's being requested.

13

14 (BRIEF PAUSE)

15

16 MR. ROBIN WEINS: Well, you know, I
17 think we would definitely prefer to see a final order
18 in respect of Item number 1, that SEP be made a
19 permanent rate offering; and Item number 3, that the
20 requirement for an engineer's seal on the weekly
21 application of SEP rates be removed. If there was some
22 concern about whether or not there was going to be
23 uptake on the part of industrial customers related to
24 the change in two (2), I suppose that could be
25 something that we would consider an interim order in

1 respect of.

2 MR. BOB PETERS: Mr. Weins, when the
3 Board looks at page 404 of the book of documents under
4 Tab 40 and there's a breakdown of the program since its
5 inception, it appears noticeable that the general
6 service large greater than 30 KV customer is -- don't
7 appear part of the program, correct?

8 MR. ROBIN WEINS: That's correct.

9 MR. BOB PETERS: Is that as a result of
10 the design of the program, or is that simply the
11 characteristics of the customer?

12 MR. ROBIN WEINS: I think it's both. I
13 think the -- the customers that are potential users
14 over 30 kV prefer the certainty of having firm service
15 and would find it difficult to utilize surplus energy
16 with its price uncertainty and the potential, albeit
17 relatively infrequently, of interruption during one (1)
18 or more time periods. I think that's -- that's the
19 biggest barrier.

20 The design of the program, this one (1)
21 aspect that we've been discussing about the reference
22 demand level, may -- may have some impact. As I say
23 the -- the exploratory discussions with one (1)
24 customer suggested that that might be something that
25 could attract them to the program, but we don't -- we

1 don't know that with certainty.

2

3

(BRIEF PAUSE)

4

5 MR. BOB PETERS: Mr. Weins, you raised
6 the -- the third component for which you're asking this
7 Board's approval, and that is the requirement for an
8 engineer's seal on the weekly applications of SEP be --
9 rates be removed?

10 MR. DAVID CORMIE: Yes.

11 MR. BOB PETERS: Let the engineer
12 answer that.

13 Can you explain to the Board why after
14 eleven (11) years Manitoba Hydro now have used the use
15 of a seal as inappropriate for this program?

16 MR. DAVID CORMIE: There -- there are
17 two (2) reasons. The -- the forecast of prices that is
18 supplied to the PUB on a weekly basis is not made by an
19 engineer. So it's done by Manitoba Hydro's power
20 traders.

21 And secondly, in reviewing the permitted
22 uses of engin -- of an engineering seal, we've come to
23 the conclusion that it's an inappropriate use of the
24 engineering seal and as a result our engineers are not
25 allowed to stamp this document.

1 MR. BOB PETERS: And that the
2 determination that the use of the seal was
3 inappropriate, is that as a result of an edict by the
4 professional engineers?

5

6 (BRIEF PAUSE)

7

8 MR. DAVID CORMIE: Yes, there was a
9 corporate review of the appropriate use of engineer's
10 seals at Manitoba Hydro and -- and through that review
11 it -- it became apparent to us that this was an
12 inappropriate use of the seal.

13 MR. BOB PETERS: Has that review been
14 filed with the Board?

15 MR. DAVID CORMIE: No.

16 MR. BOB PETERS: Can it be?

17

18 (BRIEF PAUSE)

19

20 MR. DAVID CORMIE: Mr. Peters, the work
21 that is done under the surplus -- in setting the
22 prices, is work that is not done under the supervision
23 of an engineer, so an engineer can't take
24 responsibility for work that he has no responsibility
25 for. And the review that was done was a request from

1 the chief engineer of Manitoba Hydro reminding all
2 engineers in the Company that their use of the
3 engineering seal has be appropriate in accordance with
4 the regulations of the association.

5 And because there's no engineer
6 responsible for the preparation of the prices, they're
7 not done under the direct supervision of an engineer,
8 there are no engineers in the power trading department,
9 the manager is not an engineer, there is no appropriate
10 engineer who can stamp these -- stamp these estimates
11 and abide by the regulations established by the
12 association for the use of the engineering seal.

13 So, you know, the requirement that it be
14 stamped is a requirement that Manitoba Hydro can not
15 fulfill anymore. We wont -- you wont -- we wont find
16 an engineer at Manitoba Hydro who -- who is prepared to
17 stamp these prices and remain in -- in accordance with
18 the requirements of the association for the appropriate
19 use of an engineering seal.

20 MR. BOB PETERS: I take that answer to
21 mean that Manitoba Hydro doesn't want to provide the
22 internal report that came to that conclusion?

23 MR. DAVID CORMIE: No, there's no --
24 there's no -- there's no report; there is a letter from
25 our chief engineer to all engineers at Manitoba Hydro

1 saying, Make sure that when you're using the seal, the
2 use of the seal is appropriate. So the engineers who
3 were -- who were -- who were reviewing and stamping the
4 estimates prepared by the power traders, in reviewing
5 his use of the seal, came to the conclusion that this
6 was an inappropriate use of the seal. And it's not a
7 matter of finding someone to -- this -- these prices
8 aren't being prepared under the direction of an
9 engineer, so they can't be -- they can't be sealed.

10 MR. BOB PETERS: Is the availability of
11 energy an engineering issue?

12 MR. DAVID CORMIE: No.

13 MR. BOB PETERS: It's a power traders'
14 issue?

15 MR. DAVID CORMIE: Yes. It's an
16 economic choice.

17 MR. BOB PETERS: And if the -- you'd
18 mentioned the society, or the association, and you
19 meant the APEGM, if I had --

20 MR. DAVID CORMIE: Yes.

21 MR. BOB PETERS: -- that right? That's
22 the Association of Professional Engineers and Geo-
23 scientists of Manitoba?

24 MR. DAVID CORMIE: Yes.

25 MR. BOB PETERS: Have they issued a

1 standard in relation to the use of the seal?

2 MR. DAVID CORMIE: Yes.

3 MR. BOB PETERS: And that can be
4 provided to the Board if -- I'm not sure that's in the
5 material. I don't think it is.

6 But can that be provided to the Board,
7 Mr. Cormie?

8 MR. DAVID CORMIE: We'll provide that,
9 yes.

10 MR. BOB PETERS: And you're telling the
11 Board that it is Manitoba Hydro's chief engineers
12 interpretation of that standard that has lead to the
13 corporation deciding not to use an engineer's seal
14 further?

15 MR. DAVID CORMIE: No, that's not what
16 I -- I said.

17 MR. BOB PETERS: I may have
18 misunderstood, so I apologize.

19 MR. DAVID CORMIE: What I -- what I
20 said was that the chief engineer reminded all engineers
21 at Manitoba Hydro that their use of their seals has to
22 be appropriate, and each engineer needs to judge the
23 use of his seal in accordance with the standards set by
24 the association.

25 So, it's the -- it's the engineer's

1 decision and responsibility that he is making
2 appropriate use of the seal.

3 MR. BOB PETERS: The undertaking was a
4 request to file the APEGM directive policy, or
5 pronouncements, on the appropriate of an engineers
6 seal. Is that acceptable Mr. Cormie?

7 MR. DAVID CORMIE: Yes.

8

9 --- UNDERTAKING NO. 53: Manitoba Hydro to file
10 APEGM directive policy, or
11 pronouncements, regarding
12 appropriate use of engineer
13 seal

14

15 MR. DAVID CORMIE: And -- and Mr.
16 Peters, the -- what the engineer was -- was sealing was
17 the price. He wasn't sealing the availability. The
18 availability can -- can be an engineering decision but
19 we're not -- what we're doing is we're sealing that --
20 that these are appropriate prices, and the engineer is
21 not going to take responsibility for the prices because
22 it's not his forecast.

23

24 But the determination of whether we
25 offer surplus energy and whether -- whether we need to
make a cur -- a curtailment would be an engineering

1 decision made by appropriate engineers in the Company
2 under my supervision.

3 MR. BOB PETERS: In the absence of a
4 seal, which division managers, or manager, should sign
5 the Surplus Energy Program rate sheets?

6

7 (BRIEF PAUSE)

8

9 MS. PATTI RAMAGE: Mr. Peters, rather
10 than answering I think a little bit on the fly, if --
11 if I could just interject here from certainly my
12 perspective as counsel for the Corporation. As long as
13 the person is authorized, it's the Corporation who is
14 making the -- the request for the rate approval,
15 similar to when we do these rate applications it's my
16 signature that typically goes on them, but it's not --
17 that represents it's a Corporation request.

18 So I'm not sure what really comes of --
19 of who signs it, if -- if that's of any assistance, as
20 long as it's an authorized representative of the
21 Corporation. If that's of any help.

22 MR. BOB PETERS: Well, maybe Mr. Cormie
23 wants to undertake to answer my last question to him,
24 or consider it over the lunch break which would be --
25 which would be fine, as well.

1 (BRIEF PAUSE)

2

3 MR. DAVID CORMIE: Yeah, Mr. Peters, we
4 -- there's -- there's -- if necessary somebody from
5 Manitoba Hydro can -- can sign. We -- we just haven't
6 put our mind to who that person would be and -- and
7 whether it's someone from law or from the rates
8 department, or it's my signature, or it's the manager
9 of power trading, you know, we can -- we can work that
10 out but --

11 MR. BOB PETERS: Is it an audit
12 function? To audit the -- the -- because you're now
13 saying that the -- the prices -- it's giving rise to
14 accounting issues. Is that something that an
15 accountant, or an accountant who's an auditor should --
16 should verify?

17

18 (BRIEF PAUSE)

19

20 MR. DAVID CORMIE: I would be reluctant
21 to bring the auditors into this process.

22 MR. BOB PETERS: I was thinking the
23 internal auditors, just for the record.

24 MR. DAVID CORMIE: You know, my -- my
25 preference is that the person who prepares the estimate

1 signs the estimate, and -- but we'll have to review
2 that, or that person's supervisor, so that -- that
3 there is a review function taking place, and -- and
4 those -- those prices that are -- are being proposed
5 for approval have had some level of review and
6 oversight before being forwarded to the Public Utility
7 Board.

8 MR. BOB PETERS: All right. Well, then
9 please give it that thought, and you can respond back
10 by way of undertaking to the Board, if that's
11 acceptable.

12 MR. DAVID CORMIE: Will do.

13 MR. BOB PETERS: Mr. Chairman,
14 recognizing the time I'm prepared to stand down at this
15 time. I would indicate that I will be hard-pressed to
16 discuss with Mr. Wittmeier for half an hour this
17 afternoon diesel issues, but I will -- I will try to
18 use some of that time at one o'clock, and I expect to
19 be finished at 1:30.

20 Yes, the clarification requested from
21 Mr. Cormie and myself was for the Corporation to
22 consider who or what position the Corporation believes
23 is most appropriate to be the signatory on the
24 information coming to the Public Utilities Board in
25 respect of the surplus energy program rates that are

1 being requested.

2

3 --- UNDERTAKING NO. 54: Manitoba Hydro to consider
4 who or what position the
5 Corporation believes is
6 most appropriate to be the
7 signatory on the
8 information coming to the
9 Public Utilities Board in
10 respect of the surplus
11 energy program rates that
12 are being requested

13

14 MS. PATTI RAMAGE: That's fine.

15 MR. BOB PETERS: Thank you.

16 THE CHAIRPERSON: Let's recess now, and
17 resume proceedings at one o'clock.

18

19 --- Upon recessing at 12:05 p.m.

20 --- Upon resuming at 1:01 p.m.

21

22 MR. BOB PETERS: Thank you, Mr.

23 Chairman.

24

25 CONTINUED BY MR. BOB PETERS:

1 MR. BOB PETERS: Before I turn to the
2 diesel questions, I had a little to clean up this
3 morning, Mr. Weins. You had explained to the Board on
4 page 427, which happens to be the last page in the
5 Board counsel's book of documents by the way, you
6 explained to the Board the Limited Use Billing Demand
7 Program.

8 Do you recall that from this morning,
9 sir?

10 MR. ROBIN WEINS: Yes.

11 MR. BOB PETERS: And in my
12 recollection, you explained to the Board that when a
13 customer's usage over their maximum potential usage was
14 18 percent or less as a ratio, the limited use billing
15 demand had financial benefit to the customer?

16 MR. ROBIN WEINS: Yes, that's correct.

17 MR. BOB PETERS: And that 18 percent
18 was the load factor that -- number that you referred
19 to?

20 MR. ROBIN WEINS: Yes, monthly load
21 factor.

22 MR. BOB PETERS: And can you explain,
23 Mr. Weins, at the time that that program was designed,
24 customers who are partaking of that Limited Use Billing
25 Demand Program faced a penalty in the form of a winter

1 ratchet on their demand rate, did they not?

2 MR. ROBIN WEINS: We prefer to use a
3 more neutral term. But, yes, they were impacted by --
4 they were impacted by what was referred to as the
5 winter ratchet, which, you know, has been as much 100
6 percent in the past. But at the time of most of our
7 discussions, it was set at 70 percent of the -- of the
8 maximum demand that occurred on a customer account
9 during the months of December, January, and February.
10 And that set a lower limit on the amount of demand that
11 would be billed for the rest of the year.

12 And, yes, some of the customers who were
13 affected by LUBD, the effect was in part due to the
14 winter ratchet. But there are a large number of
15 customers who are on the LUBD now and previously were
16 paying regular rates. The winter ratchet was not
17 really the issue for them. The issue was that they had
18 very low usage.

19 MR. BOB PETERS: Yeah. Let's not stray
20 too far from this winter ratchet, and I -- I didn't
21 mean to be pejorative. It wasn't intended that way as
22 a penalty.

23 But I -- what you're telling the Board
24 is that the measured demand -- the highest measured
25 demand on a customer's meter in the months of December,

1 January, or February set the threshold for the demand
2 charges for the entire calendar year -- or the next
3 twelve (12) months.

4 MR. ROBIN WEINS: Yes, that's correct.

5 MR. BOB PETERS: So even -- so even if
6 their -- even if the customer's consumption and demand
7 in months other than December, January, and February
8 was low, they would still be charged a demand charge
9 based on the ratcheted-up amount that they consumed in
10 their highest consumption month of -- in December,
11 January, or February.

12 MR. ROBIN WEINS: They would face a
13 minimum demand charge based on billing demand. And the
14 billing demand would be equal, assuming that the actual
15 demand for that month was lower, then the billing
16 demand would be equal to 70 percent of the highest
17 demand in December -- previous December, January, or
18 February.

19 MR. BOB PETERS: As you mentioned, the
20 billing -- the winter ratchet at one point was based on
21 100 percent of the highest of the -- of the highest
22 demand in those three (3) winter months.

23 MR. ROBIN WEINS: That would be going
24 back quite a long way; in fact, before my time. I'm
25 basing that on documents that I had seen that related

1 to periods a long time ago. During the time that I was
2 most familiar with it, we had a -- we had a ratchet
3 based on 80 percent of the December, January, February
4 maximum. And that was changed sometime in -- I would
5 say in around 2005 or so, to 70 percent.

6 MR. RAYMOND LAFOND: This December,
7 January, February maximum is at any particular moment
8 within these three (3) months?

9 MR. ROBIN WEINS: Well, it would -- it
10 would have had to have been their actual demand for
11 which they would billed during December, January, and
12 February.

13 MR. RAYMOND LAFOND: Peak demand or
14 total demand?

15 MR. ROBIN WEINS: Peak demand,
16 typically based on a fifteen (15) minute interval.

17

18 CONTINUED BY MR. BOB PETERS:

19 MR. BOB PETERS: And there was a
20 movement afoot to reduce that winter ratchet. As you
21 mentioned, it went down from at least 100 to 80
22 percent, from 80 percent down to at least 70 percent.

23 And then it was discontinued?

24 MR. ROBIN WEINS: It was discontinued
25 in November of 2009.

1 MR. BOB PETERS: And -- and what --
2 remind the Board why it was discontinued.

3 MR. ROBIN WEINS: I'm going by memory
4 here, but there was a -- it wasn't a formal directive
5 in a Board order, but we interpreted it as having the
6 effect of a formal directive. It appeared in the body
7 of the order. It said, essentially, if we haven't come
8 to a point where we are billing time-of-use rates by
9 the winter season of 2009, then the winter ratchet will
10 cease to be billed. And so Manitoba Hydro ceased
11 billing it.

12 MR. BOB PETERS: Now, tying it back to
13 --

14 MR. ROBIN WEINS: December 1st, 2009.

15 MR. BOB PETERS: Thank you. Tying it
16 back to the limited use billing demand rate, Mr. -- Mr.
17 Weins, did the 18 percent load factor threshold change,
18 as -- as the point of being cost neutral, when the
19 winter ratchet was eliminated?

20 MR. ROBIN WEINS: No, because the
21 winter ratchet was never part of the calculation of
22 that 18 percent. The 18 percent was based on a monthly
23 number: monthly kV.A, monthly kilowatt hours. And if a
24 customer was -- the original energy rate was set at --
25 the original energy rate was set at such that it would

1 make the customer indifferent at 18 percent.

2 MR. BOB PETERS: Mr. Cormie, just to
3 tidy up from this morning. Page 405 of the Board
4 counsel's book of documents, PUB Exhibit 14, under Tab
5 40.

6 On page 405, Manitoba Hydro quantifies
7 the marginal cost of energy to Manitoba Hydro over the
8 various years that the Surplus Energy Program was --
9 was offered, correct?

10 MR. DAVID CORMIE: Yes.

11 MR. BOB PETERS: How did Manitoba Hydro
12 determine the marginal cost of energy in that -- in
13 that appendix?

14 MR. RAYMOND LAFOND: We're on page...?
15

16 CONTINUED BY MR. BOB PETERS:

17 MR. BOB PETERS: I'm sorry, sir. I'm
18 on page 405. And in the middle of the page is a -- is
19 a listing of the marginal cost of energy to Manitoba
20 Hydro for each of the years in which the Surplus Energy
21 Program has been offered.

22 And this is the quantification of that
23 amount, Mr. Cormie, correct?

24 MR. DAVID CORMIE: Mr. Peters, that
25 calculation is based on after-the-fact analysis of the

1 -- of -- of prices.

2 MR. BOB PETERS: So you take the volume
3 and you divide into the total price, and you'd come up
4 with your unit marginal cost?

5 MR. DAVID CORMIE: Yes.

6 MR. BOB PETERS: There was no attempt
7 to proxy the last kilowatt hour generated, in terms of
8 cost, to derive those numbers?

9 MR. DAVID CORMIE: I think, Mr. Peters,
10 we -- we provide a table which shows the -- the SEP
11 rates by time period and by hours: shoulder, peak, and
12 off-peak. And from those, you can calculate the
13 marginal cost. You can't calculate the marginal cost
14 per kilowatt hour based on the -- the total, because
15 the total includes many hundreds of hours of -- of
16 numbers. So you can calculate the average cost, but
17 you can't calculate the marginal cost per kilowatt
18 hour.

19 MR. BOB PETERS: Is the marginal cost
20 used by Manitoba Hydro the same as it's used in other
21 components of its business?

22

23 (BRIEF PAUSE)

24

25 MR. DAVID CORMIE: This is a very

1 short-run marginal cost, meter -- Mr. Peters. They're
2 -- and it reflects the current actual experience of the
3 -- of the Company. Manitoba Hydro uses marginal costs
4 -- for --forecasts of marginal costs into the future.
5 And those may or may not be short run. I -- I presume
6 they are long-run marginal costs rather than short-run
7 marginal costs.

8 MR. BOB PETERS: But if I understood
9 your previous answers, Mr. Cormie, this doesn't come as
10 a result of a forecast marginal cost; it's a calculated
11 cost after the fact.

12 MR. DAVID CORMIE: Yes, this is after
13 the fact.

14 MR. BOB PETERS: All right. All right,
15 I -- I do want to turn to the diesel portion of the
16 Hearing and to Mr. Weins and, I suppose, to Mr.
17 Wittmeier.

18 And welcome again, Mr. Wittmeier. I
19 think this is your first time testifying before the
20 Board, if I've got that right.

21 MR. WAYNE WITTMEIER: Yes, that's
22 correct.

23 MR. BOB PETERS: Well, your challenge
24 will be to keep Mr. Weins off the microphone, so I'll
25 leave that to you, but...

1 As I understood Mr. Weins's direct
2 evidence when he was being questioned by Ms. Ramage,
3 way back in Tab 1 of Board counsel's book of documents,
4 which I'm not asking you to turn up, but you're -- the
5 hyd -- the Manitoba Hydro Application, Manitoba Hydro
6 was asking this Board to approval as final the interim
7 rates that accumulated since 2004.

8 MR. ROBIN WEINS: Yes, that's right.

9 MR. BOB PETERS: And I understood, Mr.
10 Weins, from your evidence that while that was Manitoba
11 Hydro's request, at this point in time -- and that
12 request has always been conditional on getting signed,
13 sealed, and delivered documents, correct?

14 MR. ROBIN WEINS: Yes, that's right.

15 MR. BOB PETERS: And Manitoba Hydro
16 does not have the signed, sealed, and delivered
17 documents that it requires before it makes this as an
18 unconditional request?

19 MR. ROBIN WEINS: That's correct.

20 MR. BOB PETERS: So the Board can take
21 from those answers, Mr. Weins, that Manitoba Hydro, at
22 least at this point in time, is not asking for those
23 rates to be finalized, because it does not have the
24 documentation required by Manitoba Hydro?

25 MR. ROBIN WEINS: Manitoba Hydro would

1 certainly prefer to have this documentation to
2 demonstrate the finality of that agreement, which was
3 initialled way back in 2004, so that we could
4 confidently say those are the rates that we're charging
5 what -- that should have been charged.

6 So I guess we haven't discussed them
7 ourselves if we're formally withdrawing that part of
8 our Application, but it certainly would make it a lot
9 easier if we had the documentation.

10 MS. PATTI RAMAGE: I think -- if I
11 could jump in on this one just to help. I think the
12 preference of Manitoba Hydro would be -- is to -- and
13 it might not be the right way to say it, is cross our
14 fingers and hope Mr. Anderson provides those documents
15 and have all of our ducks in a row so that the minute
16 the Board has those documents, we've canvassed
17 everything we need to canvass and the Board can issue
18 and order. So to keep alive our request and only defer
19 it if those documents are not filed by the time the
20 Board order issues it.

21 MR. BOB PETERS: So Mr. Warden is away,
22 and now the lawyers are setting the policy. All right.
23 Ms. Ramage, no, I -- I appreciate your position. And
24 may I suggest that the position of Manitoba Hydro be
25 articulated in the closing submissions? And if you've

1 crossed your fingers long enough and hard enough,
2 before then you may have them by that time, or if not,
3 you can make tha -- the request through the -- through
4 the closing submissions.

5 Would that be satisfactory?

6 MS. PATTI RAMAGE: Yes.

7 MR. BOB PETERS: Yes, thank you.

8

9 CONTINUED BY MR. BOB PETERS: MR. BOB PETERS: Mr.
10 Weins, Mr. Wittmeier, Ms. Ramage, at the risk of
11 prolonging this, on page 408 of Board counsel's book of
12 documents is some extracts from the PUB Order 134/10
13 that dealt with the diesel zone. And without putting -
14 - reading it specifically into the record, on page 408,
15 the fourth directive from the PUB had to do with Hydro
16 providing written consents, which I guess notionally
17 could dispense with the need for a hearing.

18 Are written consents -- if this matter
19 isn't delivered to Manitoba Hydro's satisfaction by the
20 time closing arguments occur, are written consents
21 still a possibility, or does Manitoba Hydro have a
22 position on that?

23

24 (BRIEF PAUSE)

25

1 MR. ROBIN WEINS: Mr. Peters, similar
2 to the question about the final documentation, Manitoba
3 Hydro would love to have the written consents of the
4 parties, and certainly within the framework of the
5 current proceeding.

6 However, we -- we do not have those
7 either, and they are likely not to happen until
8 following the production of the documentation. So
9 although I -- you know, how long a period of time they
10 may ensue following the production of the
11 documentation, I can't really say.

12 MS. PATTI RAMAGE: If -- if I could
13 jump in again, because it has been the lawyers who've
14 been pursuing -- dealing with consents, can -- there
15 have been discussions about consents. I'm not as
16 confident as Mr. Weins that we will ever see a consent
17 from parties, due to a -- just a general reluctance to
18 sign.

19 We have -- Canada has indic -- has shown
20 a general reluctance. It's not refused to sign. I --
21 if -- if Mr. Williams does not mind, CAC would like to
22 see the agreements first. MKO has not responded. So
23 those are the three (3) parties we were asked to
24 consent, so -- and not evidence, but it's Manitoba
25 Hydro's position the Board doesn't need anyone's

1 consent to -- to exercise its jurisdiction.

2 MR. BOB PETERS: Manitoba Hydro's
3 position is that this Hearing is the time for any party
4 to raise any objections or concerns; and failing that,
5 the Board will adjudicate on the issue?

6 MS. PATTI RAMAGE: That's correct.

7 MR. BOB PETERS: Okay. I think we have
8 your position. And thank you again, Ms. Ramage.

9

10 CONTINUED BY MR. BOB PETERS:

11 MR. BOB PETERS: Mr. Weins, just so
12 we're clear on the request, the diesel residents, the
13 residential customers will get the same rate increase
14 as Manitoba Hydro's grid customers as a result of this
15 General Rate Application, whether that be as applied
16 for or zero?

17 MR. ROBIN WEINS: Or anything in
18 between, yes.

19 MR. BOB PETERS: Or anything in
20 between.

21 MR. ROBIN WEINS: Yes, that's correct.

22 MR. BOB PETERS: The general service
23 customers, those typically tend to be commercial
24 customers in nature, perhaps meeting halls or offices.

25 They will still face a rate increase on

1 their first 2,000 kilowatt hours of -- sorry, their --
2 yes, the first 2,000 kilowatt hours of their
3 consumption per month?

4 MR. ROBIN WEINS: Yes, that's correct.

5 MR. BOB PETERS: And anything over and
6 above the first 2,000 kilowatt hours for the general
7 service customers, that rate will not change?

8 MR. ROBIN WEINS: We're not applying
9 for any change to that rate.

10 MR. BOB PETERS: And there's no -- no 3
11 1/2 percent increase if your Application was granted
12 for April 1st as applied -- it was approved as applied
13 -- sorry, was approved as Manitoba Hydro applied, there
14 would be no increase to the government and First
15 Nations education tariff either?

16 MR. ROBIN WEINS: That's correct.

17

18 (BRIEF PAUSE)

19

20 MR. BOB PETERS: Has there been a 2013
21 prospective cost of service study done on the diesel
22 zone?

23 MR. ROBIN WEINS: No, there has not.

24 MR. BOB PETERS: Appendix 11-1 in the
25 filing, some of which is extracted and included in

1 Board counsel's book of documents, starting at page
2 409, has some prospective diesel cost of service 2012
3 information though, does it?

4

5 (BRIEF PAUSE)

6

7 MR. ROBIN WEINS: That's right.

8 MR. BOB PETERS: And if we look to page
9 410 on this Schedule 1, you're telling the Board that
10 the full-cost rate in the diesel zone is fifty-nine
11 point one-six (59.16) cents per kilowatt hour?

12 MR. ROBIN WEINS: Yes. And such --
13 such full-cost rate includes the variable costs along
14 with provisions for recovery of interest and
15 depreciation related to capital costs for which no
16 contribution had been received.

17 MR. BOB PETERS: Okay. We'll -- we'll
18 come to that, Mr. Weins. I may have written down your
19 full-cost rate from your evidence this morning
20 incorrectly.

21 But is this fifty-nine point one-six
22 (59.16) cents the current full-cost rate, or does
23 Manitoba Hydro have a different figure for that?

24 MR. ROBIN WEINS: The -- the relevant
25 figures are, you know, either the fifty-nine point one-

1 six (59.16) cents, which includes a provision for
2 recovery of cost related to some capital, or else the
3 fifty-three point five (53.5) which does not, depending
4 on the perspective one wants to take on the legitimacy
5 of including it in the rate.

6

7 (BRIEF PAUSE)

8

9 MR. BOB PETERS: Maybe -- maybe we
10 should tackle that right now, Mr. Weins. Included on
11 Schedule 1 at page 410 of Board counsel's book of
12 documents is a line item, an additional provision for
13 unrecovered capital in the amount of seven hundred and
14 forty-seven thousand, six hundred and seven dollars
15 (\$747,607)?

16 MR. ROBIN WEINS: That's correct.

17 MR. BOB PETERS: Is that an annual
18 amount -- an annual amortized amount, Mr. Weins, or is
19 that a total amount?

20

21 (BRIEF PAUSE)

22

23 MR. ROBIN WEINS: It's an annualized
24 amount.

25 MR. BOB PETERS: This represents

1 Manitoba Hydro has spent money on capital for which it
2 has not been reimbursed?

3 MR. ROBIN WEINS: That's correct.

4 MR. BOB PETERS: And from whom was
5 Manitoba Hydro expecting to be reimbursed?

6 MR. ROBIN WEINS: Well, principally it
7 was expecting to be reimbursed, through the First
8 Nations, from Aboriginal Affairs and Northern
9 Development Canada.

10 MR. BOB PETERS: And if we turn back to
11 page 408 and have the Board look at the directive at
12 the top of the page at 408, the Board was seeking
13 Manitoba Hydro to provide confirmation that payments or
14 adequate arrangements for capital costs incurred by
15 Hydro since 2004 had been addressed.

16 And what you're telling the Board now is
17 they haven't been addressed to Manitoba Hydro's
18 satisfaction?

19 MR. ROBIN WEINS: They have not been
20 fully addressed, no.

21 MR. BOB PETERS: They've been partially
22 addressed, but there still are some items which are
23 under dispute?

24 MR. ROBIN WEINS: I would have to -- I
25 would have to agree with your characterization, yes.

1 There are some items that are under dispute.

2 MR. BOB PETERS: And in terms of a
3 process for resolving that dispute, is there any
4 process that you can advise the Board on that's ongoing
5 at this point in time?

6 MR. ROBIN WEINS: Only that we do
7 continue to engage in discussion with the prime
8 contributor, which is AANDC. They're -- they have not
9 ever definitively said, no, they will never pay it.
10 But they have not -- to date, they have not consented
11 to pay those amounts.

12 MR. BOB PETERS: Can you tell the Board
13 what the -- what the total capital amount in dispute
14 is, Mr. Weins?

15 MR. ROBIN WEINS: We'll have -- we'll
16 have somebody dig that amount up for you. We can -- I
17 can tell you, Mr. Peters, it's in respect primarily of
18 two (2) items.

19 One (1) of them is Brochet soil
20 remediation cost, and the other is interest accrued on
21 the capital items between their in-service and the
22 current date.

23 MR. BOB PETERS: And not to get into --
24 into it too deeply here, Mr. Weins, but the -- the
25 Broch -- Brochet soil con -- remediation is as a result

1 of Manitoba Hydro having to environmentally remediate
2 contaminated soil?

3 MR. ROBIN WEINS: That's my
4 understanding, yes.

5 MR. BOB PETERS: And there's a dispute
6 between Manitoba Hydro and, I'll say, Canada, meaning
7 AANDC? There's dispute as to who has responsibility for
8 that?

9 MR. ROBIN WEINS: Yeah. Generally, I
10 would say that's a fair characterization.

11 MR. BOB PETERS: And it's not subject
12 to litigation that you are aware of?

13 MR. ROBIN WEINS: Not that I'm aware
14 of.

15 MR. BOB PETERS: Not that Manitoba
16 Hydro's aware of.

17 MR. ROBIN WEINS: Correct.

18 MR. BOB PETERS: And the interest
19 amount just represents the carrying cost to Manitoba
20 Hydro?

21 MR. ROBIN WEINS: Yes. All of the
22 other capital items, I think with one (1) exception,
23 because the costs hadn't been finalized on it, but all
24 of the others. Ultimately, we had agreement from AANDC
25 that they would be responsible for their share of the

1 costs. And we received cheques from them on two (2)
2 occasions: March of 2011 and March of 2012.

3 They -- they -- these were in amounts
4 that would cover the original capital cost, but they
5 did not cover any carrying costs from the time of the
6 in-service of the facilities in which respect they were
7 made.

8 MR. BOB PETERS: And that has since
9 been requested from Canada, and it has not yet been
10 provided?

11 MR. ROBIN WEINS: We've requested it on
12 a number of occasions. And typically the answer has
13 been, No, we -- we will not agree to recover those
14 costs. Although, as I stated a few moments ago, we
15 haven't received a final response formally that they
16 won't.

17 MR. BOB PETERS: All right. If we can
18 just go back one (1) page with the Board, to page 407,
19 and look at the Directive 1A. Manitoba Hydro, when
20 they appeared before the Board in the hearing that gave
21 rise to Order 134/10, had sought to include in Manitoba
22 Hydro's revenue requirement an amount on account of
23 interest expense and an amount on account of
24 depreciation related to unrecovered capital costs since
25 2004?

1 MR. ROBIN WEINS: Correct.

2 MR. BOB PETERS: That request was
3 denied in its entirety?

4 MR. ROBIN WEINS: Yes.

5 MR. BOB PETERS: And since then, you
6 have recovered some of the capital, but not all of the
7 capital, from what I'm gathering from your testimony?

8 MR. ROBIN WEINS: I think that's a fair
9 way of putting it, yes.

10 MR. BOB PETERS: Okay. Has Canada been
11 made aware that Manitoba Hydro is seeking to add to the
12 full-cost rate the difference between fifty-three point
13 five (53.5) cents and fifty-nine point one-six (59.16)
14 cents?

15 MR. ROBIN WEINS: I -- I believe we
16 have provided to Canada -- although, they are not an
17 Intervenor, we have provided them with copies of our --
18 of our materials filed in respect to the diesel
19 communities to date.

20 MR. BOB PETERS: But -- and -- and
21 thank you, sir. I suppose, in any event, Manitoba
22 Hydro is not before this Board asking that that rate
23 be, in fact, approved at this time?

24 MR. ROBIN WEINS: That -- that is
25 correct. I think if you'll refer to -- refer to the

1 material in the diesel portion of this Application and,
2 as well, I -- I believe I discussed it in my direct
3 this morning, Manitoba Hydro had requested and was
4 granted an increase to the government rate in the
5 diesel zone, effective September 1st, of 6.5 percent,
6 which was not cost based. It was based on -- on
7 equivalent percentage to what grid rates had increased
8 over the period of time since the last diesel increase.

9 And the government rate, currently two
10 twenty-seven (2.27) -- the total government rate that
11 we calculated when we filed back in December of 2011,
12 the indicative rate was two fifty-four (2.54). So
13 while conceptually we are showing the costs related to
14 interest and depreciation on unrecovered capital, in
15 fact, those amounts are not being recovered in the
16 current rate, and we're not asking for that rate to
17 increase.

18 MR. BOB PETERS: All right. I -- I'm -
19 - I have your point. And thank you. The Order 148/11
20 of this Board approved Manitoba Hydro's interim request
21 for September 1 to increase the -- the government and
22 general service tail block rates by the 6.5 percent?

23 MR. ROBIN WEINS: Yes.

24 MR. BOB PETERS: And because that was
25 on an interim basis, Manitoba Hydro would now like that

1 to be finalized through this process?

2 MR. ROBIN WEINS: Yes.

3 MR. BOB PETERS: If we turn to Schedule
4 2 -- sorry, Schedule 2 on page 411 of the book of
5 documents, we see a cost of -- a statement of
6 operations related to the diesel zone. This would be
7 the most current statement of operations, as I
8 understand your evidence, Mr. Weins?

9 MR. ROBIN WEINS: Yes.

10 MR. BOB PETERS: And it provided
11 actuals up until 2011 fiscal year of Manitoba Hydro.
12 This is based on the fiscal year?

13 MR. ROBIN WEINS: Yes, to March 31st.

14 MR. BOB PETERS: And also a forecast
15 for 2013 --

16 MR. ROBIN WEINS: For 2012, actually.

17 MR. BOB PETERS: I'm sorry, 2012, with
18 no forecast yet for 2013. We'll come to that. Let's
19 go to the bottom line, as they say, and look at the
20 surplus or deficit on the total costs.

21 And we see in 2010 there's a \$1.465
22 million deficit?

23 MR. ROBIN WEINS: Yes.

24 MR. BOB PETERS: What happened to that
25 deficit?

1 MR. ROBIN WEINS: You mean in an
2 accounting sense, what happened to it?

3 MR. BOB PETERS: Yes.

4 MR. ROBIN WEINS: It was rolled into
5 the results of Manitoba Hydro overall --

6 MR. BOB PETERS: It went right into the
7 net income line?

8 MR. ROBIN WEINS: Yes.

9 MR. BOB PETERS: All right. And
10 likewise for 2011?

11 MR. ROBIN WEINS: Yes.

12 MR. BOB PETERS: Put another way, Mr.
13 Weins -- and we'll see if -- if you agree that that
14 became a subsidy that the grid ratepayers would --
15 would be contributing to the diesel zone?

16 MR. ROBIN WEINS: Yes.

17

18 (BRIEF PAUSE)

19

20 MR. BOB PETERS: Are you aware as to
21 which account Mr. Rainkie puts this in or whether its
22 blended throughout all of the -- the expense items?

23 MR. ROBIN WEINS: I'm not aware of it,
24 no.

25 MR. DARREN RAINKIE: Speaking of low-

1 load factor, Mr. Peters, I've got a low-load factor
2 this morning, or this afternoon.

3 MR. BOB PETERS: We'll -- we'll try to
4 get you some airtime, Mr. Rainkie.

5 MR. DARREN RAINKIE: I don't believe
6 this -- subject to check, I don't believe that this
7 would be rolled in any particular account but just
8 throughout the -- this is, as I understand it, a kind
9 of a cost of service calculation, so it -- it wouldn't
10 be in any particular GL account. It would be in all of
11 our -- all of our various accounts.

12 MR. BOB PETERS: All right. When we --
13 when I look at 2012 forecast, Mr. Weins, it was seven
14 hundred and eighty-five thousand dollar (\$785,000)
15 deficit.

16 MR. ROBIN WEINS: Yes.

17 MR. BOB PETERS: Do you know the actual
18 number that came in for 2012?

19

20 (BRIEF PAUSE)

21

22 MR. ROBIN WEINS: We haven't compiled
23 the actual results for 2012. That's part of the
24 process of preparing the prospective cost of service
25 study in the next year.

1 MR. BOB PETERS: Okay. And if we quick

2 --

3 MR. ROBIN WEINS: It's -- it's in
4 process now, but it has -- it -- it's a little ways yet
5 from completion.

6 MR. BOB PETERS: All right. If we turn
7 to page 417 in the book of documents, and we look for
8 that column that's missing, the 2013 column, the
9 projected income or loss for the diesel zone in the
10 current fiscal year of Manitoba Hydro, which is the
11 first test year before this Board, is shown at \$1.449
12 million?

13 MR. ROBIN WEINS: Yes.

14 MR. BOB PETERS: That number maintains
15 the most current forecast of Manitoba Hydro for the
16 deficit in the diesel zone?

17 MR. ROBIN WEINS: It would be, yes.

18 MR. BOB PETERS: And that, too, would
19 be impacting Manitoba Hydro's net income line?

20 MR. ROBIN WEINS: Yes, it would.

21 MR. BOB PETERS: Mr. Weins, relying on
22 your historical memory, Manitoba Hydro was accumulating
23 deficits on an annual basis and at some point sought to
24 recover those from the diesel communities?

25 MR. ROBIN WEINS: There was a period

1 during which we would accumla -- accumulate those
2 deficits with the intent that we would, with -- with
3 each subsequent rate change, try to recover 20 percent
4 of the accumulated deficit. We -- I believe we ended
5 that practice prior to the last general rate
6 application and hearing.

7 MR. BOB PETERS: So the current
8 practice is to not seek recovery of the deficit from
9 the customers that incurred the deficit?

10 MR. ROBIN WEINS: That's correct.
11 There's no explicit attempt or policy-related attempt
12 to recover that deficit. As we progress with our
13 prospective cost of service studies for the diesel
14 zone, we do track it, but there's no explicit intent to
15 recover it.

16 MR. BOB PETERS: The current intent --
17 perhaps even a policy, then -- of Manitoba Hydro is to
18 allow the deficit from the diesel zone, on an annual
19 basis, to be subsidized by grid customers?

20 MR. ROBIN WEINS: I -- I would say
21 defacto that has been the case since that time; I'm not
22 aware of an explicit policy that it be so.

23 MR. BOB PETERS: Do you recall the --
24 the then balance of the accumulated deficit prior to
25 the last GRA, when Manitoba Hydro stopped seeking a

1 rolling 20 percent recovery?

2 MR. ROBIN WEINS: We're trying to
3 locate that now. But my historical memory, as you call
4 it, is that it's somewhere in the order of \$8 million.

5 MR. BOB PETERS: And -- and does one
6 then assume that the \$8 million was charged through to
7 the net income in a particular year and it impacted
8 retained earnings that year?

9 MR. ROBIN WEINS: Well, it -- it would
10 have been. You know, Manitoba Hydro did -- even back
11 then, we tracked this through the prospective cost of
12 service study. We did not maintain a formal set of
13 accounts that said, Here, this is -- this is the bottom
14 line of the Corporation to which this is flowing. On a
15 -- on a -- when Mr. Rainkie would close the books on
16 the year, it would be closed to net earnings.

17 MR. BOB PETERS: All right. So you're
18 telling the Board that on a -- on an actual basis, the
19 deficit would -- would be reflected in the net income
20 of the Corporation on a fiscal year basis, regardless
21 of what it was?

22 MR. ROBIN WEINS: That's correct.

23 MR. BOB PETERS: And then recognizing
24 Manitoba Hydro was tracking what that deficit was,
25 there was an ongoing effort to -- to recover a rolling

1 20 percent amount of the deficit every time Manitoba
2 Hydro applied for new diesel rates?

3 MR. ROBIN WEINS: Up until about 2010,
4 Mr. Peters.

5 MR. BOB PETERS: And I guess that begs
6 the question, Mr. Weins: Why is Manitoba Hydro not
7 seeking to refresh the rates in the diesel community
8 when it appears that they're set approximately \$1.5
9 million below cost of service?

10 MR. ROBIN WEINS: Well, Mr. Peters, to
11 have done that would have meant that we would have had
12 to have included something in this particular Rate
13 Application. And as -- as I mentioned a few moments
14 ago, we have still not -- we have still not put
15 together the 2013 prospective cost of service study.
16 So we weren't in a position to respond to questions
17 regarding the cost of service.

18 MR. BOB PETERS: Does that suggest, Mr.
19 Weins, that Manitoba Hydro plans to come back to this
20 Board with a diesel rate application in the -- in the
21 near term?

22 MR. ROBIN WEINS: I think Manitoba
23 Hydro would make that determination once its looked at
24 that cost of service study, and it may well be that
25 Manitoba Hydro would return with a diesel application.

1 MR. BOB PETERS: What will that cost of
2 service study tell you that the -- that page 417 in
3 Board counsel's book of documents doesn't already tell
4 you?

5 MR. ROBIN WEINS: Well, I mean, we
6 would confirm actual results up to the end of March
7 2012; we would update the forecast for 2013.

8 MR. BOB PETERS: All right. And just
9 then leave me with the timeline that you're suggesting
10 that would take place at Manitoba Hydro.

11 MR. ROBIN WEINS: We would be looking
12 to conclude that study -- cost of service study within
13 the next couple of months -- within the next couple of
14 months.

15 MR. BOB PETERS: Thank you, Mr. Weins.
16 And the Board can expect to hear from Manitoba Hydro
17 one way or the other following that, as to its
18 intentions?

19 MR. ROBIN WEINS: We can make our
20 intentions known as soon as we know them ourselves.

21 MR. BOB PETERS: Fair enough.

22

23 (BRIEF PAUSE)

24

25 MR. BOB PETERS: Mr. Weins, I see in my

1 notes -- and I -- I'm going to apologize to the Board.
2 I can't -- I don't believe I have a reference before
3 the Board. I think it might have been in the actual
4 Application, which I could get.

5 But you had mentioned that in terms of
6 the capital costs in dispute, Manitoba Hydro's
7 received, I've got a note here, \$2.3 million, March 31
8 of 2011, and \$5.8 million, April 4th of 2012, for a
9 total of \$8.1 million?

10 MR. ROBIN WEINS: That sounds right.

11 MR. BOB PETERS: And I -- I apologize,
12 I -- I don't have a reference. I think it might have
13 been the -- the filing of the Utility, or it could have
14 been in an information request, but...

15 I couldn't reconcile that with the Board
16 directive on page 407 that there was unrecovered
17 capital costs of 4.4 million, when the payment made was
18 8.1 million.

19 Was there additional capital over and
20 above the previous capital that was included in the
21 payments?

22 MR. ROBIN WEINS: Yes, that would be
23 the case.

24 MR. BOB PETERS: And is it the case,
25 Mr. Weins, that Manitoba Hydro seeks to -- when it

1 wants to make a capital upgrade now in the diesel zone,
2 the settlement agreement is such that those capital
3 upgrades are to be discussed, approved, implemented,
4 but not put thro -- through the rate structure of
5 Manitoba Hydro?

6 MR. ROBIN WEINS: The normal situation
7 would -- would be as you described, Mr. Peters. We
8 would review those with the parties and they would be
9 convinced of the necessity for the expenditure, and
10 we'd have the funds available, and we'd make the
11 contributions.

12

13 (BRIEF PAUSE)

14

15 MR. BOB PETERS: Mr. Weins, also in --
16 on page 408 of the book of documents that you have
17 before you is a Directive number 6 from the Public
18 Utilities Board in its Order 134/10. And this relates
19 to the discussion and the -- the proceedings that --
20 that included a future plan as to whether or not the
21 diesel zone communities could be put on -- on a service
22 that would allow them -- residents and the businesses
23 to use space heat within the community?

24 MR. ROBIN WEINS: I don't see the word
25 "space heat" here, but unlimited utilization, given the

1 -- given that the current limits are 60 amps in the
2 case of residential and 2,000 kilowatt hours in the
3 case of general service, it would most likely be for
4 space heat.

5 MR. BOB PETERS: Let me -- let me start
6 it this way then, Mr. Weins. Does Manitoba Hydro have
7 a current plan to connect the four (4) diesel
8 communities to the Manitoba Hydro transmission grid?

9 MR. ROBIN WEINS: No, we do not.

10 MR. BOB PETERS: Is one (1) -- has
11 Manitoba Hydro concluded that it will not connect these
12 communities to this -- to the transmission grid?

13 MR. ROBIN WEINS: One can never say
14 "never", Mr. Peters. But given the magnitude of the
15 costs and the very, very preliminary discussions that
16 we've had with the federal agency, it -- it appears
17 unlikely.

18 MR. BOB PETERS: Manitoba Hydro has
19 concluded that it's cost prohibitive to connect these
20 communities to -- to the grid?

21 MR. ROBIN WEINS: Relative to other
22 options, it is -- it is -- it's more costly than --
23 than other options which -- for Manitoba Hydro.

24 MR. BOB PETERS: Has Manitoba Hydro a -
25 - a five (5) year, fully costed plan to migrate

1 residential and non-government general service diesel
2 zone customers to grid rates for all consumption?

3 MR. ROBIN WEINS: No, while we don't
4 have such a plan -- although, we did file a document
5 back in December of 2011, December 22nd of 2011, which
6 studied the likely cost, the impact, of making such a
7 decision to remove the service limitations in the case
8 of residential customers, and the 2,000 kilowatt hour
9 per month limitation in the case of general service
10 customers. And we did file that with the Public
11 Utilities Board last Dec -- December of 2011.

12 MR. BOB PETERS: And the position of
13 Manitoba Hydro was to continue that way or to not go in
14 that direction?

15 MR. ROBIN WEINS: There's been no
16 decision taken to date permanently either way. But the
17 conclusion, if anything, that we can -- we can draw
18 from that is that it would be costly, it would be
19 costly to Manitoba Hydro, it would be costly to the
20 government agencies that support Manitoba Hydro by
21 funding the difference between grid rates and the costs
22 to provide diesel generated -- diesel generated energy,
23 and that there may be ways better to approach the issue
24 of heating for customers in the diesel zone.

25 MR. BOB PETERS: Was there a positive

1 support from Canada and Manitoba governments to extend
2 the capability to have grid rates for all consumption?

3

4 (BRIEF PAUSE)

5

6 MR. ROBIN WEINS: The main Federal
7 funding agency, which is Aboriginal Affairs and
8 Northern Development, have advised us not -- they don't
9 have the ability to fund such a change at the present
10 time.

11 MR. BOB PETERS: So, from Manitoba
12 Hydro's perspective, is anything further being done
13 with respect to this directive or is it -- is nothing
14 further being done?

15 MR. ROBIN WEINS: Nothing further is
16 being done at the present time.

17 MR. BOB PETERS: Is Manitoba Hydro
18 expecting anything further from the Board in respect to
19 this directive?

20 MR. ROBIN WEINS: I won't say that
21 we're expecting anything further. The information was
22 provided to the Board as part of the current proceeding
23 and it -- it speaks for itself. Manitoba Hydro's not
24 asking for anything.

25 MR. BOB PETERS: On the issue of

1 heating, Mr. Wittmeier, I'm going to do my best to see
2 if I can get Mr. Weins to sit further back, but, in
3 terms of further heating residences in the diesel zone,
4 the Board's understanding in past orders has been that
5 it is considered inefficient to use electricity from
6 diesel generation to space heat.

7 Have I got that right?

8 MR. WAYNE WITTMEIER: Yes, you have
9 that correct.

10 MR. BOB PETERS: And in terms of
11 providing space heat through electricity, would each
12 residence need a 200 amp service?

13 MR. WAYNE WITTMEIER: I believe that's
14 a good estimation.

15 MR. BOB PETERS: And right now the
16 maximum permitted is at 60 amp?

17 MR. WAYNE WITTMEIER: That's correct.

18 MR. BOB PETERS: And, if Manitoba Hydro
19 was to provide 200 amp service to all of the
20 residential customers in the diesel zone, the
21 infrastructure and the apparatus, if I may, that is
22 there to provide the electricity is undersized?

23 MR. WAYNE WITTMEIER: I believe that's
24 a correct estimation. We would see an increase in load
25 growth which would require us to install additional

1 diesel generators.

2 MR. BOB PETERS: And is it still -- is
3 it still least cost to do that as opposed to putting in
4 landlines? Do you -- do you have any information on
5 that?

6 MR. WAYNE WITTMEIER: Yeah, I believe
7 you're correct there. It's -- it's still a least-cost
8 option to increase the generation to serve that versus
9 having a landline installed.

10 MR. BOB PETERS: Is it more efficient
11 to heat with diesel fuel as the energy source directly
12 in the furnace, as opposed to electric space heat that
13 arises as a result of diesel generators?

14 MR. WAYNE WITTMEIER: I'm -- I'm not
15 sure I'm going to get these numbers exactly right, but
16 from what I understand the -- the energy that we
17 produce by burning diesel to generate electricity is
18 approximately 33 percent of the energy. If you burn
19 the fuel directly in a furnace, I believe there can be
20 closer to the 60 percent and higher to serve that --
21 the -- the energy you get out of that fuel. That's
22 from -- from my knowledge.

23 MR. BOB PETERS: Do you know if there
24 are high-efficiency diesel fuel furnaces as -- like
25 there are natural gas high-efficiency furnaces?

1 MR. WAYNE WITTMEIER: I believe those
2 options do exist.

3 MR. BOB PETERS: And Mr. Weins had
4 suggested that there may be other heating options,
5 other than electricity. Mr. Wittmeier, are you aware
6 of what any of those other heating options are?

7 MR. WAYNE WITTMEIER: Yes, I believe
8 so.

9 MR. BOB PETERS: What do they include?

10 MR. WAYNE WITTMEIER: Well, there --
11 there are other systems that, whether it be geothermal
12 or -- or systems like that, that could be used --
13 biomass, some of those might be options as well, that'd
14 be considered, but all tend to be very capital
15 intensive --

16 MR. BOB PETERS: At this point in time
17 is Manitoba Hydro embarking on any studies as to what
18 other heating sources could be offered in the diesel
19 zones?

20 MR. WAYNE WITTMEIER: We're not
21 necessarily looking at heating sources; we're looking
22 at the -- the ability of augmenting our diesel
23 generation, and to look at other ways of producing
24 electricity that may reduce our reliance on diesel.

25 MR. BOB PETERS: I completely didn't

1 understand that. I'm being honest. You're -- you're
2 looking to augment your diesel generation with further
3 diesel production?

4 MR. WAYNE WITTMEIER: No. Looking at
5 alternate sources of energy that might be able --
6 emerging technologies that might be able to support us
7 in -- in reducing our reliance on diesel, to some
8 extent.

9 MR. BOB PETERS: And you're suggesting
10 new technologies like wind or run-of-the-river plants,
11 and...

12 MR. WAYNE WITTMEIER: Yeah. I believe
13 all those are -- are in -- would be considered.

14 MR. BOB PETERS: All right.

15

16 (BRIEF PAUSE)

17

18 MR. BOB PETERS: Mr. Wittmeier, I'm not
19 sure if this is going to be in an area of -- of your
20 knowledge and expertise, but in terms of demand-side
21 management offerings in the diesel zone, are you
22 responsible for any demand-side management programs for
23 the -- for the diesel zones?

24 MR. WAYNE WITTMEIER: No, Mr. Peters,
25 I'm not.

1 MR. BOB PETERS: And you're not aware
2 of what those may or may not be?

3 MR. WAYNE WITTMEIER: I -- I know there
4 are efforts going on in the communities to continue to
5 -- to support the communities in energy efficiency or
6 Power Smart programs but as to the details of what's
7 all been done, I don't have those answers.

8 MR. BOB PETERS: In -- in analyzing
9 Manitoba Hydro's future plans for energy to the diesel
10 zone, sir, does Manitoba Hydro take into account the --
11 the CO2 emissions that would -- would exist as a result
12 of the diesel, compared to -- to grid?

13 MR. WAYNE WITTMEIER: Yes, I believe
14 those calculations are done on a regular basis and
15 reported to the appropriate agencies.

16 MR. BOB PETERS: And the conclusion
17 that the Board will take from your evidence is that it
18 is still more costly to run gridlines than it would be
19 to find alternate sources for -- for energy for the
20 diesel zone.

21 MR. WAYNE WITTMEIER: If I understand
22 your comment correctly, I -- I think I agree that the -
23 - the -- there's no -- I guess there's no other
24 alternative out there that's more cost-effective than -
25 - than operating diesels at this point in time.

1 (BRIEF PAUSE)

2

3 MR. WAYNE WITTMEIER: Mr. Peters, I've
4 been handed some information on the First Nation's
5 Power Smart program. Now, I can't provide any detail
6 on it but I can just give you a little background.

7 "Is implementing Power Smart
8 initiatives to upgrade in insulation
9 and provide basic energy efficiency
10 materials in homes in the remote
11 diesel communities. To date, a
12 hundred and sixteen (116) homes have
13 been completed. It is estimated that
14 a further eighty-five (85) homes may
15 be eligible for upgrades which are
16 anticipated to be completed by
17 2013/'14."

18 Thank you.

19 MR. BOB PETERS: Thank you very much
20 for that, Mr. Wittmeier. The last question. And I
21 recall, perhaps not accurately, but you had some
22 responsibilities for Selkirk thermal plant back in the
23 day. Can you provide the Board with the CO2 emissions
24 of the diesel -- of a diesel generation compared to
25 what you were using when coal was the fuel of choice in

1 Selkirk?

2 MR. WAYNE WITTMEIER: I'd have a
3 difficult time giving you an answer that I would feel
4 comfortable with. I'd have to go back and do some
5 research to -- but I suspect that the ratio would be
6 significantly different.

7 MR. BOB PETERS: Well, maybe I'll take
8 you up on that -- that offer to provide you with a --
9 would you provide an undertaking through your counsel
10 to advise the Board on the -- on the CO2 output per
11 unit of -- maybe per megawatt, or however you size your
12 plant, compared to -- to a coal generation?

13 MR. WAYNE WITTMEIER: I'm sure I could
14 but Selkirk isn't operating on coal at this point of
15 time, you --

16 MR. BOB PETERS: No, I'm aware of that.
17 But you could --

18 MR. WAYNE WITTMEIER: I suspect we
19 could do some research and get some information rela --
20 relative to that.

21 MR. BOB PETERS: It doesn't have to be
22 compared to Selkirk; it could be Brandon if you choose.

23 MR. WAYNE WITTMEIER: Yes.

24 MR. BOB PETERS: All right.

25 MR. ROBIN WEINS: Mr. Peters, I'm not

1 any closer to being able to give you an answer on
2 Selkirk or Brandon, which I'm sure we can arrive at
3 fairly quickly, but we did provide a report a couple
4 years back to the government where -- in which we
5 stated that approximately 8,000 tonnes of greenhouse
6 gas emission are emitted annually as a result of the
7 diesel generation.

8 MR. BOB PETERS: Mr. Weins, just so
9 that we're clear then, if we look to -- to page 411,
10 we're looking at roughly 13 million kilowatt hours of
11 consumption on an annual basis and that would give rise
12 to the 8,000 tonnes?

13 MR. ROBIN WEINS: Yes, I did -- this
14 study is a couple years old, so we've had some energy
15 usage growth since then. So the number might be a
16 little higher but as an order of magnitude, 8,000
17 tonnes is probably pretty close.

18 MR. BOB PETERS: All right. You've
19 taken away Mr. Wittmeier's homework and no need to do
20 that. I'd like to thank Mr. Wittmeier, Mr. Weins, Mr.
21 Cormie and Mr. Rainkie for their answers.

22 Mr. Chairman, those conclude my
23 questions. I believe that Mr. Gange would like the
24 microphone, subject to any questions the Board may have
25 at this point in time.

1 MR. WILLIAM GANGE: Perhaps we could
2 take five (5) minutes Mr. Chair?

3 THE CHAIRPERSON: Let's do that. Take
4 five (5) please.

5

6 --- Upon recessing at 1:58 p.m.

7 --- Upon resuming at 2:08 p.m.

8

9 THE CHAIRPERSON: I believe everyone's
10 in position. Mr. Gange...?

11

12 CROSS-EXAMINATION BY MR. WILLIAM GANGE:

13 MR. WILLIAM GANGE: Thank you, Mr.
14 Chair. I'd like to thank Mr. Williams for stepping
15 down. I -- I unfortunately have another commitment
16 that will take me away from here for tomorrow and
17 Thursday; unfortunate, but it couldn't be avoided. So,
18 as a result, Mr. Williams has stepped down to allow me
19 to -- to go out of -- out of step.

20 I'm -- I'm going to start -- and I --
21 and I think, Mr. Weins, I think everybody else can sit
22 back and drink coffee, 'cause I -- I think that
23 virtually all of my questions will be for you.

24 One (1) of the things that we're -- or
25 that -- that we're talking about today is -- is the

1 question of rates. And although you've been doing this
2 for a long period of time, and these things are more
3 than second nature to you, we do have a new Board and a
4 new process here. I'd like to go back to the -- the
5 first principles of rate-setting.

6 And -- and I'm going to give you a
7 number of -- of propositions, sir, that I think are the
8 foundation of regulatory -- the regulatory process in
9 setting rates, and I just need to have you either
10 comment on them or just agree with them. But the --
11 one (1) of the first principles, and I don't in -- I
12 don't pretend that I'm going to be able to comment on
13 all of them, or -- or list all of them.

14 But one (1) of the first principles of
15 rate-setting is that there has to be an effectiveness
16 in yielding total revenue requirements under a fair
17 return standard.

18 Would you agree with that, sir?

19 MR. ROBIN WEINS: I certainly recognize
20 it. Yes, I'd agree with that.

21 MR. WILLIAM GANGE: So -- so in other
22 words, what -- what's being looked at from the
23 perspective of the regulator is there has to be enough
24 money coming in to keep the utility going, and -- and
25 although Manitoba Hydro is different than a private

1 organization, nevertheless you have to have a fair
2 return in order to cover your costs?

3 MR. ROBIN WEINS: That's -- that's
4 fair.

5 MR. WILLIAM GANGE: And -- and --

6 MR. ROBIN WEINS: I'd go along with
7 that.

8 MR. WILLIAM GANGE: -- and when you're
9 designing the rates that's the -- that's the starting
10 point, is it not, sir, of your analysis, your
11 department's analysis? What do we have to charge given
12 the expenses that we know are going to be incurred?
13 What are the -- the charges in order to recover all of
14 that.

15 MR. ROBIN WEINS: That's right.

16 MR. WILLIAM GANGE: Okay. Secondly --
17 a second very fundamental principle is that in setting
18 rates, regulators are attempting to ensure revenue
19 stability from year to year?

20

21 (BRIEF PAUSE)

22

23 MR. ROBIN WEINS: You know, I would
24 look on that one as certainly a desirable attribute but
25 it's not of the same level of primacy or key role as --

1 as the first one (1) that you mentioned.

2 MR. WILLIAM GANGE: And -- and I would
3 agree with that. I mean, the -- the first one (1) is
4 the -- the fundamental aspect. But -- but one (1) of
5 the aspects also is this whole concept that we have
6 referred to from time to time during Mr. Peters's
7 questioning and -- and in previous hearings of the desi
8 -- the desirability to avoid the concept of rate shock.

9 MR. ROBIN WEINS: That's -- that's
10 predictability and stability of rates.

11 MR. WILLIAM GANGE: Yes.

12 MR. ROBIN WEINS: You -- you referenced
13 revenue stability.

14 MR. WILLIAM GANGE: Yes, and -- and --
15 but the revenue stability comes into play, in terms of
16 if -- if the expenses are going to be to sta -- same,
17 then -- then you want the revenue to be stable as well?

18 MR. ROBIN WEINS: As -- as much as
19 possible, yes.

20 MR. WILLIAM GANGE: Yes. And -- and
21 you said it very well, that -- that the -- but I'm
22 going to put it a little bit differently. The flip
23 side of the revenue stability is the concept that you -
24 - that the regulator wants to make sure that the
25 utility is in a position so that -- that an unexpected

1 event will not result in rate shock, as -- as much as
2 possible, for the consumer.

3 Would that be fair?

4 MR. ROBIN WEINS: I mean, it would --
5 it -- it would be fair. It would be fair. I'm not --
6 again, I'm not sure that it has the kind of primacy as
7 the first subject that -- that you mentioned.

8 MR. WILLIAM GANGE: Yes.

9 MR. DARREN RAINKIE: Mr. Gange, maybe I
10 could just -- when I hear --

11 MR. WILLIAM GANGE: I didn't really
12 want to hear from you, Mr. -- Mr. Rainkie, but go
13 ahead.

14 MR. DARREN RAINKIE: I think most of
15 the counsel in the room feel the same as you do. But -
16 - but I think, you know, when I hear -- we talk about
17 needing a level of reaching earnings in the company to
18 -- to -- as a shock absorber, if you like, against un -
19 - un -- negative financial events. So I think of the
20 principle of financial integrity, what you've just
21 described, is what I would call it in terms of, you
22 know, regulatory principles if that helps.

23 MR. WILLIAM GANGE: It -- it does help.
24 Thank you, sir. Another concept is that, in -- in
25 setting rates, that the utility, and thereafter the

1 regulator, is looking to make sure that, as -- as far
2 as possible, there's fairness of the specific rates in
3 the apportionment of total costs of service among the
4 different customers.

5 Would you agree with that, sir?

6 MR. ROBIN WEINS: Yes, I would.

7 MR. WILLIAM GANGE: And so that's
8 something that we will eventually get to, in terms of
9 the cost of service study. That's -- that's one (1) of
10 the aspects that would be considered in the cost of
11 service study, is it not, sir?

12 MR. ROBIN WEINS: Well, it's not just
13 in the cost of service study. It's in the rate design
14 itself, where we talk about equal treatment of equals
15 and appropriately unequal treatment of unequals.

16 MR. WILLIAM GANGE: And -- and perhaps
17 the same concept as -- as what you've just said, that
18 there ought to be an avoidance of undue discrimination
19 in rate relationships?

20 MR. ROBIN WEINS: Yes.

21 MR. WILLIAM GANGE: And -- and although
22 sometimes those things are -- are -- it requires a
23 balancing act -- and I think that your description of -
24 - of the rate design for the diesel communities would
25 be one (1) of those situations, would it not, where

1 you've got to balance the fact that here you have one
2 (1) community, the diesel communities, that are -- are
3 so much more difficult to serve and, therefore, much
4 more costly to serve. And -- and what you're trying to
5 do in your rate design is to avoid discrimination in
6 the rates.

7 Would that be fair?

8 MR. ROBIN WEINS: I think before I
9 agree with that as a particular example, we're going to
10 have to have some further conversation. But we do want
11 to avoid what you call undue discrimination, which is
12 discrimination that without -- without, as some people
13 like to say, limiting the generality of that kind of
14 reference. We want to avoid discrimination which is
15 not appropriate, given the nature of the burdens that a
16 customer puts on the system.

17 MR. WILLIAM GANGE: Fair enough, thank
18 you. And -- and that's very helpful as well. And --
19 and the final concept that I'm going to put to you is
20 that in the design of the rates, and by the utility and
21 then by a regulator, one of the issues is the
22 efficiency of the rate classes in discouraging wasteful
23 use of the service while promoted -- promoting all
24 justified types and amounts of use.

25 MR. ROBIN WEINS: Yes, I would agree

1 that's one of the key principles.

2 MR. WILLIAM GANGE: Okay. Thank you.

3 Sir, I -- I provided to Ms. Ramage a document that is

4 entitled, "Green Action Centre Documents, Re: Rate

5 Review," and I believe that Mr. Simonsen has indicated

6 that that will be Green Action Centre Exhibit 4.

7

8 --- EXHIBIT NO. GAC-4: Green Action Centre

9 Documents Re: Rate Review

10

11 CONTINUED BY MR. WILLIAM GANGE:

12 MR. WILLIAM GANGE: And at page 1, 2,

13 3, and 4, there was an exchange between the Chair and

14 Mr. Warden on, I believe, day 2 of this Hearing. And

15 the Chair was asking Mr. Warden about the take-up of

16 DSM programs. And Mr. Warden, at page 3 of the exhibit

17 and page 663 of the transcript, starting at line 20,

18 Mr. Warden said:

19 "The uptake would be improved with the

20 appropriate price signals, and that's

21 why previous applications before this

22 Board have been with inverted rates. So

23 we'd like to see the more you use

24 electricity, the more you're going to

25 pay for that."

1 Mr. Warden introduced in -- at that
2 time, the concept of inverted rates. And would you
3 agree with me, sir, that inverted rates, inclining
4 rates, same concept?

5 MR. ROBIN WEINS: Yes.

6 MR. WILLIAM GANGE: And for the -- we
7 have had, in previous hearings, quite lengthy
8 discussions about inclining rates. And your proposal
9 before the Board at this hearing is that you have a
10 flat rate, and there is no proposal for an inclined
11 rate.

12 Is that correct, sir?

13 MR. ROBIN WEINS: Yes, that's correct.

14 MR. WILLIAM GANGE: And so in order for
15 the Board to understand the concept of in -- inclined
16 rates or inverted rates, Mr. Weins, can -- can you
17 explain what it means, what an inverted rate or an
18 inclined rate is?

19 MR. ROBIN WEINS: Well, a inclined rate
20 expression simply means that as the customer uses more
21 energy per time period -- typically, in our rate
22 structure it's per month -- that the price increases.
23 And it means that typically we will define a rate block
24 for customer class, say at -- at -- for the initial,
25 just to take an example, 900 kilowatt hours a month, we

1 will charge one rate. And if the customer exceeds 900
2 kilowatt hours, we will charge the customer a higher
3 rate on all the usage that exceeds 900 kilowatt hours.

4 The expression "inverted rates" -- I
5 believe, anyway -- came from the -- the historical
6 practice, which was nearly universal, of having
7 declining block rates, because the initial block was
8 intended to recover a significant portion of the fixed
9 costs, and then the remaining block or blocks would
10 recover the variable costs which were less than the
11 initial block had to recover, which was both fixed and
12 variable.

13 So most rate structures in North
14 America, going back twenty-five (25) or so years, were
15 of the declining block variety. So the expression
16 "inverted rates" came to mean, well, we're going to
17 turn that right on its head and we're going to have --
18 we're going to have a rate structure where we charge
19 more.

20 And why would we -- why -- why would we
21 have, first, a declining block rate structure, and then
22 why would we have made a determination -- or why would
23 some utilities and some regulators have made a
24 determination a generation or so ago that -- that it
25 would be more appropriate to have either a flat or an

1 inclining block rate structure really relates to what
2 the nature of costs was then and what it is now.

3 For most utilities back then, you had a
4 certain amount of fixed costs, or costs were defined to
5 fall into a fixed category, that you wanted -- you
6 didn't want their recovery to be dependent on variable
7 consumption. So you recovered them in the first 500 or
8 900 kilowatt hours per month along with the variable
9 costs, and thereafter you recovered only the variable
10 costs.

11 It was also considered efficient because
12 it would tell the customer, you know, Hey, you can
13 actually use more of this because it -- what it's
14 really costing at this point is only the variable
15 costs. What -- what has happened subsequently for at
16 least some utilities is that the decision of a customer
17 to consume more relates to a marginal cost which is, in
18 many cases, higher than the embedded cost.

19 So it becomes appropriate then to
20 consider what is the most efficient way of pricing.
21 And that would be that if -- that you recover your
22 embedded cost in the initial block and your higher
23 avoided or marginal costs in the higher block.

24 So we do have utilities principally on
25 the West Coast of the United States, as well as Canada

1 and also in Quebec, which have an inclining rate based
2 on those principles. Ontario also has a -- an
3 inclining rate as well, not necessarily based on
4 exactly the same principles, but based on similar
5 considerations.

6 MR. WILLIAM GANGE: Would it be fair to
7 say that the -- that the declining rate system was
8 designed at a time where energy was treated and
9 believed to be limitless?

10 MR. ROBIN WEINS: No, I -- I would
11 disagree with that.

12 MR. WILLIAM GANGE: Would you?

13 MR. ROBIN WEINS: I would disagree with
14 that. The -- the study of economics doesn't deal with
15 goods that are in limitless supply; there's always a
16 limitation. So it may have been at a time when it was
17 believed that the variable cost of energy was less to -
18 - that you could actually provide increasing amounts to
19 customers at variable cost rather than recovering a
20 fixed cost in all of the -- in all of the rate
21 structure.

22 MR. WILLIAM GANGE: Okay. And you've
23 given an example, and if I can give another example.
24 If the -- if the flat-rate cost -- and I -- and I'm
25 just going to pick numbers, so they aren't intended to

1 be accurate, but just for the purpose of -- of
2 illustrating the -- the inclining block rate.

3 And so if the -- if the flat rate were
4 to be eight (8) cents per kilowatt hour, the -- the
5 first block might well be set at something like six (6)
6 cents. and then -- and you mentioned the 900
7 kilowatts, I believe, that you -- you said. And the
8 second block might be set at ten (10) cents or ten and
9 a half (10 1/2) cents, something like that.

10 MR. ROBIN WEINS: That's -- that's
11 certainly a good example.

12 MR. WILLIAM GANGE: And -- and so that
13 the -- the basic usage would be consumed at a rate that
14 would be less than the flat rate, and that smaller
15 amount would be recaptured in the second block for
16 those -- by those customers who actually hit the second
17 block.

18 Is that correct, sir?

19 MR. ROBIN WEINS: Well, I -- I'm taking
20 it that you're describing two (2) situations in which
21 you want to recover the same revenue from the same
22 customer or the same group of customers. And one (1)
23 is via a flat rate which is equal to the embedded cost,
24 and the other is via an inclining block rate in which
25 the initial block of consumption is set to be -- to

1 recover less than the embedded cost on some criteria
2 which we haven't established and the subsequent block
3 is set to recover more.

4 MR. WILLIAM GANGE: Would you agree
5 with me, sir, that because when -- when this matter was
6 dealt with by this Board previously, the concept was
7 that it would be revenue neutral?

8 Is that correct?

9 MR. ROBIN WEINS: That's correct.

10 MR. WILLIAM GANGE: And would you agree
11 with me that the ideal situation, in terms of the
12 differentiation between the first block and the second
13 block, is that the -- the difference between the blocks
14 is significant enough that the consumer can see the
15 difference?

16 MR. ROBIN WEINS: Well, it's going to
17 have more impact if it is significant, but you've got,
18 as you can appreciate, a number of criteria that you
19 have to consider when you're coming up with that
20 difference. Presumably you want the incremental usage
21 to be at marginal cost, unless you have a good reason
22 why you would want to have it different from marginal
23 cost.

24 You would -- and -- and, you know,
25 marginal cost isn't, as -- as we've discussed before,

1 sometimes it's a notoriously difficult concept to pin
2 down. But you would at least like it to approximate
3 marginal cost, and you would like to set your first
4 block based on some -- the size of your first block
5 based on some meaningful criteria. It's probably not
6 going to be based on cost but it might be.

7 And -- and then the -- the price that
8 you attach to your first block, you know, revenue
9 neutral situation, is simply going to fall out of where
10 you set your second block price, and what size you set
11 your first block.

12 MR. WILLIAM GANGE: Correct.

13 MR. ROBIN WEINS: Okay. And it may be
14 -- it may result in a wide difference, or it may not.

15 MR. WILLIAM GANGE: There are,
16 according to the studies, and -- and I -- I don't know
17 if this was -- if -- if you, in looking at -- at the
18 concept of inclined rates, came to the conclus -- same
19 conclusion, but the studies that have been done and
20 published suggest that there are numerous benefits to
21 an inclined rate structure.

22 Is that a fair statement? There are
23 also disadvantages but I'm just going to ask you to
24 agree that there are -- that there are numerous
25 benefits to it.

1 MR. ROBIN WEINS: There are benefits to
2 pricing electricity as close as possible to marginal
3 cost; that may be an inclining block rate structure, or
4 it may be something else.

5 MR. WILLIAM GANGE: Okay. And just
6 dealing with the inclining block structure. One (1) of
7 the potential benefits is that it has the potential to
8 act as a desi -- demand-side management tool.

9 Would you agree with that, sir?

10 MR. ROBIN WEINS: Well, it sends a
11 price signal regarding the value of use, or the value
12 of -- alternatively, the value of conservation. And
13 the customer can make the decision, given -- assuming
14 that they have the information they need the customer
15 can make the decision as to whether or not they will
16 choose -- elect at the margin to conserve or to use.
17 Some of that information is the marginal cost. Other
18 information, of course, is the cost of conservation.

19 MR. WILLIAM GANGE: And is it fair that
20 the -- the theoretical belief is that higher prices
21 ought to result, doesn't always, but ought to result in
22 lower consumption?

23 MR. ROBIN WEINS: Actually that's a --
24 that's a fairly well established principle in
25 economics.

1 MR. WILLIAM GANGE: Okay. And in the -
2 - in our -- in our -- in Green Action Centre Exhibit
3 number 4, the Chair was asking Mr. Warden about the --
4 what -- what the Chair characterized as the poor uptake
5 of DSM programs. Would you agree with me, sir, that
6 one (1) of the benefits of an inclined block structure
7 is that it applies to everybody, whereas a DSM program
8 is only going to apply to those people who actually
9 take the time to invest in the DSM measure?

10

11 (BRIEF PAUSE)

12

13 MR. ROBIN WEINS: Well, that's
14 tautologically true, Mr. Gange. It -- the inverted
15 rate -- or the price signal from the rate structure
16 applies to everybody who uses the commodity, and the
17 demand-side management applies to those who see the
18 benefit of it, are able to make their own investment
19 and take advantage of whatever the Utility is prepared
20 to invest. So, I -- I would agree it's true.

21 MR. WILLIAM GANGE: And -- and --

22 MR. ROBIN WEINS: Just in that
23 tautological sense.

24 MR. WILLIAM GANGE: Yes, thank you.

25 And you mentioned that -- that -- that the studies that

1 -- that you've accepted is that higher prices should
2 result in lower consumption which then also ought to
3 translate into lower greenhouse gas emissions.

4 Would you agree with that, sir?

5 MR. ROBIN WEINS: Well, it has -- it
6 certainly has the potential to do that, assuming that
7 consumption is foregone, that -- in the Manitoba
8 situation, that the consumption that's foregone
9 releases hydroelectric energy that can be used in
10 markets in which coal or natural gas are the primary
11 fuels for generating electricity and can back off those
12 fuels then, yes, it has the potential to reduce global
13 carbon emissions.

14 MR. WILLIAM GANGE: Thank you, sir.
15 The -- the -- a benefit of the inclined rate is that it
16 -- it does send a stronger price signal than just the
17 flat rate.

18 Would you agree with that, sir?

19 MR. ROBIN WEINS: Oh, yes. A higher --
20 a higher rate is going to send a stronger signal for
21 conservation than a lower rate.

22 MR. WILLIAM GANGE: Would you also
23 agree with this, sir, that in terms of those -- the
24 principles that we talked about and -- and the
25 apportionment of costs of service, that an inclined

1 block rate has the potential to apportion more fairly
2 the costs of service because it assigns a higher
3 proportion of costs to the large customers who bear a
4 greater responsibility for the increasing costs?

5 MR. ROBIN WEINS: I'm not sure that I
6 would agree with that, Mr. Gange. If it were possible
7 and we had the knowledge -- necessary knowledge, the
8 appropriate price is to charge marginal cost on all
9 kilowatt hours affecting every customer, because it
10 sends that price signal to every kilowatt hour. In the
11 case where marginal costs exceed embedded cost, that
12 would transfer too much money to Manitoba Hydro within
13 the framework of the regulatory compact, unless we had
14 a larger political or policy framework that dealt with
15 the surplus effectively.

16 So, I'm -- I'm not certain that a higher
17 rate for incremental consumption does address the
18 fairness criterion; it does address the efficiency
19 criteria.

20 MR. WILLIAM GANGE: Okay.

21 MR. RAYMOND LAFOND: Mr. Gange, when
22 you refer to a larger customer within a particular
23 class, for instance, the residential customer class --

24 MR. WILLIAM GANGE: With -- within the
25 same class. And -- and when I use the word "larger",

1 Mr. Lafond, what I was referring to was larger consumer
2 of -- of power -- of electrical power. That's what I
3 was referring to.

4 And I -- I think that you and I were on
5 the same page on that, were we not, Mr. Weins?

6

7 (BRIEF PAUSE)

8

9 MR. ROBIN WEINS: Well, I think you
10 were trying to equate that to the fairness criterion,
11 and -- and I'm saying that I'm not certain that I agree
12 with you. I think the fairness criterion is best
13 judged by -- you know, like treatment of likes. And a
14 higher right for a thousand kilowatt hour customer as
15 compared to an 800 kilowatt hour a month customer
16 doesn't necessarily address that. It may, but it
17 doesn't necessarily do it.

18

19 CONTINUED BY MR. WILLIAM GANGE:

20 MR. WILLIAM GANGE: Okay. And I -- at
21 the risk of getting into a perhaps meaningless argument
22 with you, can I -- can I take your example of an eight
23 hundred (800) customer as opposed to a one thousand
24 (1,000) customer? The -- if -- if the -- the customer
25 that's using 200 kilowatts more, if that person were to

1 reduce those -- that consumption, there would be
2 potentially the possibility of being able to export
3 that 200 kilowatts.

4 MR. ROBIN WEINS: But -- but by the
5 same token, if the 800 kilowatt hour customer were to
6 reduce to six hundred (600) you would have exactly the
7 same potential.

8 MR. WILLIAM GANGE: Yes.

9 MR. ROBIN WEINS: You know, in order --
10 in order to attribute fairness in this type of a
11 situation, you have to make some sort of a social value
12 judgment about the value of one (1) customer's
13 consumption versus another's. And -- and I think those
14 types of -- those types of value-laden determinations
15 are really not very easy to make.

16 MR. WILLIAM GANGE: Okay. Thank you.
17 I -- I won't get into the argument any further than
18 that, Mr. Weins.

19 Would you agree with me that -- sir,
20 that -- that the inclining block rate maintains
21 universal affordability, in that on the assumption that
22 low income customers are -- are more likely to be low
23 consumption customers? The low income customers have
24 the advantage of the lower tier rate, and may well be
25 paying for all of their electricity at a rate below the

1 flat rate?

2 MR. ROBIN WEINS: You know, in the --
3 in the very circumscribed situation in which -- which
4 you describe --

5 MR. WILLIAM GANGE: Yes.

6 MR. ROBIN WEINS: -- if low income
7 customers are low kilowatt hour customers and high
8 income customers are high kilowatt hour customers, it -
9 - it may improve affordability. We don't know what the
10 rest of people's budgets are like, and all -- all the
11 things they have to deal with. But again you're
12 getting into the question of applying value to one (1)
13 customer as opposed to another customer.

14 So I'm not going to be able to travel
15 very far down that road with you, Mr. Gange.

16 MR. WILLIAM GANGE: Okay. That's fair
17 enough. Would you agree with me, sir --

18 MR. RAYMOND LAFOND: Okay. Can I --
19 can I --

20 MR. WILLIAM GANGE: Yes, sir?

21 MR. RAYMOND LAFOND: -- ask Mr. Gange -
22 - like, I'm -- I'm trying to following where you're
23 leading to, and what comes to my mind is in terms of --
24 of the discussion we're having, which is theoretically
25 I totally agree with you; however, in practice I'm not

1 sure at all how you would bring that into some kind of
2 order, or some kind of a sug -- a recommendation in
3 that, for instance -- even based on income.

4 You can have a wealthy single person
5 living in a 1,400 square foot home built five (5) years
6 by 2X6s, well insulated, versus the other person with
7 five (5) children whom -- who are teenagers and take
8 twenty (20) minute showers, and plus sisters from
9 University living at home, so a total of eight (8)
10 persons in that home, yes, maybe 3 or 400 square feet
11 more, but using a lot more electricity. And one (1) of
12 the reasons is because they have converted to
13 electricity many years ago, because they thought --
14 Hydro was telling them it was going to be much better,
15 while this new home is using gas and because prices are
16 much -- so where do you get there fairness, because
17 they're so different? Unless you brought it down to
18 one (1) person, whether or not they're heating with
19 electricity or their water heater is electricity. So
20 I'm not sure at all how we could deal with that.

21 MR. WILLIAM GANGE: Well, sir, the --
22 where -- where I am going is attempting to set up the
23 testimony of -- of Green Action Centre on -- on this
24 very issue. And, yes, of course there are always going
25 to be individual situations that -- as -- as you

1 described.

2 And -- and the testimony that I think
3 will be put forward by Mr. Chernick on behalf of the
4 Green Action Centre is that there are many regulators
5 and many utilities across North America that have
6 wrestled with this issue, including this Board
7 previously, including Manitoba Hydro previously, to
8 attempt to deal with the -- the -- this concept.

9 And one can never design a system that
10 is going to please everybody in every situation. And -
11 - and what has to be done is to design a system that,
12 generally speaking, is going to be promoting issues of
13 fairness and -- and non-discriminatory situations.

14 So I -- I understand the concept, or the
15 -- the -- I understand that issue, but it's a bigger
16 issue than just drilling down to one (1) on one (1).
17 So that's -- that's -- hopefully that answers...

18 MR. RAYMOND LAFOND: Partly. And I can
19 -- and I can see it applying much more with larger
20 industrial use customers than, for instance, with -- or
21 -- or general use customers than, for instance,
22 families or individuals, because most of their
23 situations are very different. There can be from one
24 (1) person to eight (8) persons in a home, for
25 instance?

1 MR. WILLIAM GANGE: I -- I agree with
2 you, sir. I agree with you on that. And -- and with
3 that I'll continue on -- in terms of -- of the -- the
4 discussion in terms of the bene -- the potential
5 benefits, with Mr. Weins.

6

7 CONTINUED BY MR. WILLIAM GANGE:

8 MR. WILLIAM GANGE: Would you agree
9 with me, sir, that -- I -- I mean, that one (1) of the
10 issues that I raised was that -- that the -- the
11 implementation of a -- an inclining block structure can
12 operate as -- as a demand-side management measure. And
13 in that concept the inclining block structure is number
14 1) easy to implement. It -- it requires work from your
15 department, but it's -- it's relatively easy to put it
16 into place.

17 Is it not, sir?

18 MR. ROBIN WEINS: Well, I -- you know,
19 I -- I wouldn't say it's without its burdens, but, you
20 know, in terms of if -- if you make a decision that
21 that's what you want to do, yes, we -- we come to this
22 Board and we explain to them why and -- and if they
23 agree with us then they approve it and we program it
24 into our billing system. But it's actually quite a bit
25 more complicated than that, you know, as the

1 discussions that we've had over the last five (5) or
2 six (6) years are -- are testimony to.

3 And -- and as I think everybody in this
4 room, or most people in this room are aware that we --
5 we did, at one (1) point, implement a -- an inverted
6 rate structure, and in a -- in a way in which we
7 thought would be the easiest way to implement, which
8 was to do it -- to gradually increase the difference
9 between the blocks. And as you're aware, we
10 experienced some problems, because we hadn't taken into
11 adequate account the situation that exists within
12 Manitoba, with respect to availability of gas and
13 alternative fuels and the commitment of many people in
14 the province to electric heat.

15 So we basically got the message through
16 a series of Board orders that we needed to deal with
17 that issue before we could bring back the question of
18 inclining block rates.

19 So easy to implement? Well, in some
20 respect yes, and in others, ver -- very much no.

21 MR. WILLIAM GANGE: And -- and what I
22 meant by easy to implement was that, for instance, it
23 does not require any new technology; it doesn't require
24 any fancy metering that would be a capital cost to
25 Manitoba Hydro and its customers.

1 MR. ROBIN WEINS: In -- in terms of
2 hardware, yeah, I think you're -- I think you're right,
3 and our experience proved that, that we could certainly
4 do that. But there's obviously much more to
5 successfully implementing a change in rate methodology
6 than just having the necessary hardware.

7 MR. WILLIAM GANGE: And -- and as -- as
8 you stated, and -- and Mr. Warden also said the -- the
9 same thing, that the real problem with inclining rates
10 in Manitoba has been the electrical heat customer?

11

12 (BRIEF PAUSE)

13

14 MR. ROBIN WEINS: Yes, I would say
15 that's been the biggest issue over the period that we
16 actually had inverted rates in place.

17

18 (BRIEF PAUSE)

19

20 MR. WILLIAM GANGE: And, sir, in...

21

22 (BRIEF PAUSE)

23

24 MR. WILLIAM GANGE: And at -- at page 5
25 of Exhibit 4, I provided to you, sir, the Hydro

1 response to PUB IR 1-01. And -- and in that the --
2 what Hydro commented upon was that:

3 "Other jurisdictions such as BC Hydro
4 have recently introduced inclining
5 block rates to replace the single
6 rate schedule for residential
7 customers, with the objective of
8 encouraging conservation by
9 reflecting the legacy cost of energy
10 in the first block and the marginal
11 cost of new energy in the second
12 block."

13 And would you agree, sir, that the --
14 the legacy cost of energy is considerably lower than
15 the marginal cost of new energy?

16

17 (BRIEF PAUSE)

18

19 MR. ROBIN WEINS: Mr. Gange, if you'd
20 asked me that question five (5) years ago I would have
21 said yes, without much hesitation; today I'm not so
22 certain. It does appear still to be lower, but if you
23 look at the existing rate that we're proposing for
24 residential, which is reflective of the legacy cost, it
25 is seven point two (7.2) cents a kilowatt hour. And

1 our estimate of marginal cost, looking forward, the
2 long run marginal cost is eight and a half (8 1/2)
3 cents. To -- to me that is close enough to say that we
4 are approximating marginal cost today in the
5 residential rate.

6 MR. WILLIAM GANGE: When you say that -
7 - that eight (8) cents, is that the average cost? The
8 -- the marginal cost, with respect to the new
9 generation, is significantly higher than eight (8)
10 cents, is it not, sir?

11 MR. ROBIN WEINS: I -- I'll have to
12 state this subject to check, but the marginal cost is
13 based upon a levelized value over the next twenty (20)
14 years or so, which captures, you know, the cost of...

15

16 (BRIEF PAUSE)

17

18 MR. ROBIN WEINS: So I -- I'm advised
19 that the -- that the incremental cost of new generation
20 is also with -- within that -- that type of a range of
21 eight (8) -- eight (8) cents or so, eight and a half (8
22 1/2) cents a kilowatt hour.

23 So that -- that is the marginal energy
24 cost that we're looking at going forward. It doesn't
25 capture all of the -- it doesn't capture the -- for

1 example, the distribution marginal costs, but those are
2 a relatively small part of the marginal cost of energy
3 looking forward for the residential customer.

4 So, yes, I think you probably do have
5 room to raise residential rates to reflect marginal
6 costs, but it's not the kind of room that we thought we
7 had five (5) years ago.

8 MR. RAYMOND LAFOND: Marginal costs
9 would include transmission?

10 MR. ROBIN WEINS: Generation,
11 transmission, distribution, and customer related costs,
12 as well.

13

14 CONTINUED BY MR. WILLIAM GANGE:

15 MR. WILLIAM GANGE: Sir, if you look at
16 page 10 of Exhibit 4. So this is from Board Order
17 number 116/'08. And under inverted rates the Board
18 said that it:

19 "Encourages Manitoba Hydro to develop
20 plans to employ an inverted rate
21 structure for all customer classes,
22 initially to be designed on a revenue
23 neutral to Manitoba Hydro basis, and
24 to send a price signal for every
25 kilowatt hour of energy used to

1 promote conservation."

2 Has -- has Manitoba Hydro ever prepared
3 a study with respect to inverted rates or inclined
4 block rate?

5 MR. ROBIN WEINS: If you're referring
6 to the general application of inclining block rates
7 among all classes, no, Manitoba Hydro has not.

8 MR. WILLIAM GANGE: Has -- has Manitoba
9 Hydro done anything with respect to complying with the
10 Board encouragement, as -- as disclosed on page 10 of
11 Exhibit 4?

12 MR. ROBIN WEINS: Mr. Gange, well, step
13 back for a minute. That's not quite true. We
14 certainly did not look at the details associated with
15 application of marginal costs rates to any class other
16 than the residential class. But the Board -- the Board
17 will be familiar -- perhaps the current membership, not
18 so much.

19 But we did file with the Board back in
20 2008, I believe, a study that was undertaken for -- on
21 our behalf by National Economic Research Associates
22 that looked at the broad principles around marginal
23 cost pricing of electricity to Manitoba customers in
24 all groups. But we didn't look at any specific types
25 of design.

1 MR. WILLIAM GANGE: Has -- has there
2 been a study undertaken with respect to the residential
3 class to attempt to address the issue of the electric-
4 heat customer and the problem faced by that customer?

5 MR. ROBIN WEINS: Not formally,
6 although, it's certainly the intent of Manitoba Hydro
7 to look at how we would deal with it most appropriately
8 with electric heat in the context of an inclining block
9 rate structure.

10 MR. WILLIAM GANGE: And -- and when you
11 say, Mr. Weins, it's -- it's the intention of Hydro to
12 do so, that study though hasn't -- hasn't yet been
13 undertaken?

14 MR. ROBIN WEINS: No, it's not.

15 MR. WILLIAM GANGE: Is there a
16 timeline? Is it -- is it on the list of to-dos?

17 MR. ROBIN WEINS: We don't have a
18 specific timeline. It is on the list of to-dos,
19 looking forward. But there's no specific timeline
20 that's set.

21 MR. WILLIAM GANGE: Okay, thank you.
22 One (1) of the things that came out of the position of
23 -- of -- well, first of all, the November 6th letter
24 from the PUB to the parties talked about setting up a -
25 - a stakeholder conference to discuss cost of service

1 and time-of-use rate review. And -- and the rebuttal
2 of Manitoba Hydro at pages 45 and 46 said that Manitoba
3 Hydro is prepared to consider a stakeholder conference
4 on these matters once the current GRA, including the
5 cost of service and time-of-use rate review, is
6 concluded.

7 Do you recall that, sir?

8 MR. ROBIN WEINS: Yes, I do.

9 MR. WILLIAM GANGE: The concept of a
10 stakeholder conference though is -- they -- the -- the
11 rebuttal went -- also went on to say:

12 "A technical conference would not,
13 however, be intended to solicit
14 alternatives to its already filed
15 proposal."

16 That's at page 45 of the rebuttal.

17 MR. ROBIN WEINS: I do recall that.

18 MR. WILLIAM GANGE: What did you mean
19 by that, that it would not be intended to solicit
20 alternatives?

21 MR. ROBIN WEINS: We have a cost of
22 service study that's before the Board. We have a time-
23 of-use rate proposal that's since superceded by the
24 November 6th filing; but nevertheless, that, at least
25 conceptually, is still before the Board and has been

1 delayed beyond the timing for these particular
2 hearings.

3 And the comment that you have just
4 referenced was intended to say -- was intended to say -
5 - those proposals have already been filed. If we
6 organize a stakeholder conference with respect to those
7 particular proposals, we're not asking for alternatives
8 to be filed. If we were -- I -- I believe that,
9 conceptually, you were referencing -- you were
10 referencing issues like inclining block rates, which
11 we're saying we -- we are prepared at some point to
12 look at stakeholder conferences, but not in the same
13 timing as we want to look at the issues that we've
14 already filed --

15 MR. WILLIAM GANGE: Okay.

16 MR. ROBIN WEINS: -- with the Public
17 Utilities Board.

18 MR. WILLIAM GANGE: Thank you. Do I
19 understand you, sir, to be saying that -- that, for
20 instance, a workshop on rate options outside of the
21 current process, but -- but to be set up perhaps by the
22 Public Utilities Board or administered by the Public
23 Utilities Board, that Hydro would be prepared to be
24 soliciting alternatives to the current rate structure?

25 MR. ROBIN WEINS: Apart from the

1 existing time-of-use proposals -- proposal and the cost
2 of service study material, I -- I'm not -- I'm not in a
3 position to commit Manitoba Hydro to that. But I'm
4 saying that we're certainly prepared to consider it.

5

6 (BRIEF PAUSE)

7

8 MR. WILLIAM GANGE: I -- I don't have
9 the reference for you, sir, but I believe that during
10 the opening comments Mr. Warden made a comment that it
11 would be Hydro's preference that a change in the rate
12 design, that -- that there should only be, at -- at
13 most, one (1) per year. I -- I-- and I don't believe
14 that you were present.

15 But -- but would that comment come as a
16 surprise to you?

17 MR. ROBIN WEINS: No, it wouldn't.

18 MR. WILLIAM GANGE: No. And so the --
19 in -- in that kind of a situation, sir, the -- the
20 current proposal before the Board is for a flat rate to
21 be implemented and -- as -- as you discussed with Mr.
22 Peters, across the board, varying, as you -- as you
23 pointed out, within the classes, but -- but generally,
24 an across-the-board increase of -- at 3.5 percent?

25 MR. ROBIN WEINS: For cost revenues,

1 yes.

2 MR. WILLIAM GANGE: Yes. And so that -
3 - that the -- Hydro would be opposed to suggestion that
4 -- that, in fact, when the Board reconvenes in the next
5 hearing and -- and is considering rate designs at -- at
6 that hearing, that -- that, for instance, an inclined
7 block structure be implemented?

8 MR. ROBIN WEINS: I need some
9 clarification on what you mean by "the next hearing".

10 MR. WILLIAM GANGE: The next -- what --
11 what -- we deferred a number of issues and -- and --
12 time-of-use costs, but also the -- the larger picture
13 of rate design was deferred to -- to the hearing at --
14 at some ill-defined time which currently is just, as I
15 understand it, the spring.

16 MR. ROBIN WEINS: We have the same
17 understanding, Mr. Gange. And in that context, I -- I
18 -- Manitoba Hydro would very, very much like to
19 implement any rate changes that are approved by this
20 Board for April the 1st of 2013. And I have some
21 difficulty imagining that we can complete the portions
22 of this Application which have been deferred in time
23 for April the 1st of 2013.

24 So we would have to have some kind of
25 position on when we wanted to implement any rate

1 changes, concepts, proposals, that come out of that
2 process. And what Mr. Warden is saying is that he
3 would prefer not to do it more than once a year. So I
4 would be looking in that context of probably
5 implementation of changes coming forth in -- probably
6 for the following April of 2014.

7 But I -- I don't -- you know, I don't
8 know for sure how that process of review is going to
9 unfold, so I'm commenting hypothetically. And maybe
10 I've already said more than I should.

11 MR. WILLIAM GANGE: Thank you, sir.
12 And if you could look at page 12 of Exhibit 4. And
13 this is an excerpt, sir, from Board Order 5/12 where,
14 in the final Order 5/12 the Board, as -- as its first
15 finding under, Section 20.12.0:

16 "The Board requires Manitoba Hydro to
17 file preliminary reports and status
18 updates on inverted rates with the
19 view to creating a significantly
20 higher-priced second energy block,
21 but providing an accommodation to
22 electric-heat customers, some of
23 which do not have access to natural
24 gas for heating."

25 That's what we were just talking about,

1 sir. You don't have a timeline for when Manitoba Hydro
2 will satisfy the requirement of the Board with respect
3 to inverted rates?

4 MR. ROBIN WEINS: I don't have a
5 timeline today, no.

6

7 (BRIEF PAUSE)

8

9 MR. WILLIAM GANGE: Thank you, Mr.
10 Weins, that concludes my questioning. Thank you very
11 much, Mr. Chair.

12 MR. RAYMOND LAFOND: I have a question.
13 Mr. Gange, based on your questioning and presentation,
14 would you recommend, essentially, to start
15 approximating to some extent inclining rates, that the
16 basic monthly charge be removed?

17 MR. WILLIAM GANGE: I don't believe
18 that that's part of Mr. Chernick's testimony. He'll be
19 here next week, Monsieur -- Monsieur Lafond, and you
20 can certainly ask him about that.

21 I -- what I -- what I would -- you've
22 asked me what I would recommend to you. I -- I'm going
23 to go on a different tangent. I think that it's
24 unfortunate that Board Order 5/12, that that
25 requirement has not yet been complied with. I think it

1 would be helpful to everybody if -- if that requirement
2 were repeated in this hearing by -- by this Board.

3 We -- we did -- I -- I can say, Monsieur
4 Lafond, Professor Miller is -- is reminding me that the
5 Green Action Centre or -- under its previous acronym,
6 supported Manitoba Hydro's position at the last hearing
7 of lowering the basic charge by -- I can't exactly
8 remember the amount, but it was a couple of dollars, I
9 believe.

10 Mr. Weins...? It was something like
11 that.

12 MR. ROBIN WEINS: By a dollar per year.

13 MR. WILLIAM GANGE: Okay, thank you.
14 So we did -- we did support that position. And I --
15 and I do think, more than that, Mr. Chernick would be
16 happy to respond to any questions that you have about
17 the inclined block rate next week.

18 THE CHAIRPERSON: I'm looking at the
19 time, and we have some time available. And I wonder,
20 Mr. Williams, are you prepared to step into the breach?

21 MR. BYRON WILLIAMS: I'm not sure I can
22 fill the -- the shoes of either Mr. Peters or My -- My
23 Friend, Mr. Gange. I'm certainly ready. I do have
24 some materials to distribute. So, Mr. Chair, I wonder
25 if we could stand down for just a few minutes for that

1 purpose.

2 THE CHAIRPERSON: Let's take ten (10)
3 minutes. Thank you.

4

5 --- Upon recessing at 3:07 p.m.

6 --- Upon resuming at 3:20 p.m.

7

8 THE CHAIRPERSON: I believe we're ready
9 to resume proceeding, so over to you, Mr. Williams.

10 MR. BYRON WILLIAMS: Yes, and hopefully

11 I'll -- I'll just be referring to two (2) documents.

12 One (1) is a new assembly of CAC supporting materials,
13 which I believe should be marked as CAC Exhibit number
14 8 and it should -- I'm not sure if the panel has it --
15 it does, okay.

16

17 --- EXHIBIT NO. CAC-8: CAC supporting materials

18

19 CROSS-EXAMINATION BY MR. BYRON WILLIAMS

20 MR. BYRON WILLIAMS: And so, Mr. Weins,
21 we'll spend a bit of time on that. The other thing you
22 may want to have available is from my friend Mr.

23 Peters, his Volume III, and specifically page 417. We
24 wont be there for a while but -- or for a few minutes
25 anyways, but if you just want to have it nearby.

1 And Mr. Weins, you have those documents?

2 MR. ROBIN WEINS: I do.

3 MR. BYRON WILLIAMS: And on behalf of
4 our clients, Mr. Weins, let us say that it's great to
5 have you back looking as exceedingly fit as -- as you
6 do.

7 MR. ROBIN WEINS: Thank you for your
8 kind words, Mr. Williams.

9 MR. BYRON WILLIAMS: And just for the
10 panel's benefit, I'm going to spend a little time on --
11 on de -- issues related to diesel. We've eliminated a
12 bit of our -- our material, given Mr. Peters's work,
13 but we still have a bit to cover and then we'll be
14 going to the issue of price elasticity which -- or the
15 responsiveness of consumers to price signals, which
16 both the panel this morning and my friend Mr. Gange,
17 touched upon. So, those will be the two (2) subjects
18 that we -- we hope to cover.

19 Mr. Weins, just recognizing that there
20 are a number of interim diesel orders as well as --
21 before this panel. I wonder if you can -- you would
22 agree to assist me and assist the panel in just at a --
23 I'll -- and I'll walk you through it, but at a high
24 level, walking through a bit of the history of this
25 diesel file?

1 MR. ROBIN WEINS: We can do that.

2 MR. BYRON WILLIAMS: And back to a time
3 when I was better looking, Mr. -- Mr. Weins. It's hard
4 to believe. But -- if -- if we -- there's an
5 inordinate amount of heckling Mr. Chair.

6 Sorry, Mr. Weins. But if we think of
7 the diesel file back pre the 2004 agreement, it would
8 be fair to say that there had been a large accumulated
9 deficit accrued relatable to variable and capital
10 costs?

11 MR. ROBIN WEINS: Well, it was related
12 to all the costs that were incurred to provide service
13 in the diesel community. That was simply the volume of
14 cost that had not been recovered to March the 31st of
15 2004, from the rates that were charged.

16 MR. BYRON WILLIAMS: Fair enough. And
17 I appreciate that. And so, in addition to, kind of,
18 the -- the large accumulation of historical costs not
19 recovered in rates, would it be fair to say that there
20 was also an impassioned debate on a going-forward basis
21 in terms of who should be responsible for -- for costs
22 going forward from that 2004 date?

23 MR. ROBIN WEINS: Well, there was
24 certainly some discussion about it.

25 MR. BYRON WILLIAMS: Now, you indicated

1 to My Friend, Mr. Peters, that -- and -- and directing
2 your attention certainly to page 1 of CAC Exhibit 8,
3 you indicated to My Friend, Mr. Peters, that there was
4 an agreement reached in -- in the early part of 2004,
5 Mr. Weins? Agreed?

6 MR. ROBIN WEINS: There was a tentative
7 settlement arrived at about July of 2004.

8 MR. BYRON WILLIAMS: And one aspect of
9 that tentative sent -- settlement dealt with a
10 mechanism to address the pre-2004 deficit, correct?

11 MR. ROBIN WEINS: Yes.

12 MR. BYRON WILLIAMS: And just --
13 without getting into too many details, it would be fair
14 to say that certainly Manitoba Hydro agreed to kick in
15 certainly in the range of \$17 million to help eliminate
16 the then accumulated deficit.

17 Would that be fair, sir?

18

19 (BRIEF PAUSE)

20

21 MR. ROBIN WEINS: Yes, that's correct,
22 Mr. Williams.

23 MR. BYRON WILLIAMS: And, Mr. -- Mr.
24 Weins, just referring you to page 3 of CAC 8.
25 Hopefully, this is the right reference, but there was

1 also an agreement, without getting into too many
2 details, by -- by what was then known as INAC, to -- to
3 make a contribution to some of the deficit that had
4 accumulated prior to 2004, agreed?

5 MR. ROBIN WEINS: No, that's not quite
6 correct. What we were looking for and sub --
7 subsequently became part of the agreement, was that we
8 would recover the capital costs which had not yet been
9 depreciated in the diesel zone via contributions rather
10 than through a rate, and that is what INAC agreed to
11 support.

12 MR. BYRON WILLIAMS: Thank you for
13 that, Mr. Weins. And just so I'm clear though, in
14 terms of the recovery of the capital cost, was -- and
15 I'm not looking at the post 2004 period, what -- did
16 INAC also agree to make a contribution to the costs
17 pre-2004?

18 MR. ROBIN WEINS: Oh, definitely,
19 definitely. If you're referring to page 3 that is what
20 this is referring to.

21 MR. BYRON WILLIAMS: So what -- what
22 this represents looking to page 3, which is the
23 Corporation's response to CAC/Manitoba Hydro Diesel 1
24 da -- First Round 13B is contributions made by what was
25 then known as INAC, as well as other Federal and other

1 provincial agencies, to the deficit that had accrued
2 prior to 2004?

3 MR. ROBIN WEINS: No, not the deficit.

4 MR. BYRON WILLIAMS: The capital costs.

5 MR. ROBIN WEINS: The capital that was
6 included that had not been depreciated and that was
7 still in service for the four (4) diesel communities.

8 MR. BYRON WILLIAMS: Yeah, and I was
9 imprecise. So what this represents is a contribution
10 to the capital that had been not yet depreciated, but
11 that had been in -- in place prior to 2004?

12 MR. ROBIN WEINS: Correct.

13 MR. BYRON WILLIAMS: And in terms of
14 what was then known as INAC, it made a contribution in
15 the range of \$20 million plus interest, agreed?

16 MR. ROBIN WEINS: Yes.

17 MR. BYRON WILLIAMS: And the
18 contribution of the other Federal and the other
19 provincial agencies was in the range of a million
20 dollars?

21 MR. ROBIN WEINS: Well, this refers to
22 payments received after July 7, 2005. So, from my
23 recollection, this would not have included the entire
24 contribution of those agencies, because some of it was
25 made before July the 7th, 2005.

1 MR. BYRON WILLIAMS: And -- and I thank
2 you for this, Mr. Weins. This is all -- all though
3 looking at that capital that had not been depreciated
4 prior to 2004?

5 MR. ROBIN WEINS: Yes, it is.

6 MR. BYRON WILLIAMS: Now I see that, in
7 terms of the other Federal and other provincial
8 agencies, interest was not charged to them in respect
9 of these payments.

10 Is that right, sir?

11 MR. ROBIN WEINS: To my recollection
12 that's correct.

13 MR. BYRON WILLIAMS: And why was that?

14 MR. ROBIN WEINS: Well, in part it
15 would certainly be because the obligation to make these
16 payments was presented to them as -- they could do it
17 in a lump sum at the time, which some of them did, or
18 they could -- they would be charged -- at that time we
19 had two (2) approved rates for government customers in
20 the diesel zone and they could elect to continue paying
21 the higher rate until the contribution -- or the amount
22 was amortized. Some paid immediately, some paid in two
23 (2) payments, and some opted to continue to pay the
24 higher rate, and we simply did not elect to apply
25 interest to it at that time.

1 Whereas, with INAC, as they were known
2 then, we had a specific agreement that called for them
3 to pay a specific amount, and on any amounts that were
4 paid after a certain date that -- that there would be
5 interest that would be chargeable to it.

6 MR. BYRON WILLIAMS: So to the extent
7 that interest wasn't charged, that would be borne by
8 the grid customers, sir?

9 MR. ROBIN WEINS: It would flow through
10 the Hydro's bottom-line, which I guess is the same
11 thing.

12 MR. BYRON WILLIAMS: Now -- now, Mr.
13 Weins, as we look to the agreement reached as -- as
14 you've indicated, tentatively in July of 2004,
15 conceptually moving forward the -- the idea was to have
16 the funding of capital expenditures and related annual
17 fixed costs funded through customer contributions
18 rather than -- than rates, agreed?

19 MR. ROBIN WEINS: Well, yes, certainly
20 the vast majority of capital expenditures we were
21 expecting, as part of this agreement, we would fund by
22 capital contribution.

23 MR. BYRON WILLIAMS: Now, just
24 directing your attention to page 7 and 8 of CAC-8, Mr.
25 Weins. And you had a discussion with My Friend Mr.

1 Peters, in terms of the post-2004 accumulated operating
2 cost deficit in the diesel zone.

3 Do you recall that discussion, sir?

4 MR. ROBIN WEINS: Yes, I do.

5 MR. BYRON WILLIAMS: And -- and just
6 for the purposes of clarity, Mr. -- Mr. Weins, I
7 believe you estimated that figure to be in -- about \$8
8 million, earlier in your discussion with Mr. Peters?

9 MR. ROBIN WEINS: That was my
10 recollection.

11 MR. BYRON WILLIAMS: And if we look to
12 page 7 of CAC-8, being a excerpt from Order 134/'10, it
13 seems to be suggesting that the calculated post-2004
14 accumulated deficit was -- was \$7 million to the end of
15 March 2010.

16 Mr. Wein, not a -- a lot -- Weins -- not
17 a lot turns on it, but is that -- do you have any sense
18 of whether the 7 million or the 8 million is a more
19 accurate figure, sir?

20 MR. ROBIN WEINS: Well, I would say at
21 that time that it -- it references that the 7 million
22 would be more accurate. You know, over that period of
23 years internally we made several calculations and the
24 number changed from one (1) to the other, which is why
25 I'm remembering a ballpark number rather than a precise

1 amount.

2 This would reference the end of March
3 2010 and I would accept that.

4 MR. BYRON WILLIAMS: And that figure in
5 the range between 7 and \$8 million was -- in essence,
6 Manitoba Hydro did not seek to recov -- cover that from
7 the diesel customers?

8 MR. ROBIN WEINS: That's correct.

9 MR. BYRON WILLIAMS: It essentially
10 forgave it?

11 MR. ROBIN WEINS: Well, what we said at
12 the time was that we were not going to consciously, or
13 as -- as a matter of deliberate intent, try to recover
14 it. We would track it. There was some expectation in
15 some cases, in some years, we may actually achieve
16 surpluses that would offset it, but that, to the extent
17 that it was not recovered by such surpluses, that, yes,
18 it would be -- it would be forgiven or absorbed in
19 Manitoba Hydro's bottom-line.

20 MR. BYRON WILLIAMS: And the bottom-
21 line, again, is the grid customers, sir; were you
22 equating them?

23 MR. ROBIN WEINS: That is the bottom-
24 line.

25 MR. BYRON WILLIAMS: And -- and I

1 believe, Mr. Weins, just -- and subject to check, the -
2 - the deficit in the 2010/'11 year would have been in
3 the range of 1.4 or \$1.5 million, sir?

4 MR. ROBIN WEINS: I think we discussed
5 that earlier and that -- that sounds right.

6 MR. BYRON WILLIAMS: Now, Mr. Weins,
7 just directing you -- your attention to pages 14,
8 roughly through 18. But start at page 14 of CAC
9 Exhibit 8.

10 Would it be accurate to say that in
11 terms of post-2004 capital expenditures, Hydro has not
12 received contributions from any government agency,
13 other than what we now know as AANDC?

14 MR. ROBIN WEINS: That would be
15 correct.

16

17 (BRIEF PAUSE)

18

19 MR. BYRON WILLIAMS: And, Mr. Weins,
20 ballpark -- and I'm not sure if page 18 will assist you
21 with this or not. But can -- can you estimate --
22 estimate what is owed, in -- in terms of capital
23 contributions from these other government agencies?

24 MR. ROBIN WEINS: I'm -- I'm advised
25 the most recent number we have is eight hundred and

1 fifty-six thousand dollars (\$856,000)

2 MR. BYRON WILLIAMS: Okay. And, sir,
3 that -- that eight hundred and fifty-six thousand
4 (856,000), would I -- would I be correct in suggesting
5 that it does not include interest? Or -- or does it?

6 MR. ROBIN WEINS: Does not include
7 interest.

8 MR. BYRON WILLIAMS: And would -- would
9 I also be correct in suggesting it doesn't include any
10 cost associated with Brochet soil remediation?

11 MR. ROBIN WEINS: That would also be
12 correct.

13 MR. BYRON WILLIAMS: So certainly, if
14 one threw in interest and Brochet soil remediation, one
15 might be getting closer to a million dollars, sir?

16 MR. ROBIN WEINS: That sounds likely.

17 MR. BYRON WILLIAMS: Now, Mr. Weins,
18 directing your attention to page 16, my understanding
19 is that Manitoba Hydro did send out letters, seeking to
20 collect these capital contributions, some dating back a
21 number of years, to potential contributors in August of
22 2012, agreed?

23 MR. ROBIN WEINS: Yes.

24 MR. BYRON WILLIAMS: And to date, is it
25 -- it's -- it's accurate to say that you've not

1 received any contribution from -- for the post-2004
2 capital expenditures?

3 MR. ROBIN WEINS: That's correct.

4

5 (BRIEF PAUSE)

6

7 MR. BYRON WILLIAMS: Mr. Weins, just
8 peeking at -- at page 18 of CAC Exhibit 8, and you'll
9 agree with me that it's a response to an Information
10 Request CAC/Hydro 1-94(c)?.

11 MR. ROBIN WEINS: Sure.

12 MR. BYRON WILLIAMS: And, Mr. Weins, is
13 -- is this -- directing your attention to the column,
14 "Capital costs," does this suggest that the post-2004
15 capital costs associated with diesel sites has been
16 about \$12.4 million?

17 MR. ROBIN WEINS: Yes, it does.

18 MR. BYRON WILLIAMS: And to date, AANDC
19 has paid in the range of \$7 million, recognizing that -
20 - that this total may not reflect the Tadoule Lake
21 major overhaul generation figure?

22

23 (BRIEF PAUSE)

24

25 MR. ROBIN WEINS: The may -- the

1 Tadoule major overhaul is listed here as part of the
2 total capital costs. What's not listed is any
3 contribution in respect of it, because I believe that
4 one has not yet been finalized. But there's another
5 item here that's since 2004, which is a genset that was
6 added at Tadoule Lake for which a contribution was
7 received from AANDC. And we've discussed this at
8 previous hearings, for which continual contribution has
9 been received from other government customers.

10 MR. BYRON WILLIAMS: So, so, Mr. Weins,
11 just so I understand that point, is that non-
12 contribution from other government customers reflected
13 on -- on this table?

14 MR. ROBIN WEINS: Well, the item isn't
15 mentioned at all on this table, so the contribution or
16 non-contribution is not reflected either.

17 MR. BYRON WILLIAMS: Without going to
18 too much difficulty, Mr. Weins, would it be possible to
19 update this table to reflect that additional capital
20 cost?

21 MR. ROBIN WEINS: Yeah, I -- I would
22 suggest that it's more in the nature to expand rather
23 than to update, because I believe it's the oldest item
24 -- it's the oldest item on here, or would be if it were
25 here.

1 MR. BYRON WILLIAMS: So the undertaking
2 would be to -- forgetting your words, Mr. Weins, I
3 think you said add --

4 MR. ROBIN WEINS: To add it onto.

5 MR. BYRON WILLIAMS: Add the additional
6 item related to the Tadoule Lake generation that is not
7 reflected on this current table.

8 MR. ROBIN WEINS: That's right.

9

10 --- UNDERTAKING NO. 55: Manitoba Hydro to add the
11 item related to Tadoule
12 Lake generation that is not
13 reflected on the current
14 table

15

16 CONTINUED BY MR. BYRON WILLIAMS:

17 MR. BYRON WILLIAMS: Now, Mr. Weins,
18 you had a discussion with My Friend, Mr. Peters, about
19 the -- the one (1) of the -- well, the major item to
20 which Manitoba Hydro and Brochet have not reached
21 agreement.

22 And that is the \$2.87 million soil
23 remediation associated with Brochet?

24 MR. ROBIN WEINS: Yes.

25

1 (BRIEF PAUSE)

2

3 MR. BYRON WILLIAMS: So, Mr. Weins,
4 just asking you to -- to turn to page 23 of CAC Exhibit
5 8, which is Appendix 11.1 -- or, you'll agree with me,
6 is a excerpt from Appendix 11.1, Schedule 3?

7 MR. ROBIN WEINS: Yes.

8 MR. BYRON WILLIAMS: And if we go down
9 to the bot -- the bottom line on the -- on the bottom
10 right-hand column, we see that seven hundred and forty-
11 seven thousand, six hundred and seven dollar figure
12 (\$747,607) which represents the depreciation expense
13 and the interest expense that Manitoba Hydro wishes to
14 add to the cost of service for -- for the diesel
15 communities, agreed?

16 MR. ROBIN WEINS: Well, in fact, that
17 we have added to the cost of service as it's presented
18 in this Application.

19 MR. BYRON WILLIAMS: And just so I
20 understand it, sir, this wouldn't -- am I correct in
21 suggesting to you that this only reflects the AANDC
22 outstanding capital and deprec -- and interest, or does
23 it also reflect the outstanding capital and interest
24 from other government?

25 MR. ROBIN WEINS: Are you referring to

1 the seven hundred and forty-seven --

2 MR. BYRON WILLIAMS: Yes, I am, sir.

3 MR. ROBIN WEINS: -- thousand

4 (747,000)? It would reflect the amount that would be
5 applicable to all contributors, simply because if AANDC
6 was a signatory to the agreement, was not prepared to
7 make that contribution, we didn't -- we determined that
8 it wouldn't be reasonable to ask the other government
9 customers to make it in the form of a contribution. So
10 we would calculate the whole amount and put it into the
11 cost of service, if you will, the current year cost
12 service, depreciation and interest on those amounts.

13 MR. BYRON WILLIAMS: And just so I'm
14 clear, Mr. Weins, leaving aside the soil rem --
15 remediation, if we look to other categories for
16 interest expense, that would be Manitoba Hydro's
17 calculation of the interest expense owed by both the
18 AANDC and the other government?

19 MR. ROBIN WEINS: Correct.

20

21 (BRIEF PAUSE)

22

23 MR. BYRON WILLIAMS: Timing-wise, Mr.
24 Weins, do you have any thoughts on the appropriateness
25 of seeking to include the other government costs, given

1 that you didn't take efforts to -- by correspondence,
2 anyways -- to recover it until August of 2012?

3 MR. ROBIN WEINS: Could you repeat
4 that, please?

5 MR. BYRON WILLIAMS: How about I ask it
6 better?

7 MR. ROBIN WEINS: Either would work.

8 MR. BYRON WILLIAMS: Mr. Weins, just in
9 terms of outstanding amounts from the -- from the
10 government, other than AANDC, we've agreed that
11 Manitoba Hydro didn't send correspondence seeking
12 recovery until August of 2012?

13 MR. ROBIN WEINS: That's correct.

14 MR. BYRON WILLIAMS: And so my question
15 to you, sir, is -- is whether, given how relatively new
16 Hydro's efforts are in terms -- at least
17 correspondence, in terms of recovering it, whether it's
18 -- whether, in your view it's -- it's -- this is the
19 most appropriate time to try and include it, in terms
20 of the cost of service, sir?

21 MR. ROBIN WEINS: Well, I'm not sure
22 that there is any appropriate time that's more
23 appropriate than any other to include it. It's either
24 costs that, for various reasons, we were not able to
25 seek or we did not seek recovery of them, and they were

1 incurred at various times in the past.

2 What's included in here is interest from
3 the date of the in-service. It's -- it's laid out
4 there for the Board and for participants to see.
5 Whether it will be possible to recover those costs at
6 all is in part -- it's, in part, a decision of the
7 Board. If they believe that interest should accrue
8 only from August the 10th of 2012, then that would be
9 what Manitoba Hydro would do.

10 MR. BYRON WILLIAMS: Mr. Weins, we'll -
11 - I thank you for that, and certainly my client will
12 reflect upon it. Turning to page 24 of CAC Exhibit 8,
13 and specifically the -- the second-last paragraph and,
14 really, the last two (2) lines.

15 Just to make sure my understanding is
16 correct, you've indicated already, sir, in your
17 conversation with -- with My Friend, Mr. Peters, that
18 the rate that Manitoba Hydro is seeking, with regard to
19 government customers being two dollars and twenty-seven
20 cents (\$2.27) per kilowatt hour, is less than the in --
21 indicative rate under the approved form -- let me back
22 up. It's less than the indicative rate of two dollars
23 and fifty-four cents (\$2.54).

24 Is that right, sir?

25 MR. ROBIN WEINS: Yes.

1 (BRIEF PAUSE)

2

3 MR. BYRON WILLIAMS: We're going to
4 jump a few pages, Mr. Weins, to page 30. I believe
5 you've indicated in my -- in conversations with My
6 Friend, Mr. Peters, that a final compilation of the
7 costs associated with diesel in the 2011/2012 year has
8 not yet been completed.

9 Is that correct, sir?

10 MR. ROBIN WEINS: That's correct.

11 MR. BYRON WILLIAMS: Is it accurate to
12 say though that the revenues are some -- a bit more
13 than three hundred thousand (300,000) lower than
14 projected?

15 MR. ROBIN WEINS: Yes, it is.

16 MR. BYRON WILLIAMS: And, Mr. Weins, in
17 turn -- in the events that the costs remain the same
18 but the revenues are -- are lower, would it be accurate
19 to say that those costs would flow to the bottom line
20 of Hydro and to the grid?

21 MR. ROBIN WEINS: Yes.

22 MR. BYRON WILLIAMS: Mr. Weins, at --
23 just -- this will be the one reference to Board counsel
24 -- Board counsel's document, page 417.

25 You'll recall your conversation with My

1 Friend, Mr. Peters, in terms of the projected loss for
2 the 2012/'13 year of \$1.4 million, sir.

3 You recall that?

4 MR. ROBIN WEINS: Yes.

5 MR. BYRON WILLIAMS: And am -- am I
6 correct in suggesting that was based upon an assumption
7 of revenue of \$6.4 million?

8

9 (BRIEF PAUSE)

10

11 MR. BYRON WILLIAMS: As set out on the
12 right-hand side, Mr. Weins, under '12 --

13 MR. ROBIN WEINS: I -- I do see it.
14 I'm just trying to place it all in context and get the
15 time right as well. So it looks as if this was filed
16 on July the 6th of this year, so based on the rates
17 that we were requesting at that time...

18 MR. BYRON WILLIAMS: I've got an answer
19 for you for -- for that, Mr. Weins, if you're --

20 MR. ROBIN WEINS: I thought you were
21 supposed to ask the questions.

22

23 (BRIEF PAUSE)

24

25 MR. BYRON WILLIAMS: Well, let's --

1 let's start with this one (1), sir. Can -- the -- the
2 calculation of the \$1.4 million deficit reflected in
3 Schedule 4.4, as presented here, was based on an
4 assumption of revenue of \$6.4 million, agreed?

5 MR. ROBIN WEINS: Yes.

6 MR. BYRON WILLIAMS: And flipping you
7 back to my book, Mr. Weins, at page 32, specifically to
8 your -- Hydro's response to CAC-1-93(e), would it be
9 correct to suggest that that revenue figure might be
10 overstated by about one hundred and fifty thousand
11 dollars (\$150,000)?

12 MR. ROBIN WEINS: Yes, based on the
13 fact that these rates didn't come into effect until
14 September the 1st.

15 MR. BYRON WILLIAMS: So all other
16 things being equal, Mr. Weins, the -- the net loss
17 would be an additional hundred and fifty thousand
18 (150,000) higher?

19 MR. ROBIN WEINS: That would be a
20 reasonable inference, assuming everything else
21 progresses to the end of the year as it was forecast at
22 that time.

23 MR. BYRON WILLIAMS: Mr. Weins, thank
24 you for that quick review of diesel history. I may
25 have a few more questions on it, but I -- I don't

1 anticipate many.

2 I'd like to -- to turn to -- to a
3 discussion of the response of consumers to price. And,
4 Mr. Weins, you'll recall in your -- if you're looking
5 for references in the -- in the CAC materials, we're
6 not going to be there for a couple minutes, but you can
7 start at page 41.

8

9 (BRIEF PAUSE)

10

11 MR. BYRON WILLIAMS: Mr. Weins, you'll
12 recall in your discussion with Mr. Peters this morning,
13 in terms of the proposed rate increases for the
14 residential class and focussing on the energy charge
15 rather than the -- the other charge, a key rationale
16 you offered was that -- that Manitoba Hydro was trying
17 to approximate -- try -- trying to approximate the
18 marginal cost of energy and that the energy rate had
19 the most influence on usage.

20 Did I cap -- capture your message --

21 MR. ROBIN WEINS: Yes.

22 MR. BYRON WILLIAMS: -- there, sir?

23 And so I'd -- I'd like to not necessarily talk about
24 inverted rates, but talk about this -- how consumers
25 respond to price.

1 And, Mr. Weins, am I correct in
2 suggesting that in traditional economic thought, the
3 concept of own price elasticity describes the
4 relationship between changes in price and changes in
5 the quantity of good demanded?

6 MR. ROBIN WEINS: That's correct.

7 MR. BYRON WILLIAMS: And price
8 elasticity in this context, Mr. Weins, is the
9 percentage change in use one might observe as a result
10 of a 1 percent increase in price, all other things
11 being constant?

12 MR. ROBIN WEINS: Yeah. You -- you
13 could describe it that way. It's simply the -- the
14 ratio of the response of the quantity to the response
15 of the price. So if the -- to use your example of a 1
16 percent change in price, if -- if the quantity demanded
17 changes by 1 percent, you have what's called unitary
18 elasticity, that the response is proportioned to the
19 change in price. Obviously, there are other levels of
20 response, too.

21 MR. BYRON WILLIAMS: And would I be
22 correct, at a general level, in suggesting that a
23 demand for good would be considered to be more
24 inelastic if a 1 percent increase in price leads to a
25 less than 1 percent decrease in use?

1 MR. ROBIN WEINS: Well, in fact, that's
2 the definition of "inelastic".

3 MR. BYRON WILLIAMS: I thought I had
4 that Mr. Weins.

5 Now, and you had a bit of a discussion
6 with my friend, Mr. Gange, of -- of this exact
7 information response on page 41. But as we sit today,
8 Mr. Weins, if -- if Hydro's application is granted, the
9 proposed residential April 1st, 2013 would be seven
10 point two (7.2) cents per kilowatt hour?

11 MR. ROBIN WEINS: Yes, I believe
12 precisely seven point two-o-two (7.202) cents, but
13 you're -- you're there.

14 MR. BYRON WILLIAMS: Like Mr. Peters, I
15 missed that critical o-two (02).

16 And the current estimate of long run
17 marginal cost of Manitoba Hydro is in the range of
18 eight point five-two (8.52) cents per kilowatt hour?

19 MR. ROBIN WEINS: Yes.

20 MR. BYRON WILLIAMS: And, Hydro would
21 agree that in terms of short run marginal costs, the
22 proposed seven point two (7.2) cent rate for
23 residential customers would be higher than current
24 short run marginal cost?

25 MR. ROBIN WEINS: Yes.

1 MR. BYRON WILLIAMS: Now, Mr. Weins,
2 subject to check, would I be correct in suggesting to
3 you that to move from that seven point two (7.2) cents
4 to an -- to the eight point five-two-o-two (8.5202)
5 would require about an 18 percent increase in -- in
6 residential rates?

7 MR. ROBIN WEINS: That would be close.

8 MR. BYRON WILLIAMS: Mr. Weins, there -
9 - there are other factors, but in terms of how
10 consumers -- in terms of factors that influence
11 consumers inclination and motivation to respond to
12 price changes, would it be fair to say that the
13 availability of substitutes to electricity is an
14 important factor?

15 MR. ROBIN WEINS: Yeah, generally
16 speaking, when you're talking about factors that
17 impinge on price-elasticity, the availability of
18 substitutes is fairly important.

19 MR. BYRON WILLIAMS: Now, circled on
20 page 41 of CAC Exhibit 8, Mr. Weins, you'll see a
21 statement from Manitoba Hydro suggesting that price-
22 elasticity for electricity in the residential sector -
23 - sector is traditionally low, therefore requiring a
24 substantial difference to affect a marginal change.

25 Do you see that, sir?

1 MR. ROBIN WEINS: Yes, I do.

2 MR. BYRON WILLIAMS: And that's your
3 view?

4 MR. ROBIN WEINS: Pardon?

5 MR. BYRON WILLIAMS: That is your view,
6 sir?

7 MR. ROBIN WEINS: That has been the
8 general finding in studies of residential response to
9 price changes; is -- is that it's fairly inelastic. I
10 believe in the study that you've included in your
11 document here that we're looking at, some are point --
12 point one (.1) or point one five (.15) percent as being
13 the price-elasticity, and that's -- you know, so within
14 the range of broad experience.

15 MR. BYRON WILLIAMS: And -- and let's --

16 MR. ROBIN WEINS: It -- it doesn't
17 respond close to proportionate to what the price
18 changes are.

19 MR. BYRON WILLIAMS: And, Mr. Weins,
20 thank you for that segue, a better segue than I would
21 have offered, no doubt. If you could turn to page 36.

22 First of all you'll -- you'll agree with
23 me that this is a study prepared by NERA Economic
24 Consulting for Manitoba Hydro -- or this is a excerpt
25 from a study prepared by NERA Economic Consulting for

1 Manitoba Hydro, looking at the -- a review of time of
2 use and inverted electric rate struc -- structures for
3 application in Manitoba?

4 MR. ROBIN WEINS: Yes.

5 MR. BYRON WILLIAMS: And, directing
6 your attention to page 38, Mr. Weins, you'll see --
7 you'll agree with me that NERA has presented, for
8 Manitoba Hydro's consideration, its estimates of own
9 price-elasticities by -- by time of day, period, and by
10 season, agreed?

11 MR. ROBIN WEINS: Yes, it is.

12 MR. BYRON WILLIAMS: And focussing on
13 residential and farm, the est -- estimate provided by
14 NERA in -- in the -- for the summer, let's say peak
15 period, was a negative point zero two eight (.028),
16 agreed?

17 MR. ROBIN WEINS: Yes.

18 MR. BYRON WILLIAMS: And focussing on
19 residential and farm, for the winter peak, the estimate
20 of NERO -- NERA, excuse me -- N-E-R-A -- is negative
21 point zero five six (.056), agreed?

22 MR. ROBIN WEINS: Yes.

23 MR. BYRON WILLIAMS: Mr. Weins, this is
24 probably stretching your memory and mine a fair bit,
25 but -- so I'll ask you to turn to CAC Exhibit 8, page

1 46, in the top right-hand corner.

2 And you'll -- you'll recall that -- pag
3 -- page 46 in the top right-hand corner, Mr. Chair.

4 Mr. Weins, you'll -- you'll recall that
5 during that hearing, Manitoba Hydro was asked a -- a
6 question to explain how marginal costing at current
7 levels would reduce domestic load in each of the
8 customer classes.

9 Do you recall that question being asked,
10 sir?

11 MR. ROBIN WEINS: With some difficulty,
12 but this helps.

13 MR. BYRON WILLIAMS: And when you say
14 "this", Mr. Weins, you're referring to Manitoba Hydro
15 Undertaking number 88, which was filed in that hearing?

16 MR. ROBIN WEINS: Yes.

17 MR. BYRON WILLIAMS: And -- and moving
18 your attention to page 47, and -- and the table -- and
19 focussing on the residential line, you'll agree with me
20 that at the time the current rate for residential
21 customers was presented by Manitoba Hydro is five point
22 eight (5.8) cents per kilowatt hour?

23 MR. ROBIN WEINS: Yes.

24 MR. BYRON WILLIAMS: And the estimate
25 of marginal-cost base rates per kilowatt hour was seven

1 point six (7.6) cents per kilowatt hour, agreed?

2 MR. ROBIN WEINS: Yes.

3 MR. BYRON WILLIAMS: And if we see the
4 -- the figure 31 percent on the top line on the right-
5 hand side, that represents the percent change in price
6 needed to take, at that point in time, from current
7 rates to marginal-cost based rates for residential
8 customers, agreed?

9 MR. ROBIN WEINS: Yes.

10 MR. BYRON WILLIAMS: And so in
11 estimating, at that point in time, the -- how marginal
12 costing would reduce domestic loads, what Manitoba
13 Hydro did was take that 31 percent times the estimate
14 of price-elasticity at winter -- wintertime of 5.6
15 percent, and concluded that the short-term load
16 reduction, if marginal cost -- cost was applied would be
17 1.7 percent, agreed?

18 MR. ROBIN WEINS: Yes.

19 MR. BYRON WILLIAMS: Now, Mr. Weins, if
20 -- if we did the same calculation today for residential
21 customers, assuming that it would take about an 18
22 percent rate increase to move from the April 1st, 2013
23 rate to Hydro's estimate of marginal cost -- long --
24 long-run marginal cost, to calculate the -- the
25 estimated short-term load reduction one would simply

1 multiply the 18 percent times again the zero -- the 5.6
2 --

3 MR. ROBIN WEINS: Well, that -- that's
4 the correct mathematics, you know, assuming eve --
5 everything else that we've posited here remains the
6 same as it was, that would be the correct mathematics,
7 and that would be result that you'd get, yes.

8 MR. BYRON WILLIAMS: Okay. And -- and
9 the result, subject to check, would be in the range of
10 1.03 percent?

11 MR. ROBIN WEINS: That sounds like it
12 would be close.

13 MR. BYRON WILLIAMS: And that was one
14 (1) of the points you were making to My Friend Mr.
15 Gange, in terms of the fact that -- in terms of
16 residential customers, there's been a narrowing of the
17 gap between prices and Hydro's estimate of long-run
18 marginal costs?

19 MR. ROBIN WEINS: That's right.

20

21 (BRIEF PAUSE)

22

23 THE CHAIRPERSON: Just clarify
24 something for me again, and I -- I heard two (2)
25 different things and I want to make I understand. The

1 marginal cost that we're talking about, eight-point-
2 five (8.5), does not include transmission and
3 distribution. I got --

4 MR. ROBIN WEINS: I -- I believe it
5 does actually include --

6 THE CHAIRPERSON: Okay.

7 MR. ROBIN WEINS: -- transmission and
8 distribution. We were having some discussion earlier
9 about, you know, what the levelized costs of -- of
10 Manitoba Hydro's next generation is, and it was
11 approximately the same. But I would actually have to go
12 back and check the -- how the eight-point-five (8.5)
13 came about.

14 But the marginal cost of generation, in
15 the long-run levelized cost, may not act -- may not be
16 exactly the same as our next generation source, because
17 we -- we're looking -- we're several years away from
18 our next generation source. So there would be some --
19 some discount from it, at least in the early years.

20 So I'm -- I'm -- I believe it's on the
21 record somewhere. We could certainly get you the
22 composition of the eight and a half (8 1/2) sets. I
23 just have to refresh myself where it is.

24 THE CHAIRPERSON: It is kind of -- it
25 is kind of germane to what we're talking about now,

1 because it -- it would have the effect of -- of
2 broadening the spread between the current residential
3 and the marginal cost, wouldn't it? Did I under -- did
4 I -- am I missing that, or...?

5 MR. ROBIN WEINS: What -- what we're
6 saying is if -- if you look at the levelized costs, I -
7 - I believe it's over twenty (20) years, of all of our
8 facilities that are germane to this marginal cost,
9 transmission, distribution, and generation -- and it's
10 about eight and a half (8 1/2) cents -- I suppose this
11 discussion points to some of the difficulties in terms
12 of defining and accurately assessing marginal cost,
13 because it's not -- it's not a factor that stays the
14 same over time. It varies over time.

15 And, you know, one (1) -- one (1)
16 definition or approach to marginal cost may be use --
17 be useful for one (1) purpose but not so much another.
18 But broadly speaking for the purpose of looking at
19 conservation programming, Manitoba Hydro today uses
20 eight and a half (8 1/2) cents. And that does include
21 generation, which is the vast majority of it,
22 transmission, and distribution.

23 MR. RAYMOND LAFOND: I -- I'd like you
24 to tell me whether my -- my reasoning is proper. I am
25 not surprised at the narrowing of the gap, because

1 simply -- I mean, the cost of generation is between
2 two-thirds (2/3s) and three-quarters (3/4s) financing
3 costs, and -- and interest costs as we all know, or
4 debt servicing costs, have decreased substantially,
5 proportionally speaking. So it would all -- it would
6 in great part depend on the financing costs at the time
7 of construction?

8 MR. ROBIN WEINS: That would certainly
9 be a factor that would certainly be included in it,
10 yes.

11

12 (BRIEF PAUSE)

13

14 MR. ROBIN WEINS: Yes, I have just been
15 handed the -- Manitoba Hydro's response in the current
16 proceeding -- I thought it was on the current record --
17 to CAC/Manitoba Hydro Second Round 27B, in which we
18 note:

19

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"The current estimates of
transmission and distribution
marginal costs in 2011 dollars are:
transmission, sixty dollars and
forty-six cents (\$60.46) per kilowatt
per year; distribution, sixty-three
dollars and eight-three cents

1 (\$63.83) per kilowatt per year; and
2 those amounts translate into per
3 kilowatt hour of point-six-nine (.69)
4 cents and point-seven-three (.73)
5 cents respectively."

6 And then when you add to that the
7 generation cost of seven-point-one-one (7.11) cents per
8 kilowatt hour that's where you get the eight-point-
9 five-two (8.52).

10

11 (BRIEF PAUSE)

12

13 CONTINUED BY MR. BYRON WILLIAMS:

14 MR. BYRON WILLIAMS: Mr. Weins, now the
15 -- the NERA results were in 2005, agreed?

16 MR. ROBIN WEINS: The study was
17 completed in 2005, yes.

18 MR. BYRON WILLIAMS: And assuming that
19 you've kept up somewhat with the -- the literature, it
20 -- it's fair to say that there have continued to be
21 reviews of the responses of different types of
22 consumers to price increases since then?

23 MR. ROBIN WEINS: You know, I'm sure
24 there have but I haven't followed those. At -- at one
25 (1) point we did a review of literature probably even

1 prior to this. And there was a tonne of it, believe
2 me, and it's probably been added to in the time since
3 then, but I haven't precisely kept up with it, no.

4 MR. BYRON WILLIAMS: Okay. And so, Mr.
5 Weins, no -- I -- I just want to make sure -- I'll
6 scratch off a few questions probably. The 2008 white
7 paper by EPRI on price elasticity of demand for
8 electricity is not a document you're intimately
9 familiar with?

10 MR. ROBIN WEINS: No, I'm not. That --
11 you know, that doesn't mean to say I couldn't take a
12 look at it and respond to questions on that, but I need
13 a bit of time to do that.

14 MR. BYRON WILLIAMS: And -- and
15 similarly -- and Mr. Weins, we've probably accomplished
16 enough for my purposes, but the 2012 study by EPRI,
17 Understanding Electric Utility Customers, that wouldn't
18 be a document that springs right to the top of your
19 mind?

20 MR. ROBIN WEINS: No. I will point out
21 a couple of small matters that could have an impact on
22 -- on this, just to round out the discussion.

23 As you yourself noted, this is short-
24 term load reduction: short-term elasticities.
25 Typically longer-term elasticities are higher because

1 the customer has more change to respond. The range of,
2 if you will, substitutes becomes greater: a customer
3 can buy a new fridge, a customer can change their
4 heating system, a customer can opt not to use
5 electricity for certain uses.

6 So it is higher in the longer term. And
7 -- and the -- the other point is that -- I appreciate
8 that potential impacts on usage from moving prices up
9 in the range of 18, 25, 30 percent are not -- are not
10 very high; they're not very much. But still --
11 probably, it's still true that energy price has -- as
12 little as the impact appears to be here, it's greater
13 than what would happen with the basic monthly charge.
14 Unless you had some -- made some rather huge and
15 dramatic changes to the basic monthly charge. The
16 basic monthly charge would affect somebodies decision
17 as to whether or not they want to take the product at
18 all.

19 MR. BYRON WILLIAMS: Fair enough, Mr.
20 Weins. And I did have a few more questions about this.

21 And in terms of the literature, it would
22 be fair to say that -- focussing on the electricity
23 industry -- there have been a lot fewer studies of
24 price elasticity in the long run.

25 MR. ROBIN WEINS: You know, I'm not

1 certain of that. It would make intuitive sense because
2 they're simply harder to do and they require more data.

3 MR. BYRON WILLIAMS: And, Mr. Weins, if
4 I'm taking you too far, in terms of literature, you'll
5 -- you'll -- you'll stop me.

6 Would it also say -- be fair to say
7 that, in terms of residential customers, there's been
8 relatively little analysis of how particular customer
9 characteristics, such as number of people in the
10 household, household income and education effect their
11 responsiveness to price?

12 MR. ROBIN WEINS: You know, I would
13 have to refresh my memory with the literature in order
14 to be able to respond in a meaningful way to that.
15 Certainly -- typically when -- if you would imagine
16 setting out to do such a study, you would want a
17 correct for those influences, so they would probably be
18 included in the study.

19 MR. BYRON WILLIAMS: Mr. Weins, sir,
20 are you familiar with the concept of structural
21 inelastic demand? And if you need a definition, Mr.
22 Weins, I can give you -- offer you one.

23 MR. ROBIN WEINS: I -- I can't say that
24 I am, Mr. Williams.

25 MR. BYRON WILLIAMS: Well, Mr. Weins,

1 let me put it a different way. Are -- are you aware
2 that -- whether research in -- in the area of price
3 elastic -- elasticity, in terms of consumer behaviour,
4 has suggested that some firms appear to be structurally
5 incapable of adjusting usage to prices?

6 And, Mr. Weins, just to finish it, with
7 an explanation for that, that these firms operate
8 processes where electricity is used as an input in a
9 fixed relationship with other inputs to achieve a
10 specified level of output, and therefore factor
11 substitution is not possible?

12 MR. ROBIN WEINS: Well, what that tells
13 me is that in these cases the -- the firm or -- or the
14 household for that matter has set up its operations in
15 such a way as to use electricity in a certain way. And
16 it has a lot of limitations on the changes that it can
17 make, which is a significant part why we say that long-
18 term responses are likely to be greater than short-term
19 responses, because the stock of capital that's
20 affecting the usage of electricity can be changed in
21 the long-term, whereas it can't be changed in the
22 short-term. So I'm -- I'm not sure we're not talking
23 about the same thing.

24

25

(BRIEF PAUSE)

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MR. BYRON WILLIAMS: And, Mr. Weins, again if you -- if you can act -- answer this: Are -- are you aware whether there are certain studies within the literature finding significant regional differences in price elasticities for residential customers to -- which are intrinb -- attributed in part to climate?

MR. ROBIN WEINS: Well, that -- that wouldn't be surprising because climate would govern the type of use a customer would want to make. And there's probably limits, upper or lower, in terms of temperature variability that customers are willing or even able to accept.

So climate could definitely have an effect. A more benign climate, there would be fewer heat sensitive uses and -- and therefore that constraint would tend to operate less.

MR. BYRON WILLIAMS: And, Mr. Weins, if you're not familiar with this term within the literature, that's fair as -- well, I won't even use the term.

In the marketplace, would it be fair to say that there are -- are customers who pay so little attention to their electricity consumption and bills that they don't realize a price change has occurred?

1 MR. ROBIN WEINS: I'm sure that can
2 happen.

3 MR. BYRON WILLIAMS: You might be
4 speaking to one (1) of them, Mr. Weins, not my wife
5 though.

6 MR. RAYMOND LAFOND: And the Snowbirds.

7 MR. BYRON WILLIAMS: Mr. Chair, just
8 subject to a couple of moments to review my notes, I
9 believe those are my questions of Mr. Weins.

10 I do want to apologize to Mr. Rainkie.
11 I have lots of questions for you next week, but -- so
12 don't -- don't be hurt.

13 MR. DAVID CORMIE: Mr. Chairman, Mr.
14 Peters asked before the break about the relationship
15 between emissions from a diesel plant versus the coal
16 plant. And I know we didn't take that as an
17 undertaking, but we have that information.

18 The diesel plant emits about 600
19 kilograms per gigawatt hour of -- of generation. A
20 coal plant, such as Selkirk, would have produced around
21 a thousand kilograms per gigawatt hour in -- in rough
22 numbers. So diesel produces about 60 percent of the
23 emission of coal.

24 MR. BYRON WILLIAMS: I have no further
25 questions, Mr. Chair.

1 THE CHAIRPERSON: Unless some other
2 business to conduct we are adjourned for the evening,
3 and we'll see each other again tomorrow morning at nine
4 o'clock.

5

6 (PANEL RETIRES)

7

8 --- Upon adjourning at 4:19 p.m.

9

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11 Certified Correct,

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17 Cheryl Lavigne, Ms.

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\$	2617:4	2461:14,22	2636:4	2596:2
\$1.4 2616:2	\$6.85 2442:8	2465:3	1,000	10.4 2448:12
2617:2	\$60.46	2467:15,22	2415:23	10.7 2489:3
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\$1.5 2542:8	2441:12	2485:11,12	1,400 2579:5	2397:13
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\$10,000	2608:19	2493:5,16	2476:17	2426:16,21
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2610:22	028 2623:15	2560:1,3,4	2415:9	2394:12
\$20	056 2623:21	2562:9,25	2426:1,11	11.1
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