



“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
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Pages 2638 to 2895

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1 --- Upon commencing at 9:01 a.m.

2

3 THE CHAIRPERSON: Good morning,
4 everyone. I think we're ready to begin today's
5 proceedings. I wonder if we have any administrative
6 matters to attend to before we start. No?

7 MS. PATTI RAMAGE: Nothing from
8 Manitoba Hydro this morning.

9 THE CHAIRPERSON: Okay. Bonjour,
10 Monsieur -- Monsieur Hacault. Over to you.

11

12 MANITOBA HYDRO PANEL 3 - RATE DESIGN, DIESEL, AND DSM,
13 RESUMED:

14 DAVID CORMIE, Resumed

15 DARREN RAINKIE, Resumed

16 ROBIN WEINS, Sworn

17

18 CROSS-EXAMINATION BY MR. ANTOINE HACAULT:

19 MR. ANTOINE HACAULT: Good morning,
20 all. Good morning, members of the Board. Good
21 morning, Mr. Weins, Mr. Cormie, Mr. Rainkie.

22 There's three (3) things I'll be going
23 through this morning. First, I'll just be hitting some
24 general rate-making principle statements and asking Mr.
25 Weins perhaps to explain some of them. Secondly, I'll

1 be going through rate increase chronology. And
2 finally, I'll be dealing with curtailable rates. So
3 that's the general outline of what the exchange will be
4 about this morning.

5 There should have been distributed
6 yesterday to all parties Tabs 10 and 11, which were
7 inserted in the MIPUG book of documents, which has been
8 marked as Exhibit 6; so Tabs 10 and 11. And those are
9 the documents that I'll be referring to. So if all
10 parties could pull out that binder and those tabs, it
11 will assist in matters proceeding.

12 Mr. Weins, with respect to rates and
13 rate setting in -- in Manitoba, am I correct in
14 understanding that Manitoba Hydro is to provide service
15 at cost? In other words, it's not supposed to be
16 making a profit?

17 MS. PATTI RAMAGE: Mr. Hacault, I --
18 I'm not sure, but I think you're asking for a legal
19 opinion from Mr. Weins.

20

21 CONTINUED BY MR. ANTOINE HACAULT:

22 MR. ANTOINE HACAULT: Okay, well, to
23 the extent that you believe it's an -- a legal opinion,
24 I'm not asking for a legal opinion. I thought it was
25 just a general rate-setting principle that Manitoba Ho

1 -- Hydro was providing service at cost?

2 MR. ROBIN WEINS: Manitoba Hydro
3 provides service at cost plus a reasonable return.
4 It's a fair return. That would be included in the
5 cost.

6 MR. ANTOINE HACAULT: Okay. Thank you.
7 And that return allows it to continue to conduct its
8 business and to provide service to all Manitobans,
9 correct?

10 MR. ROBIN WEINS: Yes.

11 MR. ANTOINE HACAULT: And in the rate-
12 setting process, we generally start with -- a first
13 step would be the rate -- the revenue requirements,
14 correct?

15 MR. ROBIN WEINS: Yes.

16 MR. ANTOINE HACAULT: And then there's
17 two (2) other areas that we usually get into, and not
18 always in as much detail. But the cost of service,
19 correct?

20 MR. ROBIN WEINS: The cost of service
21 is -- is a tool that is helpful to use in apportioning
22 the revenue requirement, yes.

23 MR. ANTOINE HACAULT: And finally, we
24 look at rate structure itself, which allocates rates
25 between different classes and different levels of

1 service, correct?

2 MR. ROBIN WEINS: Typically, we look at
3 the allocation of revenue requirement among classes
4 prior to the rate structure question, but -- but it --
5 I get your point.

6 MR. ANTOINE HACAULT: Now, is it fair
7 to say that another fundamental principle is that the
8 ratepayers pay for what's used and useful?

9 MR. ROBIN WEINS: Yeah, that's a --
10 that's a longstanding regulatory principle, yes.

11 MR. ANTOINE HACAULT: And under that
12 principle, today's ratepayers should not be paying for
13 something that's not yet in service and not yet
14 providing them with some electricity.

15 Is that correct?

16

17 (BRIEF PAUSE)

18

19 MR. ROBIN WEINS: Yeah. Typically,
20 facilities that are not in service are -- are
21 capitalized and -- and subsequently amortized when they
22 come into service.

23 MR. ANTOINE HACAULT: And we see that
24 happening for major products which are not yet
25 committed to but are online, such as Conawapa and

1 Keeyask, correct?

2 MR. ROBIN WEINS: Yes.

3

4 (BRIEF PAUSE)

5

6 MR. ANTOINE HACAULT: Now, could you

7 please -- I'm going to change to the rate increase

8 chronology now. And the first page in the book of

9 documents that I draw your attention to is page 144.

10 It's a summary, and I'll be going through some of the

11 items there.

12 The first part of understanding that

13 chronology, I would ask you to go to page 146 and 147.

14 It's an ex -- extract from Board Order number 5/12,

15 issued on January 17, 2012.

16 Have you located that?

17 MR. ROBIN WEINS: Yes.

18 MR. ANTOINE HACAULT: Now, on page 146

19 of the book of documents, it's paragraph 21.0.0, there,

20 the order of this fairly lengthy decision of the Board,

21 correct?

22 MR. ROBIN WEINS: Yes.

23 MR. ANTOINE HACAULT: And in that order

24 we find at paragraph 3 a reflection that there had been

25 two (2) interim rates approved: one (1) for April 1,

1 2010, at 2.9 percent average consumer rate increase,
2 correct?

3 MR. ROBIN WEINS: Yes.

4 MR. ANTOINE HACAULT: And then a second
5 interim increase of 2 percent average rate increase,
6 effective April 1, 2011, correct?

7 MR. ROBIN WEINS: Yes.

8 MR. ANTOINE HACAULT: And there was
9 also a further .9 percent average rate increase
10 requested for August 1, 2011. And all of those were
11 denied, correct?

12 MR. ROBIN WEINS: Yes.

13 MR. ANTOINE HACAULT: Now, at paragraph
14 4 and 5 there was an order that Manitoba Hydro
15 recalculate and refile for Board approval schedules of
16 rates reflecting the rate increases which were actually
17 approved, correct?

18 MR. ROBIN WEINS: Yes, I see that.

19 MR. ANTOINE HACAULT: And yesterday we
20 had some discussion, I had requested if you could find
21 what was refiled by Manitoba Hydro for Board approval.

22 And were you able to locate that?

23 MR. ROBIN WEINS: Sorry, yes, we did.

24 MR. ANTOINE HACAULT: Okay. I don't
25 think it's been distributed. Could we -- do -- does

1 Manitoba Hydro have enough copies to distribute what
2 Manitoba Hydro filed, as far as a schedule of rates in
3 accordance with paragraphs 4 and 5 of the Board order
4 found at page 146 of our book of documents?

5 MS. PATTI RAMAGE: Mr. Hacault, we can
6 attempt to make copies. We didn't understand, when you
7 made the inquiry, that there was an expectation that it
8 would be part of this morning's hearing. So,
9 unfortunately, we don't have copies available, but
10 we're running to the back room right now.

11 MR. ANTOINE HACAULT: Okay. Well, I'll
12 continue. We can take five (5) minutes then, because I
13 think it's important to understand the chronology and
14 what was actually approved by the Board, if it was.

15 THE CHAIRPERSON: Okay. Let's do that,
16 stand down for ten (10) -- for five (5) minutes.

17 MR. ANTOINE HACAULT: I apologize to
18 all if I wasn't clear on that.

19

20 --- Upon recessing at 9:11 a.m.

21 --- Upon resuming at 9:18 a.m.

22

23 MR. ANTOINE HACAULT: I believe we're
24 ready to proceed. There has been distributed to all
25 parties, as I understand it, a -- a document entitled,

1 "Impact of Board Order 05/12 on Rates Effective April
2 9, 2010, and April 1, 2011." It was -- the document
3 was produced by Manitoba Hydro, and we would mark it as
4 MIPUG Exhibit Number 7. MIPUG Exhibit Number 7.

5

6 --- EXHIBIT NO. MIPUG-7: Document, "Impact of Board
7 Order 05/12 on Rates
8 Effective April 9, 2010,
9 and April 1, 2011"

10

11 THE CHAIRPERSON: Do -- do you suggest
12 that we file that as -- under Tab 7? Is that -- or do
13 you...?

14 MR. ANTOINE HACAULT: No, this would be
15 just a separate document.

16 THE CHAIRPERSON: Okay.

17 MR. ANTOINE HACAULT: Because the way
18 we've organized our binder, we actually put a page
19 number on the bottom right-hand corner of each page
20 under Exhibit 6. And these documents don't have that
21 pagination, so it would not be consistent with the way
22 we'd been using that Exhibit 6.

23 THE CHAIRPERSON: Thank you.

24

25 CONTINUED BY MR. ANTOINE HACAULT:

1 MR. ANTOINE HACAULT: Mr. Weins, could
2 you explain to the Board how this document came to be
3 created and to what it was attached, as far as a filing
4 with the Public Utilities Board?

5 MR. ROBIN WEINS: Yes. Manitoba Hydro
6 filed an application for an interim rate change
7 effective April the 1st, 2012, and attached this as an
8 appendix to -- to that application. It was filed on
9 March the 30th, 2012.

10

11 (BRIEF PAUSE)

12

13 MR. ANTOINE HACAULT: Now, can I take
14 you to page 5 of 13 of Exhibit 7, this document?

15 MR. ROBIN WEINS: Yes.

16 MR. ANTOINE HACAULT: Now, focussing
17 firstly on the top boxes, which describes the rate
18 class residential, could you explain what the table was
19 intended to reflect, firstly with respect to the April
20 1, 2010, rates? There's the headings, "Interim,"
21 "Revised," and "DIFF," which I would believe would be
22 "difference".

23

24 (BRIEF PAUSE)

25

1 MR. ROBIN WEINS: Well, a few minutes
2 ago we took a look at Directive number 4 in Order 5/12,
3 which was that Manitoba Hydro recalculate and refile a
4 schedule of rates reflecting a 1.9 percent increase, as
5 contrasted to the 2.9 percent that had been approved
6 earlier on an interim basis for all customer classes
7 except area roadway lighting, together with supporting
8 schedules, including proof of revenue and customer
9 impacts.

10 And this document demonstrates if -- if
11 we're looking at the -- under the heading, "April 1,
12 2010, Rates: Rate Class Residential," it is showing the
13 rates that were approved on an interim basis in the
14 first column, which shows a six dollar and eighty-five
15 cent (\$6.85) basic charge, energy charges of six point
16 three-eight (6.38) cents and six point five-seven
17 (6.57) cents for the blocks respectively.

18 And in the second column it shows
19 Manitoba Hydro's determination of what rate change
20 would be needed to reflect a 1.9 percent rate change
21 over the same period, the difference being simply the
22 difference between the interim rate -- approved rate
23 and the calculated rate to meet the Directive number 4.

24 So the residential rate for the first
25 900 kilowatt hours would go from six point three-eight

1 (6.38) cents to six point three-two (6.32) cents,
2 showing a different of point zero-six (.06) cents.
3 Similarly, for the balance of the kilowatt hours, six
4 point five-seven (6.57) cents to six point five-one
5 (6.51) cents, with a difference of zero point six (0.6)
6 cents.

7 MR. ANTOINE HACAULT: So that the
8 starting point, as approved by the PUB, is the six
9 point three-two (6.23) cents. That was the 1.9 percent
10 increase approved firstly for the first 900 kilowatts.
11 And for the balance of kilowatts under residential, the
12 approved rate by the PUB is six point five-one (6.51)
13 cents.

14 Am I correct?

15 MR. ROBIN WEINS: Well, you know, I
16 would have to actually go back and look at the
17 correspondence to determine if that's the appropriate
18 way to refer to it, "the approved rate." It was the
19 rate that the PUB directed Manitoba Hydro produce in
20 Directive number 4.

21 MR. ANTOINE HACAULT: Okay. So I be --
22 I would suggest to you that the answer on what was
23 actually approved is, if we turn to page 146 of the
24 MIPUG book of documents -- that's the order portion --
25 of Board Order 5/12, the first paragraph directs, and

1 I'm quoting, a:

2 "...1.9 percent average consumer rate
3 increase for all of Manitoba Hydro's
4 domestic customer classes
5 parentheses] (except area and roadway
6 lighting) [close parentheses] April
7 1, 2010; b) and is hereby approved as
8 final."

9 So what I was suggesting to you, as I
10 understood you to explain the table, which is at page 5
11 of 13, is that what was approved as final with respect
12 to residential -- and that's just using the example --
13 was the six point three-two (6.32) cents and the six
14 point five-one (6.51) cents.

15 Are we ad idem on this?

16 MR. ROBIN WEINS: You know, I may be
17 getting unnecessarily technical on this, Mr. Hacault.
18 But typically, the -- we get an order from the Public
19 Utilities Board that says, We approve a rate increase
20 of such and such, and in this case 1.9 percent. The
21 order then requests Manitoba Hydro to file rates that
22 would be in compliance. Manitoba Hydro files those
23 rates, and we get a second order that confirms that
24 they are the -- in fact the approved rates.

25 What I'm telling you here -- and again,

1 I may be getting unnecessarily technical -- I don't
2 recall seeing an order that approved those specific
3 rates. I've -- I -- certainly I see the order that
4 approved the 1.9 percent, but not those specific rates.

5 So I'm -- I'm just uncertain as to
6 whether it's correct to refer to them as approved rates
7 or whether it's rates -- simply rates that were
8 produced in compliance with that directive.

9 MR. ANTOINE HACAULT: Now, let's take
10 the Board through that. In the normal course, as I
11 understand what you're saying, is we'd go through a
12 hearing. The Board would say, I approve 1.9 percent
13 increase. Are we okay so far?

14 MR. ROBIN WEINS: Yes.

15 MR. ANTOINE HACAULT: Then what
16 Manitoba Hydro would do -- because it doesn't say an
17 equal increase on all items; it says an average
18 increase -- Manitoba Hydro files what its view is of
19 this particular Board Order that says, You get an
20 average increase of 1.9 percent.

21 Are we okay so far?

22 MR. ROBIN WEINS: Yes, we are.

23 MR. ANTOINE HACAULT: And what you
24 believe has not occurred here -- and it may be because
25 of the change of boards or an oversight -- is that

1 Manitoba Hydro has filed its view in this Exhibit
2 number 7 of what complying with Board Order 5/12 would
3 be, correct?

4 MR. ROBIN WEINS: Yes.

5 MR. ANTOINE HACAULT: But what has not
6 yet happened, to your understanding, is there has been
7 no official approval or disapproval of Manitoba's view
8 -- Manitoba Hydro's view of this 1.9 increase and
9 whether or not these numbers that we -- we were
10 discussing are actually numbers that are approved by
11 this Board?

12

13 (BRIEF PAUSE)

14

15 MR. ROBIN WEINS: Yeah. And, Mr.
16 Hacaault, I -- I do not recall seeing an order that
17 confirmed that.

18 MR. ANTOINE HACAULT: Well, we're ad
19 idem on that. I couldn't find one either. And I had
20 asked the Board's secretary to look through it. I
21 looked on the website to see whether or not there was
22 an actual Board order that issued as a distinct order,
23 looking at the schedules that were provided by Manitoba
24 Hydro and saying, Yes, we agree with your calculation -
25 - and I used a specific example to try and explain it -

1 - that we have now approved as a revised rate at 1.9
2 percent, the six point three-two (6.32) cents and the
3 six point five-one (6.51) cents.

4 That order specifically approving
5 Manitoba's view of -- Manitoba Hydro's view of the
6 revised rates has never issued, to my knowledge and
7 your knowledge?

8 MR. ROBIN WEINS: Correct.

9

10 (BRIEF PAUSE)

11

12 MR. ANTOINE HACAULT: And that appears
13 to be inconsistent with the previous practice of this
14 Board, where it actually looks at a revised rate
15 schedule produced by Manitoba Hydro and says, Yes, I
16 agree, the way you've done is consistent with our or --
17 our order and we will approve these final rates as
18 shown in your schedule?

19

20 (BRIEF PAUSE)

21

22 MR. ROBIN WEINS: Yes. In the -- in --
23 certainly, in the past, it has been our experience that
24 when we have filed rates to comply with a -- with a
25 particular Board order, there has been an order come

1 back from the Board that says, Yes, we agree that these
2 rates comply with our order.

3 MR. ANTOINE HACAULT: So that all
4 things being equal, if there hadn't been what I'll
5 refer to, maybe incorrectly, as an oversight, the base
6 rates that we would be proceeding with, assuming Mani -
7 - the Board agreed with the schedules as revised by
8 Manitoba Hydro, for the year April 1, 2010, we would be
9 starting with a base rate of six point three-two (6.32)
10 cents for the first 900 kilowatts and for the balance
11 of the kilowatts at six point five-one (6.51) cents,
12 with a basic charge of six point eight-five dollars
13 (\$6.85), correct?

14 MS. PATTI RAMAGE: Mr. Hacault, I'm
15 just concer -- I'm concerned with your use of
16 oversight, in terms of the witness. The Board speaks
17 through its orders. And if there is no order, I don't
18 think it's for a witness to interpret why there was no
19 order.

20 There was, in fact, several review and
21 vary applications following Order 5/12. There was also
22 a new interim rate application following Order 5/12,
23 all before April 1st. So I don't think it's
24 appropriate to -- for the witness to attempt to speak
25 to why the Board did not issue a second order. It

1 could be very well that the Board had very good reasons
2 and not an oversight, as -- as described by you.

3 I think we have to look to the orders to
4 understand what the Board wanted to do.

5 THE CHAIRPERSON: Why don't we
6 undertake -- the Chair will undertake to -- the Chair
7 will undertake to determine whether or not a Board
8 order was issued, finalizing or confirming the
9 finalized rates as a result of Order 5/12.

10 MS. PATTI RAMAGE: Mr. Rainkie has just
11 pointed out to me -- and perhaps he can speak to this -
12 - but Manitoba Hydro did continue to bill the -- the
13 rates, and the Board was aware of that, if that's of
14 assistance to the Board in understanding what happened.
15 But it was -- it wasn't a situation where parties
16 weren't aware of this order and -- and its impact,
17 because the Board clearly understood that we were
18 continuing and creating, in effect, a deferral account,
19 which I will stop right there and let Mr. Rainkie speak
20 to what that is.

21 MR. DARREN RAINKIE: Yes, I think this
22 was a bit of a different circumstance, maybe is the way
23 to describe it, in that Board finalized rates for
24 2010/'11 but directed us to continue to bill the
25 previously approved rates and defer the difference in a

1 deferral account, which you'll find that -- I think
2 it's ordered in paragraph number 8 on the exhibit that
3 Mr. Hacault was going through.

4 So -- so all that we needed to continue,
5 in terms of billing rates, was the -- that direction
6 from the Board. Whether or not the other calculation
7 was ever finalized, I -- I suppose, is a matter to go
8 to look at the -- the various orders on. But
9 certainly, the rates that we continue to bill were
10 those that were approved by the Board.

11

12 CONTINUED BY MR. ANTOINE HACAULT:

13 MR. ANTOINE HACAULT: Well, it appears,
14 from my perspective, members of the Board, that this
15 witness is now giving a legal opinion, because if we go
16 through the paragraphs, and in particular 8 to which
17 Mr. Rainkie referred to, there is not in any of the
18 Board orders specifically set out an authorization for
19 Manitoba Hydro to continue to bill that extra 1
20 percent.

21 The -- it'll be a matter for legal
22 argument. But under the Manitoba Hydro Act -- I'm just
23 giving you a taste of what we may be arguing, is that
24 Manitoba Hydro was only authorized to bill to customers
25 the Board-approved rates.

1 And there are specific paragraphs which
2 approve the 1.9 percent and the 2 percent, and that's a
3 1 percent rollback. There may have been a deferral
4 account set aside, and that's in paragraph 8, so that
5 then Manitoba Hydro was in a position, should this
6 Board decide how it was going to deal with that extra
7 money. Was it going to require it to be refunded, is
8 one (1) of the possibilities, to all customers. But
9 there is, nowhere in any of the documents that I have
10 found, that there was an instruction to Manitoba Hydro
11 or -- or an authorization to charge that extra 1
12 percent.

13 The only order I have found is that
14 there is a rollback of 1 percent from the interim ac --
15 interim rates and that the approved rate, going
16 forward, is 1.9 percent, not 2.9 percent. But we'll
17 leave that for -- for argument, and I'll just continue,
18 perhaps, to follow through in -- in this.

19 I'll bring the Board back and all the
20 parties back to page 144, which is the summary of how
21 things developed since 2009 with respect to Board-
22 approved rates. Firstly, on the top of page 144,
23 there's a box number 1, which is headed, "April 1,
24 2009, Final Rates."

25 Now, am I correct in understanding, Mr.

1 Weins, that we did have a final approval, back in Order
2 33/09, for final rates from April 1, 2009, to March 31,
3 2010?

4 MR. ROBIN WEINS: Yes, that's my
5 understanding, yes.

6 MR. ANTOINE HACAULT: And, subject to
7 check, those final approved rates were six dollars and
8 twenty-five cents (\$6.25) for the first block of
9 electricity for residential customers and then six
10 dollars and thirty cents (\$6.30) for the next block,
11 correct?

12 Sorry, six point two-five cents (6.25)
13 and then six point three cents (6.3).

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

15

16 (BRIEF PAUSE)

17

18 MR. ANTOINE HACAULT: And that's the
19 number from which we have to start to go to arrive at a
20 one point nine (1.9) increase, correct?

21 MR. ROBIN WEINS: Yes.

22 MR. ANTOINE HACAULT: And is that what
23 Manitoba Hydro tried to reflect in Exhibit 7, which we
24 had looked at previously?

25 MR. ROBIN WEINS: Yes.

1 MR. ANTOINE HACAULT: And the one point
2 nine (1.9) increase, you've indicated, would be in this
3 case from six point two-five (6.25) cents up to six
4 point three-two (6.32) cents?

5 MR. ROBIN WEINS: Yes, that was our
6 determination.

7 MR. ANTOINE HACAULT: And for the six
8 point three (6.3) cents, it would have increased the
9 1.9 percent. It would increase it from six point three
10 (6.3) cents to six point five-one (6.51) cents,
11 correct?

12 MR. ROBIN WEINS: Yes.

13 MR. ANTOINE HACAULT: And going back to
14 the table at page 5 of 13, we didn't cover the next
15 period, but the next period is April 1 of 2011,
16 correct?

17 MR. ROBIN WEINS: Yes.

18 MR. ANTOINE HACAULT: And the approved
19 rates, as understood by Manitoba Hydro, would be that
20 there would be the 2 percent increase as approved in
21 paragraph 2 of the Board Order 5/12, correct?

22 MR. ROBIN WEINS: Yes.

23 MR. ANTOINE HACAULT: And that revised
24 number would be six point five-five (6.55) cents for
25 each block? There is no inverted rates anywhere?

1 MR. ROBIN WEINS: Yes, because there
2 had been an order for rates effective April 1, 2011.
3 The -- the interim order, which directed Manitoba Hydro
4 to eliminate the two (2) blocks, still stands.

5 MR. ANTOINE HACAULT: Thank you. So if
6 we continue, when Manitoba Hydro sought an interim
7 approval -- and I'm back on page 144 -- an interim
8 approval for the April 1, 2012, rates the -- there was
9 a proposed 3.5 percent increase, correct?

10 MR. ROBIN WEINS: Yes.

11 MR. ANTOINE HACAULT: And the Board
12 gave an interim approval, under 34/12, of 2 percent
13 instead of the 3.5 percent, correct?

14 MR. ROBIN WEINS: That's right.

15 MR. ANTOINE HACAULT: And,
16 mathematically -- and we can have an argument about
17 what happened after. Mathematically, if we look at the
18 April 1, 2011, rates as revised, the calculations
19 should start with the six point five-five (6.55) cents,
20 adding the 2 percent, correct?

21 MR. ROBIN WEINS: No, because, from my
22 understanding, the -- the Board had directed Manitoba
23 Hydro to -- that it could continue to apply the
24 existing interim approved rates and that it -- Manitoba
25 Hydro was to maintain a deferral account, the

1 difference between the two (2) sets of rates being ma -
2 - maintained within the deferral account.

3 So the 2 percent was applied to the existing rate at
4 the time, which was the -- in the case of the
5 residential class, the six point six-two (6.62) cents.

6 MR. DARREN RAINKIE: Mr. Hacault, I can
7 add to that. We found the reference in Order 5/12 at
8 page 28. The second full paragraph in the Board
9 findings part of the -- this section of the order is
10 what we were relying on to -- to do what Mr. Weins just
11 said, that we would maintain the previously approved
12 rates in the interim and defer the difference. That's
13 page 28 of Order 5/12.

14 MR. ANTOINE HACAULT: Okay. Now, am I
15 correct in understanding that Manitoba Hydro applied
16 for a vary and review of Board Order 5/12?

17 MR. ROBIN WEINS: Yes, we did.

18 MR. ANTOINE HACAULT: And am I also
19 correct in understanding that the application for vary
20 and review was denied?

21 MR. ROBIN WEINS: Yes, it was.

22 MR. ANTOINE HACAULT: So as I'm
23 understanding it, Manitoba Hydro's interpretation of
24 the orders specifically enumerated at pages 146 and 147
25 of our book is that it was -- in fact had approval for

1 a 2.9 percent increase effective April 1, 2010, and
2 that it could continue to charge that 2.9 percent?

3 MR. DARREN RAINKIE: Yes, that -- I
4 don't think that changed in those orders, Mr. Hacault.
5 I mean, it would be logically inconsistent to maintain
6 a deferral account if we were going to reduce the
7 rates. So -- and that direction had not been changed
8 from Order 5/12, in terms of our interpretation.

9 MR. ANTOINE HACAULT: So Manitoba Hydro
10 does not draw a distinction between what was an
11 approved rate and what it continued to charge.

12 Is that correct?

13 MS. PATTI RAMAGE: It might be of
14 assistance to the Board if I just read into the section
15 -- the section of the order that Mr. Rainkie is
16 referring to, and that might assist all parties. Mr.
17 Rainkie was referring to page 28 of Order 5/12, and it
18 says at that point in the order:

19 "Rather than requiring Manitoba Hydro
20 to immediately reduce its rates, the
21 Board orders that the rate
22 differential between what was
23 approved on an interim basis and what
24 has now been finalized shall be
25 quantified by Manitoba Hydro and

1 remain as an interim rate, with its
2 associated revenues being accumulated
3 by customer class with accrued
4 interest in the previously described
5 deferral account."

6
7 CONTINUED BY MR. ANTOINE HACAULT:

8 MR. ANTOINE HACAULT: So I gather then
9 that Manitoba Hydro continues to treat this 1 percent
10 as an interim rate approved, going back to 2010.

11 MR. DARREN RAINKIE: That's correct,
12 and we continue to defer the difference in a deferral
13 account as we speak.

14

15 (BRIEF PAUSE)

16

17 MR. ANTOINE HACAULT: Just -- just so --

18 THE CHAIRPERSON: To clarify -- I'm
19 sorry, Monsieur Hacault. Just to clarify, so the --
20 the interim rate request that the Board has granted
21 subsequent to this order, so the 2.9 percent was
22 increased by 2 percent and a further 2 1/2 -- 2.4
23 percent after this order was increased, as a result of
24 the interim orders?

25 MR. ROBIN WEINS: You're referring to

1 the April 1 interim increase and the September 1
2 interim increase. Yes, and both -- both of which --
3 which were approved, and the rates flowing from those
4 orders were -- were finalized and approved as well.

5

6 CONTINUED BY MR. ANTOINE HACAULT:

7 MR. ANTOINE HACAULT: So having gone
8 through the application for review and vary, Manitoba
9 Hydro now is taking the -- or making the request that
10 this 1 percent be retroactively approved as a final
11 rate instead of an interim rate, back to April 1 of
12 2010?

13

14 (BRIEF PAUSE)

15

16 MR. DARREN RAINKIE: Yeah. Mr.
17 Hacaault, we're asking that -- that -- I'm not sure
18 about the word "retroactive". I suppose we can debate
19 that, and maybe that's a matter of legal argument or
20 not. But we are asking that the deferral account, the
21 balance in the deferral account, be returned to
22 Manitoba Hydro's revenues as part of this Application.

23 MR. ANTOINE HACAULT: So that if I do a
24 quick addition then, looking at page 144, in this Rate
25 Application we're asking for 1 percent from April 10 --

1 April 1, 2010, for each of the years, correct?

2 MR. DARREN RAINKIE: Yes. We are going
3 back to 2010/'11 as 1 percent for each year. I think
4 if we -- we're to look at either Tab 1 or Tab 2 of Mr.
5 Peters's book of documents, we see the -- the
6 accumulation of that over time. I think we went
7 through that with Mr. Peters within the first few days
8 of the Hearing.

9 MR. ANTOINE HACAULT: And to that,
10 Hydro is asking for the 2 percent, which was approved
11 in Order 34/12. So we're at 3 percent now, correct?

12

13 (BRIEF PAUSE)

14

15 MR. ROBIN WEINS: Yeah, I take it
16 you're looking to quantify or to demonstrate the
17 accumulation of the rate increases that Manitoba Hydro
18 is asking for in this Application relative to those
19 which were given final approval in Order 5/12. So
20 you're correct. We are asking for the restoration of
21 the 1 percent. We're asking for the finalization of
22 the 2 percent that was approved effective April the
23 1st, 2012; the 2 1/2 -- or 2.4 percent, effectively,
24 that was approved interim September 1st, 2012.

25 MR. ANTOINE HACAULT: We were at --

1 basically, if -- six and a half (6 1/2), because it's
2 compounded, correct? The 2 percent is over the one (1)
3 -- sorry, 5.5 percent?

4 MR. ROBIN WEINS: We -- we could give
5 you the compounded amount, but it's close to 5.5
6 percent, yes.

7 MR. ANTOINE HACAULT: And then to the
8 5.5 percent, there's a proposed 3 1/2 percent, which
9 would be effective April 1, 2013, correct?

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

11 MR. ANTOINE HACAULT: So if I add to
12 the 5.5 percent, roughly, the other 3.5 percent, the
13 total amount being asked by Manitoba Hydro in this
14 Hearing is about 9 percent?

15 MR. ROBIN WEINS: Yes.

16

17 (BRIEF PAUSE)

18

19 MR. DARREN RAINKIE: Mr. Hacault, I
20 think too the -- the quantification of that, from a --
21 from a numeric perspective, was in -- on Mr. Peters's
22 page 17 of his book of documents, just for the Board's
23 memory. Volume I of Mr. Peters's book of documents,
24 page 17, I think, describes that handily.

25

1 (BRIEF PAUSE)

2

3 MR. ANTOINE HACAULT: Yes, I think that
4 table described part of it. But I have a note here
5 that during the testimony Mr. Warden clarified that the
6 3.5 percent increase, which is sought as of April 1,
7 2012, would actually be 48 million, per IFF12. This
8 table was prepared according to IFF11-2.

9 At least I had that changed so that the
10 total amount wouldn't be a lot bigger, but the total
11 additional revenue required -- or that would be
12 received as a result of this approximately 9 percent
13 increase would be in the range of \$118 million.

14 Am I correct in that?

15 MR. DARREN RAINKIE: I'd have to go
16 back to our calculations. What I'm not remembering is
17 if that was just a matter of rounding or if it did --
18 it did round up in IFF12. I -- I'll -- we can check
19 that, Mr. Hacault, perhaps at the break, and just make
20 sure that's clear on the record.

21 MR. ANTOINE HACAULT: Yeah, I'm not
22 asking for an undertaking. That's -- it doesn't matter
23 that much. It is what it is.

24 Now, the next area that I just want to
25 look at very quickly on how things developed in this

1 historic overview of the rate increases, I direct all
2 parties to page 159 of MIPUG book of documents. It's
3 at tab 10, page 159 in the bottom right-hand corner.
4 And that's an extract of Order number 98/12.

5

6 (BRIEF PAUSE)

7

8 MR. ANTOINE HACAULT: In the last
9 sentence preceding the last paragraph, and I'll quote
10 it:

11 "The Board also notes that Manitoba
12 Hydro's current application [comma],
13 as filed [comma], seeks across-the-
14 board rate increases at the same
15 percentage for all customer classes,
16 which facilitates the separation of
17 the cost of service review from the
18 remainder of the GRA process."

19 Now, Manitoba Hydro had presented its
20 view of what the 2.5 percent increase would be with an
21 across-the-board increase.

22 Is that correct?

23

24 (BRIEF PAUSE)

25

1 MR. ROBIN WEINS: I -- you know, I'm
2 not -- I'm not certain. I think at this point we had
3 presented that. We had filed that mat -- for the
4 September 1 increase at the 2.5 percent across the
5 board. So, you know, for the purpose of advancing the
6 discussion, I'll say yes.

7 MR. ANTOINE HACAULT: It might be of
8 assistance just to turn back a couple pages. There's a
9 letter dated August 31, 2012, which is -- starts at
10 page 153.

11 MR. ROBIN WEINS: Yes, I have that.

12 MR. ANTOINE HACAULT: In the second
13 paragraph, and I'm quoting:

14 "In accordance with Board Order
15 116/12 [comma], Manitoba Hydro filed
16 rate schedules with the PUB on August
17 29, 2012."

18 Do you see that?

19 MR. ROBIN WEINS: Yes.

20 MR. ANTOINE HACAULT: And then there's
21 an indication that Manitoba Hydro's understanding of
22 the across-the-board increase was different than the
23 Public Utilities Board understanding and that Manitoba
24 Hydro was requested to file a different rate schedule,
25 correct?

1 MR. ROBIN WEINS: Yes, I see that.

2 MR. ANTOINE HACAULT: And that -- am I
3 correct in understanding that the spreadsheet that's
4 marked at pages -- mine, unfortunately, is punched out,
5 but it would be 155 and 156?

6 MR. ROBIN WEINS: Yes.

7 MR. ANTOINE HACAULT: That there's a
8 comparison between what Manitoba Hydro filed as
9 understanding the Board's order and what the ultimate
10 revision was with the direction of the PUB?

11 MR. ROBIN WEINS: Yes, I see that.

12 MR. ANTOINE HACAULT: Could you explain
13 to me how Manitoba Hydro's understanding was different
14 than what it ultimately filed?

15 MR. ROBIN WEINS: Well, Manitoba Hydro
16 filed rates which would yield a increase in revenues of
17 2.5 percent for each customer class, which Manitoba
18 Hydro's understanding of an across-the-board rate
19 increase of 2 1/2 percent.

20 As has been recent past practice, the
21 rates filed by Manitoba Hydro emphasize energy charges
22 over demand charges, or relative to demand charges and
23 basic monthly charges.

24 In this case, the Board did not agree
25 with Manitoba Hydro's rate schedules as filed and

1 provided some additional direction. And that
2 additional direction was that they did not want to see
3 any increase in energy charges over and above the 2 1/2
4 percent, that Manitoba Hydro could request increases in
5 demand charges up to 2 1/2 percent but no increase in
6 basic monthly charges.

7 So Manitoba Hydro refiled rates and
8 proof of revenue to show that it had complied with the
9 direction received from the Board.

10

11 (BRIEF PAUSE)

12

13 MR. ANTOINE HACAULT: Am I correct in
14 restating this, that then what Manitoba Hydro refiled
15 was not what it viewed to be an across-the-board
16 increase?

17 MR. ROBIN WEINS: Oh, it -- it is
18 certainly consistent with an across-the-board rate
19 increase. It -- it simply -- it was not consistent
20 with the practice Manitoba Hydro had been taking to
21 these types of rate increases in the recent past and
22 which the Board had been approving. It was -- it was
23 an across-the-board rate increase but with a different
24 emphasis among the elements in the rate structure.

25 MR. ANTOINE HACAULT: Okay. And if we

1 go to page 155 in the book of documents of MIPUG,
2 there's a spreadsheet which shows the difference
3 between what the Board requested Manitoba Hydro to file
4 with the further instructions.

5 Is that correct?

6

7 (BRIEF PAUSE)

8

9 MR. ROBIN WEINS: Yes. This -- this
10 depicts the revenues from the rates that Manitoba Hydro
11 filed and then the revenues from the rates as revised,
12 pursuant to the Board's subsequent direction.

13 MR. ANTOINE HACAULT: So, for example,
14 if we go to the top line, "Basic," and that's under
15 "Residential," Manitoba Hydro's initial proposal would
16 have reflected an increase in its revenues from that
17 class of 2.5 percent, correct? That's as filed July
18 6th, under that heading.

19 MR. ROBIN WEINS: Approximately 2.5
20 percent, yes.

21 MR. ANTOINE HACAULT: But now -- and
22 we'll take it one (1) step at a time -- if we use these
23 basic rates, we're starting from a different starting
24 point if we use the revised for PUB, is that correct?
25 Because we're not starting at a 2.5 percent increase

1 for the basic charge -- or basic residential; we're
2 actually starting with a 2.3 percent increase for that
3 category.

4 MR. ROBIN WEINS: Yes. With the --
5 with the rates that were -- that were subsequently
6 filed and the rates that were approved by a subsequent
7 order, the increase to the residential rate class was
8 2.3 percent relative to the rates that had been
9 previously in place.

10 MR. ANTOINE HACAULT: And that depends
11 -- and it varies, as shown on the extreme right-hand
12 side of the table at page 155.

13 The diesel customers are also at 2.5
14 (sic) percent average increase for that class, correct,
15 instead of two point five (2.5)?

16

17 (BRIEF PAUSE)

18

19 MR. ROBIN WEINS: They're definitely
20 lower. It's -- it's not quite 2.5 percent that had
21 been included in that earlier revenue but it's -- it --
22 that -- that subgroup was affected as well.

23 MR. ANTOINE HACAULT: And also the
24 seasonal, they start at a 1.9 percent increase instead
25 of the two point five (2.5) that was sought by Manitoba

1 Hydro?

2

3

(BRIEF PAUSE)

4

5

MR. ANTOINE HACAULT: I'm looking at
6 the right-hand column, the difference between what was
7 asked and what was approved.

8

MR. ROBIN WEINS: Yeah, actually for
9 the seasonal, the impact of the rate design that was
10 originally presented would have yielded a 2.0 percent
11 increase in revenues for that -- for that group. And
12 what has happened is because of the subsequent
13 direction and the change in the -- in the structure, it
14 went from 2.0 to 1.9 percent. Admittedly, not very
15 material, but nonetheless a lesser amount.

16

MR. ANTOINE HACAULT: So that overall,
17 from the residential group of customers, am I correct
18 in understanding that instead of a two point five (2.5)
19 overall increase, there's only about a 2.3 percent
20 increase?

21

Is that approximately correct?

22

MR. ROBIN WEINS: Yeah, the -- the
23 increase would have been, to be precise, a little less
24 than 2.5 percent with the original proposal. But it is
25 reduced by, as you can see here, seven hundred and

1 thirty thousand dollars (\$730,000) ultimately, to 2.3
2 percent.

3 MR. ANTOINE HACAULT: And that is taken
4 out on a annual basis, am I correct in understanding?
5 Because it forms a base each year, starting from this
6 approved interim rate, if it is finalized.

7 The residentials will be paying a little
8 -- about seven hundred (700) and-some thousand dollars
9 less in each year, because that continues, going
10 forward, correct?

11 MR. ROBIN WEINS: Yeah. Of course, it
12 depends on what rate proposals and decisions are made
13 in the subsequent years. But, you know, all other
14 things being equal that seven hundred and thirty
15 thousand (730,000) is lost in that year, and it's
16 compounded every year thereafter.

17 MR. ANTOINE HACAULT: Thank you. Now,
18 if we go to the middle of the page, we've got three (3)
19 lines, "Large, 750 V to 30 kVs," down to over a hundred
20 kVs, with a line indicating, "GS large."

21 Have we located that?

22 MR. ROBIN WEINS: Yes.

23 MR. ANTOINE HACAULT: And that group is
24 ending up paying the full 2.5 percent, correct?

25 MR. ROBIN WEINS: That's correct.

1 MR. ANTOINE HACAULT: And whereas, in
2 the other categories and groups, there is always a
3 benefit or a further reduction, if we look -- the only
4 one under this group that has some kind of a benefit or
5 reduction from the revised instructions are the large
6 750 V to 30 kVs.

7 Is that correct? There's a column that
8 shows a difference of a hundred and sixteen thousand
9 dollars (\$116,000) approximately?

10 MR. ROBIN WEINS: Yeah, ma --
11 mathematically, that -- that's correct. You know, the
12 amounts are fairly inconsequential in all cases,
13 relative to the total revenue. But, mathematically,
14 you're correct.

15 MR. ANTOINE HACAULT: Okay. And the
16 large 30 to 100 kVs and over a hundred kVs, as you say,
17 don't pay a lot more, but they actually end up paying
18 more than Hydro's initial application under the revised
19 directions of the PUB, correct?

20 MR. ROBIN WEINS: It's a little more,
21 yes.

22 MR. ANTOINE HACAULT: So for the large
23 kVs, instead of paying a 186 million, close to 187
24 million, they're actually now a little bu -- bit over a
25 187 million, paying a hundred and thirty-two thousand

1 dollars (\$132,000) and a hundred and seventeen (117),
2 on an annual cumulative basis going forward, all things
3 being equal?

4 MR. ROBIN WEINS: That is -- that is
5 correct. And -- and, you know, in the grand scheme of
6 things, that -- that would be rounding.

7

8 (BRIEF PAUSE)

9

10 MR. ANTOINE HACAULT: Now, Mr. Weins, I
11 don't know whether it takes much to do this, but the
12 res -- if I would ask for a number whereby the GS large
13 and total GS were calculated on the basis of a 2.3
14 percent overall increase, would you be able to give me
15 what numbers that would lead to in -- in this table?

16 Instead of showing for the GS small, GS
17 medium, and GS large, the 2.4 and 2.5 percent, if you
18 gave us the 2.3 percent numbers, would be able to do
19 that?

20 MR. ROBIN WEINS: You're looking for us
21 to constrain the revenue increase with the --
22 associated with the September 1, 2012, rate increase to
23 2.3 percent for all of the general service classes and
24 subclasses. Are you also looking for the rates that
25 would be associated with that, or are you merely

1 looking for the revenue difference?

2 MR. ANTOINE HACAULT: I would just like
3 to see what the revenue difference is if we applied an
4 equal 2.3 across the board.

5 MR. ROBIN WEINS: If you give us a
6 couple of minutes, we can certainly give you that.

7 MR. RAYMOND LAFOND: Can I intervene
8 and ask a question? Essentially, the reason -- the
9 difference, as we saw yesterday or the day before, in
10 terms of, in some cases, 2.5 percent and some others as
11 low as 1.9 percent, is because the Board approved an
12 increase in the energy charge and not into the basic
13 fixed monthly charge?

14 MR. ROBIN WEINS: That would be
15 correct.

16 MR. RAYMOND LAFOND: And that would --
17 that reasoning would apply to all classes?

18 MR. ROBIN WEINS: Generally, yes. The
19 -- the Board allowed for an increase of 2 1/2 percent
20 to both the energy charge and to the demand charge but
21 nothing to the basic monthly charges. So the -- what
22 you're seeing for the residential and the small general
23 service non-demand, they have basic monthly charges.
24 And in some cases, they're -- they're at least a
25 measurable, if not a significant, part of the bill.

1 So that's why you see that the actually
2 approved rates are yielding less revenue in the case of
3 these classes than they are yielding -- than -- than
4 would have been yielded by the rates that Manitoba
5 Hydro had originally proposed. It's the -- it's the
6 constraint on the -- on the energy rate increased to 2
7 1/2 percent and nothing for the basic monthly charge.

8 When you get into the general service
9 large and -- and the general service medium,
10 theoretically, what the Board approved, in terms of an
11 increase, and what Manitoba Hydro would request would
12 yield the same. Because we're dealing with large
13 numbers of consumption and we don't to go out six (6)
14 decimal places on the rate, rounding is affecting the
15 results. So you'll see some of them are lower and some
16 of them are higher. And that -- that's really an issue
17 related to rounding.

18

19 (BRIEF PAUSE)

20

21 MR. ROBIN WEINS: We need -- we need
22 another few minutes here for that -- for that
23 calculation if you --

24 MR. ANTOINE HACAULT: Yeah.

25 MR. ROBIN WEINS: -- want to proceed.

1

2 CONTINUED BY MR. ANTOINE HACAULT:

3

MR. ANTOINE HACAULT: Now -- but I
4 would like to explore a little bit further the nature
5 of the discussion between you and -- and member Board
6 (sic) Lafond. Now, if I take you to the table at page
7 144, and specifically to the columns 6 and 7, so page
8 144, that's the rate change by major class.

9

Have you found that?

10

MR. ROBIN WEINS: Yes.

11

MR. ANTOINE HACAULT: Now, if we go
12 across the column numbered 6, we see it's Board Order
13 number 34/12. Have you found that?

14

MR. ROBIN WEINS: Yes.

15

MR. ANTOINE HACAULT: And across, under
16 "Residential," we've -- the first thing I'd like to
17 establish is the six point seven-seven (6.77) number,
18 that includes the 1 percent that we've been talking
19 about that was ordered -- or not approved and shown as
20 an interim rate, correct?

21

MR. ROBIN WEINS: It does include the 1
22 percent.

23

MR. ANTOINE HACAULT: So Manitoba Hydro
24 has, in those numbers, included that 1 percent. Now,
25 when it does its proposed rate schedule -- and that's

1 at line number 7 -- the proposed increase was for 2.5
2 percent, correct?

3 MR. ROBIN WEINS: Yes.

4 MR. ANTOINE HACAULT: And if we do a
5 mathematical calculation from the six point seven-seven
6 (6.77) cents up to the six point nine-five (6.95)
7 cents, is that 2.5 percent, or is it more than 2.5
8 percent?

9

10 (BRIEF PAUSE)

11

12 MR. ROBIN WEINS: It is about 2.66
13 percent.

14 MR. ANTOINE HACAULT: So the way
15 Manitoba Hydro deals with the overall increase, going
16 across the board, is, with respect to the energy
17 portion at least on the residential bill, it asks -- it
18 actually does a calculation of more than 2.5 percent so
19 that when you take into account the mont -- monthly
20 service charge for all the customer classes, you end up
21 with an average increase of 2.5 percent, correct?

22 MR. ROBIN WEINS: That's correct.

23 MR. ANTOINE HACAULT: Now, with respect
24 to the large consumers, you've indicated that there's a
25 demand charge. Is that relatively similar to a

1 customer charge, but for the larger customer?

2 MR. ROBIN WEINS: No, because the basic
3 monthly charge is a fixed monthly charge. It doesn't
4 vary with respect to any of the elements of the
5 customer's usage. The demand charge will vary,
6 depending on what maximum usage the customer has in
7 that particular month, along with a couple of other
8 potential factors which could affect what we call
9 billing demand.

10 So the billing demand is equal to the
11 higher of the actual maximum peak demand in the month,
12 or 25 percent of the highest maximum demand in the
13 previous twelve (12) months, or 25 percent of the
14 customer's contracted demand. So the -- the contracted
15 demand or the last twelve (12) months' experience
16 represents a floor. And in that sense, that could be
17 seen to be somewhat of a fixed charge. But the other,
18 which is usually the one (1) that applies, the actual
19 demand in that month, is going to be variable,
20 depending on the demand that the customer sets.

21 MR. ANTOINE HACAULT: Now, am I correct
22 in -- and if I look at this table -- and I could have
23 brought it back -- further back -- is that for the
24 general service large, Manitoba Hydro's practice to
25 date, or at least until September 2012, was to not

1 increase that demand charge?

2 So that if we look in the table on the
3 right-hand columns at the top, for GSL 30 to 100 kVs
4 the demand charge was put at six dollars and six cents
5 (\$6.06), correct?

6 MR. ROBIN WEINS: Correct.

7 MR. ANTOINE HACAULT: That was for
8 April 1, 2009, correct?

9 MR. ROBIN WEINS: Yes.

10 MR. ANTOINE HACAULT: That remained
11 unchanged for April 1, 2010, correct?

12 MR. ROBIN WEINS: Yes.

13 MR. ANTOINE HACAULT: Again, it
14 remained unchanged for the April 1, 2011, correct?

15 MR. ROBIN WEINS: Yes.

16 MR. ANTOINE HACAULT: And it remained
17 unchanged for the April 1, 2012, at six dollars and six
18 cents (\$6.06) correct?

19 MR. ROBIN WEINS: Yes.

20 MR. ANTOINE HACAULT: And it also
21 remained unchanged in the proposal which Manitoba Hydro
22 had done for the September 1, 2012, interim rate
23 increase, correct?

24 MR. ROBIN WEINS: Yes.

25 MR. ANTOINE HACAULT: And you had

1 indicated, if I understand correctly, that was because
2 Manitoba Hydro was putting more emphasis on the energy
3 portion than the demand portion, correct?

4 MR. ROBIN WEINS: That's correct.

5 MR. ANTOINE HACAULT: Now, I know we're
6 not in cost of service right now, but if we go lines
7 10, 11, and 12, which is a summary of the cost of
8 service, continuing again under the line of, "General
9 service large, 30-100 kV," what's the indication, at
10 least in the cost of service study, as to what an
11 appropriate number would be for the demand cost?

12 MR. ROBIN WEINS: And this -- you want
13 to reference the 30 to 100 kV class?

14 MR. ANTOINE HACAULT: kV -- I -- in the
15 table, I have five dollars and eighty cents (\$5.80) for
16 the PCOSS11.

17 Would that be correct?

18 MR. ROBIN WEINS: That would be -- that
19 would incorporate the capacity-related costs out of the
20 cost of service study.

21 MR. ANTOINE HACAULT: And also the
22 customer-related costs?

23 MR. ROBIN WEINS: They would have been
24 included with the capacity-related costs. They're
25 relatively minor in the case of -- of these large

1 customers, and -- and that's why there is no customer
2 charge.

3 MR. ANTOINE HACAULT: So at least
4 directionally, keeping the six dollars and six cents
5 (\$6.06) at the same level is directionally consistent
6 with what the cost of service study is showing,
7 correct?

8 MR. ROBIN WEINS: Yes. I'm not saying
9 that that's the only factor that should affect the
10 demand charge, but, yes, it is directionally
11 consistent, or approximately consistent.

12 MR. ANTOINE HACAULT: At least from
13 that particular factor -- and there's other factors, as
14 you said, are considered -- increasing the dam --
15 demand charge would be directly -- directionally
16 inconsistent, all things being equal?

17 MR. ROBIN WEINS: You would have to
18 have some other factor to discuss why you would want to
19 do that.

20 MR. ANTOINE HACAULT: And we saw the
21 indication of the Board order that we would be looking
22 at the cost of service and segregating those things,
23 but we can see it's pretty difficult to do that. All
24 of a sudden, we see the demand charges, which were
25 staying at six (6) point -- at six dollars and six

1 cents (\$6.06), increasing to six twenty one (6.21), not
2 having had a chance to review the cost of service yet,
3 correct?

4

5

(BRIEF PAUSE)

6

7

MR. ROBIN WEINS: I'm sorry, Mr.

8

Hacault.

9

MR. ANTOINE HACAULT: That's -- take --

10 it's -- it's going to be a great answer; I can just
11 feel it.

12

MR. ROBIN WEINS: Well, it -- it will

13 be if I can hear the question again.

14

MR. ANTOINE HACAULT: Yeah, maybe we

15 can move on. My -- my indication was that it's
16 segregating these increases, which the Board -- you
17 understood the Board to suggest that the demand
18 increase should also increase the 2.5 percent, whereas
19 you had proposed no increase in the demand charge.

20

It's not necessarily a clear-cut issue,

21 because there are factors, such as the cost of service,
22 which enter into that kind of a decision?

23

MR. ROBIN WEINS: Well, the -- the

24 Board was allowing a -- an across-the-board revenue
25 increase. And at the same time, they wanted to

1 constrain the increase to the energy need. So,
2 frankly, to have an across-the-board increase without
3 increasing the demand charge would not have been
4 possible.

5 So, you know, I take your point that the
6 cost of service results should be a factor that are
7 considered. And -- and certainly, if we were looking
8 at something significantly more material than that,
9 that weighting, you know, should be considered more.

10 MR. ANTOINE HACAULT: Thank you. Now,
11 in your testimony yesterday -- and I'm reverting back
12 to the residential customers on page 144 of our book of
13 documents. It's still on the same schedule.

14 We've seen that the customer charge has
15 remained constant at six dollars eighty-five cents
16 (\$6.85), correct?

17 MR. ROBIN WEINS: Yes.

18 MR. ANTOINE HACAULT: And I believe you
19 indicated that, in some other jurisdictions, that
20 charge might be more in the range of nineteen dollars
21 (\$19) and twenty dollars (\$20) per month, correct?

22 MR. ROBIN WEINS: Yeah, frankly it --
23 it's, you know, up to that high and -- and could --
24 everything in between, if you look at other
25 jurisdictions. Manitoba Hydro is toward the low end

1 of basic monthly charges.

2 MR. ANTOINE HACAULT: And if we go down
3 to lines 10, 11, and 12 of this particular table, am I
4 right in understanding that the cost of service study
5 is suggesting that the customer cost per month is in
6 the range of twenty (20) to twenty-one dollars (\$21)?

7 MR. ROBIN WEINS: Yes, you -- that
8 would be correct.

9 MR. ANTOINE HACAULT: So, as you
10 indicated, there is various policy reasons, et cetera,
11 that you're going to come to the six dollars and
12 eighty-five cents (\$6.85).

13 But at least the cost of service matches
14 some of what is being charged in some other
15 jurisdictions, correct?

16 MR. ROBIN WEINS: And -- and the cost
17 of service -- the -- the facilities that are being
18 recognized in that nineteen (19) or twenty (20) or
19 twenty-one dollars (\$21) here include costs related to
20 providing service to the customer: customer service,
21 billing costs, the cost of the on-site services, such
22 as meters and service drops.

23 And they do include a portion of the
24 main distribution area, which approximately 40 percent
25 are poles and wires, which are also, in various

1 degrees, reflected in other utilities' costs of
2 service. So that's the range of costs that are being
3 recovered, or -- or not recovered, in the customer
4 charge.

5 MR. ANTOINE HACAULT: Thank you.
6 Members of the Board, I probably have twenty (20)
7 minutes or so related to the Curtailable Program. You
8 recall I had indicated I had three (3) areas. I don't
9 know if it's the wish of the Board to take a break now?
10 I have basically covered the history and the
11 illustration of some issues in the rates.

12 Perhaps the -- Mr. Weins, do you now
13 have that number on that 2.3 percent for the GS?

14 MR. ROBIN WEINS: I -- I have some
15 numbers. I don't have all of them. If you'll just --
16 if you can bear with me for -- for another short while,
17 we'll have all of them for you.

18 MR. ANTOINE HACAULT: So perhaps we can
19 take a break and he can provide us with the numbers at
20 the break, and I can complete my examination on the
21 curtail -- curtailable issue?

22 THE CHAIRPERSON: Agreed. Let's --
23 okay, thank you, Monsieur Hacault. Let's take ten (10)
24 minutes, then. Thank you.

25

1 --- Upon recessing at 10:25 a.m.

2 --- Upon resuming at 10:43 a.m.

3

4 THE CHAIRPERSON: I believe we're ready
5 to resume proceedings. I -- during the break, we
6 determined that there was no order issued as a result
7 of the -- the rate order -- I'm looking for -- I'm
8 searching in my mind for the -- the number of the order
9 -- but as a result of the -- the decision that -- the
10 finalizing the rates at 1.9 percent as of April 1st,
11 2010, there was no subsequent order issued by the Board
12 that listed the actual rate impact of that decision.

13 What I do have that I want to read into
14 the record is an extract from Order number 32/12, page
15 8 of 9. So I'll read it into the record. It's the --
16 the second to the last paragraph:

17 "As for Manitoba Hydro's request to
18 include the funds in the deferral
19 account as net income for 2011/'12
20 and to determine the 1 percent rate
21 rollback as a base rate, these
22 requests will be denied in this
23 interim order.

24 "Based on the evidence available to
25 the Board at this time, the Board is

1 unable to conclude those requests are
2 in the public interest. The 1
3 percent rate rollback is to remain in
4 the billed rates to consumers, and
5 the accruing related revenues are to
6 remain in the deferral account until
7 further order of the Board."

8 So, in effect, the -- the rates that had
9 been approved by the Board on an interim basis as of
10 April 1st, 2010, were retained. The customer kept
11 paying those rates, and the 1 percent rate rollback was
12 put into a deferred account in accordance with the
13 order of the Board. So there was no -- there was no
14 reposting, as it were, of the actual rates less the 1
15 percent rate rollback to the public.

16 Now I would suggest, Maitre Hacaault,
17 that probably if you have some concerns, that maybe
18 that -- those might belong as part of your closing
19 arguments for the Board to entertain.

20 MR. ANTOINE HACAULT: Thank you, Mr.
21 Chair.

22

23 CONTINUED BY MR. ANTOINE HACAULT:

24 MR. ANTOINE HACAULT: Mr. Weins, before
25 the break, you were going to see whether or not you

1 could provide calculations related to page 155. So
2 that's 155 of our book of documents. It's a
3 spreadsheet showing the difference between what
4 Manitoba had filed on July 6th and what was a revised
5 rate schedule by the PUB.

6 And I had asked that Manitoba Hydro
7 perform calculations that would tell us what the effect
8 would be on the April 12, 2000, rates if we gave to the
9 general service customers the same rate increase of
10 approximately 2.3 percent.

11 Have you had the opportunity to perform
12 those calculations?

13 MR. ROBIN WEINS: Yes, we have. What
14 we did was we simply took the -- the revenue at -- if
15 you -- if you want to refer back to your exhibit, page
16 155, the -- the first column of numbers is the revenue
17 at April 2012 rates.

18 MR. ANTOINE HACAULT: Correct.

19 MR. ROBIN WEINS: What we simply did to
20 carry out this calculation was add 2.3 percent, a
21 straight 2.3 percent, to that.

22 So if you want to take a look first at
23 the large 750 volts to 30 kV, that number would be
24 eighty-four million, eight hundred and fifty-six
25 thousand, eight hundred and seventy-six (84,856,876).

1 And that compares with the third column, which was the
2 -- which was headed, "September 2012 Revised per PUB,"
3 of eight-four, nine-one-eight, o-five-two (84,918,052),
4 with a difference being sixty-one thousand, one hundred
5 seventy-six (61,176). That's the difference between
6 the 2.3 percent and the revenue based on what was
7 actually approved by the Public Utilities Board.

8 For the next group of general service
9 large 30 to 100 KV, with a 2.3 percent it is forty-four
10 million, one hundred and seven thousand, nine hundred
11 and fifty-eight (44,107,958). And that compares with,
12 again, the third column of forty-four million, one
13 hundred and seventy-seven thousand, seven fifty-one
14 (44,177,751), for a difference of sixty-nine thousand,
15 seven hundred and ninety-two (69,792).

16 Finally, for the general service large,
17 the 2.3 percent would yield one-eight-six million,
18 seven-one-two, o-seven-eight (186,712,078), which
19 compares with one-eight-seven, o-eight-two, seven-six-
20 five (187,082,765) in the third column. And that would
21 be a difference of three hundred and seventy thousand,
22 six eighty-seven (370,687).

23 Overall, the difference for the three
24 classes combined of general service large is five
25 hundred and one thousand, six hundred and fifty-five

1 (501,655).

2 MR. ANTOINE HACAULT: So in a very
3 general way, we had talked about the residential
4 customers, as a result of these revised calculations,
5 getting an ongoing base reduction of about seven
6 hundred and thirty thousand (\$730,000) dollars correct?

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

8 MR. ANTOINE HACAULT: And an non -- an
9 ongoing basis, the GS large has, built into the base,
10 approximately half a million dollars more instead of a
11 half a million dollars less, correct?

12

13 (BRIEF PAUSE)

14

15 MR. ROBIN WEINS: Sorry, I -- I don't
16 follow that.

17 MR. ANTOINE HACAULT: If the GS large
18 had also benefited from -- and this is maybe a matter
19 of argument -- but across the board at 2.3 percent,
20 they would in fact be paying annually about a half a
21 million dollars less?

22 MR. ROBIN WEINS: That's correct.

23

24 (BRIEF PAUSE)

25

1 MR. ANTOINE HACAULT: And am I fair,
2 before moving to the curtailable, that then we had come
3 to the total of about 9 percent, including the 1
4 percent rollback that you're seeking to keep, the other
5 -- all the additional amounts came to about 9 percent,
6 correct?

7 MR. ROBIN WEINS: Yeah, cum --
8 cumulative, relative to where the rates would have
9 stood at April 1, 2011, had the final order been
10 applied, rather than the interim order.

11 MR. ANTOINE HACAULT: So that about a
12 year and a half, we're looking about 9 percent
13 increase.

14 MR. ROBIN WEINS: Well, another way of
15 looking at it is -- is over three (3) rate changes or
16 three (3) rate periods -- April 1, 2011; April 1, 2012;
17 April 1, 2013 -- and applying right until -- until the
18 end of the 2013/'14 fiscal year.

19 MR. ANTOINE HACAULT: Thank you.

20

21 (BRIEF PAUSE)

22

23 MR. ANTOINE HACAULT: I guess the only
24 thing -- and maybe it's just quibbling a bit. Really,
25 the order, going back to the 2011 numbers, was rendered

1 in January of 2012, because that was an extraordinarily
2 long hearing.

3 And in fact, customers only knew what
4 the final rates would be in January of 2012 with
5 respect to the previous applications, correct?

6 MR. ROBIN WEINS: Well, that's when
7 they would have known. But I -- you know, I think
8 characterizing -- characterizing the rate increases, I
9 think you -- you do need to look at them as applying to
10 -- you know, what periods they apply to. And in that
11 respect, your cumulative of 9 percent is -- is -- 9
12 percent over what would have applied on April 1, 2011;
13 8 percent over what actually applied on April 1, 2011;
14 over a period that will last until March 31st, 2014.

15 MR. ANTOINE HACAULT: I'll move now to
16 curtailable rates. And that would be at tab 11 of our
17 Exhibit 6. That's the binder.

18

19 (BRIEF PAUSE)

20

21 MR. ANTOINE HACAULT: There was some
22 discussion yesterday with respect to demand-side
23 management. Am I correct in understanding, at least in
24 my review of the Power Smart report at page 62, that
25 this Curtailable Rate Program is a pretty significant

1 item in the demand-side management portfolio?

2

3

(BRIEF PAUSE)

4

5 MR. ANTOINE HACAULT: Unfortunately, I
6 don't have it as part of my material, but my notes
7 indicate that it's shown at -- as 154.5 megawatts out
8 of a total of 210.3 megawatts.

9

10 MR. ROBIN WEINS: Yeah, as a general
11 response, on -- on the capacity side of the demand-side
12 management portfolio it -- yes, it is a significant
13 portion of it.

14

15 MR. ANTOINE HACAULT: Now, another
16 thing that wasn't discussed much -- and it's perhaps
17 just a lack of knowledge -- to what extent do you --
18 and that could be either Mr. Weins or Mr. Cormie --
19 know the extent of investment put in by corporations,
20 either through staff training or equipment setup, et
21 cetera, so that they can make the Curtailable Rate
22 Program work?

23

24

(BRIEF PAUSE)

25

26 MR. ROBIN WEINS: I -- I don't believe
27 I can answer that -- that question.

1 MR. ANTOINE HACAULT: There was some
2 reference in the rebuttal of Manitoba Hydro at page 42,
3 lines 1 and 2, to the fact that companies would be
4 investing to make sure that they can take advantage of
5 this program. And that was only my point.

6 Is that consistent with your
7 understanding?

8

9 (BRIEF PAUSE)

10

11 MR. ANTOINE HACAULT: I'm just quoting
12 from the rebuttal at page 42:

13 "The investments existing CRP
14 Curtailable Rate Program] customers
15 may have made to be capable of
16 providing this service."

17 MR. DAVID CORMIE: Yes, Mr. Hacault.
18 As -- as we have met with the individual customers in
19 the program as we were developing it, we -- we knew
20 that they were adjusting their processes. And -- and
21 potentially, as they expanded their facilities, they
22 may be adjusting -- making investments, assuming that
23 it was there. But we don't really have any detail of
24 what those were, you know, what those specific
25 investments are. But we are aware that they -- they

1 want to take advantage of this to the extent that they
2 can, and they'll adjust their operations and invest
3 accordingly.

4 MR. ANTOINE HACAULT: Thank you.

5 MR. DAVID CORMIE: I think that is --
6 is the reason that we want to be sensitive to having
7 customers cut out of the opportunity of continuing to
8 participate in the program. And as Mr. Weins described
9 yesterday, we're -- we're happy to retain the existing
10 customer base. And to the extent that we need to do
11 that because of this ongoing relationship, we will.
12 But we'd like to just limit the new participants for
13 now, and that's why we're putting the caps in place.

14 MR. ANTOINE HACAULT: Am I correct that
15 this program has been in place for approximately twenty
16 (20) years?

17 MR. ROBIN WEINS: To the best of my
18 recollection, that would be pretty close. I think
19 sometime in 1993 or 1994 it was -- it was given initial
20 approval by the Public Utilities Board.

21 MR. ANTOINE HACAULT: And there have
22 been various levels of customer participation over this
23 time period, correct?

24 MR. ROBIN WEINS: Yeah, there have been
25 changes in -- in the customer mix and the levels of

1 customer participation. But the program's been in
2 place for that long.

3 MR. ANTOINE HACAULT: And am I right to
4 understand that the way Manitoba Hydro calculates the
5 value of this alternative capacity is specifically
6 related to its combustion turbines?

7 MR. DAVID CORMIE: Not our combustion
8 turbines, but the costs -- the carrying costs of a new
9 combustion turbine facility. Originally, we had it
10 tied to market. And because the market value of
11 capacity was fluctuating and there were issues
12 associated with exchange rate, the whole process of
13 determining the value on an ongoing basis became very
14 complex.

15 And so we proposed to the customer that
16 as a proxy we would use the -- the carrying charges of
17 a -- a new simple-cycle combustion turbine that wasn't
18 operating, it was just sitting there, and the cost of
19 carrying that capacity. And -- and we use about for --
20 42 percent of that value as the -- the reference
21 discount for a customer who participates in both 'A'
22 and 'E'.

23 So that's as close as we can get to
24 being a generator, but it still -- because of the
25 constraints, it's still only 42 percent the value of a

1 generator. But -- but it -- it -- it's tied to the
2 cost of a -- a combustion turbine. And that doesn't
3 fluctuate.

4 And as I mentioned the other day, in
5 some years the value capacity is very high, and
6 Manitoba Hydro does very well selling that capacity.
7 And then there's years like this year, where the market
8 value of the capacity is very low and we don't -- we
9 don't make a lot of money.

10 And we -- we couldn't -- the customers
11 couldn't have the rate change constantly, based on
12 market. It -- it didn't work for them. And so in
13 order to provide some revenue predictability and
14 stability, we reverted to that -- that simple model,
15 and -- and it gets adjusted on an -- for inflation.

16 MR. ANTOINE HACAULT: Thank you. And
17 initially that value was at two dollars (\$2) and
18 seventy-five dollars (\$75) (sic) per kilowatt hour, and
19 it's increased over time according to the report,
20 subject to check?

21 MR. ROBIN WEINS: You know, I don't
22 remember the entire history of it. I -- I seem to have
23 a recollection that it actually started somewhat lower
24 than that, but we may have come back with an
25 application subsequently. So, you know, we'll take

1 what you've said subject to check.

2 MR. ANTOINE HACAULT: I -- the initial
3 reference discount that I was referring to I had found
4 at page 166 of our book of documents. There's a
5 discussion in the report about the reference discount
6 and how that was set initially at the two dollars
7 seventy-five (\$2.75) and increased by inflation, as I
8 understood this text, so that it is now three dollars
9 and seventeen cents (\$3.17). That's in the second
10 paragraph under the heading.

11 Have you found that?

12 MR. ROBIN WEINS: Yes, I see that.

13

14 (BRIEF PAUSE)

15

16 MR. ANTOINE HACAULT: Now, you said
17 there was some customer turnover over time. Are you
18 able to recall how many additional people -- or people
19 or companies used the program over that time period?
20 We have three (3) now.

21 But what would it have been over the
22 time period of the program in a -- as an estimate?

23 MR. ROBIN WEINS: If -- if it were
24 really important, we could get that information and --

25 MR. ANTOINE HACAULT: Yeah.

1 MR. ROBIN WEINS: -- and put it on the
2 record. You know, trying to recall over the years -- I
3 -- I can recall certainly two (2) others that had been
4 in the program and no longer are.

5 MR. ANTOINE HACAULT: So it's not a
6 huge number. It would be a smaller number that came in
7 and out of that program, is that fair, to your
8 recollection?

9 MR. ROBIN WEINS: Yeah. They -- as --
10 in terms of numbers, they were small. But if I recall
11 correctly, there was a fairly significant load attached
12 to both of those customers.

13 MR. ANTOINE HACAULT: Okay. Thank you.

14 MR. DAVID CORMIE: And that -- and
15 that's because the -- they -- this customer has to have
16 the unique capability, and we just don't have a lot of
17 large industrial customer from which to select. So it
18 is -- you know, Mr. Weins had a very select handful of
19 companies that may or may not participate.

20 MR. ANTOINE HACAULT: Thank you. I'm
21 flipping back to page 163 of our book of documents.
22 It's page 2 of 9 of the report. And I just want to
23 look at certain statements that were made in this
24 report. And the first full paragraph, it's page 2 of
25 9, but in our book of documents page 163, there's a

1 statement:

2 "Cur -- curtailable load provides
3 value to Manitoba Hydro all year
4 round, as curtailments for system
5 emergencies can occur at any time of
6 the year."

7 That continues to be true?

8 MR. DAVID CORMIE: Yes. And there's
9 value even -- even if we don't exercise it, because we
10 have to be prepared to deal with emergencies, and
11 having a curtailable load is one (1) of the options
12 that we have.

13 MR. ANTOINE HACAULT: Thank you. The
14 next paragraph describes what I'll say is risk
15 mitigation benefits. And there's a heading, "High
16 Water Supply."

17 What option load is useful, and why is
18 it useful?

19 MR. DAVID CORMIE: As I described the
20 other day, our -- our portion of the contingency
21 reserve obligation is 150 megawatts. And of that,
22 sixty (60) has to be spinning, ninety (90) has to be
23 supplemental. And without the curtailable load,
24 Manitoba Hydro would have to hold other generation in
25 reserve to meet that.

1 Under high-water conditions, holding
2 back any hydraulic generation for reserve operation
3 means that water can't pass through the turbines. It
4 has to go through the spillway. And by being able to
5 run those generators with all the gates open and
6 utilize that capacity that we would otherwise be
7 holding back in reserve, generates revenue.

8 In an average-water year, we're not --
9 we're not spilling. So -- because -- and so we can
10 hold -- we -- we can run the units efficiently and we
11 have that reserve capability. But in a high-water
12 year, not having that option, our load available means
13 that we have to back down our -- our hydro units to
14 create the reserve results in spill.

15 So there's a -- there's -- there's good
16 value in -- in those year of -- of -- in those times of
17 spillage, from having -- being able to reduce the -- to
18 increase the hydraulic generation. And that value
19 occurs in -- in high-water conditions.

20 MR. ANTOINE HACAULT: Thank you.
21 There's another heading on that same page, 2 of 9, page
22 163 of our book of documents, under "Average Water
23 Supply." There's an explanation there that:

24 "Manitoba Hydro can capture the
25 benefit of the price differential

1 between off -- on- and off-peak
2 periods."

3 How -- could you help me understand how
4 the curtailable load program assists in that?

5 MR. DAVID CORMIE: So in -- in the
6 average water condition, to the extent that we have to
7 carry a reserves on the hydraulic units, those units
8 aren't producing electricity, because that capacity is
9 being held in reserve. Therefore, the water that's --
10 that would otherwise be generated in high-value periods
11 gets transferred to the low-value periods. And the
12 differential between the value -- the on-peak value and
13 the off-peak value is the benefit.

14 So in -- in a high-water period you get
15 the full value of the energy. In an average-water year
16 you get the -- just the differential between the on and
17 off peak, because the water that's held back goes into
18 storage, and it's released at another time of lower
19 value.

20 MR. ANTOINE HACAULT: And both those
21 benefits can be achieved without actually exercising
22 the option of interrupting those customers. Is that
23 correct?

24 MR. DAVID CORMIE: Yes. The -- we have
25 to take the action of taking the hydro unit out of

1 service and holding it back, whereas with the option
2 our customer -- the customers -- his -- his load can be
3 curtailed at the moment it's actually needed, and we
4 don't have to do anything until there's an eme -- until
5 there is a -- a need for those supplemental reserves.

6 MR. ANTOINE HACAULT: Thank you. Can I
7 take you to page 4 of 9 of the report? It's at page
8 165 of our book of documents. It's the page that
9 discusses the times when Manitoba Hydro actually
10 exercised its options for curtailment.

11 My first question is: There's an Option
12 A that was exercised that's shown on June 24, 2011.

13 And the text explains:

14 "It was initiated to protect firm
15 export schedules following a MISO-
16 Manitoba Hydro CRSG event."

17 Could you explain that, please?

18

19 (BRIEF PAUSE)

20

21 MR. DAVID CORMIE: A CRSG event is a
22 contingency reserve sharing group event. And this is
23 the -- this is the arrangement that Manitoba Hydro has
24 with MISO, where we share in providing reserves. The
25 contingency reserve pool is 2,000 megawatts. Manitoba

1 Hydro provides a hundred and fifty (150) of that; MISO
2 provides 1,850 megawatts.

3 A -- a system emergency resulted in
4 Manitoba Hydro having to deliver its 150 megawatts
5 under the agreement. Manitoba Hydro, had it not
6 curtailed the Option A load, would have had to curtail
7 export transactions that have -- that are capacity
8 backed. And under our emergency operations procedures,
9 we curtail curtailable load in order to protect firm
10 export sales if the curtailable load is available. And
11 so to the extent that we have curtailable load, it gets
12 used before we ex -- we -- we cut the export.

13 We will cut the non-firm exports first
14 before we use curtailable load, but we use the
15 curtailable load to provide capacity on our system, in
16 effect, to -- to firm up the export capacities.

17 If we got to the point where Manitoba
18 load was at risk, we would then ultimately cut the --
19 the capacity back to export sales because we are
20 allowed to do that. But we will use our curtailable
21 load to protect the capacity associated with the firm
22 export transactions.

23 MR. ANTOINE HACAULT: And am I correct
24 in understanding this table that on that particular
25 day, Manitoba Hydro not only exercised its Option A,

1 but it also exercised an Option R, for a total capacity
2 of over 150 megawatts, actually 168 megawatts total?

3 MR. DAVID CORMIE: Yeah, it appears
4 from that table that those were simultaneous events
5 because of the -- the duration is exact. So I am
6 assuming that they are the same event.

7 MR. ANTOINE HACAULT: I believe I
8 understood the testimony yesterday to be that, most
9 likely, Hydro would have to call on these types of
10 options in the winter months because of the existing
11 Manitoba load and demand being higher in winter.

12 But this is an example of where, even in
13 the lower Manitoba demand in summer, that this program
14 was still useful, correct?

15 MR. DAVID CORMIE: It's useful year
16 round, Mr. Hacault. I've got a few examples here. We
17 had a severe storm at Dorsey in August of 2010. We
18 lost 1,750 megawatts. We would have called on
19 curtailable load at that time. June the 2nd, 2008, we
20 had forest fire along the DC line. We lost almost
21 2,000 megawatts of generation. In May of 2009, there
22 was an incident where a farm cedar knocked out the guy
23 wire of a DC tower. In March of 2009, we lost 1,500
24 megawatts as a result of icing on the DC line. So it -
25 - it can happen year round.

1 MR. ANTOINE HACAULT: During any of
2 those other events which you've listed, Mr. Cormie, did
3 you call on more than 150 megawatts? In the example
4 that we went through at page 4 of 9, it was more than a
5 hundred and fifty (150).

6 But those other events, were any of
7 those the type of events where you exercised an option
8 which involved more than a 150 megawatts?

9 MR. DAVID CORMIE: Well, the 150
10 megawatt obligation that Manitoba Hydro now -- started
11 in -- on January the 1st, 2010, because that's when the
12 new Contingency Reserve Sharing Agreement with MISO
13 took place. Prior to that, our obligation to supply
14 reserves may have been higher, and I just don't have
15 the details.

16 But I would assume that -- to the extent
17 that we had curtailable load under these events, we
18 would have exercised it. These are, you know,
19 thousands of megawatts. And -- and the megawatts
20 available under the Curtailable Load -- Load Program
21 would have been used very quickly to help out.

22

23 (BRIEF PAUSE)

24

25 MR. ANTOINE HACAULT: So then am I

1 correct in understanding that it's not only the 150
2 megawatts that you'd broken down into spinning and non-
3 spinning power that gives value to Manitoba Hydro under
4 the Curtailable Rate Program?

5

6 (BRIEF PAUSE)

7

8 MR. DAVID CORMIE: Yeah. Yes. It's
9 not just the provision of contingency reserves that pro
10 -- provide value. There's a value in other -- in -- in
11 emergencies beyond that. And if the -- to the extent
12 that the -- we can use the Option R load to meet our
13 reserve obligation, we do. To the extent that we've
14 already satisfied our reserve obligation using the
15 Option R and there's still a need for curtailable load
16 -- or -- or capacity, then that's when the -- the
17 Option A load would be used, because it is -- it is
18 curtailable in emergency events.

19 So it not only -- in -- in -- it's not
20 only useful in reestablishing our reserves, but the
21 provisions of the -- of the program provide it to be
22 used during emergencies as well.

23 MR. ANTOINE HACAULT: The one (1) thing
24 that it does not do-- and you explained that -- and
25 this is as a result of customer complaints, as I

1 understood. And it's at page 3 of 9 of your report.
2 At the top it in -- indicates that Manitoba will --
3 Hydro will not initiate load curtailments in order to
4 facilitate an opportunity spot market sale.

5 Is that correct?

6 MR. DAVID CORMIE: Yes. You know, the
7 -- the terms and conditions allow us up to a maximum
8 number of events in a year, and there were several
9 years where we -- we used them. We -- we said we
10 bought forty (40) curtailments, we're going to use them
11 all. And we were using them for economic advantage.

12 That really created problems with our
13 customers. And we went through a period of discussion,
14 and -- and we changed the -- the -- limited the use of
15 curtailable to deal with emergencies and reestablishing
16 so that -- that we weren't using it for economic
17 dispatch.

18 THE CHAIRPERSON: Mr. Cormie, looking
19 to the -- looking to page 165, looking on the June 24
20 event, did you -- did you actually curtail the rate --
21 sorry, did you actually curtail the power to that
22 plant, or did you -- to that customer? Or it was
23 simply to say -- put the no -- the customer on notice
24 that we may -- we may pull the power because we need it
25 at the rese -- we need it for reserve obligations?

1 MR. DAVID CORMIE: No, the -- the
2 events shown here, the 118 megawatts that the customer
3 reduced their load by a hundred eighteen (118) for
4 point two-three (.23) hours, which would be fifteen
5 (15) minutes, approximately fifteen (15) minutes they
6 would come down. So it is actually -- these are
7 actually reductions in load that -- that the customers
8 provided. So it's not just putting them on standby.
9 They -- they did curtail.

10

11 (BRIEF PAUSE)

12

13 CONTINUED BY MR. ANTOINE HACAULT:

14 MR. ANTOINE HACAULT: Now, with respect
15 to the fact that Manitoba Hydro won't initiate load cur
16 -- curtailments under the program for opportunity spot
17 market sales, that's true of other programs too?

18 There's no programs that exist right now
19 that Manitoba Hydro offers to customers to say, Well,
20 curtail your load because we've got great opportunity
21 spot market sale?

22 MR. DAVID CORMIE: No, we have -- we
23 have -- we don't have any programs that have those
24 provisions.

25 MR. ANTOINE HACAULT: Now, if I

1 understood your explanation correctly yesterday, for
2 capacity issues, you believe that those prices and that
3 situation may change in the upcoming years in the
4 United States?

5 MR. DAVID CORMIE: Yes. The -- the
6 MISO market rules have -- are evolving such that
7 Manitoba Hydro can now begin to participate in the
8 voluntary capacity auction. And -- and our capacity is
9 now deemed to be deliverable. And so we've begun
10 selling capacity forward for -- as we used to under --
11 under the MAPP Generation Reserve Sharing Program.

12 Unfortunately, the market prices are --
13 are very, very low. But we expect that -- that, given
14 this market rule change and the impending shutdown of -
15 - of a large amount of capacity in the US, that the
16 value will -- will increase and that -- as -- as the
17 price goes up.

18 For the summer season of 2013, we -- we
19 have sold some capacity for the -- for the summer
20 season. So not only is it available -- is -- is the
21 market now available to Manitoba Hydro, but we are
22 participating.

23 MR. ANTOINE HACAULT: Thank you very
24 much. Now, am I correct in understanding that
25 curtailable load could also be used to backstop

1 Manitoba Hydro's Brandon combustion turbines and its
2 gas-fired steam turbines at Selkirk?

3 Would that be a possibility?

4 MR. DAVID CORMIE: Yes, that was a -- a
5 possibility. And we -- we reviewed that a year ago.
6 Under our new contracts that are -- that sell capacity
7 into the MISO market, Manitoba Hydro has an obligation
8 to make sure that the capacity is available during
9 emergency events.

10 And if there are situations when
11 Manitoba Hydro has chosen to serve its export sale by
12 purchasing power out of the market, we really have our
13 generating stations shut down -- or -- or backed down.

14 So if we have -- in a position where we
15 would have otherwise had to run Brandon and Selkirk to
16 serve the sale but we chose to buy the energy in the
17 market rather than -- than running our own generation
18 for economic reasons and that there was an emergency
19 event in MISO, MISO would say to Manitoba Hydro: You
20 have sold us this capacity. You need to deliver that
21 capacity. You can't be relying on us -- on us during
22 this emergency. You need to provide that capacity.

23 And so there's this situation that could
24 occur where, for economic reasons, we've got our
25 thermal station shut down, and the emergency occurs,

1 and Manitoba Hydro needs to respond to the emergency.

2 Well, one (1) of the options you have is
3 use curtailable load. And to the extent that you have
4 enough curtailable load in the system to -- that
5 matches the size of the capacity resource that's not
6 running, Brandon and Selkirk coal plants -- Selkirk's
7 132 megawatts, and Brandon 5 is a hundred and five
8 (105).

9 So there's about 350 megawatts of shut
10 down coal that has a long start time, but this capacity
11 had been sold. To the extent that that capacity was
12 needed during emergency, if we had curtailable load of
13 that -- of that value available, that's how we would --
14 we would meet that obligation to back the capacity
15 sales.

16 The mitigating factor is that MISO's
17 peak demand is in excess of 100,000 megawatts. And
18 that occurs in the summer season. And so if, to the
19 extent that there is a system emer -- a MISO emergency,
20 it will occur in the summer. And that's when the
21 maximum-generation event will occur. It won't occur in
22 the wintertime, because in the wintertime, MISO load is
23 sixty-thousand (60,000). So they have 40,000 megawatts
24 of generators already shut down. They don't need to
25 call Mani -- on Manitoba Hydro's ca -- capacity in the

1 wintertime to serve their emergencies. They have --
2 they have 40,000 megawatts of shut down generation.

3 So we judge the -- that the likelihood
4 of an emergency event occurring in the wintertime -- or
5 in the -- in the -- at the time when we would be
6 financially settling -- not to be -- to -- it's
7 possible theoretically but very, very improbable.

8 So we -- we decided that we wouldn't
9 pursue additional curtailable load in order to backstop
10 the -- the thermal plants. And that's just the nature
11 of the -- the diversive -- diversified loads. They --
12 they peak at a different time that we peak. And so it
13 -- it just didn't make sense to count on -- to -- to
14 plan around that unlikely contingency.

15 MR. ANTOINE HACAULT: Thank you. The
16 last thing that I'd like to canvass with you, I think,
17 is best canvassed by retrieving the PUB -- PUB book of
18 documents Volume III; Volume III, PUB book of documents
19 page 373. That's at Tab 37. So Tab 37, book of
20 documents, III, at page 373.

21 MR. DAVID CORMIE: Yes, I have that.

22 MR. ANTOINE HACAULT: The matter which
23 I'd like you to explain -- and there had been some
24 question, I think, by Board member Lafond on this. I
25 thought this table might be useful -- a useful summary.

1 There was some questions as to the
2 difference between the Option A and the Option R. And
3 could you explain what the difference is -- and we'll
4 say in value or benefit to Manitoba Hydro -- when one
5 compares Option A and Option R?

6

7 (BRIEF PAUSE)

8

9 MR. ANTOINE HACAULT: I may be wrong
10 that this table assists, but I'd like to have you
11 explain that to us, if you could.

12 For example, you know, for the Option R,
13 do you have more flexibility for certain events, or
14 reserve events, in contingencies?

15 MR. DAVID CORMIE: Yeah. When you look
16 at this table the -- the two (2) curtailable load
17 options, 'A' and 'R', are very similar. They have the
18 same notice time, and -- and they're both to -- to --
19 the customer has to provide the curtailment within five
20 (5) minutes. The maximum duration of the curtailment
21 is the same, at four and a quarter (4 1/4) hours.

22 In the -- the difference in the maximum
23 daily number of hours is -- they're essentially the
24 same except in the winter season. We've limited the
25 number of hours to six (6). And I believe that was at

1 the request of the customer because of shutting their
2 process down for six (6) hours -- more than six (6)
3 hours created process issues.

4 Under Option R, we have twenty-five (25)
5 curtailments a year rather than the fifteen (15), and
6 that just reflects the fact that we'll -- we'll
7 dispatch Option R much more often because we -- we have
8 many more -- our -- our need for dealing with --
9 providing our supplemental reserves is -- is much more
10 often than we need Option A to -- to reestablish those
11 reserves, because we have other options to reestablish.
12 The maximum number of hours of curtailment, I think, is
13 just a product of the number of curtailments times the
14 number of daily hours.

15 And the -- the discount is -- the -- the
16 capacity portion is the same: 70 percent of the
17 reference. But with Option R, we're providing a reserve
18 discount which is -- we're paying the customer an --
19 for the energy that they're actually not -- that
20 they're foregoing.

21 Because Manitoba Hydro is providing
22 reserves to the market, we're delivering that energy to
23 the market. Manitoba Hydro is getting paid for that.
24 We're just passing that money back to the customer, and
25 that gives them the -- you know, that helps compensate

1 them for the -- the cost of -- of the curtailment.

2 So we're -- Manitoba Hydro is -- becomes
3 indifferent in -- because they're -- we're getting the
4 money and we're passing on -- on to the customer as the
5 -- as the reserve discounts. And that's additional
6 value they get for the -- the increased number of -- of
7 curtailments that -- that are -- occur under the Option
8 R.

9 But fundamentally the -- the difference
10 between 'A' and 'R' is the permitted use. 'A' is used
11 during emergencies and to re-establish supplemental
12 reserves, whereas Option R is used for supplemental
13 reserve purposes and -- and emergencies. So, one (1)
14 is very actively used and one (1) is held in -- in --
15 in reserve and -- and used if necessary to re-establish
16 them.

17 MR. ANTOINE HACAULT: And just to give
18 the Board some idea of the order of what might be paid
19 under this reserve discount that you've described, this
20 additional amount, could I direct you to page 6 of 9 of
21 the report? This is going back to our book of
22 documents, page 6 of 9, where --

23 MR. DAVID CORMIE: Yeah, Mr. Hacault,
24 it's actually shown on page -- on that table on the
25 bottom line --

1 MR. ANTOINE HACAULT: Oh, it is too.

2 MR. DAVID CORMIE: The reserve
3 discount. We -- we pay the customer four (4) cents per
4 kilowatt hour for every megawatt hour of curtailment.

5 MR. ANTOINE HACAULT: And the reason I
6 was referring people to page 6 of 9, that tran --
7 translated -- at least in the report that was provided
8 to this Board, as I understand this report, to eighteen
9 thousand seven hundred and sixty dollars (\$18,760) that
10 was what the four (4) cents per kilowatt related --
11 generated for that particular customer.

12 Is that correct?

13 MR. DAVID CORMIE: Yes.

14 MR. RAYMOND LAFOND: I'm sorry, are we
15 on page 167 of MIPUG's book of documents?

16 MR. ANTOINE HACAULT: Yes, the very
17 last sentence on that page reads as follows:

18 "The discounts shown for Customer 1 do
19 not include the eighteen thousand six
20 hundred -- or seven hundred and sixty
21 dollars (\$18,760) credited in respect of
22 the Option R reserve discount."

23 MR. DAVID CORMIE: Yeah. And -- and,
24 Mr. Hacault, because Manitoba Hydro gets locational
25 market price plus fifty dollars (\$50) we wanted just to

1 give the customer the certainty of what his revenue
2 would be so we set it, at -- at the time that we
3 entered into this negotiation, at -- at the four (4)
4 cents. And it's four (4) cents regardless of what the
5 LMP price is.

6

7 CONTINUED BY MR. ANTOINE HACAULT

8 MR. ANTOINE HACAULT: So -- so right
9 now, the only additional compensation to a client who
10 allows the 'R' option to interrupt him fairly often, as
11 we've seen, is that he would have received in this
12 particular year, eighteen thousand dollars (\$18,000).

13 Is that correct?

14 MR. DAVID CORMIE: Yes, but we -- we
15 made the Option R load available because the customer
16 said that he wanted more -- wanted to participate more.
17 We didn't want to offer him more Option A because we
18 had all the Option A, and we needed and we said, If you
19 want to participate, here's a way of participating.

20 And so, although he's -- he's only
21 getting eighteen thousand (\$18,000), he's getting to
22 participate 50 megawatts more than he would -- then he
23 would of otherwise, because we weren't prepared to
24 offer him more Option A.

25 MR. ANTOINE HACAULT: Okay. But

1 fundamentally, Option A and Option R, pay 70 percent,
2 according to that table we looked at in Board book of
3 documents at page 373. And as I understood, am I
4 correct, the Option R is much more valuable to Manitoba
5 Hydro than the Option A?

6 Is that correct?

7 MR. DAVID CORMIE: It's much more
8 valuable to us now, yes. But there are times when --
9 when the capacity market is strong that -- that Option
10 A could be as -- as valuable.

11 MR. ANTOINE HACAULT: I'd like to thank
12 each of the members of the panel for having had their
13 discussions with me and having provided some very
14 useful answers. Thank you.

15

16 (BRIEF PAUSE)

17

18 MR. ANTOINE HACAULT: We could probably
19 take a break. I would advise the Chair that it's not
20 the intention of MIPUG to participate in the DSM
21 discussions and examinations, because it doesn't
22 particularly affect us and, putting it bluntly, we
23 don't ever get awards of cost so we have to be very
24 cost conscious.

25 MR. BOB PETERS: Mr. Chairman, with the

1 questions that have now been posed by all the parties
2 of the -- the rates and the diesel portion, I believe,
3 of the -- of the panel, subject to any re-examination
4 that Ms. Ramage may have, I believe that will conclude
5 this panel's evidence.

6 I also understand that Ms. Ramage has
7 available the DSM panel prepared to slip in probably at
8 one o'clock today, and then we would continue with the
9 DSM panel as scheduled.

10 And I'm understanding Mr. Hacault to be
11 telling us that his client has no vested interest at
12 this point in time in the -- participating in the DSM
13 discussions.

14 THE CHAIRPERSON: Okay. I think that
15 we're in a position to adjourn the proceedings now and
16 -- I'm sorry?

17 MS. PATTI RAMAGE: I just -- I had one
18 (1) -- Mr. Rainkie wanted to make one (1)
19 clarification. And before I turn that over to him, I
20 was going to suggest -- Mr. Peters said one o'clock.
21 If we want to come back at a quarter to 1:00 just to --
22 I'm worried about time, making sure we get through
23 everything. I don't know how the parties feel.

24 THE CHAIRPERSON: Okay. Mr.
25 Rainkie...?

1 MR. DARREN RAINKIE: There was just one
2 (1) question, excuse me, towards the start of the day
3 that I wanted to, in Mr. Warden's absence, just
4 clarify. We were talking about a return being part of
5 our cost of service and certainly in a publically orn -
6 - owned organization we think of it more as a
7 contribution to reserves, that our net int -- income is
8 a contribution to reserves, as opposed to a return on
9 rate base or equity. And I'm sure all parties kind of
10 understand that, but I just wanted to make sure that
11 was clear on the -- on the record.

12 THE CHAIRPERSON: Fair enough. So I --
13 I'll recess the proceedings until a quarter to one
14 o'clock this afternoon. And thanks very much to the
15 people from Manitoba Hydro who participated in the --
16 in this portion of the hearing. Thank you very much,
17 Mr. -- Mr. Weins. I'm glad to see that you're in fine
18 form.

19 MR. ROBIN WEINS: Thank you, Mr.
20 Chairman. As I understand it, you -- you haven't seen
21 the last of me, so I will be back this afternoon.

22 THE CHAIRPERSON: So let's adjourn.

23

24 (PANEL STANDS DOWN)

25

1 --- Upon recessing at 11:38 a.m.

2 --- Upon resuming at 12:50 p.m.

3

4 THE CHAIRPERSON: I believe we're ready
5 to start. I can't help but noticing that there are a
6 lot more females this afternoon, and frankly -- and
7 frankly that's a very refreshing change.

8 MR. RAYMOND LAFOND: Mr. Weins is not
9 smiling, so is Mr. Miles.

10 THE CHAIRPERSON: So, Ms. Fernandes,
11 please.

12 MS. ODETTE FERNANDES: Thank you, Mr.
13 Chairman. For the record, I'd just like to start,
14 Manitoba Hydro has provided two (2) responses to
15 undertakings. The first one (1) is a response to
16 Undertaking number 51, which is found at transcript
17 page 2,422. And that was for Manitoba Hydro to provide
18 information regarding the customer uptake on electronic
19 billing. And I believe we are now at Manitoba Hydro
20 Exhibit number 63.

21

22 --- EXHIBIT NO. MH-63: Response to Undertaking 51

23

24 MS. ODETTE FERNANDES: And we also have
25 a response to Undertaking number 53, which was taken at

1 transcript page number 2,509. And this is an ex -- an
2 excerpt of the Association of Professional Engineers
3 and Geoscientists Code of Ethics. And that was
4 recommended that this be filed as Manitoba Hydro
5 Exhibit number 64.

6

7 --- EXHIBIT NO. MH-64: Response to Undertaking 53

8

9 MS. ODETTE FERNANDES: Now, I'd like to
10 welcome --

11 THE CHAIRPERSON: Just a second,
12 please.

13 MR. RAYMOND LAFOND: On -- on this
14 Exhibit number 63, in terms of electronic billings,
15 that's a bit more than 10 percent who -- of the
16 potential customers who have -- would have opted for
17 electronic billing.

18 Now, are -- do people have the option of
19 receiving both a paper copy and elec -- electronic
20 billing, or just one (1) or the other?

21

22 (BRIEF PAUSE)

23

24 MS. LOIS MORRISON: No, they don't have
25 the option of both.

1 MR. RAYMOND LAFOND: Thank you.

2

3 MANITOBA HYDRO PANEL 4 - DSM:

4 DARREN RAINKIE, Resumed

5 ROBIN WEINS, Resumed

6 LOIS MORRISON, Resumed

7 TERRY MILES, Resumed

8

9 EXAMINATION-IN-CHIEF BY MS. ODETTE FERNANDES:

10 MS. ODETTE FERNANDES: So I'd like to
11 welcome back to the panel Ms. Morrison. She has been
12 sworn in previously. And again, for the record, she's
13 the division manager of Consumer Marketing and Sales.
14 And here to assist her this afternoon, in the back row
15 is Ms. Cheryl Pilek, and she is the Power Smart
16 Planning, Evaluation, and Research department manager.
17 And beside her is Colleen Kuruluk, and she is the
18 Marketing Programs department manager. And I'd also
19 like to note that Mr. Weins has elected to stay this
20 afternoon to assist us if necessary. So thank you, Mr.
21 Weins.

22 We do just have a few questions on
23 direct for Ms. Morrison in -- in regards to DSM. Ms.
24 Morrison, could you please restate your area of
25 responsibility with respect to this portion of Manitoba

1 Hydro's filing?

2 MS. LOIS MORRISON: Good afternoon, Mr.
3 Chairman, members of the Board, Intervenors, and others
4 present, again. As previously stated, I hold the
5 position of division manager, Consumer Marketing and
6 Sales, of the Customer Care and Marketing Business
7 Unit.

8 In my testimony, as I previously
9 mentioned, I'll be providing evidence with respect to
10 Manitoba Hydro's electric load forecast and field
11 switching report as filed in response to Directive 17
12 of Order 150/08. And I will also be providing evidence
13 with respect to Manitoba Hydro's demand-side management
14 initiatives.

15 MS. ODETTE FERNANDES: Can you please
16 provide a brief summary of Manitoba Hydro's DSM efforts
17 to date?

18 MS. LOIS MORRISON: Manitoba Hydro's
19 DSM initiative, marketed under the Power Smart brand,
20 is designed to encourage the efficient use of energy
21 effic -- in residential, commercial, institutional, and
22 industrial customer sectors. Our strategy incur --
23 includes education to build awareness and
24 understanding, motivating customers with the aid of
25 financial tools, and entrenching savings through the

1 support of codes and standards.

2 Manitoba Hydro offers a coordinated,
3 balanced approach to marketing energy efficiency with
4 individual Power Smart programs, pursuing energy-
5 efficient opportunities, such as upgrades to equipment,
6 building envelope and processes within these sectors,
7 supported to gen -- a general Power Smart education
8 campaign, which in recent years has evolved to become a
9 more behavioural -- to a more behavioural approach
10 under our Small Changes Adds Up promotions, which
11 focuses on low-cost/no-cost measures.

12 Manitoba Hydro's long-term and
13 aggressive commitment to demand-side management has
14 resulted in over 90 percent awareness of the Power
15 Smart brand in Manitoba, with over 60 percent of
16 residential customers able to recall unaided Manitoba
17 Hydro programs available to them to help manage their
18 energy bills, and one-third (1/3) of customers
19 indicating that they have participated in at least one
20 (1) program.

21 With more than thirty-five (35)
22 incentive-based programs and many other customer-
23 service initiatives offered over the last twenty-three
24 (23) years, with an associated investment of \$438
25 million, Manitoba Hydro has successfully saved a

1 hundred -- sorry, 1,966 gigawatt hours and fif -- 583
2 megawatts of electricity and 70 million cubic metres of
3 natural gas as of March 31st, 2012.

4 These energy savings translate into \$62
5 million of annual electricity bill savings for those
6 customers participating to date, for which they will
7 continue to realize this benefit into the future.

8 MS. ODETTE FERNANDES: Ms. Morrison,
9 can you please describe Manitoba Hydro's future plans
10 for DSM?

11 MS. LOIS MORRISON: Under Manitoba
12 Hydro's 2011 Power Smart plan, we are targeting to
13 achieve additional savings of 1,944 gigawatt hours and
14 99 million cubic metres of natural gas by 2025/'26,
15 bringing our overall savings in 2025/'26 to 3,283
16 gigawatt hours of electricity and 153 million cubic
17 metres of natural gas.

18 In developing the Power Smart plan,
19 Manitoba Hydro focuses on pursuing energy-efficient
20 opportunities which are economic. These opportunities
21 are identified. And subsequently, programs are
22 designed to capture energy savings through these
23 opportunities. The individual programs and associated
24 budgets are combined through a bottom-up approach,
25 which formulates Manitoba Hydro's overall Power Smart

1 plan. This plan is then included as one of the
2 resource options in developing the Corporation's
3 integrated resource plan for meeting Manitoba's future
4 electricity requirements.

5 Manitoba Hydro recognizes that when
6 compared on a percent of sales basis, some regions are
7 pursuing higher levels of energy savings than what is
8 being planned for under the Corporation's 2011 Power
9 Smart plan. While Manitoba Hydro agrees that using a
10 savings ratio metric in general is valid for comparing
11 energy conservation efforts between regions, such
12 comparisons must be done with considerable caution
13 where regions differ -- where regional differences
14 exist, such as the difference in load characteristics
15 and marginal cost considerations.

16 Conclusions should not be drawn solely
17 upon benchmark metric comparisons, as such comparisons
18 may lead to misleading or ambiguous conclusions. For
19 example, in the comparison presented by Mr. Dunsky, the
20 analyses undertaken among regions having considerable
21 differentials in marginal cost values, which the Man --
22 which Manitoba Hydro's marginal costs being
23 considerably lower than a number of regions.

24 As such, it is expected that regions
25 with higher marginal cost values will have more

1 economic opportunities available to them. Manitoba
2 Hydro's Power Smart plan is based on the unique
3 situation of having marginal cost values which are
4 considerably lower than regions such as bus -- British
5 Columbia, Nova Scotia, and Vermont; having marginal
6 values where the export electricity market accounts for
7 a significant component of those marginal cost values,
8 as opposed to deferral of new generation; and having
9 load characteristics consisting of a large, diverse
10 industrial load, significant electricity use for space
11 and water heating combined with high degree -- high
12 heating degree days.

13 Manitoba Hydro recognizes that its DSM
14 targets are declining but would assert that this is a
15 reflection of Manitoba Hydro's consistent long-term
16 engagement in DSM and a diminishing availability of
17 economic energy-efficient opportunities remaining in
18 the Manitoba market.

19 Manitoba Hydro agrees with aggressively
20 pursuing energy-efficient opportunities. However, the
21 Corporation believes it's important to primarily pursue
22 those opportunities which are economic.

23 MS. ODETTE FERNANDES: Will there be
24 any changes on how Manitoba Hydro will establish its
25 DSM targets in the future, including any external

1 consultations to be used in the process?

2 MS. LOIS MORRISON: Yes. Under the
3 recently enacted Energy Savings Act legislation,
4 Manitoba Hydro will prepare its energy efficiency plan
5 in consultation with the minister responsible for
6 Manitoba Hydro. The plan and subsequent reporting on
7 Power Smart outcomes is to be tabled with the assembly
8 on an annual basis.

9 MS. ODETTE FERNANDES: Thank you, Ms.
10 Morrison. Thank concludes Manitoba Hydro's direct. So
11 we can now turn the DSM panel over for cross-
12 examination.

13

14 CROSS-EXAMINATION BY MR. BOB PETERS:

15 MR. BOB PETERS: Thank you, Mr.
16 Chairman. And welcome back, Ms. Morrison, Mr. Miles,
17 Mr. Weins, Mr. Rainkie.

18 When we talk, Ms. Morrison, about
19 demand-side management, we're talking about the other
20 side of new generation. That is, rather than new
21 generating stations, maybe consumers can save
22 electricity, thereby reducing the need for new
23 generation of electricity.

24 Would you agree with that?

25 MS. LOIS MORRISON: Yes.

1 MR. BOB PETERS: And -- and demand-side
2 management got its name, probably, because it's on the
3 demand side of the meter, not on the supply side of the
4 meter?

5 MS. LOIS MORRISON: Yes.

6 MR. BOB PETERS: And from your evidence
7 through Ms. Fernandes, is conservation the goal?

8 MS. LOIS MORRISON: Under our current
9 plan, yes.

10 MR. BOB PETERS: I suppose the theory
11 goes that Manitoba Hydro can then sell the energy that
12 is saved on the export market?

13 MS. LOIS MORRISON: The -- our -- our
14 investment in demand-side management is, yes, funded --
15 basically supported by selling the electricity on the
16 export market. That's one (1) of the components. But
17 it's also the deferral of investment and transmission
18 and distribution infrastructure.

19 MR. BOB PETERS: Sorry, you said
20 deferral of transmission and distribution?

21 MS. LOIS MORRISON: Yes.

22 MR. BOB PETERS: Not deferral of
23 generation?

24 MS. LOIS MORRISON: No.

25 MR. BOB PETERS: And, when you say,

1 "deferral of transmission and distribution," what
2 you're indicating is you wont have to upgrade the
3 current distribution and the current transmission that
4 you have for customers, so the savings would be on
5 deferring the upgrade?

6 MS. LOIS MORRISON: Yes.

7 MR. BOB PETERS: Would you agree with
8 me, Ms. Morrison, that the consumer that participates
9 in the demand-side management may have a lower bill,
10 but only if the unit rates don't go up to reflect lower
11 volumes that are sold by the Utility?

12 MS. LOIS MORRISON: Yes, there will be
13 a point at which you have to take into consideration if
14 the rate impact is so much greater than the savings
15 that the person realizes that they my not see a lower
16 bill. But yes, at this point in time, the person
17 participating would see a lower bill overall.

18 MR. BOB PETERS: That's the objective?

19 MS. LOIS MORRISON: Yes.

20 MR. BOB PETERS: And that's currently
21 reflected in the Rate Impact Measure Test that we'll
22 talk about in a while?

23 MS. LOIS MORRISON: Yes.

24 MR. BOB PETERS: Okay. You -- you said
25 something in your comments to Ms. Fernandes that I

1 hadn't thought of.

2 And that is the Power Smart brand is
3 what Manitoba Hydro uses?

4 MS. LOIS MORRISON: That is how we
5 market our energy-conservation initiative.

6 MR. BOB PETERS: Does Manitoba Hydro
7 own that brand?

8 MS. LOIS MORRISON: We are a
9 trademarked licence-holder of that brand.

10 MR. BOB PETERS: Who holds that? Is
11 that BC Hydro?

12 MS. LOIS MORRISON: Yes, BC Hydro owns
13 the brand name.

14 MR. BOB PETERS: And so Manitoba Hydro
15 has a licence and permission to use it?

16 MS. LOIS MORRISON: Yes.

17 MR. BOB PETERS: Are you -- is Manitoba
18 Hydro the only other utility that you're aware of,
19 other than BC Hydro, that uses the Power Smart
20 branding?

21 MS. LOIS MORRISON: Subject to check, I
22 believe we were the only utility still using it, yes.

23 MR. BOB PETERS: That answer suggests
24 that others may have and they've gone to their own --
25 their own brand?

1 MS. LOIS MORRISON: Many years ago, BC
2 Hydro did license that brand to a number of utilities.
3 But I don't believe those utilities are still using
4 that.

5 MR. BOB PETERS: Okay. Thank you. The
6 plan that you have file -- that Manitoba Hydro has
7 filed in these proceedings is -- is under Appendix 7.1
8 in the filing. And the annual review done of the Power
9 Smart Program by Manitoba Hydro is the Appendix 7 --
10 I'm sorry, I may have misspoken.

11 The Power Smart plan is Appendix 7.1.
12 Do you agree with that?

13

14 (BRIEF PAUSE)

15

16 MS. LOIS MORRISON: Yes.

17 MR. BOB PETERS: And the review of the
18 plan is Appendix 7.2?

19 MS. LOIS MORRISON: Yes.

20 MR. BOB PETERS: All right. I have
21 some documents in my book of documents related to that.
22 And I'm not sure if you've been provided with Volume
23 III of Board counsel's book of documents, but when I
24 last saw you I think we were only on Volume I. So
25 you've -- you've missed a lot, some might say.

1 When's the next plan coming out, Ms.
2 Morrison?

3 MS. LOIS MORRISON: Our next plan, as I
4 mentioned, will be submitted to -- will be prepared in
5 consultation with the minister responsible for Manitoba
6 Hydro and is required to be tabled on March 31st, 2013.

7

8 (BRIEF PAUSE)

9

10 MR. BOB PETERS: Until the Energy
11 Savings Act was published, does Mani -- did Manitoba
12 Hydro prepare a Power Smart plan on an annual basis?

13 MS. LOIS MORRISON: Yes, that is
14 correct.

15 MR. BOB PETERS: And so the one that
16 the Board has filed in these proceedings is dated
17 October of 2011, correct?

18 MS. LOIS MORRISON: That is correct.

19 MR. BOB PETERS: And can I assume that
20 Manitoba Hydro has one that's dated October 2012
21 sitting on the shelf?

22 MS. LOIS MORRISON: No.

23 MR. BOB PETERS: It didn't get done,
24 won't get done?

25 MS. LOIS MORRISON: With the Act coming

1 into place, we have -- we are now under a new
2 direction. And so we will be filing a plan under that
3 direction with -- in consultation. So there wasn't a
4 plan tabled that went to our executive committee for
5 approval and was incorporated in -- there wasn't one
6 finalized.

7

8

(BRIEF PAUSE)

9

10 MR. BOB PETERS: I'll come to the Act -
11 - I think I have it somewhere in my notes here, Ms.
12 Morrison. But the Act itself doesn't refer to the
13 Power Smart plan, per se, does it? It just talks about
14 Manitoba Hydro's plans should be filed on an annual
15 basis with the minister?

16 MS. LOIS MORRISON: That is correct,
17 but our inference was that -- basically, the Power
18 Smart plan is our energy savings plan.

19 MR. BOB PETERS: So as a result of --
20 of that piece of legislation, Manitoba Hydro will --
21 their -- their next plan won't be a -- a two thousand
22 (2000) and -- well, you've got one that's 2011. Your
23 next one will be 2013?

24 MS. LOIS MORRISON: That is correct.

25 THE CHAIRPERSON: The Act we're

1 referring to is which act?

2 MS. LOIS MORRISON: The Energy Savings
3 Act.

4

5 (BRIEF PAUSE)

6

7 CONTINUED BY MR. BOB PETERS:

8 MR. BOB PETERS: I don't think I put
9 that in my book of documents, Ms. Morrison, but I have
10 some questions later on when we get to it. In addition
11 to that -- the plan for 2013, do you envision the
12 format of the -- of the plan and the content of the
13 plan being different than what's been done in other
14 years?

15 MS. LOIS MORRISON: Fundamentally, I
16 believe that the content will be similar. There will
17 be a little more description of -- possibly of what
18 we're doing. But it will be addressing all of the
19 components that we addressed to date.

20

21 (BRIEF PAUSE)

22

23 MR. BOB PETERS: In addition to the
24 Power Smart plan that Manitoba Hydro has and the 2013
25 plan on which you indicate Hydro is working, has

1 Manitoba Hydro ever done a DSM potential study to
2 determine what -- what the ultimate number could be in
3 this province?

4 MS. LOIS MORRISON: In 2003 we
5 undertook a DSM market potential study. We are, right
6 now, in the process of working with a external
7 consultant to prepare a -- an updated DSM market
8 potential study.

9 MR. BOB PETERS: What -- can you tell
10 the Board what the objective of that study is?

11 MS. LOIS MORRISON: The objective of
12 the study is to identify the market achievable
13 potential that remains within the Manitoba marketplace.
14 So we would look at what is technically available, what
15 is economically available, and what can fundamentally
16 be achieved through market intervention, recognizing
17 that we are working within the market environment.

18 MR. BOB PETERS: Are there formal terms
19 of reference or the scope of that proceeding that could
20 be filed with this Board?

21 MS. LOIS MORRISON: Yes. We could file
22 a copy of the res -- request for proposals that was
23 submitted out to the marketplace. And in that request
24 for proposals, we outlined what we were asking the
25 consultant to provide to us.

1 MR. BOB PETERS: All right. If you'd
2 agree through your counsel to provide that as an
3 undertaking then?

4 MS. LOIS MORRISON: Yes, we can do
5 that.

6
7 --- UNDERTAKING NO. 56: Manitoba Hydro to provide
8 the request for proposals
9 that was submitted to the
10 marketplace

11

12 THE CHAIRPERSON: On the -- on -- with
13 respect to that particular study you talked about what
14 is achievable. Will it also address what's preventing
15 people from benefiting from the current programs? In
16 other words, there are obviously some people who have
17 not bought into existing programs.

18 And -- and I guess -- will the study
19 address why they're not participating or what -- what
20 causes them not to participate?

21 MS. LOIS MORRISON: The study won't be
22 specific to each market. In, say, for example, in,
23 say, home insulation uptake, customers don't want to
24 have, say, clean out their basements and move all this
25 stuff away from their outside walls. There's a certain

1 percentage that don't want to do that.

2 It doesn't say specifically for -- by
3 each sector what is stopping people from participating.
4 But what it's doing is we are recognizing that there
5 are barriers to participation, and the idea being that
6 you would look at the maximum achievable market
7 potential.

8 And under that you are assuming all
9 things created equal. There are enough installers
10 available in the marketplace. There are no financial
11 barriers to participation such that the -- say, the
12 product costs are equal. The features of the products
13 are equal. There are those people in the market that
14 just don't want to do it.

15 And so what you're doing is you're
16 setting a maximum bar on, really, what can we do with
17 maximum market intervention in the marketplace where
18 all the stars are aligned, the provincial government is
19 working with the federal government, working with the
20 Utility. There's enough capacity withing the
21 marketplace to support that intervention. What's the
22 maximum you -- you can achieve?

23 And what you're doing is you're
24 recognizing that -- that there are people that -- or --
25 or customers that just will not participate. That

1 would -- that's setting the upper bar. And so -- but
2 we don't -- to -- to answer your question, we don't
3 specifically say, For each of these measures, these are
4 the reasons why people are not participating.

5

6 CONTINUED BY MR. BOB PETERS:

7 MR. BOB PETERS: Is that something that
8 can be gathered, Ms. Morrison, through the market
9 potential study, what are -- what are the specific
10 barriers to the specific programs?

11 MS. LOIS MORRISON: It would be a very
12 detailed undertaking to do so. What -- what the DSM
13 market potential study looks at -- it doesn't look at
14 it in a program level. What -- what the DSM market
15 potential study looks at, it doesn't look at it at a
16 program level. What it looks at it is at a technology
17 level. What are the barriers to that technology?

18 We could provide -- through -- when we -
19 - once the report is in place, we can explain some of
20 the assumptions behind the market acceptance rates and
21 why those market acceptance rates were set at what they
22 were. But there's -- to -- to go through for each
23 technology would be quite -- that report won't detail
24 each technology's barriers from that perspective.

25 MR. BOB PETERS: In -- in further

1 response to the Chairman's question, is that -- is the
2 -- the hurdle or the barrier or the reluctance for
3 market acceptance, whatever you want to call it, does
4 Manitoba Hydro's staff report back on what -- what
5 those various hurdles are?

6 MS. LOIS MORRISON: Yes, Manitoba
7 Hydro's staff, the people that work in those individual
8 markets and with those individual technologies, will
9 identify what those possible barriers are to
10 participation. We also, working with the consultant
11 specifically in this report, asked the consultant to
12 provide us with insight as to what they've seen and
13 observed in other jurisdictions, in terms of market
14 acceptance.

15 MR. BOB PETERS: Ms. Morrison, on page
16 312 of the book of documents, at Tab 30, PUB Exhibit
17 14, there's a -- a list of DSM expenditures that the
18 Corporation has provided.

19 Have you got that in front of you?

20 MS. LOIS MORRISON: Yes, I do. Thank
21 you.

22 MR. BOB PETERS: And if we just focus
23 on the -- the top part of the chart, we're seeing the
24 residential customers.

25 And you've given two (2) actual years

1 and two (2) forecast years, correct?

2 MS. LOIS MORRISON: Correct.

3 MR. BOB PETERS: And while we can see
4 that -- how does Manitoba Hydro decide what is a
5 commercial customer and what's an industrial customer?

6 MS. LOIS MORRISON: It's generally
7 based upon the nature of their operations. So an
8 industrial customer would be someone who, based upon
9 the standard industrial classification code, would be
10 undertaking, say, manufacturing, resource extraction,
11 that type of code; whereas a commercial customer is
12 based upon the function of the building being, more so,
13 office, school, institution, apartments. So that's how
14 they're classified.

15 MR. BOB PETERS: In the -- let's stay
16 with the residential customers, for example. And look
17 -- let's pick the first test year, 2012/'13.

18 Manitoba Hydro is -- is including in
19 the rate request before this Board five million, one
20 hundred and fifty-eight thousand dollars (\$5,158,000)
21 on account of DSM initiatives for the residential
22 customer class?

23 MS. LOIS MORRISON: That is correct.

24 MR. BOB PETERS: And that's broken down
25 between internal and external. Can you explain to the

1 Board what the internal costs are?

2 MS. LOIS MORRISON: Internal costs
3 would be all costs incurred within the Manito -- within
4 Manitoba Hydro and expended, such as staff, operating
5 costs within the Corporation, overheads attached to
6 those staff. It's primarily staff resources.

7 MR. BOB PETERS: Are you able to
8 quantify the number of EFTs that Manitoba Hydro has
9 devoted to DSM expenditures?

10 MS. LOIS MORRISON: Off the top of my
11 head, I can't. But, yes, we could identify that for
12 you. One (1) thing to take into consideration is that
13 the way we are structured is we have -- we have a
14 couple of departments where we have staff dedicated
15 specifically to designing programs and devel -- and
16 exploring technologies and such. But it's -- it's also
17 incorporated within our day-to-day operations for our
18 customer service staff.

19 So we have a frontline sales force in
20 our energy service and sales group and in our major
21 accounts group, who deal with customers on a day-to-day
22 basis. And a portion of their work is to promote or to
23 encourage energy conservation through our programming
24 and in general.

25 And so we could identify those people

1 that are -- the -- the EFTs that are working directly
2 on energy conservation and the amount of time that our
3 -- our other sales force works on supporting the
4 initiative.

5 MR. BOB PETERS: Well, I'm reluctant to
6 ask for any undertaking on that, Ms. Morrison. But, I
7 mean, Mr. -- Mr. Rainkie has given us average EFT
8 information in his previous testimony. And I suppose
9 we could just do the math and divide that information
10 into the internal costs and come up with an EFT
11 equivalent number of full-time staff that would be
12 dedicated to -- to the -- to the various programs?

13

14 (BRIEF PAUSE)

15

16 MS. LOIS MORRISON: I think it would
17 probably be -- we would be quite happy to run an EFT
18 equivalent report, which would be more specific to the
19 actual time that our staff charged to energy-
20 conservation initiatives.

21 MR. BOB PETERS: Well, if you're
22 offering, I'll take you up on that. Can you do if for
23 each of the four (4) years that are depicted on page
24 312?

25 MS. LOIS MORRISON: Yes, we can.

1 MR. BOB PETERS: All right. Thank you
2 for that, ma'am.

3

4 --- UNDERTAKING NO. 57: Manitoba Hydro to provide
5 an EFT equivalent report
6 which would be more
7 specific to the actual time
8 that staff charged to
9 energy-conservation
10 initiatives

11

12 CONTINUED BY MR. BOB PETERS:

13 MR. BOB PETERS: And just so the Board
14 has a handle on it, in the -- in the first test year,
15 the 2012/'13 forecast period, \$34 million,
16 approximately, is the number that's going to be
17 included in the utilities revenue requirement for that
18 test year, on account of DSM?

19 MR. DARREN RAINKIE: Maybe I can help
20 on that one, Mr -- Mr. Peters. These costs, of course,
21 flow into our famous category of rate-regulated assets.
22 And so these costs are deferred, and it's the
23 amortization that would flow into a particular year's
24 revenue requirement.

25 MR. BOB PETERS: Aren't we almost at

1 equilibrium, Mr. Rainkie, on that? Am I mis-
2 remembering?

3 MR. DARREN RAINKIE: Yes, we are pretty
4 close. I'm not sure if we're exactly, but we're fairly
5 close to equilibrium. What I'm trying to remember is
6 what the differential is in -- under IFF12, because I
7 think this is our forecast from IFF11-2. But just -- I
8 just wanted to clarify things, Mr. Peters.

9 MR. BOB PETERS: Yeah.

10 MR. DARREN RAINKIE: I think we're
11 pretty close at the -- at the equilibrium.

12 MR. BOB PETERS: That point that you're
13 making with the Board is that the Board has treated DSM
14 expenditures as rate-regulated assets heretofore?

15 MR. DARREN RAINKIE: That Company has
16 treated them as -- as that, yes. And the Board --

17 MR. BOB PETERS: Well, and they've been
18 set up according to the -- the Board has accepted them
19 as rate-regulated assets.

20 MR. DARREN RAINKIE: That's right.
21 That's right.

22 MR. BOB PETERS: And Manitoba Hydro's
23 plan for the two (2) test years is to continue to have
24 them as rate-regulated assets?

25 MR. DARREN RAINKIE: Yes. Now that

1 IFRS has been deferred, they will continue to be rate
2 regulated.

3 MR. BOB PETERS: So these expenditures
4 of \$34 million in each of the two (2) respective test
5 years will be added into the -- into the rate-regulated
6 account under Power Smart Program and it will -- I
7 guess one-tenth (1/10) of that will be brought into the
8 income statement in each of the test years?

9 MR. DARREN RAINKIE: That's right. The
10 amortization period is ten (10) years for these
11 accounts.

12 MR. BOB PETERS: And the amortization
13 period, Mr. Rainkie, while we're on that, it used to be
14 longer than ten (10) years, did it not?

15 MR. DARREN RAINKIE: I think at one (1)
16 point it was fifteen (15) years, I'm remembering, and
17 then it went down to ten (10), Mr. Peters.

18 MR. BOB PETERS: And just as a reminder
19 to the Board, which I'm sure they don't need, is that
20 if IFRS -- if and when it becomes operable related to
21 rate-regulated accounts, Manitoba Hydro's proposal may
22 be to include this amount in the -- as an expense every
23 year, as opposed to putting it into an account and
24 amortizing it.

25 MR. DARREN RAINKIE: That's correct.

1 I'm sure the Board is tired of hearing me saying that.
2 But as we talked about, I think it was, yesterday or
3 the day before, the treatment of that is still out.
4 But, if -- if the interim -- if the International
5 Accounting Standards Board approves an interim
6 standard, that would be our continual treatment until -
7 - to defer and amortize until either a final -- until a
8 final standard is -- is issued.

9 MR. RAYMOND LAFOND: The unamortized
10 amount, would it be written out to retained earnings in
11 the same year, or it would continue for the balance of
12 the period?

13 MR. DARREN RAINKIE: Well, if -- if we
14 move to IFRS without a rate-regulated standard, the
15 balance would be written off in the comparable year.
16 So let -- if the scenario is that we move to IFRS in
17 the 2014/'15 year and for some reason we don't have
18 interim standard that allows rate-regulated accounting,
19 we would write off the balance as at April 1st, 2013,
20 and then adjust it to comparable years for a new
21 treatment of expensing as the -- as the expenditures
22 are incurred.

23 MR. RAYMOND LAFOND: But it would be
24 written off to retained earnings and not to income?

25 MR. DARREN RAINKIE: Yes, it would be

1 written off to retained earnings on transition to IFRS.
2 But it -- the trick there is it would be -- the balance
3 would be written off in the comparable year, April 1st,
4 2013, and then -- then we present the new treatment for
5 both 2013/'14 and 2014/'15.

6

7 CONTINUED BY MR. BOB PETERS:

8 MR. BOB PETERS: Mr. Rainkie, all of
9 what you said would be what Manitoba Hydro may propose
10 to do, but that decision has not yet finally been made
11 because IFRS is not looming over us quite as much as it
12 was when this GRA was prepared?

13 MR. DARREN RAINKIE: That's correct. I
14 was just responding to the hypothetical that Mr. Lafond
15 provided to me.

16 MR. BOB PETERS: And -- and further
17 with your hypothetical, while Manitoba Hydro may have a
18 preferred way to deal with this expense, the ultimate
19 word on rate regulation and how it's treated will --
20 will rest with this Board?

21 MR. DARREN RAINKIE: The ultimate way
22 that I -- that the costs make themselves into rates
23 will -- will rest with the Board. But I think, as we
24 discussed with Mr. Warden, the selection of our
25 accounting policies will rest with Manitoba Hydro.

1 MR. BOB PETERS: But for rate-setting
2 purposes, this Board can determine whether or not to
3 continue with the treatment of DSM as a rate-regulated
4 asset.

5 MR. DARREN RAINKIE: I might be accused
6 of becoming a lawyer here again as to -- after doing
7 this for twenty-three (23) years, I'm never quite sure
8 when I stop being an accountant and when my testimony
9 starts being legal testimony. But I -- I would
10 acknowledge that the Board has the ability to decide
11 how it sets rates, and -- and maybe we'll leave it at
12 that.

13 MR. BOB PETERS: All right. And you'll
14 also acknowledge that before Manitoba Hydro's final
15 decision as to how to deal with the DSM rate-regulated
16 asset at this point in time, there will be another
17 application by Manitoba Hydro before the Public
18 Utilities Board?

19 MR. DARREN RAINKIE: Yes. If you look
20 at our forecast, that's the most likely scenario, Mr.
21 Peters.

22 MR. BOB PETERS: Thank you. Ms.
23 Morrison, sorry for that tangential discussion with Mr.
24 Rainkie. I just wanted you to -- you explained the
25 internal costs.

1 The external costs that you have
2 depicted in -- on page 312, can you explain to the
3 Board what the general composition of those costs are?

4 MS. LOIS MORRISON: The external costs
5 would be any dollars that flow out of the Corporation
6 to support the programs. They would include items such
7 as incentive payments to customers, advertising costs,
8 contract costs to third-party delivery agencies, and
9 such.

10 MR. BOB PETERS: Most of it is
11 incentives?

12 MS. LOIS MORRISON: Yes.

13 MR. BOB PETERS: Maybe we'll just take
14 a second on a couple of the items. Home insulation
15 seems to still be a program that Manitoba Hydro
16 continues to promote and offer as a DSM program?

17 MS. LOIS MORRISON: Yes.

18 MR. BOB PETERS: Am I -- am I correct
19 that the fridge recycling program is relatively new to
20 the scene?

21 MS. LOIS MORRISON: That is correct.

22 MR. BOB PETERS: And is Manitoba Hydro
23 experiencing good value on that at this point in time?

24 MS. LOIS MORRISON: It is close to
25 meeting its targets, yes.

1 MR. BOB PETERS: And just to -- to help
2 me out, this is the one where you offer to pick up and
3 remove from people's homes older-generation fridges?

4 MS. LOIS MORRISON: Yes. Under the
5 program, we will come to your house free of charge and
6 remove refri -- qualifying refrigerators and freezers.
7 They have to meet a certain age requirement, and we
8 will provide you with an incentive of forty dollars
9 (\$40).

10 MR. RAYMOND LAFOND: I'm sorry, an
11 incen -- an incentive of forty dollars (\$40) over and
12 above taking the freezer out?

13 MS. LOIS MORRISON: Yes.

14

15 CONTINUED BY MR. BOB PETERS:

16 MR. BOB PETERS: Is that incentive tied
17 to buying a new energy-efficient fridge or freezer?

18 MS. LOIS MORRISON: No. In fact, we
19 encourage you not to replace that second fridge. It's
20 all tied to getting the second fridge, the fridge that
21 people have in their basements or in their -- in their
22 -- maybe in their back -- hopefully not in their
23 backyard, but they -- they have in their basements.

24 It's a second fridge where maybe you
25 have a few drinks or something like that. It's being

1 under-utilized essentially, and so we are attempting to
2 remove it from the system entirely.

3 MR. BOB PETERS: All I can see are the
4 fridges that had the round corners and the big handles
5 on the front. And I think those are the ones you're
6 after, so I -- I no longer own one (1).

7 The -- the commercial -- the commercial
8 program that seems to be garnering the most attention
9 from Manitoba Hydro is commercial lighting?

10 MS. LOIS MORRISON: Yes, that is -- we
11 regularly refer to that as our flagship program.

12 MR. BOB PETERS: Flagship in the sense
13 that it's got the best bang for its buck?

14 MS. LOIS MORRISON: Yes.

15 MR. BOB PETERS: And I note in the
16 residential lighting program, that's no longer the
17 flagship. That one's flagged. You're no longer
18 proposing any expenditures on that in the two (2) test
19 years?

20 MS. LOIS MORRISON: We previously had a
21 program promoting lighting in the residential market.
22 Now, obviously, in the commercial market, lighting
23 constitutes a much larger portion of the load. And
24 therefore, that's why there's quite a bit of
25 opportunities attached there.

1 In the residential sector, we did run a
2 -- a lighting program for a number of years, and we
3 were very successful in achieving about 65 percent
4 market penetration. And -- so the program met its
5 targets, and we completed it.

6 MR. BOB PETERS: In the residential
7 program, am I -- am I understanding correct, it was a -
8 - an attempt to take incandescent bulbs out and put in
9 the compact fluorescents?

10 MS. LOIS MORRISON: Yes.

11 MR. BOB PETERS: Whereas in the
12 industrial -- or, sorry, whereas in the commercial
13 lighting program, it's to replace a fluorescent bulb
14 with a -- a more energy-efficient fluorescent bulb?

15 MS. LOIS MORRISON: In the commercial
16 market, it's actually much more diverse. It includes a
17 number of components, not just upgrading the actual
18 efficiency of the technology or the equipment. It --
19 there's a wide variety of different types of equipment
20 used in the commercial sector.

21 As I mentioned, there's quite a bit more
22 opportunity attached to the commercial sector. You've
23 got warehouse lighting, which may be high bay lighting.
24 So it's not necessarily incandescent or fluorescent or
25 -- there's mercury vapour, there's metal-halide.

1 There's a whole slew of different types of
2 technologies.

3 We're also looking at -- looking for
4 improvements in ener -- in lighting design; so not just
5 improving the actual energy use of the individual
6 fixtures, but improving the design itself so it better
7 suits the needs of the -- of the area. So there's --
8 there's greater opportunities in lighting energy
9 savings in the commercial market.

10

11 (BRIEF PAUSE)

12

13 MR. BOB PETERS: Is the budget tracking
14 to expend the \$34.5 million in the current year?

15

16 (BRIEF PAUSE)

17

18 MS. LOIS MORRISON: We don't have that
19 immediately available, but we will tak -- we would take
20 that as an undertaking.

21 MR. BOB PETERS: All right. Thank you.
22 If you could just restate exactly what you agreed to
23 provide on the record, the transcription will -- will
24 note it.

25 MS. LOIS MORRISON: We will undertake

1 to give a status of our expenditures and our projection
2 as to whether or not we will spend the \$34 million, as
3 reported in the 2012/'13 test year.

4

5 --- UNDERTAKING NO. 58: Manitoba Hydro to give a
6 status of its expenditures
7 and its projection, as to
8 whether or not it will
9 spend the \$34 million, as
10 reported in the 2012/'13
11 test year

12

13 CONTINUED BY MR. BOB PETERS:

14 MR. BOB PETERS: Thank you, Ms.
15 Morrison. When we talked a few minutes ago about the
16 market potential study, do I understand correctly that
17 the successful candidate has already been selected
18 pursuant to an RFP process?

19 MS. LOIS MORRISON: That is correct.

20 MR. BOB PETERS: And is there a date by
21 which this report is due to Manitoba Hydro?

22 MS. LOIS MORRISON: We've actually gone
23 past the date. We're a little late in getting it done,
24 yes.

25 MR. BOB PETERS: Okay. When's the new

1 date?

2 MS. LOIS MORRISON: We are still
3 working on it with the consultant. We are hoping to
4 have preliminary numbers prepared within the next few
5 weeks, at which point then we will still have to
6 finalize the report and take it to our executive.

7 MR. BOB PETERS: And once it -- once
8 this report gets finalized and reviewed by your
9 executive, does it go to Manitoba Hydro's board of
10 directors, do you know?

11 MS. LOIS MORRISON: We hadn't intend
12 (sic) to file it with our board of directors.

13 MR. BOB PETERS: Well, I'm just asking
14 is that something that can be filed with this Board as
15 soon as your management has -- has signed off on it?

16

17 (BRIEF PAUSE)

18

19 MS. LOIS MORRISON: We have filed that
20 report previously when we did -- undertook the 2003
21 study, so we see no reason why we can't file it again.

22 MR. BOB PETERS: Okay. If you could --
23 could agree to do that. That's not an undertaking as
24 part of these proceedings that I'm asking for, but if
25 there's some other concern or issue that arises, if you

1 could ask your counsel to -- to keep in communication
2 with the Board on that, then that would be
3 satisfactory.

4 MS. LOIS MORRISON: I was just reminded
5 my -- by my counsel that I should put a caveat on to
6 that: subject to any confidentiality issues that may be
7 in -- included within the document.

8 MR. BOB PETERS: Well, we can deal with
9 those, too. But we'll talk about that another time.
10 So thank you for that, Ms. Morrison. And -- and your
11 caveat is certainly acceptable.

12

13 (BRIEF PAUSE)

14

15 MR. BOB PETERS: Did the terms of
16 reference for that report get prepared by Manitoba
17 Hydro, or did you engage a consultant to assist you in
18 the terms of reference for the market potential study?

19 MS. LOIS MORRISON: We -- Manitoba
20 Hydro prepared the terms of reference for the -- our --
21 for the request for proposal.

22 MR. BOB PETERS: And do you recall if
23 Manitoba Hydro indicated that the report would
24 ultimately be disclosed publicly, in the sense that it
25 wasn't going to be a confidential report?

1 MS. LOIS MORRISON: We indicated that
2 it would be part of our DSM planning process, and
3 therefore it would be a public document.

4 MR. BOB PETERS: Okay. So there was --
5 we'll -- we'll leave it at that. But in terms of
6 confidentiality, any confidentiality issues would have
7 to be raised then by the consultant, because Manitoba
8 Hydro intended it to be a public document?

9 MS. LOIS MORRISON: Only if certain
10 inputs might have to be redacted.

11 MR. BOB PETERS: Okay. Let's move on
12 and look at the Power Smart utility budget that you
13 spoke about a little bit to Ms. Fernandes in terms of
14 going forward. If we turn to page 314 in the book of
15 documents -- page 314, Ms. Morrison, you'll recognize
16 as a -- an extract from Appendix 7.1, which has been
17 filed in these proceedings.

18 Have you located that?

19 MS. LOIS MORRISON: Yes.

20 MR. BOB PETERS: Now, my reading of
21 this page, Ms. Morrison, on page 314, the -- the chart
22 at the top of the page, the cumulative cost of DSM to
23 date, that is up until the end of fiscal '12, has been
24 \$376.9 million?

25 MS. LOIS MORRISON: That is correct.

1 MR. BOB PETERS: I had understood, or I
2 had made a note in your -- in your direct evidence to
3 Ms. Fernandes that you used \$438 million as spent to
4 date.

5 MS. LOIS MORRISON: That as spent of
6 March 31st, 2012. The number you're referring to is
7 spent as of March 31st, 2011. And also, mine reflects
8 natural gas and electric investment. It's the overall
9 Power Smart initiative, not just the electric.

10 MR. BOB PETERS: All right. I'll
11 accept the second qualification. I'm not sure I agreed
12 with the first, but I think you've explained it to me,
13 Ms. Morrison. The -- the expenditures that the Board
14 is looking at then on page 314, they're looking at \$377
15 million spent on the electric side for -- for the Power
16 Smart Program?

17

18 (BRIEF PAUSE)

19

20 MS. LOIS MORRISON: Sorry, yes, I stand
21 corrected. The thirty-seven (37) -- sorry, \$377
22 million includes the projection of the \$32 million to
23 be spent in the '11/'12 fiscal year.

24 MR. BOB PETERS: All right. Thank you
25 for that. Just help -- help the Board out

1 understanding that. If -- if I'm homeowner and I heat
2 with natural gas but I put insulation in my basement,
3 am I on the gas DSM program or am I on the electric DSM
4 program?

5 MS. LOIS MORRISON: If you participate
6 in our home insulation program, you are on our gas DSM
7 program.

8 MR. BOB PETERS: Even if my home is
9 then heated by electricity?

10 MS. LOIS MORRISON: If your home is
11 heated by electricity then you are on our electricity
12 DSM program.

13 MR. BOB PETERS: Okay. I was just
14 trying to see how the -- the same program applies
15 regardless of the source of space heat in the home?

16 MS. LOIS MORRISON: That -- that is
17 correct. What we do is we -- we move the dollars
18 within the programs over to the appropriate fuel.

19 MR. BOB PETERS: Thank you. The Board
20 will see on page 314 that Manitoba Hydro is forecasting
21 on the electric side to increase the cumulative
22 spending from \$377 million up to \$732 million, correct?

23 MS. LOIS MORRISON: That is correct.

24 MR. BOB PETERS: And when the Board
25 looks at the year over year over year expenditures, it

1 will note that the expenditures will hit a peak and
2 then they will decline over the years out to 2025/'26.

3 MS. LOIS MORRISON: That is correct.

4 MR. BOB PETERS: Why is there a
5 downward trend developing?

6 MS. LOIS MORRISON: As we reach targets
7 or we're projecting to reach targets within the
8 programs, we are declining our investment in those
9 initiatives. So we would be for -- for example, with
10 the refrigerator/freezer recycling program, after we
11 reach a certain penetration within the market, there
12 are no -- to -- to try and continue to get those
13 freezers out of someone's basement or someone's -- to
14 get those fridges out of someone's basement would
15 require quite a bit more market intervention and to a
16 point where really there's diminishing returns, and so
17 we are -- we discontinued the program at that point and
18 therefore there's no continuing investment from the
19 Utility.

20 MR. BOB PETERS: Is this table subject
21 to being revised once the market potential study is
22 complete?

23 MS. LOIS MORRISON: Yes. The purpose
24 of the pro -- of the DSM market potential study is to
25 identify if there's any opportunities that we may not

1 be pursuing.

2 MR. BOB PETERS: Or to indicate how
3 other jurisdictions maybe pursue them in a way that is
4 cost effective?

5 MS. LOIS MORRISON: No, it does not
6 look at what other jurisdictions are doing. It merely
7 looks at what economic opportunities remain in the
8 Manitoba marketplace and what can be achieved
9 reasonably in a -- with a market intervention strategy.

10 THE CHAIRPERSON: Economic
11 opportunities for existing programs?

12

13 MS. LOIS MORRISON: Economic
14 opportunities that are not necessarily just existing
15 programs. It may include technologies that are not
16 currently being offered as a program, but may in the
17 future or in the next five (5) years we may see as
18 being economic.

19

20 CONTINUED BY MR. BOB PETERS

21 MR. BOB PETERS: I'm having a bit of
22 trouble connecting those dots, Ms. Morrison. What
23 would be an example of a technology that -- that may
24 give rise to DSM that heretofore has not?

25 MS. LOIS MORRISON: A good example

1 might be LED lighting for general residential lighting
2 purposes. At this point in time, the technology has a
3 very high incremental cost for the unit and there are
4 some issues with the lighting quality.

5 However, as we look forward into the
6 future and two (2) things happen, we -- we anticipate
7 pricing to come down, and we also see that our marginal
8 value or the levelized costs of energy saved increases
9 over time. So, there might be a point in the next few
10 years where that technology might be economically
11 attractive to pursue in Manitoba.

12 MR. BOB PETERS: That's an example for
13 -- is that residential lighting?

14 MS. LOIS MORRISON: Yes.

15 MR. BOB PETERS: Any other similar
16 examples that you can offer at this time related to
17 commercial DSM?

18

19 (BRIEF PAUSE)

20

21 MS. LOIS MORRISON: One (1) of the
22 purposes of the study is to help us identify those
23 technologies that might not -- that we might not yet be
24 fully aware of. And what they will do is they will
25 bring technologies to our attention that maybe we

1 haven't fully explored. LED lighting is also one (1)
2 that we're looking at in the commercial sector. It's -
3 - again, it still also has some concerns about its full
4 application, and it is still very costly.

5 THE CHAIRPERSON: Could I understand,
6 since we've started the discussion, I guess, what's
7 been intriguing to me is I would have expected that we
8 would be hearing from the DSM director as opposed to
9 the market -- manager of Marketing. Now, just -- or
10 structurally within Hydro, is there a DSM unit that --
11 that is responsible for the delivery of the programs?

12 I mean, I appreciate that you are a key
13 player on the marketing side, but to -- to -- can you
14 explain to me how the DSM initiatives are managed?

15 MS. LOIS MORRISON: The Marketing
16 Programs Department is responsible for the residential
17 and commercial Power Smart Programs, the design and the
18 implementation of those programs. That department
19 reports to me. In addition to that, we have the -- we
20 have our energy service and sales group, which includes
21 a Power Smart sector sales -- sales force. That
22 department reports to me.

23 The planning function reports directly
24 to our vice president. And our -- we have a department
25 called Customer Engineering Services that provides

1 technical engineering support and -- for all of our DSM
2 initiatives and also for -- also delivers all our
3 industrial-based programs. And that department reports
4 to the division manager responsible for industrial
5 commercial solutions.

6 So there are pieces of -- fundamentally,
7 I have a large portion of the DSM initiatives under my
8 area of responsibility, the exception being the
9 industrial sector.

10 THE CHAIRPERSON: Since we're on --
11 we're on the topic, the genesis of a new program that's
12 launched by Manitoba Hydro originates how? You know,
13 how does a new program originate within Hydro?

14 MS. LOIS MORRISON: Generally, the
15 staff and the marketing programs group will work
16 closely with the customer engineering services staff,
17 and they'll identify technologies. And we will, on a
18 relatively regular basis, look at the economics of that
19 technology.

20 So we'll look at it from a resource
21 perspective. Is that technology economic under -- and
22 I believe Mr. Peters is going to go into this in more
23 detail later. But is that technology economic from a
24 resource perspective? Like if we look at it from the
25 cost of installing that measure and getting that

1 measure to market, is it economic?

2 At that point, if we determine that it's
3 economic, then staff in the marketing program -- if its
4 geared to the residential and commercial sector, staff
5 in the marketing programs group will take a look at how
6 is the best way to get that product onto -- into
7 consumers' hands. How does that product get to market?

8 And so they'll look at it from the
9 perspective of how -- how do customers buy that
10 product? What are some of the barriers? What do we
11 need to do to -- to eliminate barriers to that, to --
12 to accessing that technology in the marketplace?

13 Then what they do is once they look at
14 what all the opportunities are, they'll also look at
15 what other utilities are doing. How are they -- so
16 they do an industry review. Then once they've
17 identified a strong business case to support that
18 initiative, they will take that forward to myself for
19 approval. Once it's gone through me, it'll go to
20 executive. Executive will approve it. And we'll
21 implement it to the marketplace. I don't know if
22 that's answering your question.

23 THE CHAIRPERSON: It does. I -- I
24 guess what I -- you know, looking at the -- the decline
25 in investments or costs in -- decline in budget,

1 basically, suggests to me that -- that there isn't a
2 strategic goal that is -- that is -- encapsulates where
3 Manitoba Hydro wants to go with respect to DSM.

4 It suggests to me that -- given that the
5 -- you know, the decline in investment here, that --
6 there isn't a strategic plan saying, you know, we're
7 going to reduce our expenditures. Or, it could -- I
8 guess -- I guess what I'm wondering is, what does the
9 strategic plan say with respect to DSM?

10 Where are you going that would cause the
11 evidence to suggest that it's not a priority?

12 MS. LOIS MORRISON: We -- there isn't a
13 direction that says we shouldn't -- that it shouldn't
14 be a priority. Really, what -- what the plan is
15 reflecting that, as -- as of today, we've had a very
16 significant involvement in the marketplace today. And
17 really what it's reflecting, as I mentioned in my
18 testimony, is -- is a -- is the fa -- is -- is the
19 diminishing availability of economic opportunities.

20 And so we've been in the marketplace.
21 And so, for example, with the home insulation program,
22 we've -- we've seen ten thousand (10,000) homes insul -
23 - or about ten thousand (10,000) homes insulated from
24 the program. The -- at some point, there's only so
25 many houses left to insulate that -- to what is deemed

1 to be our Power Smart level right now.

2 And so, for example, houses that have a
3 -- under the current program, houses that have less
4 than R30 in the attic qualify for the home insulation
5 program. And we want them to insulate up to R50. So
6 at some point there's only so many houses left that
7 will have that opportunity, that we can intervene with,
8 as opposed -- recognizing that you can't get everybody
9 to do what you want them to do, in terms of energy
10 conservation, regardless of how far the intervention
11 is.

12 So -- so there's opp -- there's
13 diminishing available opportunities that are economic
14 at this point in time. And so it's more so a
15 reflection of that. And we are anticipating that the
16 DSM market potential study will perhaps give us a
17 little more insight into what's in the future.

18 But at this point in time, when we're
19 looking at the technologies -- and as I mentioned, we
20 do look at a number of technologies that aren't being
21 promoted by our programs but are being promoted in
22 other jurisdictions. And as I -- as I mentioned there,
23 those jurisdictions have higher marginal costs or
24 higher values associated with the energy conservation
25 initiatives that they're undertaking. And so they can

1 -- those ec -- those technologies might be economic
2 under their market conditions but not under ours.

3 So it's -- it's really more of a, This
4 is the state of the market right now, more so than us
5 saying specifically that we're going to be moving away
6 from energy conservation. We're -- we're by no means
7 moving away from energy conservation.

8 MR. RAYMOND LAFOND: Does Manito --
9 does Manitoba Hydro go to door to door, like its staff,
10 to -- to educate and market the program?

11 MS. LOIS MORRISON: It depends on the
12 program. We have two (2) programs in place right now.
13 We have our Low-income Energy Efficiency Program,
14 which, through some of our -- and I believe Mr. Peters
15 will be referring to that -- where we have actually, in
16 some cases, attempted to go door to door and knock on
17 the door and seek interest in -- in participation in
18 the program.

19 We also have our water -- sorry, our
20 Water and Energy Savers Package Program, which is a --
21 a upgrade to your showerhead, faucet aerator. So it's
22 water-saving measures that has a actual direct install
23 component to it, where we go door to door and install
24 it free of charge.

25 MR. RAYMOND LAFOND: How would you know

1 if I'm low, middle, or high income?

2 MS. LOIS MORRISON: For the low-income
3 program, the door to door activity has been targeted in
4 areas that, by postal code, we have identified as
5 having a higher percentage of low-income customers in
6 it. We qualify -- we income qualify participants for
7 the low-income programs. So if you expressed interest
8 in that program, then we will ask for certain
9 information in order to qualify you for it.

10 MR. RAYMOND LAFOND: I -- I don't ever
11 recall Manitoba Hydro, for instance, coming to my door
12 and doing an inspection and to determine whether or not
13 I could save on my hot water or improve my insulation
14 or whatever.

15 MS. LOIS MORRISON: We haven't reached
16 everybody. And the intention isn't necessarily to
17 reach everybody. What we're doing is, there's two (2)
18 components to the Water & Energy Saver Program. You
19 can -- it would be -- we are attempting to reach as --
20 in the higher-density areas, of course, we -- it's
21 cheaper for us to go door to door. And so we have been
22 in a number of areas in the -- in -- in Winnipeg.

23 We have actually, to begin with, with
24 the Water & Energy Saver Program, focussed on the low-
25 income areas. So depending on where you live,

1 obviously, you may not be in that area. And so we've
2 also focussed -- in the rural areas, we're focussing on
3 areas that have electric heat and -- and potentially
4 electric water heating.

5 With that Water & Energy Saver Program,
6 we've also got a -- an option where you can apply for
7 it online to get a free kit sent to you. And so it
8 doesn't necessarily have to have the direct install
9 component.

10 MR. RAYMOND LAFOND: That would lead me
11 to believe that there's a lot more potential out there
12 if actually people did go door to door to every home in
13 the city.

14 MS. LOIS MORRISON: It's not the most -
15 - it's a very costly approach. I would have to go back
16 and look at the metrics on it. But, it's -- it's not -
17 - it is -- it -- to go door to door to every single
18 household in Manitoba would be cost prohibitive.

19

20 CONTINUED BY MR. BOB PETERS:

21 MR. BOB PETERS: Ms. Morrison, was
22 there a federal government program where the -- an
23 auditor would come to the home and do a home audit,
24 much the -- the kind that Board member Lafond was just
25 asking you about?

1 MS. LOIS MORRISON: Yes, that was the -
2 - that was through the eco -- previously through the
3 Energuide for Houses Program, which subsequently became
4 the ecoENERGY Program. And under that program, you
5 could phone in and request to have an in-home energy
6 assessment done on your house which would then allow
7 you to qualify for federal government ecoENERGY grant
8 dollars for any energy efficiency upgrades.

9 MR. BOB PETERS: That program has been
10 discontinued?

11 MS. LOIS MORRISON: Yes, the federal
12 government discontinued that.

13 MR. BOB PETERS: I'm back on page 314,
14 Ms. Morrison, I just wanted to highlight a couple of
15 these programs to make sure that the understanding is
16 clear. But if we -- well, we can start from -- we
17 started from the cumulative totals. And you've already
18 talked about that.

19 But from the annual costs, we can see
20 that in the test years we're going from \$34 million of
21 expenditures, and the number is going to decline to \$17
22 million after twelve (12) years approximately.

23 MS. LOIS MORRISON: Yes, it declines to
24 17 million in 2025/'26.

25 MR. BOB PETERS: All right. And -- and

1 as we sit here today, that is the current plan of the
2 Corporation?

3 MS. LOIS MORRISON: Yes.

4 MR. BOB PETERS: And if we look at the
5 residential customer line, for example, the residential
6 programs, you've already told us that in the -- in the
7 test years, there are some residential programs ongoing
8 and planned. But it appears from this program that the
9 residential program will be tapered off and will be
10 virtually complete by 2017?

11 MS. LOIS MORRISON: Yes.

12 MR. BOB PETERS: And there are no plans
13 for any additional residential DSM at this point in
14 time?

15 MS. LOIS MORRISON: We have not
16 specifically identified opportunities that -- or
17 programs that we'll be pursuing in those future years.
18 However, we do have some contingency dollars budgeted
19 for those future years to capture any opportunities
20 that might come up -- that we might be able to identify
21 as part of our planning process.

22 MR. BOB PETERS: Okay, and those --
23 those contingency expenses that you reference, Ms.
24 Morrison, are found on the second-to-bottom line item
25 in the -- in the chart?

1 MS. LOIS MORRISON: That is correct.

2 MR. BOB PETERS: All right. And those
3 contingency items could be allocated to any class of
4 customer or any type of program. At this point in
5 time, we just -- you just don't know where it's going
6 to go?

7 MS. LOIS MORRISON: That's correct.

8 MR. BOB PETERS: And it may not be
9 spent at all, I suppose, if there's no program that is
10 cost justified by Manitoba Hydro?

11 MS. LOIS MORRISON: We are hoping that
12 there will be.

13 MR. BOB PETERS: Well, but -- but at
14 this point in time it appears that nothing is planned?

15 MS. LOIS MORRISON: That is correct.

16 MR. BOB PETERS: Okay.

17 THE CHAIRPERSON: If I could ask a
18 question in relation to the Energy Savings Act. I know
19 that there's going to be -- pursuant to that act, will
20 be an energy fund established.

21 Could you explain that to us?

22 MS. LOIS MORRISON: That Affordable
23 Energy Fund is already established --

24 THE CHAIRPERSON: Okay.

25 MS. LOIS MORRISON: It was established

1 under the win -- Winter Heating Cost Control Act in
2 2006. In 2006 it was enacted. And through that, they
3 established a fund to support affordable energy
4 initiatives and renewable energy initiatives in
5 Manitoba.

6 Now, what the energy -- under that act,
7 there was a certain amount of money allocated. And any
8 interests accruing on that were then brought back into
9 that fund. But it was a set, fixed amount of money.
10 And under the Energy Savings Act, the new act, what
11 it's doing is allowing a mechanism for -- at the
12 discretion of the Board of Manitoba Hydro, with support
13 by the Minister, to allocate additional funds to that
14 fund if required.

15 THE CHAIRPERSON: So -- so the -- the
16 monies flowing into that fund would be at the
17 discretion of -- of the parties, I guess, or at least
18 at the desire of the parties?

19 MS. LOIS MORRISON: Going forward, yes.

20 THE CHAIRPERSON: Okay.

21 MS. LOIS MORRISON: There was one (1)
22 big allotment of money put in, in 2006. And that has
23 not been changed since then. And so the Act was
24 brought in to -- to recognize that if the Board and the
25 provincial government wi -- support -- in the sup -- if

1 the Manitoba Hydro Board felt that additional funds
2 should be allocated to it to support ongoing
3 initiatives or new initiatives, in the theme of the
4 Affordable Energy Fund -- which, as I mentioned, is
5 around making sure that all customers have access to
6 energy efficiency initiatives and supporting renewables
7 and such -- that the -- the Manitoba Hydro Board could
8 allocate additional funds to it.

9 THE CHAIRPERSON: And the monies would
10 flow out from that fund how? I mean, how -- I -- I,
11 for example, have a bright idea about energy savings.
12 Could I access the fund?

13 MS. LOIS MORRISON: Right now, the way
14 we do it is you can approach -- there -- there are
15 different ways to -- to come forward, but usually it's
16 through initiatives that Manitoba Hydro had identified
17 as being good opportunities.

18 I know -- I know we're going talk a
19 little bit more about what's already been allocated, in
20 terms of the Affordable Energy Fund. But generally --
21 say, for example, the Low-income Energy Efficiency
22 Program is funded in part through the Affordable Energy
23 Fund. And part of the dollars that are going towards
24 it were petitioned, I guess -- basically a -- a -- an
25 agency outside of Manitoba Hydro came to Manitoba Hydro

1 and said, you know, We want to do -- and we were
2 working with them to do more in the low-income sector.
3 And so we identified these dollars to be used to
4 support that initiative. So it was kind of a joint
5 initiative to move forward with those.

6 But, yes, I would say that if a -- if
7 someone -- if an agency or another organization came to
8 Manitoba Hydro, they could request funding through it.
9 But it would have to be approved through our executive
10 and through the -- the funding has been approved,
11 generally, in the past through the -- the Board of
12 Manitoba Hydro, so the allocation has been.

13 So if a program or -- or dollars, it has
14 to be approved through the -- through the Board.

15

16 CONTINUED BY MR. BOB PETERS:

17 MR. BOB PETERS: Ms. Morrison, let's --
18 let's jump to that very point that you and the Chairman
19 are discussing by turning to page 353 of the Board
20 counsel book of documents.

21 The -- this is under Tab 36, PUB Exhibit
22 14, page 353.

23

24 (BRIEF PAUSE)

25

1 MR. BOB PETERS: First of all, on page
2 353, Ms. Morrison, there is a table that contains
3 Manitoba Hydro's intentions with respect to the
4 Affordable Energy Fund that had been previously set up
5 through provincial legislation.

6 Have I got that right?

7 MS. LOIS MORRISON: Yes, that's
8 correct.

9 MR. BOB PETERS: And -- and Mr. Rainkie
10 can probably remember this, but the Affordable Energy
11 Fund was set up by the Province of Manitoba,
12 requisitioning a certain amount of Manitoba Hydro's
13 export revenues into the Affordable Energy Fund?

14 MR. DARREN RAINKIE: The -- the details
15 of the -- I -- I think that's correct, from what I
16 recall, Mr. Peters, in terms of where the funds were
17 sourced from. I was going to note, as I was listening
18 to the discussion here, if you turn to page 84 of our
19 annual report for one (1) minute, there's a -- Note 21
20 to the financial statements outlines that the original
21 amount that was included in that fund was \$35 million,
22 and at the end of 2011/'12 there was \$20 million
23 remaining in the funds.

24 So -- so there's a little bit of the
25 history for the Board in that short note, Note 21. And

1 it discloses the remaining expenditures, which -- which
2 is an important issue to understand as well, so.

3 MR. BOB PETERS: And I think, Mr.
4 Rainkie, if you -- I don't want to look at yours, you
5 look at mine. I'm going to look at 353. It'll tell
6 you how much Manitoba Hydro has spent to date out of
7 the Affordable Energy Fund and how much is -- by doing
8 math, how much is remaining to be spent.

9 I think we probably come to a similar --
10 similar totals?

11 MR. DARREN RAINKIE: Yes, I think that
12 was the purpose of this table, Mr. Peters.

13 MR. BOB PETERS: And, in fact, Mr.
14 Rainkie, \$35 million was the initial appropriation to
15 create the Affordable Energy Fund.

16 And the Board, I believe, had asked that
17 the interest be accumulated on that amount?

18 MR. DARREN RAINKIE: Yes, and it is
19 accumulated.

20 MR. BOB PETERS: Yes. And that's why
21 the account is \$37.4 million in total, as opposed to
22 the 35 million that -- that started it?

23 MR. DARREN RAINKIE: Yes, that's --
24 that's what -- how I understand it, Mr. Peters.

25 MR. BOB PETERS: All right. And, Ms.

1 Morrison, by turning back to page 350 of the book of
2 documents, the very programs that are supported by the
3 Affordable Energy Fund are -- are listed by Manitoba
4 Hydro in response to this Information Request.

5 And these are the types of programs that
6 you and the Chairman were discussing previously,
7 correct?

8 MS. LOIS MORRISON: That is correct.

9 MR. BOB PETERS: Put bluntly, if the
10 Chairman has a -- a great idea, he'd have to currently
11 try to fit in within one of these programs that
12 Manitoba Hydro has, to see if the Affordable Energy
13 Fund would be used to support his program?

14 MS. LOIS MORRISON: That is correct.

15 MR. BOB PETERS: Does Manitoba Hydro --
16 does Manitoba Hydro co-op with -- with private partners
17 on DSM initiatives? Or does Manitoba Hydro have to run
18 the entire program?

19 MS. LOIS MORRISON: Could you explain
20 what you mean by "co-op"?

21 MR. BOB PETERS: All right. If a third
22 party approached Manitoba Hydro with an idea that would
23 be an energy savings idea, would Manitoba Hydro provide
24 monies to that person to initiate that program and to
25 carry it out?

1 MS. LOIS MORRISON: If an individual or
2 a company came to Manitoba Hydro and said that they had
3 a proposal for an energy efficiency initiative and we
4 were able to define a -- a supportable business case
5 for it, I believe we would entertain it.

6 MR. BOB PETERS: But in that instance,
7 it's Manitoba Hydro that would then carry out the
8 program, as opposed to letting the individual carry it
9 out?

10 MS. LOIS MORRISON: Under our current
11 constructs, I -- I'm not sure if what you're referring
12 to is whether we would contract with them to deliver it
13 on our behalf?

14 MR. BOB PETERS: No, I was saying if --
15 with the microphone on, if it's my bright idea, you
16 fund me and I will go implement it. And you'll get the
17 benefit of the energy savings, and I may make some
18 money along the way myself.

19 Does that opportunity exist for anybody?

20 MS. LOIS MORRISON: I think we'd be
21 willing to entertain it.

22 MR. BOB PETERS: You'd be -- Manitoba
23 Hydro would be willing to entertain the funding a
24 third party to carry out a DSM initiative that is not
25 Manitoba Hydro's initiative?

1 MS. LOIS MORRISON: It would depend
2 upon what they were proposing to undertake and the
3 market they were attempting to reach. I -- given that
4 it's a hypothetical, I'm -- I'm not sure I can really
5 commit to it. It's something that we would entertain.
6 We would definitely not turn someone down.

7 As I mentioned, we do have -- we do
8 contract with third-party delivery agencies to provide
9 services. Both the Water & Energy Saver Program and
10 the Fridge Retirement Program are both contracted to
11 outside parties to actually deliver the program on our
12 behalf. It's their staff, their company. And they are
13 in a service contract with us to provide so many
14 recycled fridges and so many installed water -- water
15 energy efficiency measures.

16 MR. BOB PETERS: All right. I -- I
17 think that's helpful. The Board will see -- and I'm
18 not sure how much detail I'd go on now or later.

19 But there's a number of initiatives that
20 are spelled out, both on page 350 and also summarized
21 on 353, as to where Manitoba Hydro has earmarked the
22 money to be spent?

23 MS. LOIS MORRISON: For the affordable
24 energy fro -- for the Affordable Energy Fund progra --
25 fund? Yes.

1 MR. BOB PETERS: Yes, just -- just
2 dealing with the Affordable Energy Fund. Let's turn to
3 -- let's turn to page 354 and talk about the recent
4 energy -- sorry, the -- the recently announced Energy
5 Savings Act.

6 The response provided on page 354
7 indicates that there's three (3) elements to the plan.
8 One (1) is the Affordable Energy Fund, and that's
9 really just the continuation of a previous fund that
10 had been set up, correct?

11 MS. LOIS MORRISON: The Act allows for
12 continued funding of that fund, yes.

13 MR. BOB PETERS: And -- and the
14 continuation of funding for that Affordable Energy Fund
15 rests with the -- the -- with Manitoba Hydro in
16 consultation with the minister responsible for the
17 Crown Corporation?

18 MS. LOIS MORRISON: That is correct.

19 MR. BOB PETERS: And at this point in
20 time, from what we've seen in terms of the numbers
21 you've shown us, there is at this point in time no
22 announced intention to continue with this fund other
23 than the \$35 million that was initially seeded into it.

24 MS. LOIS MORRISON: At this point in
25 time we have not identified any -- we have not made any

1 requests to add any additional funds to the Affordable
2 Energy Fund.

3 MR. BOB PETERS: And any request to add
4 to this will come for March 31 of 2013, by the time you
5 have to report on the energy efficiency plan?

6 MS. LOIS MORRISON: The two (2) items
7 are actually separate. The Affordable Energy Fund was
8 only -- was set up to support energy efficiency
9 initiatives; the energy savings plan is separate from.
10 Our Power Smart plan is actually funded through
11 Manitoba Hydro's capital expenditures, and the
12 Affordable Energy Fund was structured to help customers
13 that may have difficulty accessing the initiatives --
14 access it.

15 So, the Affordable Energy Fund was
16 really a supporting funding recognizing, for example,
17 low income customers. The way our -- our programs are
18 structured is, taking for example the home insulation
19 program, you go to the store, you buy your insulation,
20 you submit your receipts to us, and we give you a
21 rebate.

22 Now, someone who is in a financially
23 difficult situation isn't necessarily in a position to
24 put forward that upfront cost to do the insulation
25 upgrade. And so what the Affordable Energy Fund was --

1 was doing was recognizing that dollars may need to be
2 set aside to assist people who have difficulty in
3 accessing Manitoba Hydro's programs to do so. So it --
4 it was structured to do that.

5 So these two (2) items are somewhat --
6 are -- although they are tied together, they are not --
7 one (1) is not require -- there's -- there's not a
8 timing requirement attaching the two (2) together.

9 MR. BOB PETERS: And at this point in
10 time Manitoba Hydro hasn't sought to continue with the
11 Affordable Energy Fund with any additional monies other
12 than what's already been earmarked for that fund.

13 MS. LOIS MORRISON: At this time we
14 have not yet -- yes, you're correct. We have not yet
15 identified any additional funds to be brought into that
16 -- any other additional dollars to be put into that
17 fund.

18 MR. BOB PETERS: And I think, as Mr.
19 Rainkie was saying, there's still a lot of money in
20 that fund. That was his note, I think, from the
21 financial report, and we can see that on the bottom of
22 page 353, the amount that's expected to be expended in
23 -- in the fiscal year '13, '14, '15, all the way
24 through to -- to '21.

25 MS. LOIS MORRISON: The dollars that

1 are identified, you are correct in that they have not
2 yet all been spent; however, they have been committed
3 to initiatives. And so, if Mr. Chairman were to come
4 to us with -- working with say a social enterprise to
5 do additional work in a different community, or -- or
6 were to come to us with a new wind project, or a new
7 special initiative that would fall within the
8 guidelines of the Affordable Energy Fund, we would
9 either have to reallocate dollars that are within that
10 fund or seek new funds.

11 MR. BOB PETERS: And at this point in
12 time there's been no seeking of additional funds, but
13 that could be done, from your previous answers, at any
14 time Manitoba Hydro makes such a request of -- of the
15 government?

16 MS. LOIS MORRISON: That is correct.

17 MR. BOB PETERS: All right. The second
18 part of this new Energy Savings Act, as -- as depicted
19 on -- and is described on page 354, is the energy
20 efficiency plan itself. And you've indicated this is
21 going to be the Power Smal -- the Power Smart plan
22 going forward?

23 MS. LOIS MORRISON: That is correct.

24 MR. BOB PETERS: And then the third
25 initiative that's mentioned is called, "On-Meter

1 Efficiency Improvements," and this again is to allow
2 Manitoba Hydro some flexibility to establish efficiency
3 programs that would be recovered through a monthly
4 charge to the customer?

5 MS. LOIS MORRISON: That is correct.

6 MR. BOB PETERS: And not to keep us in
7 suspense any longer; on page 355 there is such a
8 program already that is announced, P-A-Y-S, which I
9 think stands for "Pay As You Save". That's the
10 initiative?

11 MS. LOIS MORRISON: That's correct.

12 MR. BOB PETERS: And the essence of
13 that program is, in my round figures if a customer is
14 paying two hundred dollars (\$200) a month on an average
15 bill, and that customer wants to install some energy
16 efficiency in their home, Manitoba Hydro may end up
17 going out and purchasing the appliance that would be
18 energy efficient, and allows that customer to pay it
19 back by continuing to pay two hundred dollars (\$200) a
20 month on their bill with a portion of it being
21 allocated to -- to pay for the im -- the upfront costs
22 of the -- of the energy efficient item?

23 MS. LOIS MORRISON: That is correct,
24 except that the customer would go out and find where to
25 purchase it and we would finance it through the on-

1 meter charge.

2 MR. BOB PETERS: Does Manitoba Hydro
3 fund the acquisition or does it just fund the
4 homeowner?

5 MS. LOIS MORRISON: We pay for the
6 installation. So, for example, a customer may decide
7 that they are going to upgrade the insulation in their
8 home, or install say a drain water heat recovery
9 system. They would -- they would talk to a contractor
10 who is registered with Manitoba Hydro and they would
11 get preapproval for the installation.

12 The contract then -- the contractor
13 would install the work, the customer would sign off
14 that that work has been installed to their
15 satisfaction. Manitoba Hydro would remit payment to
16 the contractor on the customer's behalf, and then set
17 up the on -- the on-meter charge on their monthly bill.

18 MR. BOB PETERS: And -- and the
19 intention is that the customer's bill isn't going to
20 necessarily increase; it's supposed to stay the same?

21 MS. LOIS MORRISON: The intention is
22 that their bill will not increase. Their bill will
23 actually be less than what it was prior to -- their
24 average expected bill or estimated bill would be less
25 than. So when we set the calculations for what they

1 can finance, it's set to be such that their average
2 monthly -- that the average monthly energy savings
3 would be greater than what their average monthly bill
4 pay -- financing charge would be.

5 MR. BOB PETERS: What they're saving in
6 their energy bill, they will end up remitting that as -
7 - as a -- a payment on account of what Manitoba Hydro
8 has loaned to them?

9 MS. LOIS MORRISON: Correct.

10 MR. BOB PETERS: All right.

11 MR. RAYMOND LAFOND: How long would
12 this last? How many years?

13 MS. LOIS MORRISON: It depends on the
14 technology that they've chosen to install. So what it
15 does is it -- it extends the financing period over
16 which a customer can choose to have -- payoff the
17 installation. So insulation can be paid off over
18 twenty (20) years.

19 We have another financing program that -
20 - that customers can also choose from, which is the
21 Power Smart residential loan, which is a -- also it's
22 an -- it's an on-bill financing program where they can
23 choose to finance up to seventy-five hundred dollars
24 (\$7,500) worth of ins -- of energy efficient upgrades
25 over a five (5) year period.

1 MR. RAYMOND LAFOND: Again, I'm coming
2 back to this example of a two hundred dollar (\$200) a
3 month bill; that could essentially last for fifty (50)
4 years, until the debt is paid?

5

6 (BRIEF PAUSE)

7

8 MS. LOIS MORRISON: So the longest term
9 that we have is twenty-five (25) years for insulation.
10 And what it is is it's -- it's tied to what the energy
11 savings could be. And so we -- we estimate what the
12 average bill will be for the year, and we have an
13 estimate of what the average savings are going to be
14 and we ensure that the customer cannot finance more
15 than that for that -- that upgrade. And the customer
16 can choose to finance less or they can choose to
17 shorten the term.

18 MR. RAYMOND LAFOND: The two hundred
19 dollars (\$200) a month would be subject to rate
20 increases however, am I correct?

21 MS. LOIS MORRISON: Oh, yes. They
22 wouldn't -- it's -- it's not that we set their bill to
23 be two hundred dollars (\$200) a month forever; what we
24 do is we set the payment to be equal to the energy
25 savings. So their bill -- because a customer may not

1 opt to go onto monthly budget bill -- sorry, go onto
2 our monthly budget billing pro -- service. So their
3 bill will still change month to month but the financing
4 charge or the char -- the on-meter charge is based on
5 the average monthly savings.

6 MR. RAYMOND LAFOND: So, what is the
7 incentive for the customer to remain conscious about
8 the use of energy, because his -- his bill would
9 therefore be more or less fixed? In other words,
10 whether or not the lights stay on, you don't lower the
11 thermostat at night, the teenagers take twenty-five
12 (25) minute showers, like, what's the incentive to --
13 to prevent that from happening?

14 MS. LOIS MORRISON: Well, their bill
15 doesn't say fixed, because if they undertake different
16 measures, their bill will go down. What we've -- we've
17 done is we've tied the energy savings from that measure
18 to their bill. And so we've said okay, so -- so -- say
19 for example we have the household that has the -- the
20 two (2) teenagers that shower incessantly and they
21 undertake an insulation upgrade. And actually for
22 insulation, you can actually do it so that your net
23 bill goes down, because the energy savings are usually
24 that much better.

25 So, I think the thing in that case, the

1 person's first year bill -- 'cause we're only look at
2 the first year bill when we set the energy -- when we
3 set the -- the financing charge. So, their first year
4 average bill might be two hundred dollars (\$200), a
5 monthly bill. So they install the energy efficiency
6 upgrade and now we're going to say, Charge them fifteen
7 (\$15) dollars a month, but their savings were twenty
8 (20), so now, they're paying a hundred and ninety-five
9 dollars (\$195) a month on average.

10 Then what happens is the two (2)
11 teenagers who shower incessantly, our -- our lovely
12 contractor shows up to install the energy efficient
13 shower heads, and so now they are going to be saving --
14 their bill will go down because they are saving on
15 their electric water tank usage -- their electric water
16 usage.

17 So say their average bill now will
18 decrease based on that consumption. That consumption
19 rate will still change. So, now that will go down, so
20 maybe now they're only paying a hundred and ninety
21 dollars (\$190). But the financing charge was still
22 fifteen dollars (\$15).

23 THE CHAIRPERSON: Is the program of --
24 you know, looking at the program from Manitoba Hydro's
25 perspective, is that an economic program, in a sense

1 that the -- it funds itself? In other words, what I'm
2 trying to understand is when I first heard about the
3 program, you know, I wondered, Well, what is it going
4 to cost Manitoba Hydro?

5 And I guess the question is, the net --
6 is there a net cost to you to implement this program?

7 MS. LOIS MORRISON: This program was
8 originally designed to be cost recovery, which means we
9 recover our costs through the interest rate that's --
10 that's on the program. However, we are -- we are
11 subsidizing the interest rate to the -- to -- from 3. -
12 - sorry, from 4.8 percent to 3.9 percent, and that
13 subsidy is going -- is coming from the Affordable
14 Energy Fund that we discussed earlier.

15

16 CONTINUED BY MR. BOB PETERS

17 MR. BOB PETERS: Ms. Morrison, the Pay
18 As You Save Program that we talked about, that was
19 started according to this news release back in November
20 of 2012?

21 MS. LOIS MORRISON: That is correct.

22 MR. BOB PETERS: And is there a target
23 or maximum amount that Manitoba Hydro will loan under
24 this program?

25 MS. LOIS MORRISON: Manitoba Hydro will

1 finance up to what the ener -- the value of those
2 energy savings are. So, really, for a customer
3 participating, if the energy savings would -- depending
4 on what those energy savings will achieve for that
5 customer, that's what we will finance up to.

6 MR. BOB PETERS: I -- I may not have
7 asked to question properly. I meant is there a cap on
8 this program from Manitoba Hydro's -- the amount of
9 money Manitoba Hydro's prepared to outlay under this
10 program?

11 MS. LOIS MORRISON: No, we do not have
12 a cap in place.

13 MR. BOB PETERS: And you've told that
14 to Mr. Rainkie?

15 MS. LOIS MORRISON: He's used to us
16 doing things like this.

17 MR. BOB PETERS: All right. And I
18 suppose it's pretty early to find out whether this
19 uptake on this program is -- is meeting expectations?

20 MS. LOIS MORRISON: It -- it is very
21 early, having only about a month and a coup -- a few
22 days of implementation, yes.

23 MR. BOB PETERS: And, it's indicated
24 that the finance rate is fixed at 3.9 percent for a
25 five (5) year term?

1 MS. LOIS MORRISON: It's fixed at 3.9
2 percent for the first five (5) years of the loan term.

3 MR. BOB PETERS: And the difference
4 between the actual financing interest rate incurred by
5 Manitoba Hydro and the three point nine (3.9) is one
6 that is recovered out of the Affordable Energy Fund?

7 MS. LOIS MORRISON: That is correct.

8 MR. BOB PETERS: But if Manitoba
9 Hydro's current short term borrowing rate is lower than
10 3.9 percent, why should there be any debiting of the
11 Affordable Energy Fund?

12 MS. LOIS MORRISON: As I mentioned,
13 it's fully cost recovery, which means that all the
14 administration that is associated with providing this
15 program to customers -- so we have people that have to
16 actually process the loan application, set up the
17 billing on their loan. All those components of this
18 program are recovered through that interest rate, along
19 with any potential bad debt.

20 MR. DARREN RAINKIE: Mr. Peters, I was
21 also going to add that if you're loaning people money
22 for more than twelve (12) months, I'm not sure that you
23 would be assuming that you would be funding that out of
24 our short-term line of credit. Usually you would
25 calculate interest rate that would match the term of

1 the loan.

2 MR. BOB PETERS: And your -- your
3 current long term rate, Mr. Rainkie, is what? I don't
4 have IFF 12 --

5 MR. DARREN RAINKIE: Yeah, I was just
6 looking for that -- that table, Mr. Peters. In terms
7 of our forecast, it's probably in the 4 to 5 percent
8 range. Let me just find it here; what our forecast is
9 in -- at any rate.

10 MR. BOB PETERS: Page 3 if you have it
11 handy.

12 MR. DARREN RAINKIE: Yeah, page 3. If
13 you add the provincial guarantee fee, you're looking
14 at, you know, 4.3 percent to somewhere in the 5 percent
15 range. So I just wanted to observe that you normally
16 wouldn't fund a short-term loa -- sorry, a long --
17 let's call it a medium-term loan, because a long-term
18 debt is usually thirty (30) years out of -- out of your
19 short-term line.

20 MR. BOB PETERS: And in addition to the
21 interest rate differential that -- Mr. Rainkie, that
22 Ms. Morrison talked about, any internal Manitoba Hydro
23 costs are then also recovered out of the Affordable
24 Energy Fund? Or Ms. Morrison.

25 MS. LOIS MORRISON: We -- what we're

1 doing is we're funding the difference in the interest
2 charge, or the overall charge for the program. So that
3 may change as the time invested in the program changes.

4 So it's not that we specifically
5 delineated that these components of this cost or --
6 delivering this program are being affor -- funded
7 through the Affordable Energy Fund. What we say is it
8 costs us this much to deliver this program as an
9 interest charge on the -- on the -- on the loans, and
10 what do we need to take from the Affordable Energy Fund
11 to buy it down to 3.9 percent.

12 MR. BOB PETERS: All right. What --
13 what interest rate do you -- do you calculate as the
14 equivalent of the all in costs of Manitoba Hydro?

15 MS. LOIS MORRISON: We're estimating it
16 to be 4.8 percent.

17

18 (BRIEF PAUSE)

19

20 MR. BOB PETERS: Mr. Chairman, yes,
21 just for technology reasons, would it be okay if we
22 took a short recess?

23 THE CHAIRPERSON: Okay. Let's take ten
24 (10) minutes.

25

1 --- Upon recessing at 2:27 p.m.

2 --- Upon resuming at 2:46 p.m.

3

4 MR. BOB PETERS: Thank you, Mr.
5 Chairman. Now that I have a new energy efficient
6 microphone I'm going to continue.

7

8 CONTINUED BY MR. BOB PETERS:

9 MR. BOB PETERS: Ms. Morrison, we may -
10 - I'm not sure we're going to come back to what we've
11 been talking about in any depth, but I would like to
12 turn at this point to the costs expended by the Utility
13 to date on the DSM by having reference to page 3-1-7,
14 317, found at the last page of Tab 30 of Board
15 counsel's book of documents. And this is a Schedule A5
16 that is reproduced, and for some of us we have an
17 enlarged version. If somebody wants it enlarged, I
18 have extra copies.

19

20 (BRIEF PAUSE)

21

22 MR. BOB PETERS: Ms. Morrison, you have
23 before you then page 317 from the book of documents, as
24 well as the extra copies that have been enlarged if you
25 chose to look at them, only because the schedule

1 contains copious numbers and small enough font that it
2 may make it more legible to have the bigger copy.

3 Do you have that now?

4 MS. LOIS MORRISON: Yes, I do. Thank
5 you.

6 MR. BOB PETERS: And this schedule is
7 from your Power Smart plan, correct?

8 MS. LOIS MORRISON: That is correct.

9 MR. BOB PETERS: And it's showing the
10 Board what utility costs have been incurred in respect
11 of the various and specific programs?

12 MS. LOIS MORRISON: It does include
13 lines that indicate what has been incurred to date, and
14 it also includes our projections going forward.

15 MR. BOB PETERS: And it ties out to the
16 numbers we talked about previously of the -- of the
17 program targeting \$732 million as a cumulative total in
18 the sunset years of the Power Smart plan?

19 MS. LOIS MORRISON: That is correct.

20 MR. BOB PETERS: And so what we see
21 again is, starting on 2011 and '12, the various
22 expenditures by year, and then it was -- this was part
23 of the 2011 Power Smart plan, correct?

24 MS. LOIS MORRISON: That is correct.

25 MR. BOB PETERS: So the -- so the

1 numbers here are all forecast numbers?

2 MS. LOIS MORRISON: That is correct.

3 MR. BOB PETERS: And we see -- we see
4 the program broken down into some specifics, and
5 including the specific programs that Manitoba Hydro is
6 continuing. The new home program, can you explain to
7 the Board why or how Manitoba Hydro is involved in
8 expending monies on new homes?

9 MS. LOIS MORRISON: That is one (1)
10 program that has been delayed in launch. We are still
11 in the -- finalizing the design, and trying to put
12 together an economic business case for that initiative.
13 Previously, we had a new home program which worked with
14 homebuilders and provided incentives to customers to
15 have their buil -- homes built to a higher Power Smart
16 standard.

17 MR. BOB PETERS: And that previous
18 program has been discontinued?

19 MS. LOIS MORRISON: That previous
20 program ended when the Manitoba Building Code adopted
21 energy efficiency standards as part of their code.

22 Oh, and I should note that those energy
23 standards -- those energy standards are what we had
24 been promoting under the program, in terms of the
25 increased levels of insulation, furnace efficiencies,

1 et cetera.

2 MR. BOB PETERS: I think to capitalize
3 on the point you just made with the Board, if the Board
4 and you, Ms. Morrison, can turn back to page 314, what
5 you're indicating to the Board is that, while Manitoba
6 Hydro has embarked on Power Smart programs, you're also
7 -- for lack of better words or in my vernacular, you're
8 lobbying the government in the industry for higher and
9 better codes related to building envelopes?

10 MS. LOIS MORRISON: We work -- we --
11 lobbying would be a good word. We actually support a
12 lot of the work that is done in terms of codes and
13 standards. Not just for building code for the
14 commercial and residential sector, but also for
15 standards for technologies, equipment, and such;
16 working with the Federal Government, with the CSA, to
17 help define how we should measure or how we should set
18 the standards for energy efficiency, or how do we
19 measure energy efficiency. 'Cause that's one (1) of
20 the -- the things that have to be in place prior to
21 even launching a program is, how do you create a
22 consistent basis for technologies to be measured
23 against, in terms of defining energy efficiency. So
24 we're quite engaged at that level.

25 We're also engaged at the level where

1 we're working with the Federal Government to identify
2 what those minimum efficiency performance levels should
3 be for equipment.

4 So, we work, we lobby, we support, we --
5 we fund a number of studies and such to -- to support
6 the adoption of codes and standards at both the Federal
7 and provincial level.

8 MR. BOB PETERS: And when a code or a
9 standard is enacted, Ms. Morrison, it saves Manitoba
10 Hydro from having to educate the consumer because in
11 essence, the consumer gets no choice, they have to
12 comply with the building code or a standard of
13 appliance that's sold in the market place?

14 MS. LOIS MORRISON: I would agree to
15 that to a certain extent. Our strategy -- it depends
16 on the technology we're talking about. There's certain
17 technologies that customers really don't spend a lot of
18 time thinking about in terms of the energy efficiency
19 and we do a lot of work behind the scenes, I guess you
20 could say, in terms of, like, equipment standards for
21 consumer electronics, and hot water tanks and such.

22 But when you get into things like the
23 building codes, you really have to work with the market
24 to get the market to a point where they would accept
25 that code in place and understand how that code impacts

1 their operations prior to being adopted. So, in those
2 cases, you're really cutting off the laggards.

3 So, in terms of the building code for
4 the res -- for residential building code, we have to
5 make sure that the industry has the capacity or the
6 capability to build to that standard, and the
7 understanding of how it should be built prior to
8 bringing in the code.

9 MR. RAYMOND LAFOND: Who brings in the
10 codes? Is it not governments and municipalities?

11 MS. LOIS MORRISON: The provincial
12 government is responsible for the building code. The
13 Federal Government will establish a national code at
14 which point the provincial government will adopt it
15 with Manitoba amendments. When it comes to equipment,
16 then, for the most part, equipment is set at the
17 Federal level and it's usually based on what's allowed
18 to be imported into the country. The government -- the
19 provincial government can also enact regulations to
20 affect equipment being imported into the province.

21

22 CONTINUED BY MR. BOB PETERS

23 MR. BOB PETERS: Just to give the Board
24 some examples of some recent successes then, Ms.
25 Morrison, you had mentioned that the new home program

1 was a success because the building code had been
2 changed to a standard that Manitoba Hydro had been
3 promoting in the years before that?

4 MS. LOIS MORRISON: A number of the
5 measures that were promoted under the Power Smart New
6 Home Program were adopted into the new code, yes.

7 MR. BOB PETERS: Such as?

8 MS. LOIS MORRISON: Increased attic
9 insulation. Let me get my list. So, we had an
10 increase in the attic insulation, we have a window
11 requirement, a minimum efficiency for windows. We have
12 a -- now all new homes must have an mid-efficient HRV
13 system for ventilation.

14 We have a minimum efficiency requirement
15 for heating systems, for -- sorry, natural gas heating
16 systems. We have -- for fireplaces, they have to have
17 a electronic ignition, natural gas fireplaces. And we
18 also have a number of water measures that were included
19 in the code, related to faucets and showerheads.

20 MR. BOB PETERS: And so on page 314,
21 when the Board sees that there's 3.7, or 3.9, or 3 --
22 approximately \$3.6 million spent going forward on
23 support and codes and standards, that's primarily wages
24 and benefits paid to Manitoba Hydro staff who support
25 those activities?

1 MS. LOIS MORRISON: The majority of it
2 is, yes.

3 MR. BOB PETERS: What would be other
4 expenditures that might be included in that, if you can
5 recall?

6 MS. LOIS MORRISON: As I mentioned, we
7 will fund some joint studies with other agencies, such
8 as the Canadian Standards Association, working with
9 other utilities.

10

11 (BRIEF PAUSE)

12

13 MR. BOB PETERS: Is there any financial
14 benefit to the utility who comes up with the idea first
15 for energy efficiency?

16 MS. LOIS MORRISON: Do you mean who
17 comes up with the program first, or the technology
18 first, or the --

19 MR. BOB PETERS: Whose ever idea it is
20 first to implement any one (1) of these savings
21 programs. Do -- do you have to pay other utilities to
22 gain access to their knowledge if they -- if they
23 invent the idea before you do?

24 MS. LOIS MORRISON: No. Actually, we
25 work very cooperatively with other utilities. We

1 regularly share program ideas, program experiences,
2 what worked here, what didn't work here. It's all part
3 of building the capacity within the industry, overall.
4 There is no buying the program from another agency,
5 between utilities.

6 MR. BOB PETERS: Okay. So from whom
7 would you buy a program?

8 MS. LOIS MORRISON: Well, it's -- it's
9 in relation to your comment before, where there could
10 be other -- that you can contract a -- a third-party
11 agency to provide you with a program. So you can pay
12 another agency to come in and deliver a program geared
13 to a certain target market. There are -- there are
14 service providers out there that do that. So they --
15 they themselves would also borrow from other agencies,
16 also.

17 MR. BOB PETERS: We -- we began this
18 conversation on page 317 to talk about the specifics of
19 the New Home Program. And I take from the answers
20 you've given is that that one (1) really hasn't gotten
21 off the ground at this point in time?

22 MS. LOIS MORRISON: No, not yet.

23 MR. BOB PETERS: And you mentioned that
24 you were still trying to create the -- the business
25 case for it?

1 MS. LOIS MORRISON: As I mentioned, we
2 -- we have a new base-case for what is the minimum
3 level of efficiency. That makes it that mu -- so -- so
4 now you -- you've cut off a certain amount of the
5 energy -- you've captured a num -- a -- a large chunk
6 of the energy savings in the code, so now we have to
7 get -- get that much thinner to get to the next level,
8 and so to find a cost-effective approach for a new
9 home. And a program that would be effective across the
10 overall sector, the overall residential sector is -- is
11 what we're, right now, tasked with.

12 MR. BOB PETERS: And it appears from
13 the residential sector the -- the Insulation Program
14 and the Fridge Recycling Program are the ones in which
15 the majority of the money is being spent at this point
16 in time?

17 MS. LOIS MORRISON: That is correct.

18 MR. BOB PETERS: And that corresponds
19 with Manitoba Hydro believing that that's -- this isn't
20 meant pejoratively either, but that's the -- that's the
21 lowest hanging fruit at this point of time?

22 MS. LOIS MORRISON: The largest
23 opportunities lie in those areas right now.

24 MR. BOB PETERS: They're the easiest to
25 assess, is what I was trying to --

1 MS. LOIS MORRISON: Well...

2 MR. BOB PETERS: -- get at?

3 MS. LOIS MORRISON: They're the most
4 economic to access. When you look at a home insulation
5 -- when you look at the majority of your energy costs
6 in an electrically heated house it's in the heating
7 system. And therefore, undertaking measures to improve
8 the building envelope will return a greater benefit to
9 the utility and to the customer. And, therefore, it
10 has more opportunity attached to it and, therefore, we
11 will invest more in it.

12 MR. BOB PETERS: Now, the programs
13 we've just talked about on page 317, at the top under
14 "residential," Ms. Morrison, relate to incentive-based
15 programs, correct?

16 MS. LOIS MORRISON: I'm sorry, could
17 you repeat that?

18 MR. BOB PETERS: The programs that
19 we've been talking about under "residential," that's
20 the New Home Program or the Fridge Program or
21 insulation, those are considered incentive-based
22 programs by Manitoba Hydro?

23 MS. LOIS MORRISON: That is correct.

24 MR. BOB PETERS: Incentive-based,
25 because Manitoba Hydro has to outlay money to the

1 customer to incent them to -- to partake?

2 MS. LOIS MORRISON: That is true.

3 MR. BOB PETERS: And then you also --
4 and -- and if we look to the far right-hand side of
5 page 317 in the -- the -- it -- there's a number that
6 indicates 7 percent. Does the Board understand that to
7 mean that 7 percent of the Utility's costs that are
8 forecast will be spent on residential matters?

9 MS. LOIS MORRISON: That is correct.

10 MR. BOB PETERS: And specifically
11 residential matters that involve incentives?

12

13 (BRIEF PAUSE)

14

15 MS. LOIS MORRISON: Specifically for
16 the residential sector, yes. We -- as I mentioned we
17 have general education campaigns and such that would
18 also target the residential sector that are -- those --
19 those costs are captured as part of the -- the support
20 activities.

21 MR. BOB PETERS: Where would I find
22 that general advertisement on this sheet? Which line
23 item, by way of example, Ms. Morrison, would capture
24 those educational activities?

25 MS. LOIS MORRISON: It's called

1 "incremental support activity," and if you go to -- I
2 think it's -- let's see, 1, 2, 3, 4, 5 --

3 MR. BOB PETERS: I've got it.

4 MS. LOIS MORRISON: You've got it?

5 MR. BOB PETERS: Yeah. But also under
6 "residential customers" you have the customer service
7 initiatives, and you list three (3) of them here: Power
8 Smart Residential Loan Program, ecoENERGY, and
9 Residential Earth Power Program. Those initiatives, I
10 take it, are not ones that are -- that carry an
11 incentive for Manitoba Hydro?

12 MS. LOIS MORRISON: No, they do not
13 carry an incentive. They are other -- the -- two (2)
14 of the items mentioned there are the -- are other
15 financial tools that are offered to assist customers in
16 installing energy efficiency measures.

17 MR. BOB PETERS: And Manitoba Hydro, if
18 they assist in the installation of it they try to do it
19 on a revenue neutral or a cost recovery basis?

20 MS. LOIS MORRISON: They -- the -- of
21 those two (2) items, yes.

22 MR. BOB PETERS: And the ecoENERGY, was
23 that a Federal Government program, or is Manitoba Hydro
24 involved in that as well?

25 MS. LOIS MORRISON: Manitoba Hydro was

1 a delivery agent for the ecoENERGY Program in Manitoba.
2 And we used it to try and -- and help customers access
3 as many of the dollars available as possible, to help
4 them improve the energy efficiency of their home, so we
5 would cross-sell programs at the time.

6

7 So if we're in the house, or an auditor
8 is in the house and talking about the ecoENERGY
9 Program, we want them to talk about going to the Power
10 Smart level for the insulation component. That wasn't
11 a requirement under the ecoENERGY Program, but it was a
12 requirement for our program; that we want them to
13 maximize the economic insulation level. We would also
14 then provide them with information about other programs
15 that we had running at the time.

16 MR. BOB PETERS: It appears that the
17 commercial activity is -- 38 percent of the monies
18 going to be spent will be on commercial DSM programs?

19 MS. LOIS MORRISON: That is correct.

20 MR. BOB PETERS: And 19 percent on the
21 industrial, correct?

22 MS. LOIS MORRISON: That is correct.

23 MR. BOB PETERS: But once we get past
24 that, Ms. Morrison, past the conservation subtotal, we
25 get into things like load management and some other

1 items. Why are those also listed here as -- as DSM
2 programs?

3

4 (BRIEF PAUSE)

5

6 MS. LOIS MORRISON: Because we include
7 them as part of our overall demand-side management
8 initiative.

9 MR. BOB PETERS: All right. So the
10 Board was familiar before -- before you came today
11 that, under the Curtailable Rates Program, the
12 Corporation is spending approximately \$6 million a year
13 on their program, and -- and that number has been
14 carried forward here I see under load management
15 Curtailable Rates Program.

16 MS. LOIS MORRISON: That's correct.

17 MR. BOB PETERS: Is it administered by
18 -- by our staff, or is it administered by -- by others
19 in the Corporation?

20

21 (BRIEF PAUSE)

22

23 MS. LOIS MORRISON: The program is
24 essentially del -- administered by staff within Mr.
25 Weins area; however, it is delivered to the customer

1 through people within the customer care and mark --
2 marketing business unit. So the staff that I referred
3 to who deal with the major and key account customers
4 are delivering that program to those customers.

5 THE CHAIRPERSON: But that's hardly an
6 energy con -- conservation program, is it? I mean, I
7 guess I'm -- I'm -- we're going back to the definition
8 of this sid -- demand-side management. It's not an
9 energy conservation program?

10 MR. ROBIN WEINS: No, the curtailable-
11 type rate program tends not to be an energy
12 conservation program, but it is a load-shifting program
13 and it is a capacity conservation program. So it -- it
14 assists Manitoba Hydro in conserving and with respect
15 to the costs of providing electrical services.

16

17 CONTINUED BY MR. BOB PETERS:

18 MR. BOB PETERS: There's no
19 conservation for the customer though, Mr. Weins?

20 MR. ROBIN WEINS: I'm not sure what
21 you mean by that.

22 MR. BOB PETERS: As -- as we heard from
23 the curtailable rate side of the business, this is a
24 customer agreeing that their rate can be curtailed,
25 provided Manitoba Hydro pays them for that privilege?

1 MR. ROBIN WEINS: Well, that -- that is
2 correct. It's a -- it's an economic value proposition
3 for the customer, and it's an economic value
4 proposition for Manitoba Hydro. So we -- we undertake
5 it. And it -- as I say, it conserves capaci -- at the
6 very least, it conserves capacity, and it may result in
7 shifting some loads from high-cost periods to low-cost
8 periods. So it changes the character or the cost of
9 the energy that's being supplied to the customer as
10 well.

11 MR. BOB PETERS: Can you explain the
12 customer self-generation item listed here, the
13 Bioenergy Optimization Program, and the -- the money
14 that's planned to be expended for that?

15

16 (BRIEF PAUSE)

17

18 MS. LOIS MORRISON: This is one (1) of
19 the initiatives that is outside of my area of
20 responsibility. However, as we understand it, the
21 purpose of this program is to encourage customers to
22 locate customer site generation to offset their pers --
23 their own unique needs within -- their own electricity
24 needs on -- at their location through the use of
25 bioenergy, waste heat, and such. So basically, what

1 we're seeing is a reduction in their energy
2 consumption, energy use, through the use of available
3 waste product or waste heat.

4 MR. BOB PETERS: And Manitoba Hydro
5 plans to expend as much money on that program as it
6 does on their entire residential incentive-based
7 program over the planning horizon that's before us on
8 page 317?

9 MS. LOIS MORRISON: That is correct.

10 MR. BOB PETERS: And so that program,
11 again, is for a customer to generate their own
12 electricity so they don't have to purchase from
13 Manitoba Hydro, which means Manitoba Hydro has saved
14 capacity as well as energy?

15 MS. LOIS MORRISON: That is correct.
16 Most of our initiatives, whether they be for the
17 residential, commercial, or industrial sector, have a
18 capacity savings component to them.

19 MR. BOB PETERS: Under the Bioenergy
20 Optimization Program, will the customer be able to sell
21 their energy to Manitoba Hydro?

22 MS. LOIS MORRISON: Under the current
23 design, it's to offset their -- their site-specific
24 needs.

25 MR. BOB PETERS: They can't turn the

1 meter backwards?

2 MS. LOIS MORRISON: No, we do have
3 another initiative -- we do have a net metering program
4 though. I can't comment on it specifically, but there
5 is the option for customers who wish to create their
6 own on-site generation and sell it back to the grid.

7 MR. BOB PETERS: Is that happening, do
8 you know, in the -- at all in Manitoba?

9 MS. LOIS MORRISON: Yes, there are --
10 there are some customers that have -- that are
11 participating in net metering.

12 MR. RAYMOND LAFOND: What type of
13 customer would that be?

14 MS. LOIS MORRISON: I honestly would
15 have to -- to take that -- to find that out. I do know
16 that I occasionally get the applications for the ones
17 that are less than 10 kilowatts.

18

19 CONTINUED BY MR. BOB PETERS:

20 MR. BOB PETERS: I'm -- I think the
21 Board has heard about wind generators have a power
22 purchase agreement with Manitoba Hydro. And the Board
23 has heard that Wuskwatim Power Limited Partnership has
24 a power purchase agreement with Manitoba Hydro.

25 But you're telling the Board that there

1 are other customers that have agreements to sell their
2 own generation back to Manitoba Hydro?

3

4 (BRIEF PAUSE)

5

6 MS. LOIS MORRISON: We do have a -- a
7 non-utility generation policy. And that is what the
8 net metering is, where we will sell -- a customer can
9 enter into this agreement and sell it back to -- sell
10 it back to -- sell generation back to the grid.

11 MR. BOB PETERS: Just maybe if an
12 undertaking could be taken to identify the number of
13 customers that participate under the NUG program and
14 the amount of energy sold back to Manitoba Hydro.

15 Is that something that the Corporation
16 could advise the Board on, and maybe pick the last
17 fiscal year for quantification purposes?

18 MS. LOIS MORRISON: Yes, we'll
19 undertake to do that for the last fiscal year.

20 MR. BOB PETERS: Thank you. I'm just -
21 - as the microphone is on Ms. Morrison, you mentioned
22 non-utility generation.

23 Is that the same as an independent power
24 producer, to your way of thinking, or can you comment
25 on that?

1 MS. LOIS MORRISON: It is, but on a
2 much smaller scale, and it's generally -- this is more
3 of a -- the -- the non-utility generation policy was in
4 place prior to us entering into a number of the
5 independent power producer agreements. So this is more
6 of a carryover than it is -- then -- it's not a new
7 initiative. It's been in place for a number of years
8 and it's mu -- usually on a much smaller scale. It's
9 customer specific, so.

10 MR. BOB PETERS: Any examples pop to
11 mind -- and I don't want to put on the public record
12 any identifiable customers. But are these -- are these
13 farmers? Are these mining companies? Are these gravel
14 quarries? Or...

15 MS. LOIS MORRISON: I -- I honestly
16 don't know.

17 MR. BOB PETERS: Okay.

18 MS. LOIS MORRISON: I would have to get
19 that for you.

20 MR. BOB PETERS: All right. Well, that
21 will be part of the undertaking, to just identify the
22 number of them and if you can provide some description
23 without identifying who they are, that would be
24 appreciated.

25 MS. LOIS MORRISON: We will undertake

1 to do so.

2 MR. BOB PETERS: Okay. Thank you.

3

4 --- UNDERTAKING NO. 59: Manitoba Hydro to indicate
5 the number of customers in
6 the NUG program, including
7 description of customers,
8 without any identifying
9 information

10

11 MR. RAYMOND LAFOND: Can I intervene?

12 The DSM program is dedicating 19 percent, essentially,
13 of its funds to industrial users? If I heard correctly
14 this morning from the MIPUG representative was that his
15 clients did not use this program.

16 Can you explain to me the difference
17 between these two (2) comments?

18 MS. LOIS MORRISON: MIPUG represents
19 the large industrial power users group. The industrial
20 programs here would reflect all industrial customers,
21 not just the very large ones. However, I will say that
22 we work very closely with the -- all industrial
23 customers, including the large top consumers. And
24 although they may not participate in the incentive
25 portions of what we offer, we provide technical

1 expertise and feasibility studies. We part fund
2 feasibility studies that help those customers identify
3 energy efficiency opportunities.

4 Case in point, recently we funded a
5 study with one that identified energy efficiency
6 opportunities that would have payback of less than half
7 a year. Well, in that case, the customer is going to
8 undertake it without us pro -- needing to provide any
9 incentives to do so. But because we participated in
10 that -- that activity with them and part funded the
11 study, we're -- we are working very closely with his
12 customers.

13 MR. RAYMOND LAFOND: Thank you.

14

15 CONTINUED BY MR. BOB PETERS

16 MR. BOB PETERS: Mr. Weins, I'm still
17 caught up on this N-U-G, or the NUG, concept. Do you
18 set a rate at which you purchase the power back from
19 them? Is that something your department does?

20 MR. ROBIN WEINS: You're really going
21 to test my memory on this, Mr. Peters, because I
22 haven't been involved in this type of situation for
23 many, many years. At a very small scale, what happens
24 is that the -- basically, in those periods where a
25 customer may be selling back into the grid, that

1 they're basically selling back at whatever the
2 appropriate runoff energy rate is.

3 So it's -- it's not a specific sep --
4 separate rate. If it happens to be at -- and I don't
5 know if there still are, but there used to be one (1)
6 or two (2) residential farm customers. And they would
7 receive the residential runoff rate for the energy that
8 came back into the grid.

9 When you get into larger applications --
10 and again, I'm not -- I'm not involved in this at all -
11 - it may be appropriate to use the same approach, or
12 Manitoba Hydro may negotiate a separate arrangement
13 with them

14 MR. BOB PETERS: All right. Fair
15 enough. Would there be a policy, you expect, Mr.
16 Weins, related to the non-utility generation or
17 independent power production?

18 MS. LOIS MORRISON: Yes, we do have a
19 non -- a non-utility generation policy.

20 MR. BOB PETERS: Would you please
21 undertake to file that with the Board at a convenient
22 opportunity?

23 MS. LOIS MORRISON: Yes.

24 MR. BOB PETERS: All right. Thank you.

25

1 --- UNDERTAKING NO. 60: Manitoba Hydro to file its
2 non-utility generation
3 policy
4

5 CONTINUED BY MR. BOB PETERS:

6 MR. BOB PETERS: Mr. Weins, maybe just
7 for clarity on the record, in terms of quantifying the
8 runoff rate that -- that may have been available to a
9 couple of those relics of a distant memory that you
10 had, what -- what is the runoff rate that you're
11 referring to?

12 MR. ROBIN WEINS: It would -- well,
13 today, if it were a residential customer, it would be
14 the energy rate that the residential customer pays.

15 MR. BOB PETERS: The proposed seven
16 point two-zero (7.20) cents.

17 MR. ROBIN WEINS: Right. If it were a
18 general service customer, a small general service
19 customer, it would be typically the second block rate.

20 MR. BOB PETERS: All right, thank you,
21 sir. Ms. Morrison, if we can conclude on page 317, the
22 only other aspects that -- that you show here are the
23 amounts at the bottom, where the utility costs since
24 1989 have -- have been cumula -- accumulated.

25 Is that when the program was first

1 introduced, when -- when Power Smart first was enacted?

2 MS. LOIS MORRISON: 1989 is the year we
3 launched our very first energy efficiency program.

4 Power Smart itself wasn't brought in until 1991.

5 MR. BOB PETERS: And what was Power
6 Smart before it was Power Smart?

7 MS. LOIS MORRISON: It was just the
8 Manitoba Hydro program. As I mentioned, Power Smart is
9 how we brand it, and it's -- it's a very effective
10 marketing tool.

11 MR. RAYMOND LAFOND: Before we leave
12 page 317, I think we're -- which we're about to do,
13 you've indicated that the total cost spent to date on
14 DSM are in the order of two hundred and seventy-five
15 thousand dollars (\$275,000).

16 And if I heard correctly earlier, this
17 program does not defer new generation. However, the
18 savings could be used -- can -- are being used for
19 export purposes. And when you started, you told us
20 what the savings were in terms of generation. And if I
21 look at last year's total export in your annual report,
22 assuming -- and -- and the generation being produced
23 that was used for exports, it seems to me it comes out
24 about -- to about two point six (2.6) cents per
25 kilowatt.

1 So when you do the -- you've got the
2 costs, but what are the offsetting revenues from these
3 savings used for exports?

4

5 (BRIEF PAUSE)

6

7 MS. LOIS MORRISON: I'm -- I'm going to
8 attempt. Prior to 2000 -- ninetee -- prior to 2000,
9 when we were investing in demand-side management, it
10 was for the purposes of deferring investment in
11 generation, transmission, and distribution. It was in
12 2000 that we were no longer in a position where we were
13 seeking to defer generation, and there was the shift to
14 valuing it based on -- on what was available within the
15 export market.

16 So I'm a little unsure as to how to
17 respond to your inquiry as to the value associated with
18 it. What -- each year, when we look at what we're
19 doing going forward, we're looking at what those values
20 are -- what the value of those energy savings are going
21 forward. And it's compared to what that levelized
22 marginal value is at that time.

23 So it's not directly tied to the export
24 value that you see today, that past investment. Those
25 past investment dollars were done so to achieve a

1 different -- to -- to achieve an objective that was set
2 out at that time based on a value for that kilowatt
3 hour at that time. Does that make sense to you --

4 MR. RAYMOND LAFOND: Yes --

5 MS. LOIS MORRISON: -- or --

6 MR. RAYMOND LAFOND: -- I hear you.

7 However, could you give me the -- the -- you've
8 indicated earlier the savings last year, in terms of
9 electricity use by customers who are in the program?

10 If you multiply this by the average
11 export rate last year, what -- what would the -- the
12 amount be compared to the costs incurred for the Power
13 Smart Program?

14 MS. LOIS MORRISON: We could do the
15 math. We're struggling with how -- it -- it's not how
16 we value the investment. So I guess we're wanting to
17 make sure --

18 MR. RAYMOND LAFOND: I hear you.

19 MS. LOIS MORRISON: -- that we -- we
20 provide you with what will assist you.

21 THE CHAIRPERSON: I'm sorry. Excuse
22 me. I guess I'm -- like panel member Lafond, I'm
23 trying to understand the decision-making around whether
24 you adopt a new program. And I think this is where
25 Raymond was partly going to, because, you know, I think

1 your intro -- your introductory comments referred to
2 seeking opportunities that are economic.

3 So maybe we could explore that, and
4 maybe that'll help us to understand where Raymond was -
5 - was going here -- Board member Lafond is going.

6

7 CONTINUED BY MR. BOB PETERS:

8 MR. BOB PETERS: And I'll -- I'll
9 assist, if I can, along the way, Ms. Morrison, so
10 please jump in where you want. But -- but let's just
11 start to answer the question. And your colleagues on
12 the panel, certainly Mr. Rainkie, will have a copy of
13 Board counsel's book of document, Volume II. And he --
14 he doesn't? And -- and, you know what, Mr. Miles
15 certainly will have it, because it contains a copy of
16 the -- of the power resource plan on page 243, an
17 extract of the recommended plan -- of the power
18 resource plan. And I want to -- I want to go to the
19 point that Board member Lafond and the Chairman were --
20 were dealing with.

21 So, Mr. Miles, you've been patient all
22 afternoon. And if you -- if you could have a quick
23 peek at page 243, found at Tab 22 of Board counsel's
24 book of documents, you will see a schedule from the
25 power resource plan with which you're familiar.

1 Would that be correct?

2 MR. TERRY MILES: That's correct.

3 MR. BOB PETERS: And this page that's
4 before you is -- is on the recommended plan that
5 Manitoba Hydro has, and it's before the Board?

6 MR. TERRY MILES: That's correct.

7 MR. BOB PETERS: And on the recommended
8 plan, you're listing the dependable resources that
9 Manitoba has on its system, correct?

10 MR. TERRY MILES: That's correct.

11 MR. BOB PETERS: One (1) of the
12 dependable resources listed is demand-side management
13 energy. And in the test year, there's two hundred and
14 ninety-three (293) and 411 gigawatt hours in each of
15 the two (2) test years?

16 MR. TERRY MILES: That's correct. I
17 see that, yeah.

18 MR. BOB PETERS: Now, what I didn't put
19 in the book of documents and perhaps should have, I've
20 now gone to Manitoba Hydro's Exhibit 11, Mr. Miles.
21 And this is your most recent power resource plan. And
22 I've turned over to page 32 of it. And this has
23 defined the capacity under the recommended plan.
24 Again, I'm on, now, Manitoba Hydro's Exhibit 11, page
25 32. And I'm looking at the demand-side management

1 capacity that is recorded.

2 And there's 168 megawatts of capacity
3 listed for demand-side management, correct?

4 MR. TERRY MILES: I -- I see that.
5 It's out in the 2030 time frame, I think. Or the table
6 I'm looking at, page 32, is that -- do you want to do
7 that or do you want to go to the...?

8 MR. BOB PETERS: Thank you for being
9 polite. Let's turn back to 2012 and 2013, and we see
10 that there's 12 megawatts and 35 megawatts of -- of
11 capacity that's attributed to demand-side management,
12 correct?

13 MR. TERRY MILES: That's correct.

14 MR. BOB PETERS: So we'll come to the
15 specific programs and the savings. But by looking at
16 this, does the Board conclude that, at least for winter
17 peak demand purposes, DSM saves the Corporation the
18 equivalent of 35 megawatts?

19 MR. TERRY MILES: Under the current
20 plan, yeah. This would be the incremental --
21 incremental saving in that year, yes.

22 MR. BOB PETERS: So the incremental
23 saving, but it's the total saving attributed to DSM.
24 It's not -- it's -- it is what it is.

25 It's measured as the DSM capacity

1 contribution in the test years?

2 MR. TERRY MILES: Yeah, that -- that
3 would be correct, yeah. I think -- I think what I'm
4 thinking is up to this point there has been some DSM
5 savings. These are the continued savings that go on
6 beyond...

7

8 (BRIEF PAUSE)

9

10 MR. TERRY MILES: No, that's correct.
11 I'm -- Ms. Morrison is just helping me clarify that;
12 but, yes.

13 MR. BOB PETERS: All right. So what --
14 would one (1) of the responses to the Board be that for
15 all of the monies expended in the test year, Manitoba
16 Hydro believes that the winter peak demand resource
17 from DSM would be 12 megawatts in the first test year
18 and 35 megawatts in the second test year?

19 MS. LOIS MORRISON: Yes, but the monies
20 that are expected to be spent in 2013 -- '12/'13, as
21 identified, those dollars are expected to achieve --
22 for the energy conservation components, not including
23 curtailable rates, are anticipated to -- to achieve
24 those savings.

25 MR. BOB PETERS: That's the 12

1 megawatts of --

2 MS. LOIS MORRISON: Yes.

3 MR. BOB PETERS: -- capacity savings?

4 MS. LOIS MORRISON: Yes.

5 MR. BOB PETERS: And so Manitoba Hydro

6 adds that -- has that 12 megawatts of capacity

7 available to it to meet its winter system peak?

8 MS. LOIS MORRISON: Yes.

9 MR. BOB PETERS: All right. Now, let's

10 -- let's maybe drill down a little deeper to that by

11 getting back to -- let's get back to --

12 MS. LOIS MORRISON: Sorry, Mr. Peters,

13 I should clar -- sorry, clarify that that 12 megawatts

14 continues on into the future based upon the life of the

15 measures being installed. It's not just that one (1)

16 fiscal -- that one (1) year.

17 MR. BOB PETERS: Well, I wondered about

18 that. But, Ms. Morrison, if we look on this chart, and

19 we'll -- we'll suggest that Mr. Miles had something to

20 do with its creation, and we look at the existing

21 Manitoba Hydro plants, they're shown at 4,900 megawatts

22 in the test year, but -- and then each and every year

23 it's restated as to what they contribute to the peak

24 demand.

25 So there's -- there's no accumulation.

1 It's a -- an annual amount that's attributed to that
2 particular asset?

3 MS. LOIS MORRISON: Right, but DSM is
4 built differently than a dam. When you build a dam and
5 you flip the switch, it now starts generating kilowatt
6 hours. With DMS, we're gradually building it up with
7 each -- each year. And so when -- when you're looking
8 at the 12 megawatts in 2012/'13, in the next year we're
9 going to spend a little bit more money and get another
10 so many customers to participate, which generates --
11 which will create more savings. Okay?

12 So it's -- that 12 gigawatt -- that 12
13 megawatts will continue on as long as tho -- that
14 technology has been in place. So say it's commercial
15 lighting; it has a twenty (20) year life. So the
16 savings associated with that commercial lighting
17 upgrade will be twenty (20) years, and that will
18 continue on. And so the value of those savings is for
19 twenty (20) years.

20

21 (BRIEF PAUSE)

22

23 MR. BOB PETERS: But, Ms. Morrison --
24 okay. You did say, in your direct evidence to Ms.
25 Fernandes, that -- that -- I think you said 583

1 megawatts have been -- have been saved for the system
2 to date?

3 MS. LOIS MORRISON: But they will be
4 accounted for within our load forecast, because our
5 load forecast -- our electric load forecast takes the
6 energy consumption as of today. And so the energy
7 consumption that you're -- like the actual energy
8 consumption is our starting point. So if we're doing
9 our forecast for 2011, you'll take the energy use for -
10 - we'll go to 2012.

11 So we're doing our ener -- our li -- our
12 load forecast for 2012 forward. You'll take the
13 average -- the actual energy consumption for 2011/'12
14 as your base starting point. That base starting point
15 is assumed to have -- all the energy efficiency
16 improvements that we've saved to date is already
17 captured within that, because you're using actual
18 energy consumption.

19 So when Mr. Miles is doing his forecast,
20 he's look -- he's taking the electric forecast for 2012
21 and looking forward to meet -- to meet that energy
22 requirement and any future growth requirement.

23 So that's why, when we give them the DSM
24 plan, we -- we put it on the same level as this year
25 going forward, what -- what new energy savings are

1 going to be coming, so it can compet -- can be compared
2 to the load forecast and the other energy requirements
3 they have available in place.

4 MR. BOB PETERS: Mr. Miles, is that --
5 is that 12 megawatts of DSM savings, that incremental
6 amount that Ms. Morrison is now telling us about, is
7 that dispatchable by Manitoba Hydro?

8

9 (BRIEF PAUSE)

10

11 MR. TERRY MILES: No. I would think
12 from "dispatchable" meaning that we could turn it off
13 when we have the need to turn it off and on. From that
14 perspective, it's not dispatchable. But I think it's a
15 -- a DSM is off -- it's embedded, in essence, in the
16 reduce in -- reduction in load.

17 MR. BOB PETERS: And that's how
18 Manitoba Hydro accounts for it, is on their load
19 forecast as opposed to a dispatchable resource?

20 MR. TERRY MILES: No, I think for the -
21 - I think what Ms. Morrison was talking about -- for
22 the DSM savings that we incurred to date, those are --
23 those are factored into the load forecast that we have.
24 These additional savings are not in the load forecast.
25 They're actually resources that reduce our future

1 requirements they need to serve.

2 MR. BOB PETERS: So, Ms. Morrison,
3 you're suggesting to the Board that the 35 megawatt
4 hours forecast from DSM -- the 35 megawatts forecast
5 from DSM in 2013/'14 does not include the 12 megawatts
6 in the prior test year?

7 MS. LOIS MORRISON: No, it would
8 include the 12 megawatts from the prior test year, but
9 it would not include any savings achieved prior to the
10 2011 year.

11 MR. BOB PETERS: Okay, I'm sorry, the
12 light's going on. Maybe it's a little dark on this
13 side of the room. But all you're saying is that the
14 way this is presented is you've started afresh with the
15 2012, 23rd (phonetic) presentation?

16 MS. LOIS MORRISON: Yes.

17 MR. BOB PETERS: Okay.

18 THE CHAIRPERSON: From that -- from the
19 accounting standpoint, the savings that you've realized
20 in prior years would impact the base load forecast,
21 right?

22 I mean, it would impact the base load
23 forecast demand side; it would reduce that?

24 MS. LOIS MORRISON: They've already
25 deemed to -- to have reduced it --

1 THE CHAIRPERSON: Right, okay.

2 MS. LOIS MORRISON: -- because when you
3 look at our -- our electric load forecast, as I said,
4 takes it from the actual energy consumption, weather
5 normalized in -- in the -- the most recent year. And
6 then we forecast forward from it.

7 THE CHAIRPERSON: Right, I appreciate
8 that. But what I'm trying to understand is that those
9 numbers have not disappeared. They -- they would have
10 the impact of reducing the demand side?

11 MS. LOIS MORRISON: Yeah.

12 THE CHAIRPERSON: Right?

13 MS. LOIS MORRISON: Yeah. If we hadn't
14 done what we've done already --

15 THE CHAIRPERSON: Yeah.

16 MS. LOIS MORRISON: -- we would have
17 had to build more.

18

19 CONTINUED BY MR. BOB PETERS

20 MR. BOB PETERS: And getting back to
21 that page 243 in Board counsel's book of documents,
22 there the -- the energy is referred to as dependable
23 energy, Mr. Miles?

24 MR. TERRY MILES: That's correct.

25 MR. BOB PETERS: Which means that

1 Manitoba Hydro can include that in its dependable
2 resources, including their long firm -- long-term
3 exports?

4 MR. TERRY MILES: That's correct.

5 MR. BOB PETERS: And in terms of the
6 amount -- in terms of the presentation here, again, it
7 becomes cumulative, starting with the 2011/'12 year?

8 MR. TERRY MILES: Yes.

9 MR. BOB PETERS: Ms. Morrison, let's go
10 to page 318 en route to -- to where I want to go to
11 talk about the savings that we're talking about. What
12 we have on page 318 of Board counsel's book of
13 documents is a response by Manitoba Hydro to
14 Information Request 107(e).

15 And Manitoba Hydro has graphed the
16 planned incremental DSM savings out to the planning
17 horizon of their program, correct?

18 MS. LOIS MORRISON: That is correct.

19 MR. BOB PETERS: Very clearly, the trend
20 is downwards, in terms of savings?

21 MS. LOIS MORRISON: Yes.

22 MR. BOB PETERS: And again, the reason
23 for that, from what I recall you saying earlier, is
24 that there aren't as many economic opportunities in
25 which to invest for DSM measures?

1 MS. LOIS MORRISON: That is correct.

2 MR. BOB PETERS: Put -- and again, put
3 only in my words, but all of the -- the economic fruit
4 has been picked?

5 MS. LOIS MORRISON: Except for what
6 we've identified here in the graph.

7 MR. BOB PETERS: Right, and it's
8 diminishing because the most cost effective has already
9 been captured. And the remaining ones are, while cost
10 effective, may not be quite as cost effective of what's
11 gone before.

12 MS. LOIS MORRISON: Yes. Under current
13 marketing conditions, this is what we see as being
14 what's economic, going forward.

15 MR. BOB PETERS: And so specifically,
16 if we turn to page 319 and look at the savings that you
17 and Board member Lafond were talking about by way of
18 programs, this is an energy savings chart that will add
19 up all of the energy saved from the various programs
20 that Manitoba Hydro is -- is undertaking, correct?

21 MS. LOIS MORRISON: That is correct.

22 MR. BOB PETERS: And some of this
23 savings may or may not be dependable energy, but it's -
24 - it's energy saved, in any event?

25

1 (BRIEF PAUSE)

2

3 MS. LOIS MORRISON: Under -- yes.

4 MR. BOB PETERS: Specifically, if we
5 look at a couple of the programs, this table should
6 tell the Board where the specific -- what the specific
7 savings were for the various expenditures reviewed on
8 the previous -- on -- on the previous charts?

9 MS. LOIS MORRISON: That is correct.

10 MR. BOB PETERS: The New Home Program,
11 although it shows energy savings at this point in time,
12 those forecast savings will not have been realized and
13 won't be realized until the program gets redesigned and
14 introduced?

15 MS. LOIS MORRISON: That is correct.

16 MR. BOB PETERS: The Home Insulation
17 Program, or your -- I'm not sure if that was the
18 flagship program, but it was the one for the
19 residential customers.

20 It's -- it carries on with savings
21 planned out into the future?

22 MS. LOIS MORRISON: That is correct.

23 MR. BOB PETERS: And that's because
24 Manitoba Hydro is accessing more homes; I think you
25 said ten thousand (10,000) to date. But there --

1 MS. LOIS MORRISON: There's still more
2 left.

3 MR. BOB PETERS: -- there's lots more
4 left?

5 MS. LOIS MORRISON: There are -- yes,
6 there's still quite a few left.

7 MR. BOB PETERS: Well, we'll come to
8 that. We'll -- we'll come to a number and you can tell
9 me what that number is later.

10 The -- the low end -- the Lower-income
11 Energy Efficiency Program, that's the -- those are the
12 funds that we've talked about before, in terms of how
13 Manitoba Hydro's planning to expend them over the --
14 over the planning horizon?

15 MS. LOIS MORRISON: There are some
16 funds supporting this initiative that are Power Smart
17 dollars, and there are other funds that are coming from
18 the Affordable Energy Fund program. As I mentioned,
19 the Affordable Energy Fund program was set up to help
20 us enhance what we offer on the Power Smart side.

21 So this is -- there's some dollars
22 that'll come from our -- for example, if -- if -- the
23 way it's set up is if we have a home that's being
24 insulated, it's in a low-income household, what would
25 normally be spay -- paid for by the Power Smart

1 incentive is -- is put into that account. And then
2 what's left over is covered by the Affordable Energy
3 Fund.

4 So -- so there's -- that's why we --
5 it's -- it's set up to support what's missed.

6

7 (BRIEF PAUSE)

8

9 MR. BOB PETERS: I don't recall the --
10 the fridge recycling program carrying through for the
11 whole planning horizon, but it appears that the savings
12 are envisioned to go on.

13 Is that -- is that simply from -- those
14 savings are from the fridges that will be captured by
15 the time the funds stop, or do you expect the program
16 will continue without Manitoba Hydro having to send
17 somebody to fetch the fridge and the freezer?

18 MS. LOIS MORRISON: Well, what -- what
19 you'll notice is that the savings increase and then
20 begin to decrease. The savings are tied to the life.
21 So we've anticipated a remaining life of the fridge in
22 our -- in our program design. And so those savings are
23 antici -- we're basically advancing -- basically
24 advancing the retirement of that fridge.

25 So -- so there's -- there's a number of

1 fridges picked up; they have a use, they have a life,
2 and those savings go on for so long, and then they star
3 -- the savings will start to diminish because they
4 would have come off the system anyway. I mean, that's
5 a better way to describe it.

6 MR. BOB PETERS: So these energy
7 savings are -- are not metered savings that the
8 Corporation can -- can measure with -- with certainty?

9 MS. LOIS MORRISON: Some of our savings
10 is -- are identified through engineering estimates. We
11 do have some initiatives that we actually do pre-
12 imposed metering on; those would be the larger
13 industrial projects.

14 MR. BOB PETERS: Let's stay with the
15 residential customers. Those would be as a result of
16 engineering estimates?

17 MS. LOIS MORRISON: Yes.

18 MR. BOB PETERS: And so for the Water &
19 Energy Saver Program, for example, if somebody goes to
20 the website as you mentioned earlier and -- and orders
21 up one (1) of these kits, Manitoba Hydro is going to
22 assume that it gets installed?

23 MS. LOIS MORRISON: No, we do follow-up
24 surveys to identify to what extent the measures
25 included in the kit were installed, whether they were

1 actually installed or sat in the cup -- in the cupboard
2 waiting to be installed.

3 So we actually ask them -- customers to
4 identify for us, you know, if they've got two (2)
5 showerheads? Did they install both of the showerheads?
6 Did they install both faucet aerators? Did they
7 install the pipe wrap? And then we use that follow-up
8 data to augment our -- our forecast and our -- our
9 evaluation of actual activity.

10 MR. BOB PETERS: But do those follow-up
11 forecasts happen for each and every customer, or are
12 they just used as a sample for auditing purposes to
13 provide engineering estimates?

14 MS. LOIS MORRISON: It depends on the
15 program. For the Water & Energy Saver Program, let
16 me...

17

18 (BRIEF PAUSE)

19

20 MS. LOIS MORRISON: The survey is
21 administered to everybody who participates, but as we
22 all know, not everybody responds to the survey. When
23 we put together the program and the design, we did
24 anticipate that not everybody would install all
25 measures. So when we put together our economic

1 business case, we're putting together a forecast.

2 When we first put the program forward,
3 we said: Okay, we expect, you know, 'X' percent of the
4 customers to actually put in the showerheads. Only so
5 many will put in the faucet aerators.

6 So that was all part of the original
7 business case going forward. And then we used the
8 survey data to confirm or to adjust our -- our
9 estimates going forward.

10 MR. BOB PETERS: Ms. Morrison, would it
11 be correct for the Board to conclude that, back on page
12 317, 7 percent of the cost of the DSM program was going
13 to residential incentive-based programs, and now
14 looking on page 319, 9 percent of the -- the savings
15 arise from those programs?

16 MS. LOIS MORRISON: That is correct.

17 MR. BOB PETERS: All right. So the
18 Board can go down the items and -- and do that
19 correlation as between the -- the costs and then the --
20 the savings that the Corporation predicts for each of
21 those -- for each of those customer groupings?

22 MS. LOIS MORRISON: Although, I will
23 note that, as I mentioned, the -- the dollars included
24 in the Utility costs here for the Lower Income Energy
25 Efficiency Program do not include the -- the allocation

1 coming from the Affordable Energy Fund.

2 MR. BOB PETERS: If anything, that
3 would inflate the costs from 7 percent to some higher
4 number?

5 MS. LOIS MORRISON: Yes.

6 MR. BOB PETERS: All right. Would it
7 inflate it to 9 percent, or do you have -- have you --
8 have you ever done that math?

9 MS. LOIS MORRISON: We haven't done
10 that math yet.

11 MR. BOB PETERS: And that's okay. I'm
12 -- I'm not asking that it be done. I -- I have your
13 point.

14

15 (BRIEF PAUSE)

16

17 MR. RAYMOND LAFOND: If I look at this
18 page 319, and the very last column where there's a
19 savings by the year 2025/'26 of about 1,000 gigawatt
20 hours per year.

21 MS. LOIS MORRISON: Yes?

22 MR. RAYMOND LAFOND: If export prices
23 were -- my estimate last year was two point six (2.6)
24 cents, but let's say three (3) cents, that would be a
25 savings of about thirty (30) -- or additional export

1 revenue of about \$30 million a year.

2 Am I correct?

3 MS. LOIS MORRISON: In that one (1)
4 year --

5 MR. RAYMOND LAFOND: Yes.

6 MS. LOIS MORRISON: But what --

7 MR. RAYMOND LAFOND: Yeah, yeah. Per
8 year from then on? Well --

9 MS. LOIS MORRISON: But -- well if --

10 MR. RAYMOND LAFOND: -- that's not true
11 'cause some of this --

12 MS. LOIS MORRISON: If -- if that was
13 the value, I don't think we would be investing in the
14 thousand. The -- the -- the thousand gigawatt hours
15 here is -- is based upon a levelized marginal value of
16 eight point five (8.5) cents a kilowatt hour which
17 represents that export value, the deferral of
18 transmission and distribution benefits, and so -- and
19 it's based on the life of those savings coming forward.
20 So, at a basic math level, if export sales were valued
21 at three (3) cents in that year times a thousand
22 gigawatt hours --

23 MR. RAYMOND LAFOND: That's 30 million,
24 right?

25 MS. LOIS MORRISON: Yeah, but...

1 MR. TERRY MILES: I think from the
2 value of the -- of the product, we -- we -- when it
3 comes down to the DSM program, any savings that are
4 under there, we consider them as firm -- firm energy,
5 if you will under this.

6 So, the three (3) cents is an
7 opportunity energy value, so from a mathematical
8 perspective, yes. From an energy perspective though,
9 we extract more value out of that than that. They can
10 enter into long-term sales; it can support those types
11 of things. And that's -- that's how they're valued, in
12 terms of that. But your right, from the purely
13 mathematical perspective that is -- that's a number in
14 a particular year.

15 But, the long -- we use a long-term
16 value to assess -- we use a long-term value of that
17 product to assess the -- really, the net benefit to
18 Manitoba Hydro.

19 MR. RAYMOND LAFOND: Oh, I understand
20 that in terms of how you estimate your future value.
21 But last years savings, if they had been a thousand
22 gigawatt hours at the last years average export price,
23 would have been about \$26 million or thereabouts. For
24 that particular year, not for the full life of the
25 program.

1

2

(BRIEF PAUSE)

3

4

MR. TERRY MILES: I'm -- I'm not sure I
5 share that perspective, but I'm not sure I have a
6 strong enough answer to -- to come back at your with
7 that. But I'd have to think about that.

8

MR. RAYMOND LAFOND: I guess, I'm
9 trying to get to my esteemed Chairman's different way
10 of posing the question. If this is done on an economic
11 feasibility basis, you have your projection but then
12 you look back and you say, Well, in that year, in
13 effect, we -- we did incur such and such a saving
14 versus the previous year, et cetera. So you know where
15 you are with the program on a year-to-year basis.
16 Which can be cumulative -- accumulated of course, but
17 you would know what your results are based, for
18 instance, on your -- I'm using average export prices,
19 because we've just been told that this was not to defer
20 future new generation, so therefore, it's got to be
21 exports.

22

23

(BRIEF PAUSE)

24

25

MR. TERRY MILES: I think when Ms.

1 Morrison was saying that it wouldn't defer new
2 generation, I don't think -- the way that we calculate
3 marginal value -- that's there is -- there's a -- from
4 the generation perspective that's there, like the T&D
5 projects, like the transmission and distribution
6 marginal costs, there's an avoided cost methodology
7 where you defer -- or there's a value in deferring
8 expenditures going forward. And prior to 2000, we used
9 a similar methodology for the generation of -- of our
10 generation projects. After 2000, there was value in
11 actually advancing the projects, or in actually -- if
12 for DSM product, having a sale on an export market.

13 So, the value wasn't in deferring
14 generation; there became a value in advancing
15 generation, or not deferring generation. At that point
16 then, you switch really the way that you value the --
17 the energy that's there and come up with your marginal
18 value.

19 So, instead of a marginal cost as such
20 that was really just deferring -- that you would defer
21 cost of generation, defer cost of transmission, defer
22 cost of gen -- distribution cost, now, we can defer --
23 there's value in deferring or cost associated, or value
24 in deferring of transmission distribution, but there's
25 a value to the generation, not deferring new

1 generation.

2 And these DSM values are what might
3 potentially -- they might potentially defer generation,
4 but in fact, there's a benefit in incurring them, not
5 for the purpose of deferring generation, but for the
6 purpose of -- of extracting additional value on the
7 export market.

8 So it's a difference in methodology, in
9 terms of how we determine the marginal value of that.
10 I don't know if that helps clarify your -- your comment
11 there. And when the DSM product becomes a firm -- it
12 is a firm product, it -- it comes down to painting
13 electrons as well in our system, where it becomes a
14 system resource.

15 And I think when we extract values from
16 all the resources in the system -- I think Mr. Cormie
17 was referring to that into -- into some of his previous
18 testimony, that look at any one (1) megawatt hour from
19 any resource that we have, whether it's DSM or whether
20 it's any of the generating stations that we have, and
21 saying that you only get that value for it, you only
22 get the opportunity value if you will, it becomes a
23 system resource and is valued as such in the system.

24 So I -- I think -- if I understand, you
25 were trying to come up with a metric as to how you

1 might measure the program on an annual basis and
2 savings. But I'm not sure that reflects the real value
3 that we get out of the DSM savings to the -- to the
4 Manitoba Hydro system.

5 THE CHAIRPERSON: So I guess the
6 follow-up question is: What value are you using if
7 you're not using the average opportunity revenues?

8 What value would you use to examine a
9 particular project before you initiate it?

10 MR. TERRY MILES: We provide the --
11 some -- we -- we calculate a marginal value for the
12 Company, and we've -- and we've submitted that. It's a
13 marginal value of the eight point five-two (8.52)
14 cents. That's the marginal value of -- of generation,
15 transmission, distribution. And depending on, I guess,
16 what components of the DSM program we -- we obtain
17 benefits for, the DSM program itself would evaluate its
18 projects or initiatives based on that marginal value
19 and would determine -- use that as -- in their economic
20 evaluation or in their test as a base to assess which
21 are economic, based on that value.

22 That's how the program is established.
23 And Ms. Morrison can probably provide more details on -
24 - on that, if there is any. But that's how we
25 determine, in essence, which projects are -- we -- we

1 proceed with.

2 MR. RAYMOND LAFOND: But in my opinion,
3 if you use marginal value, you are using the assumption
4 that you are deferring new generations.

5

6 (BRIEF PAUSE)

7

8 MR. RAYMOND LAFOND: That being said,
9 it seems to me when you do analyze the feasibility of
10 the program from a Manitoba Hydro perspective, you
11 would say, This is what we estimated, these are the
12 savings we have incurred. Assuming replacement value
13 of eight point two (8.2) or eight point five (8.5)
14 cents, that means we would have had saved so many
15 dollars. If we use the average export price of last
16 year, well, we -- this is the savings.

17 So simply to put things in perspective
18 and not just have this one (1) number. It's like, you
19 know, when you do a budget, you have a worst-case
20 scenario, a most likely, and a best case. It just puts
21 things in perspective, in terms of your program.

22 And to me, I'm not sure how you -- if
23 you put these values on, how do -- do you report on
24 your actual results, in terms of savings, volume, and
25 in terms of dollars and making different assumptions?

1 (BRIEF PAUSE)

2

3 MS. LOIS MORRISON: So in -- for
4 programs that -- so for activity that's been
5 undertaken, say, last year, what we will do is we will
6 look at what our actual activity was. What did we
7 actually save for that year compared to what we had
8 planned to save? And we will say -- and we will look
9 at it compared to the marginal values and come up --
10 and -- and basically, did we achieve target?

11 Did we meet our -- our energy target?
12 Did we meet our demand target? Did we -- for that
13 program in particular, did we -- did we spend less than
14 what we had planned? What's the economic analysis of
15 it -- as a result of it? How did we do, in terms of
16 the resource costs test? How did we do, in terms of
17 the utility cost test?

18 So we will compare against the same
19 metrics that we put forward for the plan. We will do
20 that every year with each program as we -- as every
21 year we look at how we compared actuals to targets.

22 We don't go back ten (10) years and say,
23 How did we compare to today's values? Because when we
24 made the decision to invest in that program, we did it
25 based on the information that was available at that

1 time and it made a good business case at that point.

2 But what we might do is if we're here in
3 year 5 of a program, because we look at our program
4 planning every year, the market characteristics may
5 have changed. Say marginal values have decreased. We
6 may decide, Well, maybe we should be readjusting our
7 program design to reflect those changes in the market
8 going forward.

9 MR. RAYMOND LAFOND: I'm not going to
10 belabour this forever. And -- I mean, it's not an
11 issue of whether or not you would drop the program or -
12 - or enhance the program based on the financial
13 results. However, I think you would want to put that
14 in perspective and have an understanding of this.

15 If you -- for instance, if you're
16 amortizing a cost over ten (10) years, well, therefore
17 you would know what your cost of the program last year
18 was: one-tenth (1/10) of the last ten (10) years,
19 essentially.

20 MS. LOIS MORRISON: Yep.

21 MR. RAYMOND LAFOND: And -- and having
22 the costs, knowing what your savings are, in terms of
23 volume, multiplying it by the -- the export rate or,
24 you know, using a different assumption. I mean, you'd
25 have different reports. I mean, if -- if you use such

1 and such a revenue base --

2 MS. LOIS MORRISON: M-hm.

3 MR. RAYMOND LAFOND: -- this is your
4 revenue, and therefore this is what the program has
5 generated or has lost. So to me, you're not indicating
6 to me how the product or the program has done last year
7 and the previous year and the year before.

8 MS. LOIS MORRISON: We don't look at as
9 -- as just the -- the benefit of -- if -- if the
10 program ha -- if the technology has a twenty (20) year
11 life, we look at it over the twenty (20) year life.

12 I -- I believe what you're asking is:
13 Do we look at it in year 1? Did it achieve what it
14 said it was going to do based on the value that was
15 within that marginal cost stream in year 1 versus year
16 2? Like so almost like looking at what the revenues
17 would be each year by year from what we had
18 anticipated? So we look at year 1 revenue; did we
19 achieve the year 1 revenue?

20 MR. RAYMOND LAFOND: I -- I'm not
21 looking at every specific program within the DSM
22 program, but the --

23 MS. LOIS MORRISON: Just the --

24 MR. RAYMOND LAFOND: -- the total of
25 the program. Like you would know what your expenses

1 are in the program --

2 MS. LOIS MORRISON: M-hm.

3 MR. RAYMOND LAFOND: -- employees plus
4 the amortization of all costs being capitalized.

5 MS. LOIS MORRISON: M-hm.

6 MR. RAYMOND LAFOND: So if you know the
7 cost and you know the savings, you can evaluate the
8 savings or the losses within the program. And that's
9 what I was getting at, to show me the savings or the
10 losses of that particular program for Manitoba Hydro
11 over the last several years.

12

13 (BRIEF PAUSE)

14

15 MS. LOIS MORRISON: We haven't, in the
16 past, looked at it from that perspective, no.

17 MR. BOB PETERS: Just -- oh, I'm sorry.

18 THE CHAIRPERSON: I did want to ask a
19 question. Looking at the -- the issue from the other
20 side of the lens -- in other words, looking at it from
21 the perspective of a consumer -- when you decide, you
22 know, whether to invest a dollar (\$1), I guess what
23 you're suggesting to us is that you'll spend a dollar
24 (\$1) if you can get a dollar ten (\$1.10) back,
25 basically, I think is what you're telling us. And I

1 understand that logic.

2 I -- I guess in respect of the
3 evaluation, do you examine what the consumer gets back
4 from the program? In other words, you know, I -- I may
5 -- I may save -- you know, I may save some money
6 because of your program.

7 But do you examine that from the -- from
8 the lens -- from looking at it from the consumer
9 perspective?

10 MS. LOIS MORRISON: Yes, it's part of
11 the analysis that we undertake when we're designing a
12 program and then when we're evaluating a program. We
13 look at it from a resource perspective regardless of
14 who's paying for it. Is it economic? We look at it
15 from the Utility perspective. What's the impact to the
16 ratepayer? But we also look at it from the customer's
17 perspective. What's the payback the customer's going
18 to realize by investing in that technology? How much
19 will their bill go down, essentially, is their payback.
20 So we do look at it from the customer's perspective.

21

22 CONTINUED BY MR. BOB PETERS:

23 MR. BOB PETERS: Ms. Morrison, I just
24 want to follow up on a couple of those areas. On page
25 321 of the book of documents is a -- a response that

1 you provided to our friends at Consumers' Association
2 of Canada and the Green Action Centre.

3 When the Board looks at page 321, Ms.
4 Morrison, let's -- let's just pick the -- the '12/'13
5 as well as the '13/'14 test years that are before the
6 Board, and we look at the conservation programs only.

7 There appears a marked decline in the
8 savings that are going forward?

9 MS. LOIS MORRISON: I'll have to do my
10 math again, because when I did the math I did it for
11 2019/'20. But generally, what you have to look at,
12 when you're comparing plan to plan, you have to take
13 off the activity that would have been achieved to date.

14 So if you were going to be looking at,
15 say, the 2012/'13 test year, where we're saving a
16 hundred -- under the 2011 plan, we're saving 176
17 gigawatt hours, you'll have to -- and you want to, say,
18 compare it to the 2009 plan. You'll have to take the
19 four hundred (400) and -- sorry, 544 gigawatt hours of
20 energy savings under 2013 and remove the three hundred
21 and seventeen (317), because that would have already
22 been achieved, because again, we're -- we're resetting
23 the clock when we put the plans together.

24 MR. BOB PETERS: All right. Well,
25 thank you. That helps explain, then, how the math --

1 you just have to subtract the prior accumulation --

2 MS. LOIS MORRISON: Yes.

3 MR. BOB PETERS: -- is what you're
4 saying, to get the -- the year -- year-to-year
5 comparisons?

6 MS. LOIS MORRISON: Yes.

7 MR. BOB PETERS: The -- the question
8 that you answered to the Chairman is interesting. If
9 you turn to page 421 of the book of documents, it's an
10 area that Mr. Weins has already exhausted. But these
11 are bill comparisons. And you're on page 421, found at
12 Tab 43, Ms. Morrison?

13 MS. LOIS MORRISON: Yes.

14 MR. BOB PETERS: According to Manitoba
15 Hydro's request before the Board, Ms. Morrison, if
16 Manitoba Hydro was successful in its entirety, Mr.
17 Weins tells the Board that a customer using a thousand
18 kilowatt hours on average per month will see their bill
19 go up two dollars and sixty-two cents (\$2.62).

20 Have I stated that correct, Mr. Weins?

21 MR. ROBIN WEINS: Yes, you have.

22 MR. BOB PETERS: Then you taught me
23 well. Now, Ms. Morrison, in answer to the Chairman's
24 question, you did mention in your direct evidence that
25 you had this Small Savings Add Up, was the former media

1 campaign by Manitoba Hydro?

2 MS. LOIS MORRISON: As a result of all
3 the past participation and such adding up to today's --
4 I'll have to refer to my notes here. The energy
5 savings to date, as a result of all of our past
6 initiatives, means that customers are saving \$62
7 million annually.

8 MR. BOB PETERS: Right. Let's -- let's
9 break that down to the typical residential customer who
10 consumes a thousand kilowatt hours per month and are
11 facing a two dollar and sixty-two (\$2.62) monthly, on
12 average, increase.

13 Can you tell the Board, for the
14 residential customer who has participated in your
15 programs, how much they will save on a monthly basis
16 compared to what the rate increase is?

17 MS. LOIS MORRISON: No, I don't have
18 that number readily available.

19 MR. BOB PETERS: Did Manitoba Hydro --
20 there used to be a calculator online -- maybe it's
21 still there; I don't know -- the Small Changes Add Up
22 one, where you can punch in what -- what initiatives
23 you take and what the outcome would be for -- for that?
24 Am I dating myself?

25

1 (BRIEF PAUSE)

2

3 MS. LOIS MORRISON: There has been some
4 adjustments to our website, so we're just checking.

5 MR. BOB PETERS: And I appreciate it.
6 It ever evolves, Ms. Morrison. But let me come at it
7 from this direction.

8 You've shown the Board that Manitoba
9 Hydro has a fridge recycling program. And if -- if you
10 went into a residential consumer's home with their
11 permission and extracted their old fridge or freezer,
12 how much of an average monthly savings do you expect
13 that person will achieve?

14

15 (BRIEF PAUSE)

16

17 MS. LOIS MORRISON: So assuming that
18 fridge is using 1,500 kilowatt hours a year, which is
19 very reasonable, given some of these older fridges --
20 not the ones with the rounded sides, mind you; the
21 1970s versions -- you'd be saving a hundred and five
22 dollars (\$105) a year. So about eight dollars and
23 seventy-five cents (\$8.75) a month.

24 MR. BOB PETERS: Does the consumer who
25 then removes their fridge and doesn't buy another new

1 old one, or even a new new one, the intention is that
2 their bill will be forever lower as a result of the one
3 (1) initiative, correct?

4 MS. LOIS MORRISON: There's a mix.
5 We're hoping that by having this education plan -- play
6 -- program in place, customers will realize that they
7 shouldn't replace it when it dies. As we know, the
8 second fridge will die at some point. And some people
9 will go out when their second fridge dies and get a new
10 second fridge or replace it in some way.

11 So for those customers that we've able -
12 - we've been able to educate that this isn't
13 necessarily in their best interest, they would continue
14 to see -- see those savings, going forward.

15 MR. BOB PETERS: When it comes to --
16 when it comes to people who choose not to participate
17 in that program, who would like to have their -- their
18 cool beverage next to their large screen in their
19 basement and they don't want to march upstairs and --
20 and find the other fridge, Manitoba Hydro really takes
21 a position that that's the customers choice and there's
22 nothing we can do about it.

23 We've already tried to incent you with
24 forty dollars (\$40), and we're not going to go any
25 higher?

1 MS. LOIS MORRISON: At this point, no.
2 We think we've -- we've undertaken efforts to educate
3 you on the benefits of -- of -- of removing the fridge
4 and the exercise attached to going upstairs to get that
5 beer from the fridge in the kitchen. Along with the
6 forty dollar (\$40) incentive, the free pick-up, we --
7 we feel we've made it as convenient as possible for
8 customers to participate.

9 MR. BOB PETERS: But the forty dollars
10 (\$40) was designed to be the inducement for -- for
11 someone to give up that convenience?

12 MS. LOIS MORRISON: Along with the free
13 pick-up. We -- we did actually have -- received
14 anecdotal comments back from customers says, Wow, I
15 would have just done it for the free pick-up.

16 MR. BOB PETERS: And you'll have
17 customers who will say, I want more than forty dollars
18 (\$40) to give up my convenience?

19 MS. LOIS MORRISON: Yes, and those
20 customers allocate more value on having that fridge
21 available to them in the basement.

22 MR. BOB PETERS: And how did forty
23 dollars (\$40) become the magic number in the program,
24 as opposed to a hundred dollars or twenty dollars
25 (\$20)?

1 MS. LOIS MORRISON: We looked at
2 participation rates in other jurisdictions, based on
3 what they were providing as incentives. We looked at -
4 - and what we found in other jurisdictions were they
5 were giving twenty-five dollars (\$25) in some areas,
6 thirty dollars (\$30), forty-five (45). So -- so there
7 was -- there was a wide range. Some people were only
8 offering the free pick-up -- or some utilities.

9 So we looked at whether it should be --
10 originally, actually, we looked at the twenty-five
11 dollar (\$25), and we felt we should increase it in
12 order to accelerate participation. And we looked at it
13 from what the Utility was willing to invest and not --
14 and -- and limit the burden on the ratepayer.

15 MR. BOB PETERS: While you were able to
16 calculate relatively quickly the -- the approximate
17 monthly benefit from -- from trading in a new fridge --
18 old fridge, have you have the same calculations or
19 monthly benefits by the insulation programs that you
20 offer?

21 What's the -- what's the average monthly
22 savings for those -- for those customers?

23

24

(BRIEF PAUSE)

25

1 MS. LOIS MORRISON: Under the Home
2 Insulation Program, if you're heating electrically
3 we're looking at about three hundred and seven dollars
4 (\$307) a year, on average. And -- and this is a
5 blended average of a number of different measures that
6 customers could undertake in their home. It would
7 represent a blended average of attic insulation,
8 basement insulation, so some customers will do attic,
9 some will do basement, but this just kind of an overall
10 average. So about twenty-six dollars (\$26) a month.

11 MR. BOB PETERS: Ms. Morrison, I want
12 to turn to page 323 in the book of documents. This
13 document comes before the Board from the evidence of
14 Mr. Dunsky who will be before the Board next week.

15 Mr. Dunsky is a consultant known to
16 Manitoba Hydro?

17 MS. LOIS MORRISON: Yes.

18 MR. BOB PETERS: Formerly a consultant
19 to Manitoba Hydro?

20 MS. LOIS MORRISON: Yes.

21 MR. BOB PETERS: You've worked with
22 him?

23 MS. LOIS MORRISON: Manitoba Hydro
24 worked with him, yeah.

25 MR. BOB PETERS: Not you?

1 MS. LOIS MORRISON: As I mentioned in
2 my previous introduction, I -- I did have a three (3)
3 year stint in our business support services group, and
4 it was during that time that Mr. Dunsky worked with our
5 Power Smart group.

6 MR. BOB PETERS: All right. And Mr.
7 Dunsky had in his prefiled evidence a calculation of a
8 savings ratio, and you -- you referenced that in your
9 direct evidence through Ms. Fernandes today as --
10 that's a concept which you are familiar?

11 MS. LOIS MORRISON: Yes.

12 MR. BOB PETERS: And if we look at page
13 323, Mr. Dunsky has calculated savings ratios for
14 various utilities in various jurisdictions, correct?

15 MS. LOIS MORRISON: That is correct.

16 MR. BOB PETERS: And a savings ratio is
17 calculated based on the gigawatt hours of energy saved
18 over the gigawatt hours of energy sold by the Utility.

19 MS. LOIS MORRISON: That is correct.

20 MR. BOB PETERS: And you don't dispute
21 Mr. Dunsky's math, at least not respecting Manitoba
22 Hydro's savings ratio?

23 MS. LOIS MORRISON: No.

24 MR. BOB PETERS: One (1) of the points
25 put out -- and if we look on page 323 and we see where

1 the top quartile extends at the top of the page, you
2 can see how far into the bar chart it goes. Manitoba
3 Hydro is not in the top quartile, in terms of 2010
4 results with its DSM savings ratio, is it?

5 MS. LOIS MORRISON: That is correct.

6 MR. BOB PETERS: Does Manitoba Hydro
7 study its position within various peer groups?

8 MS. LOIS MORRISON: We don't generally
9 look at the saving's metric that is posed by Mr.
10 Dunsky. What we tend to do -- or sorry, what we do do
11 is we look at what we offer in terms of programming,
12 and attempt to make sure that we have a very
13 comprehensive offering for our customers.

14 So we'll look at what other
15 jurisdictions are offering and identify: Is that an
16 opportunity that would fit within our marketplace? And
17 is that an approach that would fit within our
18 marketplace, given, as I mentioned, the marginal value
19 of energy? And what opportunities are available -- the
20 costs of -- of installing that? Is it something that
21 can be used in our jurisdiction?

22 A number of the jurisdictions that are
23 noted here are pursuing items. Just for example, heat
24 pump water heaters; those -- those aren't something
25 that's -- that we would look at in Manitoba, just

1 because of the fact that it doesn't suit our
2 marketplace. Our heat -- our water heaters are in the
3 house. So basically you're using conditioned air to
4 heat your water. It -- it's not -- the -- the energy
5 savings, if present, would be marginal. And therefore,
6 not economic from the customer's perspective, a
7 resource perspective, or the utility's perspective.

8 So -- so we -- we try to look at how
9 comprehensive our offering is. We look at what
10 opportunities might be there. Are we offering programs
11 that are similar to other jurisdictions? Are we
12 including all -- technologies that are similar? If we
13 are, great,; if we're not, why not? That's how we --
14 we tend to assess ourselves compared to other
15 jurisdictions.

16 MR. BOB PETERS: You -- you say you --
17 you -- you say Manitoba Hydro tries to have a
18 comprehensive menu of programs for its customers?

19 MS. LOIS MORRISON: Yes.

20 MR. BOB PETERS: And if -- if a
21 residential customer buys a home that is insulated to
22 code, has the aerated shower heads and faucets, the
23 low-flow showerheads and the aerated faucets, and
24 doesn't have a beer fridge in the basement, what other
25 slate of programs are there for the -- for the

1 residential customer that is part of Manitoba Hydro's
2 DSM?

3 MS. LOIS MORRISON: Well, if -- if
4 they've purchased a brand new Power Smart home and they
5 are -- they've -- they don't have the second beer
6 fridge, then we are, as I mentioned, having a -- a more
7 difficult time finding that next layer of energy --
8 economic energy savings for that customer.

9 So we may look to other initiatives that
10 we're involved in. As I mentioned, codes and
11 standards. We are working with the Federal Government.
12 And in that case we may be able to influence some of
13 the appliances that that customer is bringing into
14 their home.

15 We did previously have an energy
16 efficiency appliance program where we promoted Energy
17 Star appliances, and that's all be -- has been very
18 effective in -- in getting to the point where if you go
19 and do a shelf serv -- a shelf space survey, you'll
20 note that the majority of the appliances that are on
21 the shelf are Energy Star or -- or meet a certain
22 minimum. So -- so now you're having to go to that next
23 level of Energy Star, or a Tier 4 Energy Star, and --
24 and that's when we're getting into the -- the savings
25 are very fine associated with those -- those

1 technologies.

2 MR. BOB PETERS: Thank you. Moving
3 ahead to page 324. Mr. Dunsky draws a -- a graph or --
4 and puts a line through it, I suppose statistically
5 based, and it depicts Manitoba Hydro's past and future
6 savings outlook related to DSM.

7 And you've had a chance to review that?

8 MS. LOIS MORRISON: Yes.

9 MR. BOB PETERS: Prior to 2009, the
10 trend was relatively upwards, correct?

11 MS. LOIS MORRISON: That is correct.

12 MR. BOB PETERS: And then in 2009
13 that's the year in which the trend in savings starts
14 pointing downwards?

15 MS. LOIS MORRISON: That is correct.

16 MR. BOB PETERS: And you're telling the
17 Board that that's -- at this point in time that's based
18 on the best information Manitoba has and that's a
19 likely expected outcome by Manitoba Hydro?

20 MS. LOIS MORRISON: Yes, those are the
21 incremental savings each year that we're anticipating
22 to see, and that does reflect diminishing availability
23 given our current market conditions.

24 MR. BOB PETERS: Well, Mr. Dunsky
25 thought of that too. And if we turn to page 325 Mr.

1 Dunsky plots Manitoba Hydro, at least where Manitoba
2 Hydro's DSM would be in various years based on the
3 information that he reviewed, and you can see that he
4 assigns new ratios to Manitoba Hydro, each one
5 declining from the previous one over the -- over the
6 chart?

7 I'm on page 325.

8 MS. LOIS MORRISON: Yes.

9 MR. BOB PETERS: Now, I don't believe
10 he updated all of the peers in this chart, as to where
11 they would be over the specific time-frames, but in
12 terms of what he's attempting to depict here is that
13 Manitoba Hydro will be working its way towards the
14 bottom quartile in light of its present plan.

15 And you don't dispute that in terms of
16 the math?

17 MS. LOIS MORRISON: Not in terms of the
18 math, but you are correct in that he isn't showing any
19 of the other -- how the other jurisdictions are going
20 to be performing in terms of their targets as they go
21 forward.

22 And in most cases many of the
23 jurisdictions, especially in the United States,
24 traditionally put together three (3) year plans. They
25 may have an overriding target that is set out as an

1 energy policy perspective. But individual utilities
2 will have a three (3) year plan as to how they're
3 actually going to try and get those savings in the next
4 couple of years. Some of our discussions with our
5 counterparts have identified that they recognize it's
6 going to be harder to meet those targets after.

7 MR. BOB PETERS: I was going to ask you
8 that previously and I forgot, Ms. Morrison. So thank
9 you for reminding me.

10 But the Energy Savings Act that now
11 requires Manitoba Hydro to -- to prepare its -- its
12 energy savings plan and file it with the provincial
13 government, does that suggest to the Board that the
14 province is going to be taking a more active role in
15 the setting of the energy savings policy -- policy for
16 the province?

17 MS. LOIS MORRISON: I don't know.

18 MR. BOB PETERS: Does it signal that to
19 Manitoba Hydro?

20 MS. LOIS MORRISON: They have always
21 been very interested in what we're doing from an energy
22 perspective, and I can't comment on that right now.

23 MR. BOB PETERS: But you've always
24 filed your Power Smart plan with the province, just
25 like you do with the PUB?

1 MS. LOIS MORRISON: No.

2 MR. BOB PETERS: Oh, you don't?

3 MS. LOIS MORRISON: No.

4 MR. BOB PETERS: So now the Energy
5 Savings Act requires you to file -- file it with the
6 province, and you don't know what will come of that
7 filing with the province?

8 MS. LOIS MORRISON: At this point in
9 time, no, I don't know what's going to arise out of
10 that consultation. We actually need to do it in
11 consultation with the Minister.

12 And maybe this is a good point for me to
13 correct the record.

14 Previously, I had said we didn't have a
15 2012 plan. We have a draft 2012 plan that we had
16 started to put together that was not finalized. And we
17 have not finalized it because of the -- the fact that
18 we now have to consult with the government prior to in
19 -- issuing -- because of this new consultation
20 requirement. So there is a placeholder in -- in --
21 that we put in to both the updated 2012 resource plan
22 and in the updated IFF 2012 -- IFF12.

23 MR. BOB PETERS: But that's based on
24 the \$34 million a year spending that I think we
25 reviewed when we started today?

1 MS. LOIS MORRISON: There are some fin
2 -- there are some adjustments to it, to reflect, of
3 course, dropping off a year, and some adjustments to a
4 couple of programs.

5 MR. BOB PETERS: Does the \$34 million
6 in each of the test years change?

7 MS. LOIS MORRISON: It's still in the
8 ballpark.

9

10 (BRIEF PAUSE)

11

12 MR. BOB PETERS: I'm not intentionally
13 going backwards, but I'm on 312.

14 MS. LOIS MORRISON: 312?

15 MR. BOB PETERS: Page 312 --

16 MS. LOIS MORRISON: Okay.

17 MR. BOB PETERS: -- the Board counsel's
18 book of documents. And we had discussed earlier that
19 in the first test year the dollar amount expended and -
20 - to be included in rates that Manitoba Hydro is
21 seeking was thirty-four million four hundred and nine
22 thousand dollars (\$34,409,000), and thirty-four million
23 seven hundred and twelve thousand dollars (\$34,712,000)
24 in the second test year.

25 Do you recall that?

1 MS. LOIS MORRISON: Yes.

2 MR. BOB PETERS: And your -- your
3 second last answer didn't give me comfort that the \$34
4 million was still in the budget. Has the budget
5 changed now?

6 MS. LOIS MORRISON: The -- the budget
7 is changed and I believe -- I believe it's lower than
8 the \$34 million.

9 MR. BOB PETERS: All right. Would you
10 be able to --

11 MS. LOIS MORRISON: We --

12 MR. BOB PETERS: -- to update the Board
13 on that?

14 MS. LOIS MORRISON: On this table?
15 Yes.

16 MR. BOB PETERS: All right. That would
17 be helpful. And if you updated this table, you would
18 be --

19 MS. LOIS MORRISON: Oh, sorry.

20 MR. BOB PETERS: -- you'd be able to
21 indicate whether there were any new or replaced
22 programs?

23 MS. LOIS MORRISON: My -- my staff is
24 groaning. I was going to say I can give you an update
25 on the overall budget.

1 MR. BOB PETERS: Well, let's -- let's
2 leave it at that. Let's leave it at that.

3 MS. LOIS MORRISON: Okay.

4 MR. BOB PETERS: But -- the back row
5 will be -- Colleen and Cheryl will be happy.

6 The -- the point that -- the point,
7 though, not to be lost and I will get to the
8 undertaking that we -- we want is: What amount does
9 the Corporation include in the two (2) -- in each of
10 the test years related to their DSM expenditure
11 program?

12 MS. LOIS MORRISON: Yes, we will -- we
13 will provide you with that.

14 MR. BOB PETERS: And when you did say
15 there were some adjustments to the programs, do I take
16 it that those would be considered minor adjustments to
17 the program, or are you dropping some and introducing
18 some brand new ones that we haven't talked about?

19

20 (BRIEF PAUSE)

21

22 MS. LOIS MORRISON: I'm -- I'm a little
23 hesitant, given that we haven't had the consultation in
24 detail with the province yet, as to give details as to
25 what is and isn't in it. Would it be all right if we

1 were to provide you with the dollars, specifically?

2 MR. BOB PETERS: That'll be fine. So
3 the undertaking would be to update the Board on the --
4 the cumu -- the total of the electric utility DSM
5 expenditures in each of the two (2) test years that's
6 before the Board.

7 MS. LOIS MORRISON: Okay, thank you.

8

9 --- UNDERTAKING NO. 61: Manitoba Hydro to provide
10 an update on the total of
11 electric utility DSM
12 expenditures in each of the
13 two (2) test years that's
14 before the Board

15

16 CONTINUED BY MR. BOB PETERS:

17 MR. BOB PETERS: Back to page 326. The
18 information that came through the -- Mr. -- through Mr.
19 Dunsky's evidence plotted Manitoba Hydro's savings
20 relative to a cohort group that he identified.

21 Do you recall that?

22 MS. LOIS MORRISON: Yes.

23 MR. BOB PETERS: Do you take issue with
24 the cohort group that he identified, which included BC
25 Hydro, Nova Scotia, looks like Massachusetts,

1 Minnesota, and Vermont?

2 MS. LOIS MORRISON: Well, as I
3 mentioned in my direct testimony, we support the
4 concept of comparing to metrics; however, it has to be
5 done with caution and in consideration of all the --
6 the differences between the two (2) markets or between
7 the markets.

8 As I mentioned, Vermont, Nova Scotia,
9 and British Columbia, all have significantly higher
10 marginal values associated with the energy savings,
11 which means that technologies that would be economic
12 there may not be economic in Manitoba. The other issue
13 that we had talked about was the presence of -- and Mr.
14 Dunsky did attempt to -- to look at it from the
15 perspective of the heating degree days, but what was
16 not considered was the percentage of electric heat
17 associated with that.

18 And when you have that in the metric,
19 what it does is it drives up the size of your
20 denominator. So, when you're doing the math, we're
21 starting out with a much larger denominator just
22 because of the fact that we have higher degree heating
23 -- degree days heating and a higher percentage of
24 electric heat. And -- and there has been discussion
25 that -- well then that means you have more

1 opportunities for improving your insulation levels
2 which generate savings. That's true, but most
3 Manitobans will -- will attest to the fact that there
4 is still -- that we do have very well insulated houses,
5 we -- traditionally. We have looked at our market and
6 -- and the number of electrically heated houses that
7 are actually in -- in relatively good position for
8 insulation is quite large.

9 So, it comes down to when -- when you're
10 looking at these metrics, they have value. I don't
11 want to discount that they have value. I just think
12 that we need to make sure that we're evaluating it in
13 context.

14 MR. BOB PETERS: Which jurisdiction do
15 you -- does Manitoba Hydro say is the -- is the closest
16 comparable?

17 MR. RAYMOND LAFOND: Looking at the
18 previous page 325, will not Quebec be relatively
19 comparable though, because it does use a lot of
20 electric heating?

21 MS. LOIS MORRISON: Yes, Quebec would
22 be closer in -- in a number of ways. They have higher
23 degree heat days heating; not as high as us, but they
24 do. They have a higher percentage of electric heat,
25 yes. And they have a large industrial load, but their

1 industrial load is also very similar to BC's, in that
2 they're very -- they're not as diverse. So they've got
3 very concentrated large number of pulp and paper, a
4 large number of mining. Whereas, we have one (1) or
5 two (2) of everything, which -- which also impacts our
6 opportunities.

7 But they are closer then -- then the
8 other jurisdictions that Mr. Dunsky has noted.

9 MR. BOB PETERS: And I suppose I maybe
10 should have mentioned it previously, but if we go back
11 to page 323, as -- for Board Member Lafond's question.
12 The -- the depiction of Quebec Hydro on the chart, on
13 page 323 of Board counsel's book of documents, that
14 utility is misplaced as I recall reading in either the
15 evidence or the information request, because the Hydro
16 Quebec savings ratio was decimal five seven (.57)?

17 MS. LOIS MORRISON: That is correct.

18 MR. BOB PETERS: So where it's shown
19 here to the right of Manitoba Hydro, it actually would
20 be on the left-hand side of Manitoba Hydro at the
21 proper point five seven (.57), close to the point six
22 (.6) line?

23 MS. LOIS MORRISON: That is correct.

24 MR. BOB PETERS: All right. I just
25 wanted to clarify that for the benefit of Board member

1 Lafond, because that was -- was a correction that I
2 think I -- we both recall on the evidence.

3 Mr. Chairman, I wanted to turn to some
4 screening tests done by Manitoba Hydro with respect to
5 DSM, and I -- I expect I'm going to need another hour
6 in the morning, if that would suit the Board, to -- to
7 complete that before I turn it over to Mr. Williams.

8 If this is an appropriate time, perhaps
9 we could adjourn then for the day?

10 MR. RAYMOND LAFOND: Can I ask a couple
11 of questions before we -- you indicated that your DSM
12 report from the consultant that's now being worked on
13 and should be ready fairly soon, does not go to the
14 Manitoba Hydro Board. Do you, however -- two (2)
15 questions: Do you -- do you, however, provide some
16 kind of a summary analysis, and also a yearly report to
17 your Board as to what the DSM program has done from a -
18 - a savings perspective, in terms of energy use and
19 also a financial perspective?

20

21 (BRIEF PAUSE)

22

23 MS. LOIS MORRISON: We traditionally --
24 when we do our -- our annual report on activity to
25 date, it goes up as a component of our Board report.

1 And so the -- the Manitoba Hydro Board would be made
2 aware of our activity to date and our -- our
3 performance to date on our Power Smart initiatives.
4 They also, when we prepare our annual Power Smart plan
5 going forward, would receive, as part of their monthly
6 Board submission, information on what our projection
7 going forward will be. In addition to that, I do know
8 that our Vice President has provided, for the new
9 Board, an update on what our Power Smart initiative is.

10 MR. RAYMOND LAFOND: Would it be
11 possible for the Public Utilities Board to get a copy
12 of these?

13

14 (BRIEF PAUSE)

15

16 MS. LOIS MORRISON: We're just checking
17 with our lawyers.

18 MR. RAYMOND LAFOND: While you do this,
19 Mr. Rainkie, could tell me -- and I've tried to
20 identify it in the annual report, and it's not --
21 'cause I think it's included in other category of fixed
22 assets -- the -- the unamortized book value of DSM
23 costs?

24 MR. DARREN RAINKIE: Mr. Lafond, I've
25 had it here ready for a while, but I didn't want to bog

1 Mr. Peters down any more than I usually do. So if you
2 pull out page 70 of the annual report, it's Note 10.

3 We do actually segregate out our rate
4 regulated assets. And we actually segregate it out
5 between electric and gas DSM. So the unamortized
6 amount related to electric Power Smart programs at the
7 -- at March 31st, 2012, was \$174 million. That's on
8 page 70.

9 MR. RAYMOND LAFOND: Thank you very
10 much. I was looking for it and I looked at different
11 notes, but missed that. And -- and that's going to be
12 my last question.

13 In regards to the savings, from a pers -
14 - a customer perspective and Power Smart Program, how
15 do you deal with the issue of customers, for instance,
16 wanting to move to gas? Is that part of the Power
17 Smart Program?

18 MS. LOIS MORRISON: We have not
19 traditionally in the past incented or encouraged people
20 to pick one (1) fuel over the other and included it as
21 part of our energy conservation initiative.

22 MR. RAYMOND LAFOND: So, therefore, I
23 guess when you look at it you would simply approach a
24 customer strictly from an electrical-use perspective,
25 and -- and not combining-the-gas perspective?

1 MS. LOIS MORRISON: We -- we look at it
2 from a combined perspective in the sense of we
3 recognize the interactive effects between natural gas
4 and electricity when energy efficiency improvements are
5 being undertaken.

6 We also look at it from a combined
7 perspective that we want the most efficient use of the
8 energy to be undertaken. So whether you have a natural
9 gas heat at home or an electrically heated home, we're
10 encouraging you to use the most energy efficient
11 measures possible.

12 But we having used it to say optimize
13 our system in that we want to, you know, move people to
14 gas in order to free up electricity, or we want to move
15 people to electricity in order to free up electricity,
16 or we want to move people to electricity in order to
17 free up natural gas. We have not done that.

18 MR. RAYMOND LAFOND: Thank you.

19 THE CHAIRPERSON: I have a small
20 question in relation to the corporate goal on page 50
21 of the annual report, which talks to the promotion of -
22 - of wise and efficient use of energy, and encouraging
23 research and development.

24 I guess my question is: The corporate
25 goals, in respect of conservation and so on, has --

1 have not changed relative to this report? The -- the
2 Board of Directors have not made a change there at all?

3 MS. LOIS MORRISON: No. There is still
4 a -- there is still a commitment on our executive level
5 and our Board of Directors to engage in conservation
6 and energy efficiency.

7 THE CHAIRPERSON: I believe that's all
8 the questions we have for this evening. So I -- I --
9 we will adjourn the proceedings for today, and we'll
10 see each other again tomorrow morning at nine o'clock.
11 Sorry -- I'm sorry, Ms. Fernandes, I didn't see you.

12 MS. ODETTE FERNANDES: That's all
13 right. Thank you, Mr. Chairman. Just in regards to
14 Mr. Lafond's request regarding seeing materials that
15 went up to the Board, we will take that under
16 advisement and then let this Board know what we can
17 provide.

18 THE CHAIRPERSON: Thank you for that.
19 So good evening, everyone. We'll see each other again
20 tomorrow morning.

21

22 (PANEL RETIRES)

23

24 --- Upon adjourning at 4:38 p.m.

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Certified correct,

Cheryl Lavigne, Ms.

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