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

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1   --- Upon commencing at 9:03 a.m.

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3   THE CHAIRPERSON: Good morning,

4   everyone. I think that we're ready to -- to proceed.

5   And I turn it back to -- turn the mic -- do we have to

6   acknowledge some documents?

7   MS. ODETTE FERNANDES: Yes, we do.

8   Thank you, Mr. Chairman. Manitoba Hydro is filing one

9   (1) response to Undertaking number 56, which was taken

10 yesterday at transcript page 2,747. And that was a

11 request for Manitoba Hydro to provide the RFP that was

12 submitted with respect to the DSM market potential

13 study. And that would be marked as Manitoba Hydro

14 Exhibit number 65.

15

16 --- EXHIBIT NO. MH-65:   Response to Undertaking 56

17

18   THE CHAIRPERSON: Thank you. Over to

19 you, Mr. Peters.

20

21 MANITOBA HYDRO PANEL 4 - DSM, RESUMED:

22   DARREN RAINKIE, Resumed

23   ROBIN WIENS, Resumed

24   LOIS MORRISON, Resumed

25   TERRY MILES, Resumed

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2 CONTINUED CROSS-EXAMINATION BY MR. BOB PETERS:

3   MR. BOB PETERS: Yes, thank you. Good

4 morning, to the panel. Thank you, Ms. Morrison for the

5 prompt return on that Undertaking number 56 that your

6 counsel has just entered into evidence.

7   I haven't had much time to look at it,

8 but on page 25 of 82 there's an indication that the

9 work schedule under this provision of a demand-side

10 management market potential study was to have been

11 completed before December 1st of 2011.

12   Have I got that right?

13   MS. LOIS MORRISON: That is correct.

14   MR. BOB PETERS: So when you said

15 yesterday it was behind schedule, it's a couple of

16 years behind schedule?

17   MS. LOIS MORRISON: We were late in

18 awarding it, and so that deadline wouldn't have been --

19 wouldn't have been appropriate, given the timing when

20 we did actually end up awarding it. And in addition to

21 that, yes, we are significantly behind schedule.

22   MR. BOB PETERS: But the -- the finish

23 line is in sight, is what I gathered from your evidence

24 yesterday?

25   MS. LOIS MORRISON: Yes.

2903

 1   MR. BOB PETERS: All right. Thank you.

 2 One (1) of the matters yesterday, Ms. Morrison, when

 3 you and I were talking about Mr. Dunsky's evidence is

 4 that you had indicated that one (1) of the factors that

 5 one has to be cognizant of when assessing the Dunsky

 6 evidence about the different jurisdictions and the

 7 savings ratios that are applicable to those

 8 jurisdictions is that the marginal cost may be

 9 different in those jurisdictions, correct?

10   MS. LOIS MORRISON: That is correct.

11   MR. BOB PETERS: And in fact, the

12 marginal cost will be different in every jurisdiction.

13 Wouldn't that also follow?

14   MS. LOIS MORRISON: Yes.

15   MR. BOB PETERS: So when we look at the

16 -- Manitoba Hydro's screening tests, in terms of

17 designing demand-side management projects, would it be

18 correct, at a high level, for the Board to understand

19 that there's a two (2) stage process, the first of

20 which Manitoba Hydro runs ideas and programs through a

21 -- an economic screen; and if they pass through an

22 economic screen and they make it down to the program

23 design level, Manitoba Hydro runs them through a few

24 more filters?

25   MS. LOIS MORRISON: Yes. They're all

2904

1 economic analyses though.

2   MR. BOB PETERS: The first economic

3 analysis that is run is called the marginal resource

4 cost test, run by Manitoba Hydro?

5   MS. LOIS MORRISON: That is correct.

6   MR. BOB PETERS: And the marginal

7 resource cost test is used as the preliminary, high

8 level screen to assess the benefits associated with an

9 energy savings opportunity?

10   MS. LOIS MORRISON: Yes.

11   MR. BOB PETERS: And the marginal

12 resource cost test is used to determine if there is a -

13 - if there are benefits, regardless of who gets the

14 benefits and regardless of who pays the benefits?

15   MS. LOIS MORRISON: Primarily from an

16 energy perspective. However, we will, in our analysis,

17 include some non-energy benefits that are quantifiable,

18 such as water savings, in the assessment of whether or

19 not a technology should be pursued, whether it's

20 economic.

21   So we look at: Is it economic from --

22 from -- on the benefit side from the long-term

23 projection of the value of the energy, plus the long-

24 term savings associated with, say, water savings?

25   Then we look at -- and that's on the

 1 benefits side. And on the cost side, we're primarily

 2 looking at: What's the cost of installing that

 3 kilowatt hour of savings? So what does it cost to get

 4 it in place? And that would be the -- in most cases,

 5 the incremental product cost.

 6   MR. BOB PETERS: When you're at that

 7 high level -- and I'm trying to stay at that level, Ms.

 8 Morrison -- does it matter if the benefit goes to

 9 Manitoba Hydro or the benefit goes to the consumer?

10   In that first test?

11   MS. LOIS MORRISON: The benefit is from

12 more of a broad perspective. You're correct.

13   MR. BOB PETERS: So at that point in

14 time, you're not looking to see whether the benefit

15 falls solely or totally to Manitoba Hydro? It could

16 also fall to the consumer?

17   MS. LOIS MORRISON: Yes.

18   MR. BOB PETERS: And then, likewise, in

19 terms of the costs, the costs of installing that level

20 of savings that you referenced, that's the point where

21 Manitoba Hydro has to determine -- again, it's not --

22 it -- how much it costs, regardless of who has to pay

23 that, at that point in time?

24   MS. LOIS MORRISON: Yes. At that

25 point, we're not assessing who's investing in the -- in

 1 the energy savings. We're assessing: What does it

 2 cost to get it in place? Is this a potential

 3 technology that benefits -- that will provide greater

 4 benefit from an energy perspective than cost?

 5   MR. BOB PETERS: On page 328 of Board

 6 counsel's book of documents is an extract from one (1)

 7 of the Information Requests; specifically, First Round

 8 107A, asked by the Public Utilities Board.   And in

 9 addition to that, we've had some other discussions

10 about marginal cost.

11   At this first test that we're talking

12 about, Ms. Morrison, it -- it's called the marginal

13 resource cost test.

14   Is that the -- the acronym used, the

15 name used?

16   MS. LOIS MORRISON: That's correct.

17   MR. BOB PETERS: And it measures the

18 present value of the benefit -- the marginal benefits,

19 and it compares them to the present value of the

20 incremental product costs?

21   MS. LOIS MORRISON: That's correct.

22   MR. BOB PETERS: And the objective is

23 that the ratio that comes out of that test has to be

24 greater than one point zero (1.0) for the -- for the

25 identified option to proceed for further analysis?

2907

1   MS. LOIS MORRISON: Yes.

2   MR. BOB PETERS: And when we look at

3 the present value of the marginal benefits, Manitoba

4 Hydro has quantified that on page 328 as eight point

5 five-two (8.52) cents?

6   MS. LOIS MORRISON: The eight point

7 five-two (8.52) cents represents a levelized

8 representation of our marginal value cost stream. When

9 we do the analysis, we are looking at the individual

10 technologies and how those energy savings present

11 within the mark -- within the market.

12   So we would look at a differential

13 between winter energy, summer energy, capacity

14 contribution to winter peak capacity, summer peak

15 capacity. So the eight point five (8.5) is -- is a

16 representation of what that value may be. But given

17 how those energy savings may actually present in our

18 system is how they are valued.

19   So we -- what we do is we get a thirty

20 (30) year projection from our counterparts in Mr.

21 Miles's group, that identifies, year by year, over

22 thirty (30) years of value -- of forecast value of the

23 marginal costs. And it's broken out based on, as I

24 mentioned, a winter value, a summer value for energy.

25 And it's also broken out for capacity components.

2908

1   So one (1) measure -- say, for example,

2 home insulation -- would have a greater value because

3 it has more energy savings occurring in the winter

4 months. A chiller program for our commercial sector

5 may have less value on a levelized benefit stream,

6 because it has greater savings occurring in the summer

7 months. So what we're presenting here is -- is a -- is

8 a...

9

10   (BRIEF PAUSE)

11

12   MR. TERRY MILES: Just to clarify, what

13 the -- so what the eight point five-two (8.52)

14 represents, if that's what the question is, the eight

15 point five-two (8.52) represents the levelized value of

16 that energy in the system, sort of the average level

17 across the whole system, over that thirty (30) year

18 period.

19   So if we have that savings of energy

20 that's there, this is the benefit and the value that we

21 get for that. So for a -- a DSM saving, if you will,

22 in one (1) year, or over the life of the DSM program,

23 the value of that saving to the Manitoba Hydro system

24 is eight point five-two (8.52) cents times however many

25 kilowatt hours are associated with that program in

2909

1 every year going out into the future. That would be the

2 levelized value of that.

3   So if a program has a twenty (20) year

4 life or a thirty (30) year life and there's a hundred

5 gigawatt hours of saving with that program, it would be

6 a hundred gigawatt hours times twenty (20), times that

7 levelized value, would be the value of that energy. So

8 it's persistent over the whole life of the -- of the

9 program. So that's the value to the system that's

10 there.

11   MR. BOB PETERS: All right. Let's --

12 let's make sure that the record is clear on that, Mr.

13 Miles. And thank you for your assistance. I did not

14 put in the book of documents the response that Manitoba

15 Hydro gave in its Second Round question to CAC/MSOS --

16 I'm sorry to CAC, number 27B.

17   I did, though, try to provide a copy to

18 the Board members yesterday, stapled together. So I

19 think the Board members may have it closer at hand.

20 But it -- if you could look in your binder for that

21 document, Mr. Miles, maybe we can assist the Board.

22   MR. TERRY MILES: Okay. I have it

23 here.

24   MR. BOB PETERS: And people are ahead

25 of me, looking at Mr. Williams's book of documents.

 1 And perhaps it's -- it's also in -- in that document.

 2 And I'm not sure that Mr. Williams's book of documents

 3 has been circulated yet, but I think the Board -- I

 4 think the Board has located the copy from yesterday.

 5   On the second page of what I gave the

 6 Board yesterday is a copy of the CAC/Manitoba Hydro

 7 Second Round 27B question. And I'll just let everybody

 8 have an opportunity to locate it.

 9   Mr. Miles, we're still talking about the

10 -- the formula where the present value of the marginal

11 benefits is the numerator, and the denominator is the

12 present value of the incremental costs, correct?

13   MS. LOIS MORRISON: That's correct.

14   MR. BOB PETERS: Thank you, Ms.

15 Morrison. What -- what -- Mr. Miles, what CAC/Manitoba

16 Hydro Second Round 27B identifies for the Board is a

17 breakdown of the marginal costs.

18   But before we get there, Manitoba Hydro

19 does not want to put its various marginal costs on

20 public display, does it?

21   MR. TERRY MILES: No, not the annual

22 marginal cost numbers. And we've indicated that in --

23 in our responses.

24   MR. BOB PETERS: So what we -- what we

25 have here is -- is essentially a proxy for the -- for

2911

 1 the marginal cost. Would that be fair?

 2   MR. TERRY MILES: No, I don't think

 3 it's a proxy. It's a levelized value of our -- of our

 4 marginal cost. So it's -- it's not a proxy for it. It

 5 is calculated from the marginal values that we have.

 6   MR. BOB PETERS: But it's a calculation

 7 of over thirty (30) -- of -- of a number over thirty

 8 (30) years?

 9   MR. TERRY MILES: It's a levelized

10 number over thirty (30) years, that's correct.

11   MR. BOB PETERS: And in terms of

12 calculating that number, you've -- you've indicated on

13 CAC/Manitoba Hydro Second Round 27B that transmission

14 is given a value over the course of a year of sixty

15 dollars and forty-six cents ($60.46) a kilowatt hour

16 per year?

17   MR. TERRY MILES: That's correct.

18   MR. BOB PETERS: Just explain to the

19 Board how you came to that conclusion, how Manitoba

20 Hydro came to that conclusion that that was the -- the

21 appropriate value of transmission.

22   MR. TERRY MILES: That's based on a --

23 a methodology that the transmission and distribution

24 area is calculated, and it's a one (1) year deferral of

25 costs associated with -- with those projects. So if we

 1 look at the transmission -- and I'll do this similar

 2 for distribution, because it is similar for

 3 distribution. It's the same sort of methodology for

 4 that.

 5   If we look at the transmission projects

 6 that we have in place over the next ten (10) years, so

 7 out in time -- likewise with distribution, the projects

 8 that we have in place and the cost associated with

 9 those -- we look at the incremental load growth that's

10 associated in -- in a year going out -- years going out

11 in time over ten (10) years and -- and, I guess, the --

12 the projects associated with serving that particular

13 dod -- load growth out in time.

14   If we have savings, if you will -- if

15 you were able to defer, for example, those costs by one

16 (1) year, because of some savings with -- with -- on

17 the load -- on the peak load, the avoided cost or the

18 benefit of doing that would be in the order of sixty

19 dollar ($60) -- for transmission, it would be sixty

20 dollars and forty-six cents ($60.46) per year. And

21 that is a -- that would be a levelized value again over

22 that -- based on a levelized value over that ten (10)

23 year -- ten (10) year period. Likewise with

24 distribution.

25   MR. BOB PETERS: I'm sorry, you said a

1 ten (10) year period, or you meant thirty (30) year

2 period?

3   MR. TERRY MILES: These values are

4 based -- these values are based on analysis for a ten

5 (10) year period and extended out in time over that

6 period, yes.

7   MR. BOB PETERS: I'm sorry, I didn't

8 mean to interrupt. But you were then going to just go

9 to distribution?

10   MR. TERRY MILES: And then to

11 distribution, so -- so similarly, yes. So we take the

12 -- the distribution projects, the -- the load growth

13 that we would ex -- that's expected over the next --

14 over the next number of years, ten (10) years, the

15 projects in place associated to deal with those -- to

16 deal with that load growth.

17   We would levelize the -- levelize the

18 cost of the projects over that ten (10) year period and

19 get a levelized cost for the projects. And we would

20 take the average load growth over that period that's

21 there and essentially -- essentially divide the two

22 (2). But then you would defer that cost stream one (1)

23 year. And that becomes then your -- the saving of

24 doing that becomes the value that we see here, the

25 sixty-three dollars and eighty-three cents ($63.83) per

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1 kilowatt hour for distribution.

2   MR. BOB PETERS: All right. And those

3 amounts are modest when compared to the -- the value --

4 the marginal value of the generation?

5   MR. TERRY MILES: That's correct.

6 That's been our experience to date, that the -- the --

7 compare the generation of the marginal value that we

8 have for -- on the generation side, yes, the

9 transmission distribution costs are -- are about 20

10 percent.

11   MR. BOB PETERS: Briefly explain to the

12 Board how that generation marginal cost of seven point

13 one-one (7.11) cents per kilowatt hour is derived.

14   MR. TERRY MILES: I -- I can do that.

15 In that value we use our -- we -- we use our model, a

16 SPLASH model that we -- that we have. We model the

17 system based on the current state that we have, based

18 on the current load growth going out in time.

19   We look at a thirty-five (35) year -- a

20 thirty-five (35) year period in our model. Through our

21 model, we run through the ninety (90) -- it's ninety-

22 nine (99) flow years now going out into time ever year,

23 out in time, given the load growing out.

24   From that model then we get a -- a --

25 well, revenue stream from that -- from the model for

1 that case. We then reduce the load by 500 gigawatt

2 hours to represent a -- a saving, if you will, in -- in

3 load. We run the model again. From that model, then

4 we get a difference in -- there's difference in -- in

5 revenues and costs.

6   So by reducing the load when we run that

7 model, what happens is a system then is operated

8 differently. And there's potentially savings on

9 imports, savings on exports. And there's, as well,

10 additional opportunity for export sales associated with

11 the firm and opportunity.

12   Based on a comb -- combination of those

13 then, the savings that we get with that -- associated

14 with that reduction in -- in loads -- let's say 500

15 gigawatt hours -- dividing those two (2) out, you end

16 up with a marginal value. And we do that every year out

17 in time. So for every year out in time and every load

18 growth we would get a marginal value for every year out

19 in time. And the number that you see here then is a

20 levelized value of that number out in -- out in time.

21   MR. RAYMOND LAFOND: Can I ask a

22 question? This is based strictly on projected future

23 load growth and, therefore, required growth in

24 generation. So if the interest rate is 6 percent and

25 depreciation is what, 1 1/4 -- 1 1/2 percent, you come

 1 up to your seven point eleven (7.11) cents per kilowatt

 2 hour.

 3   And when you look at your cos -- your

 4 projected costs of generation -- for instance, for

 5 building Keeyask or Conawapa -- it seems to me it's

 6 higher then that.

 7   MR. TERRY MILES: Well, the calculation

 8 that we do is not based on the -- on the cost of -- of

 9 generation moving out in -- out in time. The value

10 that we get from this is the value of the energy in the

11 system itself. It's not based on the deferred -- the

12 deferred cost of generation in our evaluation.

13   MR. RAYMOND LAFOND: So -- so the

14 current costs of generating electricity?

15

16   (BRIEF PAUSE)

17

18   MR. TERRY MILES: I'm not -- I'm not

19 sure I understand your question. I'll try something

20 here, and maybe it'll help -- help understand that. So

21 for generation, to determine what the marginal value or

22 marginal cost of generation is, there's two (2)

23 methodologies that we could use.

24   One (1) of them is to look at deferring

25 the generation, or an avoided cost of generation. And

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1 where we would have a -- a load reduce or load

2 increase, if you will, a load reduction that would

3 allow you to defer the building of generation. And in

4 such doing so, you would incur less cost, if you will,

5 or you would defer some cost associated with building

6 that generation. So that would be one (1) methodology

7 that -- that we do.

8   And we were doing that prior to about

9 year 2000. That was a methodology that we had used for

10 -- for the generation that's there. What occurred is

11 that there were some significant changes in the

12 marketplace that actually increased the value of -- of

13 energy and -- or increased the value that we could

14 extract from the -- from the export market.

15   At that point, the -- the best value, if

16 you will, that we -- that -- the best -- the value of

17 actually going to the marketplace then or having this

18 energy -- the value of energy from the marketplace was

19 more than the value of deferring the generation.

20   So since 2000, our methodology has not

21 been to look at what is the cos -- what -- what saving

22 do we have from deferring generation as such. It's the

23 value that we can get from that energy from -- from the

24 export market.

25   So at -- at some point, yeah, if the

1 export market changes and that, that may change again,

2 where then there is a value in -- in -- the highest

3 value of fuel comes from deferring the generation.

4 Currently, it's not. Currently is the highest value

5 that we can get is from the export market in the long -

6 - in the long run that we -- that we look at.

7   Now, the -- from a -- I think from a DSM

8 perspective overall though, yes, you know, DSM -- if we

9 have DSM, it does defer the need for generation. But

10 that's -- but we don't calculate our marginal value

11 based on that currently. We have in past, but that has

12 changed. So that methodology has changed. And it

13 would be, you know, unlike if you will, the methodology

14 that we had for -- for the transmission and

15 distribution -- it wouldn't be the same, but it would

16 be not unlike that type of a -- of a...

17   MR. RAYMOND LAFOND: So -- so this --

18 these numbers here, seven point eleven (7.11) cents and

19 point six-nine (.69) cents per kilowatt hour, are

20 essentially more based on market values than your

21 costs?

22   MR. TERRY MILES: They are based on the

23 -- they are based on market values that we can extract,

24 they are based on the reduced export cost, and they

25 would be based on reduced thermal costs in the system.

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1 So it's a combination of those three (3), but largely

2 linked to, yes, the export -- the export market -- the

3 export prices, yes.

4   MR. RAYMOND LAFOND: And that's export

5 value as expected over the next how many years, again?

6   MR. TERRY MILES: For this -- for this

7 calculation, this is thirty (30) years out in time.

8 That would be the forecast of export values thirty (30)

9 years out in time. So it reflects a real escalation in

10 export or electricity values over that time.

11   THE CHAIRPERSON: I'm having trouble

12 wrapping my head around the -- we -- we're using values

13 and costs interchangeably here, and I think that that's

14 partly where the confusion's coming from.

15   But the addition of Wuskwatim would have

16 what effect on the value that, described in this page,

17 would have no effect from -- based on what I'm hearing

18 -- in as much as you're basing the value of

19 calculations on the value of export energy?

20   MR. TERRY MILES: The addition of

21 Wuskwatim, or any resource in this, can change the

22 value. Once a resource is in the system, it becomes

23 operated as part of the system. So extracting value

24 from the export market, if you will -- or it is based

25 on system operation. So as Wuskwatim is put into the

1 system, it adds dependable energy. It changes the way

2 the system is operated.

3   So, it changes the way we regulate

4 reservoirs. It changes our import and export costs, et

5 cetera. So, if you change the system itself -- so you

6 put Wuskwatim in, or Keeyask, or Conawapa out in time,

7 you put those into the system -- and then you change

8 the load growth, if there was a different scenario

9 associated with that, that marginal value would be

10 different for that.

11   So given the system that you have -- for

12 example, in a recommended development plan with a new

13 interconnection and those types of things in it, you

14 could extract more value from the export market for --

15 per -- you know, per incremental DSM, et cetera.

16   So, yes, adding Wuskwatim will change

17 the way the system is operated and, as such, would

18 change potentially the value that a reduction in -- in

19 the lower DSM saving would have.

20   THE CHAIRPERSON: So the numbers we're

21 looking at now would be post-Wuskwatim?

22   MR. TERRY MILES: These -- these

23 numbers are based on the recommended development plan.

24 So they include Wuskwatim, and they include the -- the

25 recommended development plan, so Keeyask, Conawapa, and

2921

 1 the new interconnection, yes.

 2   THE CHAIRPERSON: Just to clarify

 3 something that Ms. Morrison talked about, which is

 4 different values depending on the time of year, winter

 5 value versus summer value, how do you factor that into

 6 the equation?

 7   MR. TERRY MILES: Well, in -- in our

 8 analysis we also look at the value of energy at

 9 different times of year, so winter versus summer, and -

10 - in our calculations. And we determine or assess what

11 the -- what the incremental benefit of that energy is

12 in the winter and in summer, just...

13   THE CHAIRPERSON: Now, in -- in

14 examination of the -- of the -- the marginal benefits

15 relative to the marginal cost, is it purely

16 quantifiable? Is it qual -- some qualitative factors

17 go into that examination?

18   MR. TERRY MILES: I'm sorry, I don't

19 understand the question.

20   THE CHAIRPERSON: I'm sorry. We -- we

21 talked about, you know, the -- the examination that's

22 done on the marginal resource cost test. And we talked

23 about, you know, comparing the marginal benefits as a

24 way to describe versus the -- the incremental product

25 cost.

2922

 1   And I guess my question is: Are those

 2 purely quantitative calculations? I mean, are you also

 3 looking at some of the qualitative factors? For

 4 example, my house is more comfortable.

 5   MS. LOIS MORRISON: When we're looking

 6 at the analysis, we take into consideration measurable

 7 non-energy benefits when we're looking at the

 8 technology screen -- or what we call a technology

 9 screen or a product screen. So when we're deciding if

10 we're going to promote -- or we're investigating

11 whether increased insulation is valuable or -- or

12 something we want to promote, or better efficiency

13 showerheads, or even if we're looking at, say, CO_2

14 sensors in commercial operations, we look at the

15 marginal value identi -- as outlined by Mr. Miles.

16   And if there's additional non-energy

17 benefits that can be measured, we include that value.

18 So the easiest one (1), of course, is water savings.

19 So we include the -- the reduced cost of water. But we

20 would -- and we will look at -- when we -- when we get

21 further into the discussion, we talk about societal

22 benefits. We talk of the societal test. We do look at

23 it from adding in just a 10 percent add --- adder to

24 say, Well, how close is it to being cost effective with

25 a 10 percent rider? You know, bring it into -- you

2923

 1 know, into account for those non-quantifiable benefits.

 2   But it's not -- so -- so we will look at

 3 it to see how close it is to being economic and if

 4 those additional -- if that 10 percent might bring it

 5 up. But we don't specifically say -- try to quantify

 6 those things like increased comfort or higher

 7 productivity for -- for -- because we've got more

 8 daylight in -- in the work environment.

 9   MR. RAYMOND LAFOND: My question is

10 more technical. When you talk of levelized costs,

11 what's the different between levelized costs for the

12 next thirty (30) years versus average costs for the

13 next thirty (30) years?

14   MR. TERRY MILES: Well, as I

15 understand, average costs would be a simple

16 mathematical average or mean of the numbers out in

17 time. Levelized cost uses a discount rate to bring

18 things back in time --

19   MR. RAYMOND LAFOND: So it's a

20 discounted rate?

21   MR. TERRY MILES: Yes.

22   MR. RAYMOND LAFOND: And you use a

23 discount rate of, what, 6 percent?

24   MR. TERRY MILES: Yeah, it varies, but

25 it's in that order for this, yeah.

2924

1   MR. RAYMOND LAFOND: I -- I'm sorry, I

2 missed the answer.

3   MR. TERRY MILES: I said it -- it

4 varies, but it's in that order, yes.

5

6 CONTINUED BY MR. BOB PETERS:

7   MR. BOB PETERS: And, Ms. Morrison, I

8 think the discount rate in these calculations was six

9 point one (6.1) for the present value discount?

10   MS. LOIS MORRISON: Yes, that's

11 correct.

12   MR. BOB PETERS: Okay. Mr. Miles, not

13 to pretend I followed all of the mathematic gymnastics

14 you took the Board through, but would you be able to

15 provide a spreadsheet with your calculations of the

16 numbers that are contained on CAC/Manitoba Hydro Second

17 Round 27B, with sufficient data or formulas to allow

18 for an understanding as to how they were -- how it was

19 derived?

20

21   (BRIEF PAUSE)

22

23   MR. TERRY MILES: The -- for the

24 transmission and distribution components of them, there

25 is a report that was submitted. It is a 2004 support

2925

1 that -- report that talks about -- or discusses,

2 anyways -- how the marginal values are calculated for

3 that.

4   MR. BOB PETERS: Ju -- just let me jump

5 in on that comment.

6   MR. TERRY MILES: Okay.

7   MR. BOB PETERS: I -- I believe Mr.

8 Chernick had some criticism of -- of the marginal cost

9 of transmission and distribution.

10   And I had understood, I think from the

11 Manitoba Hydro rebuttal evidence, that Manitoba Hydro

12 was reviewing the 2004 methodology for -- for possible

13 changes?

14   MR. TERRY MILES: We are reviewing it

15 for some possible changes, yes. And that process is --

16 is ongoing. We're in the process of putting together

17 that report or updating that report.

18   Our intention is if that -- or when that

19 report becomes available, because it will -- will

20 become available, we will file that with these

21 proceedings, whether it's during the hearings or

22 whatever. We will file that updated report for --

23   MR. BOB PETERS: And that's expected

24 when?

25   MR. TERRY MILES: I can't say exactly

2926

1 when it is expected. I will say sooner than later. I

2 will say it is in draft form. It has to go through the

3 -- it does have to go through the formal approval

4 processes with Manitoba Hydro, but --

5   MR. BOB PETERS: Will it be provided

6 before the next Power Smart Program, just in terms of

7 timeline?

8

9   (BRIEF PAUSE)

10

11   MR. TERRY MILES: I would -- I would

12 expect that, yes.

13   MR. BOB PETERS: And just while we're

14 on the transmission and distribution marginal costs,

15 those do not include line losses as -- as an example,

16 correct?

17

18   (BRIEF PAUSE)

19

20   MR. TERRY MILES: In the -- in the

21 numbers shown in this -- in this IR that's here, the

22 losses are at the generation level right here. We do -

23 - there is another IR that we do indicate the marginal

24 values at the generation, transmission, and

25 distribution levels, with the losses incorporated at

1 those levels. I was just going to -- I was just going

2 to see if I could find that quickly here. It is right

3 here.

4

5   (BRIEF PAUSE)

6

7   MR. BOB PETERS: I appreciate, Mr.

8 Miles, that when the microphones are live, it's

9 difficult to -- to locate everything that your -- your

10 mind tells you that you have at hand. I know it well.

11   The -- the point, you're -- you did find

12 it?

13   MR. TERRY MILES: I -- I did find it,

14 yeah. It's actually CAC -- CAC/GAC/MH Round 1 4B. And

15 it gives the net generation cost, the transmission

16 level cost, and the distribution level cost, which

17 would include losses at each of those levels.

18   And just as a note, the generation level

19 is six point two (6.2) cents per kilowatt hour; the

20 transmission level at seven point five (7.5) cents per

21 kilowatt hour; and at the distribution level, it's

22 eight point five (8.5) cents per kilowatt hour.

23   MR. BOB PETERS: It comes to the same

24 number?

25   MR. TERRY MILES: In the end at the

1 distribution level, yes, because that's what the -- so

2 the -- the long-run marginal value incor -- is -- is

3 all of the -- all of the components with the losses

4 associated with it, yes.

5   MR. BOB PETERS: And Mr. Chernick was

6 suggesting that the -- with the addition of the line

7 losses and other adjustments, that those marginal costs

8 would be higher.

9   And -- and you don't come to the same

10 conclusion?

11   MR. TERRY MILES: I think what we've

12 responded to before, to Mr. Chernick's comments on

13 those in -- in previous hearings was that the values

14 that we -- that are represented here represent average

15 system losses overall and not specific components of

16 such. So their average system losses, their average

17 costs associated with them.

18   So in light of that, given those -- how

19 we determine the losses or how they're assessed and how

20 they're used, that these values are representative of

21 the losses at those levels. I think under -- there are

22 -- I think your reference of cost of service report

23 that's there -- and I'm not intimately familiar with

24 the losses that are associated in there, but I do

25 understand that we do use slightly different losses at

2929

1 the different load levels or customer levels that are a

2 little different than these overall average system

3 losses that we have quoted here for these numbers.

4   MR. BOB PETERS: From a conceptual

5 level, Manitoba Hydro would agree that unless you

6 included the line losses, you would be understating

7 your marginal value?

8   MR. TERRY MILES: I believe the line

9 losses need to be included in those calculations, yes.

10   MR. BOB PETERS: Now, we were talking

11 about the specific calculation for the Board, and we

12 segued on to the transmission and distribution

13 discussion.

14   But I wasn't looking for confidential

15 information, but in terms of methodology at least, in

16 terms of how Manitoba Hydro derived the various

17 calculations that you spoke with the Board about?

18   MR. TERRY MILES: So from the T&D

19 perspective, I'm -- I'm assuming that the 2004 report

20 methodology with an update of the -- if a -- an updated

21 report is provided, that would be sufficient for those

22 -- for those?

23   MR. BOB PETERS: Yes, for the

24 transmission/distribution. And then what would you

25 propose for the generation?

 1   MR. TERRY MILES: From the generation

 2 side, it's not a -- a -- in terms of the calculation

 3 that's there, it's all done within a model. Any

 4 details associated with that, we have indicated that

 5 providing details around those are linked -- or give

 6 definite insights into our long-term electricity price

 7 forecast. And that is a commercially sensitive item

 8 and confidential.

 9   We could provide a -- a description or

10 example of how we could -- I don't think it would be

11 numerical; I think it would be more qualitative -- of

12 how we determine the marginal cost of generation.

13 That's there; we have described generally how that

14 happens.

15   MR. BOB PETERS: Well, let's -- let's

16 accept the undertaking for the qualitative discussion

17 at this point in time. And if there -- if the Board

18 requires additional information, we can get back to

19 Manitoba Hydro through your counsel.

20   MR. TERRY MILES: Okay. That would be

21 fair. I guess that's an undertaking. Yes, I'll --

22 I'll do my best to -- it's my first one (1), so I'll do

23 my best to -- to characterize that. I've worked on --

24 I've worked on many, many undertakings, but it's the

25 first one (1) that I've had to really commit to, so --

1 no, I shouldn't say that. Yes, that's right.

2   So we will undertake to provide a

3 qualitative description of how the generation marginal

4 value is determined.

5

6 --- UNDERTAKING NO. 62:   Manitoba Hydro to provide a

7   qualitative description of

8   how the generation marginal

9   value is determined

10

11   THE CHAIRPERSON: I'm intrigued about

12 the evolution of the basis for determining marginal

13 value. I -- I would just paraphrase what I heard,

14 which is that prior to 2000 -- 2000, you were examining

15 val -- marginal value on a deferred generation basis,

16 and then after 2000 you were based on values of energy

17 to ex -- to the export market. So it seem -- it

18 appears to me that's a pretty fundamental change. And

19 I guess looking ba -- you probably weren't there at the

20 time.

21   But looking back at why that was done,

22 that was done in an environment of rising export

23 prices, wasn't it, where export prices for electricity

24 were rising?

25   MR. TERRY MILES: I think there's been

2932

1 a number of changes in the marketplace over the last --

2 over the last twenty (20) years, I guess. That's my

3 understanding of -- of the history of that.

4   I believe what we were finding was that

5 when we were looking at the deferral method, there

6 wasn't -- we weren't seeing the -- the benefits, or we

7 weren't seeing any marginal value in doing that. The

8 real value was from -- from the marketplace because of

9 the changes.

10   When we run the model and we were

11 looking at where the value was coming from, when we saw

12 those load lo -- load changes, the -- the more value

13 was coming from additional export sales, you know,

14 reduced cost of -- reduced production costs in our

15 system.

16   And at that point then, that was the --

17 the review of why it was happening and what was

18 associated with that and the decision to then

19 essentially change the methodology that was -- that was

20 used and adopt that -- the other one.

21   MR. RAYMOND LAFOND: Can I -- can may -

22 - I -- thought our Chairman was going to ask a

23 supplementary question.

24   If that was the case and you change your

25 method in 2000, when you're revisiting it at this time,

2933

 1 are you likely going to go back to the pre-2000 method?

 2   MR. TERRY MILES: I think what we're --

 3 in terms of revisiting, what's being updated now is the

 4 transmission and distribution marginal cost report

 5 that's there. From a generation perspective, we are

 6 looking at that. We are -- we haven't specific --

 7 specifically looked at it over the last number of

 8 years.

 9   As, though, the marketplace is changing,

10 and -- and costs are rising, if you will, on the -- on

11 the generation side, that is something that is in the

12 back of our minds. And we are starting to look at --

13 at when -- when -- you know, there may be indications

14 that we might be heading in another way.

15   We wouldn't look at one (1) or two (2)

16 years. It would have to be in the long term. So it

17 would have to be something that changed in the long

18 term associated with those from the marketplace.

19   Right now the market has changed. The

20 market mechanisms and those things are in place. It's

21 a pretty established marketplace in MISO that we --

22 that we have. So the market mechanisms that we're

23 dealing with are -- are there. So in terms of the

24 values that we -- that we have we -- I think we would

25 have to see a pretty substantial change in the long-

2934

1 term value that was in the marketplace before that

2 happened.

3   But that is something that we are

4 considering now and starting to look at there. It --

5 it's not something that we'll, you know, have available

6 in any -- any near future. But that is something that

7 we are definitely look at and thinking about in light

8 of the current times, in terms of market changes and

9 cost changes, yes.

10

11 CONTINUED BY MR. BOB PETERS:

12   MR. BOB PETERS: Mr. Miles, as I had

13 understood the exchange -- and I want to follow up on

14 that exchange with the Chairman and Board member Lafond

15 -- the marginal value that you've placed before the

16 Board is tied to Manitoba Hydro's forecast of the long-

17 term market value of -- of its energy?

18   MR. TERRY MILES: It is, yes.

19   MR. BOB PETERS: And would you agree

20 then that that means it's tied to Manitoba Hydro's IFF

21 forecast? That's where the Board will see what

22 Manitoba Hydro values in the future its -- its energy

23 at?

24   MR. TERRY MILES: I think that would be

25 correct, yeah.

 1   MR. BOB PETERS: And would you also

 2 agree that since 2009, export forecasts have declined,

 3 in terms of value, each and every year?

 4   MR. TERRY MILES: They -- they have,

 5 yes.

 6   MR. BOB PETERS: And does it follow

 7 then that the marginal cost has decreased accordingly?

 8   MR. TERRY MILES: That's correct. The

 9 marginal value has been declining -- the long-run

10 marginal value has been declining over the last several

11 years, yes.

12   MR. BOB PETERS: But because it's the

13 long-run marginal cost, it hasn't been declining in

14 lockstep with what the Board will see on the IFF,

15 declines of export values?

16   MR. TERRY MILES: I would suggest in

17 the near term there have been -- as -- as things are

18 related to the price forecast, in the near term there

19 have been more -- the market prices have declined more

20 in the near term than they have in the long term.

21   MR. BOB PETERS: Which means that the

22 marginal cost hasn't -- hasn't been tied to that near-

23 term reduction in export values?

24   MR. TERRY MILES: That -- that would be

25 correct, yes.

2936

 1   (BRIEF PAUSE)

 2

 3   MR. BOB PETERS: Are you able, as you

 4 have on CAC/Manitoba Hydro Second Round 27A -- I'm

 5 sorry, 27B, Mr. Miles -- are you able to give the Board

 6 what the marginal value that is now eight point five-

 7 two (8.52), what that value was, say, back in 2009,

 8 what it was in 2010, what it was in 2011?

 9   MR. TERRY MILES: If you refer to IR

10 MIPUG/MH Round 1 7A, there is a table provided in

11 there, the marginal values that have been used under

12 the -- the Power Smart plan. And they go back to 2001,

13 Power Smart plan 2001, from 2001 to 2011, the most

14 recent value on the table being the eight point five-

15 two (8.52), and then the other values on the -- on the

16 table. I can read a couple off if you'd like to, if

17 you don't have the...

18   MR. BOB PETERS: No, we'll -- we'll

19 print it off for the benefit of the Board so that they

20 have it at hand. I know it's in the volumes of

21 materials behind me.

22   But the point that -- that I wanted to -

23 - to just make sure the Board understood was that

24 because Manitoba Hydro levelizes that over a thirty

25 (30) year period, it doesn't -- it doesn't track

2937

 1 directly proportionate with the export values in the --

 2 in the annual IFFs.

 3

 4   (BRIEF PAUSE)

 5

 6   MR. TERRY MILES: I'm not sure --

 7 proportionally over -- you're referring sort of near

 8 term, long term, or proportionally over --

 9   MR. BOB PETERS: I -- I was meaning

10 near term, as opposed to long term in the levelized

11 cost methodology used by Manitoba Hydro.

12   MR. TERRY MILES: That would be -- that

13 would be correct, yes.

14   MR. BOB PETERS: Now...

15

16   (BRIEF PAUSE)

17

18   MR. BOB PETERS: Mr. Miles, just to put

19 a finishing point on that discussion we've had, if one

20 looks at the IFFs since -- since 2009 -- and I was

21 looking at Manitoba Hydro's Exhibit 36, which was one

22 (1) of the undertakings filed. But -- but all it did

23 was it tracked different unit export revenue forecasts.

24   And if the -- if the unit export values

25 have declined 30 percent in the last three (3) or four

2938

1 (4) years, the marginal cost has not declined

2 approximately 30 percent in that period of time?

3   MR. TERRY MILES: So the unit revenues

4 in the near term have declined 30 percent?

5   MR. BOB PETERS: Well, if you -- if you

6 accept that as -- if you -- if you accept that Manitoba

7 Hydro's showing that export unit values have declined

8 in the longer -- in the long term approximately 30

9 percent, that isn't reflected in the near-term marginal

10 cost values being used by Manitoba Hydro?

11   MR. TERRY MILES: I think, if I

12 understand, the IFF numbers go out twenty (20) years.

13 This is a thirty (30) year levelized value. So it

14 wouldn't be proportionate to the values we see here,

15 thirty (30) years, twenty (20) years. And in the --

16 obviously in the twenty (20) year period -- no.

17

18   (BRIEF PAUSE)

19

20   MR. TERRY MILES: Yeah, I think that

21 essentially that would be correct. Given the twenty

22 (20) year, thirty (30) year -- the twenty (20) year, I

23 think in the longer term, we're seeing less -- less

24 decline, if you will, in the longer term. The near

25 term decrease will -- will have a greater impact on the

2939

1 numbers in -- obviously, in the IFF.

2   But your -- your question of if the

3 values in the IFF have decreased by about 30 percent,

4 will we see a 30 percent decrease in the -- in this

5 value? I wouldn't believe so, no.

6   MR. BOB PETERS: Is the eight point

7 five (8.5) cents based on -- on which IFF? Just for

8 the confirmation before the Board.

9

10   (BRIEF PAUSE)

11

12   MR. TERRY MILES: Subject to check, I

13 believe it's based on -- I think it's based on the

14 marginal values associated with two thousand (2,000)

15 and ...

16

17   (BRIEF PAUSE)

18

19   MR. TERRY MILES: Just -- just give me

20 one (1) minute and I'll have an answer, so.

21

22   (BRIEF PAUSE)

23

24   MR. TERRY MILES: Sorry about that.

25 The values that -- that are here should reflect the --

1 are associated, anyways, with the -- the inputs that

2 went into IFF10/11. And in these -- these numbers here

3 -- it's IFF11, I guess it would be. Okay. Just -- the

4 engineering side, not the financial side. How about

5 IFF11-2?

6   MR. BOB PETERS: All right. We're

7 familiar with that one and...

8   MR. TERRY MILES: I would also like to

9 add as well, with -- with these, recognize that -- so

10 these numbers are quoted in 2011 dollars and changes.

11 The values in the IFF are nominal dollars. So they're

12 in -- the year out in time. So when you just do

13 percentage changes, in -- in terms of the IFF numbers

14 or the unit average revenue numbers that are in the

15 IFF, you -- you do have to take that into

16 consideration, in terms of those differences.

17   MR. BOB PETERS: Now, good point, and

18 thank you for that. Mr. Miles, you brought the Board's

19 attention to the response at MIPUG First Round 7A, in

20 terms of marginal values going back at least a decade.

21   Do you remember that discussion?

22   MR. TERRY MILES: I do, yes.

23   MR. BOB PETERS: Are you, for each of

24 those years depicted in MIPUG First Round 7A, able to

25 provide a breakdown for the generation, transmission,

2941

1 and distribution values as you have done on

2 CAC/Manitoba Hydro Second Round 27B?

3   MR. TERRY MILES: I -- I believe we

4 can.

5   MR. BOB PETERS: Would you take that as

6 your second-ever undertaking?

7   MR. TERRY MILES: I will take that as

8 my second-ever undertaking, to provide the -- the

9 breakdown into generation, transmission, and

10 distribution components for the marginal values listed

11 under MIPUG/MH Round 1 7A.

12

13 --- UNDERTAKING NO. 63:   Manitoba Hydro to provide a

14   breakdown into generation,

15   transmission, and

16   distribution components for

17   the marginal values listed

18   under MIPUG/MH Round 1 7A

19

20 CONTINUED BY MR. BOB PETERS:

21   MR. BOB PETERS: Ms. Morrison, maybe

22 back to you, ma'am. The marginal costs that we've now

23 been discussing, does Manitoba Hydro find that they

24 vary by customer class?

25   MS. LOIS MORRISON: When we work with

2942

1 our resource, planning, and market analysis group, they

2 do provide us with marginal values for different rate

3 classes of customers. And it's based -- and what it

4 does is, it recognizes what level of transformation

5 they are at or what level of service they are at.

6   So, for example, a -- if we're looking

7 at an analysis for a program that would, say, basically

8 serve transmission-level customers only, we would not

9 include the distribution benefit in that analysis.

10   MR. BOB PETERS: But the values remain

11 the same?

12   MS. LOIS MORRISON: Yes.

13   MR. BOB PETERS: And it's just a

14 question then as to whether or not the value is

15 applicable to that customer class for which the

16 specific DSM program is being designed?

17   MS. LOIS MORRISON: Correct.

18   MR. BOB PETERS: Does the marginal cost

19 calculation vary by program, or does it -- other than

20 by customer class that you've mentioned, but based on

21 the -- the initiative being considered?

22   MS. LOIS MORRISON: For the

23 conservation-based programs, the marginal values are

24 the same.

25   MR. BOB PETERS: Now, we've hopefully

2943

1 not bogged down in the eyes of the Board, but we've had

2 a considerable discussion about the eight point five

3 (8.5) cents number. And that's the numerator.

4   That's the -- the marginal benefit

5 number that we've talked about?

6   MS. LOIS MORRISON: That is correct.

7   MR. BOB PETERS: And so the -- the

8 present value of the marginal benefits is the eight

9 point five-two (8.52) cents that we've now talked of?

10   MS. LOIS MORRISON: That is correct.

11   MR. BOB PETERS: So then the

12 denominator in the -- in the equation is then the

13 incremental product costs, correct?

14   MS. LOIS MORRISON: Yes, when we are

15 looking at technology to determine whether or not it's

16 economic to pursue, we look at the incremental product

17 costs under the marginal resource costs, yes.

18   MR. BOB PETERS: And -- and what you

19 are telling the Board is that so long as the

20 incremental product costs is -- is not greater than the

21 eight point five-two (8.52) cents, then the initiative

22 will make it past the first screen?

23   MS. LOIS MORRISON: That's correct.

24

25   (BRIEF PAUSE)

2944

 1   MR. BOB PETERS: There was a comment

 2   that I think the Board would like explanation on. And

 3   to make sure I understand it, Ms. Morrison, that if the

 4   export price declines to a point where there's no

 5   offsetting value, then Manitoba Hydro would no longer

 6   use part of the export value in its marginal benefit

 7   calculation?

 8   MS. LOIS MORRISON: Would you be

 9   referring to our response to PUB/Manitoba Hydro First

10   Round 107C, by chance?

11   MR. BOB PETERS: Page 330 of the book

12   of documents, yes, that's...

13

14   (BRIEF PAUSE)

15

16   MR. BOB PETERS: Thank you for the

17   reference, Ms. Morrison. Specifically, the second

18   sentence in the -- in the first paragraph of Manitoba

19   Hydro's response indicates that if incremental export

20   revenues were to decline to a level where they were no

21   longer offered an offsetting value, then the marginal

22   benefits of DSM would shift to the value of -- of

23   export market -- from the value of export market to a

24   valuation of the benefit of deferring new generation

25   facilities, recognizing that there's an economic

2945

1 benefit to achieving load savings in the province?

2   MR. TERRY MILES: Yeah. Yeah, I think

3 this -- I'll take this. This is -- generally what I

4 was referring, I think, to the discussion with Monsieur

5 Lafond.

6   I think the -- maybe one (1) clarifying

7 thing with this response, the incremental export

8 revenues, I think when I was talking with Mr. Lafond,

9 we talked about, sort of, persistence or longer-term

10 changes that are there. Not sure if "incremental"

11 covers it right. But in essence, I believe this is

12 heading in that direction.

13   In other words, if the value from the

14 export market is such that there is more benefit to

15 defer generation than to -- than to get value out of

16 the export market, the methodology -- the initial part

17 of this question anyways -- that the methodology would

18 change as to how we determine marginal value. It

19 wouldn't necessarily mean the marginal value would go

20 down. It would mean that it would change. And that's

21 probably the -- I think in light of what we were

22 meaning in this response here.

23   MR. BOB PETERS: Is that what's

24 happening right now with this review that you mentioned

25 to the Board?

2946

 1   MR. TERRY MILES: Okay, just to

 2 clarify, I've talked about a review,

 3 transmission/distribution, of what it costs review.

 4 That's a separate item in here. In terms of a review

 5 of our methodol -- or -- or how we might determine a

 6 marginal value in the -- on an ongoing basis for

 7 generation?

 8   MR. BOB PETERS: Yes, is that not also

 9 subject to ongoing review?

10   MR. TERRY MILES: It's -- it's subject

11 to -- to consideration. I wouldn't say that we've --

12 we've reviewed it in detail. I did say that it is

13 something that we're thinking about now. We do not

14 currently have a, you know, major evaluation in place

15 going and doing that or a study in place to do that

16 type of thing. That is not something we're doing, that

17 we don't believe we're at that point yet. But that is

18 a consideration that we are monitoring, yes.

19   MR. BOB PETERS: And, as you've told

20 the Chairman this morning, the export values have --

21 have -- have dropped -- dropped significantly over the

22 nas -- the last number of years?

23   MR. TERRY MILES: In the near term, the

24 -- the market prices have declined considerably in the

25 near term, yes.

2947

1   MR. BOB PETERS: And to -- and for this

2 -- for this change in methodology to kick in, how low

3 would the export prices have to go?

4   MR. TERRY MILES: That is something

5 that we are looking into and -- and would be part of

6 any review and consideration that we carry out, in

7 light of costs and that associated on the generation

8 side as well.

9   MR. BOB PETERS: From methodological

10 point of view, Ms. Morrison and Mr. Miles, if we

11 hypothetically suggest that the in-service unit cost of

12 new generation is, say, ten (10) cents a kilowatt hour,

13 why wouldn't that become the marginal cost that would

14 be used by Manitoba Hydro in -- in their program

15 evaluations?

16

17   (BRIEF PAUSE)

18

19   MR. TERRY MILES: Mr. Peters, I think

20 from a -- from the economic evaluation perspective,

21 when we look at the projects out in time, in terms of

22 what defines maybe where we develop new resources or

23 how we calculate the marginal value, we are still

24 finding in our analysis there's an advantage to have

25 these projects -- have the generation projects, if you

2948

1 will -- advanced to serve export sales from contracts

2 and the like, at which point then that is indicating

3 that the marginal value is not in the deferral of

4 generation resources. There's actually still enough

5 value to be extracted from our export market relative

6 to the incremental cost in -- in incremental cost in --

7 in developing that additional generation.

8   MR. RAYMOND LAFOND: Can I further

9 this? And -- and I don't want to belabour this

10 forever, because we've -- we've had this discussion a

11 few minutes ago. But it seems to me that once you're -

12 - all your assumptions for the IFF have been put in

13 place -- your discount rates, your future generation

14 cost, et cetera -- is it -- and -- and you've had the

15 method developed pre-2000, and now you're using a

16 different method.

17   Is it not just a matter of plugging in

18 these numbers in -- in these form -- in these

19 worksheets and having an understanding of both results,

20 and there make -- and thereby then making a decision as

21 to whether or not you want to use the lowest of the two

22 (2), or the average of the two (2), or something to

23 that effect?

24   Because I keep hearing that this is a

25 lengthy report. I view this, presumptuously, yes,

 1 definitely as like a few hours of work.

 2   MR. TERRY MILES: I understand that

 3 it's a little more than a few hours of work to do that.

 4 There's some assumptions that have to be undertaken

 5 when we look at what cost we consider deferring with --

 6 with the generating station and how we go about doing

 7 that.

 8   MR. RAYMOND LAFOND: I understand that

 9 --

10   MR. TERRY MILES: It is --

11   MR. RAYMOND LAFOND: -- but it seems to

12 me you would do all this analysis and this thinking and

13 this reflection to produce the IFF. So therefore, it's

14 a matter of simply using this information which is

15 revised every year.

16

17   (BRIEF PAUSE)

18

19   MR. TERRY MILES: In doing -- I believe

20 in doing the calculation for this it's not just capital

21 costs. It does involve the use of our model as well,

22 because there are production costs in that associated

23 with that as well. So when we do have a load

24 reduction, there is a potential deferral in generation.

25 There's a potential change in operational cost in the

 1 system.

 2   So because we haven't done this for a

 3 while, in terms of doing this -- this is not an

 4 analysis that we carry out every year that's there. It

 5 is not -- we do not have -- I guess what I'm saying is

 6 we do not have a spreadsheet, if you will, of one or

 7 the other that we can plug some new numbers in and do

 8 that. So I can't say one way or the other right now

 9 whether or not that is a -- a calculation that we can

10 provide in the very near term on that.

11   At the highest level, your -- your

12 perspective on it may be correct. But in terms of the

13 analysis that's there and doing the comparison it's

14 that there's more to it than that because of the

15 operational effects as well and those costs that go

16 into it. And there are some additional assumptions in

17 the model we have to make when we do that. So that's -

18 - that's how we look at it. I think what I can say is

19 that is something that we are revisiting.

20   MR. RAYMOND LAFOND: Thank you. I have

21 to say that, as CEO of an organization, my IT manager

22 always thought it looked a lot easier at my level than

23 his level.

24   MR. TERRY MILES: I would -- I would

25 reference the groan yesterday when we talked about

2951

1 producing the -- the report.

2   MR. DARREN RAINKIE: Mr. Lafond, just

3 to be clear, too, I think when we're talking about the

4 IFF, we're talking about a financial forecast of what

5 we -- of our expected situation based on the costs and

6 revenues. What Mr. Miles is talking about is an

7 economic analysis, so just to -- I think he covered

8 this in his answer.

9   By producing an IFF, you don't have the

10 economic analysis. That's a -- that's a different

11 analysis to make. So just to -- to make sure that

12 that's clear, the difference between a financial

13 forecast and an economic analysis.

14   THE CHAIRPERSON: The change in the

15 marginal cost to eight point five-two (8.52) from eight

16 point nine-five (8.95) that was on the other table,

17 what would have caused that drop?

18   MR. TERRY MILES: Well, at -- at that

19 time, I think that's -- I believe, subject to a quick

20 check behind me, but that between the 2009 and the 2010

21 there was some -- some changes in the -- in the

22 marketplace. So we had started to see some of the

23 effects of economic downturn in the marketplace that

24 was there, and that was the onset of -- of that.

25

1 CONTINUED BY MR. BOB PETERS:

2   MR. BOB PETERS: Ms. Morrison, once a

3 DSM measure gets past test number 1, as we called it,

4 or the first threshold, then it goes into -- into

5 program design, if I understand the process correctly?

6   MS. LOIS MORRISON: That is correct.

7 We'll take a high-level look into whether -- whether or

8 not we can run a program, what type of program approach

9 we would take for it.

10   MR. BOB PETERS: And on page 335 of the

11 book of documents is a narrative of the two (2) tests

12 that Manitoba Hydro uses under its program design, one

13 (1) being the levelized utility cost and one (1) being

14 the -- the rate impact measure test?

15   MS. LOIS MORRISON: Actually, we use

16 more than just these two (2) in the determination of

17 the design for the program. We will also use the total

18 resource cost test, which is located on page 334 of

19 your book of documents. And we will also look at the

20 customer payback. We -- we look at it from all aspects

21 when we're putting together a design.

22   MR. BOB PETERS: When Manitoba Hydro

23 looks at the levelized utility cost test that -- that's

24 defined here, and we see back on page 315, if the Board

25 reviews the chart of the various programs, we see the

2953

1 end product under the levelized utility cost test

2 that's -- that a -- that a measure has gone through?

3   MS. LOIS MORRISON: Yes.   Page 315 of

4 the book of documents lists the levelized utility cost.

5 It -- it's not a test; it's a metric. I think that Mr.

6 -- that we -- that Mr. Dunsky actually pointed out.

7 But we just put it in as part of our economic analyses.

8 We've listed it there. But, yes, that's what the

9 levelized utility cost is for the individual programs.

10   MR. BOB PETERS: And when you look at

11 that number, what -- what is Manitoba Hydro seeking to

12 determine from that calculation?

13   MS. LOIS MORRISON: We look at both the

14 rate impact measure test and the levelized utility cost

15 test as a gauge by which to assess the level of

16 investment that the utility should make on behalf of

17 the ratepayer, in terms of affecting the market or

18 investing in -- in a change in the marketplace.

19   We -- what those tests will tell us is

20 to the extent which -- first, under the rate impact

21 measure test, the extent to which the program

22 investment may or may not affect rates going forward.

23 And I believe in -- I think that was -- that was quite

24 art -- well articulated by Mr. Thomson in his

25 testimony, that given our current financial position,

1 any new business case -- any new DSM programs that

2 Manitoba Hydro puts forward should have a sound

3 business case and that any of the programs going

4 forward should reduce the upward pressure on rates, not

5 increase the pressure on rates. And so we take that

6 into consideration in our design.

7   Now, when we're looking at our overall

8 portfolio, we were -- we're attempting not to have an

9 in -- an upward pressure on rates. We are taking that

10 into consideration, what's the best way to reach that

11 market. We also consider: What does the customer

12 who's participating benefit from, in terms of that

13 analysis?

14   And that -- that's going into some of

15 your -- the discussion on page 336 of the book of

16 documents. We're trying to balance to Utility's

17 investment against the customers' investments and the

18 benefit that they receive.

19   MR. BOB PETERS: Well, the levelized

20 utility cost is the level of investment the Utility is

21 prepared to make in the program?

22   MS. LOIS MORRISON: The levelized

23 utility cost is demonstrating what it's costing us to

24 achieve that kilowatt hour of energy.

25   MR. BOB PETERS: And is it arguable

2955

1   that the increase in the levelized utility cost will

2   increase the uptake in the program?

3

4   (BRIEF PAUSE)

5

6   MS. LOIS MORRISON: If you were to draw

7   the conclusion that by increasing the cost that the

8   Utility is investing -- or increasing the amount of

9   money that the Utility is investing on behalf of the

10 ratepayers into the program would drive additional

11 incentive payments and, say, additional marketing

12 efforts and such, there would be possibly a

13 corresponding increase in the amount of participation.

14   However, there would also be a

15 corresponding increase in the impact on our rates

16 overall. And it's not a directionally proportional

17 increase, I believe. You would, say, increase the

18 amount of people participating, but you're not going to

19 say -- so if you increase your investment by -- if you

20 double your investment, you're not going to double your

21 participation necessarily, because you're going to have

22 to take into consideration the market barriers. And

23 there's people that are just not going to still

24 participate. So it's not a directly proportional

25 increase.

2956

 1   MR. BOB PETERS: All right. And let's

 2 just then go to the rate impact measure test. What --

 3 what are you trying to accomplish by using the rate

 4 impact measure test?

 5   MS. LOIS MORRISON: Under the rate

 6 impact measure test, we're trying to gauge whether or

 7 not our intervention and our investment is going to

 8 basically have no negative impact on our overall

 9 ratepayer.

10   As we mentioned, some customers --

11 really, what it comes down to is a matter of equity.

12 So you have the customer who did build the Power Smart

13 home and now has less opportunities to go that much

14 further into energy savings. So he's build the hower -

15 - Power Smart home, whereas you still may have

16 opportunities with the person who has, say, the 1950s

17 house to upgrade the insulation in their house.

18   Well, the person with -- you don't

19 necessarily want to increase rates for the individual

20 who's already done what they can do to the benefit of

21 the -- and -- whereas the person who still has the

22 opportunity should possibly provide some investment to

23 return that benefit to themselves, along with the

24 Utility making an investment.

25   MR. BOB PETERS: Let's follow that

2957

1 further, Ms. Morrison. The person that has already

2 come into a situation where their energy efficiency is

3 at the highest percentile, isn't it by definition that

4 any additional steps taken by the Utility will put

5 upward pressure on that person's rates?

6   MS. LOIS MORRISON: If the net benefit

7 -- if -- if we are spending beyond -- if we're spending

8 beyond the differential between the marginal value and

9 the domestic rates, what it means is that any amount

10 going beyond that will put pressure, theoretically,

11 upon the -- the rates of the cust -- the -- the non-

12 participating customer will have to pay. It will

13 impact rates.

14   So when we're looking at the rate impact

15 measure test, what we're doing is we're looking at the

16 benefit stream and we're comparing it to all the costs

17 associated with those energy savings. So we're

18 recognizing that to -- to generate those energy

19 savings, we're -- we're paying out dollars and

20 incentives to the customer. We're paying out dollars

21 to promote the program, to -- to set up the

22 infrastructure to promote that program, which would be

23 a program cost. But we're also -- with every kilowatt

24 hour that we save, that's domestic revenue that's not

25 being captured.

2958

1   Now, all of those components together

2 should be recouped through the marginal benefit or the

3 -- or the return -- the long term -- with the -- with

4 the idea of it over the long term, that the -- the

5 Utility is neutral or the -- the ratepayer is neutral.

6   So that's part of what goes into how we

7 design the program. It doesn't mean we won't par -- we

8 won't pursue an initiative. What it means is, to what

9 level will we invest on behalf of the ratepayer to --

10 to gain those energy savings?

11   MR. BOB PETERS: And then now let's

12 bring it back to your president's comments to this

13 Board that in light of the financial position of the

14 Corporation, the upward pressure on rates has to be --

15 has to be carefully watched or avoided through the DSM

16 program.

17   How -- how is that accomplished?

18   MS. LOIS MORRISON: When we put

19 together our business case for pursuing a program, we

20 take into consideration what the impact -- potential

21 impact on -- long-term impact on rates will be.

22   It doesn't necessarily mean that we

23 won't pursue a program if it has a rate impact measure

24 test that falls below one (1). But we will consider:

25 Is there -- is there another opportunity for pursuing

 1 that energy savings under a different model or a

 2 different program approach that might still achieve

 3 that level of energy savings, but with less investment

 4 by the -- by the Utility? Or as a whole for the

 5 portfolio, is it still in the best interest of the --

 6 of the ratepayer as a whole?

 7   So we may have some programs that are

 8 very economic that may balance off programs that we

 9 might invest a little bit more in. The example I would

10 use is a Refrigerator Retirement Program. I believe

11 the rate impact measure test on that shows a -- a ratio

12 below one (1). However, if you look at the residential

13 sector as a whole, we're about one (1), so -- because

14 there's other programs that are offsetting that -- that

15 impact. And -- and that's coming back to that trying

16 to have a -- a balanced or a -- a comprehensive

17 offering for customers.

18   MR. BOB PETERS: So let's -- in my

19 words, let's turn back to page 315, if we could, with

20 the Board. And let's look at that chart containing the

21 rate-impact measure results. And I guess we'll focus

22 in on the fridge recycling program that you've

23 mentioned.

24   And the Board will see that the -- that

25 under the rate impact measure, it's zero decimal eight

2960

1 (0.8), correct?

2   MS. LOIS MORRISON: That is correct.

3   MR. BOB PETERS: By definition, that

4 means it's putting upward pressure on consumer rates,

5 that program in and of itself?

6   MS. LOIS MORRISON: On its own, yes.

7   MR. BOB PETERS: So what you've also

8 told the Board is that when you combine the fridge

9 recycling program with the other suite of residential

10 incentive programs, the RIM measurement becomes above

11 one point zero (1.0) and goes up to actually -- it's

12 one point three (1.3) on my chart, meaning that as on

13 the whole, there is negative pressure on consumer

14 rates?

15   MS. LOIS MORRISON: That is correct.

16   MR. BOB PETERS: And I -- am I correct

17 in understanding that the recent methodology or the --

18 the, perhaps, policy change of the Corporation is your

19 president wants fewer programs that have RIMs below one

20 point zero (1.0) and more that have rate impact

21 measures that are above one point zero (1.0)?

22   MS. LOIS MORRISON: I wouldn't say that

23 that's a recent change. We've always been, in our --

24 terms of our Power Smart programs, attempting to

25 provide a balanced approach with -- and minimizing the

2961

1 impact on the ratepayer where -- where we can.

2   In the past few years, we've -- when

3 marginal values were significantly higher, it was much

4 easier to do that. And we recognize that with marginal

5 values decreasing, it'll be more difficult to do that.

6

7   (BRIEF PAUSE)

8

9   MR. BOB PETERS: Manitoba Hydro --

10 let's just take the -- the Home Insulation Program. It

11 has the rate impact measure of one point five (1.5)?

12   MS. LOIS MORRISON: That is correct.

13   MR. BOB PETERS: If Manitoba Hydro

14 redesigned that program so the rate impact measure was

15 -- was one point zero (1.0), that would still have no

16 negative effect on rates, correct?

17   MS. LOIS MORRISON: No negative long-

18 term impact on rates.

19   MR. BOB PETERS: But at that point, the

20 participation may decline. Is that the offset?

21   MS. LOIS MORRISON: No, the

22 participation may incline if we were -- increase,

23 sorry, if we were to increase the -- the incentives,

24 per se. But it's not necessarily, as I said, going to

25 be a direct proportional relationship.

2962

1   One (1) of the things we have to

2 consider -- and that's a good example, is we recently

3 had quite a large amount of incentives in place to

4 support insulation upgrades in Manitoba through a

5 combination of the ecoENERGY grants through the federal

6 government, through Manitoba Hydro's home insulation

7 program, and then more recently during the last re --

8 resurgence of the ecoENERGY program, where Manitoba

9 Hydro also did a 20 percent top-up on the ecoENERGY

10 grant in order to encourage that increased activity in

11 the -- in -- in these energy efficiency projects.

12   And we did see an increase in

13 participation, but it was not a directly proportional

14 increase in participation. We didn't see a doubling of

15 the number of insulation projects undertaken during

16 that period of time. So it's not going to be a

17 doubling of participation.

18

19   (BRIEF PAUSE)

20

21   MR. BOB PETERS: Ms. Morrison, on the -

22 - the rate impact measure -- and again, back on page

23 335 is the -- is the formula for those who want to get

24 into the specifics.

25   But when you're taking the present value

1 of the -- the benefits and the costs that are included,

2 is that present value over a thirty (30) year period?

3   MS. LOIS MORRISON: The planning

4 horizon that we look over is thirty (30) years. And so

5 when we're looking at a program design, we will look at

6 the participation that we are projecting and then the -

7 - the accruing benefits associated with over the thirty

8 (30) years.

9   MR. BOB PETERS: And so what happens if

10 one (1) of your programs only has a shelf life of five

11 (5) years?

12   MS. LOIS MORRISON: What'll influence

13 it more so is the life of the measures or the products

14 that are being promoted through that program. So the

15 thirty (30) year planning horizon, we may have a

16 program that runs for five (5) years, but the

17 technology -- such as home insulation -- have a life

18 much beyond that thirty (30) years. And so the time-

19 stream of benefits will be associated with the measures

20 being installed.

21   MR. BOB PETERS: All right. But do you

22 have -- have you introduced DSM measures where the

23 program benefit is less than thirty (30) years?

24   MS. LOIS MORRISON: Yes.

25   MR. BOB PETERS: And how do you measure

2964

1 the -- the present value benefit then over thirty (30)

2 years of such a program?

3   MS. LOIS MORRISON: Depending on the

4 technology, we will -- we will include the measure

5 benefit for the life of the measure. And if we can,

6 through other means, ensure that there's market

7 transformation, we will continue to -- we will assume

8 some level of reinvestment. So when we're developing

9 the program, a good example of that would have been our

10 Power Smart New Home Program, where we are -- we are

11 running the program for -- for say three (3), five (5)

12 years, and then we're expecting -- oh, sorry, no,

13 that's not, because that has -- I apologize. That's

14 not the best example, because that one (1) has a long-

15 term benefit.

16   Generally, what you will see is for the

17 shorter-term measures the savings will drop off unless

18 there is a code change brought into place that would

19 support that savings going onto the future. That code

20 change would come in under our -- would come in not to

21 -- to neces -- unless we're able to bring that code

22 change in ourselves with the province, say, that code

23 change won't come into the effect -- cost effect --

24 cost effectiveness of that program. So generally, it's

25 tied more so to the life of the measure.

2965

1   MR. BOB PETERS: I just want to move to

2 the consumer payback, or customer payback measurement

3 or metric. Also on page 315, we can see that for some

4 of the programs that are put down.

5   But is that used as a -- as a screening

6 filter, or is that just a -- a result of math?

7   MS. LOIS MORRISON: It's -- it's not

8 used as a screening filter or necessarily just to

9 calculate the math. What we're doing there is we're

10 trying to get a gauge for what level of investment the

11 customer might be willing to, or is normally willing

12 to, bear in order to realize those benefits.

13   So when you're looking at a residential

14 customer and they're looking at possibly a -- an

15 insulation upgrade, are they willing to bear the cost

16 of returning their investment? Will they invest if the

17 return on the investment's going to happen within two

18 (2) years? If it's going to happen in three (3) years?

19 Do we need to buy down that level of invest -- that --

20 that investment requirement to shorten up their --

21 their return on their investment?

22   So if -- if we feel that we need to

23 intervene in the market to bring -- say, buy down their

24 payback by one (1) year, will that encourage more

25 participation versus buying down an -- buying it down

2966

1 to two (2) years?

2   So those are parts of what we look at

3 when we're doing the design. So we report what the

4 customer is -- because we consider it as part of the

5 design, we incorporate it into what we report.

6   MR. BOB PETERS: And in terms of that

7 customer, the customer that participates can expect to

8 have reduced energy consumption, which would translate

9 to a lower energy bill.

10   But that would be offset by any rate

11 increases needed to fund the net cost of the program?

12   MS. LOIS MORRISON: Yes, if there were

13 increases.

14   MR. BOB PETERS: And the non-

15 participants would not see a reduction in their energy

16 consumption, but they'd likely see higher utility bills

17 because of increased rates for the -- for the programs

18 that are being introduced?

19   MS. LOIS MORRISON: That is correct.

20   MR. BOB PETERS: Manitoba Hydro

21 conducts a -- a review of their DSM program on a

22 regular basis?

23   MS. LOIS MORRISON: That is correct.

24   MR. BOB PETERS: I was going to say

25 annual. I -- I'm on page 339 and 338, and it does say,

2967

1 "annual review."

2   But I -- I suppose -- has there been an

3 annual review, since there's no new Power Smart

4 Program?

5   MS. LOIS MORRISON: We would still

6 review every year, yes.

7   MR. BOB PETERS: And is this the latest

8 annual review that we have?

9   MS. LOIS MORRISON: We're still

10 finalizing the '11/'12.

11   MR. BOB PETERS: And when is that

12 expected?

13

14   (BRIEF PAUSE)

15

16   MS. LOIS MORRISON: Within the next

17 couple of months, we expect it to be finalized.

18   MR. BOB PETERS: All right. And it --

19 it carries through some of the same measurements that

20 the Board sees in -- in the Power Smart annual review

21 for 2010/'11?

22   MS. LOIS MORRISON: Yes.

23   MR. BOB PETERS: And when the Board

24 looks at page 339, as an example, Manitoba Hydro goes

25 back and, with the benefit then of hindsight, it

2968

1 valuates whether the program is performing as it was

2 forecast to perform?

3   MS. LOIS MORRISON: That is correct.

4   MR. BOB PETERS: And Manitoba Hydro

5 grades itself on that, or is that a -- an external

6 consultant that would be engaged?

7   MS. LOIS MORRISON: We have an

8 evaluation group internally that provides the

9 evaluations of the individual programs.

10   MR. BOB PETERS: Let's just focus on

11 the Lower Income Energy Efficiency Program that's noted

12 on page 339 of Board counsel's book of documents,

13 Exhibit 14.

14   And the measurement here sets out the

15 rate impact analysis on the various programs?

16   MS. LOIS MORRISON: That's correct.

17   MR. BOB PETERS: It -- does it appear

18 that the rate -- the Lower Income Energy Efficiency

19 Program, in essence, failed the RIM test the year

20 before, but now currently it's passing the RIM test?

21

22   (BRIEF PAUSE)

23

24   MS. LOIS MORRISON: What the -- what

25 the 2010 actual shows is -- is the activity in that

2969

1 year with the cost associated with that year. And so -

2 - and it had a rate impact measure for that one (1)

3 year, that one (1) activity year, of one point two

4 (1.2), assuming all future benefits being net-present-

5 valued and compared to the costs of that year.

6   The plan had anticipated it to have a

7 nat -- have a -- to realize a rate impact measure of

8 zero point eight (0.8), but we actually have,

9 apparently, did better then we had planned. When you

10 look at the total, what that is presenting is the total

11 activity to date. So, of all activity to do, what is

12 the rate-impact measure as a result of all activity for

13 that program for -- for all the years its been running

14 versus the benefits its been accruing.

15   MR. BOB PETERS: Does this suggest that

16 there's been modifications to the plan in the past

17 year?

18   MS. LOIS MORRISON: I would actually

19 state that at this point, in -- specifically in terms

20 of this program, no. It's more a result of lower cost

21 associated with the installations than what we had

22 originally targeted.

23   Actually, that's subject to check. I ha

24 -- there might be one (1) change. I'm -- I'm having

25 difficulty recalling between two (2) different plans.

2970

1

2   (BRIEF PAUSE)

3

4   MS. LOIS MORRISON: I will have to

5 check on that one (1) item, because the original is not

6 here.

7   MR. BOB PETERS: All right. We'll --

8 we'll leave it in your court on that.

9   When we turn to page 340 and the Board

10 looks at the average levelized utility cost at

11 generation, is this table attempting to show the cost

12 incurred for every kilowatt hour saved under the

13 various programs?

14   MS. LOIS MORRISON: That is correct.

15 For that -- so, the 2010/'11 actual year will show the

16 cost per kilowatt hour saved for -- of kilowatt hours

17 saved as a result of activity in that year.

18   MR. BOB PETERS: So, if I go to the

19 bottom of the 2010/'11 column down the actual and I see

20 an overall program cost and support costs of one point

21 nine (1.9), does that signal to the Board that it cost

22 one point nine (1.9) cents for every kilowatt hour

23 saved in that year?

24   MS. LOIS MORRISON: Yes.

25

2971

```
 1                     (BRIEF PAUSE)

 2

 3                     MR. BOB PETERS:   Just to be clear, is

 4  the one point nine (1.9) cents levelized over a thirty

 5  (30) year period, or is it -- reflect an actual fiscal

 6  year cost?

 7                     MS. LOIS MORRISON:   What it represents

 8  is the cost for the kilowatt hours over the lives of

 9  those that are being claimed.  That kilowatt hour -- so

10  it's the cost that we incurred that year to achieve

11  that time-frame of energy savings.

12                     So, basically, what it -- to do the

13  calculation, you would take the energy savings and

14  present value of the energy savings, and you would take

15  the costs incurred that year, and you would divide the

16  -- the costs of that year by the energy savings -- the

17  -- the time-frame of energy savings that you've just

18  present-valued to come up with a levelized cost.  So

19  cost per kilowatt hour for that -- those savings you're

20  going to be getting into the future.

21                     MR. BOB PETERS:   What's the duration of

22  the present-value calculation?

23                     MS. LOIS MORRISON:   It's over the --

24  it's specific to -- it's over thirty (30) years, but it

25  will vary based on the technologies that are being
```

2972

1 included. So, it's not that we took all the energy and

2 just net-present-valued it; each program would have

3 technologies. Those technologies -- the savings

4 associated with that -- so a program with -- sorry, a

5 technology with ten (10) year life would have the

6 energy savings for ten (10) years present-valued. And

7 --

8   MR. BOB PETERS: Present-valued only

9 over ten (10) years?

10   MS. LOIS MORRISON: Only over ten (10)

11 years.

12   MR. BOB PETERS: All right. Now, Mr.

13 Dunsky suggests that Manitoba Hydro would incorporate -

14 - should incorporate into their testing a -- a societal

15 test.

16   would that be your understanding of his

17 evidence?

18   MS. LOIS MORRISON: Yes.

19   MR. BOB PETERS: And on page 334 of the

20 book of documents, is the societal test, which is

21 really the total resource class test with the addition

22 of indirect benefits, correct?

23   MS. LOIS MORRISON: That is correct.

24   MR. BOB PETERS: Does Manitoba Hydro

25 add in the additional indirect benefits?

 1   MS. LOIS MORRISON: We have in the past

 2 looked at what the impact would be to our total

 3 resource cost test if we added in, if there's

 4 initiatives that would be close or not close as a

 5 result of it being present or not, but it's not what we

 6 use to necessarily drive our investment.

 7   MR. BOB PETERS: It doesn't signal pass

 8 or fail to the program?

 9   MS. LOIS MORRISON: No.

10   MR. BOB PETERS: Now, some of the add -

11 - additional indirect benefits of which Mr. Dunsky

12 refers, you have here is:

13   "Avoided environmental or societal

14   externalities, such as reduced

15   healthcare costs, increased

16   productivity and employment, or non-

17   price benefits such as improved

18   comfort

19   Chairman earlier] or improved

20   health."

21   Those are not quantified at this point

22 in time by Manitoba Hydro and added into your total

23 resource cost test?

24   MS. LOIS MORRISON: No. As I

25 mentioned, when we look at our -- when we do look at

2974

1 what the impact on the -- from a societal perspective

2 is for the -- under the societal test, we added on a 10

3 percent rider just to -- what would it look like if we

4 were to do that, how does it influence the -- how does

5 it affect our economics?

6   MR. BOB PETERS: The -- the 10 percent

7 number was -- would be perhaps arbitrary, as opposed to

8 calculated?

9   MS. LOIS MORRISON: It's not

10 calculated, but it was consistent with what some other

11 jurisdictions we're looking at.

12   MR. BOB PETERS: Do you know which

13 other jurisdictions use the societal cost test as a

14 screen in determining whether or not the DSM program

15 makes it to market?

16

17   (BRIEF PAUSE)

18

19   MS. LOIS MORRISON: A number of

20 utilities use, and -- and I do believe Mr. Dunsky

21 referenced this in his evidence. There are a number of

22 utilities that use -- that -- that augment their

23 resource benefits by adding a rider on it, and that

24 rider has been designated or -- or denoted or -- or

25 established by their -- either their regulator or their

2975

1 provincial government through policy, or through the

2 state government through policy.

3   And those utilities would be such as BC

4 Hydro, Efficiency from -- Efficiency Nova Scotia uses

5 it as part of their -- they're not a utility, but they

6 are the representative of the government for delivering

7 energy efficiency programs.

8   MR. BOB PETERS: I want to turn to page

9 343 of the book of documents and discuss another

10 concept raised by -- in the evidence of Mr. Dunsky.

11 And in essence I interpret Mr. Dunsky to be saying that

12 presently Manitoba Hydro has a sales -- sorry, a

13 savings to sales ratio of about decimal four-three

14 (.43).

15   Do you recall that from our previous

16 discussion, Ms. Morrison; the -- the savings to sales

17 ratio by Mr. Dunsky for Manitoba Hydro was

18 approximately point four-three (.43)?

19   MS. LOIS MORRISON: Yes, that's

20 correct.

21   MR. BOB PETERS: And if Manitoba Hydro

22 was to -- to increase its savings to sales ratio and

23 move up to the top quartile, it would probably have to

24 double its expenditures on DSM from 34 million up to

25 probably 65 million.

2976

1   Do you recall his suggestion on that, or

2 his --

3   MS. LOIS MORRISON: I -- I recall that

4 that was his -- his testimony, yes.

5   MR. BOB PETERS: And his -- his

6 suggestion is that if Manitoba Hydro was prepared to do

7 that, one (1) of the benefits would be that Manitoba

8 Hydro would save sufficient energy, that it could

9 actually defer the in-service date on a couple of the

10 major capital projects that are in Manitoba Hydro's

11 preferred capital development plan.

12   MS. LOIS MORRISON: I believe that was

13 his testimony.

14   MR. BOB PETERS: And let's just look at

15 the chart then on page 343. The present Keeyask in-

16 service date recorded in his chart is fiscal 2020 for

17 Manitoba Hydro, correct?

18   MS. LOIS MORRISON: That's correct.

19   MR. BOB PETERS: And by increasing

20 Manitoba Hydro's DSM target, his suggestion is that

21 that could be deferred by as much as three (3) years?

22   MS. LOIS MORRISON: He states that,

23 yes.

24   MR. BOB PETERS: All right. And he

25 likewise says if Manitoba Hydro wants to get even more

2977

1 aggressive and up their DSM target to a 1.5 percent,

2 then there could even -- there could potentially be

3 even further deferral capabilities, correct?

4   MS. LOIS MORRISON: This is what he

5 states, yes.

6   MR. BOB PETERS: All right. And Mr.

7 Miles is going to tell the Board what -- what Manitoba

8 Hydro suggests is -- is a more accurate view, from

9 their perspective.

10   MR. TERRY MILES: Okay. I'll do my

11 best. I think one (1) of the assumptions that Mr.

12 Dunsky makes in here is he says that his assumptions

13 are based on no new generation in -- in his

14 calculations. And -- or he -- no, he assumes that

15 there's no change in imports or export activity, I

16 believe is what he states. I don't know if that's

17 exact or not.

18   And I think he -- he can't make -- it's

19 not appropriate to make his determinations here based

20 on that. And I looked at this and I looked at our no-

21 new-generation tables that we have in our -- in our

22 power resource plan and based my -- estimated the

23 numbers on that.

24   If you assume that all exports stay the

25 same -- or in order to assume all exports stay the

1 same, you in fact have to have Keeyask in service in

2 '19/'20. You have to have Conawapa in service in 2025.

3 You have to have a new interconnection. You have to

4 have all those things, because it changes imports, it

5 changes sales activities, it changes the available

6 dependable energy in the system.

7   So when I looked at that -- and we

8 provided information in our rebuttal -- I found that

9 additional savings of 1,385 gigawatt hours would be

10 required to defer Keeyask to -- he said by three (3)

11 years, I think that's what he said, by three (3) years.

12 To defer -- to defer Keeyask to '24/'25, we would have

13 to have 1,385 gigawatt hours of additional DSM savings.

14 To defer it further, out to 2031, would require an

15 additional 3,000 gigawatt hours on -- on top of that.

16   Currently, out in 2031, under the no-

17 generation tables there's 4,400 gigawatt hours of

18 shortfall. So the DSM savings, if he was talking about

19 under the no-new-generation scenario, would not achieve

20 the deferral of Keeyask that he was referring to.

21   MR. BOB PETERS: All right. Let's --

22 let's perhaps dust off Volume II of Board counsel's

23 book of documents and -- and just bring the Board to

24 page 246 to see if we can understand -- it's Volume II.

25 It's been marked PUB doc -- Board -- book of documents

2979

1 for all PUB -- Exhibit 14, and this is Volume II. And

2 I'm looking at page 246 under Tab 22, if -- if you have

3 it handy. And this is the -- this is the supply/demand

4 balances for the last three (3) years.

5

6   (BRIEF PAUSE)

7

8   MR. BOB PETERS: And, Mr. Miles, while

9 we're turning to that, I'm -- I'm just going to also

10 provide the Board members with a ready copy of an

11 extract from Manitoba Hydro's Exhibit 11, which is your

12 most current power resource plan. And it's got some of

13 my scribbled notes on it. And you're certainly welcome

14 to a copy of mine, or you probably have your own at

15 hand.

16   I'm not sure you'll need it, Mr. Miles.

17 And -- and if you do, certainly you're welcome to it.

18 But what I want to take the -- take you to is this is

19 the -- this is the supply/demand balances in the last

20 three (3) IFFs that's depicted.

21   And we see that IFF -- the -- sorry, for

22 the power resource plan for '10, for '11, and for '12,

23 there are various circles on both the energy and also

24 on the capacity charts to show the Board where the

25 capacity or where the energy shortage commences,

 1 correct?

 2   MR. TERRY MILES: That's correct.

 3   MR. BOB PETERS: Now, I also -- if you

 4 were -- I was also suggesting that in light of the new

 5 document that was Manitoba Hydro Exhibit 11, the new

 6 power resource plan, there's an additional indication

 7 that there was 321 gigawatt hours of a shortfall under

 8 2022/'23. And I had handwritten that in on the notes

 9 that I have. And that's the -- the new chart that you

10 have.

11   You'll accept that, subject to check?

12   MR. TERRY MILES: Subject to check,

13 yeah.

14   MR. BOB PETERS: And you corrected me

15 when we talked about the winter peak capacity, that

16 under the most current power resource plan, winter

17 peaking capacity shortfall of 323 megawatts arises in

18 2025/'26, the last year on the chart, correct?

19   MR. TERRY MILES: That's correct.

20   MR. BOB PETERS: Now, the -- the upshot

21 of Mr. Dunsky's evidence is to suggest to Manitoba

22 Hydro and the Board that if there is an investment in

23 DSM, then these shortfalls can be met through the DSM

24 savings, correct?

25   MR. TERRY MILES: DSM is already

2981

1 included in these shortfalls. But any additional DSM,

2 yes, could meet these shortfalls, that's correct.

3   MR. BOB PETERS: Oh, okay. Good

4 clarification. His -- his point is, these tables

5 reflect current ex -- current DSM plans?

6   MR. TERRY MILES: That's correct, yeah.

7   MR. BOB PETERS: And if Manitoba Hydro

8 became more aggressive in their DSM plans, he was

9 seeing opportunities to defer generation out into some

10 further years, correct?

11   MR. TERRY MILES: That's my

12 understanding, yes.

13   MR. BOB PETERS: Now, you went and used

14 not your recommended plan, but you went to the no-

15 development plan, I think, or the no new generation...

16   MR. TERRY MILES: Yes, the no-new-

17 generation plan. It's the plan that's reflected by the

18 table on page 246 of your book of documents. In

19 essence, that's what the -- that's what the 2011 line

20 and these lines reflect, are the outcomes of that plan,

21 yes.

22   MR. BOB PETERS: All right. So now

23 let's take -- let's now look at Manitoba Hydro having

24 an energy -- a dependable energy shortfall of 321

25 gigawatt hours in the year 2023.

2982

 1   And Mr. Dunsky is suggesting that that

 2   can be met through increased DSM, as shown on page 343

 3   of the third volume of Board counsel's book of

 4   documents?

 5   MR. TERRY MILES: I'm -- I'm just going

 6   to pull out my '12/'13 power resource plan. I think

 7   that's what you're -- you're referencing?

 8   MR. BOB PETERS: I -- I -- well, I was

 9   referencing the number, yes, so you might want to look.

10   It's on page 17, if you're looking for the same chart.

11   MR. TERRY MILES: Okay.

12

13   (BRIEF PAUSE)

14

15   MR. TERRY MILES: Okay. I have it

16   here.

17   MR. BOB PETERS: And then let's look

18   also -- if you have page 343 open from the book of

19   documents. If Manitoba Hydro's DSM target ends up

20   being a 1 percent DSM target, that contains additional

21   savings, according to Mr. Dunsky, of as -- of as much

22   of 634 gigawatt hours, correct?

23   MR. TERRY MILES: I see six thirty-

24   seven (637). But six thirty-four (634), is that

25   correct?

2983

 1   MR. BOB PETERS: No, six thirty-seven

 2   (637) is correct. Sorry.

 3   MR. TERRY MILES: Okay. I just want to

 4   make sure.

 5   MR. BOB PETERS: And -- and that would

 6   certainly meet the shortfall in the 2023 year, but it -

 7   - it wouldn't necessarily meet the shortfall in 2024?

 8   MR. TERRY MILES: That's correct.

 9   MR. BOB PETERS: Is that the conclusion

10   you reached in your rebuttal?

11   MR. TERRY MILES: I was using the

12   2011/'12 numbers that he was using. But for the

13   2012/'13 plan, that would be my conclusion, yes.

14   MR. BOB PETERS: All right. And then

15   let's look at the -- the winter peaking capacity

16   shortfall. Actually, he didn't -- he didn't include

17   that on his table, so I won't go there either at this

18   time.

19   But the -- but in principle, Manitoba

20   Hydro agrees that additional DSM can result in

21   generation deferral, but in this particular case at

22   best it would be one (1) year, if those numbers of Mr.

23   Dunsky were accurate?

24   MR. TERRY MILES: That's correct.

25   MR. BOB PETERS: And how does Manitoba

1 Hydro value that one (1) year of deferral? I'm not

2 sure if that's a Mr. Rainkie question or a -- how --

3 how is it valued from a -- from the engineering side of

4 the business?

5

6   (BRIEF PAUSE)

7

8   MR. TERRY MILES: Well, from the

9 engineering side of the business, first of all, the

10 numbers would -- the numbers I would come out of this

11 would have to come out of the DSM program if we were

12 going to look at this.

13   We produce -- we produced a marginal

14 value for this. The DSM or the -- the Power Smart

15 group, Ms. Morrison would go through and determine

16 whether or not this plan in particular was economic

17 based on that marginal value that we associated with

18 that. If that was the case, we would get revised DSM

19 targets, and that would end up in our power resource

20 plan currently.

21   That's how we're currently analyzing

22 that -- that plan. Now --

23   MR. BOB PETERS: What you're -- what

24 you're basically telling the Board is that before

25 Manitoba Hydro's going to get excited about

2985

1 incorporating any additional DSM into its power

2 resource plan, it has to work its way through, from Ms.

3 Morrison's group back to -- back to you, to -- to see

4 it in concrete terms?

5   MR. TERRY MILES: That's correct.

6 That's --

7   MR. BOB PETERS: But let's make that

8 assumption that it -- that it can be delivered and that

9 it can be delivered as Mr. Dunsky suggests on page 343

10 of Board counsel's -- Exhibit PUB-14.

11   MR. TERRY MILES: In -- in terms of the

12 value of it, if that's the case and it ends up in our

13 plan, it becomes a base assumption for all of our

14 ongoing analysis. And it's -- it's assumed to --

15 assumed then to be economic from that perspective, and

16 it's in -- all of base analysis.

17   So any development plan that we take

18 forward, that's a base assumption as to new resources

19 that we need. What it would do is it would defer the

20 need for -- it would defer the need for new resources

21 out in time. That may affect how we prepare the

22 development plans that are in -- in the power resource

23 plan. And it would definitely -- it would definitely

24 have impacts in the end on the overall economic

25 analysis that we carry out.

 1   Incrementally, it wouldn't affect plan

 2 to plan typically, because plan to plan, it's a base

 3 assumption. I would suggest any additional revenues in

 4 that associated with that plan, from an absolute

 5 perspective, make their way into the IFF through our

 6 long-term generation -- our extraprovincial revenue

 7 forecast. And that's, in the end, where that would go.

 8   So changes from DSM year to year would

 9 funnel through that way, if that makes se -- if you can

10 follow that --

11   MR. BOB PETERS: I think I have, but

12 let's turn it over to the financial side and see if Mr.

13 Rainkie can provide the Board with an indication as to

14 how financially, that deferral, if it was factually

15 attainable, would be received by the Corporation.

16   MR. TERRY MILES: I -- I would just add

17 that -- that would get embedded in -- in the values

18 that go -- it wouldn't -- it wouldn't be separate -- it

19 wouldn't be singled out in our analysis in terms of

20 additional revenue associated with that. It would be

21 overall from the system revenue that we would derive

22 from -- from that DSM saving in the system.

23   So there wouldn't be a number associated

24 with that DSM that would go to financial analysis. It

25 would be -- any changes in revenue related to that and

1 any other changes that happen from year to year would

2 funnel through into the IFF as extraprovincial

3 revenues. It wouldn't be singled out. This is from

4 DSM, this is from something else, this is from that.

5 So I don't believe Mr. Rainkie would see that

6 difference specifically.

7   MR. BOB PETERS: Do you think Mr.

8 Rainkie could calculate a -- a revenue requirement

9 impact of a three (3) year deferral or a five (5) year

10 deferral from that information?

11

12   (BRIEF PAUSE)

13

14   MR. DARREN RAINKIE: Mr. Peters, I

15 wouldn't be comfortable in -- in answering that

16 question. I think we're maybe straying into NFAAT

17 territory here myself. But, I mean, as Mr. Miles said,

18 if -- if they change -- if there's a change in the

19 power resource plan, we take the revenues and the

20 expenses that come out of that plan into our IFF.

21   But we haven't done any analysis around

22 this hypothetical situation. I think we're starting

23 with a hypothetical in the first place that -- that

24 this -- this would be possible. And I think that's a

25 stretch, from what I know. And so we haven't prepared

2988

 1 anything, obviously, in that regard.

 2   MR. BOB PETERS: Thank you Mr. Rainkie.

 3 Mr. Miles, anything further on that from your

 4 discussion, or...

 5

 6   (BRIEF PAUSE)

 7

 8   MR. TERRY MILES: I think in addition

 9 to the discussion I think Mr. Rainkie was referring to,

10 in terms of NFAAT territory, if we looked at deferring

11 a resource, I think there's implications on the

12 existing sales -- or the -- the proposed sales that we

13 have or the signed term sheets -- or signed sales

14 agreements that we have with out counterparties, where

15 deferring a resource now under that would have

16 implications there.

17   From the hypothetical perspective, maybe

18 there's some analysis that could be done. But I think

19 from that perspective, in terms of doing a calculation

20 right now based on the IFF, deferring a generation

21 resource would have implications on the sales aspect.

22   I would also add, in terms of how we

23 might analyze that, we had some discussion about this

24 market potential study in terms of additional DSM that

25 we might incorporate into that. As we move into the --

1 the NFAAT process, I think that's probably a topic that

2 we would deal with there, in terms of additional

3 incremental DSM, that we would carry out and evaluate

4 that more specifically as a resource, much like you're

5 referring to in here.

6   If there is any potential to do that, I

7 think that would be -- or at least our intention anyway

8 is to consider looking at that under the NFAAT process.

9   MR. BOB PETERS: All right. Thank you

10 for those answers. Mr. Chairman, in light of the hour,

11 this would be a good time for me to go through my notes

12 and see if I have any further questions of this panel.

13   THE CHAIRPERSON: Okay. Let's take ten

14 (10) minutes.

15

16 --- Upon recessing at 10:58 a.m.

17 --- Upon resuming at 11:13 a.m.

18

19   THE CHAIRPERSON: I believe everyone is

20 in position, and we'll resume the proceedings. I had

21 some questions that I wanted to ask the -- ask the --

22 members of the panel with respect to the conversion of

23 heating from -- from electricity to -- to gas. And I

24 had some earlier questions, and I want to go back at it

25 again.

1   I guess I'm looking at -- at Tab 7 of

2 the -- Volume I of the book of documents, but also

3 looking at exhibit -- Manitoba Hydro's Exhibit number

4 20, which was handed out earlier to -- to members of

5 the panel.

6   And in this -- you know, what's clearly

7 evident to me is that in respect of your conversion to

8 -- to space heating from -- pardon me, on the space

9 heating side, the lifetime cost of electricity relative

10 to natural gas is considerably more. You're looking at

11 a very significant difference. And so from the -- from

12 the customer's standpoint, it makes sense for the

13 customer to make that conversion.

14   And I guess what I want to know is, in

15 terms of your programs, are there any programs at all

16 that facilitate the conversion of customers' heating

17 supplies from -- from electricity to gas?

18

19   (BRIEF PAUSE)

20

21   MS. LOIS MORRISON: We don't have any

22 incentive-based programs that will allow for doing

23 that, but we will be allowing that under the new

24 residential PAYS program. So if you wish to finance

25 that conversion, we will -- and the cost of that

2991

1 conversion is -- is less than what your bill savings

2 would be, you can do so.

3   THE CHAIRPERSON: Now, you -- you have

4 -- when -- when calculating the -- the marginal

5 benefits from that PAYS program, you would have

6 included the savings from the conversion to gas from

7 electricity?

8   MS. LOIS MORRISON: The PAYS program

9 would not have incorporated the marginal benefit

10 analysis or the marginal -- the value of the marg --

11 the energy. What it's doing is it's solely looking at

12 the customer bill savings by converting to a -- under -

13 - by -- by converting to a different -- a more energy-

14 efficient system. Or in this case they would have a

15 bill savings by going from electric to natural gas.

16   THE CHAIRPERSON: The follow-up

17 question would be, in terms of the various tests -- I

18 mean, simply from the standpoint of looking at it from

19 the customer perspective, it -- it seems to make sense

20 to make the conversion.

21   But from the perspective of Manitoba

22 Hydro, looking at the other tests that are -- that such

23 a program, a program to -- to encourage the conversion

24 from elect -- from electricity to gas, it seems to me

25 that you would need to run the tests from your

 1 perspective to see if they make sense from your

 2 perspective, right?

 3   MS. LOIS MORRISON: When we -- when we

 4 did the fuel switching report that you're -- that

 5 you're referring to, we did look at what you're

 6 describing. And that's where we came up with those

 7 benefits that were to the Utility; that analysis

 8 presents -- that -- that -- the assessment of the

 9 benefits and such.

10   And that is why, from the Utility

11 perspective, we are undertaking the education campaign

12 and a more targeted approach to encourage customers or

13 to make sure that they're better informed and that they

14 are making decisions that best meet their needs,

15 recognizing that there differences in product costs.

16   One (1) customer will get a quote for

17 putting in an elec -- a natural gas furnace that's

18 seventy-five hundred dollars ($7,500). Another

19 customer will get a quote that's three thousand dollars

20 ($3,000), which is also why we encourage customers to

21 get more than one (1) quote.

22   So what -- we're recognizing the unique

23 situations that each customer is going to face. And

24 what we want to do is we're not adverse to looking at

25 an incentive-based program or something like that. But

 1 right now, we're thinking that we would be better

 2 served -- that we'd like to see what we can do more so

 3 from the education perspective. We think customers

 4 will make that decision. And if we have enabling

 5 financial tools in place to assist them, then they'll

 6 make those -- those choices that are right for them.

 7   THE CHAIRPERSON: The conversion, from

 8 -- from the client's perspective, you know, clearly the

 9 sig -- significant savings. But I guess the question

10 is:

11   Are there energy conservation savings

12 that are generated that accrue to -- to Manitoba Hydro?

13   MS. LOIS MORRISON: From an energy

14 conservation perspective, changing fuel sources is not

15 energy efficiency. Changing fuel sources does reduce

16 our electricity requirements. And so it's more of a --

17 you could look at it as a load-displacement-type

18 approach. But it's not a conservation or energy

19 efficiency approach, changing -- simply changing fuel

20 sources when you're looking at your more traditional

21 fuels.

22   MR. RAYMOND LAFOND: How many homes

23 would there be in the gas-serviced areas of Manitoba,

24 Centra Gas-serviced areas in Manitoba?   Give me an

25 approximate number. Is it five hundred thousand

2994

1 (500,000)? Is it four hundred thousand (400,000)?

2   MS. LOIS MORRISON: No, no. I think we

3 have in the realm of about two hundred and thirty

4 thousand (230,000) natural gas customers. I'm thinking

5 it's about that.

6   MR. RAYMOND LAFOND: How many of these

7 would be using gas for space and water heating?

8   MS. LOIS MORRISON: They would all be -

9 - thos -- that -- that number I refer to is the number

10 of customers that currently have natural gas space and

11 water heating. Space heating for sure, not -- not --

12   MR. RAYMOND LAFOND: The two hundred --

13 the two hundred and fifty thousand (250,000)?

14   MS. LOIS MORRISON: Yeah.

15   MR. RAYMOND LAFOND: What's the

16 potential number?

17

18   (BRIEF PAUSE)

19

20   MS. LOIS MORRISON: I -- I think we

21 have to look more in detail at that. It depends on

22 where -- outside of the City of Winnipeg, it's more

23 difficult to delineate exactly what that potential is,

24 because it depends on whether or not they actually have

25 a gas line close to them and such. We would have to do

 1 a full in-depth market analysis as to what's -- how

 2 close that -- which towns have gas, whether gas is

 3 fully extended in that town, and if those people have

 4 it available.

 5   Now, we could give you a ballpark

 6 number, based on the undertaking that we provided that

 7 talked about the new construction just in the last

 8 little bit. But we are thinking it's around twenty

 9 thousand (20,000).

10   MR. RAYMOND LAFOND: Twenty thousand

11 (20,000)...?

12   MS. LOIS MORRISON: I think twenty

13 thousand (20,000) houses, if I remember correctly.

14   MR. RAYMOND LAFOND: That would be...?

15   MS. LOIS MORRISON: That are

16 electrically heated now that could possibly be close to

17 gas. That's in -- that's in the new construction. I

18 think it's...

19

20   (BRIEF PAUSE)

21

22   MR. RAYMOND LAFOND: Let me rephrase my

23 question. An approximate -- an approximate number of

24 houses or homes, residential users, located in Centra

25 Gas-serviced areas, and of that, how many would be

 1 using Centra Gas or gas -- natural gas for space and

 2 water heating and how many would be using electricity

 3 for space and water heating? Again, in approximate

 4 numbers.

 5   MS. LOIS MORRISON: Okay. If we look

 6 at the Undertaking number 12, Exhibit 43, we

 7 identified, for all of the -- the areas in -- in --

 8 that are in Manitoba that have gas service available,

 9 the percentage that have electric -- the number of

10 dwellings and the number that ha -- and the percentage

11 that have electric heat. And so, conversely, the other

12 percentage would likely have natural gas heat.

13   So the percentage here that have

14 electric heat would be ones that you're of inter --

15 that you're interested in. So, let's see...

16

17   (BRIEF PAUSE)

18

19   MS. LOIS MORRISON: There's about -- it

20 appears to be about sixty thousand (60,000) customers

21 that have electric heat in that area. Now, whether or

22 not they are economically close to natural gas, even

23 though they're in the gas-serviced area -- just because

24 it's a gas-serviced area doesn't mean that we actually

25 have a gas main near their property or close to their

 1 actual property.

 2   What we are more concerned with is the -

 3 - are the larger centres that would have gas service

 4 and are installing electric heat, such as we've

 5 observed in -- in areas like Brandon, Portage la

 6 Prairie, Morden, and Steinbach.

 7   MR. RAYMOND LAFOND: Okay. If I

 8 restricted my question to places you've just mentioned,

 9 plus the City of Winnipeg?

10   MS. LOIS MORRISON: The City of

11 Winnipeg number I don't have at the -- at the tip of my

12 fingers, but the majority of Winnipeg is electric -- is

13 natural gas heated.

14   MR. RAYMOND LAFOND: A majority, is

15 this like 51 percent, or is this 85 percent?

16   MS. LOIS MORRISON: Closer to the

17 eighty-five (85).

18   MR. RAYMOND LAFOND: Thank you.

19

20   (BRIEF PAUSE)

21

22   MS. LOIS MORRISON: If you look at the

23 table, you'll see that in Steinbach, 50 percent of

24 existing housing is electrically heated. And the --

25 but the -- the concern and the reason that we were

 1 looking at the fuel switching report is that the

 2 growth, or the new housing being connected to the

 3 system, is at a higher proportion of electric heat.

 4   So you would have seen -- of the

 5 eighteen hundred (1,800) houses that were constructed

 6 from the period of 2005 to 2009, 78 percent of them

 7 were putting in electric heat. So we've got about

 8 fourteen hundred (1,400) houses that could have put in

 9 natural gas heat that put in electric heat.

10   MR. RAYMOND LAFOND: So really, if I

11 look at the totals overall to date, does that not take

12 -- tell me that within these regions, 47 percent are

13 heated with electricity?

14   MS. LOIS MORRISON: Yes.

15   MR. RAYMOND LAFOND: So why would you

16 give -- were you giving me the 85 percent figure? I

17 think that seems a bit off.

18   MS. LOIS MORRISON: I -- earlier on I

19 mentioned that the 47 percent of the area has electric

20 heat. And what I was denoting there is that's the

21 existing population to date.

22   What our concern with -- and what that

23 references is that there were people that would have

24 had electric service prior to us bringing natural gas

25 service to the area. They're -- so they would be

 1 people that they were already electrically heated and -

 2 - or they may not be close to existing services --

 3 existing mains in the area.

 4   So the -- what we were -- the reason

 5 we've been focussing on this issue is more so related

 6 to the growth of electric heat in natural gas areas,

 7 primarily concerned with areas where -- say, for

 8 example, looking at the Steinbach line, 40 percent --

 9 sorry, 40 percent of the houses built prior to 2005

10 were electrically heated. If you look at the period of

11 2005 to 2009, we see that the new houses being built,

12 78 percent of them are electrically heated. And so

13 what we are concerned with is that -- is that change,

14 or that -- that growth in electric heat where gas is

15 available and -- and an economic option for the

16 customer.

17   MR. RAYMOND LAFOND: Would numbers for

18 general service customers be more or less similar?

19   MS. LOIS MORRISON: As a percentage?

20   MR. RAYMOND LAFOND: Yes.

21   MS. LOIS MORRISON: We are thinking

22 they would be. We -- we don't have as good a handle on

23 that. And we made estimates based upon that.

24   MR. RAYMOND LAFOND: So, again, if I

25 come back to this chart, looking at a hundred and

 1 twenty-seven thousand (127,000) homes or residential

 2 customers, 47 percent are using electric heat which

 3 makes up -- electric and water heating make up about 75

 4 percent of your total consumption, correct?

 5   MS. LOIS MORRISON: That is correct.

 6   MR. RAYMOND LAFOND: So if -- if, for

 7 instance, theoretically speaking, they move to gas,

 8 that would greatly reduce the amount of electricity

 9 being required?

10   MS. LOIS MORRISON: That is correct,

11 but it may not be economic from the customer's

12 perspective in all those cases, depending on how -- as

13 I said, how close they are to gas and whether they heat

14 with electric baseboards. If you have electric

15 baseboards, you're not going to be able to put in a

16 natural gas system in an economic way.

17   MR. RAYMOND LAFOND: Thank you.

18   MR. LARRY SOLDIER: I'm not sure if you

19 were involved with analyzing Waverley West. And I was

20 just wondering if -- I know that opportunity is

21 probably now -- well, it's not lost., but do you have

22 any other potential opportunities, I guess, in other

23 areas, maybe Oak Bluff or Headingley, that may go to

24 geothermal?

25   MS. LOIS MORRISON: Well, primarily the

3001

1 areas you're denoting are close to gas and served by

2 gas. And similar to the issues that were faced by

3 Waverley West -- well, Waverley West was a different

4 situation where we were not economically able to bring

5 in natural -- geothermal for the entire subdivision.

6   But looking at -- we -- we would be

7 willing to be partner with and help other jurisdictions

8 bring that in, but that's a -- more of a community

9 based approach and it would be more appropriate in an

10 area that's only served by electric load, as opposed to

11 natural gas. Because as denoted in the fuel switching

12 report, customers are better off if they choose a

13 natural gas furnace as opposed to a geothermal system

14 in the long run over the life of the heating system.

15   MR. RAYMOND LAFOND: My last question.

16 I -- I understand your comment that Manitoba Hydro,

17 from at least the electricity division, is certainly

18 quite concerned about the future impact over twenty

19 (20), thirty (30) years of houses in the great

20 majority, 80 percent or more in many cases, using

21 electricity.

22   But how about the concern of people

23 starting to really switch to gas, which would totally -

24 - totally change the game plan and -- and the financial

25 fut -- future of Manitoba Hydro? Is that often

3002

1 reflected on also?

2

3   (BRIEF PAUSE)

4

5   MS. LOIS MORRISON: I don't think we're

6 anticipating a full scale switch in terms of what we're

7 projecting. We will be -- hope -- what we're trying to

8 do is address the growing trend towards electric

9 heating in areas that are served by gas, because it's

10 not benefiting the customer or the Utility from either

11 the gas or the electric side.

12   So I don't think we're going to see the

13 full scale switching of customers with electric heat to

14 natural gas. And even with the -- the customers that

15 are in this area you were talking about, even if we

16 were to get that, we wouldn't see that full proportion

17 switch. So I'm -- I'm less concerned about that --

18 more -- in -- in the existing customers; it's the new

19 ones that we're concerned about, that growth.

20   THE CHAIRPERSON: So we're back to --

21 we're back to the Exhibit number 20. Specifically, I

22 would like to know the calculation of -- of costs for

23 electricity that are embedded in this document, are

24 they based on IFF11-2 or are they based on a more

25 recent IFF?

3003

1   Specifically, given the significant

2 increases in rates that are being projected, does that

3 change this table at all, in terms of savings?

4   MS. LOIS MORRISON: What this table

5 presents is the cost -- the operating cost in today's

6 rates -- one (1) year of operating cost at today's

7 rates at the six-point-seven (6.7) cents a kilowatt

8 hour. I -- I believe we had discussed this earlier,

9 that there's concerns about putting in here a forecast

10 rates that haven't yet been approved, or -- and -- and

11 they may change.

12   THE CHAIRPERSON: If I understand your

13 response though, that would suggest to me that the

14 operating costs of having electrical furnaces or

15 baseboards are likely to become significantly more than

16 what those -- what the costs are for natural gas. I

17 mean, that's assuming, of course, natural gas doesn't

18 follow a similar trend.

19   But it seems to me that the -- the

20 difference of -- would become much more dramatic, in

21 terms of costs, if the projected operating cost -- pro

22 -- projected rates that we're considering were included

23 in the costs, right?

24   MS. LOIS MORRISON: Yes. There will be

25 more of a -- assuming that -- we don't know what -- in

3004

1 this -- specifically where natural gas pricing is going

2 to go, but under today's direction there would be a --

3 there would be more of a differential between the two

4 (2). Or if natural gas continued to track just at the

5 same difference between, you would see that continuing

6 -- they would still see --continue to see an ongoing

7 benefit of having natural gas space heating, as opposed

8 to electric space heating.

9   THE CHAIRPERSON: Now, in your

10 projections that you have used going forward, what kind

11 of penetration rate have you used for new consumers

12 using electricity relative to natural gas?

13   MS. LOIS MORRISON: I believe we -- we

14 did outline what our projections were for new customers

15 choosing electric heat in natural gas available areas

16 in one (1) of our IRs. If you'll give me a moment,

17 I'll look for it.

18

19   (BRIEF PAUSE)

20

21   MS. LOIS MORRISON: I believe, if you

22 refer to Manitoba Hydro's response to GAC/Manitoba --

23 MH Round 2 Question 12-O(i), we've identified there the

24 number of new homes in gas available areas installing

25 electric heat, as what we had projected under the fuel

3005

 1 switching report and is included in our 2012 load

 2 forecast.

 3

 4   (BRIEF PAUSE)

 5

 6   THE CHAIRPERSON: Now, the -- the --

 7 we've talked about -- that is -- this is -- a

 8 conversion -- a program to convert from -- from

 9 electricity to gas was not an efficiency program --

10 energy conservation program, I think is what you -- you

11 suggested. So, it doesn't necessarily fall under the

12 DSM umbrella?

13   MS. LOIS MORRISON: That is correct.

14   THE CHAIRPERSON: Okay. So, from the

15 standpoint of how such a program would be managed, it

16 would be managed through some other sector of Manitoba

17 Hydro?

18   MS. LOIS MORRISON: No, it'd still be

19 mine.

20   THE CHAIRPERSON: So, I understand that

21 -- I guess the question I'm asking is -- is whether or

22 not the study that will be -- that's going to be done

23 will encompass a program to convert from electricity to

24 gas on the space-heating side?

25   MS. LOIS MORRISON: If you're referring

3006

1 to our demand-side management market potential study,

2 it does not -- it's not looking at fuel conversions

3 from electricity -- from electricity and natural gas.

4 However, we are -- we are monitoring the market and we

5 are establishing some -- we will be establishing some

6 targets as to what we'd like to see happen in terms of

7 this growth that we were observing, and that will be

8 incorporated into our load forecast going forward.

9   So, it will -- you -- we are

10 anticipating seeing an adjustment to our load forecast

11 as a result of this initiative.

12   THE CHAIRPERSON: That's it for the

13 panel's question.

14   MR. BOB PETERS: And, Mr. Chairman,

15 I've had an opportunity to review my notes and also

16 speak briefly with counsel opposite, and I'm wanting to

17 thank the panel for their responses to my questions, as

18 I'll hand the microphone over to Mr. Williams for his

19 cross-examination questions.

20   MR. BYRON WILLIAMS: Yes and thank you,

21 Mr. Peters. Members of the panel, good morning; not

22 quite afternoon yet.   There should be additional

23 materials -- the materials for the -- supporting

24 materials of CAC (Manitoba) for January 9th, which I

25 believe should be marked as CAC Exhibit number 9. I'm

 1 getting the nod from Mr. Singh.

 2

 3 --- EXHIBIT NO. CAC-9:   Supporting materials for

 4   CAC (Manitoba)

 5

 6   MR. BYRON WILLIAMS: And we wont get to

 7 it this morning now, but you should also keep Board

 8 counsel's Volume III nearby.

 9

10 CROSS-EXAMINATION BY MR. BYRON WILLIAMS:

11   MR. BYRON WILLIAMS: Ms. Morrison, I'm

12 -- good morning.   I'm going off of -- we'll just wait

13 till the panel is set up here.

14   Ms. Morrison, I'm going off of script

15 here a little bit, just to follow up on some of the

16 panel's discussion of fuel switching. And -- and just

17 focussing on the -- the concern articulated by Manitoba

18 Hydro in terms of recent developments, in terms of more

19 consumers preferring electricity, not withstanding the

20 opportunity perhaps to have more economic natural gas

21 for heating purposes. So, that's what I'm foc --

22 focussing on, okay?

23   MS. LOIS MORRISON: Yes.

24   MR. BYRON WILLIAMS: And, just a couple

25 things I want -- I want to follow through with you, and

3008

1 I -- I certainly picked this up, I thought in your

2 conversation with My Friend Mr. Peters, oh, so many

3 weeks ago on this -- on this topic. But leaving aside

4 kind of the -- the bias's of developers but in terms

5 of consumer perceptions, behind the reluctance of some

6 of the potential space heating cus -- new customers to

7 choose natural gas, is it your view that there -- there

8 -- there may be a sense that the price of gas heating

9 is -- is more volatile, as compared to elec -- to

10 electric?

11   MS. LOIS MORRISON: Yes, we believe

12 that con -- some consumers, because of the -- leading

13 up to 2008, there was quite a bit of discussion in --

14 in most media and such where customers were seeing

15 price fluctuations in the natural gas market, which

16 would then have some consumers believing that there's -

17 - there's volatility attached to natural gas, because

18 it's not -- it's driven by the market price as opposed

19 to a regulated price.

20   MR. BYRON WILLIAMS: And so under that

21 line of reasoning, consumers who may have lower risk

22 tolerance might be willing to trade off some price

23 advantage in order to -- to secure what they perceive

24 to be a more stable price under electricity?

25   MS. LOIS MORRISON: Yes, some customers

3009

1 may choose to do that.

2

3   (BRIEF PAUSE)

4

5   MR. BYRON WILLIAMS: I hesitate to --

6 to ask any questions about the future of market

7 developments in terms of natural gas. But looking

8 forward, would it be Hydro's view that we can expect

9 the natural gas product to continue to be more volatile

10 in terms of price fluctuations, as compared to the

11 electric product?

12

13   (BRIEF PAUSE)

14

15   MS. LOIS MORRISON: I am not an expert

16 in natural gas pricing and that would definitely be a

17 different panel entirely. What we are looking at is

18 commonly available information; I can comment on that,

19 in terms of what we see in -- as being reported in the

20 Alberta markets. We have that actually on our web

21 site. We have a link to the AECO, which shows what

22 they see to be as future pricing, and that pricing is

23 still around the three (3) to five dollars ($5) a

24 gigajoule for natural gas.

25   So we're -- they're -- they're obviously

1 not projecting the price fluctuations that we've seen

2 in the past, but I think as with any commodity, you'll

3 see day-to-day price -- price fluctuations. You'll see

4 short-term plice -- price fluctuations, but some of the

5 industry partners are seeing -- not predicting the

6 fluctuations we've seen in the past.

7   MR. BYRON WILLIAMS: And recognizing

8 that some of these questions should go to -- to a

9 different panel, but in terms of the Alberta

10 information and in terms of the reduced volatility that

11 you're seeing in terms of natural gas, how far out in

12 time frame are -- are they looking at that?

13   MS. LOIS MORRISON: I honestly don't

14 recall how far the AECO projects.

15   MR. BYRON WILLIAMS: Now, I'm going to

16 come back to -- for a -- for a question in -- in just a

17 second on this -- this issue, but, Mr. Wiens, I'm not

18 going to have many questions for you today, but I -- I

19 just want to go to a -- a question of economic theory

20 and I'm assuming that you're the man, or -- or the

21 person.

22   And, Mr. Wiens, at a -- at -- at a high

23 level are -- are you familiar with the -- the

24 behavioural school of -- of economics?

25   MR. ROBIN WIENS: I -- I'm not going to

 1 get into a discussion of the behavioural school of

 2 economics today.

 3   MR. BYRON WILLIAMS: Fair -- fair

 4 enough, but Mr. Wiens, just well -- can we agree that

 5 there are many economic thinkers out there who would

 6 suggest that the model of rational economic agents does

 7 not well describe human behaviour?

 8   MR. ROBIN WIENS: That debate's been

 9 going on for a long time, Mr. Williams, and certainly

10 there have been suggestions that -- that that

11 particular underlying principle, which is so convenient

12 in economic theory, may not always hold in -- in the

13 real world.

14   MR. BYRON WILLIAMS: And I won't ask

15 you to step except for one (1) more question along that

16 line, Mr. Wiens. And certainly you're aware of a -- a

17 fair bit of empirical work suggesting that many risk

18 adverse consumers may choose what they consider to be a

19 less risky consumer decision, as compared to one (1)

20 that mathematically might appear to be in their best

21 interest?

22   MR. ROBIN WIENS: Mr. Williams, we --

23 we don't have to depart the -- the theory of the -- of

24 the rational economic decision-maker. For that,

25 consumers will make choices based on -- even if we

3012

1 assume they're completely rational -- based on their

2 own attributes, their relative tolerance for risk,

3 their perception of the risk of -- associated with

4 various options that are in front of them to choose.

5   So that a consumer might ought to pay

6 what may appear objectively more in order to have price

7 stability, I mean, we build in produ -- suppliers build

8 in products to -- to cater to that risk averseness of

9 the population all the time.

10   MR. BYRON WILLIAMS: Now, Ms. -- and

11 thank you, Mr. Wiens. Ms. Morrison, in your --

12 Manitoba Hydro's analysis of the -- the issue of --

13 issues related to fuel switching, has it come to your

14 attention that some consumers within the marketplace

15 are demanding electric heating as compared to natural

16 gas because they perceive it to be a -- a more

17 environmentally friendly option?

18

19   (BRIEF PAUSE)

20

21   MS. LOIS MORRISON: I don't have

22 empirical data to support that necessarily, but that is

23 anecdotally what we've heard from some people.

24

25   (BRIEF PAUSE)

3013

1

2   MR. BYRON WILLIAMS: I'll -- I'll move

3 -- and I thank you and -- and Mr. Wiens for your --

4 your attention. Moving on to my scripted questions,

5 Ms. Morrisons -- Ms. Morrison, just for the purposes of

6 our conversation today, I may use the words "low

7 income" and -- almost as an equivalent to persons whose

8 income threshold is at or below the LICO-125 for their

9 particular family size and -- and commu -- and the

10 community in which they live.

11   So is that satisfactory to you? We can

12 use those words interchangeably?

13   MS. LOIS MORRISON: Yes, that's fine.

14   MR. BYRON WILLIAMS: Ms. Morrison, just

15 -- just in terms of -- you had a bit of a discussion

16 with the Chair yesterday about the fact that you're --

17 you're from the marketing side of -- of programming.

18   Apart from your work in terms of energy

19 efficiency on behalf of Manitoba Hydro or Centra, have

20 you been engaged on a professional basis with -- with

21 any other North American utility?

22   MS. LOIS MORRISON: No.

23   MR. BYRON WILLIAMS: And so I would be

24 accurate in suggesting to you that you have not been

25 retained as an independent expert or consultant by any

3014

1 other utility for the purposes of performing

2 independent program evaluation?

3   MS. LOIS MORRISON: I have actually

4 done, on behalf of Manitoba Hydro International,

5 consulting work for the Utility in Costa Rica. And I

6 have actually been engaged by SaskPower to assist them

7 in putting together a DSM market -- a DSM plan.

8   MR. BYRON WILLIAMS: So those would be

9 the --

10   MS. LOIS MORRISON: As -- as Manitoba

11 Hydro.

12   MR. BYRON WILLIAMS: MHI or -- okay.

13 Now, and just in terms of -- if I have a few questions

14 about load forecast, you're the -- you're the person as

15 well?

16   MS. LOIS MORRISON: Yes.

17   MR. BYRON WILLIAMS: Mr. Rainkie,

18 likewise, I won't have many questions for you, but I

19 didn't want to neglect you as I did the other day, sir.

20 But let's recognize that the NFAAT is still to come.

21   Can we agree that, as a backdrop both to

22 IFF12 and our deliberations in this hearing, is the

23 reality that Manitoba Hydro is planning many billion

24 dollars in expenditures, including those related to BP3

25 -- Bipole 3, excuse me, Keeyask, and Conawapa?

3015

1   MR. DARREN RAINKIE: Yes, that's our

2 official forecast, Mr. Williams.

3   MR. BYRON WILLIAMS: And assuming

4 regulatory approval, we -- Manitoba Hydro expects to

5 finance to -- in -- to a large degree these capital

6 projects by borrowing many billions of dollars, agreed?

7   MR. DARREN RAINKIE: That's a fair

8 summation, yes.

9   MR. BYRON WILLIAMS: I'm not sure I've

10 head you describe one (1) of my questions as fair

11 before, Mr. Rainkie, so I want to express my

12 appreciation.

13   MR. DARREN RAINKIE: Mr. Williams, I

14 think I've always been fair with you, and we have a

15 pretty good rapport, but -- and I don't feel bad at all

16 if you don't have a lot of questions of me so, no -- no

17 need to apologize.

18   MR. BYRON WILLIAMS: I have just a few

19 more, Mr. Rainkie. Also, as a -- a back -- our --

20 certainly in this Hearing we can agree that on April

21 1st, 2012, Hydro received a 2 percent interim rate

22 increase?

23   MR. DARREN RAINKIE: That's correct.

24   MR. BYRON WILLIAMS: And that Manitoba

25 ratepayers experienced, effective September 1st, 2012,

1 an additional 2.5 percent rate increase on average?

2   MR. DARREN RAINKIE: I think it was

3 two-point-four (2.4), as we were talking about

4 yesterday, on average, but I'm not going to quibble

5 with you, Mr. Williams.

6   MR. BYRON WILLIAMS: Thank you for

7 that. And of course, the Corporation is seeking

8 something in the range of 3.5 percent for April 1st,

9 2013.

10   MR. DARREN RAINKIE: That is our

11 Application, yes.

12   MR. BYRON WILLIAMS: And --

13   MR. DARREN RAINKIE: I might add the

14 2.4 percent was on an interim basis on September 1,

15 just for clarity.

16   MR. BYRON WILLIAMS: Fair enough. And

17 I -- I meant to point that out. And recognizing that

18 Hydro's projections are subject to change, looking out,

19 Manitoba Hydro's projecting a series of three-point-

20 five (3.5) -- excuse me, 3.95 percent annual increases

21 for many years?

22   MR. DARREN RAINKIE: Well, I think that

23 we've called those indicative rate increases, and we've

24 -- we've -- Mr. Warden's been clear that -- that that

25 is a calculation to get us back to our 25 percent debt-

1 to-equity ratio at the end of the forecast period.

2   I think we've also been clear that,

3 whether or not we request those rate increases will be

4 based on the circumstances of the day and -- and the

5 approval of our Board. So I think I refer -- prefer to

6 look at them as indicative rate increases at this

7 point, if we could use that term, Mr. Williams.

8   MR. BYRON WILLIAMS: So recognizing

9 that -- that they're subject to change, the best

10 indicator of rate increases moving into the future that

11 we have, Mr. Rainkie, Hydro's best guess is 3.95

12 percent out for many years?

13   MR. DARREN RAINKIE: I think that --

14 that's fair with the caveats that I just put on the

15 record.

16   MR. BYRON WILLIAMS: Mr. Wiens,

17 focussing on the residential consumer, and assuming few

18 immediate substitutes, and assuming as well a change in

19 electricity price, the price of all other goods

20 remaining constant, in those circumstances would I be

21 correct in suggesting to you that, from the perspective

22 of that consumer, either electricity usage must decline

23 or the consumption of other substitute goods must be

24 reduced to redalan -- rebalance their budget?

25   MR. ROBIN WIENS: Well, I think you've

3018

1 -- I think you've limited the scope of the question

2 such, Mr. Williams, that I would have to agree that one

3 (1) or the other of those things would happen.

4   Just a minor quibble, that it -- it's

5 not necessarily substitute goods that -- that would

6 experience the decline in the consumer's budget,

7 although, I guess it's possible, and -- and even --

8 indeed even likely. But it could be the whole range of

9 goods and services other than electricity, if the

10 consumer were to maintain their electricity purchases

11 in the face of a price increase, all other prices

12 remaining the same, and, Mr. Williams, consumer income

13 remaining the same.

14   MR. BYRON WILLIAMS: I thought I had

15 all the caveats in there, Mr. Wiens, but I guess I

16 missed one (1). Members of the panel, I'm -- I'm happy

17 to keep going but this is a nice break time. I'm at --

18 certainly at your beck and call.

19   THE CHAIRPERSON: Then let's us --

20 let's recess for an hour, back here at one o'clock.

21

22 --- Upon recessing at 11:56 a.m.

23 --- Upon resuming at 1:03 p.m.

24

25   THE CHAIRPERSON: I believe everyone's

1 in position, so I wonder if we could restart the

2 proceedings. Do we have any documents to acknowledge?

3 No? Okay. Over to you, Maitre Williams.

4   MR. BYRON WILLIAMS: Mr. Chair, I'm

5 suffering with a bit of a cold and -- and it seems a

6 bit hot. Do I have your permission to...

7

8 CONTINUED BY MR. BYRON WILLIAMS:

9   MR. BYRON WILLIAMS: Ms. Morrison, no

10 disrespect is intended when I'm taking off my jacket.

11 I'm just -- it's a little hot in here, so.

12   Just for the panel's benefit, I'll be

13 mostly working on CAC-9 -- Exhibit 9. But in about a

14 few minutes, I -- I also will be referring to page 315

15 of Volume III of My Friend, Mr. Peters's, document. So

16 that's page 315; if you wanted to have it open, it

17 might save -- save you some flipping in a few moments.

18   Ms. Morrison, if I could get you to turn

19 to CAC Exhibit 9, page 1, numbered in the right-hand

20 corner.

21   And you'll -- you'll agree with me that

22 this is the Corporation's response to CAC 1-60 asking,

23 in essence, for a comparison between the anticipated

24 savings from -- DSM savings from incentive programs at

25 the time of the initial filing of the 2010 general rate

3020

1 application as compared to Manitoba Hydro's current

2 projection and recent actuals, agreed?

3   MS. LOIS MORRISON: Yes.

4   MR. BYRON WILLIAMS: And if we look the

5 table, Ms. Morrison, we're only going to look at a few

6 years.

7   But just for descriptive purposes,

8 you'll agree with me that the -- the second column in

9 looks at the -- the current projection of -- or actuals

10 of Manitoba Hydro as presented in -- in this rate

11 hearing, agreed?

12   MS. LOIS MORRISON: Yes.

13   MR. BYRON WILLIAMS: And when we see

14 those asterisks, not that I can pronounce the word, but

15 when we see them, those are actual numbers as opposed

16 to projections?

17   MS. LOIS MORRISON: Yes.

18   MR. BYRON WILLIAMS: And if we got to

19 the -- the third column in, those are the projections

20 that were presented in the initial filing at the 2010

21 general rate application, agreed?

22   MS. LOIS MORRISON: Yes.

23   MR. BYRON WILLIAMS: So I'd like to

24 direct your attention to the second line being the year

25 '09/'10 and when we look to the projections for that

1 year, as presented in the 2010 general rate

2 application, we see that Manitoba Hydro was

3 anticipating 241 gigawatt hours in DSM savings from

4 incentive programs, correct?

5   MS. LOIS MORRISON: That is correct.

6   MR. BYRON WILLIAMS: And the actual

7 figure was about 212 gigawatt hours or some 29 gigawatt

8 hours less, agreed?

9   MS. LOIS MORRISON: Yes.

10   MR. BYRON WILLIAMS: Similarly, if we

11 go down to the 2010/'11 year, we'll see that Manitoba

12 Hydro was projecting a saving of 262 gigawatt hours,

13 correct?

14   MS. LOIS MORRISON: That is correct.

15   MR. BYRON WILLIAMS: The actual results

16 were somewhat lower at 216 gigawatt hours?

17   MS. LOIS MORRISON: Yes.

18   MR. BYRON WILLIAMS: And the difference

19 is in -- in a negative sense, amounts to 46 gigawatt

20 hours, agreed?

21   MS. LOIS MORRISON: Yes.

22   MR. BYRON WILLIAMS: And finally, we

23 look to line -- the 2011/'12 year where we see that the

24 projection at the 2010 GRA was 234 gigawatt hours, but

25 the most recent projection of Manitoba Hydro is 182

3022

1 gigawatt hours, correct?

2   MS. LOIS MORRISON: That is correct.

3   MR. BYRON WILLIAMS: And that's a

4 difference between those two (2) projections of

5 negative 52 gigawatt hours?

6   MS. LOIS MORRISON: Yes.

7   MR. BYRON WILLIAMS: Ms. Morrison, does

8 Manitoba Hydro have the actual results for the 2011/'12

9 year?

10

11   (BRIEF PAUSE)

12

13   MS. LOIS MORRISON: As mentioned

14 earlier, we have not yet finalized the -- the review

15 for the '11/'12 year. However, we do have interim

16 results that may be subject to change, but the change

17 would be somewhat -- would -- would not be great. We

18 wouldn't see a 50 percent decrease or anything. We've

19 -- interim results as of March 31st, 2012, would be 240

20 gigawatt hours.

21   MR. BYRON WILLIAMS: So it's -- Ms.

22 Morrison, in terms of this particular year, Manitoba

23 Hydro's fairly close to the actual projection?

24   MS. LOIS MORRISON: Yes.

25   MR. BYRON WILLIAMS: Now, flipping to -

1 - to page 2 of the CAC Exhibit 9, just one (1) small

2 point there.

3   Ms. Morrison, am I correct in suggesting

4 to you that if one was to compare the 2010 plan --

5 Power Smart plan with the 2011 Power Smart plan, that

6 the electric energy savings are expected to decrease by

7 8.9 percent from the 2010 plan?

8   MS. LOIS MORRISON: I haven't done the

9 math on that. Could you provide a reference?

10   MR. BYRON WILLIAMS: I'm actually --

11 sorry, Ms. Morrison. If you look to --

12   MS. LOIS MORRISON: Yes, sorry, I found

13 it.

14   MR. BYRON WILLIAMS: And so just

15 because my question was inelegantly asked or answered -

16 - I'm not sure which -- we're agreeing that the

17 projected electric energy savings in the 2011 plan are

18 expected to -- to decrease by 8.9 percent as compared

19 to the 2010 plan, correct?

20   MS. LOIS MORRISON: Yes.

21   MR. BYRON WILLIAMS: And, Ms. Morrison,

22 I'm going to just ask you to flip to page 4 of CAC

23 Exhibit 9. And I note My Friend, Mr. Peters, who

24 clearly as a -- a bigger photocopying budget than I

25 did, put in a more colourful -- more colourful version

3024

 1 of this.

 2   But hopefully you'll agree with me that

 3 this is a -- this is a graphical depiction of Manitoba

 4 Hydro's planned incremental DSM savings from 2011/'12

 5 to 2025/'26, agreed?

 6   MS. LOIS MORRISON: Yes.

 7   MR. BYRON WILLIAMS: And if we start

 8 towards the left-hand side of the -- of the graph,

 9 we'll see that in the 2011/'12 year, Hydro's planned

10 incremental DSM savings are well in excess of 80

11 gigawatt hours, agreed?

12   MS. LOIS MORRISON: Yes.

13   MR. BYRON WILLIAMS: Moving over

14 towards the right, to the 2019/2020 year, we can see by

15 that point in time that there is a -- planned

16 incremental DSM savings for that particular year are in

17 the range of only 60 gigawatt hours, correct?

18   MS. LOIS MORRISON: Yes.

19   MR. BYRON WILLIAMS: And we can see, as

20 we move towards the 2021/'22 year, that indeed the

21 planned incremental DSM savings are below 40 gigawatt

22 hours for that particular year?

23   MS. LOIS MORRISON: That is correct.

24   MR. BYRON WILLIAMS: Ms. Morrison,

25 turning to page 5 of CAC Exhibit 9, and directing you

1 to the second paragraph if you're looking for my

2 sources, can we agree in terms of the Lower Income

3 Energy Efficiency Plan or, as I will hereafter describe

4 it, LIEEP -- L-I-E-E-P -- in the 2009 Power Smart plan,

5 Manitoba Hydro was anticipating that participation

6 would average about eight hundred and eighty-three

7 (883) homes per year, agreed?

8   MS. LOIS MORRISON: Yes.

9   MR. BYRON WILLIAMS: And if one were to

10 turn to the 2011 power resource plan -- excuse me, the

11 Power Smart plan, I apologize -- Hydro is now pre --

12 projecting an average of five hundred and twenty-six

13 (526) homes per year, agreed?

14   MS. LOIS MORRISON: Yes.

15

16   (BRIEF PAUSE)

17

18   MR. BYRON WILLIAMS: Ms. Morrison, I'd

19 like to keep chatting with you about LIEEP, so if you

20 could pull up -- go to page 18, still in CAC-9. "Page

21 18" in the top right corner. And also have nearby page

22 315 from My Friend, Mr. Peters's, Volume III of his

23 materials.

24   Do you have those, Ms. Morrison?

25   MS. LOIS MORRISON: Yes, I do. Thank

1 you.

2   MR. BYRON WILLIAMS: Just, first of

3 all, in terms of clarifying what LIEEP currently does,

4 am I correct in suggesting to you that under this

5 program, first of all, income-qualifying customers can

6 be visited by an energy advisor who reviews the energy

7 efficiency of their home and, based on the results, can

8 recommend free insulation upgrades to attic, basement,

9 crawlspace, or wall cavity?

10

11   (BRIEF PAUSE)

12

13   MS. LOIS MORRISON: Yes, that's

14 correct.

15   MR. BYRON WILLIAMS: And I'm also

16 correct in suggesting to you that during that energy

17 efficiency review, the advisor can also provide free

18 basic energy-efficient items, such as low-flow shower

19 heads?

20   MS. LOIS MORRISON: Yes.

21   MR. BYRON WILLIAMS: And do they still

22 provide compact -- compact fluorescent lights?

23   MS. LOIS MORRISON: Yes, they do.

24   MR. BYRON WILLIAMS: So that's what

25 LIEEP does. Would I be correct in suggesting to you

3027

1 that it does not do windows and doors?

2

3   (BRIEF PAUSE)

4

5   MS. LOIS MORRISON: We don't cover

6 windows and doors, per se, but what we do do is leave a

7 tube of caulking and a caulking gun alon -- and explain

8 how to go about properly caulking your windows, and

9 then we also provide the plastic film to go over the

10 windows.

11   MR. BYRON WILLIAMS: Fair enough. And

12 -- and just for greater clarinty -- clarity for my

13 client's sake, if within a home the -- the windows are

14 not sufficiently thick or -- or there's drafty doors

15 does, am I correct in suggesting to you that LIEEP does

16 not cover those expenditures?

17   MS. LOIS MORRISON: No, LIEEP does not

18 cover those expenditures. Those -- the cost of

19 changing out a window generally isn't economic to

20 pursue based on the energy savings alone. It's

21 generally -- and -- and that's when -- the majority of

22 our positioning and our programming around windows and

23 doors is if you're making the choice to change out your

24 windows, go to that next level of energy efficiency,

25 because that's where it's economic and that's where it

3028

1 -- you'll get your -- your greatest return. But from a

2 window perspective it doesn't represent as much

3 opportunity for improving the energy efficiency of the

4 home or you don't get as muc -- as -- as good of a

5 return on your en -- energy investment.

6   MR. BYRON WILLIAMS: Okay. And I

7 certainly wasn't meaning to criticize, just -- just to

8 understand. Am I also correct in suggesting to you

9 that -- that LIEEP would not assist if one wanted, in

10 an all-electric home, to -- to purchase a new electric

11 furnace?

12   MS. LOIS MORRISON: No, we would not

13 assist with the purchase of a new electric furnace,

14 because there's no energy efficiency savings attached

15 to that.

16   MR. BYRON WILLIAMS: Now, directing

17 your attention to page 315, Volume III of Board

18 counsel's document, what we -- and you did cover a bit

19 of this with My Friend. I just want to make sure I

20 clean up his -- his questioning. I'm just teasing, Mr.

21 Peters.

22   But what we see here is a presentation

23 of Power Smart plan, economic cost-effectiveness ratios

24 and levelized costs, agreed?

25   MS. LOIS MORRISON: Yes.

3029

 1   MR. BYRON WILLIAMS: And when we go

 2 down to the depiction under residential of low-income

 3 energy efficiency programming we see two (2) stars or

 4 asterisks -- let's call them stars -- behind -- behind

 5 that line. And that's to denote the fact that the --

 6 the numbers presented on this line do not include

 7 expenditures associated with the Affordable Energy

 8 Fund, correct?

 9   MS. LOIS MORRISON: That is correct.

10   MR. BYRON WILLIAMS: But let's stick

11 with this line, first of all. So excluding expenses

12 associated with the Affordable Energy Fund, the results

13 from the RIM test are one point five (1.5) for the Low

14 Income Energy Efficiency Program, agreed?

15   MS. LOIS MORRISON: Yes, and that would

16 be consistent with what you're seeing under the Home

17 Insulation Program.

18   MR. BYRON WILLIAMS: And in terms of

19 the LUC, which we've agreed is not a test, the -- the

20 cents per kilowatt is one point one (1.1) cents,

21 excluding affordable energy expenditures, agreed?

22   MS. LOIS MORRISON: That is agreed.

23   MR. BYRON WILLIAMS: Now, if we go down

24 to the bot -- the notes section of the page, I am

25 correct in suggesting to you that, on a forward-looking

3030

1 basis, even including AEF or Affordable Energy --

2 Energy Fund ex -- expenditures, LIEEP's RIM -- R-I-M --

3 is still one point two (1.2)?

4   MS. LOIS MORRISON: For electrically

5 heated customers, yes.

6   MR. BYRON WILLIAMS: And again, on a

7 forward-looking basis, even including Affordable Energy

8 Fund expenditures, well, the -- the LUC for -- for

9 LIEEP is three point five (3.5) cents per kilowatt

10 hour, correct?

11   MS. LOIS MORRISON: Yes.

12   MR. BYRON WILLIAMS: And you'll recall

13 a bit of a discussion with My Friend, Mr. Peters, in

14 terms of the -- the historic R-I-M, or RIM, for -- for

15 -- for the LIEEP program being less than one (1).

16   Do you recall that from earlier this

17 morning?

18   MS. LOIS MORRISON: In terms of the

19 program activity to date.

20   MR. BYRON WILLIAMS: But you were --

21 and in that conversation though, you pointed out to him

22 that for the 2010/'11 year, the RIM was positive,

23 agreed?

24   MS. LOIS MORRISON: Yes.

25   MR. BYRON WILLIAMS: And what you're

3031

1 telling me now, is that on a forward-looking basis,

2 again, the numbers are looking fairly positive for

3 LIEEP, using RIM as the -- as the test?

4   MS. LOIS MORRISON: Yes.

5   MR. BYRON WILLIAMS: And that's quite

6 natural, you'll agree with me, understanding that there

7 would be some growing pains and -- and some -- and some

8 learning when you started out with this program back in

9 2007?

10   MS. LOIS MORRISON: Yes.

11   MR. BYRON WILLIAMS: So while the

12 historical results or current results are not yet at --

13 at positive looking forward, as measured by RIM,

14 there's a -- a relatively positive outlook?

15   MS. LOIS MORRISON: It looks favourable

16 economically, yes.

17   MR. BYRON WILLIAMS: Now, taking into

18 account for all electric all LIEEP expenditures,

19 including the Affordable Energy Funds, we've agreed

20 that the LUC is three point five (3.5) cents per

21 kilowatt hour?

22   MS. LOIS MORRISON: Yes.

23   MR. BYRON WILLIAMS: Ms. Morrison, have

24 you compared that for Manitoba Hydro's low-income

25 programming as compared to what your sister and brother

 1 utilities across North America may be spending per

 2 kilowatt hour, in terms of low-income programming?

 3   MS. LOIS MORRISON: No, we haven't

 4 compared it in terms of a per-kilowatt-hour basis.

 5 We've generally looked at other jurisdictions, in terms

 6 of what they're offering in their programming, as

 7 opposed to specifically what it's cost them on a per-

 8 kilowatt-hour basis.

 9   MR. BYRON WILLIAMS: So you would not

10 be in a position to either confirm or deny that the

11 expenditure of -- of other utilities, as Ma -- as

12 reflected in an a -- in LUC, in other jurisdictions

13 might be considerably higher?

14   You're not aware of that?

15   MS. LOIS MORRISON: No, I'm not aware

16 of that.

17   MR. BYRON WILLIAMS: So in examining

18 the LIEEP program as compared to other programs, you

19 focus more on the nature of the offerings as compared

20 to the intensity of the offerings?

21   MS. LOIS MORRISON: What we focussed on

22 was what they were being provided to the customer and

23 to what level we felt we could deliver in our market

24 and meet our Power Smart standards.

25   MR. BYRON WILLIAMS: So, in essence, in

3033

1 terms of the service offerings, you've done kind of

2 checklist: Have they got it? Have we got it? And

3 then in terms of the costing and kind of the management

4 of the program, you've really had a Manitoba-specific

5 kind of outlook?

6   MS. LOIS MORRISON: When we looked at

7 how we were going to deliver the program, we did look

8 at other jurisdictions to see what mechanisms might be

9 best available to reach that market. It's a very --

10 it's a difficult market to identify customers in and

11 have them self-select into the program. And so we've

12 had to take quite a bit of effort to identify customers

13 who might be eligible and to get them to agree to

14 participate.

15   MR. BYRON WILLIAMS: And I just want to

16 talk to you and -- and you used the language, I believe

17 yesterday, in terms of energy effic -- efficiency

18 programs, words -- you spoke of barriers to

19 participants.

20   Would those be the type of words you

21 might us?

22   MS. LOIS MORRISON: Yes, there are --

23 there are different barriers to participation for

24 members of the low-income group.

25   MR. BYRON WILLIAMS: And we -- we're

 1 going to speak in -- in generalities, comparing the

 2 low-income group to the general population. Would --

 3 would I be correct in suggesting to you that as

 4 compared to the general population low-income persons

 5 tend to have less discretionary income?

 6   MS. LOIS MORRISON: I would not

 7 disagree with that statement, in general.

 8   MR. BYRON WILLIAMS: And again, we talk

 9 at a high level. And all other things being equal,

10 would it be fair to say that with less discretionary

11 income low-income persons tend to have a more limited

12 ability to respond to pricing increases?

13

14   (BRIEF PAUSE)

15

16   MS. LOIS MORRISON: Similar to what Mr.

17 Wiens commented on earlier, if all things are held

18 equal, yes.

19   MR. BYRON WILLIAMS: Based on your

20 knowledge of the -- of the Manitoba marketplace, would

21 it be fair to say that, as compared to the general

22 population, low-income persons tend to occupy older

23 housing stock?

24

25   (BRIEF PAUSE)

3035

 1   MS. LOIS MORRISON: I would have to

 2 check, based on our assessment through the 2009

 3 residential energy use survey, but I do believe that we

 4 did find that there was a -- there was a slightly

 5 larger percentage of customers in older housing stock

 6 that would meet the LICO-125 cutoff.

 7   MR. BYRON WILLIAMS: And again based

 8 upon your -- your knowledge of the Manitoba low --

 9 marketplace, would it be fair to say that low-income

10 persons, as compared to the general population, would

11 also tend to be disproportionately represented inf --

12 inferior or poorer quality housing stock?

13

14   (BRIEF PAUSE)

15

16   MS. LOIS MORRISON: I would have to

17 check. And I'm assuming you are referring to the

18 poorer quality of housing stock related to the

19 efficiency of the home in terms of the insulation

20 levels, and not to other qualifications that would make

21 a house poorer housing stock.

22   MR. BYRON WILLIAMS: And your answer

23 was better than my question. That -- that's exactly

24 what I'm referring...

25   MS. LOIS MORRISON: I would have to

3036

 1 check our survey data. When we look at -- when we

 2 specifically looked at the low-income market, we looked

 3 at the percentage of homes that would meet the LICO-

 4 125, that reported that their homes required -- that

 5 had fair or poor insulation levels. And that's how we

 6 identified the target market for that customer group as

 7 to being where the opportunities to improve, and -- and

 8 those customers would most likely see the greatest

 9 benefit from our interaction with them and bringing the

10 program to them.

11   MR. BYRON WILLIAMS: And just -- you've

12 referenced a couple of times the -- the 2009

13 residential survey. Recognizing that Manitoba Hydro

14 would certainly start out attempting to have a

15 representative sample of the marketplace, would there

16 be any, in terms of the survey data, any particular

17 populations that are under represented? I can think of

18 one (1).

19   MS. LOIS MORRISON: Mr. Williams is

20 referring to a conversation we had previously, where we

21 indicated that in the 2009 residential energy survey we

22 extended the survey distribution to First Nation

23 communities or reserves. And in terms of our response

24 rate in those communities I would have to double check,

25 but traditionally whenever we do surveys we have a

 1 lower response rate in those communities.

 2   MR. RAYMOND LAFOND: Whenever we're

 3 talking of low-income homes, are we talking mostly

 4 owned homes by the low-income person, or rented?

 5   MR. BYRON WILLIAMS: Mr. Chair, or Ms.

 6 -- Board member Lafond, we're -- we're going to come to

 7 a table that discusses that, and -- and I'm -- I'll try

 8 and -- rather than give you -- give evidence, I will

 9 try and put those questions to Ms. Morrison in -- in

10 the form of questions and we'll -- we'll get the

11 evidence. And if that's satisfactory, we'll -- we'll

12 come there fairly -- fairly quickly.

13   MR. RAYMOND LAFOND: That's fine.

14

15 CONTINUED BY MR. BYRON WILLIAMS:

16   MR. BYRON WILLIAMS: And, Ms. Morrison,

17 just so I understand, to the extent that the low income

18 energy efficiency programming has been targeted, that

19 is -- is based upon ratepayers' self-identified

20 description of their -- their insulation? It -- it's

21 not based -- based upon home audits? I was -- you

22 spoke about...

23   MS. LOIS MORRISON: Yes, the survey

24 asks customers to describe their -- their insulation

25 levels in regards to general characteristics of fair,

3038

1 poor -- sorry, poor, fair, average, and such.

2   MR. BYRON WILLIAMS: And, of course,

3 Hydro has no way of -- of knowing if -- if the -- the

4 resident describing those insulation conditions was up

5 checking the attic, or their -- their competence to

6 assess the -- the quality of their insulation?

7   MS. LOIS MORRISON: No, we don't

8 specifically go out and then verify people's assessment

9 of the survey against what we would deem within their

10 home.

11   MR. BYRON WILLIAMS: We'll move off

12 this line in -- in just a couple seconds. But in terms

13 of low-income persons, as compared to the general

14 population, would it be fair to say that they tend to

15 face more barriers in -- in terms of their

16 participation in energy efficiency programming?

17

18   (BRIEF PAUSE)

19

20   MS. LOIS MORRISON: Could you perhaps

21 provide an example of what you mean?

22   MR. BYRON WILLIAMS: Well, isn't the

23 very purpose -- isn't the very existence of a low

24 income energy efficiency program recognition that

25 traditional programs by Manitoba Hydro were more

 1 difficult to excess -- to access for low-income

 2 persons?

 3   MS. LOIS MORRISON: As I mentioned in

 4 my testimony yesterday, we recognize that one (1) of

 5 the significant cat -- barriers to someone who is in a

 6 low-income household to participate in the Energy

 7 Efficiency Program is the fact that our existing

 8 programs require you to come up with the dollars

 9 upfront to pay for the insulation, or to pay for the

10 measure, and then we rebate you or credit your bill.

11   And we recognize that customers who are

12 in a low-income situation may be less able to come up

13 with that upfront capital. And, therefore, the low

14 income program was designed in such a way to help

15 customers participate and -- and remove that barrier.

16

17   (BRIEF PAUSE)

18

19   MR. BYRON WILLIAMS: We're just going

20 to turn to page 22 and -- and -- of the CAC Exhibit 9.

21 And would -- Mr. Lafond, that may assist in -- in the

22 question you were posing to me.

23   Ms. Morrison, you'll agree with me that

24 -- that what we have presented here is a table titled,

25 "LICO-125 Households in Manitoba - Manitoba Hydro

 1 Residential Energy Use Survey," agreed?

 2   MS. LOIS MORRISON: Yes.

 3   MR. BYRON WILLIAMS: And just in terms

 4 of what LICO is, am -- am I correct in suggesting to

 5 you that it is a comp -- a comparison of the -- of the

 6 population -- let me back up.

 7   Assuming, for example, that the average

 8 family of a certain size and within a particular

 9 community spent 43 percent on -- of their -- their

10 income on goods such as food, clothing, and shelter.

11 The LICO, what it essentially does, is identify those

12 who are -- who would require 20 percent more of their

13 income to -- to purchase a comparable basket of goods.

14   Is that your understanding?

15   MS. LOIS MORRISON: I'm not an expert

16 in how LICO has been determined. I do understand that

17 -- how we apply it is based upon the concept of the

18 number of pes -- persons per household versus the

19 income within certain sizes of communities designates

20 whether or not the customer or the household meets that

21 low-income cutoff, and therefore would be designated as

22 low income.

23   MR. BYRON WILLIAMS: So it's a

24 comparison of the -- the relative purchasing power of

25 persons, as compared to the average family of a

3041

1 particular size in a particular community? You don't

2 want to go there, that's -- that's fine.

3   In terms of the -- the -- the population

4 of LICO-125 households or low-income households in

5 Manitoba, going to the bottom right-hand side, can we -

6 - we agree that Hydro's estimate of -- of the total

7 population interim is one hundred and five (105) --

8 roughly, one hundred and five thousand (105,000)

9 households?

10   MS. LOIS MORRISON: This would be the

11 estimate of our customer base, and would not include

12 customers who do not receive a Manitoba Hydro bill.

13   MR. BYRON WILLIAMS: Thank you for

14 that. And staying on the -- the bottom line, "total by

15 ownership," of the Manitoba Hy -- Hydro customer base,

16 those households which are at LICO-125 or -- or lower,

17 Hydro estimates that seventy-nine -- there are seventy-

18 nine thousand (79,000) who own their dwelling. Agreed?

19   MS. LOIS MORRISON: Yes.

20   MR. BYRON WILLIAMS: And in terms of

21 moving up the column of own -- or moving from the

22 bottom -- top down, in terms of those who, Hydro

23 estimates at about sixty-seven thousand (67,000), own

24 single detached with smaller amounts own -- owning

25 multiple attached or apartment suites. Agreed?

3042

 1   MS. LOIS MORRISON: Agreed.

 2   MR. BYRON WILLIAMS: And in terms of

 3 the Hydro customer base -- the low-income Hydro

 4 customer base, in terms of re -- the population who

 5 rents, you estimate the total is about twenty --

 6 twenty-five (25) -- twenty-five (25) to twenty-six

 7 thousand (26,000). Agreed?

 8   MS. LOIS MORRISON: Agreed.

 9   MR. BYRON WILLIAMS: And in terms of

10 renters, by far the largest percentage of that are

11 those who live in apartment suites?

12   MS. LOIS MORRISON: Agreed.

13   MR. BYRON WILLIAMS: Mr. Lafond, I hope

14 that -- that assists.

15   Ms. Morrison, if we could go back to

16 page 18. In terms of the -- and directing your

17 attention to the first paragraph of that response, in

18 terms of the population of -- the low-income population

19 of the Hydro ratepayers, that Manitoba Hydro sees the

20 greatest opportunities in -- in terms of programming

21 through LIEEP, that focus is really on those who own

22 their homes, agreed?

23   MS. LOIS MORRISON: Agreed.

24   MR. BYRON WILLIAMS: And essentially,

25 we're talking a population of seventy-four thousand

3043

1 (74,000) households of which roughly 34 percent are

2 electrically heated?

3   MS. LOIS MORRISON: Agreed.

4   MR. BYRON WILLIAMS: And Ms. Morrison,

5 you can do the -- the math if you wish, but -- or you

6 could accept, subject to check, that if we took 34

7 percent of seventy-four thousand (74,000) households,

8 we'd get in the range of twenty-five thousand (25,000)

9 households, all electric households, who are the focus

10 of the Manitoba Hydro LIEEP all-electricity program?

11   MS. LOIS MORRISON: Correct.

12   MR. BYRON WILLIAMS: So, in terms of

13 LIEEP, Manitoba Hydro sees the greatest opportunity

14 with those all electric customers who own their homes.

15 Agreed?

16   MS. LOIS MORRISON: With the

17 qualification that -- if we go further into this

18 analysis, which I'm sure you're going to take us --

19 based on the level of insulation in their home, not all

20 low-income customers are living in homes that require

21 additional insulation.

22   MR. BYRON WILLIAMS: Fair enough. And

23 we will get into that in a variety of ways. But can we

24 also agree that the -- the low-income households in the

25 Hydro rate base who offer the least opportunities for -

3044

1 - in Manitoba Hydro's eyes are tenants?

2   And -- and to put it more directly, in

3 terms of LIEEP programming, you see the greatest

4 opportunity in terms of homeowners and you see fewer

5 opportunities in terms of tenants.

6   MS. LOIS MORRISON: The primary reason

7 for that is -- to qualify it, there are fewer tenants

8 in single attached houses compared to where the

9 opportunities are in the -- the homeowner -- the houses

10 that are owned. There's also few -- so -- so in terms

11 of the -- just the size of the market there's fewer

12 opportunities, but then when you look a the tenants --

13 the -- the larger portion of the tenants being in

14 apartments, there there's fewer opportunities inside

15 the apartment, because it's primarily tied to plug

16 loads. Where the cust -- if the customer is not paying

17 for their heat on their bill, then you're really

18 looking -- but they are being individually -- they have

19 individual suite metres, then really you're -- you're

20 tied to what they're plugging in -- in the unit to

21 where those opportunities might be.

22   So there's -- there's -- in terms of the

23 -- the size of the savings, the size of the savings are

24 much greater in the ones that are -- the single-

25 attached, multi-attached homes that are owned.

3045

 1   MR. BYRON WILLIAMS: We have agreed

 2 though that in terms of LIEEP programming, tenants are

 3 -- are not the high priority.

 4

 5   (BRIEF PAUSE)

 6

 7   MS. LOIS MORRISON: I would disagree

 8 with that. We have worked with Manitoba housing to

 9 insulate, I think it's fourteen hundred (1,400)

10 homes...

11   MR. BYRON WILLIAMS: Ms. Morrison,

12 we'll come to those numbers, if that'll help.

13   MS. LOIS MORRISON: Yeah. So those --

14 those would represent our -- the tenant market. So

15 it's not that they aren't a priority for us; it's just

16 that in terms of how we reach them, we reach them in

17 different ways.

18   MR. BYRON WILLIAMS: Now, in -- in

19 terms of -- let's go back to that figure of roughly

20 twenty-five thousand (25,000) all-electric, low-income

21 households within the Hydro -- population of Hydro

22 ratepayers.

23   Would I be correct in suggesting to you

24 that that would not include a lot of homes on First

25 Nations, in that many homes on reserve are owned by the

3046

1 Band as opposed to individuals?

2

3   (BRIEF PAUSE)

4

5   MS. LOIS MORRISON: We will have to

6 check how we qualified First Nation homes within the

7 survey itself.

8   MR. BYRON WILLIAMS: And -- and we'll

9 also get to -- in a couple moments, Ms. -- Ms.

10 Morrison, to Manitoba Hydro's estimates of First Nation

11 households, so I'll give you -- we'll have another

12 change to -- to chat about it.

13

14   (BRIEF PAUSE)

15

16   MR. BYRON WILLIAMS: Ms. Morrison,

17 directing your attention to page 19 of this same --

18 same CAC Exhibit 9, am I correct in suggesting to you

19 that between December 2007 and no -- and -- and the

20 writing of this Information Response in September of

21 2012, that the -- Manitoba Hydro insulated one thousand

22 one hundred and forty-five (1,145) electric --

23 electrically heated home?

24   MS. LOIS MORRISON: That is correct.

25   MR. BYRON WILLIAMS: So if we look at

3047

 1   the first four (4) or five (5) years of the program, it

 2   would be fair to say that you insulated, on average,

 3   less than three hundred (300) homes a year?

 4   MS. LOIS MORRISON: Electrically heated

 5   homes.

 6   MR. BYRON WILLIAMS: And if we look to

 7   the breakdown of those eleven hundred and forty-five

 8   (1,145) electrically heated homes, about a hundred and

 9   thirty-one (131) were customer owned, five hundred and

10   twenty-three (523) for rent -- were rental homes, and

11   about four hundred and ninety-one (491) were First

12   Nation homes, agreed?

13   MS. LOIS MORRISON: That is correct.

14   MR. BYRON WILLIAMS: So the -- the

15   rental homes would be primarily those Manitoba housing

16   populations of which you spoke?

17   MS. LOIS MORRISON: Yes. And some

18   social non-profit housing init -- groups.

19   MR. BYRON WILLIAMS: And in terms of

20   the population of owned all-elect -- electric home,

21   you've reached one (1) -- at the time of the writing of

22   this Information Response, one hundred and thirty-one

23   (131) out of a population of roughly twenty-five

24   thousand (25,000)?

25   MS. LOIS MORRISON: Out of a population

3048

1 of twenty-five thousand (25,000), yes; but out of a

2 target market that -- as to what we based on our -- our

3 projections being about eight (8) -- seventeen (17) to

4 eighteen hundred (1,800) houses. As I mentioned, our

5 focus was on -- was attempting to reach those customers

6 who had fair and poor insulation levels. And so to say

7 that the program has only reached a hundred and --

8 sorry, a hundred and thirty-one (131) of twenty-five

9 thousand (25,000) homes isn't really a -- appropriate

10 assessment of the performance of that program.

11   MR. BYRON WILLIAMS: We'll come --

12 we'll come back to that point. So you would prefer

13 that we assess you in terms of the seven (7) -- what --

14 what you -- the seventeen hundred and fifty (1,750)

15 homes that you've -- you've targeted?

16   MS. LOIS MORRISON: Yes, in terms of

17 what we've identified as being the potential within

18 that marketplace.

19   MR. BYRON WILLIAMS: And just for a

20 moment, assuming that that's the right comparison,

21 you've reached one hundred and thirty-one (131) out of

22 one thousand seven hundred and fifty (1,750). Agreed?

23   MS. LOIS MORRISON: Agreed, subject to

24 check, that I don't have my First Nation community

25 housing in the number.

3049

 1   MR. BYRON WILLIAMS: That was going to

 2 be my -- my next question, Ms. Morrison, because there

 3 is reference to a low income energy efficiency First

 4 Nation program, correct?

 5   MS. LOIS MORRISON: Yes.

 6   MR. BYRON WILLIAMS: And my question

 7 was: Are the one thousand one hundred and forty-five

 8 (1,145) -- or excuse me. With -- within the -- the

 9 population here you reference four hundred and ninety-

10 one (491) First Nation homes.

11   Do you see that?

12   MS. LOIS MORRISON: Yes.

13   MR. BYRON WILLIAMS: Is that the First

14 Nation LIEEP program? Are those members?

15   MS. LOIS MORRISON: Yes, that is on

16 reserve housing.

17   MR. BYRON WILLIAMS: And so, if we see

18 reference elsewhere in Hydro's documentation to

19 insulation related to the First Nation LIEEP program,

20 or Power Smart Program, that's -- those are the same

21 house as -- as the four hundred and ninety-one (491)

22 here?

23   MS. LOIS MORRISON: Yes.

24

25   (BRIEF PAUSE)

3050

1   MR. BYRON WILLIAMS: We've discussed

2 this previously, but you've agreed that in your 2009

3 Power Smart plan you're estimating that you would be

4 reaching eight hundred and eight -- eighty-three (883)

5 homes per year through LIEEP?

6   MS. LOIS MORRISON: That is correct.

7   MR. BYRON WILLIAMS: And now you're

8 targeting five hundred and twenty-six (526) homes per

9 year through LIEEP?

10   MS. LOIS MORRISON: That is correct.

11   MR. BYRON WILLIAMS: Roughly, that's a

12 difference of three hundred and fifty-seven (357) homes

13 per year, subject to check?

14   MS. LOIS MORRISON: Yes. And the --

15 the primary reason for that adjustment is because when

16 we first put together the program design, we were, I

17 guess you could say, overly optimistic as to how well

18 we'd be able to move into that marketplace and get

19 customer participation. Our revised targets are based

20 on what we're actually realizing through our

21 coordinated efforts working with a number of community

22 groups and social agencies trying to identify customers

23 to participate.

24   MR. BYRON WILLIAMS: So you've had a --

25 a roughly 40 percent drop in your expectations, in

3051

1 terms of annual -- annual homes to be insulated through

2 LIEEP?

3   MS. LOIS MORRISON: Based on actual

4 experience, yes.

5   MR. BYRON WILLIAMS: Drawing your

6 attention to page 20 of CAC Exhibit 9, you'll -- you'll

7 agree with me, Ms. Morrison, that we have a table

8 portraying forecasted spending on electric LIEEP for

9 the years 2011/'12 through 2013/'14, agreed?

10   MS. LOIS MORRISON: Yes.

11   MR. BYRON WILLIAMS: And on the first

12 line we see electric participation of -- for the

13 '11/'12 year of five hundred and thirty -- thirty-three

14 (533), correct?

15   MS. LOIS MORRISON: Yes.

16   MR. BYRON WILLIAMS: And that's the

17 number of homes that you're planning to insulate in

18 that particular year?

19   MS. LOIS MORRISON: Yes.

20   MR. BYRON WILLIAMS: And if you don't

21 have it available, you could provide it to me by way of

22 undertaking. But in -- in terms of those homes for the

23 2011/'12 year, do you have a breakdown in terms of

24 owned all-electric homes, versus First Nation homes,

25 versus rental homes?

3052

1   (BRIEF PAUSE)

2

3   MR. BYRON WILLIAMS: And -- and, Ms.

4 Morrison, if you're back there, I'd be interested in

5 your targets for the next two (2) years with that

6 similar breakdown.

7   MS. LOIS MORRISON: For our individual

8 approach, which would be the homeowners, we're

9 targeting a hundred and twenty (120) units per year.

10 Under our community approach, working with Manitoba

11 Housing and non-profits, we are projecting two hundred

12 and sixty-three (263) units for both the 2011, 2012,

13 and 2012/'13 years, increasing to two hundred and fifty

14 (250) in the year 2013 and '14. And for First Nation

15 communities, we are targeting a hundred and fifty (150)

16 homes for 2011/'12, a hundred and fifty (150) homes for

17 2012/'13, and a hundred and forty-three (143) homes in

18 2013/'14.

19

20   (BRIEF PAUSE)

21

22   MR. BYRON WILLIAMS: I -- I thank you

23 for that, Ms. -- Ms. Morrison. So in terms of the --

24 this particular programming, the -- the largest target

25 is that -- that rental market -- market, whether with

3053

 1 non-profits or Manitoba Housing, over the next three

 2 (3) years?

 3   MS. LOIS MORRISON: They would

 4 represent a larger proportion of the -- of the

 5 projected participation.

 6   MR. BYRON WILLIAMS: And the -- the

 7 second-highest percentage would -- in -- in terms of

 8 numbers, would be the First Nation homes, agreed?

 9   MS. LOIS MORRISON: Yes.

10   MR. BYRON WILLIAMS: And did you reach

11 your 2011/'12 target?

12

13   (BRIEF PAUSE)

14

15   MS. LOIS MORRISON: We sometimes find

16 this quite challenging, because it's a program that's

17 offered to both -- to all customers that are low income

18 regardless of their fuel source. So we can say that

19 for the 2011/'12 year we met our overall target. We

20 need to confirm if we met it for electric.

21   MR. BYRON WILLIAMS: Just flipping back

22 to page 19 for a second, on the third line you see a

23 reference to energy efficiency measures being installed

24 in twelve hundred and twenty-one (1,221) elec --

25 electrically heated homes.

3054

1   Do you see that?

2   MS. LOIS MORRISON: Yes.

3   MR. BYRON WILLIAMS: Just for my

4 client's understanding, is that twelve hundred and

5 twenty-one (1,221) electrically heated homes over and

6 above the eleven hundred and forty-five (1,145)

7 electrically heated homes, or are they -- or is the

8 eleven hundred and forty-five (1,145) captured within

9 the twelve twenty-one (1,221)?

10   MS. LOIS MORRISON: No, it's in

11 addition to.

12

13   (BRIEF PAUSE)

14

15   MS. LOIS MORRISON: Sorry, I need to

16 correct the record; I've been told that's not true.

17 The twelve twenty-one (1,221) electrically heated homes

18 would include the eleven forty-five (1,145), but it

19 would include additional homes that didn't have

20 insulation done but did receive the basic package of

21 energy efficiency improvements.

22   MR. BYRON WILLIAMS: So, that's an

23 extra seventy-six (76) homes or so?

24   MS. LOIS MORRISON: Yes.

25

3055

1   (BRIEF PAUSE)

2

3   MR. BYRON WILLIAMS: Ms. Morrison,

4 you've -- you've referenced some challenges in -- in

5 meeting this particular population, agreed?

6   MS. LOIS MORRISON: Yes.

7   MR. BYRON WILLIAMS: And you're

8 familiar with the concept of independent program

9 process evaluation?

10   MS. LOIS MORRISON: I take it by that

11 you mean an external party providing the evaluation?

12   MR. BYRON WILLIAMS: Yes, but when I

13 use the word "process evaluation", I'm -- I'm --

14   MS. LOIS MORRISON: Yes.

15   MR. BYRON WILLIAMS: -- speaking of an

16 evaluation not of your numbers, but of how you run the

17 program, its strengths, its weaknesses.

18   You're familiar with that?

19   MS. LOIS MORRISON: Yes, I'm familiar

20 with process evaluation.

21   MR. BYRON WILLIAMS: And -- and has an

22 independent process evaluation of the LIEEP program

23 been undertaken?

24   MS. LOIS MORRISON: We have not

25 formally requested an external party to -- or an

3056

 1 internal party to do a formal process evaluation. We

 2 regularly look at how our programs are running and, if

 3 we're not meeting target, ways to adjust it and to

 4 better reach those targets. We -- it's part of our

 5 internal, everyday operations as to, you know, how do

 6 we better reach our customers and how do we make sure

 7 we are achieving the targets as outset.

 8   We did have -- when Mr. Dunsky came to

 9 Manitoba Hydro and did the review of Manitoba Hydro's

10 DSM programs, the low-income program is one of the ones

11 he did look at and make suggestions related to.

12   The other -- the other thing I would

13 refer to is that through a number of the consultations

14 that we've done with external parties during the

15 development and the ongoing running of this program,

16 we've received quite a bit of feedback from outside

17 parties as to how to better reach these tes -- targeted

18 customer groups.

19   MR. BYRON WILLIAMS: Understood. And -

20 - and I'm -- I probably just lost your answer in the

21 more complete one that you -- you chose to give me.

22   But just so I'm clear, there's been no

23 independent process evaluation, in terms of the LIEEP

24 program and looking at its strengths and -- and

25 weaknesses?

3057

 1   MS. LOIS MORRISON: Not in terms to

 2 what you would probably be referring to as a formal

 3 process evaluation, with a report saying, This is what

 4 we did.

 5   MR. BYRON WILLIAMS: And we're on

 6 common ground; you know I'm -- I'm speaking of

 7 independent third-party process evaluation, agreed?

 8   MS. LOIS MORRISON: Agreed.

 9   MR. BYRON WILLIAMS: Now, it seems so

10 long ago, but you -- you had a discussion both with the

11 -- the Chair and Board member Lafond yesterday about

12 doorknocking.

13   And -- and do you recall a discussion

14 about attempting to go door to door with regard to the

15 low-income energy efficiency programming or doing some

16 efforts at doorknocking?

17   MS. LOIS MORRISON: Yes, we have

18 undertaken some -- some initiatives where we are going

19 door to door.

20   MR. BYRON WILLIAMS: And are any of

21 those initiatives focussed on all-electric households,

22 whether in rural Manitoba or upon First Nations?

23   MS. LOIS MORRISON: No. Sorry, I need

24 to qualify. The one (1) for First Nations, we have a

25 completely different approaching, working with the

3058

1 First Nation communities. We work with the Mani --

2 with the -- with the band housing representative who

3 identifies houses for us to work with. And so in that

4 case we aren't going door to door, but we are working

5 directly with the individual bands and their housing

6 coordinators to identify which houses really need to

7 have the -- the insulation upgraded and the additional

8 energy efficiency measures installed.

9   So they will identify for us, in ten

10 (10) to fifteen (15) increment, houses -- they'll --

11 they'll identify ten (10) to fifteen (15) houses.

12 We'll send in our energy sur -- our First Nation energy

13 advisor. He'll go and he'll look at the -- the houses,

14 see if they qualify, meaning the insulation level needs

15 to be brought to -- you know, could be brought be

16 brought up to R50, has less than -- R30 existing now in

17 the attic. Those types of qualifiers.

18   And then we will work with the -- with

19 the First Nation to ensure that the materials are in

20 place, that they have labour in place to do so, quali -

21 - trained labour to do -- to do the upgrades. So in

22 terms of the doorknocking approach, in the First Nation

23 community I guess you could say we're -- we're one (1)

24 better. We're working directly with -- with the people

25 responsible for the housing to make sure those houses

3059

1 that need to have the in -- the upgrades done, done.

2   MR. BYRON WILLIAMS: Okay. And we'll

3 come to those numbers in -- in just a second. In terms

4 of -- so I have your answer on First Nations and -- and

5 just so I'm clear, in terms of rural all-electric

6 communities, that would not be where the -- the

7 doorknocking for LIEEP, for example, is -- is taking

8 place?

9   MS. LOIS MORRISON: Not to date. We

10 are working with neighbourhood renewal corporations and

11 such to try and increase our participation in the

12 program. And generally, it's through those

13 partnerships that we're identifying people to go door

14 to door. Those partnerships to date have been in

15 natural-gas-available areas, such as Winnipeg and

16 Brandon.

17   MR. BYRON WILLIAMS: And in your

18 discussion with the Chair and Board member Lafond

19 yesterday, I believe you also referred to door-to-door

20 efforts relating to the Water & Energy Savers packages.

21

22   Do you recall that?

23   MS. LOIS MORRISON: Yes.

24   MR. BYRON WILLIAMS: And am I correct

25 in suggesting to you that your evidence was that some

1 of these efforts were in rural communities?

2   MS. LOIS MORRISON: To date, they have

3 been in rural communities, more so close to the capital

4 region. So they are in the areas -- not Northern

5 Manitoba, but in areas around the City of Winnipeg. So

6 basically, if you were to -- to look at it, they're --

7 they're expanding outwards from Winnipeg --

8   MR. BYRON WILLIAMS: And I --

9   MS. LOIS MORRISON: -- but with a focus

10 on areas that have a higher proportion of electric

11 water heating.

12   MR. BYRON WILLIAMS: And I believe in

13 the -- that conversation you also referenced metrics

14 associated with your evaluation of -- of the success of

15 the doorknocking campaigns? Not ringing a bell?

16   MS. LOIS MORRISON: Yes. Which ones

17 would you be referring to in specific?

18   MR. BYRON WILLIAMS: Well, certainly my

19 client would be interested, by way of undertaking, if -

20 - if you could identify the -- the community visited --

21 the rural community visited, the number of doors

22 visited, and the results of those efforts?

23   MS. LOIS MORRISON: We -- I don't know

24 how quickly we'd be able to get the specifics for each

25 community. I can tell you that overall we're achieving

3061

1 about 19 percent of doors knocked to installations.

2   MR. BYRON WILLIAMS: And that -- that's

3 fine. And that's kind of the aggregation of the rural

4 and urban efforts?

5   MS. LOIS MORRISON: Yes.

6   MR. BYRON WILLIAMS: And that 19

7 percent success rate, is that limited to Water & Energy

8 Savings packages, or does it also extend to the -- the

9 LIEEP program?

10   MS. LOIS MORRISON: The 19 percent

11 represents only the Water & Energy Saver Program. It

12 does not represent the -- the results of the -- the

13 door-to-door of the low-income efforts.

14   MR. BYRON WILLIAMS: And what would

15 those results be, in terms of the door-to-door and the

16 low-income efforts?

17   MS. LOIS MORRISON: I can speak to the

18 ones that have most recently been undertaken, where we

19 haven't seen a lot of success, in terms of the door to

20 door. So we've recently, with the launch of the

21 neighbourhood PAYS approach, we've approached -- I

22 think we've approached about seventy (70) houses. And

23 we received -- as a result of that uptake, we've had

24 interest expressed by about five (5) to six (6)

25 households.

3062

1   MR. BYRON WILLIAMS: Now, directing

2 your attention to page 21 of CAC-9. In this response,

3 Ms. Morrison, you were asked to discuss the target --

4 targeted market pen -- penetration for various programs

5 reviewed in the Power Smart Program, agreed?

6   MS. LOIS MORRISON: Agreed.

7   MR. BYRON WILLIAMS: And towards the

8 bottom of this page, we can -- we can see reference to

9 the -- the LIEEP program. And am I correct in

10 suggesting to you that Hydro anticipates market

11 penetration among electrically heated homes to be

12 approximately 10 percent by the end of March 2017?

13   MS. LOIS MORRISON: That is correct.

14   MR. BYRON WILLIAMS: And in terms of

15 that target total population, you're looking at

16 achieving thirty-three hundred (3,300) homes insulated

17 by March 2017?

18   MS. LOIS MORRISON: That is correct.

19   MR. BYRON WILLIAMS: And you est -- you

20 estimate the potential market size to be thirty-one

21 thousand, five hundred (31,500) lower-income dwellings,

22 correct?

23   MS. LOIS MORRISON: Yes, that would

24 represent, as we mentioned before, the -- the

25 percentage of -- and I see now that it -- the previous

3063

1 number did not include my First Nation customers. It

2 would represent the -- the overall number of

3 electrically heated customers in -- that meet the LICO-

4 125 that would be in Manitoba. But it would not

5 represent the further definition of our target, where

6 we look at the 7 percent being at a certain insulation

7 level.

8   MR. BYRON WILLIAMS: And so if we look

9 at that thirty-one thousand, five hundred (31,500)

10 population in -- in the lower-income range for those

11 households and we assume that -- or -- and -- and I

12 remind you that we calculated the non-First Nation

13 numbers to be in the range of twenty-five thousand

14 (25,000), agreed?

15   MS. LOIS MORRISON: Agreed.

16   MR. BYRON WILLIAMS: So it's Hydro's

17 estimate that there are six thousand, five hundred

18 (6,500) First Nation households at the LICO times one

19 twenty-five (125)?

20

21   (BRIEF PAUSE)

22

23   MS. LOIS MORRISON: So the math isn't

24 simple. So the thirty-one (31) -- the thirty-one

25 thousand, five hundred (31,500) homes represents the

3064

1 twenty-five thousand (25,000) homes roughly that we

2 talked about earlier that are semi -- single and semi-

3 detached homes. It also represents a projection of

4 what we can work with, in terms of single and semi-

5 detached rented homes.

6   And because we were unsure of the exact

7 number of First Nations homes who would qual -- like,

8 be qualifying for this program, we put in our target,

9 and our target was bas -- was three thousand (3,000)

10 homes in the First Nation communities, to come up with

11 the thirty-one thousand, five hundred (31,500).

12

13   (BRIEF PAUSE)

14

15   MS. LOIS MORRISON: And the three

16 thousand (3,000) homes that we are identifying in here

17 was actually 20 percent of the homes in the First

18 Nation communities. So we were -- we were targeting 20

19 perc -- our target market was assumed to be 20 percent

20 of First Nation homes requiring insulation. So, I

21 apologize, there is a bit of a mixture of what's been

22 included in this number, and perhaps we should

23 undertake to correct this for you.

24   MR. BYRON WILLIAMS: Yes, that would be

25 -- that would be helpful. And let -- but let's play

1 with this number --

2   MS. LOIS MORRISON: Okay.

3   MR. BYRON WILLIAMS: -- a little bit,

4 first of all. And then we'll -- we'll come back to the

5 -- the First -- First Nations.

6   But just to make sure that I understand,

7 of the population of thirty-one thousand (31,000),

8 twenty-five thousand (25,000) is related to Hydro

9 ratepayers who own all-electric homes?

10   MS. LOIS MORRISON: Correct.

11   MR. BYRON WILLIAMS: Another three

12 thousand (3,000) is related to rental properties. And

13 is that the target for rental properties or is that

14 the...

15   MS. LOIS MORRISON: That would be all-

16 electric single detached/semi-detached rental homes.

17   MR. BYRON WILLIAMS: So that's Hydro's

18 estimate of that entire population as compared to the

19 population which it estimates requires insulation

20 upgrades?

21   MS. LOIS MORRISON: Yes, that would be

22 the popul -- that would be the population. Then we

23 would say, if we were to look at what we think would be

24 -- we would then adjust that to reflect what we think

25 the insulation values would be.

3066

1   MR. BYRON WILLIAMS: And then when we

2 come to the First Nation numbers, the figure of three

3 thousand (3,000) is not -- it is the actual target of

4 three thousand (3,000) households?

5   MS. LOIS MORRISON: Yes.

6   MR. BYRON WILLIAMS: Now, that's based

7 upon an estimate that there are only fifteen thousand

8 (15,000) -- let me back up.

9   That's based upon an estimate that there

10 are fifteen thousand (15,000) LICO households on -- on

11 reserve?

12   MS. LOIS MORRISON: Yes.

13   MR. BYRON WILLIAMS: And can you

14 provide your source for that estimate?

15

16   (BRIEF PAUSE)

17

18   MS. LOIS MORRISON: So the fourteen

19 thousand (14,000) units comes from our -- our customer

20 information billing system, which identifies housing on

21 reserve. And we are assuming maybe -- so we are maybe

22 over-assuming that all houses meet the LICO-125 in

23 those communities. And so, as I mentioned, the number

24 comes from our banner billing system, identifying the

25 number of homes on reserves, along with data from AANDC

3067

 1 provided to qualify that.

 2   MR. BYRON WILLIAMS: So just -- and you

 3 can -- we'll -- we'll get the undertaking from -- for -

 4 - in a -- in a second, or maybe we don't need to.

 5   But roughly, the -- the overall

 6 population, if you were to do an apples to apples, you

 7 would be looking at twenty five thousand (25,000), in

 8 terms of single homeowners; three thousand (3,000), in

 9 terms of the rental market; and then roughly another

10 fourteen thousand (14,000), in terms of First Nations

11 estimated to -- to be at LICO?

12   MS. LOIS MORRISON: Yes, LICO-125.

13   MR. BYRON WILLIAMS: And then with the

14 population of the all-electric homeowners of twenty-

15 five thousand (25,000) and the renters of three

16 thousand (3,000), whether my clients agree with the

17 figure or not, you would multiply that by point seven

18 (.7) -- point zero-seven (.07) and get around two

19 thousand (2,000) homes -- nin -- one thousand, nine

20 hundred and sixty (1,960)?

21   MS. LOIS MORRISON: Yes.

22   MR. BYRON WILLIAMS: And to that, you

23 would add three thousand (3,000), your -- which is your

24 estimate of houses on reserve requiring additional

25 insulation?

3068

1   MS. LOIS MORRISON: Yes.   The three

2 thousand (3,000) units in the -- on reserve are based

3 on an estimate of houses that were built prior to 1980.

4   MR. BYRON WILLIAMS: And we'll see how

5 those figures compare with what's going on in the

6 diesel communities in -- in just a second.   But in

7 essence, you're targeting about five thousand (5,000)

8 households?

9   MS. LOIS MORRISON: Yes.

10   MR. BYRON WILLIAMS: And by 2017, after

11 nine (9) or ten (10) years of the program, you're

12 hoping to have reached thirty-three hundred (3,300) of

13 them?

14   MS. LOIS MORRISON: That is correct.

15   MR. BYRON WILLIAMS: Ms. Morrison, I'm

16 not going to ask for an undertaking to -- well, to redo

17 those numbers unless you -- you double-check them and

18 you -- and you think my math on the fly is egregiously

19 off.

20   MS. LOIS MORRISON: That sounds fine.

21

22   (BRIEF PAUSE)

23

24   MR. BYRON WILLIAMS: In developing its

25 estimate of households on First Nations requiring

3069

1 insulation upgrades of roughly twent -- 20 percent, or

2 three thousand (3,000) households, did Manitoba Hydro

3 consult with or have reference to the housing

4 conditions assessment of Aboriginal Affairs and

5 Northern Development Canada?

6   MS. LOIS MORRISON: Not that we're

7 aware of.

8   MR. BYRON WILLIAMS: So you didn't

9 double-check your estimate against their assessment of

10 homes where major renovations were required, minor

11 renovations were required, replacements were required?

12

13   (BRIEF PAUSE)

14

15   MS. LOIS MORRISON: Mr. Williams, no,

16 we did not use that document. However, as I

17 understand, that document is related to renovations in

18 general and not simply to the condition of the energy -

19 - say, the -- the thermal barrier of the house or the

20 level of insulation that might be required.

21   An example might be where a house now

22 may have been built in or constructed in 1990 and have

23 what we would deem to be reasonable insulation levels,

24 but may require repair to the -- to -- to an exterior

25 door or such.

3070

 1   MR. BYRON WILLIAMS: Okay. Fair

 2   enough. So you're working off an estimate of -- of 20

 3   percent. Can we turn to page 26 of CAC Exhibit 9?

 4   And, Ms. Morrison, you'll agree with me

 5   that this is a response to Information Request

 6   CAC/Hydro Diesel 1-17A?

 7

 8   (BRIEF PAUSE)

 9

10   MS. LOIS MORRISON: I recognize that it

11   is one (1), yes.

12   MR. BYRON WILLIAMS: And for those like

13   Mr. Rainkie, who have memorized the file, that -- we

14   can find that in Appendices 22. I'm not asking you to

15   confirm that.

16   MS. LOIS MORRISON: I appreciate that.

17   MR. BYRON WILLIAMS: In terms of

18   Manitoba Hydro's target market in the diesel

19   communities -- sorry, let's go back to page 26, and

20   you'll see a table titled, on the bottom half of that

21   page, "Diesel Target Market."

22   Do you have that?

23   MS. LOIS MORRISON: Yes.

24   MR. BYRON WILLIAMS: So you see that --

25   the target market, in -- in terms of the total number

3071

1 of homes within those communities, is four hundred and

2 seventy (470), agreed?

3   MS. LOIS MORRISON: Agreed.

4   MR. BYRON WILLIAMS: And Hydro's

5 original estimate of homes requiring insulation was one

6 hundred and ninety-two (192)?

7   MS. LOIS MORRISON: By this IR, yes.

8

9   (BRIEF PAUSE)

10

11   MR. BYRON WILLIAMS: Roughly 40

12 percent?

13   MS. LOIS MORRISON: Yes.

14   MR. BYRON WILLIAMS: And can you advise

15 me how that original estimate was developed? Was it

16 again through that contact with the -- the band

17 officials?

18

19   (BRIEF PAUSE)

20

21   MS. LOIS MORRISON: So when we're

22 working with a First Nation community, we will go in

23 with an estimate of what we think, ballpark, what the

24 housing stock will require. And then once our First

25 Nation rep -- advisor works with the band housing

1 coordinator, we may identify and adjust those targets.

2   So in this case here, because of the

3 unique requirements of the diesel communities, we spent

4 quite a bit more time in those communities, identifying

5 what opportunities there might be. And so our numbers

6 have been adjusted to reflect that. And that, I guess,

7 would represent more of that door-to-door assessment.

8   MR. BYRON WILLIAMS: Would that

9 original estimate have been, going in, 20 percent?

10   MS. LOIS MORRISON: I don't know, to be

11 honest, Mr. Williams. We would have -- we might have

12 used twenty (20); but given that this pre -- was

13 probably prepared quite early on in the program, we

14 might not have had a specific number identified.

15   MR. BYRON WILLIAMS: Fair enough. And

16 -- and what you're telling me is that, given the

17 situation of the diesel communities, there was a

18 particularly intense effort, more akin to the door-to-

19 door discussion that we had -- in terms of develop --

20 identifying the houses in need?

21   MS. LOIS MORRISON: But we would also

22 be doing that with all the First Nation communities as

23 we go forward. We would be adjusting our targets as we

24 get better information from the housing coordinator.

25   THE CHAIRPERSON: Ms. Morrison,

3073

1 "eligible", in this context means what?

2

3 CONTINUED BY MR. BYRON WILLIAMS:

4   MR. BYRON WILLIAMS: Mr. Chair, you

5 beat me to the punch. That was my next question.

6   MS. LOIS MORRISON: I just wanted to --

7 to confirm, it's based on the insulation requirement

8 that the -- that there's basically in -- there's an

9 opportunity to insulate the home in those communities,

10 meaning that there's less than R30 in the attic. That

11 house then becomes qualified for the First Nation

12 program.

13   MR. BYRON WILLIAMS: So the -- just to

14 expand on the Chair's question, the -- the two (2)

15 qualifications would be LICO-125 plus the assessment of

16 insulation?

17   MS. LOIS MORRISON: I believe I -- we -

18 - we assume that all the housing meets the LICO-125.

19   MR. BYRON WILLIAMS: And in -- and

20 these communities, Hydro is in -- I don't mean this in

21 a pejorative way -- indifferent to who pays the bill,

22 whether it's the band or the individual?

23   And just to be more precise, what I'm

24 trying to get at, Ms. Morrison, is to be eligible in --

25 in the diesel communities, did one have to be

 1 personally paying one's bill, or -- or did it -- it

 2 didn't matter?

 3   MS. LOIS MORRISON: It's a little more

 4 difficult to discern that in the First Nation

 5 communities because of the way income assistance is

 6 applied to the bill itself. If there's one (1) person

 7 working in the household, then income assistance only

 8 covers a portion of the bill. So, really, for us to

 9 implement a program that took that into account would

10 be administratively burdensome.

11   MR. BYRON WILLIAMS: And I wasn't

12 meaning to be critical. I was just trying to

13 understand how the program works. If -- if we go to

14 page 24, you'll agree with me that we see a part of a

15 response of Manitoba Hydro to PUB First Round

16 Information Request 1-150(a)?

17   MS. LOIS MORRISON: Yes.

18   MR. BYRON WILLIAMS: And if -- if we

19 look at this update to the First Nations Power Smart

20 Program for the diesel communities, you'll agree with

21 me that, to date -- or at least at the time of the

22 writing of this response, one hundred and sixteen (116)

23 -- one-one-six (116) -- for the record, homes had been

24 completed, with Hydro estimating that a further eighty-

25 five (85) homes might be eligible for upgrades?

3075

 1   MS. LOIS MORRISON: Yes.

 2   MR. BYRON WILLIAMS: And I'm not sure

 3 how good my math has been today, but it's been not bad.

 4 So if we -- if we add the one sixteen (116) and the

 5 eighty-five (85), we get about two hundred and one

 6 (201), or a bit more than the previous response?

 7   MS. LOIS MORRISON: That is correct.

 8

 9   (BRIEF PAUSE)

10

11   MR. BYRON WILLIAMS: Going back to the

12 First Nations Power Smart Program, leaving the diesel

13 communities and -- and moving to the other communities

14 would it be fair to say that there is a significant

15 degree of uncertainty associated with the estimate that

16 only one (1) in five (5) homes on reserve would require

17 these upgrades?

18

19   (BRIEF PAUSE)

20

21   MS. LOIS MORRISON: Mr. Williams, in

22 terms of the 20 percent target, we are not at this

23 point feeling uncomfortable with it, given that the

24 cutoff is really houses that are built prior to 1980.

25 And if you're looking across the province, we've seen

 1 quite a bit of construction in a number of the new --

 2 in a number of the First Nation communities, and we're

 3 very happy that a lot of the homes that have been built

 4 in -- the newer homes that have been built, have been

 5 built to Power Smart standards, or have been built to

 6 that higher standard of home.

 7   So you're right, the 20 percent might

 8 change. Will it change from -- to see what we saw in

 9 the diesel communities as 40 percent? I would -- I

10 would not see that, given that what we've seen in a

11 number of the communities to date,

12   You have to recognize that the diesel

13 communities have a unique circumstance, in that getting

14 material up there and constructing homes is a little

15 more difficult than, say, some of the communities we

16 would have in the southern part of the province who

17 have easier access to materials. And so they are -- I

18 -- I -- given what we have been seeing to date in some

19 of the other communities, I'm not about to say that

20 it's a -- a double of the target, but at this point in

21 time we're comfortable with the target generally across

22 the province being 20 percent. But we will adjust it

23 as we get better experience.

24   And in -- in our case, the target itself

25 is less of the -- is less driving our activity, as the

3077

1 speed at which we work with the communities. As the

2 communities come on board and as the communities work

3 with us to -- to bring in the measures, that's as fast

4 as we can get these installations in place.

5   MR. BYRON WILLIAMS: Now, I'll ask you

6 to turn to page 27 of CAC Exhibit 9. And you'll --

7 you'll see on this Information Response, I'll suggest

8 to you, Ms. Morrison, a discussion of the efforts being

9 undertaken in terms of delivering LIEEP on First Nation

10 communities. Agreed?

11   MS. LOIS MORRISON: Agreed.

12

13   (BRIEF PAUSE)

14

15   MR. BYRON WILLIAMS: And -- and just

16 when we -- we -- the table halfway down the page, the

17 first table, is an assessment of the completed homes

18 that have been insulated and otherwise power-smarted,

19 as of August 24th, 2012. Agreed?

20   MS. LOIS MORRISON: Agreed.

21   MR. BYRON WILLIAMS: And -- and that's

22 five hundred and ninety-seven (597), correct?

23   MS. LOIS MORRISON: Correct.

24   MR. BYRON WILLIAMS: And then the --

25 the second table is portrayed as the target number of

1 completed homes in each fiscal year from 2012/'13 to

2 2016/'17, correct?

3   MS. LOIS MORRISON: Yes.

4   MR. BYRON WILLIAMS: Now, just if I was

5 trying to estimate the -- the number of these homes

6 that Manitoba Hydro was targeting upon having insulated

7 by 2016/'17 -- I'll tell you what I did, Ms. Morrison,

8 and you can tell me if you disagree with me. I took

9 the actuals for the -- the first three (3) fiscal years

10 of '09/'10 through '11/'12. I didn't take the actuals

11 for 2012/'13, but instead used your higher estimate for

12 2012/'13 and -- and for the years subsequent to

13 2016/'17, and came up with a total of one thousand

14 three hundred and forty-eight (1,348).

15   And I was wondering if you'd accept

16 that, subject to check?

17   MS. LOIS MORRISON: Just so I

18 understand what you've done; you've taken the twenty-

19 nine (29), the one thirty-three (133), the two forty-

20 four (244), plus our target for 2012/'13, and then

21 added to it the periods of '13/'14, which is the two-o-

22 seven (207), one eighty-seven (187), one sixty-eight

23 (168), one fifty-one (151)?

24   MR. BYRON WILLIAMS: All, with the

25 exception that for 2014/'15, I -- I did one eighty-six

 1 (186) instead of one eighty-seven (187).

 2   MS. LOIS MORRISON: 2014 --

 3   MR. BYRON WILLIAMS: You just misspoke,

 4 Ms. --

 5   MS. LOIS MORRISON: Oh, sorry. Subject

 6 to check on the math, I'll accept your number.

 7   MR. BYRON WILLIAMS: And so that would

 8 be roughly 45 percent of the three thousand (3,000) --

 9 three thousand (3,000) home currently targeted by

10 Manitoba Hydro? Subject to check.

11   MS. LOIS MORRISON: Subject to check.

12   MR. BYRON WILLIAMS: Now, based on --

13 on one (1) of your prior responses, Ms. Morrison, I --

14 I was just trying to reconcile the -- the two (2)

15 responses. I believe earlier you had indicated to me

16 that for the First Nation targets for the LIEEP Power

17 Smart, you were looking at one fifty (150) for '11/'12;

18 one fifty (150) for '12/'13; and one forty-three (143)

19 for '13/'14.

20   Did I have your earlier results correct?

21

22   (BRIEF PAUSE)

23

24   MS. LOIS MORRISON: Well, I'm happy to

25 report that these are our updated numbers. The two

1 thou -- the one fifty (150) that we -- that I

2 identified earlier, reflected in the previous testimony

3 is what is ref -- what is reflected in our 2011 plan,

4 and the numbers presented here are what will be filed

5 or what we -- we are hoping to file in what will be the

6 updated plan not yet filed.

7   MR. BYRON WILLIAMS: So if -- if we're

8 -- in terms of the actuals -- are targeted for the

9 '11/'12, '12/'13, and '13/'14 year, we should rely upon

10 the response to PUB 1-110 rather than the -- the answer

11 that you -- you gave me a little while ago?

12   MS. LOIS MORRISON: The previous one

13 (1), yes.

14   MR. BYRON WILLIAMS: Yeah.

15   MS. LOIS MORRISON: It would -- it

16 would reflect the more up-to-date numbers.

17   MR. BYRON WILLIAMS: Ms. Morrison, of

18 that total completed to date of five hundred and

19 ninety-seven (597), I'm correct in suggesting to you

20 that of that -- of that total there's about a hundred

21 and sixteen (116) which are the diesel communities?

22

23   (BRIEF PAUSE)

24

25   MS. LOIS MORRISON: For the most part,

3081

1 yes. However, the one sixteen (116) was as of

2 recently, and the five ninety-seven (597) is as of

3 August, so there would be a couple of houses off.

4   MR. BYRON WILLIAMS: So leaving aside

5 the diesel communities, there's roughly four hundred

6 and eighty (480) non-diesel community First Nation

7 homes that have been upgraded to date?

8   MS. LOIS MORRISON: Yes.

9   MR. BYRON WILLIAMS: Okay. Well, I --

10 I hope you found that as rivetting as -- as I did, Ms.

11 Morrison. Sadly, I blame myself for those questions.

12 I -- in a few moments I have some more like that from

13 my client, so we'll blame her for those ones. But,

14 hopefully, to take us to the break we can change --

15 change speeds a little bit.

16   And do you -- I'm sure you recall a

17 conversation that Board member Lafond had with both you

18 and Mr. Miles yesterday, and I'm going to paraphrase

19 him, probably not do justice to his question. But he

20 was asking you, I'll suggest to you, whether you

21 calculated, on a year-over-year basis, the value of

22 each kilowatt saved associated with the DSM program and

23 sold into the energy market.

24   Do -- do you recall that conversation?

25   MS. LOIS MORRISON: Yes, I recall that.

3082

 1   MR. BYRON WILLIAMS: And I -- I'm not

 2   intending to revisit, but I thought it was a useful

 3   starting point for my conversation.

 4   In your direct evidence yesterday, you

 5   also estimated, I'll suggest to you, that about one (1)

 6   out of three (3) ratepayers had subscribed to one (1)

 7   Power Smart program or another.

 8   Did I hear you correct -- correctly?

 9   MS. LOIS MORRISON: Yes. Based on

10   recent surveys, we've identified that we have -- well,

11   2009 survey we -- 33 percent of our customers

12   identified having participated in at least one (1) of

13   our programs.

14   MR. BYRON WILLIAMS: And not much turns

15   on it but just for greater precision, was that the

16   aggregated Hydro Centra programs, or was that a

17   electricity?

18   MS. LOIS MORRISON: That would be our

19   customers in general, which would be any Power Smart

20   program that we offer.

21   MR. BYRON WILLIAMS: And I'm sure I

22   know the answer to this, Ms. Morrison, but I just want

23   to confirm it. Not speaking of the LIEEP program, but

24   the residential -- family of residential programs in

25   general, on the electric side Hydro does not fund a

3083

1 furnace replacement program because they don't see a

2 conservation saving associated with it.

3   MS. LOIS MORRISON: That is correct.

4 There are no energy efficiency improvements resulting

5 from replacing an electric furnace with an electric

6 furnace.

7   MR. BYRON WILLIAMS: And leaving aside

8 the Low Income Energy Efficiency Program and speaking

9 to the broader family of residential electric DSM

10 programs, I'm also correct in suggesting to you that in

11 terms of window replacement, door replacement, those

12 are not part of the Power Smart offering?

13   MS. LOIS MORRISON: What we do for

14 Power Smart, in terms of the opportunities presented by

15 windows and doors, is we do allow windows and doors to

16 be replaced under our Power Smart Residential Loan

17 Program, which is the convenient on-bill financing

18 program. But, to qualify -- to have a window or a door

19 qualify for that program, they have to meet a certain

20 energy efficiency level.

21   And -- and what's driven out of that, is

22 that -- it's coming back to the comment I made earlier,

23 where to replace a window solely for the purposes of

24 energy savings is not economic; however, if a customer

25 has decided to replace their windows -- and I'll use

3084

1 myself as an example. We did an addition on our home

2 at the back; we were -- with that addition came

3 windows. I didn't want my windows to not match in the

4 back, so I'm making a decision to replace windows

5 that's not tied to energy efficiency. However, because

6 I am now making that choice to replace my windows, we

7 encourage customers -- at that point, it is economic

8 for them to invest that additional dollar in that

9 higher performance window.

10   And so what we do is under our -- our

11 financing program, is we allow you to finance that

12 upgrade on your bill; however, you must have that

13 higher level of performance window in order to qualify

14 for that financing.

15   MR. BYRON WILLIAMS: Thank you for

16 that. And just to follow up two (2) questions further.

17 In terms of the financing you're not speaking of the

18 PAYS financing.

19   MS. LOIS MORRISON: No, because that

20 comes back to that original discussion I had, where the

21 -- you won't pay for that upgrade with the energy

22 savings. So, no, the Power Smart residential loan is

23 simply a financing program, but it's convenient and

24 it's on your bill.

25   MR. BYRON WILLIAMS: And -- and so if a

1 -- just to go back to low-income persons for a moment -

2 - notionally, a low-income person could access that

3 program but they would know that their electricity bill

4 would be higher in so much as there's financing charges

5 on that bill?

6   MS. LOIS MORRISON: Yes. They would be

7 able to access the program, but they would have to pay

8 the the financing charge in addition to their energy

9 charge. And there would -- we would tell them right

10 upfront there's no -- that the offsetting savings would

11 not cover that.

12   MR. BYRON WILLIAMS: And would Manitoba

13 Hydro have detail at a fine enough granular level to

14 tell me, in terms of those windows and doors and that

15 financing option, the percentage population of low-

16 income persons, as compared to the general population?

17   MS. LOIS MORRISON: We've never done

18 that type of analysis. Although, for the -- for the

19 qualifying for the financing we do ask for income

20 information. We don't then ask for the number of

21 peoples in the home. We don't qua -- income qualify

22 them when they're doing that financing. It's simply a

23 credit check on -- to see if they pass our credit

24 worthiness check.

25   And so we don't -- when we offer

 1 financing under the Power Smart residential loan, we

 2 don't identify whether they are low income or LICO-125

 3 or not. They're -- we're simply credit checking them;

 4 as long as they pass the credit check, they -- they can

 5 get the financing.

 6   MR. BYRON WILLIAMS: We'll come back to

 7 my train of conversation in just a moment, Ms.

 8 Morrison. But it may be an urban legend, but are there

 9 any restrictions on the Hydro LIEEP programs, or

10 affordable energy programs, or other residential

11 programs, which might deny eligibility in cases where

12 the tenant is on welfare and their rent is paid

13 directly by Social Services? Are there any policies

14 that you're aware of that -- that may...

15

16   (BRIEF PAUSE)

17

18   MS. LOIS MORRISON: The answer depends

19 on who the tenant -- who the landlord is. We have an

20 arrangement with Manitoba Housing where we will fund

21 the upgrade, but if it is a private landlord and the

22 tenant is on social assistance, they will not qualify

23 for LIEEP.

24   But, under the new PAYS program, the

25 tenant and the landlord can apply to have the upgrade

 1 impro -- to their home, and the -- the -- the energy

 2 efficiency upgrade can be paid for through the bill.

 3   And, it's subject to check it's -- it's

 4 very recent, but as we understand it, Welfare has

 5 agreed to take the non-energy charge of the -- of the

 6 low income -- sorry, of the PAYS program on the bill.

 7 So -- so, we are -- we have covered that off now.

 8   So there is that situation where that if

 9 the -- if the tenant is on income assistance and the --

10 the landlord and the tenant come to an agreement, then

11 we can -- they can participate in the PAYS Program and

12 have the month -- the PAYS portion of the energy bill

13 paid for.

14   MR. BYRON WILLIAMS: I really hate "it

15 depends" answers, Ms. Morrison, because -- but it was a

16 helpful one.

17   So let me break it into pieces. In

18 terms of the LIEEP program, did I understand you

19 correctly that if -- in situations where there's an

20 application for assistance, with a tenant on welfare

21 and a private landlord, they would not qualify under

22 the LIEEP program?

23   MS. LOIS MORRISON: They would not

24 qualify for the insulation upgrade because the property

25 is owned by a landlord as opposed to the tenant, and

1 the tenant would be the one that would be income

2 qualified. However, we have -- and the tenant is on --

3 now with the PAYS program, previous -- sorry.

4   MR. BYRON WILLIAMS: Could -- could I

5 stop you? Just -- and I'm not trying to interrupt your

6 answer. I just want to do one (1) piece at a time and

7 then -- so, please accept that not as an interruption.

8   But in terms of the -- the situation

9 where there's a private sector landlord and a welfare

10 recipient, does it matter whether the welfare recipient

11 pays their own utility bill, or whether Welfare

12 directly pays the utility bill? Is -- is that a

13 factor, or not?

14

15   (BRIEF PAUSE)

16

17   MS. LOIS MORRISON: If we have a -- a

18 situation where it's a private landlord, and the

19 individual in the home is qual -- inco -- LICO-125

20 qualified, and is paying their own bill and not on

21 social assistance, we would entertain an -- we would --

22 we would enter into a discussion with them if they

23 brought forward a proposal to us. We would definitely

24 look at what options there are. We do not have a

25 specific program geared to those private landlords, but

 1 we would definitely be willing to work with them.

 2   And we have had discussions in the past

 3 with some non-profit landlord social agencies. If the

 4 customer is in a privately -- a private rental, like a

 5 private -- it's a private landlord, and the customer is

 6 receiving -- is LICO-125, but is receiving social

 7 assistance benefits, we do not pay for the upgrade.

 8 They do not qualify for the program.

 9   MR. BYRON WILLIAMS: We'll -- we'll

10 come to PAYS in just one (1) second, but can we agree

11 that the majority of -- of households on social

12 assistance would live in -- would -- would rent from

13 private sector landlords, rather than public sector

14 landlords?

15

16   (BRIEF PAUSE)

17

18   MS. LOIS MORRISON: I don't believe I

19 can answer that question.

20   MR. RAYMOND LAFOND: I'm sorry? The

21 question was that people receiving social benefits

22 would be -- for housing, would live more so in private

23 housing than social housing?

24   MR. BYRON WILLIAMS: Yes. And it's

25 unfortunate that I'm not -- I'm not lecturing in my

 1 Poverty and the Law class.

 2   Yeah. So the -- the suggestion I made

 3 to Ms. Morrison, which she's unable to answer, which I

 4 -- I don't criticize her for, is that more social

 5 assistance recipients rent from private sector

 6 landlords as compared to public sector. But we -- we

 7 can't resolve that today, so that -- that's fine.

 8   MR. RAYMOND LAFOND: I'm sorry, is that

 9 more in terms of numbers, or in terms of percentage?

10   MR. BYRON WILLIAMS: I can't give

11 evidence, Mr. Lafond, but the thrust of my question

12 would have been numbers, absolutely. But I think the

13 thrust of my question, the -- the percentage would have

14 fallen out. And you'd have to put me under oath to get

15 anything more from me.

16

17 CONTINUED BY MR. BYRON WILLIAMS:

18   MR. BYRON WILLIAMS: And, you know, Ms.

19 Morrison I did interrupt you in terms of -- of PAYS.

20 So -- but -- but just a last question in -- in terms of

21 LIEEP. All other things being equal, the -- the -- am

22 I correct in suggesting to you that the -- is LIEEP a

23 better deal than PAYS, from the -- in -- in terms of

24 impacts on the -- on the low-income person?

25   MS. LOIS MORRISON: I would agree that

 1 LIEEP offers much greater benefits to a customer who is

 2 in a low-income position because we -- Manitoba Hydro

 3 is paying for the entire upgrade.

 4   MR. BYRON WILLIAMS: And I did about

 5 ten (10) minutes ago interrupt you on PAYS, so if

 6 there's anything more you want to say on that, please

 7 go ahead.

 8   I think you were making the case that --

 9 that there is an opportunity through PAYS, even though

10 it's not as beneficial as LIEEP, for a welfare

11 recipient who -- who rents from a private sector

12 landlord.

13   MS. LOIS MORRISON: Yes. Thank you,

14 Mr. Williams. It -- it is yet another offering,

15 recognizing that there is that unique circumstance that

16 a customer and -- and a landlord who are working

17 together can have the upgrade done.

18   And -- and generally we would be looking

19 at oper -- we would encourage opportunities that --

20 where the tenant would be coming away with a bill lower

21 overall. And, of course, in those cases we would be

22 encouraging insulation upgrades, because those are --

23 those the ones where you would actually most likely see

24 the reduction -- an actual reduction in their bill, as

25 opposed to just keeping the bill neutral: no net

 1 increase to the -- no net change -- no net increase to

 2 the bill.

 3   So it does offer yet another opportunity

 4 for us to work with the landlord-tenant arrangement,

 5 recognizing some of the difficulties with privately

 6 owned land -- landlords.

 7   MR. BYRON WILLIAMS: And before we go

 8 to the - the break -- and you may want to consult with

 9 My Friend Ms. Fernandes -- but in terms of the policy -

10 - in terms of the treatment of welfare recipients

11 renting from private sector landlords under LIEEP, is

12 there a Hydro policy that -- that documents that, and

13 if so could you undertake to provide it?

14

15   (BRIEF PAUSE)

16

17   MS. ODETTE FERNANDES: Mr. Williams,

18 just -- in order to assist you, I believe it's not a

19 Manitoba Hydro policy, it was a legal opinion that was

20 provided.

21   MR. BYRON WILLIAMS: Okay. Then I

22 won't seek that. Mr. Chair, I -- I'm certainly

23 prepared to continue, but if -- if anyone needs a break

24 after hearing me talk about this stuff, you're more

25 than welcome.

3093

1   THE CHAIRPERSON: I do have a couple of

2 questions that flow from the current discussion.

3   So when I'm looking at page 22, the

4 number of rental households that are the potential

5 market for the LIEEP program, namely the twenty-five

6 thousand eight hundred (25,800), it sounds like that

7 figure does not include people living on social

8 assistance, or does it?

9   MS. LOIS MORRISON: That would include

10 all individuals -- all customers who meet the LICO-125,

11 which would include those people on social assistance

12 who own their homes. So the twenty-five thousand

13 (25,000) is the number of all-electric customers.

14   So if you took the sixty-seven thousand

15 (67,000) who own their home -- single-detached homes,

16 and there -- and added on the six (6) thou -- or the

17 sixty-six hundred (6,600) customers who own multi-

18 attached homes, and then times it by -- I believe it's

19 about 23 percent, you get the -- the twenty-five

20 thousand (25,000) -- or I have -- I have to double

21 check the numbers as to what per -- the percentage of

22 electrically heated houses.

23   So that would include customers who are

24 on social assistance, because they would meet the LICO-

25 125, and are electrically heated. So it's all in that

3094

1 number. If they own their own home and are on social

2 assistance

3   It's just that, as Mr. Williams pointed

4 out, there may be fewer people -- there may be -- there

5 may be more people on social assistance renting as

6 opposed to owning their homes.

7   THE CHAIRPERSON: And -- and that was

8 my question, is whether or not those people who are on

9 social assistance are renting, are they part of the

10 twenty-five point eight (25.8)?

11   MS. LOIS MORRISON: Oh. Yes, they

12 would be part of that twenty-five thousand (25,000).

13   THE CHAIRPERSON: And the -- and the

14 difference between somebody living on -- somebody on

15 social assistance living in -- in non-profit housing,

16 is that the landlord would then be assuming the

17 responsibility for the debt owed to Hydro for -- for

18 example, if the -- if the tenant leaves the housing,

19 does that responsibility stay with the tenant, or does

20 it stay with the -- the non-profit housing entity?

21   MS. LOIS MORRISON: I assume you're

22 referring to the PAYS loan program, where the --

23   THE CHAIRPERSON: Yes.

24   MS. LOIS MORRISON: Yes. Under that

25 arrangement, the landlord and the tenant will take out

 1 the -- what -- what's happening is, the landlord is

 2 essentially taking out the loan and assigning the pay -

 3 - and the tenant is agreeing to -- to have that charge

 4 on their bill, and -- but the understanding being that

 5 their bill will not change; it will actually, on

 6 average, be the same, or less than. And so when that

 7 tenant moves, the obligation reverts back to the

 8 landlord. And then when he has a new tenant come in,

 9 that obligation goes to the new tenant's energy bill.

10 So it transfers back and forth.

11   THE CHAIRPERSON: And the difference

12 between the non-profit entity and the private landlord

13 is that the private landlord would need to agree that -

14 - that those investments are a worthwhile investment

15 for them to agree to a PAYS program?

16   MS. LOIS MORRISON: The agreement --

17 the -- the situation is the same for that, regardless

18 of whether they are a private or a public landlord

19 under the PAYS program. The difference that Mr.

20 Williams was referring to was how the LIEEP program,

21 which is where Manitoba Hydro pays for the insulation

22 upgrade and does not charge anyone back for it.

23   So the PAYS one, we're expecting --

24 we're asking to be paid back through a financing

25 charge. Under the LIEEP program, the customer has qual

 1 -- income qualified and will be receiving the benefit

 2 of it and, therefore, we -- Manitoba Hydro funds that

 3 entire upgrade.

 4   MR. RAYMOND LAFOND: Just on page 22

 5 again, and I think you answered it, but I want to make

 6 sure I -- I understood that correctly. The rentals,

 7 there are twenty-five thousand eight-o-eight (25,808)

 8 as was just mentioned by the Chairperson. These are

 9 rentals for ho -- for people who receive a bill from

10 Manitoba Hydro and not, for instance, for someone

11 renting a suite in the basement, or the second floor of

12 a home which only has one (1) electricity bill,

13 correct?

14   MS. LOIS MORRISON: That is correct.

15 It will also include those bulk meter apartments where

16 you have an apartment. It could be a complex with say

17 -- with two hundred (200) or a hundred units, meaning a

18 hundred households. However, in our system we comm --

19 we classify it as a commercial customer, because

20 there's one (1) meter -- one (1) electric meter, one

21 (1) gas meter, and they get one (1) bill and the

22 landlord pays.

23   So it could be -- it's the difference

24 between who's -- all their utilities are included in

25 their rent, they pay no -- they -- they may rent an

3097

1 apartment and pay no -- directly -- may not directly

2 pay for their utilities.

3   MR. RAYMOND LAFOND: So these twenty-

4 five thousand eight hundred (25,800) would not include

5 the people who pay rent and -- and do not get a bill

6 from yourself, because it's included in the price of

7 the rent from the homeowner or -- or landlord?

8   MS. LOIS MORRISON: That is correct.

9   THE CHAIRPERSON: I think that's all

10 the questions for now. Let's adjourn, and -- recess,

11 rather, and -- and get together again at twenty (20)

12 after.

13

14 --- Upon recessing at 3:04 p.m.

15 --- Upon resuming at 3:23 p.m.

16

17 CONTINUED BY MR. BYRON WILLIAMS:

18   MR. BYRON WILLIAMS: Ms. Mor --

19 Morrison, just a few cleanup questions from our

20 discussion before the -- the break.

21   Subject to check, can we agree that

22 there are between fifty-five thousand (55,000) and

23 sixty thousand (60,000) Manitoba households on welfare?

24 By the look...

25

3098

1   (BRIEF PAUSE)

2

3   MS. LOIS MORRISON: I don't know.

4

5   (BRIEF PAUSE)

6

7   MR. BYRON WILLIAMS: Can we agree at

8 least that, by very definition, to be in receipt of

9 welfare is to be a low-income person and -- and below

10 the -- the legal cutoff?

11   MS. LOIS MORRISON: Yes.

12   MR. BYRON WILLIAMS: And just in terms

13 of LIEEP and welfare, just to confirm my understanding,

14 if a welfare recipient has a private-sector landlord,

15 that particular premises is not eligible for LIEEP

16 funding?

17   MS. LOIS MORRISON: No.

18   MR. BYRON WILLIAMS: You're agreeing

19 with me or you're...

20   MS. LOIS MORRISON: They are not

21 available -- they are not eligible for funding.

22   MR. BYRON WILLIAMS: In circumstances

23 where the landlord -- the -- the tenant is on welfare -

24 - or the tenants are on welfare and it's provincial or

25 government housing, there would be an eligibility for

 1 LIEEP or, I guess, as you say it, LIEEP?

 2   MS. LOIS MORRISON: We -- yeah, we

 3 refer to it as LIEEP. They -- we are in a partnership

 4 with Manitoba Housing to provide the insulation, but we

 5 don't pay for the installation.

 6   MR. BYRON WILLIAMS: So welfare --

 7   MS. LOIS MORRISON: Essentially, it's a

 8 -- it's a slightly different funding arrangement, but

 9 we do -- it's not as -- as much as what we provide

10 under -- because we're working with a provincial

11 government agency.

12

13   (BRIEF PAUSE)

14

15   MR. BYRON WILLIAMS: So just when -- in

16 -- in terms that in -- in your discussion with My

17 Friend, Mr. Peters, previously about the cost of -- of

18 LIEEP programming -- I'm just going to say LIEEP,

19 because I'm -- I'm not going to pronounce it the way

20 you would like to -- that -- Hydro's figure, in terms

21 of the -- the cost per household for insulation, would

22 include the financial -- or the -- the dollars

23 associated with a non-government and then the dollars

24 associated with -- with government?

25   Let me try the question again. The

3100

 1 estimated cost per home of insulating LIEEP homes, the

 2 inputs into it are the costs associated with Hydro with

 3 private-sector landlords and the cost associated with

 4 Hydro is -- is part of its partnership with government

 5 landlords?

 6   MS. LOIS MORRISON: I -- I apologize.

 7 I'm still having difficulty following --

 8   MR. BYRON WILLIAMS: I don't think you

 9 have to apologize; it's me, for the question. So we'll

10 move on, because it's -- it's not that -- that

11 critical.

12   Now, where I wasn't clear, in terms of

13 LIEEP and welfare recipients, is in the context of non-

14 profit housing as opposed to -- to government housing,

15 whether it's a co-op or arrangements like that.

16   Are those units eligible for LIEEP

17 funding?

18

19   (BRIEF PAUSE)

20

21   MS. LOIS MORRISON: If it is a non-

22 profit landlord, they are eligible for LIEEP unless --

23 for that unit if that unit -- the tenant in that unit

24 is receiving welfare, they would not be eligible for

25 that unit. Sorry, if their utility bill is paid by

1 Welfare, they are not eligible for that.

2

3   (BRIEF PAUSE)

4

5   MR. BYRON WILLIAMS: So -- and we'll

6 use the word social housing. Is the arrangement

7 different than for social housing and provincial

8 government housing, in terms of LIEEP?

9

10   (BRIEF PAUSE)

11

12   MS. LOIS MORRISON: It's a somewhat

13 similar relationship with Manitoba Housing, where

14 Manitoba Housing has a tenant who is on social

15 assistance, Manitoba Hydro provides the Power Smart

16 funding, and the -- Manitoba Housing has agreed to pay

17 the -- what would be the affordable energy com --

18 contribution under our program.

19   MR. BYRON WILLIAMS: So of the five

20 hundred and twenty-three (523) rental homes to date

21 insulated under LIEEP, would I be correct in suggesting

22 to you that all of them are provincial or government

23 housing?

24   MS. LOIS MORRISON: Sorry, can you

25 repeat that, please?

3102

1   MR. BYRON WILLIAMS: Of the five

2 hundred and twenty-three (523) rental homes to date

3 insulated under LIEEP -- I'll rephrase it slightly --

4 is the major -- are the -- is the majority of them

5 provincial or government housing?

6

7   (BRIEF PAUSE)

8

9   MS. LOIS MORRISON: Yes, the majority

10 of them would be government housing.

11   MR. BYRON WILLIAMS: Virtually all?

12

13   (BRIEF PAUSE)

14

15   MR. BYRON WILLIAMS: Ms. Morrison, we

16 can -- we can carry on and -- and, you know, if the --

17 let's move to -- to a different topic.

18   Going back to your statement that about

19 a third of Manitoba Hydro ratepayers had subscribed to

20 at least one (1) Power Smart Program, would it also be

21 fair to say that two-thirds (2/3s) of ratescra --

22 ratepayers have yet to subscribe to a Power Smart

23 Program?

24   MS. LOIS MORRISON: Had yet to

25 subscribed or had opted not to.

3103

1   MR. BYRON WILLIAMS: And would it be

2 fair to say that more than two-thirds (2/3s) of low-

3 income ratepayers had not opted to or had -- have yet

4 to describe -- subscribe to -- to a Power Smart

5 Program?

6   MS. LOIS MORRISON: I don't think I can

7 qualify that statement. We didn't -- when we did our

8 survey, we did not state that it was based on income.

9 But I don't have that data based on income.

10   MR. BYRON WILLIAMS: So -- and just --

11 just to be clear, similarly, you wouldn't be able to

12 break down the percentage of First Nation -- Nation

13 peoples living on reserve who have -- have taken Power

14 Smart programming, as compared to the percentage of

15 First Nations persons who had not.

16   MS. LOIS MORRISON: Because we work in

17 a different wa -- capacity with First Nation

18 communities, the individuals in the home may not know

19 whether it was through Manitoba Hydro that they

20 received the upgrade or simply through their -- their

21 housing coordinator or their housing program.

22   MR. BYRON WILLIAMS: Fair enough. So,

23 that two thirds (2/3) of the population who have yet to

24 subscribe or -- or have not subscribed to DSM

25 programming, I'm going to just describe them to you as

3104

1 the non-subscribing majority. Okay? The -- and let's

2 assume that I am one (1) of the two-thirds (2/3) of

3 Manitoba ratepayers who have -- who are -- who have yet

4 to subscribe to a Power Smart Program.

5   Would it be fair to say, as one (1) of

6 those persons, that I would have no personal

7 consumption saving that I could relate to DSM?

8   MS. LOIS MORRISON: It would depend on

9 your behaviour. If you have, on your own, undertaken

10 measures to improve the energy efficiency of your home

11 or to change the energy consumption pattern in your

12 home, you may still be receiving the benefit of that

13 activity whether or not you've actually physically

14 participated in our program.

15   Case in point, I up -- I changed out my

16 furnace and I didn't participate in our program. So

17 although I am receiving the benefits of having a

18 higher-efficiency natural gas furnace, I'm not in the

19 count of the people that have participated in the

20 Manitoba Hydro program.

21   MR. BYRON WILLIAMS: Let's go back to

22 me, just because I will -- I'll get confused -- even

23 more confused talking about me. But if I haven't

24 subscribed to -- to Power Smart programming, I haven't

25 registered for one (1) of the programs, some portion of

3105

1 my rates has gone to a program which I -- I do not

2 directly benefit from, in terms of my rate savings.

3 We'll get to deferred distribution and transmiss --

4 mission in a minute.

5   MS. LOIS MORRISON: The -- the -- not

6 to make it more difficult, but we -- part of what we do

7 is also work on the side of codes and standards. And

8 so though -- although you may not have physically

9 applied for a rebate, or gone and gotten your free CFL

10 when we were giving them away, or changed in your

11 seasonal lighting, we -- we have been working with the

12 federal -- at the federal level and the provincial

13 level to -- to bring in codes and standards that will

14 ultimately affect -- so if you in the -- if you have

15 purchased in the last little while a new appliance or

16 such, you would be receiving the benefit of that, but

17 you would not be cognizant of receiving that benefit.

18   MR. BYRON WILLIAMS: And there may be a

19 fair bit of me not being cognizant of -- of matters,

20 Ms. Morrison. So I'll go with you part way. And so

21 let's accept I've benefited, to some degree, from codes

22 and standards.

23   Looking around, I'm thinking, I'm paying

24 for these rates and I'm not subscribing to the program;

25 I'm benefiting less than other persons even though I'm

3106

 1 paying the same into the program.

 2   MS. LOIS MORRISON: Okay.

 3   MR. BYRON WILLIAMS: So let's -- you

 4 know, we may quibble around the edges of that, but

 5 let's -- let's just take that -- that consumer, that

 6 non-subscribing consumer. To -- to me, the -- one (1)

 7 of the benefits that would come to me from the Power

 8 Smart Program would be the deferral of transmission and

 9 distribution costs associated with the DSM savings of

10 others?

11   MS. LOIS MORRISON: That is correct.

12 Where we are able to generate economic benefits as a

13 result of our investment in DSM that are greater than

14 the cost of -- of bringing that benefit to -- to the

15 Corporation and to the ratepayer. Yes, you will

16 benefit.

17   MR. BYRON WILLIAMS: And, again,

18 looking at the -- the non-subscribing ratepayer and the

19 -- the perception of the non-subscribing ratepayer,

20 leaving aside any societal benefits which may come from

21 conservation, the primary benefit to me, as a non-

22 subscriber from -- that flows from the DSM spending of

23 others, would have to come from the hope that Mr.

24 Cormie can take those kilowatt hours of saved by the

25 DSM spending on others, and tran -- transform that into

3107

1 handsome sales in the American marketplace. That's --

2 that'll be a major benefit to the non-subscriber?

3   MS. LOIS MORRISON: Subject to any

4 qualification by Mr. Miles, given that the marginal

5 values are not my area of expertise, I would agree with

6 that.

7   MR. BYRON WILLIAMS: I think this could

8 -- could go either to you or Mr. Miles. When we look

9 at that American marketplace and we focus really, Mr.

10 Miles, on the short-term, we can agree that the value

11 of non-firm opportunity sales into the American

12 marketplace is not currently -- not what it once was?

13   MR. TERRY MILES: I think we all agree

14 that the opportunity market prices have declined in the

15 last number of years, yes.

16   MR. BYRON WILLIAMS: And they've

17 declined materially, sir?

18   MR. TERRY MILES: Yes, they have.

19   MR. BYRON WILLIAMS: So, Ms. -- Ms.

20 Morrison, back to you as the marketing expert, is it

21 fair to say that at a time when the prices associated

22 with opportunity sales to the US marketplace are not

23 robust, and also at a time that Hydro is proposing rate

24 increases significantly above inflation, would it be

25 fair to say that the DSM programming of Manitoba Hydro

1 has a real marketing challenge in demonstrating to non

2 -- the non-subscribing majority that the energy-

3 efficiency monies expended on others have sufficient

4 utility?

5

6   (BRIEF PAUSE)

7

8   MS. LOIS MORRISON: I don't believe

9 we've actually faced that challenge yet, in terms of

10 people questioning -- non-subscribers -- say, to -- to

11 a great extent, questioning our investment in DSM. For

12 the most part, we're able to justify it based on the

13 long-term benefits overall, and have done so to date by

14 offering a portfolio that is -- has a solid business

15 case.

16

17   (BRIEF PAUSE)

18

19   MR. BYRON WILLIAMS: Ms. Morrison, I --

20 I want to talk to you a little bit more about tenants,

21 so we're -- when we -- not about low -- low-income

22 ones, specifically, but tenants in -- in general, who

23 are Manitoba Hydro -- who may be Manitoba Hydro

24 ratepayers, or who may pay to their -- to their

25 landlord a fee in terms of rent that also includes

 1 utilities.

 2   It would be fair to say that -- that

 3 Manitoba Hydro and other utilities has faced a

 4 challenge in delivering energy efficiency opportunities

 5 to those living in apartments, because of the split

 6 incentive that may exist in circumstances where the

 7 tenant pays the rent, but the landlord is responsible

 8 for the property?

 9   MS. LOIS MORRISON: If the land -- if

10 the tenant is only paying rent and not paying

11 utilities, and then the -- then the landlord is

12 receiving both the energy benefit and -- on the bills -

13 - on any bill undertakings -- sorry, any -- under --

14 under any energy efficiency undertakings, the landlord

15 would receive the benefit and receive as a -- as result

16 of their investment in any upgrade, you're correct.

17   MR. BYRON WILLIAMS: But I misspoke,

18 because the -- the issue of split incentives exists --

19 and I apologize for misspeaking -- in circumstances

20 where the tenant pays the utility bill, but the land --

21 landlord's responsible for -- for investments in the

22 property.

23   MS. LOIS MORRISON: In those

24 circumstances there are -- there's few opportunities

25 depending on what is included in their energy bill. So

3110

1 a tenant who -- who is -- who is being served by a

2 central heat plant, essentially the -- what they are

3 responsible for in terms of their energy charges would

4 be the plug loads in -- in -- lighting and the plug

5 loads in -- in the unit.

6   So -- although, they have fewer -- we

7 have -- they have -- we have fewer offerings, or fewer

8 -- there -- there's also fewer opportunities in those

9 areas. So we have -- what we have done is -- is worked

10 with -- we work with property owners to try and

11 encourage them to participate, and in those cases we

12 did have -- we -- we previously had programs around

13 lighting and -- which was not tied to whether or not a

14 person owned their house. Regardless of -- regardless

15 of -- of whether you owned or rented you could

16 participate in our lighting program.

17   Now, we have also -- we recognize that

18 there is the -- that potential for split incentives

19 between where the heat is included in the tenant's

20 bill, and -- because they're being heated by baseboard

21 heating and -- and their -- so in those circumstances

22 though, when you look to assisting that customer,

23 essentially that customer would have to undertake a

24 upgrade to the envelope. And so in those cases you

25 have to work with the landlord.

3111

 1   And one (1) of the options -- one (1) of

 2   the things that we -- we do, is we do have programs to

 3   assist the landlord in making that upgrade to the

 4   building envelope. And what we're -- our -- our hope

 5   is that by bringing in the PAYS program for commercial

 6   customers, which -- we are looking at the opportunities

 7   as to whether or not we could bring something like that

 8   forward -- but working with them to see if we can --

 9   and assist them with financing tools.

10   But right now if there is an apartment

11   owner who has -- and this is primarily apartments.

12   This isn't usually multi -- row housing or multi-unit -

13   - sorry, single-detached; it's primarily in the areas

14   of the -- the larger -- the multi-units, where it's

15   more difficult to upgrade the envelope on a -- on a

16   tenant-by-tenant basis.

17   So the PAYS program will help those

18   customers that are in a tenant situation in a single

19   detached or a multi-unit attached. But the issue

20   becomes, when we're getting into apartments where

21   there's less opportunities, if the customer is

22   attempting to upgrade -- wants to improve the energy

23   efficiency of their -- their unit, they need to work

24   with the -- the building owner. And in that case, we

25   have incentives for upgrading the insulation of -- the

3112

1 insulation and windows, and we also are looking at what

2 opportunities we might have in terms of financing.

3   MR. BYRON WILLIAMS: So that was a

4 helpful and -- and lengthy -- lengthy answer, so we're

5 going to move our way back through it.

6   You and my client can agree that

7 historically there have been challenges in delivering

8 energy efficiency programming in circumstances where

9 the tenant pays the utility bill, whether it's

10 baseboard heating or not, and the landlord is

11 responsible for the proper -- property?

12   MS. LOIS MORRISON: Yes, that

13 circumstance exists wherever you're dealing with a

14 landlord-tenant arrangement, whether it be residential

15 or commercial.

16   MR. BYRON WILLIAMS: And -- and we'll

17 come into specifics in a moment. But not only

18 historically, but that -- the challenges continue

19 today?

20   MS. LOIS MORRISON: Yes, that is one

21 (1) market barrier that must be addressed when

22 designing programs.

23   MR. BYRON WILLIAMS: Can -- I -- I

24 recognize, based upon your discussion with Board member

25 Lafond, that -- that Hydro can't tell us how many

3113

1 tenants are in buildings where the landlord is

2 responsible for the utility bill.

3   But can Manitoba Hydro, based upon their

4 billing records, advise us how many tenants in

5 apartments it has in its billing records who are

6 responsible for their -- their own bill?

7   MS. LOIS MORRISON: We can. I'm just

8 trying to remember if we have it as an under -- if we

9 have responded to that already as -- in regards to an

10 interrogatory.

11

12   (BRIEF PAUSE)

13

14   MR. BYRON WILLIAMS: Ms. Morrison, I'm

15 not sure we're going to finish today, so I'll ask Ms.

16 DeSorcy just to -- to take a note to remind me and --

17 and we'll chat -- just to -- to move things along.

18 We'll -- we'll chat -- perhaps we could chat about that

19 offline in the presence of your counsel just to --

20 rather than you digging through for it right now.

21   MS. LOIS MORRISON: I'm sure everybody

22 here appreciates that.

23

24   (BRIEF PAUSE)

25

3114

1   MR. BYRON WILLIAMS: And so just so I

2 understand your answer, you have that information.

3 You're not sure whether it's on the record or not. And

4 we'll figure that out offline. That's -- that's

5 basically where we are.

6   Now, in your -- your answer to me -- do

7 Hydro's records enable it to dist -- distinguish

8 between tenants who live in Manitoba housing and -- and

9 pay their own bills and those who do not?

10

11   (BRIEF PAUSE)

12

13   MS. LOIS MORRISON: We can't, through

14 our billing systems, specifically identify all. There

15 may be occasionally, when you look on an account-by-

16 account basis, you can identify if the bill is being

17 sent somewhere other than that customer's location.

18 But, no, Mr. Williams, I can't give you a definitive

19 number based on our billing system.

20   MR. BYRON WILLIAMS: Okay. Now, let --

21 let's go into programming as it affects tenants, DSM

22 programming. In -- in your -- your more lengthy answer

23 a couple ago, you mentioned that a -- a prior program

24 of Manitoba Hydro relating to lighting was accessible

25 both to homeowners and to tenants, correct?

3115

1   MS. LOIS MORRISON: That is correct.

2   MR. BYRON WILLIAMS: And in terms of

3   that program, can you -- would Manitoba Hydro track the

4   percentage of tenants subscribing to that program as

5   compared to the percentage of the general population?

6   MS. LOIS MORRISON: Not directly. The

7   way the program ran forward it was a -- to begin with,

8   it was a giveaway program at the retail outlet; so buy

9   one (1), get two (2) free. So we didn't have customers

10 come up and give us their account number so that we

11 could then correlate it to their -- we didn't -- we

12 weren't getting rebate forms and such that we could

13 then correlate it to that individual.

14   And then we -- we revamped that program

15 to be an up -- to be at -- at-the-till incentive. So

16 again, we weren't collecting forms on -- on -- a rebate

17 form or an application form on the customer.

18   MR. BYRON WILLIAMS: Now, in terms of

19 the -- the five (5) remaining DSM residential programs,

20 I'd be correct in suggesting to you that the New Home

21 Program is not one (1) in which we can expect that many

22 tenants to -- to subscribe?

23   It could happen, but we're -- that --

24 that's not really designed for --

25   MS. LOIS MORRISON: Yeah.

3116

1   MR. BYRON WILLIAMS: -- tenants?

2   MS. LOIS MORRISON: What it -- what it

3   is, is we -- we would -- we would expect to see multi-

4   unit, row housing type arrangements come in those

5   places where you could see a tenant come in. And also,

6   our past experience has been that the First Nation

7   communities -- which I guess if you were to look at it

8   technically being a landlord/tenant arrangement in

9   those cases, the First Nation communities tend to adopt

10 or work with us to bring Power Smart new homes into

11 place. But you are right, the majority of tenants

12 would not be participating in that program.

13   MR. BYRON WILLIAMS: And assuming that

14 in most circumstances, within an apartment the -- the

15 landlord would -- would own the fridge and -- and the

16 stove, or the fridge specifically.

17   Would it be fair to say that we wouldn't

18 expect a lot of tenants to -- in apartments to benefit

19 from the fridge recycling program?

20   MS. LOIS MORRISON: That is correct.

21   MR. BYRON WILLIAMS: Now, in terms of

22 the Water & Energy Saver Program, does Manitoba Hydro

23 track the percentage of tenants benefiting from that

24 program as compared to the general population?

25   MS. LOIS MORRISON: Yes.

3117

 1   MR. BYRON WILLIAMS: And could you

 2   provide those -- those numbers, please?

 3   MS. LOIS MORRISON: We can undertake to

 4   provide those numbers.

 5   MR. BYRON WILLIAMS: And the specific

 6   undertaking is to provide the percentage of tenants

 7   participating in the Water & Energy Savers Program as

 8   compared to the general population of participants in

 9   the Water & Energy Saving Program.

10   MS. LOIS MORRISON: Yes.

11

12   --- UNDERTAKING NO. 64:   Manitoba Hydro to provide

13   the percentage of

14   participants in the Water &

15   Energy Savers Program

16   compared to general

17   population of participants

18   in the program

19

20   CONTINUED BY MR. BYRON WILLIAMS:

21   MR. BYRON WILLIAMS: And likewise, for

22   the Home Insulation Program, are you able to track the

23   percentage of tenants participating as compared to the

24   general population?

25

3118

1   (BRIEF PAUSE)

2

3   MS. LOIS MORRISON: Although a landlord

4 can participate -- someone who owns a house can

5 insulate the house. The own -- the owner of the home

6 would be the one (1) that would be qualifying for the

7 program and may be doing it on a -- on a rental home.

8 We can not specifically identify in our program the

9 numbers of people -- which customers are those

10 customers.

11   MR. BYRON WILLIAMS: Just going back to

12 the -- kind of the -- when I first asked this question,

13 you gave a -- the lengthy answer and -- and a helpful

14 one. You -- you talked about situations where the

15 tenant doesn't directly pay Hydro, but the -- the

16 landlord pays Hydro.

17   And I believe you -- you talked about

18 programs to encourage property owners to participate in

19 energy efficiency programmings in those circumstances.

20   MS. LOIS MORRISON: We ac -- we have a

21 -- I mentioned in my previous testimony, we have Power

22 Smart sales force. These individuals work with certain

23 sectors to encourage participation in the Power Smart

24 offerings. And we have one (1) individual who works

25 specifically with property managers and to encourage

1 them to participate in our -- in any of our portfolio

2 of commercial offerings: for building envelope, heating

3 systems, lighting, all of those initiatives.

4   MR. BYRON WILLIAMS: And somewhere --

5 somewhere on the record, can I -- can I expect to find,

6 with regard to that program, Hydro's targets in, terms

7 of participation from property managers and also its

8 success rate?

9   MS. LOIS MORRISON: No, we have not put

10 on the record a -- a -- at least in this filing, we

11 have not put on the record a target specifically for

12 property managers or for -- for rental properties or

13 apartment buildings and targets. The individual sales

14 force -- that the sales group has targets for their

15 different sectors, in terms of how many cold calls, how

16 many projects they want to see, what kind of savings

17 they want to see. And those savings -- those targets

18 go into their day-to-day operations and how they manage

19 their work in order to make sure that they're achieving

20 their set goals. It's a sales goal.

21   MR. BYRON WILLIAMS: So, just so I

22 understand, in -- in terms of this area of commercial

23 energy efficiency and the target market being property

24 managers, am I correct in suggesting to you that, while

25 there are targets in terms of cold calls, et cetera,

 1 Manitoba Hydro does not have targets in terms of

 2 success?

 3   MS. LOIS MORRISON: No, I need to

 4 requalify that. Their targets, for each of these

 5 sectors, are used to develop our overall targets for

 6 the commercial sector. So we are looking at -- so they

 7 will have targets each year for the number of units

 8 they are going to influence.

 9   And so the Power Smart sect -- sales

10 sector deals primarily in the Winnipeg and capital

11 region. But then, as I mentioned, we have a sales

12 force outside of the City of Winnipeg that deals with

13 all manners of customer service initiatives for cus --

14 for all -- for customers. And so they would also be

15 promoting the programs.

16   So it's one (1) component of the targets

17 that roll up to here, and they are accountable for

18 meeting their targets.

19   MR. BYRON WILLIAMS: So, in terms of

20 the subject mann -- matter of property managers, is

21 there a target that you can share with -- with my

22 clients, and a demonstration of Manitoba Hydro's

23 success in meeting that target, in terms of influencing

24 the behaviour of property managers?

25

3121

1   (BRIEF PAUSE)

2

3   MS. LOIS MORRISON: It's -- it's --

4   we're having difficulty under -- deciding what we can

5   and can't share, in terms of what's there. I'm trying

6   to remember what the monthly reports look like that I

7   get, in terms of their -- their activities and what

8   they're reporting. So --

9   MR. BYRON WILLIAMS: Okay, Ms. -- Ms.

10 Morrison, what I'd do -- I'd suggest, and this is not

11 an undertaking, but that we will -- we will chat

12 offline about it and see if we can achieve something

13 that would make my client happy, and -- and your client

14 happy.

15   MS. LOIS MORRISON: That would be nice.

16   MR. BYRON WILLIAMS: Again, in that

17 kind of initial answer that you gave, Ms. Morrison, you

18 did talk about the PAYS program, as it relates to -- to

19 tenants. And I believe your evidence was that while

20 there are some opportunities there in terms of single-

21 family and multi-family homes, you still experience

22 some challenges with PAYS as it relates to apartments.

23   Did I hear you correctly?

24

25   (BRIEF PAUSE)

3122

 1   MS. LOIS MORRISON: We're in the

 2 process right now of developing an initiative that

 3 could be offered to the commercial sector, which would

 4 include multi -- would include the apartment blocks.

 5 So it's not -- we haven't yet come to market with it,

 6 but we're recognizing that that might be an opportunity

 7 that we could implement to assist those customers in

 8 addressing that split-incentive.

 9   MR. BYRON WILLIAMS: And we're going to

10 come back to PAYS in just a second. But in terms of

11 all electric customers now, all electric homeowners,

12 not just low income, all electric homeowners, but --

13 all electric homeowners, would Manitoba Hydro have data

14 comparing the subscription of all electric homeowners

15 to the existing portfolio of residential DSM programs,

16 as compared to the general population?

17   MS. LOIS MORRISON: We would be able to

18 identify participation in the individual -- individual

19 programs, based upon space heating and fuel type.

20   MR. BYRON WILLIAMS: And recognizing

21 the carefully worded -- based upon that kind of

22 criteria, would Manitoba Hydro be in a position to

23 provide a comparison of all electric uptake of the five

24 (5) residential programs, as compared to the general

25 population?

3123

1   MS. LOIS MORRISON: Yes. We could do

2 so.

3

4 --- UNDERTAKING NO. 65:   Manitoba Hydro to provide a

5   comparison of all electric

6   uptake of the five (5)

7   residential programs, as

8   compared to the general

9   population

10

11 CONTINUED BY MR. BYRON WILLIAMS:

12   MR. BYRON WILLIAMS: Just a couple of

13 questions more about PAYS. In your discussion -- you

14 had a discussion with my -- My Learnered Friend Mr.

15 Peters yesterday about PAYS. I wonder if -- if

16 Manitoba Hydro has prepared an estimate -- an uptake

17 related to PAYS?

18   MS. LOIS MORRISON: We did put together

19 a forecast, as what we think the participation might

20 be. And -- but recognizing this is a new initiative

21 and we don't have a lot of experience with this type of

22 financing plan, although we have experience with

23 previous -- with obv -- obviously with offering a

24 finance plan, we recognize that this program would

25 probably capture some of the savings that we would have

3124

1 al -- or captured some participation from what we were

2 already offering, so there would be some

3 cannibalization in -- between product lines.

4   The -- what we were projecting for

5 participation, as -- as I mentioned, is very much a

6 ballpark: a thousand Applications a year.

7   MR. BYRON WILLIAMS: And is there an

8 estimated incremental energy savings associated with

9 that, in -- in ballpark figures?

10

11   (BRIEF PAUSE)

12

13   MS. LOIS MORRISON: I was expecting Mr.

14 Peters to ask me that. High level estimate, we're

15 expecting about 9 gigawatt hours by 2025/'26.

16

17   (BRIEF PAUSE)

18

19   MR. BYRON WILLIAMS: And thank you for

20 that. In -- in Mr. Peters' material, and I don't think

21 anyone needs to turn there, but there's also reference

22 to the Power Smart Neighbourhood Program. And -- and -

23 - so, Ms. Morrison, similarly, has Manitoba Hydro got

24 an estimate -- estimate of the uptake for the Power

25 Smart Neighbourhood Program, as well as the estimated

1 incremental savings, ballpark?

2   MS. LOIS MORRISON: The PAYS val -- the

3 -- the 9 gigawatt hours that I identified includes the

4 PAYS component of this, so it would include anyone

5 participating in PAYS. I just want to check on the low

6 income participation. I...

7

8   (BRIEF PAUSE)

9

10   MS. LOIS MORRISON: The values

11 presented in our program projections to date would iden

12 -- would including the low income, or the LIEEP-

13 qualified customers, in here. It's just that we're

14 using it as a better way of accessing those customers,

15 at the same time reaching more customers through PAYS.

16   MR. BYRON WILLIAMS: And just so I

17 understand that, within the -- kind of the estimated

18 uptake of one thousand (1,000) applications and 9

19 gigawatt hours out -- out to that point in time in the

20 future, is that exclusive of the low-income uptake or

21 inclusive of the low-income uptake?

22   MS. LOIS MORRISON: Exclusive.

23   MR. BYRON WILLIAMS: And the low-income

24 uptake would be reflected in the estimates for the Low

25 Income Energy Efficiency Program?

3126

1   MS. LOIS MORRISON: That is correct.

2   MR. BYRON WILLIAMS: Thank you. I

3 wonder if you could turn to page 29 of CAC Exhibit 9.

4

5   (BRIEF PAUSE)

6

7   MR. BYRON WILLIAMS: Ms. Morrison,

8 essentially, in -- in this Information Request, CAC and

9 their partners in energy efficiency to some degree, at

10 least GAC, had -- had asked Manitoba Hydro to provide a

11 complete list of me -- measures or programs that the

12 Utility has chosen not to pursue because they failed to

13 address -- failed to meet cost-effectiveness tests,

14 fair enough?

15   MS. LOIS MORRISON: That is correct.

16   MR. BYRON WILLIAMS: And we're going to

17 go through -- through each response. But you did

18 reference two (2) different answers that are set there.

19   But I -- I want to turn to page 30 of --

20 of Manitoba -- of the CAC Exhibit 9, which is, you'll

21 agree with me, a response that Manitoba Hydro provided

22 to a similar question in a pri -- prior general rate

23 application?

24   MS. LOIS MORRISON: That is correct.

25

3127

1   (BRIEF PAUSE)

2

3   MR. BYRON WILLIAMS: And in this

4 Information Response, directing your attention to the

5 table on page 30, Manitoba identifies a -- a number of

6 measures which essentially fail to -- to screen in,

7 fair enough?

8   MS. LOIS MORRISON: That's correct.

9   MR. BYRON WILLIAMS: And as Mr. Peters

10 discussed with you earlier today, when a technology is

11 -- is screened against the MRC and the rate -- relat --

12 ratio falls below one (1), generally no program would

13 be pursued, correct?

14   MS. LOIS MORRISON: That is correct.

15   MR. BYRON WILLIAMS: And so if we just

16 look at that table, we'll see, for example, about

17 halfway down:

18   "Commercial griddle --griddles being

19   screened out."

20   And that's because their MRC result was

21 zero point four (0.4), which is materially less than

22 one (1), correct?

23   MS. LOIS MORRISON: That is correct.

24   MR. BYRON WILLIAMS: And so as a

25 consequence, commercial -- no commercial griddle

1 program was pursued?

2   MS. LOIS MORRISON: That is correct, or

3 nor -- neither was it included in an existing program.

4 Sometimes when we're screening technologies, it's to

5 add it to an existing program. It wouldn't necessarily

6 be a standalone program; it would just add a new

7 measure.

8   MR. BYRON WILLIAMS: And likewise, if

9 we go just to the bottom of this table, we see

10 commercial electric deep fryers not passing the MRC,

11 because they're at a ratio of zero point two (0.2),

12 agreed?

13   MS. LOIS MORRISON: That is correct.

14   MR. BYRON WILLIAMS: And in total, in

15 this response Manitoba Hydro identifies seven (7)

16 measures that failed to screen in against the MRC test,

17 either in standalone programs or as part of a larger

18 program?

19   MS. LOIS MORRISON: Yes.

20   MR. BYRON WILLIAMS: Now, Ms. Morrison,

21 I don't wish to belittle the makers of commercial

22 griddles, but would it -- would it be accurate to say

23 that -- that even if commercial griddles were screened

24 in, would it be fair to say that they would not have

25 added substantial savings to your portfolio?

 1   MS. LOIS MORRISON: That would be an

 2 accurate assessment.

 3   MR. BYRON WILLIAMS: And can we agree

 4 as well that adding electric deep fryers to the

 5 portfolio, either on a standalone basis or with others,

 6 would not have added substantial savings to the

 7 portfolio?

 8   MS. LOIS MORRISON: That is correct.

 9   MR. BYRON WILLIAMS: And -- and can we

10 make that observation about all seven (7) of the

11 screened-out measures, and can we conclude that -- that

12 they would not have added any substantial savings to

13 the portfolio?

14   MS. LOIS MORRISON: I agree.

15   MR. BYRON WILLIAMS: And I don't mean

16 to pick on griddles too much, but would it indeed be

17 fair to say that any savings they would have added to

18 the portfolio would have been negligible?

19   MS. LOIS MORRISON: Yes, but likely --

20 but due to the fact that there's -- there's marginal

21 savings, off -- being offset by -- there's two (2)

22 things you have to look at. Sometimes the savings

23 individually on the technology might be small, but if -

24 - the volume of that technology's presence in the

25 market place might drive larger savings. So, yes, in -

3130

1 - in this case, both of those measures would not be

2 met.

3   MR. BYRON WILLIAMS: Now, Ms. Morrison,

4 just flipping back to page 29 for a second, when --

5 when CAC (Manitoba) and GAC asked for a complete list

6 of measures, Mani -- Manitoba Hydro also referenced its

7 response to GAC/Manitoba Hydro 1-9B, correct?

8   MS. LOIS MORRISON: That is correct.

9   MR. BYRON WILLIAMS: And, Mr. Chair, I

10 don't believe -- I haven't put that in the materials

11 and I don't believe the -- the panel needs to turn

12 there.

13   But, Ms. Morrison, do you have that

14 response near at hand?

15   MS. LOIS MORRISON: I'm getting there.

16   MR. BYRON WILLIAMS: And, Ms. Morrison,

17 you could probably trust me on this one (1). In -- but

18 -- but would it be correct that, in terms of the --

19 that in terms of this response, Manitoba Hydro

20 identified two (2) other programs -- Power Smart Shops

21 and Power Smart Energy Manager -- which were not

22 included in the two (2) -- 2011 Power Smart plan

23 because they were considered not to be cost effective?

24

25   (BRIEF PAUSE)

3131

 1   MR. BYRON WILLIAMS: Ms. Morrison, do

 2 you want my response?

 3   MS. LOIS MORRISON: No, I have that

 4 already.

 5   MR. BYRON WILLIAMS: Okay.

 6   MS. LOIS MORRISON: I sometimes have

 7 notes on the pages, so I'd rather have my notes.

 8   MR. BYRON WILLIAMS: I've got some good

 9 notes, Ms. Morrison.

10   MS. LOIS MORRISON: Oh, well, yours

11 might be better than mine.

12   MR. BYRON WILLIAMS: Not on this page.

13   MS. LOIS MORRISON: Oh, okay, mine

14 neither.

15   MR. BYRON WILLIAMS: And, essentially,

16 what this response tells us is that the Power Smart

17 Shops Program and the Power Smart Energy Manger Program

18 were not included in the 2011 Power Smart plan because

19 they were considered to not be cost effective?

20   MS. LOIS MORRISON: That is true. They

21 were not meeting -- the forward picture of those

22 programs were no longer meeting what we had hoped to

23 achieve with them and were no longer cost effective.

24 So they are on re -- redesign.

25   MR. BYRON WILLIAMS: And with regard to

1 those programs -- let's start with Power Smart Shops.

2 The determination that it was not cost effective such

3 as to mot -- meet pro -- the objectives was made using

4 what criteria?

5

6   (BRIEF PAUSE)

7

8   MR. BYRON WILLIAMS: And, Ms. Morrison,

9 if you're checking, you might as well do it for the --

10 the other program as well.

11

12   (BRIEF PAUSE)

13

14   MS. LOIS MORRISON: Under the Power

15 Smart Shops Program, what we were finding was the -- we

16 were not achieving the deeper savings that were needed

17 to support the program, going forward. What we were

18 getting were just the very -- the direct installs that

19 were being done that were not going to be able to

20 support the program going forward. So we needed to

21 take a look at what -- a different option for reaching

22 that small commercial market.

23   So it was -- it was an assessment,

24 future forward -- we -- basically, we're not achieving

25 the target set for it. And I can't recall what the TRC

 1 ended up being going forward on that program, but the

 2 program wasn't achieving the participation levels, in

 3 terms of the deeper savings.

 4   So -- although, someone might go and do

 5 the direct install of the light, we weren't getting

 6 those additional -- getting them to take the next step

 7 to the -- to -- to go from, say, change out their T12s

 8 to T8 lighting and all that. We were only getting just

 9 a couple of compact fluorescents installed and pipe

10 insulation in the small commercial. It wasn't meeting

11 the targets that we had set out for the program, and

12 was not going to achieve the targets that we had set,

13 in terms of the long term.

14   MR. BYRON WILLIAMS: So let -- let me

15 just stop you on that one. And just -- that -- that

16 doesn't -- it does not sound analogous to the seven (7)

17 that we just discussed a few moments ago that were

18 screened out because they didn't meet MRC.

19   Is -- is that a fair statement?

20   MS. LOIS MORRISON: Yes, that would be

21 a fair statement.

22   MR. BYRON WILLIAMS: And in terms of

23 this specific program, you're not certain what the TRC

24 was, but it -- the -- you've identified a number of

25 issues, in terms of program design?

3134

1   MS. LOIS MORRISON: Yes, they would be

2 more so program design related issues. And the same

3 thing would be -- could be said for the Power Smart

4 Energy Manager Program. Under the design that was

5 presented, we were -- there was -- we were having a

6 very difficult time reaching the target market and

7 getting participation.

8   MR. BYRON WILLIAMS: So if -- if my

9 client is looking for programs screened out, they --

10 they should return to -- to the -- the seven (7) that

11 were screened out under the MRC?

12   MS. LOIS MORRISON: Yes.

13   MR. BYRON WILLIAMS: Mr. Chair, I'm --

14 I'm not going to quite finish today. I'll probably

15 have, not a lengthy piece for tomorrow, but -- but I

16 propose at least to continue to 4:30, subject to the

17 Board's disc -- direction.

18   THE CHAIRPERSON: No, that's fine.

19 4:30 is fine. But I have a commitment at 4:30, another

20 meeting, so I wonder if we could adjourn by 4:30?

21

22   (BRIEF PAUSE)

23

24   MR. BYRON WILLIAMS: Ms. -- Ms.

25 Morrison, I hesitate to embark upon a discussion of

3135

 1 various tests after your discussion with Mr. Peters

 2 today, but I just want to make sure that my client's

 3 understanding of the RIM test is the same as -- as your

 4 understanding of the RIM test. And I've got a -- a

 5 lengthy statement and -- and I'll -- I can give you a

 6 reference to assist you. Perhaps, I already have done

 7 that.

 8   If my client were to describe the RIM

 9 test, they would say:

10   "This test provides an indication of

11   the impact of energy efficiency

12   programs on utility rates. The

13   results of this test provide an

14   indication of the impact on energy

15   efficiency on those customers that do

16   not participate in the energy

17   efficiency programs.

18   "The costs include all the

19   expenditures -- expenditures by the

20   program administrator, plus the lost

21   revenues to the utility as a result

22   of the inability to recover fixed

23   costs over fewer sales. The benefits

24   include the voided utility's costs."

25   Is that a definition, in terms of RIM,

3136

1 that -- that Manitoba Hydro can live with?

2   MS. LOIS MORRISON: I believe that to

3 be a generally accepted definition of the rate impact

4 measure test.

5   MR. BYRON WILLIAMS: And, Ms. Morrison,

6 you had a discussion earlier today with both the panel

7 and My Friend Mr. Peters, in terms of the commentary of

8 Hydro CEO Scott Thomson on -- on day 1 of this -- this

9 Hearing.

10   Do you recall discussing that?

11   MS. LOIS MORRISON: Yes.

12   MR. BYRON WILLIAMS: And -- and subject

13 to check, Ms. -- Mr. Thomson's exact words were:

14   "It's important, particularly given

15   our current financial condition, that

16   any new DSM programs have a sound

17   basis. I believe that DSM should

18   reduce the upward pressure on rates,

19   not increase it. That is the

20   approach that we're taking."

21   Are you prepared to accept that that's a

22 fair statement of his words?

23   MS. LOIS MORRISON: Yes.

24   MR. BYRON WILLIAMS: And -- and, Ms.

25 Morrison, my client has struggled with those words, and

3137

1 -- and just want to clarify, from your perspective,

2 does this suggest that -- that now RIM is king?

3   MS. LOIS MORRISON: I don't believe it

4 is on the individual program design level. Again, it

5 goes back to what I had talked about before, where we

6 are -- what we do is we look at the -- RIM is -- is an

7 indication of whether or not it'll have a -- a general

8 impact on rates. It's not the only thing we look at.

9   As we've mentioned before, we also look

10 at the levelized utility cost of the measure and

11 compare it to the benefit that we anticipate to see --

12 to see in the future, and in -- and making sure that

13 that is -- that we're able to recover through our

14 investment. The -- that the -- that the offsetting

15 benefits are there to match the -- there's the

16 investment that the Utility is making, and making sure

17 that the lost revenue, or the -- the -- it's -- it's --

18 that the differential between the revenue, or what

19 would be our cost of generation, and the benefit, we

20 don't want to go beyond that. It's that differential

21 that we would attempt to try to keep our investment to,

22 which would then not negatively impact the -- the

23 ratepayer.

24   And in our case that -- that value is

25 the difference -- you could say that our imbedded costs

 1 right now is -- is our domestic rate. And the -- the

 2 benefit value is the eight point five (8.5) cents that

 3 we've used as a levelled amount; just to use round

 4 numbers.

 5   And -- and we did speak to that in our

 6 rebuttal, as to terms of -- of what the benefits are to

 7 the Utility, to the customer, and to the -- from an

 8 integrated perspective.

 9   What we're looking at when we're looking

10 at the levelized utility cost and the rate impact

11 measure test as -- as a guide, is simply to the degree

12 that the Utility will invest on the ratepayer's beni --

13 behalf. It doesn't mean that we won't pursue or -- or

14 encourage in certain energy efficiency opportunities.

15   Also, we look at it as a portfolio

16 level. So we would want to make sure that -- I believe

17 that we would look at it from the perspective of --

18 from the residential sector -- we would want the

19 residential sector to be having enough opportunities to

20 participate, balancing that off with not putting undo

21 pressure on our rates.

22   MR. BYRON WILLIAMS: And we'll comb

23 back to LUC in -- in a second. So in response to my

24 question, your -- your answer was that RIM is not king

25 at the program design level.

3139

 1   Would it be unfair to suggest that RIM

 2   is king at the portfolio level for a specific class?

 3   The primary determinate.

 4

 5   (BRIEF PAUSE)

 6

 7   MS. LOIS MORRISON: I think it's a

 8   consideration. I don't -- I have not -- although Mr.

 9   Thomson has said this; it's a very important thing to

10   consider and going forward a business case could

11   support it. So we should always consider that when

12   we're putting forward a portfolio of programs. And we

13   have traditionally done that.

14

15   (BRIEF PAUSE)

16

17   MR. BYRON WILLIAMS: At the portfolio

18   level, would you expect a portfolio with the RIM of

19   less than one (1) to -- to be endorsed?

20   MS. LOIS MORRISON: I believe I would

21   have a very difficult time selling that.

22   THE CHAIRPERSON: Okay. Now, just --

23   just so I understand your point on LUC, and -- and if

24   I'm con -- conflating your answer, you'll correct me.

25   And I'll -- this will be my -- my last question, Mr.

 1 Chair.

 2   But you -- you spoke of the -- the gap

 3 between the Corporation's marginal cost let's say round

 4 at eight point five (8.5) cents per kilowatt hour, and

 5 the actual rate, you know, for residential, if all your

 6 applications are approved, seven point two (7.2),

 7 effective April 1st, 2013.

 8   Is -- is that, in your view, an upper-

 9 bound on the LUC?

10   MS. LOIS MORRISON: The differential

11 would be the upper-bound.

12   MR. BYRON WILLIAMS: So, the

13 differential between the eight point five (8.5) and the

14 seven point two (7.2) would be the upper-bound, in

15 terms of what you're looking for -- for the LUC? I'm

16 trying to understand this more.

17   MS. LOIS MORRISON: Yeah. again, it's

18 -- it's -- it's what we -- when we're -- when we're

19 designing a program, we would say -- we would -- we

20 would -- we would look at it, go, Oh, well, what is the

21 levelized utility cost? The levelized utility cost is

22 coming in at that differential, say -- two cen --

23 sorry, one point five (1.5) cents a kilowatt hour, and

24 that's -- let's -- let's use rounding -- nice round

25 numbers to make this easy; you know, eight point five

1 (8.5) versus seven (7) cents.

2   So, if the levelized utility cost is

3 coming in at one point five (1.5), and then -- then

4 we're thinking that generally there's not going to be

5 too much of an impact to the customer, and okay. But

6 if say, for example, the program comes in with a

7 levelized utility cost of two point three (2.3) or two

8 point five (2.5), we would then take a closer look and

9 say, Oh, well, do we think it's going to come -- if

10 it's going to have an impact on rates? Because that

11 may in itself not really impact rates, because it

12 depends on when those energy savings are achieved.

13   MR. BYRON WILLIAMS: And I don't want

14 to interrupt you, but I think my promise to the Chair

15 was 4:30 so I'm going to open it up for you to resume

16 your explanation tomorrow morning, and I do apologize

17 for interrupting.

18   MS. LOIS MORRISON: No, that -- no I --

19 I completely understand.

20

21   (PANEL RETIRES)

22

23   THE CHAIRPERSON: Thank you very much

24 for that. Are there any matters to attend to? If

25 there -- there are no matter, so we will adjourn for

3142

1 today and resume proceedings tomorrow morning at nine

2 o'clock. So, have a good evening everyone.

3

4 --- Upon adjourning at 4:30 p.m.

5

6

7

8

9 Certified correct,

10

11

12

13

14 _____

15 Cheryl Lavigne, Ms.

16

17

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