

# EUCI'S 3RD ANNUAL U.S./CANADA CROSS-BORDER ENERGY TRADE SUMMIT

March 1-2, 2017  
Hyatt Regency Boston  
Boston, MA

POST-CONFERENCE WORKSHOP

**Clean Energy  
Procurement Mechanisms**

THURSDAY, MARCH 2, 2017



EUCI is authorized by IACET to offer 1.0 CEUs for this conference and 0.4 for the workshop

HOST UTILITY

**nationalgrid**

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SUPPORTING ORGANIZATION



## OVERVIEW

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The United States and Canada form the largest integrated energy market in the world, operating on more than 50 grid connections of transmission wires and pipelines. Energy trade helps maintain the stability of power grids that span both countries, and provides economic and reliability benefits for the entire region. Canada is the single largest non-domestic supplier of energy to the U.S., and is a net exporter of electric power, natural gas and petroleum to the U.S. Particularly in the Northeast, both countries are actively seeking opportunities to increase trade through new transmission ties to advance flexibility, reliability, and meet anticipated capacity gaps and clean energy goals in New England through Canada's vast hydropower resources. However, not all interests are convinced that increased Canadian energy imports are a good thing, raising concerns about negative impacts to competitive U.S. energy markets, electricity rates, the local economy, and siting/environmental issues.

**EUCI's 3rd Annual U.S./Canada Cross-Border Energy Trade Summit** will look at the state of energy trade in the Northeast, focusing on recent and proposed cross-border transmission projects for power and natural gas. Industry and policy maker experts will evaluate the complex process of facilitating increased energy transactions, with emphases on the related intricate planning, multi-party cooperation, and associated regulatory, technical, and financial issues. Panel discussions will evaluate the role of Canadian imports for an optimal future resource mix in the Northeast, debating how to balance the often-competing needs of competitive markets, energy security and diversity, environmental compliance, and economic growth in an increased cross-border energy future.

## LEARNING OUTCOMES

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- Review the state of Northeastern energy markets and resource planning needs
- Assess anticipated capacity gaps and impacts on market fuel prices
- Recognize Canadian initiatives, proposals, and supported projects for cross-border energy trade
- Evaluate the pros and cons for increased cross-border trade to meet New England clean energy goals and anticipated capacity gaps
- Assess important policy updates and their implications for resource procurement
- Discuss NEPOOL's Integrating Markets and Public Policy ("IMAPP") process for evolving capacity markets to incentivize renewables
- Identify investment and export opportunities for clean power and natural gas
- Review transmission and project options to bring clean power to New England
- Evaluate financing, siting, and successful development requirements for proposed transmission projects
- Discuss the status of northeastern grid interconnection and its relationship to siting and scheduling of new project development
- Review options for natural gas and LNG imports into New England

## WHO SHOULD ATTEND

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- Utility generation and power procurement staff
- Merchant and independent power developers
- Transmission planners, operators, and engineering contractors
- Canadian and American regulatory agencies
- State and Provincial public utility commission regulators, advisors and staff
- Energy consultants and project managers
- Energy advocacy stakeholders
- Regulatory staff responsible for renewable and natural gas energy development projects
- Renewable energy trade associations
- Natural gas company accountants, business development, and commercial representatives
- Investment analysts who follow regulated natural gas pipelines and utilities

# AGENDA

WEDNESDAY, MARCH 1, 2017

- 8:00 - 8:30 am**      **Registration and Continental Breakfast**
- 8:30 – 9:00 am**      **Keynote Address: Creating a Clean, Reliable Energy Future in the Northeast**  
*Will Hazelip, Vice President – US Business Development, National Grid*
- 9:00– 10:00 am**      **The State of Northeastern Energy Markets & Resource Planning: Forging a Clean Energy Future**
- Meeting regional goals for clean energy/carbon reduction power
  - Environmental compliance requirements and challenges for the power industry
  - Implications of losing nuclear and coal – scenarios and pathways to address capacity gaps
  - Northeast power price outlook
  - Infrastructure shortage – need for new reliable capacity, fuel diversity and overcoming pipeline constraints
  - Constrained transmission – need for sizable investment
- Moderator: Julia Frayer, Managing Director, London Economics LLC**  
**Carolyn O'Connor, Director, External Affairs and Communications, Hydro Quebec US**  
**Paul Hibbard, Vice President, Analysis Group**
- 10:00– 10:15 am**      **Morning Break**
- 10:15 – 11:00 am**      **Canadian Initiatives and Energy Trade Projects**
- This session will discuss how the U.S. and Canada can continue to expand cross-border energy trade in mutually beneficial partnerships. It will address how Canadian energy exports can help the northeastern U.S. solve anticipated capacity gaps and meet regional clean energy goals.
- David Alward, Consul General, Consulate General of Canada in New England, Boston**
- 11:00 am – 12:00 pm**      **Important Policy Updates: Implications for Procurement & New England's Future Resource Mix**
- In August 2016, Massachusetts Governor Baker signed a comprehensive energy diversity regulation in an Act Relative to Energy Diversity (H. 4568) requiring utilities to competitively solicit and contract for approximately 1,200 MW of clean energy generation — baseload hydropower, onshore wind and solar supported by hydropower, standalone onshore wind, solar, or other Class I renewable resources. In addition, the legislation calls for procurement of 1,600 MW of offshore wind. This session will explore various implications and perspectives of the bill and other important policy developments with regard to:
- New England cross-border procurement and regional resource planning
  - Developing an optimal fuel mix aligned with the legislation
  - Anticipated 2017 Request for Proposal (RFP) from MA and other New England states
  - Impacts and concerns for competitive energy markets and local generators
  - Impacts to current renewable energy credit (REC) markets and market dynamics
  - Mechanisms for large-scale clean energy procurements
  - Offshore wind market opportunities
- Moderator: Jason Chee-Aloy, Managing Director, Power Advisory LLC**  
**Ned Bartlett, Undersecretary – Energy and Environmental Affairs, Commonwealth of Massachusetts**  
**Christie Bradway, Manager – Renewable Power Contracts, Eversource Energy**  
**Dan Dolan, President, New England Power Generators Association (NEPGA)**  
**Aleksander Mitreski, Senior Director – Regulatory Affairs East, Brookfield Renewable Energy**
- 12:00 – 1:20 pm**      **Group Luncheon**

# AGENDA

WEDNESDAY, MARCH 1, 2017 (CONTINUED)

1:20 – 2:45 pm

## **Integrating Markets and Public Policy (“IMAPP”): Evolving Capacity Markets to Incentivize Renewables**

NEPOOL initiated a stakeholder process — Integrating Markets and Public Policy (IMAPP) — to identify and explore potential changes in the wholesale power market that could be implemented to advance state public policy objectives in New England. Some believe evolving wholesale power operations in such a manner would be a better way to achieve clean energy and carbon reduction goals, as opposed to state-mandated, technology specific long-term procurements. This session will explore various policy and industry perspectives on the IMAPP process, discussing:

- Introduction and overview of IMAPP process
- How can capacity markets evolve to incentivize the entry of renewable markets not otherwise triggered by market forces?
- How can markets give a distinct competitive advantage in both energy and capacity markets, but still maintain competition?
- What would a forward clean energy capacity market look like?

**Moderator: David O'Connor, Vice President & Consultant, ML Strategies**

**Heather Hunt, Executive Director, New England States Committee on Electricity (NESCOE)**

**Joel Gordon, Director - Market Policy, PSEG Power Connecticut, LLC**

**Greg Jones, General Manager – Energy Marketing, Nalcor Energy**

**Tim Brennan, Director – Regulatory Strategy, National Grid**

2:45 – 3:00 pm

## **Afternoon Break**

3:00 – 4:20 pm

## **Transmission & Project Options to Bring Clean Power into New England**

This session will describe, evaluate, and compare transmission projects — both approved and proposed for development — to deliver new clean generation into the northeastern U.S. The session will evaluate the different concepts for the projects and the associated benefits and challenges of each. It will also relate the projects to specific regional clean energy goals and procurement mechanisms to assess eligibility and overall project viability.

**Moderator: Peter Brown, Of Counsel, Preti Flaherty**

**Will Hazelip, Vice President – US Business Development, National Grid**

**Donald Jessome, CEO, Transmission Developers Inc (TDI)**

**Robin McAdam, Executive Vice President, Nova Scotia Power (Emera)**

4:20 – 5:15 pm

## **Future Wind Markets in Northeastern U.S. and Canada**

- Establishing partnerships for wind generation with hydropower and transmission projects
- Transmission development necessary to unlock northern wind resources and connect to southern load centers
- Opportunities offered by northeast electricity markets for Canadian wind projects

**John Dalton, President, Power Advisory LLC**

**Philip Duguay, Vice President, Anbaric Transmission LLC**



*“The U.S./Canada Cross Border Power Trading Summit provided an excellent overview of key issues driving power markets in the northeastern U.S. and opportunities for cross-border power deliveries.”*

Director Development – East Region, EDF Renewable Energy

# AGENDA

THURSDAY, MARCH 2, 2017

8:00 - 8:30 am

**Continental Breakfast**

8:30 – 9:45 am

**Optimizing Northeastern Grid Interconnection & Queue Processes**

This session will give an overview of the Northeast's current grid interconnections, identifying prevalent interconnection and transmission capacity issues. It will then explore how the status of the current grid relates to considerations for new project development and the scheduling of projects in the queue, evaluating how system operators can optimally collaborate for an efficient queue process.

**Alan McBride, Director, Transmission Strategy & Services, ISO New England**

**Francis Pullaro, Executive Director, RENEW Northeast**

**Paul Hibbard, Vice President, Analysis Group**

9:45 – 10:00 am

**Morning Break**

10:00 – 11:45 am

**Northeastern Natural Gas Import/Export Options: Pipelines and LNG**

**Moderator: Stephen Leahy, Vice President, Northeast Gas Association (NGA)**

**Cynthia Armstrong, Director – Marketing and Business Development, PNGTS Operating Co**

**Guillaume Brossard, Director – LNG Market Development, Gaz Métro**

**Greg Cunningham, Vice President & Program Director, Conservation Law Foundation (CLF)**

**Joe Dalton, Director – Government and Regulatory Affairs, ENGIE**

11:45 am

**Conference adjourns**



*“EUCI organizes excellent events, I really enjoyed the overview of different aspects within the industry to broaden my knowledge. I loved the networking!”*

Project Development Manager, Locweld



*“Speakers were great and networking opportunities were excellent. Speakers spoke to exactly what I wanted to know.”*

Director of Development, EDF EN Canada



*“Excellent coverage of key issues in US/Canada electricity trade”*

President, Power Advisory LLC

REGISTER TODAY! CALL 303-770-8800 OR VISIT [WWW.EUCI.COM](http://WWW.EUCI.COM)

## POST-CONFERENCE WORKSHOP

# Clean Energy Procurement Mechanisms

THURSDAY, MARCH 2, 2016

**12:30 – 1:00 pm**      **Registration**

**1:00 – 4:15 pm**      **Workshop Timing**

## OVERVIEW

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Increasingly in the Northeast, utilities, load-serving entities, (LSE's), retail electric providers (REPs) and transmission and project developers are engaging in competitive bidding practices for clean energy resource procurement. Competitive bidding for clean energy procurement is a common and essential element for satisfying compliance with RPS and other mandates. It is a process where entities will issue requests for proposals (RFPs) and related instruments for the purchase of renewable energy, renewable energy certificates (RECs) and associated assets.

This workshop is designed for professionals on both the buy and sell side to better understand the process of competitive resource procurement, and to think strategically about how to prepare, design, and respond to RFPs to yield optimal results.

## LEARNING OUTCOMES

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- Evaluate the role of competitive bidding for energy procurement and policy compliance
- Discuss mechanics of energy procurement and key contractual items
- Understand how to connect your solicitation to state and regional clean energy goals

## AGENDA

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- I. Types of Energy Procurement
  - a. Who's doing what?
  - b. Variations in structure, proposal and method for determining the winning bid
- II. Mechanics of Energy Procurement
- III. Best Practices in the Request for Proposal (RFP) Process
  - a. Preparing and designing renewable energy credit (REC) RFP procurements
  - b. Evaluation of bids and submission/awarding of RFP bid proposals
  - c. Negotiation, execution and management of purchase agreements
- IV. Connecting Your Solicitation to Regional Clean Energy Goals
  - a. How states decide to procure
  - b. Impact of procurement on state run programs
  - c. Regional policy incentives to promote clean energy and regulatory measures
- V. Resource-Specific Considerations for Procurement and Transmission
  - a. Hydropower
  - b. Offshore wind
  - c. Terrestrial wind
  - d. Solar

# INSTRUCTOR



## Daniel E. Peaco

**Chair and Principal Consultant, Daymark Energy Advisors**

Daniel Peaco has 35 years of experience performing policy and planning analysis, as well as advising decision-makers in the electric industry. He also provides expert witness testimony in public policy proceedings. His principal practice areas include integrated resource planning, transmission and non-transmission alternatives, generation asset valuation and strategic planning. Mr. Peaco joined Daymark Energy Advisors in 1996. He served as president from 2002 to 2015 and as chairman since 2002. Before joining Daymark, he held management and planning positions in power supply planning at Central Maine Power, CMP International Consultants, Pacific Gas & Electric and the Massachusetts Energy Facilities Siting Council. Mr. Peaco has an M.S. in engineering sciences, resource systems and policy design from Thayer School of Engineering, Dartmouth College, and a B.S. in civil engineering, water resource systems from MIT.



***“Good panelists/speakers with quality info to share. Learned a lot”***

Project Manager, Tetra Tech



***“Very informative/very well run”***

Program Manager, Burns & McDonnell Engineering



***“Timely topics, insightful presentations and great networking — everything you want in a conference”***

President, Mosaic Energy Insights, Inc.

## INSTRUCTIONAL METHODS

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Case studies, PowerPoint presentations, and panel discussions will be used in this program.

## REQUIREMENTS FOR SUCCESSFUL COMPLETION

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Participants must sign in/out each day and be in attendance for the entirety of the conference to be eligible for continuing education credit.

## IACET CREDITS

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EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

**EUCI is authorized by IACET to offer 1.0 CEUs for this conference and 0.4 for the workshop.**

## EVENT LOCATION

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A room block has been reserved at the Hyatt Regency Boston, One Avenue de Lafayette, Boston, Massachusetts, USA, 02111 for the nights of February 28-March 1, 2017. Room rates are US \$179 plus applicable tax. Call **617-912-1234** for reservations and mention the EUCI event to get the group rate. The cutoff date to receive the group rate is February 14, 2017 but as there are a limited number of rooms available at this rate, the room block may close sooner. ***Please make your reservations early.***

## REGISTER 3, SEND THE 4TH FREE

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Any organization wishing to send multiple attendees to these conferences may send 1 FREE for every 3 delegates registered. Please note that all registrations must be made at the same time to qualify.

## SPONSORSHIP OPPORTUNITIES

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Do you want to drive new business through this event's powerful audience? Becoming a sponsor or exhibitor is an excellent opportunity to raise your profile before a manageably sized group of executives who make the key purchasing decisions for their businesses. There is a wide range of sponsorship opportunities available that can be customized to fit your budget and marketing objectives, including: Platinum, gold, or VIP sponsor, Reception host, Networking break host, Tabletop exhibit, Workshop sponsor, Lanyard sponsor, Luncheon host and Breakfast host.

**Please contact Maggie Field at [mfield@euci.com](mailto:mfield@euci.com) or 720-988-1250 for more information.**

# REGISTRATION INFORMATION

# EVENT LOCATION

## Mail Directly To:

Electric Utility Consultants, Inc. (EUCI)  
4601 DTC Blvd., Ste. 800  
Denver, CO 80237

OR, scan and email to: [conferences@euci.com](mailto:conferences@euci.com)

**WWW.EUCI.COM**

**p: 303-770-8800**

**f: 303-741-0849**

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## PLEASE SELECT

- EUCI'S 3RD ANNUAL: U.S./CANADA CROSS-BORDER ENERGY TRADE SUMMIT CONFERENCE AND WORKSHOP:** MARCH 1-2, 2017: US \$1895, EARLY BIRD on or before FEBRUARY 10, 2017: US \$1695
- EUCI'S 3RD ANNUAL: U.S./CANADA CROSS-BORDER ENERGY TRADE SUMMIT CONFERENCE ONLY:** MARCH 1-2, 2017: US \$1495, EARLY BIRD on or before FEBRUARY 10, 2017: US \$1295
- POST-CONFERENCE WORKSHOP ONLY:** THURSDAY, MARCH 2, 2017: US \$595, EARLY BIRD on or before FEBRUARY 10, 2017: US \$495

## ENERGIZE WEEKLY

EUCI's Energize Weekly e-mail newsletter compiles and reports on the latest news and trends in the energy industry. Newsletter recipients also receive a different, complimentary conference presentation every week on a relevant industry topic. The presentations are selected from a massive library of more than 1,000 current presentations that EUCI has gathered during its 30 years organizing conferences.

**Sign me up for Energize Weekly**

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

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### CREDIT CARD INFORMATION

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**OR** Enclosed is a check for \$ \_\_\_\_\_ to cover \_\_\_\_\_ registrations.

### Substitutions & Cancellations

Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before January 27, 2017 in order to be refunded and will be subject to a US \$195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of conference cancellation, EUCI's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices at 303-770-8800. EUCI reserves the right to alter this program without prior notice.

