

# 2020 CANADIAN RATE DESIGN CONFERENCE

**September 17 and 24, 2020**  
**Online | Central Time**

## EUCI ONLINE CONFERENCE

EUCI is pleased to offer this virtual conference on its online interactive platform. Enjoy a valuable learning experience with a smaller impact on your time and budget. You will gain new knowledge, skills, and hands-on experience in from the comfort of your remote location.

“

*"I think this conference provides excellent learning for those working in this field. I highly recommend it."*

Rate & Regulatory Manager,  
City of Lethbridge

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EUCI is authorized by IACET to offer 1.3 CEUs for both days, 0.6 CEUs for day 1 and 0.7 CEUs for day 2

HOST UTILITY



## OVERVIEW

Canada's electric utilities are facing the prospect of sweeping changes as their industries transform. Advanced metering, distributed generation (including rooftop solar), home battery storage, smarter thermostats, and electric vehicles are all influencing rate design for small customers. The arrival and growth of data centers and large greenhouses are presenting pricing challenges for large customers. On all fronts, utilities are confronted with the need to modify pricing to ensure fixed cost recovery and to avoid cross subsidy. And now, covid-19 is depressing demand and revenues.

EUCI's 3rd Annual Electric Rate Design conference brings together subject matter experts in the utility rate design field to explore innovative rate design options to meet these challenges. The blend of relevant presentations and panel discussions will provide current industry trends, state-of-the-art perspectives and best practices in innovative pricing and the valuation of distributed resources operating in a modernized grid. Meet your peers online and participate in stimulating discussions targeting the most pressing rate design challenges of Canada's utilities, regulators, and industry stakeholders.

## LEARNING OUTCOMES

- Rate design challenges of accommodating distributed energy
- Discuss how rate design discussions must start now because of COVID-19 to enable utilities to meet the needs of their customers
- Current and possible approaches to large-customer pricing
- Progressive service and product offerings for the retail electricity market
- Why utilities have developed alternatives to net metering
- If TOU pricing induces customer response that helps to control costs
- Potential unintended consequences of certain rate designs
- Pricing challenges that can arise in serving innovative customers

## WHO SHOULD ATTEND

This conference was developed for:

- Utility executives
- Corporate communication professionals
- Contact center management professionals
- Commissioners
- Commission staff
- Attorneys
- Regulatory affairs managers
- Pricing and load research managers
- Customer representatives and organizations
- Cost of service analysts
- Financial analysts
- Rate design, product development and customer strategy professionals



***"Worthwhile and relative discussions with great level of interaction."***

Manager Collections,  
Enbridge



***"The tight focus of the conference ensured that all speakers presented topics that were very relevant and current to the attendees."***

Director, Accounts Receivable, Toronto Hydro

# AGENDA

THURSDAY, SEPTEMBER 17, 2020 CENTRAL TIME

## Part I: Canadian Rate Design Conference

8:45 – 9:00 am

**Log In**

9:00 – 9:15 am

**Welcome Announcements**

9:15 – 9:35 am

**Opening Address from Hydro-Québec**

Hydro-Québec, which was established in 1944, is a public utility that generates, transmits and distributes electricity in Québec. It is North America's largest producer of renewable energy and operator of an extensive high-voltage transmission system. Its clean energy is delivered to customers across Québec and is sold into wholesale markets in northeastern North America. In this opening segment, Geneviève Fournier, will welcome conference attendees and talk about how Hydro-Québec currently handles Covid 19 pandemic on the customers side as well as the employee side.

***Geneviève Fournier, Senior Director Directrice principale Expérience client, vente et fidélisation, Hydro-Québec***

9:35 am – 12:15 pm

*(includes short breaks between speakers)*

### Session I: Pricing for Large Customers

Canadian utilities continue to face the challenge of serving new high voltage customers who are often located in areas where the grid requires reinforcement to ensure adequate service. Additionally, growing awareness by customers of wholesale prices creates pressure to offer market-based pricing while still trying to recover the costs mandated by embedded cost-based cost allocation. How should utilities design rates and contracts to secure required revenues but offer efficient, competitive prices for generation services? How should they structure contracts to recover possibly significant new transmission costs? This session will review these issues and explore current and possible approaches to large-customer pricing.

#### **Rate and Program Incentives for Electrification of Large Industry in British Columbia**

***David Keir, Manager Transmission Rates, BC Hydro***

#### **Rate Implications of Newfoundland and Labrador's System Changes**

***Kevin Fagan, Vice President, - Regulatory Affairs and Customer Service, Newfoundland & Labrador Hydro***

#### **Standby Pricing in Canada, An Update**

***Bruce Chapman, Vice President, Christensen Associates Energy Consulting***

#### **Panel Discussion: Large Customer Rates Recap**

This panel discussion will allow symposium attendees to ask specific questions of the presenters for discussion related to the large customer rate design session

***David Keir, Manager Transmission Rates, BC Hydro***

***Kevin Fagan, Vice President, - Regulatory Affairs and Customer Service, Newfoundland & Labrador Hydro***

***Bruce Chapman, Vice President, Christensen Associates Energy Consulting***

12:15 – 1:00 pm

**Lunch Break**

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# AGENDA

THURSDAY, SEPTEMBER 17, 2020 CENTRAL TIME (CONTINUED)

1:00 – 4:15 pm

*(includes short breaks between speakers)*

## Session II: TOU Pricing for Residential Customers

Utilities in Canada and the U.S. have been investigating the potential of time-varying pricing to communicate the pattern and level of utility costs to small customers. Response results from this research are beginning to emerge. This session explores results from residential time-of-use pricing experiments and compares them with similar US research. Is such pricing, with its attendant meter and billing complications cost effective? Does TOU pricing induce customer response that helps to control costs, or is such pricing confined to merely better matching revenues to costs within the class?

### Customer response to TOU Pricing in Ontario: An Update

**Ceirán Bishop, Manager, Strategic Policy, Ontario Energy Board**

### Hydro-Québec’s Dynamic Pricing Experience: The First Year’s Results

**Julie Doonan, Rate and Regulatory Affairs Senior Analyst, Hydro-Québec**

### Customer Response to TOU Pricing at San Diego Gas & Electric

**Leslie Willoughby, Load Analysis Manager, San Diego Gas & Electric**

### Panel Discussion: Residential TOU Rates Recap

This panel discussion will allow symposium attendees to ask specific questions of the presenters for discussion related to the mass market rate design session.

**Ceirán Bishop, Manager, Strategic Policy, Ontario Energy Board**

**Julie Doonan, Rate and Regulatory Affairs Senior Analyst, Hydro-Québec**

**Leslie Willoughby, Load Analysis Manager, San Diego Gas & Electric**

4:15 pm

Conference Day 1 Concludes



*“This was my first EUCI conference. It was a fantastic knowledge base. Best in class symposium that will help me in my new role immensely!”*

*Business Development  
Manager, BC Hydro*



*“Highly recommend. Given all the changes in the industry, it is more important than ever to share innovative ideas and stay abreast of new developments in rate design.”*

*Sr. Regulatory Specialist, BCUC*

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# AGENDA

THURSDAY, SEPTEMBER 24, 2020 - CENTRAL TIME

## Part II of Canadian Rate Design Conference

**8:45 – 9:00 am**      **Log In**

**9:00 am – 12:00 pm**      *(includes short breaks between speakers)*

### **Session III: The Practice of Distributed Energy Resources (DER) Pricing in Canada**

The morning is devoted to reviewing how DER pricing is currently structured in Canada, and why the current net metering and net billing structures are problematic. We will also review the candidate alternatives to the existing pricing structures, including providing an overview of their strengths and weaknesses. This review will be a prelude to the afternoon discussion by industry practitioners of their utilities' chosen applications.

**Instructor: Bruce Chapman, Vice President, Christensen Associates Energy Consulting**

**12:00 – 12:45 pm**      **Lunch Break**

**12:45 – 4:30 pm**      *(includes short breaks between speakers)*

### **Session IV: The Practice of DER Pricing in Canada (Continued)**

Canadian utilities are beginning to explore alternatives to their existing DER programs. The utilities understand that, as participation increases, fixed cost recovery and incentives issues become serious challenges. In this last session, utility, and industry experts with experience of developing alternatives to net metering will offer their experience with those alternatives and describe the impact of program revisions on customer participation and utility financials.

#### **Austin Energy's Value of Solar Rates**

**Tim Harvey, Customer Renewable Solutions Manager, Austin Energy**

#### **Fixed Cost Recovery: Residential Demand Charges and Net Metering**

**Steve Wishart, Director, Pricing & Planning, Xcel Energy Colorado**

#### **Salt River Project's Portfolio of Residential Solar Rates**

**Mark Carroll, Principal Financial Analyst, Salt River Project**

#### **Modifications of the Net Metering Model**

**Dr. Daniel Hansen, Christensen Associates Energy Consulting**

#### **Panel Discussion: DER Pricing Alternatives**

This panel discussion will allow symposium attendees to ask specific questions of the presenters for discussion related to the alternative approaches to distributed energy resources pricing described in the preceding sessions.

**Tim Harvey, Customer Renewable Solutions Manager, Austin Energy**

**Steve Wishart, Manager Pricing & Planning, Xcel Energy Colorado**

**Dr. Daniel Hansen, Christensen Associates Energy Consulting**

**Mark Carroll, Principal Financial Analyst, Salt River Project**

**4:30 pm**

**Conference Day 2 Concludes**

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## INSTRUCTIONAL METHODS

This program will include case studies, panel discussions and PowerPoint presentations

## REQUIREMENTS FOR SUCCESSFUL COMPLETION

Participants must login for the entirety of the course to be eligible for continuing education credit.

## IACET CREDITS



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 1.3 CEUs for both days, 0.6 CEUs for day 1 and 0.7 CEUs for day 2**

## ONLINE COURSE DELIVERY & PARTICIPATION DETAILS

We will be using Microsoft Teams to facilitate your participation in the upcoming event. You do not need to have an existing Teams account in order to participate in the broadcast – the course will play in your browser and you will have the option of using a microphone to speak with the room and ask questions, or type any questions in via the chat window and our on-site representative will relay your question to the instructor.

- You will receive a meeting invitation which will include a link to join the meeting.
- Separate meeting invitations will be sent for the morning and afternoon sessions of the course.
  - o You will need to join the appropriate meeting at the appropriate time.
- If you are using a microphone, please ensure that it is muted until such time as you need to ask a question.
- The remote meeting connection will be open approximately 30 minutes before the start of the course. We encourage you to connect as early as possible in case you experience any unforeseen problems.

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# PLEASE SELECT

# REGISTRATION INFO

**2020 CANADIAN RATE DESIGN CONFERENCE CONFERENCE BOTH DAYS:** SEPTEMBER 17 AND 24, 2020: \$1,795 CAD (Single Connection)

**PACK OF 5 CONNECTIONS:** \$8,075 CAD

**PACK OF 10 CONNECTIONS:** \$13,460 CAD

**2020 CANADIAN RATE DESIGN CONFERENCE ONE DAY:**  
(MAKE SELECTION BELOW)

**SEPTEMBER 17, 2020:** \$995 CAD (Single Connection)

**SEPTEMBER 24, 2020:** \$995 CAD (Single Connection)

**PACK OF 5 CONNECTIONS:** \$4,475 CAD

**PACK OF 10 CONNECTIONS:** \$7,460 CAD

Conference proceedings: \$495 CAD

**Please call us at 303-770-8800 for additional volume discounts**

*\* all other discounts do not apply to license packs*

## Mail Directly To:

EUCI

6400 S Fiddlers Green Cir., Suite 1620  
Greenwood Village, CO 80111

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

**WWW.EUCI.COM**

**p: 303-770-8800**

**f: 303-741-0849**

## Online Course Delivery & Participation Details

*See page 6 for information*

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

Print Name

Job Title

Company

Address

City

State/Province

Zip/Postal Code

Country

Phone

Email

## CREDIT CARD INFORMATION

Name on Card

Billing Address

Account Number

Billing City

Billing State

Exp. Date

Security Code (last 3 digits on the back of  
Visa and MC or 4 digits on front of AmEx)

Billing Zip Code/Postal Code

**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 August 14, 2020 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 course 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.

