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October 30, 2018

Movement of United Professionals  
c/o Allevato Quail & Roy, Barristers and Solicitors  
405-510 West Hastings St.  
Vancouver, BC  
V6B 1L8

Attention: Mr. Jim Quail

Dear Mr. Quail

**Re: FortisBC Inc. (FBC)**  
**Project No. 1598973**  
**2019-2022 Demand-Side Management (DSM) Expenditures Application (the Application)**  
**Response to Canadian Office and Professional Employees Union, Local 378 (known as Movement of United Professionals or MoveUP) Information Request (IR) No. 1**

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On August 2, 2018, FBC filed the Application referenced above. In accordance with the British Columbia Utilities Commission Order G-179-18 setting out the Regulatory Timetable for the review of the Application, FBC respectfully submits the attached response to MoveUP IR No. 1.

If further information is required, please contact the undersigned.

Sincerely,

**FORTISBC INC.**

***Original signed:***

Diane Roy

Attachments

cc (email only): Commission Secretary  
Registered Parties



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1 **1.0 LABOUR COSTS AND RESOURCES**

2 **REFERENCE: APPENDIX A, Page 4 Table 2-1**

3

4

	Year	Expenditures in 2019 dollars (000s)
5 <b>Labour and expenses</b>	6 <b>2019</b>	6 <b>\$491</b>
	7 <b>2020</b>	7 <b>\$491</b>
	8 <b>2021</b>	8 <b>\$491</b>
	9 <b>2022</b>	9 <b>\$491</b>

10

11 **AND REFERENCE: APPENDIX A, Page 6 Table 3-1**

12

	Year	Expenditures in 2019 dollars (000s)
13 <b>Labour and expenses</b>	14 <b>2019</b>	14 <b>\$64</b>
	15 <b>2020</b>	15 <b>\$64</b>
	16 <b>2021</b>	16 <b>\$64</b>
	17 <b>2022</b>	17 <b>\$64</b>

18

19 **AND REFERENCE: APPENDIX A, Page 8 Table 4-1**

20

	Year	Expenditures in 2019 dollars (000s)
21 <b>Labour and expenses</b>	22 <b>2019</b>	22 <b>\$828</b>
	23 <b>2020</b>	23 <b>\$828</b>
	24 <b>2021</b>	24 <b>\$828</b>
	25 <b>2022</b>	25 <b>\$828</b>

26

27 **AND REFERENCE: APPENDIX A, Page 10 Table 5-1**

28

	Year	Expenditures in 2019 dollars (000s)
29 <b>Labour and expenses</b>	30 <b>2019</b>	30 <b>\$185</b>
	31 <b>2020</b>	31 <b>\$185</b>
	32 <b>2021</b>	32 <b>\$185</b>
	33 <b>2022</b>	33 <b>\$185</b>

34

35 **AND REFERENCE: APPENDIX A, Page 14 Table 7-1**

36

	Year	Expenditures in 2019 dollars (000s)
37 <b>Labour and expenses</b>	38 <b>2019</b>	38 <b>\$293</b>
	39 <b>2020</b>	39 <b>\$293</b>
	40 <b>2021</b>	40 <b>\$293</b>



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1 **2022** **\$293**

2  
3 **AND REFERENCE: APPENDIX A, Page 17 Table 8-1**

	Year	Expenditures in 2019 dollars (000s)
6 <b>Labour and expenses</b>	7 <b>2019</b>	8 <b>\$547</b>
	9 <b>2020</b>	10 <b>\$547</b>
	11 <b>2021</b>	12 <b>\$547</b>
	13 <b>2022</b>	14 <b>\$547</b>

11 1.1 Please provide a table showing labour cost of each program each year of the  
12 plan.

13  
14 **Response:**

15 The following table contains labour expenditures for the 2019-2022 DSM Plan by program area.  
16 The labour expenditures are the same for each year of the 2019-22 DSM Plan using \$2019,  
17 however they will in fact escalate over the plan horizon with inflationary and/or merit  
18 adjustments.

Program Area	Labour Expenditures (\$000s)
Residential	\$ 368
Low Income	\$ 57
Commercial	\$ 788
Industrial	\$ 165
Supporting Initiatives	\$ 262
Portfolio	\$ 489
<b>Total</b>	<b>\$ 2,129</b>

19  
20  
21  
22 1.2 Please provide a table showing the approximate number of employee FTEs  
23 devoted to each program in 2017 and the total employee FTEs devoted to the  
24 DSM plan during that year.

25  
26 **Response:**

27 Please refer to the response to MoveUP IR 1.1.4.

28  
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1  
2           1.3     Please provide a table showing the approximate number of contracted FTEs  
3                    devoted to each program in 2017 and the total contractor FTEs devoted to the  
4                    DSM plan during that year.

5  
6     **Response:**

7     The table below includes the approximate number of dedicated contracted FTEs by Program  
8     Area in 2017, including approximate contracted FTEs for specific programs where a program  
9     delivery agent was used.

Program Area Labour	Approximate FTEs (2017)
Commercial – Business Direct Install	1.25
Low Income – ECAP	1.5
Residential application processing for home renovation and new homes	1
Rental Apartment Program	0.5
<b>Total</b>	<b>4.25</b>

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13           1.4     Please describe any planned or anticipated increases in these employee and  
14                    contractor resources under the proposed 2019-22 Plan.

15  
16     **Response:**

17     The table below includes the approximate number of employee FTEs by primary program area  
18     and the approximate number of employee FTEs providing support services across multiple  
19     program areas in 2017 and in the 2019-2022 DSM Plan. Examples of support services include  
20     technical support, communications and direct customer engagement. The only difference is the  
21     addition of 0.5 FTE to the Commercial program area.

Program Area Labour	Approximate FTEs (2017)	Approximate FTEs (2019-2022)
Residential	4	4
Commercial	5	5.5
Industrial	1	1
Supporting Initiatives	1	1
Planning and Evaluation	3	3
Support Services	3	3
<b>Total</b>	<b>17</b>	<b>17.5</b>



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1.5 Please describe the criteria applied by FEI in deciding whether to engage employees or contracted resources to tasks and functions.

**Response:**

FBC's criteria in deciding whether to engage employees or contracted resources for the C&EM department include but are not limited to whether specific subject matter expertise is needed for the tasks and functions required, the nature and the duration of the work in question, whether the resource need is temporary for vacation or employee leave coverage or due to a temporary high volume period, and whether the work volumes are variable or consistent.



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1    **2.0    COMMERCIAL ENERGY SPECIALIST PROGRAM**

2           **REFERENCE: APPENDIX A, Page 14 Section 7.1**

3           2.1    How much funding has FBC provided, per year, to co-fund Commercial Energy  
4           Specialist positions in large commercial organizations, per organization? Please  
5           list the organizations and the amount of funding provided to each, per year.  
6

7           **Response:**

8           FBC plans to continue to co-sponsor two Commercial Energy Specialist positions; one position  
9           for the City of Kelowna and one position for UBC Okanagan. Funding will continue to be shared  
10          with FEI; FBC provides \$30,000 per position per year.

11  
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14          2.2    How many Commercial Energy Specialist positions are presently funded, and at  
15          which organizations?  
16

17          **Response:**

18          There are two Commercial Energy Specialist positions currently funded; one position for the City  
19          of Kelowna and the other position for UBC Okanagan.

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23          2.3    What opportunities have the Commercial Energy Specialists identified and  
24          implemented, to date, for their organizations to participate in FBC DSM  
25          programs?  
26

27          **Response:**

28          The response to this question is being filed confidentially with the BCUC pursuant to section 18  
29          of the BCUC's Rules of Practice and Procedure regarding confidential documents established  
30          by Order G-1-16. FBC requests that the response be kept confidential as it contains  
31          commercially sensitive information regarding other organizations' projects for which FBC does  
32          not have the authority or permission to disclose.



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2.4 What non-program specific opportunities have the Commercial Energy Specialists identified and implemented, to date, for their organizations to use electricity more efficiently?

**Response:**

The response to this question is being filed confidentially with the BCUC pursuant to section 18 of the BCUC's Rules of Practice and Procedure regarding confidential documents established by Order G-1-16. FBC requests that the response be kept confidential as it contains commercially sensitive information regarding other organizations' projects for which FBC does not have the authority or permission to disclose.

2.5 What systems or mechanisms does FBC have in place to monitor whether the Commercial Energy Specialists are achieving progress toward FBC's DSM objectives? What information has been gathered by these systems or mechanisms?

**Response:**

Please refer to the response to BCUC IR 1.16.1.2.

2.6 What advantages has FBC identified by funding employees of large commercial organizations to work toward FBC's DSM objectives as opposed to FBC doing this work with its own employees or contractors? Are these advantages measurable, and if so, how?

**Response:**

Please refer to the response to BCUC IR 1.16.1.



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1  
2           2.7    Are there any changes to the Commercial Energy Specialist Program presently  
3                    contemplated? If so, what are they?

4  
5    **Response:**

6    FBC is not contemplating changes to the Commercial Energy Specialist Program at this time;  
7    however, FBC does assess the effectiveness of the program regularly and changes could be  
8    made if deemed appropriate in the future.

9



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1    **3.0    COMMUNITY ENERGY SPECIALIST PROGRAM**

2           **REFERENCE: APPENDIX A, Page 14 Section 7.2**

3           3.1    This program is called the “Community Energy Specialist Program” but Section  
4                   7.2 does not describe Community Energy Specialist positions. Do Community  
5                   Energy Specialist positions exist? If so, please answer IRs 2.2-2.6 above, as they  
6                   apply to these positions.

7  
8           **Response:**

9           A portion of this response is redacted pursuant to section 18 of the BCUC’s Rules of Practice  
10           and Procedure regarding confidential documents established by Order G-1-16. The redaction  
11           has been made as it contains commercially sensitive information regarding other organizations’  
12           projects for which FBC does not have the authority or permission to disclose. A confidential  
13           version of this response is being filed with the BCUC under separate cover.

14           On a pilot project basis, FBC partnered with FEI C&EM and Climate Action Partners programs  
15           to support two Community Energy Specialists in 2018. FBC is seeking approval to create an on-  
16           going Community Energy Specialist program.

17           The responses to MoveUP IRs 1.2.2-1.2.6 in regard to the Community Energy Specialist  
18           Program are below:

19                   **2.2    How many Commercial Energy Specialist positions are presently**  
20                   **funded, and at which organizations?**

21           **Response:**

22           There were two Community Energy Specialist positions funded in 2018. One for  
23           the City of Kelowna until August 2018. (The employee moved to other  
24           employment and the position was not filled immediately as the City has asked for  
25           a delay pending other funding opportunities.) The second position was for the  
26           Regional District of Central Kootenay.

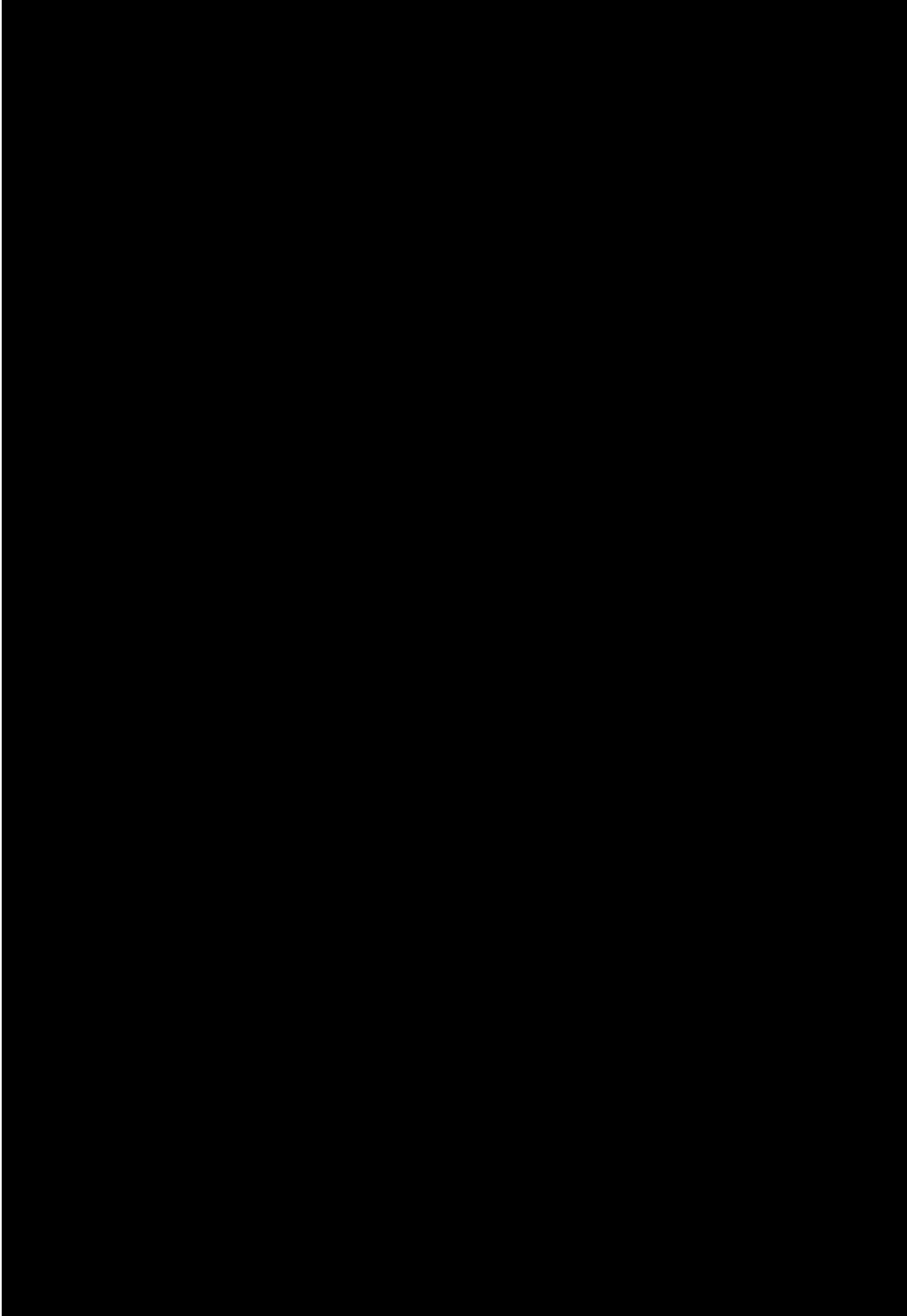
27                   **2.3    What opportunities have the Commercial Energy Specialists identified**  
28                   **and implemented, to date, for their organizations to participate in FBC**  
29                   **DSM programs?**

30           **Response:**

31           The following lists the 2018 tasks, deliverables and status of the Regional District  
32           of Central Kootenay Community Energy Specialist:

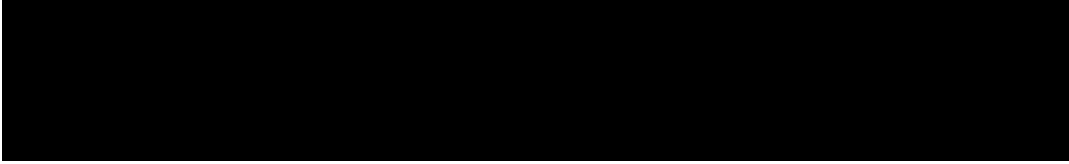


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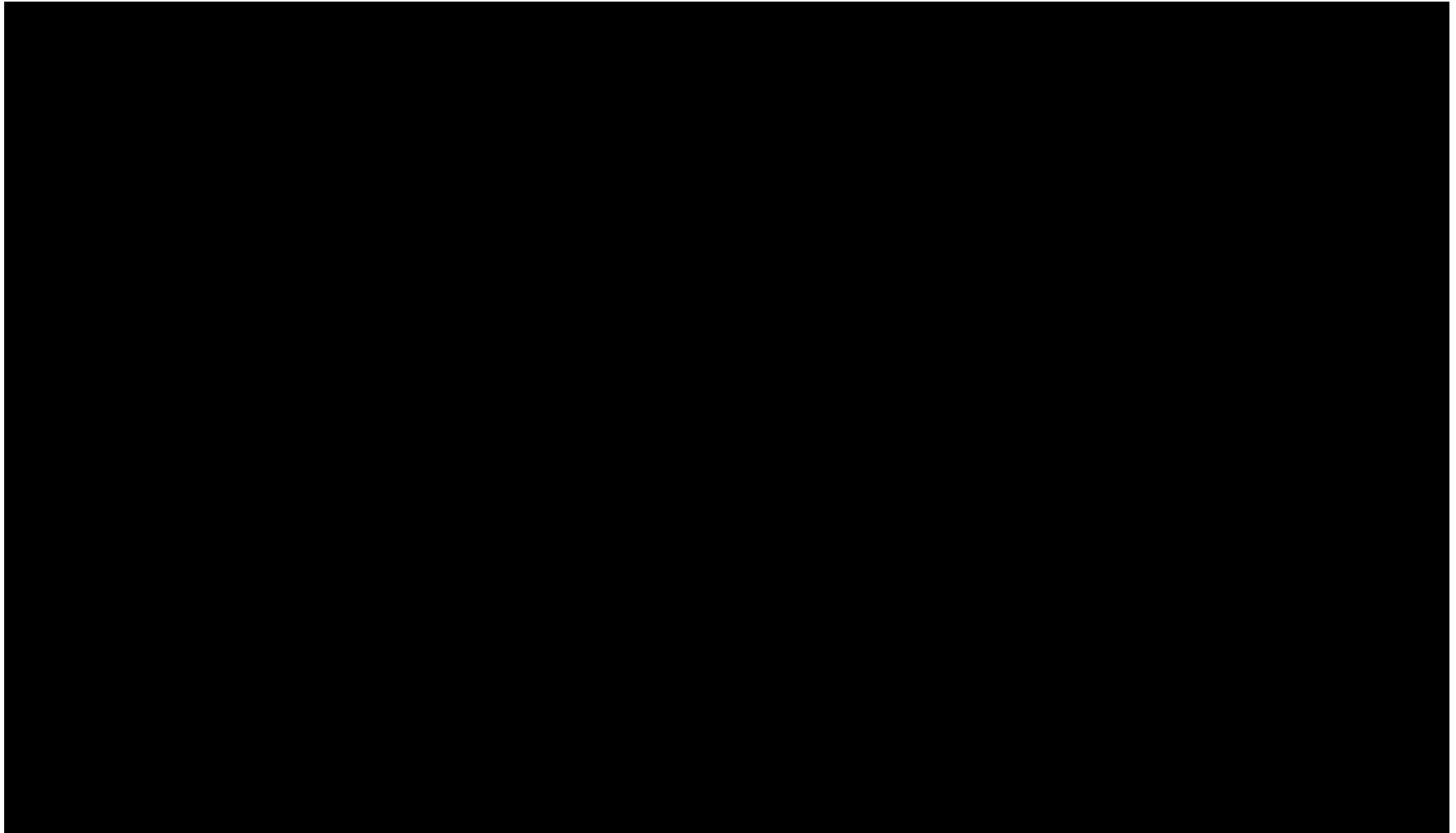
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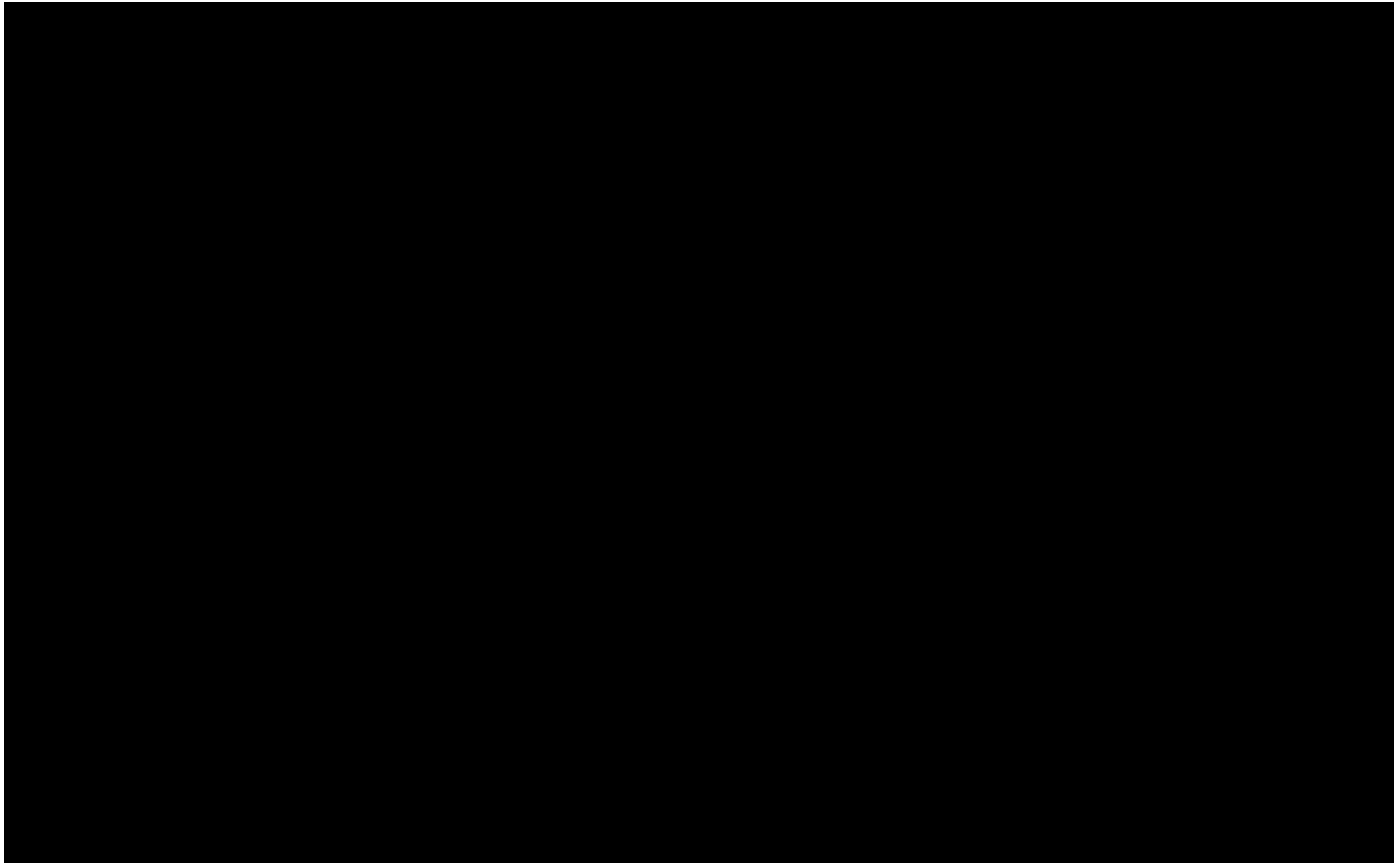
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- 1 The following lists the 2018 tasks, deliverables and future deliverables of the City of Kelowna's Community Energy
- 2 Specialist:



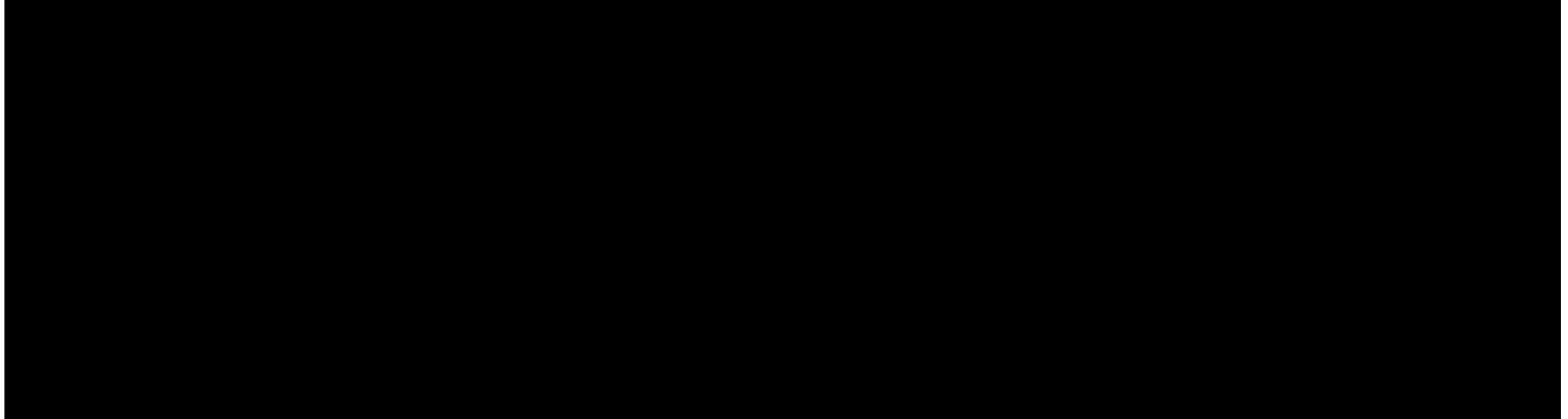


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1           **2.4 What non-program specific opportunities have the Commercial**  
2           **Energy Specialists identified and implemented, to date, for their**  
3           **organizations to use electricity more efficiently?**

4           **Response:**

5           All of the deliverables were non-program specific opportunities that were  
6           identified by the participating local governments and implemented by the  
7           Community Energy Specialists.

8

9

10           **2.5 What systems or mechanisms does FBC have in place to monitor**  
11           **whether the Commercial Energy Specialists are achieving progress**  
12           **toward FBC's DSM objectives? What information has been gathered**  
13           **by these systems or mechanisms?**

14           **Response:**

15           Please refer to the response to MoveUP IR 1.2.5. The evaluation process  
16           described is similar for Community Energy Specialists. On an annual basis, FBC  
17           works with the Community Energy Specialists and the organizations to determine  
18           an effective annual work plan, expected energy savings and possible  
19           participation in rebate programs. The deliverables of the work plan are jointly  
20           assessed by FBC and the organization/community on a quarterly basis. Any  
21           deliverable gaps or challenges are addressed.

22

23

24           **2.6 What advantages has FBC identified by funding employees of large**  
25           **commercial organizations to work toward FBC's DSM objectives as**  
26           **opposed to FBC doing this work with its own employees or**  
27           **contractors? Are these advantages measurable, and if so, how?**

28           **Response:**

29           Please refer to FBC's response to BCUC IR 1.16.1.

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1           3.2     If this program does not fund Community Energy Specialist positions, please  
2                   describe the financial assistance provided under this program. Specifically, how  
3                   much financial assistance has FBC provided, per year, to local governments  
4                   including Indigenous governments and to institutional customers under the  
5                   program? Please list the governments and industrial customers and the amount  
6                   of funding provided to each, per year.

7  
8     **Response:**

9     The response to this question is being filed confidentially with the BCUC pursuant to section 18  
10    of the BCUC's Rules of Practice and Procedure regarding confidential documents established  
11    by Order G-1-16. FBC requests that the response be kept confidential as it contains confidential  
12    customer information for which FBC does not have the authority or permission to disclose.

13  
14

15  
16           3.3     Please provide a list of energy efficiency planning activities that are presently  
17                   funded under this program.

18  
19     **Response:**

20    Neither Community Energy Specialist position is active at this time and no energy efficiency  
21    activities are presently funded under this program.

22  
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24  
25           3.4     What systems or mechanisms does FBC have in place to monitor whether the  
26                   energy efficiency planning activities funded under this program are achieving  
27                   progress toward FBC's DSM objectives? What information has been gathered by  
28                   these systems or mechanisms?

29  
30     **Response:**

31    Please refer to the responses to BCUC IR 1.16.1.2 and MoveUP IR 1.3.1.

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35           3.5     What advantages has FBC identified by providing financial assistance to  
36                   governments and industrial customers to work toward FBC's DSM objectives as





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1                   opposed to FBC doing this work with its own employees or contractors? Are  
2                   these advantages measurable, and if so, how?  
3

4    **Response:**

5    Please refer to the response to MoveUP IR 1.3.1 for advantages identified by providing financial  
6    assistance to governments to work towards FBC's DSM objectives. The advantages can be  
7    measured by the type and quantity of deliverables that promote or support energy efficiency  
8    activities in the community: new policies and bylaws, leverage of organizational marketing  
9    channels and touch points, education/training of stakeholders, etc. Specific kWh energy  
10   savings are captured in rebate program participation.

11   Note that the Community Energy Specialist Program does not envision providing financial  
12   assistance to industrial customers.

13  
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15  
16           3.6    Are there any changes to the Community Energy Specialist Program presently  
17           contemplated? If so, what are they?  
18

19   **Response:**

20   FBC regularly assesses the efficacy of programs and makes changes if appropriate. There are  
21   no changes presently contemplated for the Community Energy Specialist program.