



THE BRETON LAW GROUP

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File No. 41736-72

June 6, 2019

Nova Scotia Utility & Review Board
PO Box 1692, Unit "M"
Halifax, Nova Scotia
B3J 3S3

Attention: Doreen Friis, Regulatory Affairs Officer / Clerk

Dear Ms. Friis:

Re: M09096 – EfficiencyOne Application for Approval of Supply Agreement for Electricity Efficiency and Conservation Activities between E1 and Nova Scotia Power (NS Power), the establishment of a final agreement between the parties, and approval of a 2020 – 2022 Demand Side Management (DSM) Resource Plan

Further to the Board's request for information required in advance of the above noted Hearing commencing on June 10, 2019, EfficiencyOne wishes to advise as follows:

Counsel

James R. Gogan, The Breton Law Group

Christine E. Murray, The Breton Law Group

Witnesses

EfficiencyOne Management Panel:

Stephen MacDonald, CEO, EfficiencyOne

Gina Thompson, Director of Finance & Regulatory Affairs, EfficiencyOne

Sarah Chiasson, Director of Services, EfficiencyOne

Ryan Kelly, Regulatory Technical Lead, EfficiencyOne

Kate McDonald, Manager of Regulatory Affairs, EfficiencyOne

Expert Panel:

David Hill, Director Distributed Resources, Vermont Energy Investment Corporation

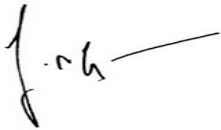
Glenn Reed, Principal and Co-Founder, Energy Futures Group

I am also including herein a brief statement of qualifications for each of the individuals appearing on EfficiencyOne's Management Panel.

Please advise if you require further information in this regard.

Yours very truly,

THE BRETON LAW GROUP

A handwritten signature in black ink, appearing to read "J. R. Gogan", with a long horizontal line extending to the right.

James R. Gogan

GINA THOMPSON CPA BA

Bio for DSM 2020-2022 Plan Hearing at NSUARB – June 10, 2019

I am a Chartered Professional Accountant and have a Bachelor of Arts degree.

I am the Director of Finance and Regulatory Affairs at EfficiencyOne and have been employed with the organization since March of 2013.

In my current role, I am responsible for all the financial areas of the business including financial reporting and planning, accounts payable, payroll and accounts receivable. In addition to these, in July 2018, I also assumed responsibility for regulatory affairs. This includes stakeholder engagement including the DSMAG and all regulatory matters.

Before joining EfficiencyOne, I was employed by the Art Gallery of Nova Scotia as the Chief Financial Officer. I was responsible for all the financial areas, facilities including security, retail operations and reception.

I have over twenty five years' experience in a Senior Financial role in both private and public sector. My industry experience has varied ranging in professional services, newspaper publishing and manufacturing. Previous employers include The Daily News, Westinghouse Electric and Caterpillar of Canada.

Have you ever testified before the Utility and Review Board?

GINA: Yes.

Sarah Chiasson

Bio for 2020-22 DSM Plan Hearing at NSUARB – June 10, 2019

Jim Gogan: Ms. Chiasson, could you describe your educational and professional background – and your current role at Efficiency Nova Scotia?

I have a Bachelor of Science degree, with a major in Chemistry and Biology, from Dalhousie University. I have a Masters in Business Administration from Saint Mary's University. I have achieved the Certified Energy Manager and Certified Measurement and Verification Professional designations.

I joined Efficiency Nova Scotia Corporation in 2012, and currently serve as the Director of Efficiency Services. In this role, I am responsible for the creation and delivery of residential, business, non-profit and institutional efficiency programs. Prior to my current role, I was Manager, Service Delivery, where I was responsible for the implementation and performance of many of the Efficiency Nova Scotia services and pilots. I began with the organization as Manager, Measurement and Evaluation, where I managed the evaluation processes and supported EfficiencyOne's filings with the Utility and Review Board.

Before joining Efficiency Nova Scotia, I worked in equity analysis with a focus on the energy sector, including utilities.

Have you ever testified before the Utility and Review Board?

Sarah: No, I never testified before the UARB.

KATE MCDONALD

Bio for DSM 2020 – 2022 Plan Hearing at NSUARB – June 10, 2019

I have a Bachelor of Science degree, with a major in Environmental Economics and Policy, from the University of Guelph. I have a Masters in Environment, Culture and Society from Lancaster University. I have achieved the Certified Energy Manager designation.

I am the Manager of Regulatory Affairs at EfficiencyOne and have been employed with the organization since January of 2011. In my current role, I am responsible for the management of EfficiencyOne's regulatory obligations and processes.

I have over ten years' experience in the energy industry. My industry experience has varied ranging in policy research, program design and program delivery. Previous employers include Conserve Nova Scotia and the Environmental Coalition of Prince Edward Island.

Have you ever testified before the Utility and Review Board?

KATE: No.

Ryan Kelly, P. Eng.

Bio for DSM 2020-2022 Plan Hearing at NSUARB – June 10, 2019

I am a registered Professional Engineer, with a Bachelor of Engineering from Dalhousie University.

I am a Regulatory Technical Lead at EfficiencyOne and have been employed with the organization since April of 2011.

In my current role, I provide technical support to the regulatory and programs departments. Before moving into this role, I managed energy efficiency programs in the programs department (2011-2017).

My programs delivery experience includes but is not limited to program and pilot design, implementation, and evaluation. I have training and certifications in various aspects of energy efficiency including energy modelling, measurement and verification, building science, thermography, and carbon accounting.

Have you ever testified before the Utility and Review Board?

No

STEPHEN MACDONALD
230 Brownlow Avenue, Suite 300
Dartmouth, Nova Scotia B3B 0G5
902 470 357
smacdonald@efficiencyone.ca

Experience

2015 - Present

Chief Executive Officer, EfficiencyOne

- Reporting to the Board of Directors, provides overall organizational and strategic leadership for EfficiencyOne.

2016 – Present

Chief Executive Officer, EfficiencyOne Services Inc.

- Reporting to the Board of Directors, provides overall organizational and strategic leadership for EfficiencyOne Services Inc.

2011 - Present

Chief Operating Officer, EfficiencyOne / Efficiency Nova Scotia Corporation

- Reporting to the CEO with overall accountability for the following departments: Efficiency Programs; Marketing, Insights and Planning; and Finance.

1999 - 2011

Acting President & CEO, Nova Scotia Gaming Corporation

- Reporting to the Board of Directors with overall accountability for achieving the organization's short and long-term goals.

2007 - 2011

Vice President, Gaming Operations, Nova Scotia Gaming Corporation

- Directly responsible for gaming operations in Nova Scotia.

2006 - 2007

Vice President, Corporate Development, Nova Scotia Gaming Corporation

- Accountable for developing corporate strategies, business development and gaming operations.

1999 - 2006

Various other positions within Nova Scotia Gaming Corporation

Experience (Continued)

1998 - 1999

Senior Manager, Financial Services, Grant Thornton

- Providing consulting services to clients in both the public and private sectors.

1991 - 1998

Various other positions within Grant Thornton

Education & Professional Development

- Chartered Accountant; Institute of Chartered Accountants of Nova Scotia; 1994
- Bachelor of Commerce; Saint Mary's University; 1991