EfficiencyOne

IN THE MATTER OF: The Public Utilities Act

- and -

IN THE MATTER OF: EfficiencyOne
2021 Audited Financial Statements

M10563

EfficiencyOne Responses to Information Requests (RIRs)

E1 (NSUARB) RIRs 01-04

FILED
July 13, 2022

E1 Responses to Nova Scotia Utility and Review Board (NSUARB) Information Requests
NON-CONFIDENTIAL

Request IR-01:

Re: Consolidated Statement of Operations, Demand Side Management Fund, please advise why the Information technology costs decreased between 2020 and 2021, while revenue levels remained consistent.

Response IR-01:

The decrease in Information technology costs from 2020 to 2021 was related to decreased costs for the Customer Information System implementation project. The project is nearing completion with most of the programs having been transitioned in 2020 and the remainder of the programs transitioning in 2021 and 2022.

Request IR-02:

Re: Consolidated Statement of Operations, Demand Side Management Fund:

a) From the M10564 matter, Board Staff infer that the number of employees at E1 has decreased between 2020 and 2021. Is this statement accurate, and if so, please detail the number of E1 employees in both the 2020 and 2021 years?

b) Please advise what caused the increase in salaries and benefits costs between 2020 and 2021.

Response IR-02:

a) No, this statement is not accurate. EfficiencyOne's (E1) Code of Conduct Governing Affiliate Transactions 2021 Annual Compliance Report (M10564) includes only the number of E1 employees providing services to the Affiliates and is not reflective of E1's total staffing levels. In 2020, the DSM portion of E1's total staffing levels were 74 employees as compared to 84 employees in 2021.

b) In 2020, as result of the uncertainty surrounding COVID-19, E1 delayed annual performance increases until mid-year, where these performance increases in previous years had been effective at the first of the year, and delayed the filling of positions either as a result of staff vacancies or new hires planned. These actions resulted in lower than anticipated spending for 2020. In 2021, there was a return to annual performance increases and normal staffing levels resulting in a higher percentage increase in spending year over year than would normally be experienced.

Request IR-03:

Re: Consolidated Statement of Cash Flows, Demand Side Management Fund:

a) Please detail the reason for the decrease in the accounts receivable balance.

b) Please explain why it appears that E1 did not add any amounts to the balance of accounts receivable throughout the year.

Response IR-03:

a) EfficiencyOne's 2021 Consolidated Statement of Cash Flows, Demand Side Management Fund, reports the DSM Accounts Receivable balance increased $0.055 million from $0.285 million in 2020 to $0.340 million in 2021. The change is the result of the Onsite Energy Manager Program increasing the number of placements at customer sites.

b) Please refer to EfficiencyOne's IR response to a).

Request IR-04:

Re: Notes to the Consolidated Financial Statements, 10 Commitments: Is the increase of ~$7.6 million between 2020 and 2021 for the DSM Fund all attributable to the Small Business Energy Solutions and Custom programs?

Response IR-04:

The Small Business Energy Solutions and Custom programs accounted for $5.7 million or 75% of the increase in Commitments between 2020 and 2021. The remaining $1.9 million increase was attributable to Business Energy Rebates, New Home Construction, Mi'kmaw Home Energy Efficiency Project, Affordable Multi-Family Housing and Home Energy Assessment.