

Our File: 238984

Filed via secure file transfer (TitanFile)

July 27, 2026

Nova Scotia Energy Board
3rd Floor, 1601 Lower Water Street
Halifax, Nova Scotia B3J 3S3

Attention: Clerk of the Board

Dear Ms. Henwood,

RE: M12780 – An Application by EfficiencyOne for Approval of the 2027–2031 Demand Side Management (DSM) Purchase Agreement between EfficiencyOne and Nova Scotia Power Inc., the establishment of a final agreement between the parties, and approval of a 2027–2031 DSM Resource Plan

We write in response to the Board's letter of July 24, 2026 concerning the composition of EfficiencyOne's ("E1") witness panels, and in particular the Board's request that E1 either identify the specific sections of the evidence and IR responses for which each panel is primarily responsible, or proceed with a single witness panel, preferably with reduced numbers.

E1's original panel proposal was intended to assist the Board and the parties by organizing the evidence, where practical, between strategic and policy matters, on the one hand, and technical or implementation matters, on the other. Having considered the Board's July 24 letter, and while E1 continues to believe the original approach had merit, E1 acknowledges that a single-panel format may prove more practical given the scope of cross-examination anticipated in this proceeding. E1 shares the Board's objective of conducting an orderly, efficient and timely hearing and therefore proposes a streamlined format that addresses the Board's process concerns while preserving a coherent presentation of the Application.

Accordingly, E1 is prepared to proceed with a single witness panel with reduced numbers. E1 proposes this approach as a practical and constructive response to the Board's correspondence, while preserving E1's ability to present the Application in a clear and integrated manner. The proposed panel would comprise the following individuals, each of whom will appear in person before the Board:

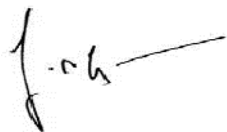
- Gina Thompson, EfficiencyOne, Senior Director, Regulatory Affairs
- Kate McDonald, EfficiencyOne, Senior Manager, Regulatory Strategy
- Errol Pereira, EfficiencyOne, Senior Director, Engineering & Planning
- Robert Burns, EfficiencyOne, Interim Chief Operating Officer
- Darryl MacKenzie, EfficiencyOne, Interim Director, Program Performance
- Michael Goldman, Apex Analytics, Expert Witness

The single panel will be able to address both the strategic/policy and technical aspects of the Application on an integrated basis. This should reduce the likelihood of questions being deferred, repeated or divided between panels. E1 will request that the Board qualify Mr. Goldman of Apex Analytics as an expert witness; the remaining individuals will appear as witnesses of fact. Moving to a single, streamlined panel also reduces the number of E1 witnesses from nine to six, which should shorten the time required for the cross-examination of E1's evidence.

This approach should also assist with the scheduling considerations that have recently arisen in this proceeding. As the Board is aware, NS Power has requested an accommodation for its expert from The Brattle Group, Ms. Sergici, who is available only on August 4 and 5 and, if necessary, the morning of August 6. The Consumer Advocate has also advised of Mr. Love's unavailability on the afternoon of August 5. E1 has indicated its willingness to accommodate these constraints on an exceptional basis for this proceeding. A single, reduced E1 panel should assist in completing E1's evidence efficiently, maintaining the hearing schedule, and supporting reasonable flexibility to accommodate the intervenor witnesses within the allotted hearing time and in a manner consistent with the sequencing set out in the Board's correspondence of July 23, 2026.

E1 trusts that this proposal addresses the Board's concerns. E1 remains committed to the orderly and expeditious conduct of the hearing and would be pleased to provide any further information the Board may require.

Yours very truly,
McINNES COOPER



James R. Gogan

cc: William Mahody, K.C., Board Counsel
M12780 Participants