

March 13, 2020

Ontario Energy Board  
2300 Yonge St., 27<sup>th</sup> Floor  
Toronto, ON  
M4P 1E4

Attn: Christine E. Long, Registrar and Board Secretary

By electronic filing and e-mail

Dear Ms Long:

**Re: EB-2019-0271 - EGI 2021 DSM – GEC Interrogatories**

Pursuant to P.O. # 1, GEC's interrogatories to Enbridge are attached.

Sincerely,

A handwritten signature in black ink, appearing to read 'David Poch', with a stylized flourish at the end.

David Poch

Cc: all parties

**Enbridge 2021 DSM Plan**

**GEC Interrogatories**

1. Please provide an Excel spreadsheet, with formulae and calculations intact, that shows the following for each efficiency measure and for each program – separately for Enbridge and Union Gas – that was supported in 2017, 2018 and 2019:
  - a. The program name
  - b. The measure name and description
  - c. The per unit gas savings (m3), electric savings (kWh), water savings (litres), incremental cost, measure life and net-to-gross assumption used to estimate savings achieved in each year. For programs for which measure level data are not available (e.g. because savings are tracked at a measure bundle or program level only), as well as for C&I custom programs, please provide average per participant savings, incremental cost, measure life for the measure bundle.
  - d. The actual number of participants per measure (or measure bundle or C&I Custom program).
  - e. The gross realization rate adjustment factor applied (for the years for which it is available)
  - f. The net-to-gross assumption used at the measure level (if applicable) or at the program level (if not applicable at the measure level).
  - g. A computation of the net first year savings per measure (per measure savings multiplied by number of measures/participants multiplied by the gross realization rate multiplied by the net-to-gross ratio).
  - h. A computation of the net lifetime savings per measure (per measure first year savings multiplied by measure life)
  - i. The sum of net savings, both first year and lifetime, across all measures in each program and for the portfolio as a whole.
  - j. The rebate level (or average rebate level for measures or measure bundles for which rebate levels vary by customer or project).
  - k. Total rebate payments by measure (or measure bundle), program and program portfolio.
  - l. Total non-rebate spending by program, including non-resource acquisition programs, and for the portfolio as a whole, broken down by any sub-categories that are separately tracked.
2. Please provide participation levels – in each way that they may have been tracked – for each non-resource acquisition program for Union and Enbridge in 2017, 2018 and 2019.
3. Please provide historic performance relative to each performance metric, as well as resulting shareholder incentives earned and the calculation of those earnings, for Union and Enbridge for 2017, 2018 and 2019 (verified for the first two years and unverified/unevaluated for 2019).
4. Regarding Enbridge's and Union's 2017, 2018 and 2019 Residential (non-low income) home retrofit programs (Home Energy Consultation for Enbridge and Home Reno Rebate for Union), please provide the following, separately by Enbridge and Union rate zones:

- a. The total number of homes receiving an audit, efficiency assessment and/or an initial (pre-treatment) EnerGuide rating
  - b. The total number of homes that received recommendations for at least one major efficiency measure (i.e. to their building envelopes and/or HVAC systems).
  - c. The frequency of that the following efficiency improvements were recommended:
    - i. Replacing gas space heating equipment with a more efficient one
    - ii. Replacing gas water heater with a more efficient one
    - iii. Air sealing
    - iv. Duct sealing and/or repair
    - v. Duct insulation
    - vi. Attic insulation
    - vii. Wall insulation
    - viii. Basement wall insulation
    - ix. Other major measures (specify)
  - d. The number and percent of customers who received each of the specific major measure recommendations in part “c” of this question who followed through and installed each the measure (provide separately for each measure).
  - e. The estimated average savings per home – in both m3 of gas and percent of pre-treatment gas consumption – who participated in the program and followed through on at least one of the major measure recommendations
  - f. The Company’s best estimate of the distribution of savings by measure (i.e. relative to the measures listed in part “c” of this question).
  - g. The average pre-treatment, post-treatment and increase in points in EnerGuide rating for program participants.
  - h. The average incremental cost of measures installed by participants
  - i. The average rebate paid to program participants, separately for audit/EnerGuide ratings, measures installed and any other program component (specify).
5. Regarding the proposed Enbridge and Union 2021 Market Transformation programs:
- a. The Company appears to be proposing to run two different commercial new construction initiatives, “Commercial Savings by Design” for the old Enbridge territory and “Commercial New Construction” for Union’s:
    - i. Are the two programs (in the separate market transformation scorecards) different? If so, what are the differences with regard to performance standards, rebate levels, training offered, marketing approach, etc.?
    - ii. Why not consolidate the programs into a single province-wide program?
  - b. The Company appears to be proposing to run two different residential new construction initiatives, “Residential Savings by Design” for the old Enbridge territory and “Optimum Home” for Union’s:
    - i. Are the two programs (in the separate market transformation scorecards) different? If so, what are the differences with regard to performance standards, rebate levels, training offered, marketing approach, etc.?
    - ii. Why not consolidate the programs into a single province-wide program?
  - c. After five years of running its Comprehensive Energy Management program, why is it appropriate to keep running this program even partly as a Market Transformation initiative rather than solely as part of Enbridge’s Resource Acquisition portfolio (and scorecard)?

6. Regarding the resource acquisition programs:
- a. Are there differences between prescriptive C&I rebate offerings for Enbridge and Union? If so, what are the differences? In particular, please identify:
    - i. Differences in the list of measures rebated. Please identify all measures offered in one territory, but not the other (and which territory they are offered)
    - ii. Differences in the efficiency or other performance requirements for any measures offered in both service territories. Please identify all measures for which such standards are different, and what the differences are for each territory.
    - iii. Differences in rebate levels. Please identify all measures for which such standards are different, and what the differences are for each territory.
  - b. Are there differences between the design of the two residential home retrofit programs? If so, what are the differences. In particular, please identify:
    - i. Differences in which homes or home types are eligible to participate
    - ii. Differences in efficiency or other performance requirements
    - iii. Differences in rebate levels
  - c. Are the two utility residential adaptive thermostat program offerings identical? If not, what are the differences.
  - d. Are the two utility C&I Custom program offerings different across the two service territories? If so, what are the differences? In particular, please identify:
    - i. Differences in which C&I customers are eligible to participate
    - ii. Differences in efficiency or other performance requirements
    - iii. Differences in rebate levels
    - iv. Differences in the role of trade allies
  - e. Are midstream or upstream incentives (i.e. incentives offered to manufacturers, distributors, contractors and/or other trade allies) offered for any measures in either service territory? If so:
    - i. For which measures, for which service territories?
    - ii. What is the size and structure of the incentive offerings?
    - iii. If the offerings are different for each territory for any measure, please identify the measure(s) for which they are different and explain why it would be appropriate for differences to remain in 2021.