

Elson Advocacy

April 21, 2022

Nancy Marconi
Registrar
Ontario Energy Board
2300 Yonge Street, 27th Floor
Toronto, Ontario
M4P 1E4

Dear Ms. Marconi:

**Re: Enbridge 2022 to 2027 Demand Side Management (“DSM”) Plan
EB-2021-0002**

I am writing to request that Enbridge confirm that the attached job posting and description is for a senior advisor as part of its Municipal Energy Solutions DSM team described in its evidence. If that request is declined, we request an order from the Board to the same effect.

Late yesterday afternoon, I first became aware of the attached Enbridge job posting for a “Senior Advisor, Municipal Energy Solutions.” This position appears to be funded by ratepayers.¹ According to the posting, this senior advisor is required to “[a]dvocate for the continued use of natural gas and its role as a low carbon option in the development of Municipal Energy Plans.” It appears that this advisor is required, in essence, to lobby municipalities to include the continued use of natural gas in their energy plans.

The senior advisor is also required to “[c]ommunicate internally key threats identified through interactions with Municipalities and assist in developing solutions to offset these threats.” The meaning of this is less clear. But read in the context of the document, it appears that the senior advisor is required to use interactions with municipal representatives to collect intelligence about threats to Enbridge’s interests, to share that intelligence with other Enbridge staff, and to develop responses. An energy plan involving electrification of buildings could be considered a threat as it would not involve the continued use of natural gas that the senior advisor is required to promote. The senior advisor would presumably be required to communicate such threats internally and develop responses.

Environmental Defence is deeply concerned about what this may reveal about Enbridge’s use of ratepayer funds to provide advice to municipalities (and to other entities). We will elaborate on those concerns in submissions. In the meantime, we ask that Enbridge confirm whether the

¹ Based on the frequent references to DSM in the job description, this would appear to be part of the \$1.66 million annual municipal engagement funding Enbridge describes Exhibit E, Tab 4, Schedule 1, Pages 3 to 5.

attached job posting and description is for a senior advisor position as part of its \$1.66 million Municipal Energy Solutions DSM programming described at Exhibit E, Tab 4, Schedule 1, Pages 3 to 5.

If Enbridge declines to answer, we ask for an order from the Board to the same effect. Such an order would be warranted under s. 11 of the *OEB Rules of Practice and Procedure*, which allows for the filling of new information by parties and for OEB directions regarding new information. The information is material to the proceeding and we only became aware of it late yesterday afternoon.

Yours truly,

A handwritten signature in blue ink, appearing to read 'K. Elson', with a stylized, cursive script.

Kent Elson

cc: Parties to the above proceeding



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Sr Advisor, Municipal Energy Solutions

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About the job

Posting End Date

April 08, 2022

Employee Type

Regular-Full time

Union/Non

This is a non-union position

Mandatory COVID-19 Vaccine or Testing

COVID-19 Measures: Throughout the pandemic, Enbridge has had to make important decisions that impact our team members, and we have done so by keeping the safety of our workforce our first priority. All employees must comply with the Company's COVID-19 Vaccine and Testing Policy which requires employees to provide proof of full vaccination against COVID-19 or undergo COVID-19 testing per Company direction.

Are you skilled at working with numerous internal and external partners to provide an exceptional client experience? We are looking for a dynamic and motivated individual to join us to assist our municipal clients who are leading climate change action at the local level. As part of the Energy Conservation and Marketing group, you will support our municipal clients as they look to develop and implement program offerings that



We offer opportunities for growth, a competitive benefits and pension plan, and generous time off. We'd love to hear from you! Apply today.

What You Will Do

- Lead project-based initiatives including collaboration and partnership with Ontario municipalities
- Work closely with Municipal Energy Solutions Advisors to identify key potential municipal partners for program customizations
- Identify and facilitate material changes and add-ons to existing program offerings, including project management requirements, evaluation and tracking requirements, scenario planning and opportunities to mitigate risk proactively
- Lead ongoing engagement with key internal stakeholder teams including DSM Program Design and Delivery, DSM Strategy & Policy, DSM Tracking & Reporting, DSM Evaluation, Audit and Technology teams to identify audit / regulatory risks and mitigation plans, as well as prioritization and optimization for technical requirements of DSM offerings
- Develop, implement and share a strategic account plan for municipal program customizations.
- Advocate for the continued use of natural gas and its role as a low carbon option in the development of Municipal Energy Plans.
- Develop a strong understanding of all Demand Side Manage Program and work with DSM Program Managers to develop customized solutions which result in increased municipal participation in DSM programs and Business Development offerings.
- Track, record and communicate interactions with municipalities and partners to ensure alignment and awareness.
- Communicate internally key threats identified through interactions with Municipalities and assist in developing solutions to offset these threats.

Who You Are

You have the following education and experience:

- Post-secondary degree in Business, Marketing or related program preferably in business administration.
- Six or more years of experience with additional consideration for combined education and experience in the following areas:
- Marketing strategy, planning, initiative creation and execution in Business-to-Business and Business-to-Consumer markets.
- Managing of internal and external relationships.
- Outstanding project management, organizational and multi-tasking skills.
- Customer and results focused.
- Demonstrated ability to be innovative, strategic and initiate change, work collaboratively, negotiate, influence, facilitate.
- Work independently, highly organized and demonstrated ability to manage multiple priorities and deliver results.
- Passion for upholding Enbridge's core values of Safety, Integrity, Respect, and Inclusion.

Working Conditions

- Some travelling is required for this role (10-15%). Valid G License and responsible driving record is needed.
- Enbridge provides competitive workplace programs that differentiate us and offer flexibility to our team members. Enbridge's FlexWork (Hybrid Work Model) offers eligible employees the opportunity

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Information For Applicants

- Applications can be submitted via our online recruiting system only.
- We appreciate your interest in working with us; however, only those applicants selected for interviews will be contacted.
- Final candidates for this position may be required to undergo a security screening, including a criminal records check.

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About the company

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