



# National Energy Marketers Association

## Executive Committee and Policy Development Meeting

### Agenda

July 12-13, 2005

Buffalo, New York

Please sign up on the site to attend

[www.energymarketers.com/events](http://www.energymarketers.com/events)

*Casual Attire*

### July 12, 2005

- |                |   |
|----------------|---|
| 8AM            | Breakfast   |
| 9:00 AM        | Executive Committee Meeting Called to Order –   |
| 9:00-10:00AM   | Nomination and Election of National/Regional Policy Chairs, Co-Chairs and Leadership Team – Nominations accepted up to and including the date of the meeting. |
| 10:00-11:00AM  | Review Advocacy Priorities and Prioritize Issues of Import to Members for Remainder of 2005   |
| Noon           | Break and working lunch   |
| 11:30AM-1:30PM | Executive Committee Debate and Vote on National Recommendations on Key Retail Energy Restructuring Issues   |
- 1) NEM Recommendations for Structure of Retail Auctions
    - a) size of minimum tranches (e.g., no more than 10,000 customers, 25,000 customers, etc.);
    - b) size of participating customer (large C&I, small commercial, residential);
    - c) maximum percentage of market share available to any one entity;
    - d) maximum number of days before auctioned business can switch suppliers;
    - e) how frequently can customers return to utility service – are there penalties for return to utility service
    - f) duration of auction term – how frequently are tranches re-bid;

National Energy Marketers Association

Tel: (202) 333-3288; Fax: (202) 333-3266

<http://www.energymarketers.com>

- g) what services does winning bidder provide (e.g. commodity, billing, metering, customer care) and how is pricing structured to reflect those services
- h) critical consumer education events (e.g. timing/coordination of marketer, utility, commission consumer education campaigns)
- i) do opt-out auctions constitute customer slamming
- j) what happens upon default of participating supplier;
- k) who serves low income customers and at what price; and
- l) other identified issues.

**2) Opt-in v. Opt-out Requirement when a Utility becomes a market participant or increases prices.**

**3) NEM petition to render attorney fees non recoverable** if a utility is a market participant, advocating policies which reflect barriers to competition, or policies contrary to state PUC policies. Eliminate incentives for increasing market power, or to advocate positions already determined to be contrary to the public interest.

**4) Review NEM’s “National Guidelines for Unbundling and Restructuring the Natural Gas Distribution Function,” “National Guidelines for Restructuring the Electric Generation, Transmission and Distribution Industries,” “Uniform Code of Conduct for Regulated and Unregulated Suppliers of Energy and Related Services and Technologies” for Retail Policy Areas that Need Revision - Develop NEM’s Recommendations for National Demand Response Strategies and Pricing - Create Policy Drafting Committees.**

**1:30PM-2:00PM**

**Break**

**2:00PM-4:00PM**

**Executive Committee Debate and Vote on National Recommendations on Key Wholesale Energy Restructuring Issues**

**1) Wholesale Auctions**

- a) duration of auction term – how frequently are tranches re-bid;
- b) retail adders – what services do adders represent and what is an appropriate level (e.g. 5 mills);
- c) size of participating customer (e.g. large C&I, small commercial, residential);
- d) tranche size;

- e) structure of bid approval process;
- f) timing of auctions with wholesale market events;
- g) identification of positive/negative aspects of current wholesale auction approaches (e.g., NJ BGS, MD SOS)
- h) what should be considered indicia that a market should transition from a wholesale auction to a retail auction (e.g. percent migration achieved, effectiveness of customer education, maturity of wholesale market);
- i) other identified issues.

**2) Review NEM’s “National Guidelines for Unbundling and Restructuring the Natural Gas Distribution Function,” “National Guidelines for Restructuring the Electric Generation, Transmission and Distribution Industries,” “Uniform Code of Conduct for Regulated and Unregulated Suppliers of Energy and Related Services and Technologies” for Retail Policy Areas that Need Revision - Develop NEM’s Recommendations for National Demand Response Strategies and Pricing - Create Policy Drafting Committees.**

**4:00PM-5:00PM**      **Integrated Advocacy and P.R. Strategies for Achieving Specific Migration Targets – Strategic plan to Migrate a \_\_ Millions of Customers Per Year in Identified States and Service Territories.** (e.g. New York and surrounding area – Massachusetts, Pennsylvania, New Jersey, Connecticut).

**6:00PM**                      **Member Reception at Goodman Residence**

**July 13, 2005**

**8:00AM**                      **Breakfast**

**8:30AM-12:00PM**      **Recommendations to Leverage Member Resources on Quantitative Analysis to Support NEM’s Integrated Advocacy and P.R. Strategy for Achieving Specific Migration Targets.**

Suggestions for discussion: **1) NEM Retail Policy Council** (will include demand management and technology) – donations over dues earmarked – a) voluntary funding, b) mandatory funding: i) dues, ii) special assessment, iii) vendor-related dues; **2) NEM Wholesale Policy Council** (will include demand management and technology) – structure, governance and financing; **3) Creating National Economies of Scale and Scope under a “Cooperative” Model.**

**12:00PM**                      **Adjourn**