1		STATE OF NEW HAMPSHIRE
2		PUBLIC UTILITIES COMMISSION
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5	concord, New	NHPUC 28NOV/18449:33
6	рғ.	DE 18-142
7	INE .	ENERNOC, INC.: Petition for Approval of Use of
8		Live, Online Reverse Auction in Energy Procurement.
9		(Prehearing conference)
10	PRESENT:	Chairman Martin P. Honigberg, Presiding
11	ERECENT .	Commissioner Kathryn M. Bailey Commissioner Michael S. Giaimo
12		
13		Sandy Deno, Clerk
14		
15	APPEARANCES:	Reptg. Enel X (formerly EnerNOC): Marcia A. Brown, Esq. (NH Brown Law)
16		Reptg. Residential Ratepayers:
17		Brian D. Buckley, Esq. Office of Consumer Advocate
18		Reptg. PUC Staff:
19		Suzanne G. Amidon, Esq. Thomas C. Frantz, Dir./Electric Div.
20		Richard Chagnon, Electric Division
21		
22		
23	Court Repo	orter: Steven E. Patnaude, LCR No. 52
24		

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1	PROCEEDING
2	CHAIRMAN HONIGBERG: We are here this
3	morning in Docket DE 18-142, which is a
4	Petition by EnerNOC, asking that we direct
5	Eversource to use a live, online reverse
6	auction process to procure full-requirements
7	energy service for the next three procurement
8	periods. Today we have a prehearing conference
9	scheduled, and there will be a technical
10	session following that we're not involved in.
11	Before we do anything else, let's
12	take appearances.
13	MS. BROWN: Good morning,
14	Commissioners. Marcia Brown, with NH Brown
15	Law, and representing I'd say "EnerNOC", but
16	they have had a name change, it's "Enel X".
17	And with me today is Greg Geller, who is the
18	Director of Regulatory and Government Affairs;
19	next to him is Sean Perry, Senior Manager of
20	Wholesale Energy Procurement; next to him is
21	Alex Houghtaling, who is Director of the
22	Wholesale and Government Division; and lastly,
23	Raphael Herz, who is the Wholesale Manager.
24	CHAIRMAN HONIGBERG: I feel really
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1 stupid asking this question, but how do you spell "Enel X". 2 3 MS. BROWN: E-n-e-l, big X, capital 4 Χ. We will be filing a letter informing the 5 Commission of that formally in the docket. 6 Thank you. 7 MR. BUCKLEY: Good morning, Mr. 8 Chairman and Commissioners. My name is Brian D. Buckley. I'm the Staff Attorney with New 9 10 Hampshire Office of the Consumer Advocate. And 11 I'm here representing the interests of the 12 ratepayers residential. 13 MS. AMIDON: Good morning, 14 Commissioners. Suzanne Amidon, for Commission 15 Staff. With me today is Tom Frantz, the 16 Director of the Electric Division, and Rich 17 Chagnon, who is an analyst in the Division. 18 CHAIRMAN HONIGBERG: Are any of the 19 keen observers in the audience looking to 20 intervene or just looking to observe? 21 MR. TAYLOR: Just here to observe 22 this morning, Commissioner. 23 CHAIRMAN HONIGBERG: All right. 24 Anything preliminary we need to do before {DE 18-142} [Prehearing conference] {11-08-18}

1 hearing the openings or preliminary statements 2 of the parties? 3 MS. BROWN: Can I have clarification? 4 Is it -- is Eversource considering itself just 5 a observer and not a participant in the docket? 6 I understand they're in the room. 7 CHAIRMAN HONIGBERG: I don't think that we made them mandatory parties to the 8 9 docket. I am sure they have a keen interest in 10 what happens here. 11 MS. BROWN: Fine. Thank you. 12 CHAIRMAN HONIGBERG: Mr. Fossum, 13 you're here. Do you want to say anything in 14 response to that? 15 MR. FOSSUM: Yes. Just for record, 16 Matthew Fossum, for Public Service Company of 17 New Hampshire doing business as Eversource 18 Energy. We had observed what the Chairman has 19 just observed, that we were not made a 20 mandatory party to the proceeding. We presume there was some reason for that. We don't know 21 22 what it was. 23 We did agree in the Settlement 24 Agreement that preceded this in Docket 17-113 {DE 18-142} [Prehearing conference] {11-08-18}

1 that we would participate in any proceeding looking at this kind of thing. We're here, and 2 3 we're happy to participate and provide information. But we didn't feel we needed to 4 5 be a full party to do that, and evidently it seems the Commission didn't feel that either. 6 7 So, that's sort of the posture that we're in this morning. 8 CHAIRMAN HONIGBERG: Thank you, 9 10 Mr. Fossum. It has been our position in other 11 contexts that people, entities do not need to 12 be parties to these proceedings to participate 13 in meaningful ways, and certainly not to 14 monitor what's going on. 15 It may well be that you decide at 16 some point that you need to, at which point 17 you'll file something appropriate, I presume? 18 MR. FOSSUM: Yes, sir. We're happy 19 to participate. But that's essentially where 20 we are at the moment. 21 CHAIRMAN HONIGBERG: All right. 22 Anything else in the ways of preliminaries? 23 MS. BROWN: In the meantime, Enel X 24 will just keep Eversource on its service list {DE 18-142} [Prehearing conference] {11-08-18}

1	itself, even if it's not going to be officially
2	on the Commission's service list, because it's
3	not a party. We'll continue to make them
4	informed of any filings that we make.
5	CHAIRMAN HONIGBERG: That seems like
6	a good idea.
7	All right. With that, Ms. Brown, why
8	don't you tell us about this Petition and what
9	you expect to happen here.
10	MS. BROWN: Sure. I'd like to first
11	state that, even though EnerNOC has now been
12	purchased by Enel X and has a name
13	transformation, the people are the same. The
14	same people that have represented that they
15	have conducted numerous procurement services
16	for the utilities is the same.
17	Enel X offers utilities and
18	nonprofits, like RGGI, strategic energy
19	procurement and energy services. It is not
20	just an auction platform. And as stated in the
21	testimony, they have over 100 utilities or,
22	I'm sorry, they have worked with and partnered
23	with over 100 utilities, and have run over
24	6,000 or, 60,000 pricing events. And they
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1	
1	maintain 100 percent success record with
2	utility commission approvals of those services.
3	Enel X recognizes that the Commission
4	may not be able to endorse one single vendor,
5	such as Enel X, of a online reverse auction
6	platform for procurement services, but Enel X
7	is here to illustrate how these services work.
8	And just to highlights some of the
9	points that were made in the testimony, we'd
10	like to make clear to the parties and the Staff
11	and the Commission, that decisions Eversource
12	and the Commission make about products, market,
13	and timing are unaffected by what Enel can
14	offer. Eversource and the Commission would
15	maintain control over those decisions and
16	strategies. The services that Enel X provides
17	are efficient. The auctions are efficient.
18	They can be run in 10 to 15 minutes, and that
19	time allotted gives suppliers time to refine
20	their bids through price discovery. And that
21	there is also built into these auctions a hard
22	stop that drives the suppliers to aggressively
23	compete and provide their absolute best and
24	final offers in the last moments of the

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auction.

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The auctions take place in real-time, because the regulators -- and also allows the regulators the ability to observe the auctions in real-time. That transparency helps all stakeholders validate the competitiveness of the procurement, and the transparency also derives positive outcomes for the customers. Just a note about during the bidding process, the suppliers cannot see who is

bidding or how many suppliers are in that auction, but they do see the low amount bid. And that price discovery is significant, as compared to a sealed bid model, the suppliers are offering the price that they think the utility will accept, rather than the price that the supplier can afford.

And to best illustrate that is to look at the analogy of the housing market. And if you were to bid on a home, and offer a \$99,000 bid on a home, unbeknownst to you, in a sealed bid scenario, someone else is bidding 100,000. If you didn't have that price discovery, you wouldn't know that you could

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1 have perhaps acquired the house with just having offering another thousand dollars. 2 3 So, that's what that price discovery 4 allows the bidder to know, so that they can dig 5 into -- they can offer a more competitive price 6 if they are able to. 7 Now, in addition to the price discovery part, Enel X's method also 8 9 incorporates a strength of the sealed bid 10 method, namely, the "last bid blind" part, and 11 that's what happens in the last ten seconds 12 usually. And in these final moments of the 13 auction, the suppliers are able to give their 14 final bids. And they lose their -- obviously, 15 they lose that price discovery, but they start 16 bidding against themselves. And in Enel X's 17 experience, it is not uncommon to see the 18 lowest and the second lowest bid coming from 19 the same bidder, and that is evidence that the "last bid blind" feature does drive suppliers 20 21 to compete and bid against themselves. And 22 ultimately, the goal is, if there's competition 23 among the suppliers, reduces costs to 24 ratepayers, which benefits New Hampshire.

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1 Now, I'd like to stress that Enel X's 2 technology has had decades of use. We fully 3 explain that in the testimony. It's been used 4 in Delaware for ten years. It's been used for 5 nine years with the RGGI Program. And we 6 reference these examples, because these 7 products are similar to what Enel would recommend for Eversource for its default energy 8 9 service. And also to stress, this technology 10 service that Enel provides -- Enel X provides 11 can be turnkey, it is very easy, and can be set 12 up within two weeks of meeting a customer. 13 Now, we'd like to touch upon who pays 14 for these services. RGGI is one example. But 15 the cost of the online reverse auction is 16 normally paid by the winning bidders. As 17 explained in our testimony, the utility 18 employees, who would otherwise conduct an RFP, 19 would work closely with Enel X's team on such a 20 live, online reverse auction process. 21 The Commission's Order of Notice 22 mentioned whether this docket should be a 23 discussion of just a product for Eversource or 24 a product for all three utilities. Enel X {DE 18-142} [Prehearing conference] {11-08-18}

1 believes Eversource is a better candidate, 2 because of its greater beneficial impact to New 3 Hampshire ratepayers. It's the largest 4 utility. But Enel X is not opposed to working 5 with the other three utilities to deliver successful procurement events. 6 7 Now, the Commission's Order of Notice also referenced a report to be done by Liberty, 8 9 and Enel X is very -- or, Liberty is very 10 familiar with Enel X and its -- and Enel X's 11 successful outcomes. And Liberty has reviewed 12 Enel X's successful procurements for Delmarva, 13 in Delaware, for several years now. 14 Now, the Commission also referenced in its Order of Notice the issue of timing, and 15 16 whether any change should be delayed for a 17 At this point, Enel X is very pleased to year. 18 have a docket to describe its -- to investigate 19 its services. As the Commission is aware, in 20 2014, there was more of a global docket looking 21 at procurement. Although there was no outcome 22 to that docket, it intimated that perhaps it 23 should be utility-specific. 24 So, when DE 17-113 was active, Enel X

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1 intervened in there, and then we had the 2 Settlement Agreement suggesting, because that 3 docket was very time-compressed, having a separate docket to look at Enel X's product, 4 5 and so this is that docket. 6 Prior to filing the Petition and 7 testimony, Enel X circulated it, a copy through Staff, Office of Consumer Advocate, and 8 9 Eversource. And so, that was the genesis of 10 filing the docket. But, again, knowing that 11 the Commission has raised that as an issue, 12 Enel X's position is a stay -- a one-year hold 13 doesn't change that Enel X's services can be 14 investigated in the meantime, with no risk and 15 no adverse impacts. 16 Enel X is excited to partner in New 17 Hampshire to achieve the cost savings that it 18 has seen it achieve in other procurements for 19 its customers. 20 Sorry, I'm just picking through some 21 of the notes that we wanted to make sure we 22 covered. 23 And aside from that summary and 24 overview of the services of Enel X, we look {DE 18-142} [Prehearing conference] {11-08-18}

1 forward to discussing these issues in the tech 2 session following. 3 CHAIRMAN HONIGBERG: Thank you, Ms. 4 Brown. 5 MS. BROWN: Thank you. 6 CHAIRMAN HONIGBERG: Mr. Buckley. 7 MR. BUCKLEY: Thank you, Mr. Chairman. 8 The OCA is still evaluating the 9 10 issues presented in the instant Petition. And 11 while we are cognizant that in DE 18-002, Staff 12 filed recommendations suggesting the 13 appropriate timeline and venue for any docket 14 where alternative procurement methods, such as 15 the live, online reverse auction, would be 16 addressed, we do think there is value in better 17 understanding the issues inherent in such 18 procurement methods sooner, rather than later. 19 Particularly, when said procurement method, as 20 my economist tells me, may have the upside of 21 saving residential ratepayers money. 22 We do, however, want to qualify any 23 expression of support for such an investigation 24 by clarifying that the OCA sees value in

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1 exploring alternative procurement methods, such 2 as the live, online reverse auction, and 3 expresses no support for any specific software 4 vendor or procurement facilitator. 5 CHAIRMAN HONIGBERG: Thank you 6 Mr. Buckley. Ms. Amidon. 7 MS. AMIDON: Thank you. Just because it has been mentioned, I want -- and thank you 8 9 for that reminder, Mr. Chairman, I did bring --10 I guess I would like the Commission to take 11 administrative notice of Staff's September 4th 12 of this year memo in Docket 18-002, which is an 13 evaluation of the energy service procurement 14 process, which the Commission ordered Staff to 15 prepare in the context of Eversource's February 16 default service procurement. 17 I brought a copy -- I brought 18 sufficient copies for people here. But, if the 19 Commission would like to have a copy to take a look at, and if you have any questions 20 21 regarding this memo, I can provide that to you. 22 CHAIRMAN HONIGBERG: Yes. I don't 23 think that's necessary today. 24 MS. AMIDON: All right.

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1	CHAIRMAN HONIGBERG: We're aware of
2	18-002 and the memo that was produced as a
3	result.
4	MS. AMIDON: Thank you. I wanted to
5	go back to the Settlement Agreement that the
6	Commission approved in Docket 17-113, which set
7	up the procurement process by Settlement
8	Agreement for Eversource to procure power for
9	its default energy service customers. And this
10	was undertaken in order to have a process in
11	place following the divestiture of Eversource's
12	generation and adoption of a whole new paradigm
13	on how they procure power.
14	While EnerNOC was an intervenor in
15	that docket, the provision that said that
16	Staff, the OCA, and Eversource would look at
17	alternatives did not single out EnerNOC. In
18	other words, the idea was to evaluate whether
19	the structure of Eversource's procurement
20	needed to continue or should be changed. For
21	example, I can remember that there were
22	discussions about the methodology by which they
23	would acquire power for their large customers,
24	and that's something I think Staff would like
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1 to revisit in the future. 2 But having said that, Staff at this 3 point believes that this should not be an That this should be an 4 adjudication. 5 investigation. We still think it's premature 6 to proceed with an investigation until 7 Eversource has a couple more rounds of 8 solicitations for energy service supply for New 9 Hampshire customers. The reason being, while 10 Eversource does have experience in 11 Massachusetts and Connecticut, the New 12 Hampshire customer base is a smaller group, and 13 it would be beneficial I think to all parties 14 to see how that process works under the 15 Settlement structure in 17-113 before making 16 any changes to it. 17 We believe that any such 18 investigation should be for looking at energy 19 service procurement for all customers. And we 20 don't believe that just the customers of 21 Eversource should benefit from lower prices. 22 We believe that, if there is a better way for 23 all of the utilities to provide lower prices to 24 their customers, it should be for all

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1 residential customers and all large customers. 2 It shouldn't be just for one utility's 3 customers. 4 And we think that investigation 5 should be delayed in addition to get additional 6 information from the Liberty Consulting survey 7 that I don't believe is finished as yet. Tom Frantz is familiar with that being ongoing, but 8 9 I don't believe the results are going to be 10 available until next year. 11 So, in an investigation, we would 12 want all the utilities. We would want to make 13 sure we could have involve their power 14 procurement supply people. We would want to 15 have competitive power suppliers who are 16 currently responding bids to be part of that 17 process. And we would want all vendors of any 18 type of this service, and we know that there 19 are more than one, to be part of that process 20 as well. 21 If we're really going to undertake a 22 complete overhaul of how power is procured and 23 just abandon, you know, wholesale the 24 solicitation in the market, we really should {DE 18-142} [Prehearing conference] {11-08-18}

1 have a more gradual and thorough investigation. We shouldn't just use it as an opportunity for 2 3 one vendor to sell its product to the largest 4 utility in the state. 5 And we really -- we really are 6 thinking that, if there is a better way to 7 procure power than is currently undertaken, it should benefit all the customers. 8 9 If the Commission agrees with me, 10 agrees with Staff, I mean, we wouldn't have a 11 technical session following this. We would 12 perhaps issue a supplemental order of notice at 13 some point, turn this into an investigation, 14 and make sure that there are mandatory parties, 15 and there is notice to all of the people who 16 will be implicated by this, including the power 17 supply community who operates out of ISO, so 18 that everyone has an opportunity to evaluate 19 where procurement should go in the future. We 20 just don't think that focusing on one vendor is 21 an appropriate way to analyze alternatives. 22 Thanks. 23 CHAIRMAN HONIGBERG: Can someone 24 refresh our memories as to what's in the {DE 18-142} [Prehearing conference] {11-08-18}

1	Settlement Agreement that ended EnerNOC's
2	participation effectively in the earlier
3	proceeding?
4	MS. BROWN: I'm happy to read that
5	paragraph into the record. It's not too
6	CHAIRMAN HONIGBERG: As long as you
7	read slowly, everyone will be happy.
8	MS. BROWN: Yes. And this appears, I
9	don't remember which exhibit it was, this is in
10	the Docket 17-113 Settlement, Page 5, Paragraph
11	C of that page.
12	"The Settlement" I'm sorry. "The
13	Settling Parties agree that Eversource's
14	competitive procurement"
15	CHAIRMAN HONIGBERG: Not slow enough.
16	MS. BROWN: " procurement as
17	implemented under this Agreement will be in the
18	form of a sealed bid RFP consistent with
19	Eversource's initial proposal. The Settling
20	Parties agree that any party may, in the
21	future, petition the Commission to amend the
22	manner of ES procurement and supply should
23	circumstances warrant a change and Staff, the
24	OCA and Eversource agree to participate in such
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1	docket. Eversource agrees to continue to
2	evaluate procurement methods other than sealed
3	bid RFP. The Settling Parties agree that any
4	new proposed method, if approved by the
5	Commission, shall be implemented as ordered by
6	the Commission."
7	And that's the extent of the
8	paragraph.
9	CHAIRMAN HONIGBERG: Thank you. I
10	would expect, Ms. Brown, you probably want to
11	respond to some of the things that Ms. Amidon
12	just said?
13	MS. BROWN: If we could? There seems
14	to be a well, if I'm mischaracterizing it,
15	I'm sure I'll be told, but Enel X's view is
16	that there's some misconception that EnerNOC
17	I'm sorry, I keep referring to this as
18	"EnerNOC", that Enel X offers just a
19	one-size-fits-all for its customers. And
20	that's not really the case.
21	It has focused on the online reverse
22	auction specific to Eversource. If we brought
23	in other utilities, then that, you know, it's
24	like, you know, apples and pears. I mean, the
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1 product offered to Eversource may not be the best fit for the other two electric utilities. 2 3 So, there's one issue. 4 With respect to a investigation 5 docket, in looking back at 14-338, it was 6 apparent, at least on my reading, that the 7 Commission was struggling with whether it had authority to issue anything, make a 8 9 determination in an investigative docket. 10 Which, if we're trying to vet a pilot, I think 11 should be in an adjudicative setting, so that 12 you can have Commission authority to weigh in 13 on whether a particular product from a 14 particular vendor is beneficial for a fact 15 pattern such as Eversource. 16 So, that's one handicap that Enel X 17 sees with going into a global docket. I mean, 18 the position is, of Enel X, that, yes, we will 19 participate however the Commission wants to 20 have this discussion, but we think the best way 21 is to have a utility-specific product proposal 22 and vetting, because this is new to New 23 Hampshire. It's not new elsewhere, but it is 24 relatively new to New Hampshire.

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1 CHAIRMAN HONIGBERG: Ms. Amidon? MS. AMIDON: Yes. 2 3 CHAIRMAN HONIGBERG: I'm sorry, do 4 you need to speak with Mr. Buckley before? 5 MS. AMIDON: No, I don't. I was just 6 going to ask him a question. 7 CHAIRMAN HONIGBERG: Is Staff making a motion that we convert this docket in some 8 9 way? 10 MS. AMIDON: Well, if that's what it 11 takes, I think that would be appropriate. 12 CHAIRMAN HONIGBERG: I think, if that 13 were appropriate, it would have come in 14 already. We'd already have it queued up in writing for this hearing. So, I don't know 15 16 that an oral -- we're not ruling on an oral 17 motion --18 MS. AMIDON: Okay. 19 CHAIRMAN HONIGBERG: -- to not have a 20 technical session and convert this docket 21 today. 22 If Staff thinks that's appropriate, 23 you need to talk to the other parties about 24 that. And if you don't have an agreement, you {DE 18-142} [Prehearing conference] {11-08-18}

1 need to file a motion. MS. AMIDON: Well, I did want to make 2 3 an unrelated point, and that is, I can't recall 4 all the parties who signed that settlement in 5 17-113. 6 CHAIRMAN HONIGBERG: I think Ms. 7 Brown has it. I think she'll be able to tell us who signed it momentarily. 8 MS. AMIDON: Right. But any -- I 9 10 would also just tell the Commission that, 11 because there is a settlement agreement that 12 was approved in that prior docket, I believe 13 that is it 363 or 365, the statute that 14 requires an order of notice to open a hearing 15 and to amend a settlement agreement. 16 CHAIRMAN HONIGBERG: There's no 17 amendment here. That she read the relevant 18 language. It says "no one is precluded from 19 filing a petition", just as they have done. 20 So that, if you want -- maybe I'm 21 misunderstanding what you're saying, and maybe 22 that should be part of your written motion, if 23 you want to make one. 24 Well, --MS. AMIDON: {DE 18-142} [Prehearing conference] {11-08-18}

1 CHAIRMAN HONIGBERG: Ms. Brown, who 2 signed the Settlement Agreement? 3 MS. BROWN: The participant -- the 4 participants were Eversource, Staff, OCA, 5 Exelon Generation Company, EnerNOC at the time, which is now "Enel X". 6 7 CHAIRMAN HONIGBERG: Is it your view that some amendment to that Agreement is 8 9 necessary for us to proceed? 10 MS. BROWN: No. 11 CHAIRMAN HONIGBERG: All right. I 12 want to confer with the other Commissioners for a moment. We'll return in a few minutes. 13 14 (Recess taken at 10:08 a.m. and 15 the prehearing conference 16 resumed at 10:16 a.m.) 17 CHAIRMAN HONIGBERG: All right. 18 Unless someone has anything else they feel they 19 need to say, we're telling you to have your 20 technical session and to start looking at this 21 process, and its merits, and what effect it 22 might have and what burdens it might impose on 23 Staff and everyone else. 24 Given the nature of the request and

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1 the nature of the relief that could come out of 2 this docket, we're going to make Eversource a 3 party to this proceeding. So, Mr. Fossum, I 4 don't think that requires you to file anything, 5 because I think we've just done it. And I 6 think the secretarial letter that gets issued 7 following the technical session will confirm Eversource's participation as a party to this 8 9 docket. 10 We don't know what this will produce. 11 It may not produce anything for the next

procurement or the procurement after that.

at some point it may make sense to change.

you don't start looking at it.

just stop the clock entirely.

Staff and the OCA and the industry needs to be

ready when it does. And you won't be ready if

that it's premature, that it shouldn't happen,

they should file something in writing in the

nature of a motion to ask us to stop and take

this in a different direction. Turn it into

something generic, another investigation, or

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If Staff or any other party feels

Does anyone have anything else they

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And

1 want to offer up at this time or should we 2 leave you to your technical session? 3 Ms. Amidon. Oh, you were turning it 4 off, not turning it on. 5 MS. AMIDON: I just wanted to say 6 that I believe that Tom Frantz and I won't be 7 available for the technical session, but Rich is available. We were asked to be available 8 9 for a 10:30 meeting. 10 CHAIRMAN HONIGBERG: I am telling 11 you, Ms. Amidon, and I don't know if Mr. Frantz 12 was necessary for the same meeting that you're 13 thinking of, but you're not necessary for that 14 meeting immediately. You can do your technical 15 session, and we'll delay other -- what other 16 business is going on upstairs that you may be 17 involved in. So, you can stay for the 18 technical session. 19 MS. AMIDON: Okay. That was not the 20 message that was conveyed to me earlier by the 21 Executive Director. But be that as it may. 22 CHAIRMAN HONIGBERG: I just told you 23 what you can do starting at 10:30 from the 24 technical session.

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1	Is there any other business we need
2	to transact before your technical session?
3	[No verbal response.]
4	CHAIRMAN HONIGBERG: All right.
5	Thank you all. We are adjourned.
6	(Whereupon the prehearing
7	conference was adjourned at
8	10:18 a.m., and a technical
9	session was held thereafter.)
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