

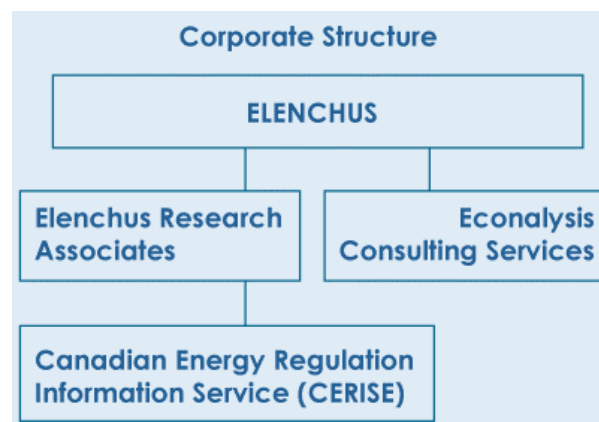
## BOARD STAFF INTERROGATORY #10

### INTERROGATORY

Please provide an explanation of Elenchus Research Associates businesses and experience in the utility sector particularly with respect to service area issues.

### RESPONSE

Elenchus Research Associates (ERA) is one of three operating divisions of Elenchus Consulting Services Inc. The structure of the family of businesses is shown by the following Corporate Structure Chart, which appears in the Corporate Profile section of the Elenchus website ([www.era-inc.ca](http://www.era-inc.ca)).



The experience and structure of the Elenchus family is explained in the Corporate Profile section of the website as follows.

*Elenchus is the corporate umbrella for three operating divisions: Elenchus Research Associates (ERA); Canadian Energy Regulation Information Services (CERISE); and, Econalysis Consulting Services (ECS).*

*Operating as Econalysis Consulting Services since 1980, Elenchus has become a leading Canadian consulting firm specializing in analytical research, monitoring, and regulatory strategy. While the firm focuses primarily on the natural gas and electricity industries, it has broad expertise related to regulatory methodology and competition issues in a wide range of industries including telecommunications, financial markets, and rental housing.*

*All divisions of Elenchus provide services to clients across Canada.*

## **DIVISIONS**

***Elenchus Research Associates (ERA)*** integrates a network of independent consultants with senior in-house experts to provide support to natural gas and electricity industry participants' and Government Agencies in strategic planning, energy policy and regulatory affairs.

***Canadian Energy Regulation Information Services (CERISE)*** monitors regulatory events (hearings, decisions, etc.) in all Canadian jurisdictions where electricity and natural gas transmission and distribution are regulated.

***Econalysis Consulting Services (ECS)*** provides analysis, hearing preparation and case management, expert evidence, negotiations assistance and facilitation, etc. for a wide range of clients including customer representatives and regulators.

ERA, as a distinct business entity, has limited experience as it was established only 6 months ago. The website describes ERA as follows:

*Elenchus Research Associates (ERA) offers the energy industry strategic advice to manage current risks, and technical support to navigate the complexities of the business and regulatory environments. Formed in May 2003, ERA is comprised of ten Associates with diverse and extensive experience in the Canadian natural gas and electricity industries, as well as international experience in energy regulation. Our Associates' backgrounds include senior utility responsibility, regulatory tribunal experience, broad stakeholder process management, and international regulatory consulting.*

ERA Associates include three individuals who were previously part of ECS (John Todd, Bruce Bacon and Judy Kwik), four new Associates (Rudy Riedl, Marie Rounding, Cynthia Chaplin and Terry Rochefort) and the CERISE staff.

The author of the Report filed by Wirebury in this proceeding was John Todd. His curriculum vitae was provided as an attachment to the Report.

All ERA Associates, including John Todd, have extensive experience in the utility sector. In drafting the Report, John Todd has drawn on his 25 years as a specialist in the design and functioning of monopoly regulation, competitive markets and the transition from regulated to more competitive markets

