

Bordeaux Energy Colloquium

Fall 2005 - Agenda



Thursday September 29th:

Arrival of guests

Shuttles will take guests from the Bordeaux International Airport to the Retreat House at the tip of Cap Ferret.

7:00 PM Cocktail Reception –Introductions

Kimberly Samaha- Host Bordeaux Energy Colloquium

Ken Malloy – CEO CAEM

An Important Intersection- Where are we today in restructuring competitive energy markets and why it is important to regain momentum through organized efforts. The challenge is to internalize the lessons of the past and develop a vision and strategy for the future. By taking the “best” out of the field of diverse models, the proponents of competitive energy markets have a fresh opportunity to design and implement a coherent framework for the future of competitive energy markets.



Friday September 30th VISION, DRIVERS AND TRENDS

Morning Sessions:-

8:00: Breakfast at the Retreat House

10:30 Buses load for wine tasting tour

Session 1: A Vision for Electricity Markets

Ken Malloy CEO - CAEM

Tom Casten – CEO - Primary Energy

Vision is where tomorrow begins, for it expresses what you and others who share the vision will be working hard to create. Since most people don't take the time to think systematically about the future, those who do, and who base their strategies and actions on their visions, have inordinate power to shape the future.

--Burt Nanus

In light of recent setbacks in restructuring energy markets, most policy discussions are now centered around envisioning a set of modest policy changes at the State level. Two leading visionary of free- market mechanisms, will outline their views of what it will take to make energy markets competitive.

Afternoon Session

12:00 – 4:30 Lunch and Bordeaux wine tasting presentation

Session 2: Drivers and Trends: Energy Markets and Political Reality

Branko Terzic – Global Regulatory Policy Leader - Deloitte

Ashley Brown- Executive Director Harvard University Electricity Policy Group

Andy Patterson – Sr. Policy Advisor – US Department of Energy

Maria Dubravka, Financial advisor - Scotia Waterous Bank

When one door closes another door opens; but we so often look so long and so regretfully upon the closed door, that we do not see the ones which open for us.

--Alexander Graham Bell

Thinking about electricity is too often done in a silo. Yet dramatic changes are taking place outside the context of electric policy that will have profound effects on how those policies are defined, implemented, and on their impact. This session will review the larger drivers outside electricity—e.g., oil markets, environmental policy, technology—that will have to be integrated into our thinking. We will also “connect up” and focus on the likely constraints and opportunities that will emerge for electric policy.

Evening Session:

7:30 Oyster and Champagne cocktail reception

8:30 Dinner at the Retreat House

Session 3: Wholesale Markets I—Policy

Eric Dyevre – Commissioner - Commission de Regulation de l'Energie- France

John Baker – Former CEO - National Power

Tom Welch – General Manager -PJM Interconnect

Branko Terzic – Global Regulatory Policy Leader -Deloitte

It is one of the strange ironies of this strange life [that] those who work the hardest, who subject themselves to the strictest discipline, who give up certain pleasurable things in order to achieve a goal, are the happiest people.

--Brutus Hamilton

One important goal of the Colloquium is to improve the understanding of policy implementation from each side of the Atlantic. The next several sessions will be very fact based and focused on improving the knowledge base of each of the participants. This session will focus on comparing and contrasting approaches to wholesale market policies, especially focusing on an assessment of the success of those policies and a prognosis for the over time.

Saturday October 1st: **IMPLEMENTATION SUCCESS STORIES**

Morning Sessions:-

8:30 Breakfast at the Retreat House

Session 4: Wholesale Markets II—Financial

Piers Hedley CEO -NWCM Finanacing

John Baker – Chairman - Renewable Energy Holding

John Strom President - Haddington Ventures

Nothing that results in human progress is achieved with unanimous consent. Those that are enlightened before the others are condemned to pursue that light in spite of the others.

--Christopher Columbus

Implementation success stories are first made feasible through the right combination of policy initiative and industrial innovation. The real key to break-through market successes lies in the investment communities confidence to invest. Today's discussion about hot areas for investment such as wind energy and LNG resulted from the financial impetus of private investment. This panel will explore how energy companies are continuing to find new ways of growth after the M&A bubble. What new technologies they would back and which geographical areas or market segments are the most attractive for private investors.

Afternoon Session –

1:00 Lunch at the Retreat House

3:30 Free time: Boat Cruise - Tour of fisherman's village and Cap Ferret Oyster Farms – On Premise Shooting range and Hunting

Session 5: Retail Markets I—Policy and Models

Dr. Stephen Littlechild – International Consultant on privatization, competition, regulation

John Anderson- President ELCON- Electric Consumers Resource Council

Gerry Keenan – Sr. Advisor – FTI Consulting

Two roads diverged in a wood

And I took the one less traveled by

And that has made all the difference

--Robert Frost

The diversity of policy and models on retail has been mind boggling. This session will review models in Europe and North America and assess the success of those models, as well as prognosticate about future developments.

Consensus and contrast in an overview of the original policy framework intentions in key regions of the US and liberalized countries within the EU. Issues such as phased retail access, commodity trading, demand-side programs and social good programs will be discussed. What will it take to reconstitute retail competition in the US? Where have there been successful models of retail competition in the EU?

Fireside Chat - 6:00 PM

Session 6: Organizing Social Movements

Jim Spickford – Professor Fielding Graduate University

Ashley Brown – Director Harvard Energy Policy Group

What are the principles behind successful social movements? Deregulation and Liberalization as concepts were ushered in during the Regan – Thatcher period and have evolved into the broader concept of “globalization”. Professors Spickford and Brown will lead an informal discussion of how competition is unfolding in other parts of the world and how social movements outside of the energy field are organized for action.

Evening Session:

8:30 PM: A Taste of the Forest Dinner at the retreat house

Session 7: Retail Markets II—Transformational Issues

Fahim Samaha - CEO - Soffimat

Cody Graves - CEO - Automated Energy

Tom Casten – President - Primary Energy

It is not the road ahead that wears you out-

It is the grain of sand in your shoe.

Arab proverb

Perhaps the *raison d'être* of reform is to radically change the way services are delivered to the customer. This session will review concepts that have the potential to revolutionize retail markets. Particular attention will be paid to bundled flowing content, distributed generation, demand response, and information management.

Sunday October 2nd,

ARRIVING AT THE FUTURE- New Directions for competitive energy markets

Morning Sessions:-

8:00 AM: Breakfast at the Retreat House

10:30 AM Buses load for wine tour

Session 8: Future Imagining: Policy

Eric Dyevre – Commissioner French Regulatory Commission

Ashley Brown – Executive Director Harvard Energy Policy Group

Jorge Vasconcelos – Commission of European Energy Regulators CEER

Tom Welch - General Manager of Market Strategy – PJM

Men have been taught that it is a virtue to stand together. But the creator is the man who stands alone.

- [Ayn Rand](#)

Competitive markets for energy is still a controversial concept. In North America especially, it has suffered significant setbacks over the last five years. Votes on the European Union threaten progress made in Europe. Ideas have consequences. True enough! But Ideas must also have advocates to have consequences. The coalition for competition in the US is at best reemerging after the Four Horsemen of the Electric Apocalypse: California, Enron, blackouts, and high prices. How can we affect competitive policies for energy markets? This session will also address what the impact accurate pricing will have on demand for electricity and how competitive policy will impact on low income consumers.

Afternoon Session

12:00- 5:00 Tour of Chateau Smith Haut Lafite

Lunch and wine tasting at Sources de Caudile –

Spa and Golf facilities

Session : Alternative Dispute Resolution

Mike Mcilwrath Senior Counsel GE Power Systems

Mike Mcilwrath will take about alternative dispute resolution techniques that can bring divergent interests to acceptable compromises.

Evening Session:

8:30 A Taste of the Sea Dinner at the retreat house

The Energy Plexus- Organization to promote competitive Energy Markets

Kimberly Samaha- Bordeaux Energy Colloquium

Ken Malloy- CEO CAEM

Session 10: Future Imagining: The Future is Us!

We must all hang together, or assuredly we shall all hang separately.

--Ben Franklin at the signing of the Declaration of Independence

In the closing session, we will summarize the weekend discussions and broach the question of whether our association ends here or whether there is an interest for creating some more permanent construct to enhance cross Atlantic dialogue and advocacy.

Monday October 3rd

Morning Sessions:-

8:00 AM Breakfast at the Retreat House

Wrap Up- Planning 2006

Kimberly Samaha- Bordeaux Energy Colloquium

Summary of weekend events and follow-up actions. What actions will be monitored over the upcoming year. Organizing networks and resources to continue competitive energy market efforts.

Shuttle departures starting at 7:00 AM