

1 Q. (Reference 2017 GRA Volume I, page 6.5, 6.3.1) Would it be more cost effective for
2 Hydro to directly solicit opportunities for energy purchases from other jurisdictions
3 rather than contract with Nalcor Energy Marketing to do so? Is Hydro paying any of
4 the costs associated with Nalcor Energy Marketing? What jurisdictions has Nalcor
5 Energy Marketing approached to solicit opportunities and with what results?
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8 A. It would not be more cost effective for Hydro to directly solicit opportunities for
9 energy purchases from other jurisdictions. Hydro does not currently have in place
10 the necessary tools and expertise to allow it to transact in external markets. Had
11 Hydro endeavoured to establish such capability, there would be costs involved in
12 doing so. Hydro is not currently paying for Nalcor Energy Marketing's internal costs
13 of providing services.
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15 Given the confidential nature of negotiations, with the exception of Nova Scotia
16 Power which has disclosed that commercial discussions with Nalcor are ongoing to
17 the Nova Scotia Utility and Review Board, Hydro is unable to provide details
18 regarding market participants approached by Nalcor Energy Marketing.