

Advanced Workshop in Regulation and Competition
36th Annual Eastern Conference

DoubleTree by Hilton, Annapolis, Maryland, May 31- June 2, 2017

The Conference features some of the latest developments in the telecommunications and energy sectors, including:

- Policy and Regulatory Issues
- Postal and Telecommunications
- Market Structure & RTOs
- Performance & Reliability
- Demand Response

Who should attend?

- Industry Economists, Attorneys and Consultants
- Marketing and Regulatory Managers
- Regulatory Commission Staff

Dinner Speakers: **Craig, Glazer** Vice President – Federal Government Policy, PJM Interconnection and **Luke Grossmann**, Vice President for Finance and Planning, United State Postal Service

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CENTER FOR RESEARCH IN REGULATED INDUSTRIES

The *Center for Research in Regulated Industries*, located at Rutgers University, aims to further study of regulation in economics, finance, and institutions. Its publications, seminars, workshops, and courses make available the latest advances to academics, managers, and regulatory commission staff. The Center has over thirty-five years of experience providing research, instruction, conferences, courses, seminars, and workshops in economics of network industries. The Center's *Journal of Regulatory Economics* is an international scholarly bi-monthly publication intended to provide a forum for the highest quality research in regulatory economics. Other research from the Center's programs has been published in the book series *Topics in Regulatory Economics and Policy* and *Advances in Regulatory Economics*.

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36th ANNUAL EASTERN CONFERENCE

REVISED May 15, 2017

WEDNESDAY, MAY 31, 2017

- 3:00 - 4:00 Registration *Conference Center Concourse*
- 4:00 - 6:00 Welcome to Conference: Victor Glass *Coastal West*
- Tim Brennan:** Michael Crew's Contributions to the CRRRI Conferences on Postal and Delivery Economics
- Karl A. McDermott and Eric Ackerman:** The Evolving Concept of the Public Electric Utility
- Menahem Spiegel:** Compliance
- 6:00 - 7:00 Cocktail Hour *Coastal Main East*
- 7:00 - 9:00 **Dinner & Speech: Craig Glazer** *Coastal Main East*

THURSDAY, JUNE 1, 2017

- 7:30 - 9:00 Breakfast *Coastal West*
- 9:00 - 10:30 **Concurrent Sessions**
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| WHOLESALE ENERGY MARKETS <i>Coastal East</i>
Chair: Alan Finder
Discussants: Sheldon Switzer, Michael McShane
Hung-po Chao and William Hogan: Competitive Equilibrium of Two-Settlement Electricity Market with Virtual Bidding
Andrew Kleit and Satoru Hashimoto: A Natural Gas Trading Platform for Japan
Sean Isakower, Caitlyn Edmundson, Anping Liu & Richard E. Schuler, Jr: Impact of Increased Distributed Energy Resources on Electric Sales Forecasting Methodologies | BIG DATA <i>Coastal Main</i>
Chair: Timothy Mount
Discussants: Casimir Bielski, Chiara LoPrete
Lucas Bressan, Ahmad Faruqui, and Phil Hanser: Leveraging Data Analytics in your Utility Regulatory Strategy
Kenneth Skinner and Eric Woychik: Integration and Optimization of Distributed Energy Resources – Big Data Analytics do the Job
Eric Woychik and Eric Ackerman: Data Issues in the Modern Electricity Grid |
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- 10:30 - 10:45 Coffee Break
- 10:45 - 12:15 **Concurrent Sessions**
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| TWO SIDED MARKETS <i>Coastal East</i>
Chair: Seth Blumsack
Discussants: Craig Glazer, Julie Kelly
Victor Glass and Timothy Tardiff: Is Wholesale Pricing of Dedicated Broadband Services no Longer Relevant in a Packet World?
Alberto Lamadrid, Kwami Senam Sedzro and Luis Zuluaga: Increasing the Resilience of Distribution Systems
T. Mount, A. Lamadrid, W. Jeon, H. Lu: The Potential Role of Aggregators in a Simple Two-Sided Electricity Market | PAEA <i>Coastal Main</i>
Chair: Emil Dzuray
Discussants: Andrew German, Katalin Clendenin
Lawrence Buc: Appropriate Share and Competitive Advantage
Edward S. Pearsall: PAEA's Take on Regulatory Economics
Viola Bello Stovall and Kirk Kaneer: Dissecting the Real Cost of Mail |
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- 12:15 - 1:25 Lunch *Ballroom*
- 1:25 - 2:55 **Concurrent Sessions**
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| POLICY <i>Coastal East</i>
Chair: Eric Ackerman
Discussants: Glenn George, Andrew Kleit
Howard M. Spinner: NOVEC v. Comcast – Pole Attachments
Tomás J. Torres: Electricity Costs in Puerto Rico key to Economic Crisis
Karl McDermott and Carl Peterson: Explaining the Capital Structure for Electric Utilities – Further Evidence | PRICING STRATEGY AND EFFECTIVENESS <i>Coastal Main</i>
Chair: Nakesha Kemp-Hirst
Discussants: Robert Reisner, Larry Buc
Jeff Colvin, Michael D. Bradley, and Mary K. Perkins: Should the Postal Service Deliver Parcels Separately?
Edward S. Pearsall: Have Market-Dominant Mail Rates Risen Faster than They Should?
Emil Dzuray and Leo Tudela: A Comparative Analysis of G7 plus Australia Postage Rate Affordability and Relative Efficiencies |
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- 2:55- 3:00 Break

THURSDAY, JUNE 1, 2017 (CONTINUED)

3:00 - 4:30 **Concurrent Sessions**

CONSERVATION

Chair: Alberto Lamadrid

Discussants: Alan Finder, Hung-po Chao

Kevin Arritt, Ahmad Farqui, Sanem Sergici: The Impact of Residential AMI-Enabled Conservation Programs: An Analysis of the Widespread Deployment of Energy Management Tools in Service Territories

Michael K. McShane: Leveraging Gas Smart Meter Technology to Improve Energy Choice

Chiara Lo Prete: An Empirical Analysis of the Effects of California's Cap-and-Trade Program on Western Electricity Markets

Coastal East

NATURAL EVOLUTION\CHA

Chair: Menahem Spiegel

Discussants: Romkaew Broehm, Tim Brennan

Seth Blumsack: The Capacity Value of Retail Demand Response

Timothy J. Tardiff and Dennis Weisman: Mandatory Upstream Inputs and Upward Pricing Pressure – Implications for Competition Policy

Carl Peterson and Agustin Ros: The Evolving Electricity Distribution Network – Technological, Competitive and Regulatory Implications

Coastal Main

4:30 Exercise Break

6:00 - 7:00 Cocktail Hour

Coastal Main/West

7:00 – 9:00 **Dinner & Speech: Luke Grossmann**

Coastal Main/West

FRIDAY, JUNE 2, 2017

7:30 – 9:00 Breakfast

Coastal West

9:00 - 10:30 **Plenary Session**

POSTAL MARKETING

Chair: Larry Buc

Discussants: A. Thomas Bozzo, Marc Smith, Keith Kreger

John Althen, Amanda Stafford, and Kelly Thresher: Direct Mail as a Brand Builder

Tyler P. Reinagel: Does Mail Still Go Where the Money Is?

Virgil Ian Stanford and Bryant Switzky: Understanding the Demand for Postal Money Orders

Coastal Main/East

10:30 – 11:00 Coffee Break

Conference Center Concourse

11:00 - 12:30 **Plenary Session**

ELECTRIC SERVICE PLANNING

Chair: Tim Brennan

Discussants: John Caldwell, Carl Peterson

Kevin Arritt, Ahmad Farqui, Sanem Sergici: The Impact of AMI-Enabled Conservation Voltage Reduction on Energy Consumption and Peak Demand

Alan E. Finder: Rooftop Solar PV Data Analysis – Approach and Results

Jeffrey W. Mayes: Competitive Transmission Development

Richard A. Michelfelder: The Impact of Decoupling on Public Utility Cost of Capital

Coastal Main/East

12:30 – 12:35 Closing Remarks: Victor Glass

12:35 – Lunch

Coastal West

SPEAKERS DISCUSSANTS & CHAIRS

Eric Ackerman, Director, Alternative Regulation, Edison Electric Institute

John Althen, Public Policy Analyst, USPS – OIG

Kevin Arritt, Consultant, The Brattle Group

Casimir Bielski, Manager, Rate and Regulatory Business, EEI

Seth Blumsack, Associate Professor, Pennsylvania State University

A. Thomas Bozzo, Vice President, Christensen Associates

Tim Brennan, Professor of Policy & Economics, University of Maryland Baltimore County

Frederick S. Bresler, III, Senior Vice President – Operations and Markets, PJM Interconnection

Lucas Bressan, Associate, The Brattle Group

Romakew Broehm, Principal, The Brattle Group

Larry Buc, President, SLS Consulting, Inc.

John Caldwell, Director of Economics, Edison Electric Institute

Hung-po Chao, Chief Economist and Senior Director Economics – Operations and Markets, PJM Interconnection

Katalin Clendenin, Economist, U.S. Postal Regulatory Commission

Jeff Colvin, Director, USPS – OIG

Emil Dzuray, Director of Strategic Planning, USPS

Alan Finder, Managing Director, Global Regulatory Advisors

Victor Glass, Director – CRRI and Professor of Professional Practice, Rutgers University

Glenn George, Managing Director, NERA Economic Consulting

Andrew German, Managing Counsel, Legal Strategy, USPS

Craig Glazer, Vice President-Federal Government Policy, PJM Interconnection

Luke Grossmann, Vice President for Finance and Planning, United States Postal Service

Jacob D. Howley, Attorney, USPS

Sean P. Isakower, Associate Economist, New York State Department of Public Service

Kirk Kaneer, Economist, USPS – OIG

Julie Kelly, Research Member, Institute for Defense Analyses

Nakesha Kemp-Hirst, Acting Manager Strategic Business Planning, USPS

Andrew Kleit, Professor of Energy and Environmental Economics, Penn State University

Keith Kreger, Strategic Planning Specialist, USPS

Alberto J. Lamadrid, Assistant Professor of Economics, Lehigh University

Anping Liu, Principal Econometrician, NYS Department of Public Service

Chiara Lo Prete, Assistant Professor of Energy Economics, Pennsylvania State University

Jeffrey W. Mayes, Monitoring Analytics

Karl A. McDermott, Ameren Professor of Government and Business, University of Illinois-Springfield & Special Consultant, NERA Economic Consulting

Michael McShane, Manager, Energy Supplier Services, Gas Choice Programs, BGE

Richard A. Michelfelder, Professor, Rutgers University

Timothy D. Mount, Professor, Cornell University

Brian Palmer, Senior Manager, Postal Programs, Amazon Transportation Services

Edward S. Pearsall, Consultant

Carl R. Peterson, Professor, University of Illinois Springfield

Samuel Poole, Attorney Advisor, Office of General Counsel, U.S. Postal Regulatory Commission

Tyler P. Reinagel, Public Policy Analyst, USPS – OIG

Robert Reisner, Director and Senior Strategic Advisor, PwC

Agustin J. Ros, Vice President, NERA Economic Consulting

Cynthia Sanchez-Hernandez, Manager, Regulatory Pricing Review, USPS

Ken Skinner, Vice President – Risk Products, Integral Analytics, Inc.

Marc Smith, Cost Attribution, USPS

Menahem Spiegel, Professor, Rutgers University

Howard Spinner, Manager – Regulatory Affairs, NOVEC

Ian Stafford, Analyst, USPS-OIG

Viola Bello Stovall, Economist, USPS – OIG

Sheldon Switzer, Manager - DSM Evaluation, BGE

Timothy J. Tardiff, Advanced Analytical Consulting Group

Tomás J. Torres, General Coordinador, ICSE-PR

Leo Tudela, Strategic Initiatives Program Manager, USPS

Eric C. Woychik, Senior Vice President, Willdan Group

36th ANNUAL EASTERN CONFERENCE

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ORGANIZING COMMITTEE

Eric Ackerman (Edison Electric Institute)
Timothy Brennan (University of Maryland, Baltimore County)
John Caldwell (Edison Electric Institute)
Hung-po Chao (PJM Interconnection)
Alan E. Finder (Global Regulatory Advisors LLC)
Tom Frantz (New Hampshire Public Utilities Commission)
Victor Glass (Rutgers University)
Julie Kelly (Institute for Defense Analysis)
James D. Reitzes (Brattle Group)
Matthew Robinson (U.S. Postal Regulatory Commission)
Richard E. Schuler Jr. (New York State Dept. of Public Service)
Marc Smith (United States Postal Service)
Menahem Spiegel (Rutgers University)
Howard Spinner (NOVEC)
Kurt Strunk (NERA Economic Consulting)
Sheldon Switzer (Baltimore Gas and Electric)

HOTEL RESERVATIONS

Sufficient Rooms are reserved at DoubleTree by Hilton Hotel Annapolis for all of the Conference participants. **Participants are required to make their own reservations with the hotel by calling 1-410-224-3150 and identify the CRRRI-Rutgers Conference.** All reservations must be made by April 25, 2017.

DoubleTree by Hilton Hotel Annapolis
210 Holiday Court,
Annapolis, Maryland, 21401, USA
Phone: 1-410-224-3150

The Hotel rate is \$498.46 for single occupancy and \$352.69 per double occupancy for two nights. This rate includes the following: Two Night's Lodging, Two Breakfast Buffets, Two private Luncheons, Two Private plated Dinners, MD State and County Tax, and Gratuity on meals and rooms in Package,

CONFERENCE STAFF

Victor Glass, Director – CRRRI and Professor of Professional Practice
Conference Chair

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Rutgers Business School
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Newark, NJ 07102-1897

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REGISTRATION INFORMATION

To Register: Please complete and return the form below. Registrations are accepted by mail, email, fax, and telephone. Please confirm telephone registrations by sending in a completed and signed registration form. The deadline for registrations is April 27, 2017. Registrations received after April 27, 2017, will be admitted on a space available basis.

Food and lodging at the Conference are not included in the registration fee. Breakfast, lunch and dinner are included in the rates for lodging. All persons that do not stay at the either the hotel will be required to pay for meals separately.

Volume discount: Second and subsequent applications received in the same envelope, fax, email, or made at the same time by phone will receive a 5% volume discount.

Payment Information: Make checks payable to “**Rutgers University**” and mail to the attention of **CRRRI** at the above address. Fees include prescribed learning materials, receptions and coffee breaks, but do not include lodging and meals. All persons that do not stay at the Shawnee Inn and Golf Resort will be required to pay for meals separately. The government registration fee is available for government employees.

REGISTRATION FORM: 36th Annual Eastern Conference

Name: _____

Title: _____

Company: _____

Complete Address: _____

Telephone: _____ Fax: _____

Email: _____

Billing Information

Payment enclosed \$1,070.00 U.S. Dollars

Send invoice to participant at above address.

Send invoice to _____

Credit Card: VISA MC Exp. ____/____

GOVERNMENT RATE: Government employees may apply for reduced enrollment fees.

I would like to apply for the government rate of \$545.00

Card # _____

CANCELLATION POLICY: Until April 27, 2017 cancellation is allowed without penalty and refunds will be allowed in full. After this date, the indicated fee is due in full whether or not the participant actually attends. Substitutions may be made at any time.

Signature of Participant _____