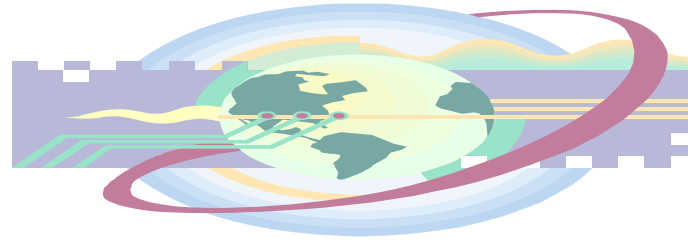




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Electric System Planning and Port Folio Management.

EXECUTIVE PEER EXCHANGE VISIT

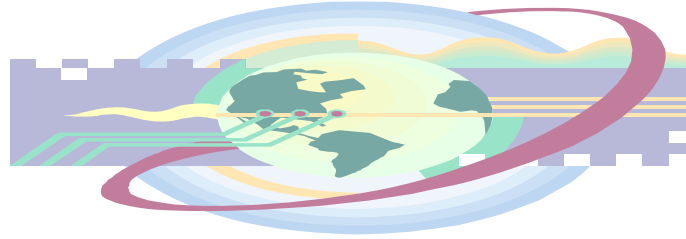
FERC and BPA Marketing Sales Organization

Presented by: Tony Rodrigues, P.E.

August , 4, 2006



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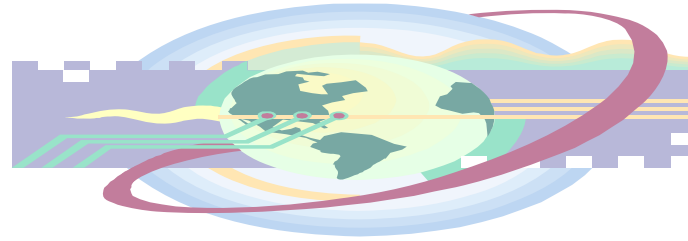
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BPA Transmission System

- Service area of Oregon, Washington, Idaho and western Montana
- BPA operates 80% of the high-voltage grid in its service area
 - More than 15,000 miles of line
 - Over \$5 billion federal investment
 - About \$700 million in annual revenues
- Reliable transmission system is essential to successful sales department and customer relationships

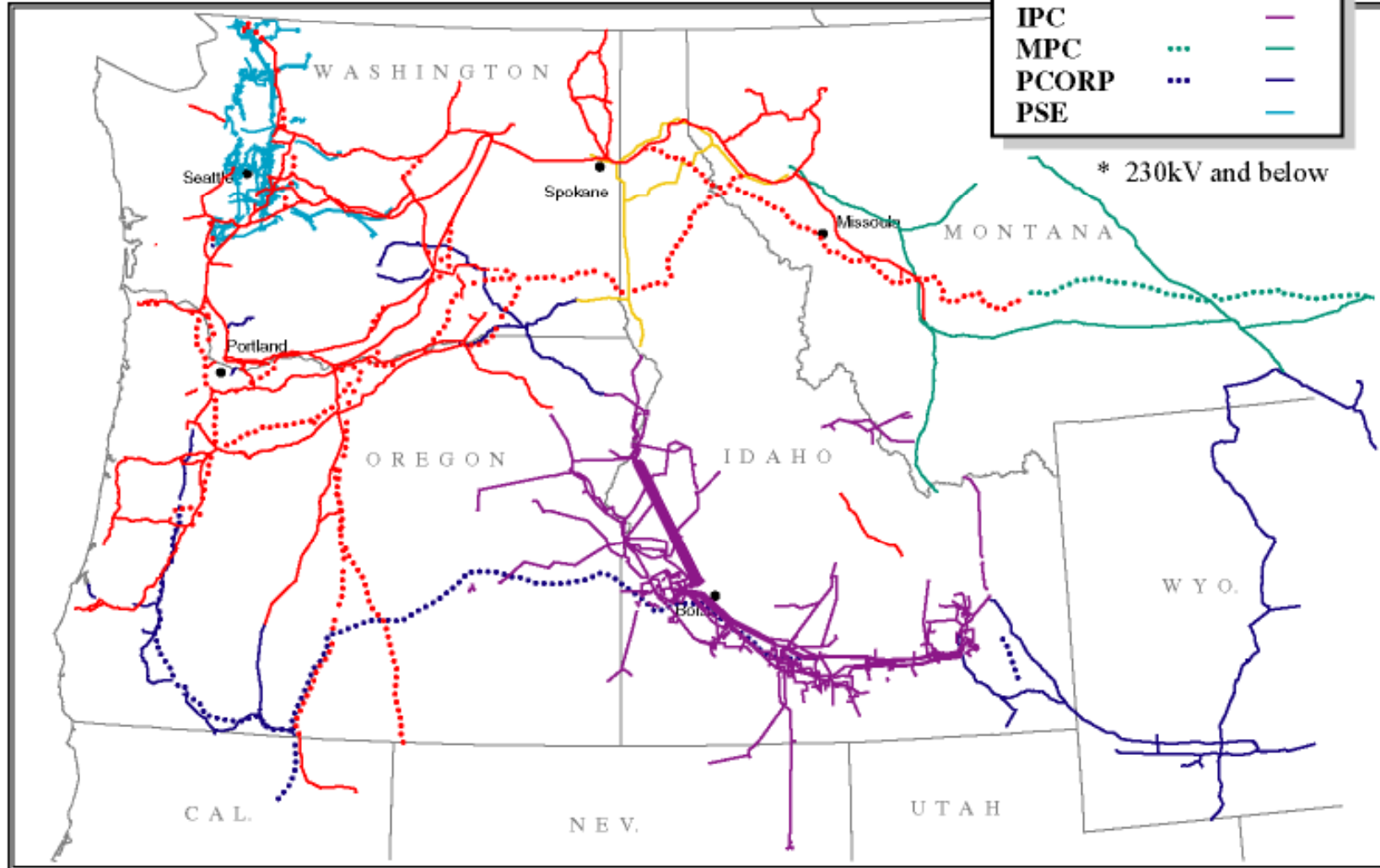


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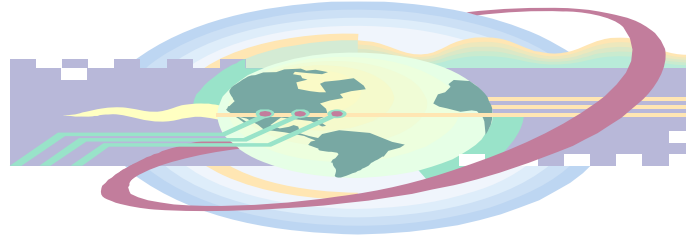
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Combined Transmission Grid





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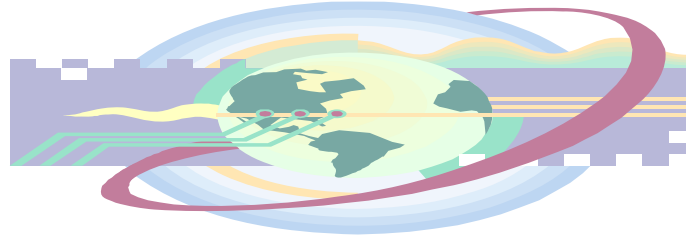
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Types of Customers

- Over 360 customers in various categories located in region, across U.S., and in Canada
 - Generation projects
 - Marketers
 - Cooperatives
 - Municipalities
 - Public utility districts
 - Fiber and Wireless
 - Federal and state agencies
 - Investor-owned utilities
 - Direct-service industrial customers

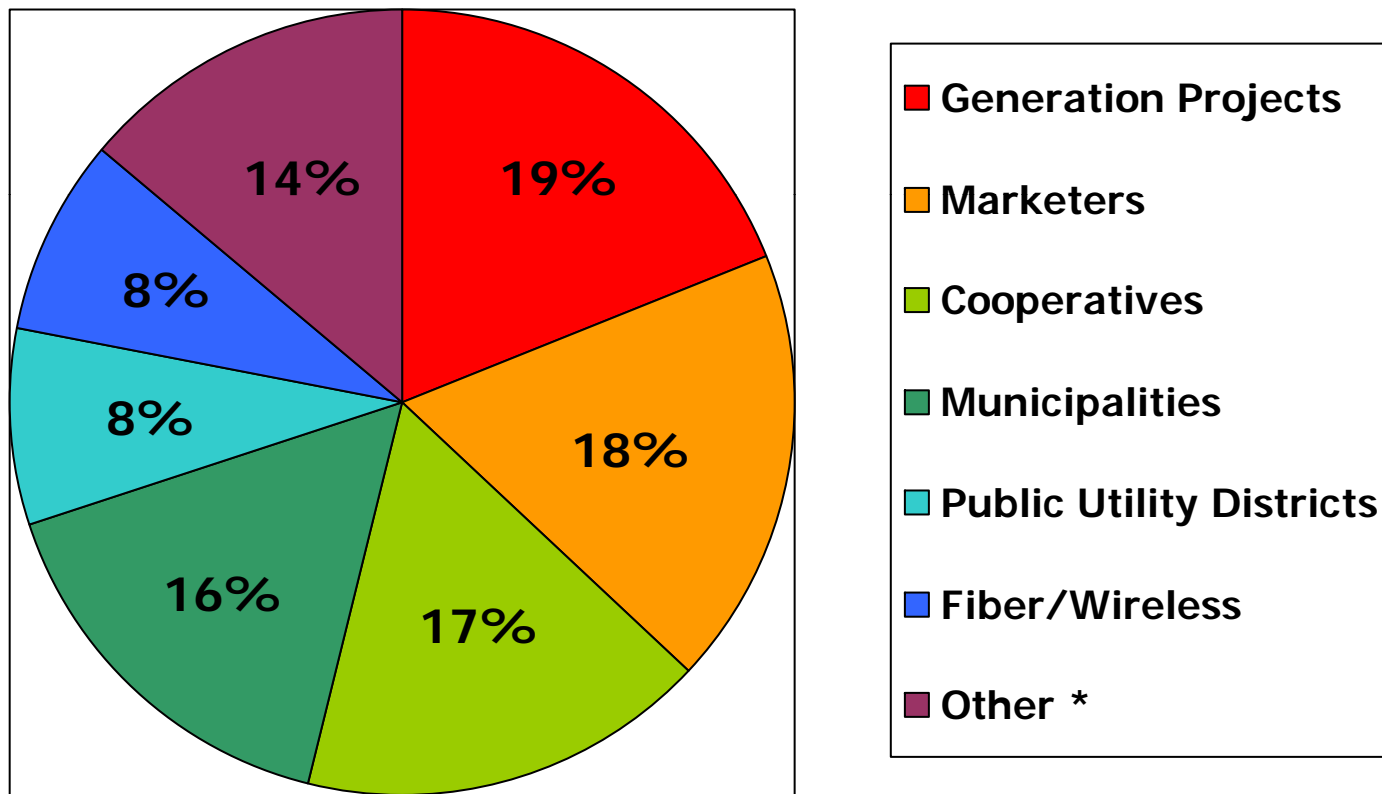


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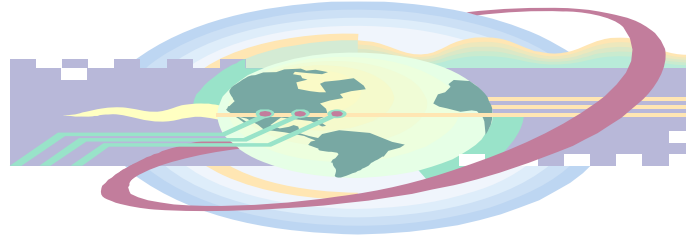
Types of Customers



* Includes investor-owned utilities, state and federal agencies, and direct service industrial customers



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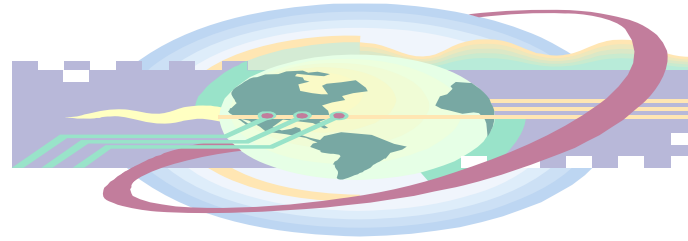
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Constituents

- State governments
- State regulators
- Congress and the Administration
- Public and customer interest groups
- Northwest Power and Conservation Council members
- Federal Energy Regulatory Commission
- Native American tribes



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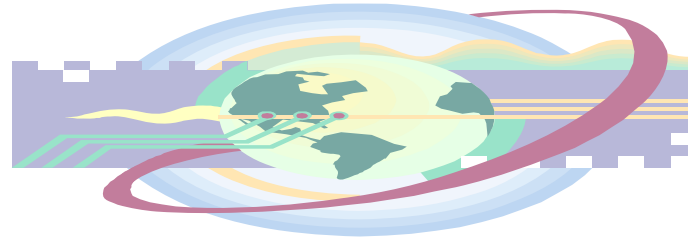
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Transmission Sales Department

- Transmission Sales Manager
- Twelve Transmission Account Executives
- Four Personal Assistants
- Transmission Contracts-Manager
 - Account Specialist
 - Contract specialist



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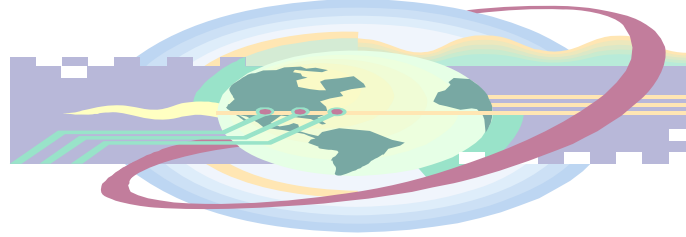
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Transmission Sales Manager

- Supports transmission sales force
- Represents BPA to customer associations
- Represents Account Executives to BPA's management team
- Does not directly manage customer accounts
 - Works with customers and Account Executives on high-level issues and initiatives



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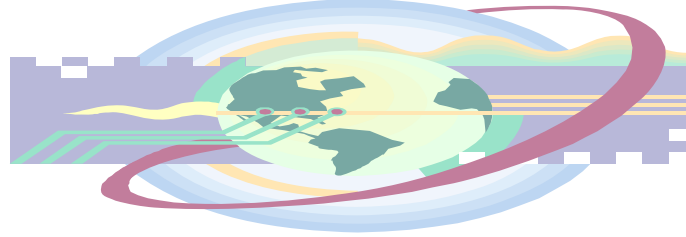
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Transmission Account Executives

- Manage BPA's overall transmission business relationship with customers
 - Each customer is assigned to work with one Transmission Account Executive on transmission service requests, operations and maintenance issues, billing problems, and more
 - Transmission Account Executives work with the appropriate individuals at BPA to address customer needs and resolve customer issues
- Structure enhances customer service
- Authorized to execute Agreements on behalf of US Government.



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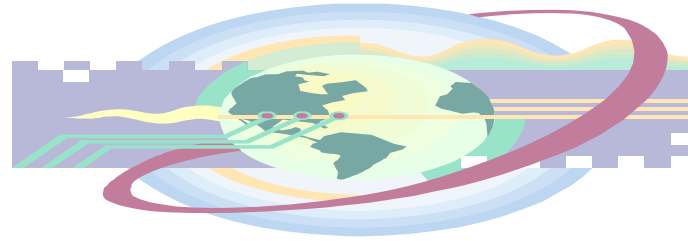
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BPA's Business Practices

- Open access
 - Separate organizations for generation and transmission
 - Tariff and rate for use of the grid
 - Impartial grid operator
 - Rules and regulations
- Standards of conduct
 - Establish rules to assure that transmission capacity and information are equally available to all power marketers
 - Open Access Same-time Information System (OASIS)



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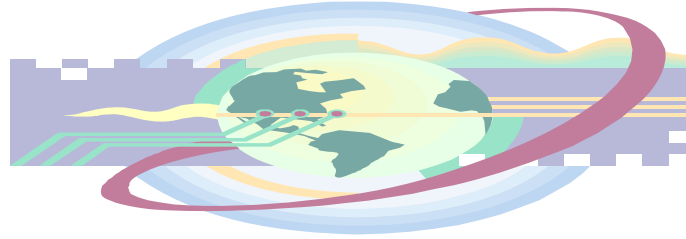
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Open Access Transmission Tariff

- Outlines BPA's terms and conditions for providing transmission service
- Public process necessary to change
- Does not necessarily change when rates change



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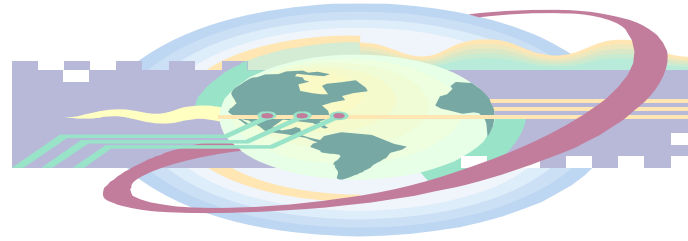
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Products and Services

- Transmission Account Executives sell various services
 - Network Integration transmission service
 - Point-to-Point transmission service
 - Ancillary services
 - Communication services
- Transmission Marketing and Sales Department also manages Generation Interconnection projects



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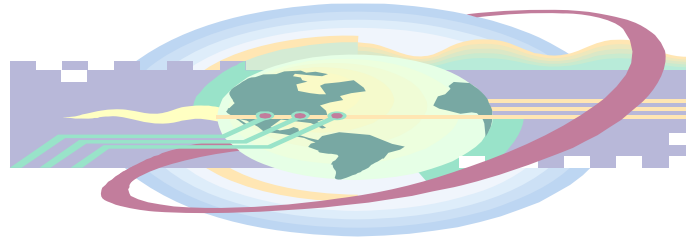
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Network Integration Transmission Service

- Long-term transmission service only
 - For period equal to or greater than one year and in increments of a year
- Delivers capacity and energy from designated network resources to service network loads
- Ideal for public customers



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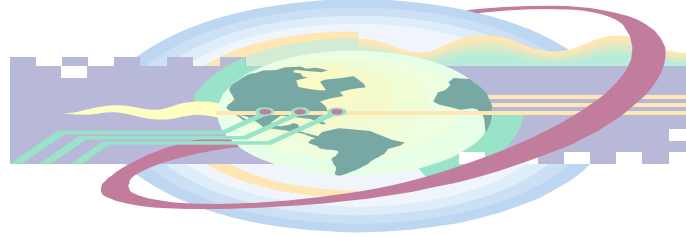
Point-to-Point

Transmission Service

- Transmission service from Point of Receipt to Point of Delivery
 - Long-term service for period equal to or greater than one year and in increments of a year
 - Short-term service for period of less than one year and in increments of months, weeks, days, or hours
- Transmission Account Executives only sell long-term Point-to-Point transmission service
 - Short-term service is purchased electronically via BPA's OASIS



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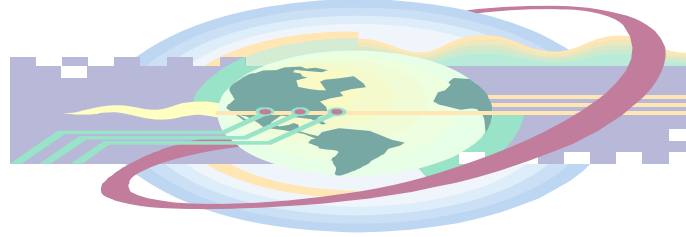
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Ancillary Services

- Scheduling, System Control, and Dispatch
- Reactive Supply and Voltage Control
- Regulation and Frequency Response
- Energy Imbalance
- Generation Imbalance
- Operating Reserves – Spinning and Supplemental



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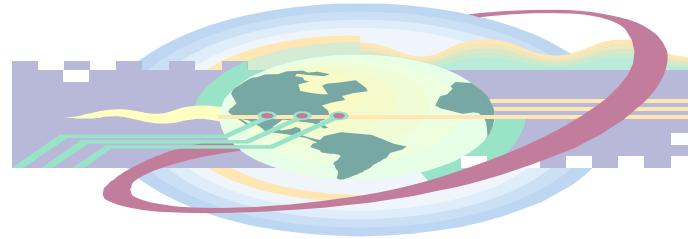
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Communications Services

- **Fiber Optics**
 - Used to monitor, control and instantly correct problems on the transmission grid, assuring safety and reliability
 - Fiber that is in excess of BPA's current communication needs is available for lease
- **Wireless Co-Location**
 - BPA shares its sites and towers with wireless communication providers to establish a wireless communication infrastructure



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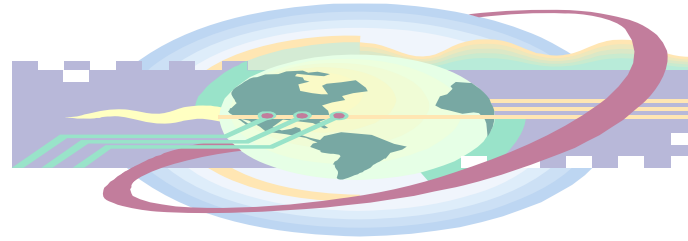
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Generation Interconnection Projects

- BPA interconnects new generating facilities to its transmission system to meet increasing demand for power
 - System Impact studies
 - Facilities studies
 - Environmental compliance processing
 - Construction agreements



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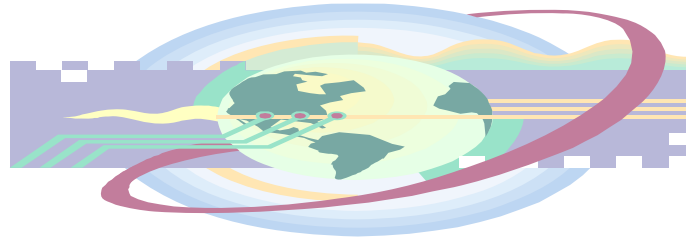
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Requesting Service

- Service requests must be submitted in writing
 - Date and time stamped upon receipt
 - Entered into BPA's long term or generation interconnection request queues based upon date and time of receipt
- BPA determines whether request can be granted
 - Available Transfer Capability
 - Studies for generation interconnection requests
- If request can be granted, contract is offered to customer



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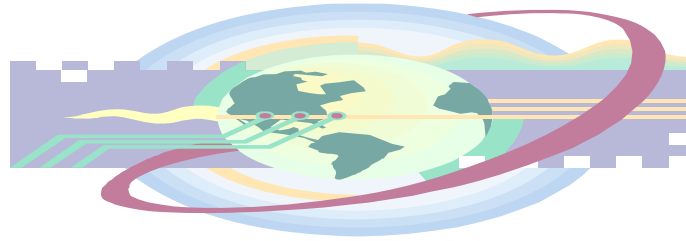
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Other Responsibilities

- Managing BPA's long-term Transmission Request queues and process
- Manage Generation Interconnection request queues and process
- Rate Case and Tariff Development.
- Various initiatives
 - One BPA
 - Columbia Grid
 - Contract Lock
 - Regional dialogue
 - Non-Federal Generation-post 2011



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Questions?