**via posting**

**TO:** NAESB Board Revenue Committee Members: Michael Desselle, Jim Buccigross, Cade Burks, Valerie Crockett, Bruce Ellsworth, Debbie McKeever, Gene Nowak, Randy Parker, Terry Thorn, Roy True

**FROM:** Elizabeth Mallett, Deputy Director

**RE:** Meeting Notes from theNAESB Board Revenue Committee Conference Call on November 21, 2019

**DATE:** December 2, 2019

Dear Board Revenue Committee Members,

A Board Revenue Committee conference call was held on November 21, 2019. The meeting was called to order at 10:00 AM Central. Mr. Desselle presided over the meeting. The notes and attachments below serve as a record for the meeting.

| **Notes from the November 21, 2019 NAESB Board Revenue Committee Conference Call** |
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| **Administrative** | Mr. Desselle welcomed the participants to the conference call and called the roll of the Revenue Committee members. Quorum was established. Mr. Booe provided the NAESB Antitrust and Other Meetings Policies guidance. Mr. Desselle reviewed the agenda for the meeting, and Ms. McKeever moved to adopt it as drafted. Mr. Burks seconded the motion and the motion passed without opposition. Mr. Desselle reviewed the August 20, 2019 meeting notes with the participants. Mr. Burks moved, seconded by Mr. Parker, to adopt the meeting notes as drafted. The motion passed without opposition. |
| **Communication Activities** | Mr. Booe provided a review of the [NAESB communication activities](https://www.naesb.org/pdf4/naesb_communications_strategy.pdf). He stated that the next NAESB Bulletin will cover August through October and will be released before the board meeting. Additionally, as suggested by Mr. Desselle during the last Executive Committee meetings, NAESB is considering drafting a press release announcing the ongoing Renewable Energy Certificate distributed ledger technology standards development efforts. The committee supported this direction. NAESB staff is planning to work with Wiley Publications, as it has done in the past, to write an article for publication in Natural Gas and Electricity on the NAESB activities planned for 2020. The next NAESB Update Call is scheduled for December 5, 2019, and Ms. McQuade noted that the NAESB Update Calls have continued to have a substantial number of participants. Mr. Booe reported that he recently attended the NARUC meetings in San Antonio and had an opportunity to meet with Commissioner Pickett from Alaska who has agreed to join NAESB and participate on the NAESB Advisory Council. He also had an opportunity to speak with Commissioner Burman from New York who has also expressed interest in joining. Mr. Booe stated that Ms. Mallett, as the Chair of the ANSI Copyright Task Force, moderated and presented on a Copyright panel during the ANSI World Standards Meeting. |
| **Publication Schedules** | Mr. Desselle stated that, during the last Board of Directors meeting, first quarter publication date was set for the WGQ publication. Subsequently, the WGQ Executive Committee recommended a second quarter publication date. Additionally, it was noted that the RMQ has scheduled its publication for release on January 30, 2019. Mr. Booe stated that an RMQ Executive Committee conference call will be held in mid-December to approve modifications for the Sandia National Laboratories (Sandia) surety assessment and two recommendations updating the RMQ Energy Services Provider Interface (ESPI) Green Button standard. Mr. Booe stated that the WEQ publication will be available at the end of the first quarter.Ms. McQuade stated that webcourses that delineate the changes between the old and new WGQ and WEQ versions should be offered to assist those who would like to file comments. Mr. Booe stated that the two classes in 2019 were well-attended and agreed that 2020 should include additional classes. Mr. Desselle suggested that NAESB offer a single topic webinar on the Parallel Flow Visualization Business Practice Standards, as those standards represent substantial changes to the WEQ Business Practice Standards. Ms. Crockett stated that honing in on a single topic in the webinars may be more effective at grabbing the attention of interested parties. Mr. Booe stated that he will work with the NAESB office and the available subject matter experts and try to schedule webinars for 2020 as recommended by the committee.  |
| **Current Revenue Report and Proposed Revenue Generation for 2020 Budget** | Ms. McQuade reviewed the [September 2019 Revenue Report](https://www.naesb.org/misc/revenue112119w1.docx) and the [September 2019 Meetings and Membership Statistics Report](https://www.naesb.org/misc/revenue112119w2.docx). She encouraged the participants to ask any questions regarding the reports. Ms. McQuade explained that the sales of products have increased compared to last year and the expenses are slightly higher but still within the budget. Ms. McQuade stated that two new companies have provided information and may seek membership within the week. Mr. Booe explained that the feedback received from those members who have resigned has not pointed to dues increase as a reason for leaving. Mr. Burks added that the resignations are mostly due to consolidations, where a member with two memberships drops to one. Mr. Booe stated that the committee discussed the possibility of increasing the price of standards during its last meeting. Mr. Desselle suggested that Mr. Booe work with Mr. Buccigross to draft a proposal for the increase of standards discussion during the next conference call.Mr. Nowak asked how much of the projected increased standards sales number is based on the sale of the upcoming Version 3.2 of the WGQ Business Practice Standards. He asked whether it is prudent to predict that an order and implementation may occur in 2020. Mr. Booe noted that the Department of Energy has asked for the standards in response to the Sandia surety assessment reports to be expedited. Given the DoE prioritization of the efforts responding to the Sandia report, FERC may act sooner than usual on the standards. Mr. Booe stated that the projected number for sales of standards also includes the sales of the WEQ and RMQ publications issued within the first quarter of 2020. Ms. McQuade explained that when a new version is published, the NAESB staff also contacts jurisdictional entities who may want to purchase the standards, which usually results in an increase of standards sales. |
| **Membership Report, Vacancies, and Copyright Reports** | The Membership, Vacancies, and Copyright Reports are included in the meeting materials.  |
| **Status of Distributed Ledger Technology Projects** | Mr. Desselle noted that a written update on the distributed ledger activities was included in the meeting materials. He opened the floor for questions. None were offered. |
| **Other Business and Action Items** | Ms. McQuade noted that NAESB has a new accountant. The Leadership meeting will be held on December 10, 2019, followed by the Board of Directors meeting on December 11, 2019.Action Items:* NAESB staff will draft a Renewable Energy Certificate DLT Press Release
* Mr. Booe will work with Mr. Buccigross on a proposal for the increase of the sales of standards to be presented during the next conference call.
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| **Adjourn** | The meeting adjourned on a motion from Ms. Crockett at 10:58 AM Central. Ms. McKeever seconded the motion, which passed without opposition. |
| **Work Papers Provided for the Meeting** | * **Agenda Item 1:** Antitrust Guidance: <http://www.naesb.org/misc/antitrust_guidance.doc> (antitrust), <http://www.naesb.org/pdf4/board_revenue_committee_members.pdf> (roster), <https://www.naesb.org/pdf4/bd_revenue112119a.docx> (agenda) , <https://naesb.org/pdf4/bd_revenue082019notes.docx> (August 20, 2019 notes)
* **Agenda Item 2:** NAESB Communication Strategy <https://www.naesb.org/pdf4/naesb_communications_strategy.pdf>
* **Agenda Item 3:** Publication Schedules: <https://www.naesb.org/misc/bd_revenue_publication_history_072319.docx>, (Publication Work Paper); <http://www.naesb.org/misc/wgq_publication_schedule_ver3_2.doc> (WGQ Version 3.2); <http://www.naesb.org/misc/weq_publication_schedule_ver3_3.doc> (WEQ Version 003.3); <http://www.naesb.org/misc/retail_publication_schedule_ver3_3.doc> (RMQ Version 3.3)
* **Agenda Item 4:** Current Revenue Report & Proposed Revenue Generation for 2020 Budget: <https://www.naesb.org/misc/revenue112119w1.docx> (September 2019 Report); <https://www.naesb.org/misc/revenue112119w2.docx> (September 2019 Report Statistics)
* **Agenda Item 5:** Membership and Prospect List <https://www.naesb.org/misc/membership_report_103119.docx>, (Membership Report 10/31/2019), <https://www.naesb.org/pdf4/bod_terms.pdf>  (Board Roster), <https://www.naesb.org/pdf4/ec_terms.pdf>  (EC Roster), <https://www.naesb.org/misc/member_prospect_list_103119.docx> (Prospect List including Board & EC Vacancies 10/31/2019)
* List of FERC Public Utilities under the Federal Power Act (full list updated 10/30/2019) entities without recorded access to the most recently mandated NAESB WEQ Standards, revised 11/7/2018 - <https://www.naesb.org/pdf4/weq_jurisdictional_entities_without_recorded_access.pdf>
* List of FERC Interstate Pipelines under the Natural Gas Act (updated 10/30/2019) entities without recorded access to the most recently mandated NAESB WGQ Standards, revised 6/30/2019 - <https://www.naesb.org/pdf4/wgq_jurisdictional_entities_without_recorded_access.pdf>
* **Agenda Item 6:** Distributed Ledger Technology Status: <https://www.naesb.org/misc/dlt_update111319.docx>
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| **November 21, 2019 NAESB Board Revenue Committee Conference Call****REVENUE COMMITTEE MEMBERS** |
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| **Name** | **Organization** | **Attendance** |
| Jim Buccigross | 8760, Inc. |  |
| Cade Burks | Big Data Energy Services | Present |
| Valerie Crockett  | Tennessee Valley Authority | Present |
| Michael Desselle | Southwest Power Pool | Present |
| Bruce Ellsworth | New York State Reliability Council | Present |
| Debbie McKeever | Oncor Electric Delivery Company |  |
| Gene Nowak | Kinder Morgan Inc. | Present |
| Randy Parker | Exxon Mobil Corporation | Present |
| Terry Thorn | KEMA Gas Consulting Services | Present |
| **OTHER ATTENDEES** |
| **Name** | **Organization**  |
| Jonathan Booe  | North American Energy Standards Board |
| Elizabeth Mallett | North American Energy Standards Board |
| Steve McCord | TransCanada Pipelines Limited |
| Rae McQuade  | North American Energy Standards Board |