

ERCOT Finance & Audit Committee Meeting ERCOT 7620 Metro Center Drive, Austin, Texas Room 168 October 17, 2006; 7:45 a.m. - 10:00 a.m.**

| Agenda Item # | Description/Purpose/Action Required | Presenter | Time |
|------------------|---|--------------|-----------|
| 1. | Call to Order | C Karnei | 7:45 a.m. |
| 2. | Adjourn to Executive Session | | 7:45 a.m. |
| | Review Draft 2007 Internal Audit Plan | B Wullenjohn | 7:45 a.m. |
| | Significant Audit Findings | B Wullenjohn | 8:05 a.m. |
| | EthicsPoint Update | C Vance | 8:15 a.m. |
| | Reconvene to General Session | | 8:20 a.m. |
| 3. | Approval of Minutes* (Vote) (09/19/06) (10/05/06) | C Karnei | 8:20 a.m. |
| 4. | Review and approval of 2007 Operating Budget (Vote) | M. Petterson | 8:25 a.m. |
| 5. | Treasury and Credit Update | C. Yager | 8:50 a.m. |
| | Quarterly Investment Statistics | | |
| | Credit Insurance | | |
| 6. | Discussion on Materiality Levels | M. Petterson | 9:05 a.m. |
| 7. | Regulatory Accounting Discussion | M. Petterson | 9:15 a.m. |
| 8. | Committee Briefs (major changes/Q&A) | All | 9:25 a.m. |
| | • Financial Update | M Petterson | |
| | • PMO | D Troxtell | |
| 9. | Future Agenda Items/Other Topics | S Byone | 9:50 a.m. |
| 10. | Adjourn | | 9:55 a.m. |

** Background material enclosed or will be distributed prior to meeting. All times shown in the Agenda are approximate The next FA Committee Meeting will be held November 14, at ERCOT, 7620 Metro Center Drive, Austin, Texas.

Draft MINUTES OF THE ERCOT FINANCE & AUDIT COMMITTEE MEETING Austin Met Center 7:45 A.M. September 19, 2006

Pursuant to notice duly given, the meeting of the Electric Reliability Council of Texas, Inc. Finance & Audit Committee convened at 7:45 A.M. on September **19, 2006**. The Meeting was called to order by **Clifton Karnei** who ascertained that a quorum was present.

Meeting Attendance

Committee members:

| Clifton Karnei, Chair | Brazos Electric Cooperative | Cooperative | Present |
|--------------------------------|--------------------------------|----------------------------------|---------|
| Miguel Espinosa, Vice Chair | Independent Board Member | Independent Board Member | Present |
| Robert Manning | H-E-B Grocery Co. | Consumer | Present |
| R. Scott Gahn | Just Energy | Ind. Retail Electric Provider | Present |
| Tom Standish | Centerpoint Energy | Investor-Owned Utility | Present |
| William Taylor | Calpine Corporation | Ind. Generator | Present |

ERCOT staff and guests present:

| ERCOT |
|-------------------------|
| ERCOT (CFO) |
| ERCOT |
| ERCOT |
| ERCOT |
| ERCOT |
| ERCOT (CEO) |
| ERCOT |
| ERCOT |
| Deloitte & Touche (D&T) |
| ERCOT |
| |

Executive Session

At 7:47 AM, the Committee meeting was adjourned and the Committee went into Executive Session until approximately 8:45 AM. The Committee returned to Open Session at 8:52 AM.

Approval of Previous Minutes

Bob Manning moved to approve the minutes for the previous meeting held on August 15, 2006; William Taylor seconded the motion. The motion passed unanimously.

Approval of Financing Option

Miguel Espinosa moved to recommend approval of the staff financing proposal, which was discussed in detail in Executive Session, to increase the revolving credit facility capacity by \$75 million to a total of \$125 million; Scott Gahn seconded the motion. The motion passed unanimously.

Audit Update

Nancy Capezzuti reported that the annual Benefit plan audits were nearing completion, that no significant issues had been identified, and that the final report was expected by month-end. Steve Byone added that he would bring the audit report to the Committee at the upcoming October 5, 2006 special Committee meeting, for acceptance, so that the Committee could accept these prior to the required filing of the IRS Form 5500's, since these needed to be filed prior to the next regular scheduled meeting of the Committee.

Sean Barry with PwC provided an update on the SAS 70 audit. He explained that the first half of testing had been completed and that Information Technology (IT) security had been identified as the only potential issue. Mr. Barry stated that PwC had not formulated a final conclusion yet, but that, if there was any qualification in this area it would likely be contained within one period. Miguel Espinosa expressed concern about any potential security issues, even if only at one point in time, and stated that he wanted to discuss this matter in detail in the Executive Session of the Board. Sam Jones explained that the real challenge with security was the cumbersome nature of ERCOT systems—including 600 servers. He suggested that the answer was to automate access and that the Security team would be presenting a proposed solution to the full Board at the Board meeting.

2007 Budget Status Report

Michael Petterson confirmed that the 2007 Budget objectives and assumptions that had previously been discussed with the Committee had not changed. He also noted that the primary issues about the 2007 budget were the fact that Finance was still waiting on better information about the Nodal project, the Regional Entity, the Independent Market Monitor, and compensation structure. Mr. Petterson highlighted certain budget items including the following:

- ERCOT system administration fee held at current \$0.4171 per MWH for 2007 (note, this current budget does not meet goal, so management is working to find \$.5 million additional cost reduction)
- Higher costs associated with maintaining grid reliability, providing information technology system support and security, and corporate support such as physical security and legal services
- Offset by higher revenue stemming from electric load growth and lower costs associated with market operations
- Labor and benefit expenses are notable in that higher gross labor and benefit costs (approximately \$13.6 million) are offset by allocation of labor and benefit costs to the market redesign program (approximately \$13.8 million)
- Management implications for managing ERCOT staffing throughout implementation and upon completion of the market redesign effort
- Capital expense at \$30 million

Mr. Petterson also highlighted the following items on the 2007 Budget development schedule:

- September 26, 2006 (3 PM)– Public meeting on ERCOT's draft 2007 Budget
- October 5, 2006 (3 PM 5 PM) Special Meeting of the Finance & Audit Committee to discuss ERCOT's draft 2007 Budget

- October 17, 2006 Finance & Audit Committee recommendation to the Board of Directors regarding ERCOT's 2007 Budget
- November 14, 200 Board of Directors approval of ERCOT's 2007 Budget

2007 Project Delivery Checkpoint

David Troxtell presented the 2007 Project Priority List with detailed information for each of the five operating areas (i.e. Corporate Operations, IT Operations, Market Operations, Retail Operations, and System Operations). He explained that all of the following projects (except TCC2 build out) would be reviewed during executive session:

• PR-50007_01 Enhancements to FasTrak

- Amendment to original budget amount.
- Project budget expected to exceed original approved Project Budget.
- Additional development efforts underway to resolve API and GUI functionality issues
- Targeting 4Q 2006 for implementation with reduced scope
- Approval request for Budget increase included in BoD Executive Session.

• PR-50078_01 SBC Network Replacement

- Amendment to original budget amount.
- Project budget expected to exceed original approved Project Budget.
- Additional development efforts underway to resolve connectivity issues.
- Targeting 4Q 2006 for implementation.
- Approval request for Budget increase included in BoD Executive Session.

• PR-60075_01 Identity and Access Management

- Request approval to move to Execution phase with a not to exceed amount budget.
- Project Budget Proposed after Planning expected to exceed \$1 Million
- Remediate SAS70 Audit Findings
- Increased efficiency & accuracy in user account provisioning
- Reduce risk from orphaned or unauthorized accounts
- Currently, in Planning for Phase 1
- Phase 2 Planning will be conducted upon completion of Phase 1 Project.
- Approval request for Phase 1 Budget and move into Execution included in BoD Executive Session

• Proposed TCC2 SE/SW Build-out

- For information only no approval necessary at this time.
- Project is expected to exceed \$1M; will return to Board for approval in 1Q 2007
- At the direction of the Board, ERCOT staff re-evaluated needs
- Finish TCC2 2nd floor South-East and South-West sections and build a 6000 SF receiving, staging and storage facility

Committee Briefs

Risk Management Event Profile Matrix

Don Meek reviewed the Risk Management Even Profile Matrix and explained that the risk level in Communications had decreased, because of the increased planning efforts and reorganization of the Communications and External Affairs Department. Mr. Meek indicated that staff was reviewing the report format and asked for Committee input.

Committee members indicated that they found the current format informative and easy to use. They did not see a need at this time to change the format.

Future Agenda Items

Steve Byone reviewed with the Committee the following proposed agenda items for October:

- Special 2007 Budget review meeting on October 5th from 3:00 to 5:00
- Regularly scheduled October meeting
 - Credit Insurance Update
 - Review & Approval of 2007 Operating Budget
 - Assessment of Compliance, the Internal Control Environment and Systems of Internal Controls
 - Discussion on Materiality Levels

Adjournment

At approximately 9:30 A.M., the meeting was adjourned. The next regularly scheduled Committee meeting will be held on the morning of October 17, 2006, and a special meeting of the Committee, to discuss the 2007 budget and accept the benefit plan audit, would be held at 3 PM on October 5, 2006.

Estrellita Doolin, Assistant Secretary

Draft MINUTES OF THE ERCOT FINANCE & AUDIT COMMITTEE MEETING

Austin Met Center 3:00 P.M. **October 5, 2006**

Pursuant to notice duly given, the meeting of the Electric Reliability Council of Texas, Inc. Finance & Audit Committee convened at 3:06 P.M. on **October 5, 2006**. The Meeting was called to order by **Clifton Karnei** who ascertained that a quorum was present.

Meeting Attendance

Committee members:

| Clifton Karnei, | Brazos Electric | Cooperative | Present (by |
|--------------------------------|-----------------------------|----------------------------------|------------------------|
| Chair | Cooperative | | telephone) |
| Miguel Espinosa, Vice Chair | Independent Board Member | Independent Board Member | Present (by telephone) |
| Robert Manning | H-E-B Grocery Co. | Consumer | Present (by telephone) |
| R. Scott Gahn | Just Energy | Ind. Retail Electric Provider | Present (by telephone) |
| Tom Standish | Centerpoint Energy | Investor-Owned Utility | Present (by telephone) |
| William Taylor | Calpine Corporation | Ind. Generator | Present (by telephone) |

ERCOT staff and guests present:

| toor olun ana gaoolo procont. | |
|-------------------------------|--|
| Anderson, Troy | ERCOT |
| Brewster, Chris | Steering Committee of Cities serviced by TXU |
| Byone, Steve | ERCOT (CFO) |
| Capezzuti, Nancy | ERCOT (VP HR and OD) |
| Dalton, Andrew | Valero (ERCOT Board Member – by telephone) |
| Gilmore, Gina | ERCOT |
| Giuliani, Ray | ERCOT |
| Hancock, Misti | ERCOT |
| Hinsley, Ron | ERCOT (CIO) |
| Jones, Sam | ERCOT (CEO) |
| Kolodziej, Eddie | Customized Energy Solutions |
| Mueller, Paula | Public Utility Commission of Texas (PUCT) |
| Petterson, Mike | ERCOT |
| Thorne, James | ERCOT |
| Troxtell, David | ERCOT |
| Vincent, Susan | ERCOT |
| Yager, Cheryl | ERCOT |

Benefit Audit Acceptance

Nancy Capezzuti presented the draft PricewaterhouseCoopers Financial Statements and Supplemental Schedule with Report of Independent Auditors for December 31, 2005 and 2004 for the Money Purchase Plan and the 401(k) Savings Plan to the Committee and asked for any questions or concerns. Ms. Capezzuti confirmed that there should be no material changes between the drafts presented and the final reports, but that ERCOT needed the Committee to recommend acceptance of these reports to the Board, based upon the drafts presented, so that ERCOT could timely file the IRS Form 5500s with the IRS prior to the Board meeting. William Taylor asked for clarification regarding the tax status issues, and Ms. Capezzuti confirmed that the administrative issues discussed in the report occurred during the years 1999 – 2003. Ms. Capezzuti also noted that the issues identified were still being worked through, including certain reimbursement owed by employees from prior years. Ms. Capezzuti confirmed that the Plan forfeiture amounts (from employees that did not vest for contributions) would more than offset any amounts that ERCOT was not able to collect.

William Taylor moved to recommend acceptance of the Financial Statements and Supplemental Schedule with Report of Independent Auditors for December 31, 2005 and 2004 for the Money Purchase Plan and 401(k) Savings Plan; Bob Manning seconded the motion. The motion passed unanimously.

Presentation of 2007 Budget

Michael Petterson, ERCOT Controller, gave an overview of the budget assumptions, and noted that the budget assumed that the Texas Nodal Market Implementation Program (TNMIP) and the Regional Entity costs would be funded via separate fees, that the amount of capital expenditures for 2007 would be \$30 million, and that the fee would remain flat at \$0.4171 per megawatt hour.

Clifton Karnei provided a brief overview of the September 26th Open Meeting on the 2007 Budget, noting that it had been lightly attended and that the primary discussion was regarding the level of funding for projects. Mr. Byone mentioned that desire was expressed for possibly establishing project funding for unnamed projects to be determined during the course of 2007. Mr. Karnei noted that the PUCT was not in favor of permitting money to be set aside for unknown items. He also noted that the desire to keep a flat fee, and possibly avoid a lengthy and expensive contested fee case contributed to establishment of the project budget of \$30 million.

Mr. Petterson gave a detailed presentation of the proposed 2007 Budget to the Committee and guests and answered the Committee's questions regarding the topics presented together with explanations for changes from the 2006 Budget. There were notable questions and discussions relating to total ERCOT employee staffing throughout the Texas Nodal Market Implementation Program, evaluation of consulting and contractor services proposed for 2007 relative to the 2006 budgeted amounts, and assumptions relating to the five-year (2008-2012) System Administrative Fee forecast. Mr. Petterson and Mr. Byone noted that, because the NERC fees were expected to increase from approximately \$0.9 million to approximately \$1.3 million, and there was a chance that the increase might not be approved as part of the Regional Entity fee, there was a risk of a \$0.4 million increase in expenses due to NERC fees.

Mr. Petterson confirmed that there would be another detailed presentation for the full Board at the October 17, 2006 meeting. In response to questions and issues raised by members of the F&A Committee, additional information will be incorporated into the 2007 proposed budget package distributed to the Board of Directors

Possible Move of Nodal Capital Projects to Zonal Capital Projects

Mr. Karnei asked for a discussion regarding the potential movement of funding regarding certain capital projects from the TNMIP back to the System Administration fee, as mentioned by Mr. Byone in an email to the Committee prior to the meeting. Mr. Byone explained that, because the Interim Nodal Surcharge was paid differently than the System Administration fee, it was critically important that all projects required to implement the Nodal protocols be clearly differentiated from the projects that would have been required by the ERCOT region even in a zonal market. Mr. Byone explained that ERCOT staff had conducted a thorough review of the projects within the TNMIP and

had determined that certain of the projects (or elements thereof) that had been classified as TNMIP were actually projects which would have been undertaken even if ERCOT did not convert to a Nodal market. Most of these projects had originally been contemplated in the zonal project process, but had been moved to become TNMIP projects because they were critical path items (with urgent timing concerns) for the TNMIP. Mr. Byone informed the Committee that staff had identified approximately \$37 million in projects that should be classified as zonal for cost recovery purposes. He also informed the committee that certain elements of these costs were not included in the 2006 Budget, the 2007 ERCOT Budget or the subsequent ERCOT Forecasts that had just been presented, because these projects had just been identified and the Board had not yet been consulted regarding the reclassification.

Mr. Byone explained that all of the identified projects were deemed critical, but the Board would need to determine how best to fund the additional \$37 million. Mr. Byone presented the Committee with an option which included using excess revenues in 2006 to fund the equity portion of additional capital (approximately \$9.3 million) and increasing, on a temporary basis, ERCOT's debt-to-equity ratio for 2007. Mr. Byone advised the Committee that in his opinion, if the debt-to-equity ratio was modified allowing debt funding above the standard 60/40 level, this would need to get back to an overall 60/40 level for the combined three year period by the end of 2008. Mr. Karnei noted that the Committee would be hesitant to increase the debt-to-equity ratio and that any increase would need to be very temporary. He also asked what other options (such as reducing other projects) had been considered which could offset the required revenue and keep the debt-to-equity ratio at or closer to 60/40. Andrew Dalton suggested that the Board consider what rate change would be required if the debt-to-equity ratio were kept constant. Mr. Byone agreed to provide that figure at the Board meeting. Mr. Karnei confirmed that the Committee wanted to explore all payment options.

Scott Gahn asked whether the projects shouldn't be required to go through the normal project process for zonal, because they might not be approved by TAC. Mr. Byone reiterated that all items were critically required by the TNMIP. Mr. Byone confirmed that, in the "normal" zonal project process there would be some flexibility regarding the timing of some of the projects, but there was little if any flexibility given the current nodal implementation plan. The Committee discussed with Mr. Byone and Mr. Hinsley the vetting of the numbers with the ERCOT zonal staff and the required timing of the projects in the zonal market. Mr. Hinsley confirmed that most of the required projects would have been done in late 2006 and 2007 and all of the required projects that were being reassigned would have been required in zonal by year end 2008. Mr. Byone confirmed to the Committee that ERCOT staff had expected a great deal of discussion on this topic, but wanted to raise the issue with the Finance and Audit Committee prior to the Board meeting, at which this could be discussed in detail.

Mr. Byone asked the Committee if any additional information was requested by the Committee for the final review of the 2007 Budget with the Board. Mr. Karnei noted that the Committee's final Budget recommendation would need to wait until after the discussion on the reallocation of \$37 million, at the Board meeting. Mr. Taylor asked if ERCOT had sufficient resources to complete \$30 million in capital projects in 2007. Mr. Byone confirmed that ERCOT staff had committed to being capable of completing this level of projects.

Adjournment

At approximately 4:43 P.M., the meeting was adjourned. The next Committee meeting will be held on the morning of October 17, 2006.

ERCOT 2007 Proposed Budget

Finance & Audit Committee October 17, 2006



Budgetary Objectives

Control cost while:

- Maintaining grid reliability
 - Enhanced communication routines
 - SB20 and long range plans
 - Competitive energy renewable zones
- Maintaining and supporting the market
 - 15+ full time equivalents associated with PRRs approved in 2006
 - Independent market monitor economist contract, office space needs, and multiple priority projects
- Maintaining Critical Information Technology Infrastructure
 - Cyber and physical security enhancements
 - Hardware projects on 2007 project priority list
 - New staff in response to hardware failure in late 2005
- Ensuring reasonable business controls and oversight
 - Scope of internal audit activity
 - Additional independent board members
 - Internal control audits
 - Staff to administer ERCOT's internal control management program



Funding Assumptions

- Majority of ERCOT base operations funded through the System Administration Fee
- Texas Nodal Market Implementation Program (TNMIP) funded through a PUCT approved surcharge
- Regional Entity (RE) statutory functions funded through a PUCT approved fee consistent with a delegation agreement between NERC and ERCOT



Objectives & Assumptions

Assumptions

<u>Revenue</u>

- Revenue must be sufficient to cover
 - Operating Expenses
 - Debt Service Obligations
 - Revenue-funded Portion of Capital Expenditures
- MWh's projected at 3.5% over 2006 budget level, resulting in approximately \$ 4.5 million in additional revenue

Capital Expenditure

- \$30.0 million project portfolio
 - \$18.0 million debt funded (60%)
 - \$12.0 million revenue funded (40%)



Objectives & Assumptions

Assumptions (Continued)

Operating Expenses

- Labor & Benefits
 - Benefit load estimated at 32% consistent with 2006
 - Vacancy rate of 4 % (funding 560 positions) reduced from 7% in 2006
 - Merit allowance estimated at 3% consistent with market trends
 - Promotion allowance estimated at 1% consistent with market trends



Previously Scrutinized Expenditure Categories

• Compensation

- Progress continues on board approved compensation strategy. To date no significant changes have been identified.
- Staffing level
 - PUCT considering sponsoring an independent review of ERCOT workforce levels
- Debt Financing
 - Board approved policy regarding debt funding ratios confirmed
- Projects
 - Enhanced processes regarding prioritization
 - ERCOT mandated infrastructure prioritized
- Employee Events
 - Excluded from budget
- Relocation
 - Consistent with newly approved policy (assumed 25 @ \$25,000)



Proposed Budget

| Total – Base Operation | ations | | | FY 2006 | | | |
|---------------------------------------|-------------------|-------------------|-------------------|-------------------------|----------------------|----------------|---------------|
| | FY 2004 Actual | FY 2005 Actual | FY 2006 Budget | YTD Actual (8.31.06) | FY 2007 Requested | \$ Variance | % Variance |
| | Actual | Actual | Duuget | (0.51.00) | Kequesteu | v al lance | v al lance |
| ERCOT | | | | | | | |
| System Operations | 14,110,440 | 17,037,703 | 18,397,359 | 11,299,757 | 19,999,385 | 1,602,026 | 8.7% |
| Market Operations | 16,059,800 | 12,895,145 | 15,380,491 | 8,775,870 | 14,710,225 | (670,266) | -4.4% |
| Information Technology | 24,173,297 | 23,580,578 | 26,608,982 | 17,651,688 | 30,026,593 | 3,417,611 | 12.8% |
| Corporate Administration | 26,676,194 | 28,937,517 | 20,003,867 | 15,870,857 | 21,221,797 | 1,217,930 | 6.1% |
| Total - ERCOT | 81,019,731 | 82,450,943 | 80,390,699 | 53,598,171 | 85,958,000 | 5,567,301 | 6.9% |
| ERCOT | | | | | | | |
| Labor & Benefits | 44,646,173 | 55,004,423 | 59,313,464 | 41,049,340 | 72,988,269 | 13,674,805 | 23.1% |
| Labor for Capital Projects | (5,485,762) | (5,599,341) | (6,790,776) | (2,720,894) | (7,373,639) | (582,863) | 8.6% |
| Labor for Nodal | - | - | - | (3,518,724) | (13,776,690) | (13,776,690) | |
| Subtotal - Labor & Benefits | 39,160,411 | 49,405,083 | 52,522,688 | 34,809,722 | 51,837,940 | (684,748) | -1.3% |
| Material, Supplies, Tools & Equipment | 1,420,677 | 1,165,662 | 1,293,635 | 647,989 | 1,204,080 | (89,555) | -6.9% |
| Special Reviews | 33,571 | 1,751,528 | - | - | - | - | NA |
| Outside Services | 18,819,101 | 9,267,941 | 7,376,746 | 5,342,154 | 9,447,052 | 2,070,306 | 28.1% |
| Utilities, Maintenance & Facilities | 6,420,972 | 6,591,288 | 6,090,491 | 4,185,914 | 7,245,027 | 1,154,536 | 19.0% |
| HW/SW License and Maintenance | 6,125,259 | 7,189,225 | 7,219,010 | 4,815,653 | 9,371,689 | 2,152,679 | 29.8% |
| Insurance | 1,585,329 | 1,698,946 | 1,761,763 | 1,097,547 | 1,758,229 | (3,534) | -0.2% |
| Employee Expenses | 1,737,487 | 1,396,360 | 1,400,825 | 722,406 | 1,860,300 | 459,475 | 32.8% |
| Property Taxes | 1,198,352 | 1,016,255 | 1,043,000 | 695,333 | 1,116,000 | 73,000 | 7.0% |
| NERC Dues | 880,000 | 913,795 | 967,533 | 647,651 | 967,533 | - | 0.0% |
| Other | 3,638,572 | 2,054,860 | 715,008 | 633,802 | 1,150,150 | 435,142 | 60.9% |
| Total - ERCOT | 81,019,731 | 82,450,943 | 80,390,699 | 53,598,171 | 85,958,000 | 5,567,301 | 6.9% |

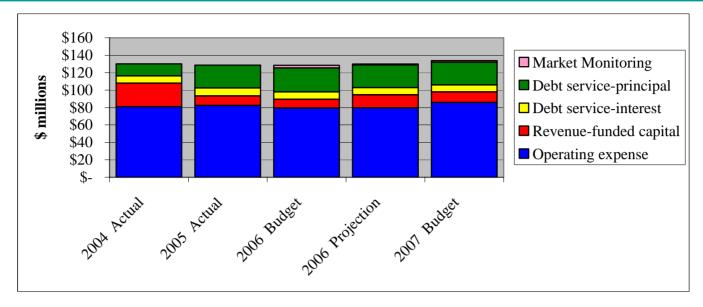


Sources & Uses – 2006 Budget vs. 2007 Budget

| | \$ Change in millions Growth/(Reduction) |
|---|--|
| Revenue | |
| MWh Growth | 4.48 |
| Independent Market Monitoring Savings | 1.35 |
| Incremental Debt Savings | 1.45 |
| Interest Expense Savings | 0.34 |
| Compliance Statutory Reduction | 0.43 |
| Interest Income | 0.12 |
| Wide Area Network Revenue | 0.65 |
| Other Misc. Revenue | - |
| Fee Reduction from .42 to .4171 | (0.85) |
| Subtotal - Cost Savings | 7.97 |
| Expenditures | |
| Revenue Funded Capital Projects | 2.00 |
| Labor & Benefit (net of project & nodal effort) | (0.29) |
| Outside Services | 2.12 |
| HW/SW License & Maintenance | 2.15 |
| Utilities, Maint. & Facilities | 1.12 |
| Employee Expenses | 0.49 |
| Relocation | 0.52 |
| Other | (0.14) |
| Subtotal - Increased Costs | 7.97 |
| Excess Expenditures over Revenue | 0.00 |



Fee Requirement



| | 2004 | 2005 | 2006 | 2006 | 2007 |
|---------------------------|--------|--------|----------|------------|----------|
| (\$Millions) | Actual | Actual | Budget | Projection | Budget |
| Operating expense | 81.0 | 82.5 | 79.5 | 79.8 | 86.0 |
| Revenue-funded capital | 26.9 | 10.9 | 10.0 | 15.0 | 12.0 |
| Debt service-interest | 8.4 | 9.2 | 8.4 | 8.2 | 8.0 |
| Debt service-principal | 13.6 | 26.1 | 27.6 | 26.1 | 26.1 |
| Market Monitoring | 0.0 | 0.0 | 3.0 | 0.8 | 1.7 |
| Total revenue requirement | 130.0 | 128.7 | 128.5 | 129.8 | 133.8 |
| GWh | 288.3 | 298.8 | 301.9 | 301.2 | 312.7 |
| System Administration Fee | \$0.44 | \$0.42 | \$0.4171 | \$0.4171 | \$0.4171 |
| Debt Outstanding | 178.4 | 160.6 | 149.0 | 149.5 | 141.4 |

Note:

(a) Other revenue will supplement System Administration Fee to meet total funding requirement.



Fee Schedule

| | | 2007 Buc | lget |
|---|---|-------------------|------------|
| Description | Calculation/Rate/Comment | Amount | Percentage |
| ERCOT system administration fee | \$0.4171 per MWh | \$ 130,420,000 | 98.0% |
| Private wide-area network fees | Recovery of budgeted costs. Actual cost of using third party communications network, initial equipment installation cost not to exceed \$18,000, and monthly network management fee not to exceed \$865. | 1,945,000 | 1.0% |
| Non-ERCOT load serving entity fee | \$1.15 per ESI ID per year | 125,000 | 0.0% |
| Interest income | Computed based on assumed bank rates and deposit balances | 789,000 | 1.0% |
| Membership dues | \$2,000 for corporate members and \$500 for associate and adjunct members | 250,000 | 0.0% |
| Generation interconnection study fees | Based on the size of the proposed generating plant, \$1,000 - \$5,000 for a preliminary study conducted by ERCOT staff and actual costs incurred by the transmission and distribution service provider for completing a detailed study. | 230,000 | 0.0% |
| Map sale fees | \$20 - \$40 per map request | 1,000 | 0.0% |
| Qualified scheduling entity application fee | \$500 per entity | 7,500 | 0.0% |
| Competitive retailer application fee | \$500 per entity | 7,500 | 0.0% |
| Mismatched schedule processing fee | \$1 per mismatched event | 1,000 | 0.0% |
| Total | | \$ 133,776,000 | 100.0% |
| Nodal Surcharge | \$0.0663 per unit of net metered generation | | |
| Regional Entity Fee | Fee and billing determinant to be determined | | |



2007 Project (Base Operations) Request

| Program Area | Funding for Projects in Progress | Baseline Maintenance | Enhancements | PUCT NERC Market | Total Budget |
|-----------------------------------|--|-------------------------|--------------|------------------------|-----------------|
| (in millions) | | | | | |
| Corporate Operaitons | 0.900 | 0.850 | 2.500 | - | 4.250 |
| Information Technology Operations | 3.100 | 4.350 | 5.300 | - | 12.750 |
| Market Operations | 0.400 | 0.100 | 0.800 | 0.200 | 1.500 |
| Retail Operations | 4.700 | - | 0.975 | 1.325 | 7.000 |
| System Operations | 2.350 | - | 0.600 | 1.550 | 4.500 |
| Total | 11.450 | 5.300 | 10.175 | 3.075 | 30.000 |

A description of the project prioritization process and a detailed project listing can be found at:

http://www.ercot.com/services/comm/projects/index.html

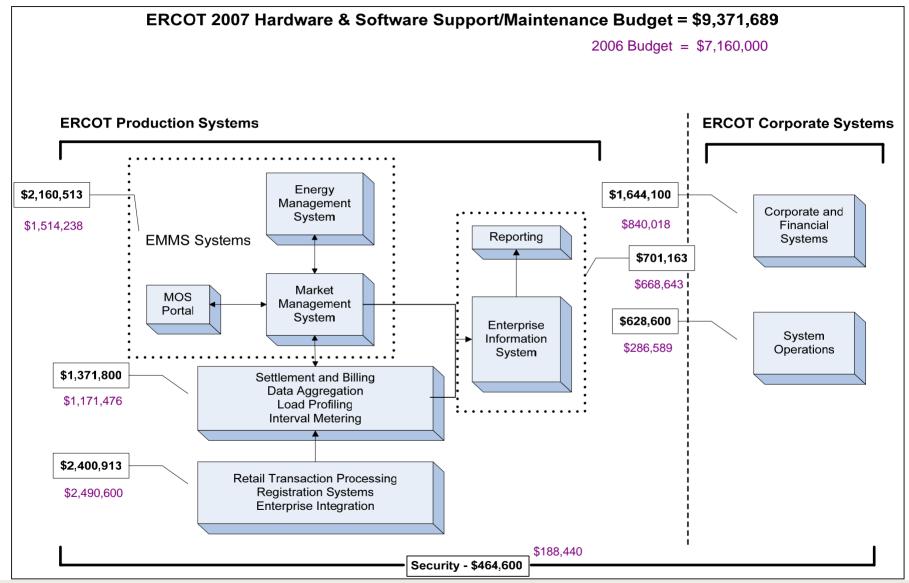


Outside Services

| Description | FY 2006 Budget | FY 2007 Requested | \$ Variance | % Variance Comments | |
|---------------------------------------|-------------------|----------------------|----------------|--|---|
| Temporary Staffing | 1,184,091 | 2,248,980 | 1,064,889 | 89.9% Zonal Backfills for Staff Transfer to Nodal | |
| Information Technology Services | 960,550 | 1,248,180 | 287,630 | 29.9% Increased Network, Storage and Application Assistance | |
| Compliance | 720,000 | 910,000 | 190,000 | 26.4% Information System Security Requirements | |
| Reliability | 237,492 | 470,500 | 233,008 | 98.1% Increased Forecasting Services | |
| On Boarding & Employee Services | 75,000 | 372,400 | 297,400 | 396.5% Increased Recruiting Effort; Reclassified Hiring Services | ; |
| Independent Surveys & Studies | 312,000 | 281,992 | (30,008) | -9.6% | |
| Process Improvement & Risk Management | 376,800 | 254,000 | (122,800) | -32.6% Application Assessment Cost Reduction | |
| Management Training | 188,830 | 45,000 | (143,830) | -76.2% Reduce based on PUCT feedback in 2006 | |
| Subtotal | 4,054,763 | 5,831,052 | 1,776,289 | 43.8% | |
| Accounting/Audit Expenses | 1,058,255 | 1,108,000 | 49,745 | 4.7% | |
| Call Center/QSE Standby | 1,073,728 | 1,058,000 | (15,728) | -1.5% | |
| Legal Services | 690,000 | 800,000 | 110,000 | 15.9% Increased HR & Filing Requirements | |
| Governance | 500,000 | 650,000 | 150,000 | 30.0% Increased Board Members, Executive Search | |
| Subtotal | 3,321,983 | 3,616,000 | 294,017 | 8.9% | |
| TOTAL | 7,376,746 | 9,447,052 | 2,070,306 | 28.1% | |



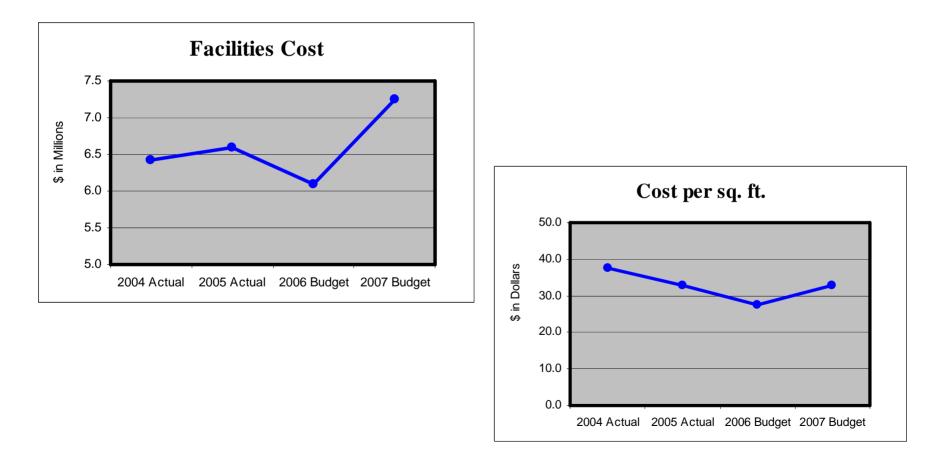
Hardware & Software Maintenance /Support





Utilities, Maintenance & Facilities

| | 2004 Actual | 2005 Actual | 2006 Budget | 2007 Budget |
|---|-------------|-------------|-------------|-------------|
| Total Utilities, Maintenance & Facilities | 6,420,971 | 6,591,287 | 6,090,491 | 7,245,027 |
| Cost Per Square Foot | 37.55 | 32.83 | 27.56 | 32.78 |



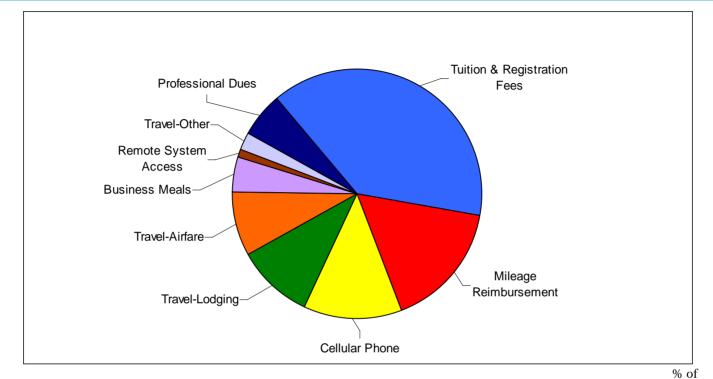


Utilities, Maintenance & Facilities

| Description | 2004 Actual | 2005 Actual | 2006 Budget | 2006 YTD 08/31/06 | 2007 Requested | 2006 Budget vs. 2007 Requested \$ Variance | 2006 Budget vs. 2007 Requested % Variance |
|-----------------------------|----------------|-----------------------------------|----------------|----------------------|-------------------|---|--|
| Utilities | | | | | | | |
| Electricity | 818,506 | 967,597 | 900,000 | 697,237 | 1,045,000 | 145,000 | 16.1% |
| Water Service | - | 23,637 | - | 26,052 | 32,400 | 32,400 | NA |
| Fuel Oil | 2,308 | 8,503 | 4,000 | 6,309 | 10,000 | 6,000 | 150.0% |
| Water/Gas/Sewer/Trash | 41,107 | 32,445 | 30,000 | 1,473 | 8,100 | (21,900) | -73.0% |
| Subtotal - Utilities | 861,921 | 1,032,182 | 934,000 | 731,071 | 1,095,500 | 161,500 | 17.3% |
| Rent | | | | | | | |
| Office Rental | 938,022 | 730,186 | 720,000 | 476,562 | 741,500 | 21,500 | 3.0% |
| Miscellaneous Rental | - | - | - | - | - | - | NA |
| Storage Rental | 38,137 | 20,580 | 6,000 | 4,531 | 5,000 | (1,000) | -16.7% |
| Subtotal - Rent | 976,159 | 750,766 | 726,000 | 481,093 | 746,500 | 20,500 | 2.8% |
| Telecom | | | | | | | |
| PBX Lease for ISO | 50,347 | 16,785 | - | 137 | - | - | NA |
| Telephone - Local | 854,463 | 682,805 | 599,100 | 484,475 | 658,147 | 59,047 | 9.9% |
| Telephone - Long Distance | 128,941 | 116,284 | 123,300 | 49,444 | 74,666 | (48,634) | -39.4% |
| Telephone - Conf. Calls | 76,205 | 35,712 | 65,267 | 33,280 | 57,400 | (7,867) | -12.1% |
| Internet Service | 215,296 | 86,340 | 90,000 | 60,910 | 99,549 | 9,549 | 10.6% |
| Subtotal - Telecom | 1,325,252 | 937,926 | 877,667 | 628,247 | 889,762 | 12,095 | 1.4% |
| WAN | 1,730,117 | 1,972,119 | 1,846,824 | 1,511,155 | 2,324,965 | 478,141 | 25.9% |
| Building Maintenance | | | | | | | |
| Building Maintenance | 417,600 | 721,601 | 446,000 | 250,632 | 813,500 | 367,500 | 82.4% |
| Grounds Maintenance | 29,410 | 52,868 | 40,000 | 36,708 | 60,000 | 20,000 | 50.0% |
| Custodial Service | 218,209 | 222,545 | 240,000 | 141,786 | 235,000 | (5,000) | -2.1% |
| Misc Services | 90,749 | 84,189 | 100,000 | 73,402 | 106,800 | 6,800 | 6.8% |
| Bldg Security Services | 771,554 | 817,091 | 880,000 | 556,318 | 973,000 | 93,000 | 10.6% |
| Subtotal - Maintenance | 1,527,522 | 1,898,294 | 1,706,000 | 1,058,845 | 2,188,300 | 482,300 | 28.3% |
| Total Building Maintenance, | | < 5 04 6 0 - | < 000 401 | 4 440 450 | | | 10.004 |
| Security, Rent & Utilities | 6,420,971 | 6,591,287 | 6,090,491 | 4,410,412 | 7,245,027 | 1,154,536 | 19.0% |
| | | | | | | | 23 of 75 |



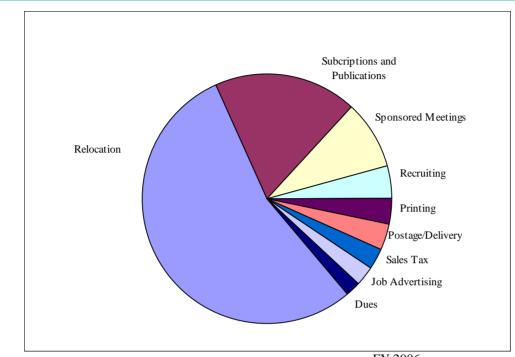
Employee Expenses by Account



| | Corporate | Information | Market | System | | Expense | % of ERCOT |
|-----------------------------|------------|-------------|------------|------------|-----------|---------|------------|
| Account | Operations | Technology | Operations | Operations | Total | Total | O&M Budget |
| Tuition & Registration Fees | 136,028 | 276,816 | 184,625 | 93,514 | 690,984 | 37.14% | 0.80% |
| Mileage Reimbursement | 57,967 | 30,281 | 50,139 | 126,834 | 265,221 | 14.26% | 0.31% |
| Cellular Phone | 44,438 | 101,863 | 73,131 | 45,126 | 264,559 | 14.22% | 0.31% |
| Travel-Lodging | 35,120 | 45,578 | 48,307 | 82,024 | 211,029 | 11.34% | 0.25% |
| Travel-Airfare | 29,215 | 33,402 | 31,942 | 74,307 | 168,866 | 9.08% | 0.20% |
| Business Meals | 16,525 | 14,634 | 32,827 | 26,700 | 90,685 | 4.87% | 0.11% |
| Remote System Access | 3,887 | 45,076 | 12,535 | 16,556 | 78,054 | 4.20% | 0.09% |
| Travel-Other | 7,079 | 10,851 | 10,803 | 22,625 | 51,358 | 2.76% | 0.06% |
| Professional Dues | 20,742 | 3,098 | 6,591 | 9,114 | 39,544 | 2.13% | 0.05% |
| Total | 351,000 | 561,600 | 450,900 | 496,800 | 1,860,300 | 100.00% | 2.16% |



Other Expenses



| | | | | FY 2006 | | | |
|-------------------------------|-----------|-----------|---------|------------|-----------|---------|------------|
| | FY 2004 | FY 2005 | FY 2006 | YTD Actual | FY 2007 | % | % of ERCOT |
| Account Description | Actual | Actual | Budget | (8.31.06) | Requested | Total | O&M Budget |
| Relocation | 794,695 | 570,839 | 135,000 | 197,732 | 625,000 | 54.34% | 0.73% |
| Subcriptions and Publications | 70,629 | 113,927 | 120,778 | 235,597 | 214,291 | 18.63% | 0.25% |
| Sponsored Meetings | 6,234 | 60,642 | 107,000 | 21,915 | 103,952 | 9.04% | 0.12% |
| Recruiting | 60,182 | 35,283 | 63,400 | 34,074 | 46,844 | 4.07% | 0.05% |
| Printing | 12,924 | 19,703 | 66,850 | 43,579 | 39,826 | 3.46% | 0.05% |
| Postage/Delivery | 18,525 | 30,498 | 47,430 | 33,893 | 36,786 | 3.20% | 0.04% |
| Sales Tax | 3,831 | 203 | - | 52,437 | 33,397 | 2.90% | 0.04% |
| Job Advertising | 22,292 | 46,112 | 28,500 | 10,515 | 28,259 | 2.46% | 0.03% |
| Dues | 7,046 | 16,772 | 31,700 | 20,236 | 21,796 | 1.90% | 0.03% |
| Other | 209,476 | 137,844 | 112,194 | (41,630) | - | 0.00% | 0.00% |
| Total | 1,205,833 | 1,031,823 | 712,852 | 608,348 | 1,150,150 | 100.00% | 1.34% |



Five Year Forecast

ERCOT - Base Operations Key Assumptions

Labor & Benefits

- Headcount held within currently approved level of 584
- Salary expense in 2008 based on a 3% merit with an additional 1% for promotions
 - For 2009 2012, assumed overall salary expense increase of 2% (inclusive of merit and promotion adjustments)
- Contra labor estimate based on historical trend and anticipated project budget

Outside Services

- Trend based on historical experience

All other categories

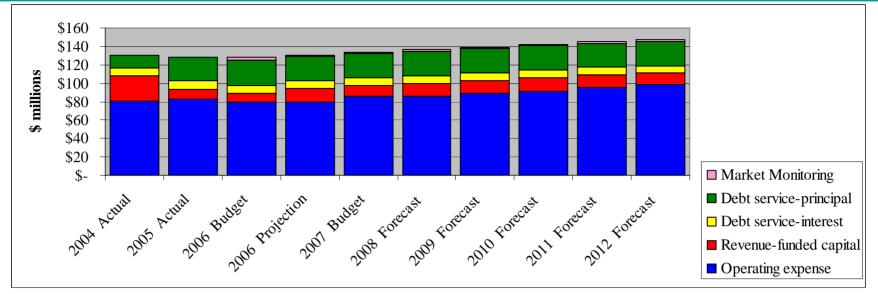
- Increase based on Consumer Price Index
 - 2008 1.9 %
 - 2009 1.8 %
 - 2010 1.8 %
 - 2011 1.9 %
 - 2012 2.0 %

Capital Expenditure

- Identified projects funded based on approved Board ratio of 60% debt and 40% revenue



Five Year Forecast - Fee Requirement



| (\$Millions) | 2004 Actual | 2005 Actual | 2006 Budget | 2006 Projection | 2007 Budget | 2008 Forecast | 2009 Forecast | 2010 Forecast | 2011 Forecast | 2012 Forecast |
|---------------------------|----------------|----------------|----------------|--------------------|----------------|------------------|------------------|------------------|------------------|------------------|
| Operating expense | 81.0 | 82.5 | 79.5 | 79.8 | 86.0 | 85.9 | 88.5 | 90.7 | 95.4 | 98.7 |
| Revenue-funded capital | 26.9 | 10.9 | 10.0 | 15.0 | 12.0 | 14.0 | 14.4 | 15.6 | 14.2 | 12.8 |
| Debt service-interest | 8.4 | 9.2 | 8.4 | 8.2 | 8.0 | 8.4 | 8.0 | 7.8 | 7.5 | 7.3 |
| Debt service-principal | 13.6 | 26.1 | 27.6 | 26.1 | 26.1 | 26.1 | 26.4 | 26.4 | 26.4 | 26.4 |
| Market Monitoring | 0.0 | 0.0 | 3.0 | 0.8 | 1.7 | 1.8 | 1.7 | 1.7 | 1.7 | 1.7 |
| Total revenue requirement | 130.0 | 128.7 | 128.5 | 129.8 | 133.8 | 136.2 | 139.0 | 142.2 | 145.2 | 146.9 |
| GWh | 288.3 | 298.8 | 301.9 | 301.2 | 312.7 | 318.6 | 325.2 | 332.9 | 340.1 | 346.7 |
| % GWh growth | 1.1% | 3.6% | 1.0% | -0.3% | 3.8% | 1.9% | 2.1% | 2.4% | 2.2% | 1.9% |
| System Administration Fee | \$0.44 | \$0.42 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4140 |
| Debt Outstanding | 178.4 | 160.6 | 149.0 | 149.5 | 141.4 | 136.2 | 131.4 | 128.4 | 123.4 | 116.2 |
| <u>(\$ / MWh)</u> | | | | | | | | | | |
| Operating expense | 0.27 | 0.27 | 0.2582 | 0.2564 | 0.2680 | 0.2630 | 0.2655 | 0.2661 | 0.2741 | 0.2782 |
| Revenue-funded capital | 0.09 | 0.04 | 0.0325 | 0.0480 | 0.0374 | 0.0429 | 0.0432 | 0.0458 | 0.0408 | 0.0361 |
| Debt service-interest | 0.03 | 0.03 | 0.0272 | 0.0264 | 0.0250 | 0.0259 | 0.0241 | 0.0228 | 0.0215 | 0.0206 |
| Debt service-principal | 0.05 | 0.09 | 0.0896 | 0.0840 | 0.0815 | 0.0800 | 0.0792 | 0.0774 | 0.0758 | 0.0744 |
| Market Monitoring | 0.00 | 0.00 | 0.0097 | 0.0024 | 0.0051 | 0.0054 | 0.0051 | 0.0050 | 0.0049 | 0.0048 |
| Total revenue requirement | \$0.44 | \$0.42 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4171 | \$0.4140 |

Note: Other revenue will supplement System Administration Fee to meet total funding requirement.



Five Year Forecast – Revenue Requirement

| | Actual FY 2004 | Actual FY 2005 | Budget FY 2006 | Projec FY 20 | | Budget FY 2007 | Forecast FY 2008 | Forecast FY 2009 | | | | Forecast FY 2011 | | Forecast FY 2012 | |
|--|-------------------|-------------------|-------------------|-----------------|--------|-------------------|---------------------|---------------------|---------|----|---------|---------------------|---------|---------------------|---------|
| ERCOT O&M Expense | 112001 | 11 2000 | 112000 | | | 11 2007 | 112000 | | | | | | | | |
| Labor & Benefits | \$ 44,646 | \$ 55,004 | \$ 59,313 | \$ 6 | 1,834 | \$ 72,988 | \$ 75,908 | \$ | 67,104 | \$ | 68,446 | \$ | 69,815 | \$ | 71,211 |
| Contra-Labor to Capital Projects | (5,486) | (5,599) | (6,791) | (4 | 4,971) | (7,374) | (5,586) | | (7,188) | | (6,909) | | (6,542) | | (6,803) |
| Contra-Labor to TNMIP | - | - | - | (6 | 6,454) | (13,777) | (17,647) | | - | | - | | - | | - |
| Subtotal - Labor & Benefits | 39,160 | 49,405 | 52,523 | 5 | 0,409 | 51,838 | 52,676 | | 59,916 | | 61,536 | | 63,273 | | 64,408 |
| Tools, Equipment, &Supplies | 1,421 | 1,166 | 1,294 | | 1,158 | 1,204 | 1,227 | | 1,249 | | 1,272 | | 1,296 | | 1,322 |
| Hardware & Software Expenses | 6,125 | 7,189 | 7,219 | | 7,461 | 9,372 | 9,465 | | 9,484 | | 9,513 | | 9,551 | | 9,570 |
| Outside Services | 18,819 | 9,268 | 7,377 | | 8,783 | 9,447 | 8,242 | | 7,925 | | 7,992 | | 7,744 | | 7,944 |
| Special Audits | 34 | 1,752 | - | | - | - | - | | - | | - | | - | | - |
| Utilities, Maintenance & Facilities | 6,421 | 6,591 | 6,090 | | 6,617 | 7,245 | 7,383 | | 7,516 | | 7,651 | | 7,796 | | 7,952 |
| Employee Expenses | 1,737 | 1,396 | 1,401 | | 1,355 | 1,860 | 1,896 | | 1,930 | | 1,965 | | 2,002 | | 2,042 |
| Insurance | 1,585 | 1,699 | 1,762 | | 1,656 | 1,758 | 1,792 | | 1,824 | | 1,857 | | 1,892 | | 1,930 |
| Property Taxes | 1,198 | 1,016 | 1,043 | | 652 | 1,116 | 1,136 | | 1,225 | | 1,300 | | 1,340 | | 1,362 |
| NERC Dues | 880 | 914 | 968 | | 984 | 968 | 968 | | 968 | | 968 | | 968 | | 968 |
| Other | 3,639 | 2,055 | 715 | | 711 | 1,150 | 1,117 | | 1,137 | | 1,158 | | 1,180 | | 1,203 |
| Subtotal - O&M Expenses | 81,020 | 82,451 | 80,391 | 7 | 9,787 | 85,958 | 85,901 | | 93,173 | | 95,210 | | 97,040 | | 98,699 |
| Less: Fee Reduction/Cost Reduction TBD | | | (858) | | | | - | | (4,690) | | (4,480) | | (1,630) | | - |
| Subtotal - O&M Expenses | 81,020 | 82,451 | 79,533 | 7 | 9,787 | 85,958 | 85,901 | | 88,483 | | 90,730 | | 95,410 | | 98,699 |
| Debt service - interest expense | 8,426 | 9,189 | 8,375 | | 8,201 | 8,031 | 8,448 | | 8,023 | | 7,767 | | 7,502 | | 7,310 |
| Debt service - principal payments | 13,637 | 26,137 | 27,587 | 2 | 6,137 | 26,137 | 26,137 | | 26,387 | | 26,387 | | 26,387 | | 26,387 |
| Revenue-funded capital | 26,925 | 10,880 | 10,000 | 14 | 4,950 | 12,000 | 14,000 | | 14,400 | | 15,600 | | 14,200 | | 12,800 |
| Total Revenue Requirement | 130,008 | 128,657 | 125,495 | 129 | 9,075 | 132,126 | 134,486 | 1 | 37,293 | | 140,484 | 1 | 43,499 | 1 | 145,196 |
| Less Other Revenue | 2,615 | 2,050 | 1,890 | | 2,300 | 2,567 | 2,567 | | 2,567 | | 2,567 | | 2,567 | | 2,567 |
| Less Interest Income | 347 | 250 | 672 | | 1,900 | 789 | 789 | | 789 | | 789 | | 789 | | 789 |
| Plus: | | | | | | | | | | | | | | | |
| Market Monitoring | - | - | 3,000 | | 750 | 1,650 | 1,750 | | 1,700 | | 1,700 | | 1,700 | | 1,700 |
| Revenue Rqmt from System Admin Fee | \$ 127,046 | \$126,357 | \$ 125,933 | \$ 125 | 5,625 | \$130,420 | \$132,880 | \$ 1 | 35,637 | \$ | 138,828 | \$ 1 | 41,843 | \$ 1 | 143,540 |
| GWh | 288,291 | 298,782 | 301,917 | 30 | 1,158 | 312,680 | 318,554 | | 325,212 | | 332,867 | 3 | 340,076 | 3 | 346,698 |
| ERCOT System Administration Fee | 0.44 | \$ 0.42 | \$ 0.4171 | \$ 0. | .4171 | \$ 0.4171 | \$ 0.4171 | \$ | 0.4171 | \$ | 0.4171 | \$ | 0.4171 | \$ | 0.4140 |
| Total Capital Spending | 46,764 | 16,365 | 25,000 | 25 | 5,000 | 30,000 | 35,000 | | 36,000 | | 39,000 | | 35,500 | | 32,000 |
| Debt Outstanding at Year-end | \$ 178,363 | \$160,634 | \$ 149,039 | \$ 149 | 9,497 | \$141,360 | \$136,223 | \$ 1 | 31,436 | \$ | 128,449 | \$ 1 | 23,362 | \$ 1 | 116,175 |

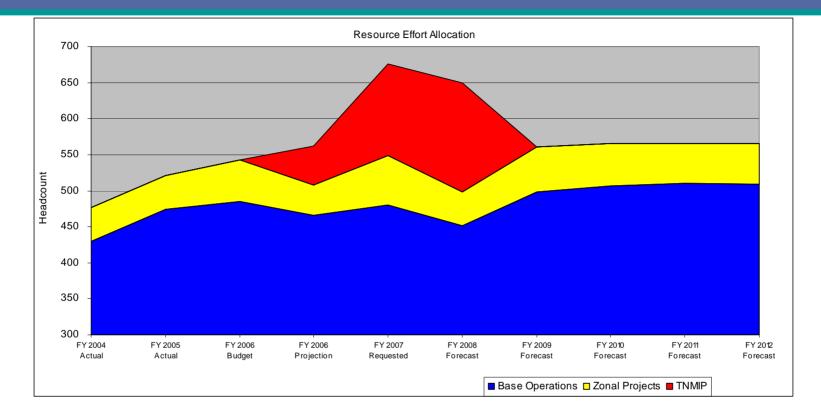


Five Year Growth

| Staff | | | |
|---------------------|----------------|-------------|------|
| 2002 | | 296 | 89% |
| 2007 | | 560 | |
| Office Space (Sq. 1 | Feet) | | |
| 2002 | | 114,000 | 94% |
| 2007 | | 221,000 | |
| Hardware (Gross I | Book) | | |
| 2002 | \$ | 32,735,000 | 117% |
| 2007 | \$ | 70,947,000 | |
| Software (Gross B | ook) | | |
| 2002 | \$ | 102,331,000 | 116% |
| 2007 | \$ | 220,538,000 | |
| Principal & Interes | st | | |
| 2002 | \$ | 5,400,000 | 532% |
| 2007 | \$ | 34,131,000 | |
| System Administra | ation Fee (per | r MWh) | |
| 2002 | \$ | 0.2200 | 90% |
| 2007 | \$ | 0.4171 | 9078 |



Staffing Effort



| | FY 2004 Actual | FY 2005 Actual | FY 2006 Budget | FY 2006 Projection | FY 2007 Requested | FY 2008 Forecast | FY 2009 Forecast | FY 2010 Forecast | FY 2011 Forecast | FY 2012 Forecast |
|----------------------------|-------------------|-------------------|-------------------|-----------------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Headcount | | | | | | | | | | |
| Base Operations | 430 | 474 | 485 | 465 | 480 | 451 | 498 | 506 | 510 | 509 |
| Projects excluding TNMIP | 46 | 47 | 57 | 42 | 68 | 48 | 63 | 59 | 55 | 56 |
| Subtotal - Base Operations | 476 | 521 | 542 | 507 | 548 | 499 | 561 | 565 | 565 | 565 |
| Texas Nodal | - | - | - | 55 | 128 | 151 | _ | _ | - | - |
| Total Headcount | 476 | 521 | 542 | 562 | 676 | 650 | 561 | 565 | 565 | 565 |

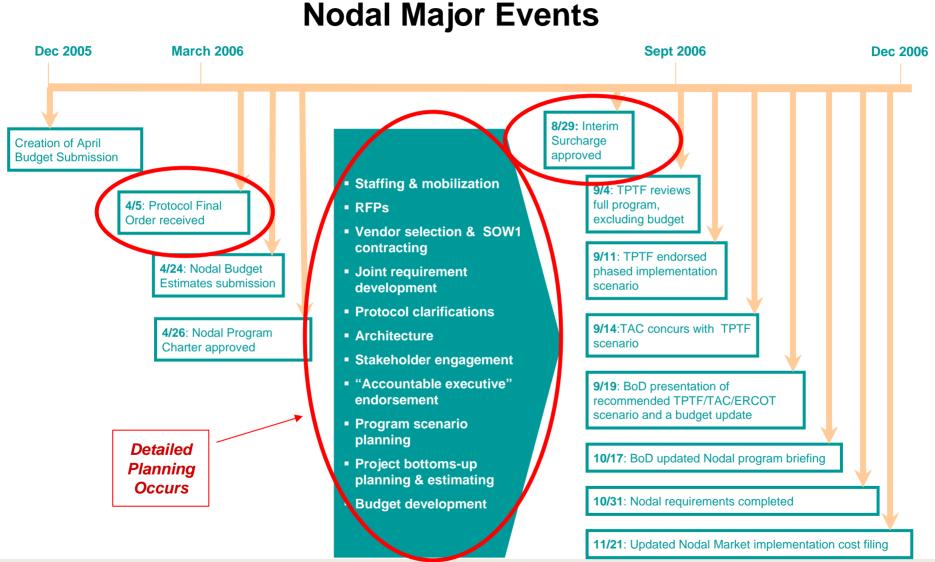


Budget Development Schedule

| Date | Action |
|--|--|
| Monday, Apr. 17 | Executive Committee - Preliminary Conceptual Direction Discussion |
| Tuesday, Apr.18 | Board of Directors - Conceptual Direction Discussion |
| Tuesday, May 16 | Public Meeting - Strategic Planning & Budgeting (in conjunction w/Board Meeting) |
| Thursday, Jun. 22 - Wednesday, Jun. 28 | Budget Review - CFO and Directors (individual meetings will be scheduled) |
| Monday, July 10 | Executive Committee - 2007 Budget Final Review |
| Friday, July 14 - Tuesday, Oct. 4 | PUCT Focused Reviews |
| Tuesday, July 18 | Finance & Audit Committee Agenda - Preliminary Budget Presentation |
| Wednesday, July 19 - Friday, Dec. 29 | Development and implementation of ERCOT's Revised Compensation Strategy |
| Tuesday, Aug. 1 | Draft Delegation Agreement to NERC as ERO, to become Regional Entity (RE) for the ERCOT Region |
| Tuesday, Aug. 15 | Finance & Audit Committee Agenda - Review of TAC-approved 2007 Project Priority List |
| Tuesday, Sept. 19 | Finance & Audit Committee Agenda - 2007 Budget Status Report |
| Tuesday, Sept. 19 | Board Agenda - Updated Texas Nodal Market Implementation Program resource requirements, timeline, and budget |
| Tuesday, Sept. 26 | Public Meeting - Preliminary 2007 Budget Presentation |
| Thursday, Oct. 5 | Finance & Audit Committee Special Meeting - 2007 Budget Review (if necessary) |
| Sunday, Oct. 15 | Final Delegation Agreement to NERC as ERO, to become Regional Entity (RE) for the ERCOT Region |
| Tuesday, Oct. 17 | Board Agenda - Finance & Audit Committee 2007 Budget Recommendation |
| Tuesday, Nov. 14 | Board Agenda - 2007 Budget Approval |
| Friday, Dec. 15 | PUCT Fee Filing |



Review and Approval of 2007 Operating Budget (Vote) Steve Byone



ERCOT

Background on Nodal Planning

- Detailed Nodal planning occurred prior to approval of the Nodal Market Implementation Surcharge
 - Project organized and planned in most efficient manner to implement necessary changes
 - Strict interpretation of Zonal and Nodal costs for allocation among QSEs representing load vs QSEs representing generation was not contemplated
- PUCT approval of Interim Market Implementation Surcharge
 - Final order issued August 29th
 - Established need to clearly identify costs relating to implementation of Nodal protocols
 - Results in proposed reclassification of \$37 million in expected project costs from "Nodal" to "Zonal"



Future Reviews and Approvals

- Nodal Baseline budget expected in November
 - Currently under review by ERCOT, TPTF, TAC & BOD
 - BOD acceptance anticipated in November
- Baseline budget expected to form basis for updated Nodal
 Market Implementation Surcharge
 - ERCOT required filing with the PUCT
 - ERCOT required to justify all costs recovered via surcharge
 - Interested parties have an opportunity to intervene
 - Interim allocation to generation subject to finalization
 - Interim surcharge collections subject to true-up



Issues Impacting Capital Decisions

- PUCT order requires implementation of the Nodal market by 1/1/2009
- Certain projects previously assumed Nodal *must* be funded from Zonal capital
 - Critical path projects
 - Significant portion of project costs not currently contemplated in Zonal planning

• Funding alternatives

- Re-prioritize Zonal projects
- Reduce spending elsewhere
- Temporarily raise System Administration Fee
- Temporarily increase debt funding ratio



Management Recommendation

• Combined approach

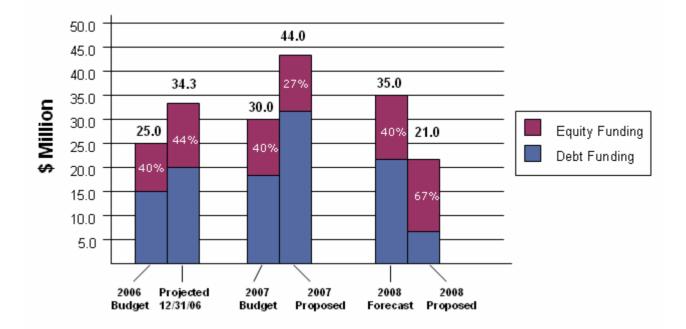
- Re-prioritize Zonal project plans where possible
- Use anticipated 2006 "excess revenue" to fund project additions
- Temporarily decrease 2007 equity contribution from 40% to 27%
- Reduce 2008 Zonal project spending so that the overall (2006-2008) equity contribution target of 40% is restored

• Benefits

- Accommodate critical path items
- Maintain overall credit quality
- Maintain stable System Administration Fee
 - Avoid System Administration Fee Case in 2007
 - Maintain staff focus on Nodal implementation



Review and Approval of 2007 Operating Budget (Vote) Steve Byone



2006 Budget

- Development of 2006 capital program consistent with previous practice
- 2006 capital program totaling \$25 million
- Original PPL of 30 projects

<u>2006 YTD</u>

- Typical reprioritizing occurs
- New projects are added
- Due to under delivery in 2005, increased carryover is incorporated
- Current PPL consists of 102
 projects
- \$25M budget is no longer available

Request for 2006 Zonal Budget Increase

- · Project work assumed to be a component of nodal must be allocated to zonal
 - Some affected items made *preliminary* PPL; though not all
 - Timing of certain required effort accelerated Nodal critical path
 - Preliminary PPL items were contemplated for completion by year-end 2008
- Total budget for all items shifting back to zonal for funding is \$37 million
 - Completion of Items totaling \$9.3 million requires a 2006 spending increase



Review and Approval of 2007 Operating Budget (Vote) Steve Byone

Detail of Projects Shifting to "Zonal"

Sources and Uses of Equity Funding for ERCOT Projects

\$ Million

| | | ÷ | | | | |
|-------------|---|--|--|---|--|--|
| 2006 Budget | Projected 12/31/2006 | 2007 Budget | 2007 Proposed | 2008 Forecast 20 | 08 Proposed | 3 Year <u>Totals</u> |
| | | | | | | |
| 15.0 | 19.4 | 18.0 | 32.0 | 21.0 | 7.0 | 58.4 |
| 10.0 | 15.0 | 12.0 | 12.0 | 14.0 | 14.0 | 41.0 |
| 25.0 | 34.3 | 30.0 | 44.0 | 35.0 | 21.0 | 99.3 |
| | | | | | | |
| | | | | | | |
| 10.0 | 10.0 | 12.0 | 12.0 | 14.0 | 14.0 | 36.0 |
| | 1.5 | | | | | 1.5 |
| | 1.4 | | | | | 1.4 |
| | 2.2 | | | | | 2.2 |
| 10.0 | 15.0 | 12.0 | 12.0 | 14.0 | 14.0 | 41.0 |
| 10.0 | 13.7 | 12.0 | 17.6 | 14.0 | 8.4 | 39.7 |
| - | 1.2 | - | (5.6) | - | 5.6 | 1.2 |
| 40% | 44% | 40% | 27% | 40% | 67% | 41% |
| | 15.0 10.0 25.0 10.0 10.0 10.0 - | 10.0 15.0 25.0 34.3 10.0 10.0 10.0 1.5 1.4 2.2 10.0 15.0 10.0 15.0 10.0 13.7 - 1.2 | 15.0 19.4 18.0 10.0 15.0 12.0 25.0 34.3 30.0 10.0 10.0 12.0 10.0 10.0 1.5 1.4 2.2 10.0 10.0 15.0 12.0 10.0 15.0 12.0 10.0 15.0 12.0 10.0 13.7 12.0 - 1.2 - | 15.0 19.4 18.0 32.0 10.0 15.0 12.0 12.0 25.0 34.3 30.0 44.0 10.0 10.0 12.0 12.0 10.0 10.0 12.0 12.0 10.0 10.0 12.0 12.0 10.0 10.0 12.0 12.0 10.0 10.0 12.0 12.0 10.0 15.0 12.0 12.0 10.0 15.0 12.0 12.0 10.0 13.7 12.0 17.6 - 1.2 - (5.6) | $ \begin{array}{c ccccccccccccccccccccccccccccccccccc$ | $ \begin{array}{c ccccccccccccccccccccccccccccccccccc$ |

Alternative - Adjust System Administration Fee (cents/MWh) \$

| Accomodation of Projects Shit | fting From Nodal to Zona | l Within Capital Pla | ns | | | | |
|-------------------------------|--------------------------|----------------------|-----|------|-----|-----|------|
| Program Area/Project | | | | | | | |
| SO/NMMS | | 1.8 | | 4.5 | | 0.8 | 7.0 |
| SO/State Estimator | | 1.3 | | 3.2 | | 0.6 | 5.0 |
| SO/EMS Upgrade | | 1.9 | | 4.5 | | 1.6 | 8.0 |
| IT/Hardware | 1.0 | 4.4 | 5.5 | 1.8 | | 2.3 | 15.0 |
| IT/TCC Virtualization | | | 2.0 | | | | 2.0 |
| Totals | 1.0 | 9.3 | 7.5 | 14.0 | 0.0 | 5.3 | 37.0 |

0.0179

* Excess revenue from these components targeted for additional project work as contemplated in the 2006 PUCT Approved Fee



• Vote to recommend 2007 Budget to Board of Directors



APPENDIX



Maintaining Grid Reliability

| | | | | | | 2006 Budş vs. 2007 Reque | |
|---------------------------------------|-------------------|-------------------|-------------------|------------------------------------|----------------------|--------------------------------|---------------|
| | FY 2004 Actual | FY 2005 Actual | FY 2006 Budget | FY 2006 YTD Actual (8.31.06) | FY 2007 Requested | \$ Variance | % Variance |
| System Operations | | | | | | | |
| Labor & Benefits | 11,967,381 | 15,454,656 | 16,787,504 | 11,152,669 | 20,809,739 | 4,022,235 | 24.0% |
| Labor for Capital Projects | (370,561) | (309,879) | (895,643) | (277,394) | (361,998) | 533,645 | -59.6% |
| Labor for Nodal | | - | - | (905,561) | (3,020,689) | (3,020,689) | NA |
| Subtotal - Labor & Benefits | 11,596,820 | 15,144,777 | 15,891,861 | 9,969,714 | 17,427,052 | 1,535,191 | 9.7% |
| Material, Supplies, Tools & Equipment | 20,598 | 30,358 | 30,818 | 23,206 | 51,000 | 20,182 | 65.5% |
| Special Reviews | - | - | - | - | - | - | NA |
| Outside Services | 695,410 | 469,073 | 999,492 | 316,004 | 990,500 | (8,992) | -0.9% |
| Utilities, Maintenance & Facilities | 107 | 3,789 | 500 | - | - | (500) | -100.0% |
| HW/SW License and Maintenance | - | 6,498 | 17,320 | 742 | - | (17,320) | -100.0% |
| Insurance | - | - | - | - | - | - | NA |
| Employee Expenses | 368,041 | 305,218 | 387,500 | 211,780 | 496,800 | 109,300 | 28.2% |
| Property Taxes | - | - | - | - | - | - | NA |
| NERC Dues | 880,000 | 913,795 | 967,533 | 647,651 | 967,533 | - | 0.0% |
| Other | 549,464 | 164,194 | 102,335 | 130,660 | 66,500 | (35,835) | -35.0% |
| Total - System Operations | 14,110,440 | 17,037,703 | 18,397,359 | 11,299,757 | 19,999,385 | 1,602,026 | 8.7% |

% of Proposed ERCOT O&M Budget

23.3%



Maintaining & Supporting the Market

| | | | | | | 2006 Bud vs. 2007 Reque | 0 |
|---------------------------------------|-------------------|-------------------|-------------------|------------------------------------|----------------------|-------------------------------|---------------|
| | FY 2004 Actual | FY 2005 Actual | FY 2006 Budget | FY 2006 YTD Actual (8.31.06) | FY 2007 Requested | \$ Variance | % Variance |
| Market Operations | | | | | | | |
| Labor & Benefits | 11,214,613 | 12,426,752 | 14,790,488 | 9,211,085 | 18,106,564 | 3,316,076 | 22.4% |
| Labor for Capital Projects | (1,031,940) | (1,189,359) | (1,489,286) | (638,161) | (2,392,026) | (902,740) | 60.6% |
| Labor for Nodal | | - | - | (926,464) | (3,713,935) | (3,713,935) | NA |
| Subtotal - Labor & Benefits | 10,182,673 | 11,237,393 | 13,301,202 | 7,646,460 | 12,000,603 | (1,300,599) | -9.8% |
| Material, Supplies, Tools & Equipment | 12,947 | 8,310 | 4,500 | 7,336 | 12,600 | 8,100 | 180.0% |
| Special Reviews | - | - | - | - | - | - | NA |
| Outside Services | 4,543,502 | 1,243,364 | 1,487,808 | 940,740 | 2,053,772 | 565,964 | 38.0% |
| Utilities, Maintenance & Facilities | 26,634 | 23,024 | 47,767 | 21,842 | 39,600 | (8,167) | -17.1% |
| HW/SW License and Maintenance | 574 | 6,697 | 4,630 | - | - | (4,630) | -100.0% |
| Insurance | - | - | - | - | - | - | NA |
| Employee Expenses | 383,577 | 250,973 | 359,394 | 100,569 | 450,900 | 91,506 | 25.5% |
| Property Taxes | - | - | - | - | - | - | NA |
| NERC Dues | - | - | - | - | - | - | NA |
| Other | 909,893 | 125,384 | 175,190 | 58,923 | 152,750 | (22,440) | -12.8% |
| Total - Market Operations | 16,059,800 | 12,895,145 | 15,380,491 | 8,775,870 | 14,710,225 | (670,266) | -4.4% |
| | 0/ of Dros | and EDCOT | O & M Dudaat | | 17 10/ | | |

% of Proposed ERCOT O&M Budget

17.1%



Information Technology Infrastructure & Support

| | | | | | | 2006 Budget vs. 2007 Requested | | |
|---------------------------------------|-------------------|-------------|-------------------|------------------------------------|----------------------|--------------------------------------|---------------|--|
| | FY 2004 Actual | | FY 2006 Budget | FY 2006 YTD Actual (8.31.06) | FY 2007 Requested | \$ Variance | % Variance | |
| Information Technology | | | | | | | | |
| Labor & Benefits | 12,991,782 | 15,369,548 | 18,622,454 | 12,256,471 | 23,544,093 | 4,921,639 | 26.4% | |
| Labor for Capital Projects | (3,577,151) | (3,544,127) | (3,838,652) | (1,562,578) | (3,862,495) | (23,843) | 0.6% | |
| Labor for Nodal | | - | - | (1,240,833) | (5,440,156) | (5,440,156) | NA | |
| Subtotal - Labor & Benefits | 9,414,631 | 11,825,421 | 14,783,802 | 9,453,059 | 14,241,442 | (542,360) | -3.7% | |
| Material, Supplies, Tools & Equipment | 478,171 | 555,081 | 593,163 | 225,419 | 548,530 | (44,633) | -7.5% | |
| Special Reviews | - | - | - | - | - | - | NA | |
| Outside Services | 3,996,628 | 466,365 | 906,916 | 627,587 | 2,015,480 | 1,108,564 | 122.2% | |
| Utilities, Maintenance & Facilities | 3,127,316 | 2,876,707 | 2,674,224 | 2,112,608 | 3,167,652 | 493,428 | 18.5% | |
| HW/SW License and Maintenance | 6,123,643 | 7,149,347 | 7,188,310 | 4,808,596 | 9,371,689 | 2,183,379 | 30.4% | |
| Insurance | - | - | - | - | - | - | NA | |
| Employee Expenses | 679,914 | 540,138 | 429,776 | 243,166 | 561,600 | 131,824 | 30.7% | |
| Property Taxes | - | - | - | - | - | - | NA | |
| NERC Dues | - | - | - | - | - | - | NA | |
| Other | 352,994 | 167,519 | 32,791 | 181,252 | 120,200 | 87,409 | 266.6% | |
| Total - Information Technology | 24,173,297 | 23,580,578 | 26,608,982 | 17,651,688 | 30,026,593 | 3,417,611 | 12.8% | |
| | % of Prot | osed ERCOT | O&M Budget | | 34 9% | | | |

% of Proposed ERCOT O&M Budget

34.9%



Organizational Support

| | | | | | | 2000 2 ddg vs. 2007 Reques | sted |
|---------------------------------------|-------------------|-------------------|-------------------|------------------------------------|----------------------|----------------------------------|---------------|
| | FY 2004 Actual | FY 2005 Actual | FY 2006 Budget | FY 2006 YTD Actual (8.31.06) | FY 2007 Requested | \$ Variance | % Variance |
| Corporate Administration | | | | | | | |
| Labor & Benefits | 8,472,397 | 11,753,467 | 9,113,018 | 8,429,116 | 10,527,873 | 1,414,855 | 15.5% |
| Labor for Capital Projects | (506,110) | (555,976) | (567,195) | (242,761) | (757,120) | (189,925) | 33.5% |
| Labor for Nodal | | - | - | (445,867) | (1,601,910) | (1,601,910) | NA |
| Subtotal - Labor & Benefits | 7,966,287 | 11,197,492 | 8,545,823 | 7,740,489 | 8,168,843 | (376,980) | -4.4% |
| Material, Supplies, Tools & Equipment | 908,961 | 571,913 | 665,154 | 392,028 | 591,950 | (73,204) | -11.0% |
| Special Reviews | 33,571 | 1,751,528 | - | - | - | - | NA |
| Outside Services | 9,583,561 | 7,089,138 | 3,982,530 | 3,457,824 | 4,387,300 | 404,770 | 10.2% |
| Utilities, Maintenance & Facilities | 3,266,915 | 3,687,768 | 3,368,000 | 2,051,464 | 4,037,775 | 669,775 | 19.9% |
| HW/SW License and Maintenance | 1,042 | 26,683 | 8,750 | 6,314 | - | (8,750) | -100.0% |
| Insurance | 1,585,329 | 1,698,946 | 1,761,763 | 1,097,547 | 1,758,229 | (3,534) | -0.2% |
| Employee Expenses | 305,955 | 300,032 | 224,155 | 166,891 | 351,000 | 126,845 | 56.6% |
| Property Taxes | 1,198,352 | 1,016,255 | 1,043,000 | 695,333 | 1,116,000 | 73,000 | 7.0% |
| NERC Dues | - | - | - | - | - | - | NA |
| Other | 1,826,221 | 1,597,762 | 404,692 | 262,967 | 810,700 | 406,008 | 100.3% |
| Total - Corporate Administration | 26,676,194 | 28,937,517 | 20,003,867 | 15,870,857 | 21,221,797 | 1,217,930 | 6.1% |
| | % of Prop | osed ERCOT | O&M Budget | | 24.7% | | |



2006 Budget

Corporate Administration by Function

| | | | | | | | Internal | | | |
|---------------------------------------|-----------|-----------|------------|-----------|-----------|------------|-----------|------------|-------------|-------------|
| | | | Facilities | | | Finance | Audit | | | |
| | Executive | Human | & | Corporate | General | & | & | NERC | Entity | |
| | Admin | Resources | Security | PMO | Counsel | Accounting | Controls | Compliance | Admin | Total |
| Labor & Benefits | 720,269 | 1,273,067 | 2,848,056 | 2,040,033 | 2,454,923 | 3,541,133 | 1,362,648 | 524,949 | (4,237,205) | 10,527,873 |
| Labor for Capital Projects | - | (35,490) | (301,665) | (419,965) | - | - | - | - | - | (757,120) |
| Labor for Nodal | - | (115,700) | (584,402) | (561,925) | (49,098) | (283,972) | (6,813) | - | - | (1,601,910) |
| Subtotal - Labor & Benefits | 720,269 | 1,121,877 | 1,961,989 | 1,058,143 | 2,405,825 | 3,257,161 | 1,355,835 | 524,949 | (4,237,205) | 8,168,843 |
| Material, Supplies, Tools & Equipment | 700 | 8,000 | 544,700 | 2,700 | 10,300 | 16,800 | 600 | 8,150 | - | 591,950 |
| Special Reviews | - | - | - | - | - | - | - | - | - | - |
| Outside Services | 850,000 | 467,400 | 954,000 | 142,900 | 800,000 | 461,000 | 700,000 | 12,000 | - | 4,387,300 |
| Utilities, Maintenance & Facilities | 500 | 15,000 | 3,989,000 | - | 1,500 | 1,000 | - | 30,775 | - | 4,037,775 |
| HW/SW License and Maintenance | - | - | - | - | - | - | - | - | - | - |
| Insurance | - | - | - | - | - | 1,753,229 | - | 5,000 | - | 1,758,229 |
| Employee Expenses | 8,100 | 29,700 | 78,300 | 45,900 | 54,000 | 87,510 | 29,700 | 17,790 | - | 351,000 |
| Property Taxes | - | - | - | - | - | 1,116,000 | - | - | - | 1,116,000 |
| NERC Dues | - | - | - | - | - | - | - | - | - | - |
| Other | 8,500 | 685,000 | 10,500 | 3,500 | 56,500 | 40,000 | 4,000 | 2,700 | - | 810,700 |
| Total | 1,588,069 | 2,326,977 | 7,538,489 | 1,253,143 | 3,328,125 | 6,732,700 | 2,090,135 | 601,364 | (4,237,205) | 21,221,797 |
| | | | | | | | (a) | (b) | | |

Notes:

(a) Costs associated with ERCOT SAS 70 Audit included in Internal Audit & Controls.

(b) Budget reflects non-statutory functions pending final approval from FERC







Menne yaque Sterre Brone

Update on Obtaining Additional Financing

<Discussion>



Credit Insurance update

- Credit WG provided parameters for bidding credit insurance
- Assumptions underlying parameters
 - Insure only QSEs (not LSEs)
 - Insure only QSEs that primarily represent load (test = total load divided by sum of total load plus total generation is greater than 70%)
 - Entities representing primarily generation (as determined above) will not be covered
 - Include all categories of QSEs that represent load
 - Municipals are included
 - Include only QSEs representing more than 500 MWh/day of load
 - Market will absorb losses related to QSEs that represent less than 500 MWh/day



Credit Insurance update (cont.)

- Assumptions (continued)
 - Coverage per entity = 8 days at 100% of load at \$100/MWh
 - Maximum coverage per entity = no more than \$50,000,000
 - Establish coverage under 2 pools (one of smaller entities, one for larger)
 - No overlap between designated pools of coverage, entities are in one or the other pool but not both
 - Allow cancelability of coverage for covered entities preferred notice period - 60 days



Credit Insurance update (cont.)

- Pool 1 (smaller entities)
 - Entity size included in this pool
 500 to 10,000 MWh/day
 - Aggregate coverage (co-pays may apply)

Up to \$15,000,000

- Deductible / first loss (mkt takes \$2,000,000 the first X dollars of loss)
- Co-pay (% MPs will pay in addition to deductible)

10%



Credit Insurance update (cont.)

- Pool 2 (larger entities)
 - Entity size included in this pool
 - Aggregate coverage (co-pays may apply)
 - Deductible / first loss (mkt takes the first X dollars of loss)
 - Co-pay (% MPs will pay in addition to deductible)

Greater than 10,000 MWh/day

Up to \$100,000,000

\$20,000,000

10%



Zurich

•

| As a sum (a. Da a since la la la suman a s. On a siglia (a | <u>Rating</u> |
|--|---------------|
| Accounts Receivable Insurance Specialists | |
| Atradius | А |
| Primary Parents – Deutsch Bank, Swiss Re | |
| Coface North America (CNA) | AA- |
| Euler Hermes | AA- |
| Primary Parent – Allianz | |
| Multi-Line Companies | |
| • AIG | AA+ |



A+

Update on Current Status of Bidding

<Discussion>



PRRs with credit implications

 PRR 683 - Reduce Timeline for Notice and Cure and Create a Working Credit Limit (proposed by Credit WG)

PRS voted to reject this PRR with the following votes:

15 - reject

4 - abstentions

2 - not reject

Further detail of vote available, if desired.

TAC took no action when notified of vote.

55 of 75

Based on the outcome of this vote, ERCOT staff understands that at this time market participants are prepared to accept the residual credit exposure in the market.



• Other Credit WG projects

- Review business requirements for Credit Monitoring system for Nodal
 - Met with TPTF October 11th to review
 - Must be approved (along with all other Nodal business requirements by Oct 31st
- Reviewing credit standards
 - Anticipate revisions in early 2007
- Reviewing Credit WG charter
 - Anticipate revisions later in 2006
- Ongoing review of PRRs

• ERCOT credit staff projects

- Automation of credit calculations - go live



Discussion of Materiality Levels M. Petterson

• Materiality defined

 A transaction or series of transactions that if inaccurately recorded may create substantial likelihood that the judgment of a reasonable person relying on ERCOT's financial reports would have been changed or influenced by the different accounting of the transactions

• Users of ERCOT financial statements

- Lenders
- Rating agencies
- PUCT
- Market participants
- Insurance providers
- Vendors
- ERCOT staff and Board members



- Beneficial business purposes for making a statement regarding materiality
 - Guide and demonstrate prudent fiscal management
 - Establish the "tone at the top" regarding internal control objectives – an important control in its own right
 - Communicate importance of protecting the organization's reputation from the risks posed by erroneous financial accounting and financial statements
 - Ensure the establishment of more cost beneficial internal control objectives by focusing resources on areas of higher risk
 - Help staff to evaluate and respond to key control exceptions
 - Misstatement or error
 - Internal control deficiency
 - Accounting estimates
 - Fraud



Discussion of Materiality Levels M. Petterson

- ERCOT's intent for all accounting transactions is to fairly present the company's financial position
- This statement regarding materiality is not:
 - an excuse for sloppy accounting or poor control below established thresholds
 - Management is expected to account for all transactions accurately, consistently, completely, and timely
 - A substitute for prudent, attentive management
 - Assessment of materiality should generally be completed on a case-bycase basis
- Materiality should generally be assessed on two sets of factors
 - Qualitative considerations
 - Certain activity must be considered material regardless of the quantitative impact
 - Quantitative measures
 - Established dollar thresholds are just one factor of many to be considered
- ERCOT's important public service responsibilities affect materiality
 - Relatively higher standards of performance
 - Relatively lower quantitative thresholds



Examples of Qualitative Considerations and Generalized Conclusions

Example

Conclusion

| Concealment of unlawful transactions | Material |
|--|------------------------------|
| Intentional misstatement of financial | Material |
| statements | Material |
| Significant impact on debt covenant | Material |
| compliance | |
| Significant impact on regulatory | Material |
| compliance | |
| Erroneous transactions leading to higher | Material |
| management compensation | |
| Erroneous transactions changing a net | |
| income to a net loss or vice versa | |



• Proposed Quantitative Measures

- Focus on measures of revenue and expense
 - As a cost pass-through, not-for-profit organization subject to regulatory oversight, profitability measures and thresholds based on balance sheet line items are considered of limited usefulness
- Rule of thumb quantitative threshold
 - 1 percent of revenue or operating expenses
 - \$1.3 million for ERCOT
 - Deemed too high given nature of ERCOT's responsibilities and history
 - 5 percent of income statement line items
 - \$350,000 minimum based on 2005 operating expenses
- Proposal for quantitative threshold of materiality for ERCOT
 - One-quarter of one percent of total revenue or approximately 5 percent of minimum operating expense line items on the statement of activities
 - \$350,000 for a single transactions or combination of transactions
 - Approximately \$0.0011 per MWh



• Proposed Quantitative Measures

- Use in performing financial statement risk assessment and designing internal control routines
- Controls must enable management to detect internal control deficiencies, errors, omissions, and exceptions
 - Severity of deficiency depends on whether or not management detects the deficiency, error, omission or exception before an auditor or financial statement user does
- After being detected, internal control deficiencies, errors, omissions, and exceptions must be evaluated for materiality and impact on fair presentation of financial statements
- Report significant internal control deficiencies, material weaknesses, errors, omissions, and exceptions to the F&A Committee
- Errors, omissions, or exceptions considered material require financial statement adjustment



Regulatory Accounting Discussion M. Petterson

- FAS 71 Accounting for Certain Types of Regulation
 - If regulation provides assurance that incurred costs will be recovered in the future, companies are <u>required</u> to capitalize the costs
 - If current recovery is provided for costs that are expected to be incurred in the future, companies are <u>required</u> to recognize the receipts as liabilities
 - Costs may be required to be accounted for in a different manner from that required from another authoritative pronouncement
- Applicability of FAS 71 was considered by ERCOT management and the F&A Committee in 2001, 2002, and 2003 and it was concluded that regulatory accounting was not necessary or appropriate



ERCOT

FAS 71 Accounting for Certain Types of Regulation

| Pros | Cons |
|---|---|
| Better financial statement "optics" sooner than otherwise achieved | Prior management conclusions regarding applicability of FAS 71 |
| Improved information regarding financial impact of timing differences between principal payments and depreciation expense | Need for PUCT orders to address contention that approved fees do not allow for recovery of ERCOT costs of service |
| | Justification for a change in significant accounting policies |
| | Decision cannot be easily undone and carries long- term consequences |
| | Additional financial statement disclosures |
| | Additional work for ERCOT staff |
| | Potential to undermine commitment to maintain balance between asset and associated liability lives |
| | Additional testing by external auditor |
| | Higher external audit fees |



Regulatory Accounting Discussion M. Petterson

ERCOT

FAS 71 Accounting for Certain Types of Regulation

| ISO | FAS 71 Application |
|-----------------|---|
| California ISO | No application of FAS 71 Auditor is PricewaterhouseCoopers |
| Midwest ISO | Application of FAS 71 \$166 million of deferred regulatory assets at 12/31/2005 \$13 million of deferred regulatory liabilities at 12/31/2005 Deferral based on FERC orders and settlement agreements regarding market start-up costs, rate caps, FERC assessment fees, and exit fee reimbursements paid to member organizations Auditor is PricewaterhouseCoopers |
| New York ISO | Application of FAS 71 \$12 million of deferred regulatory assets at 12/31/2005 \$18 million of deferred regulatory liabilities at 12/31/2005 Deferral based on FERC orders and settlement agreements regarding working capital replenishment surcharges as well as management conclusions regarding over collection of fees under approved tariffs and treatment of timing differences between principal payments on debt incurred to acquire assets and depreciation expense relating to those same assets Auditor is Deloitte & Touche |
| New England ISO | Application of FAS 71 \$2 million of deferred regulatory assets at 12/31/2005 \$53,000 of deferred regulatory liabilities at 12/31/2005 Deferral based primarily on funding of pension liabilities to be collected in future fees Auditor is PricewaterhouseCoopers |



ERCOT Market Credit Status

| | | as of 08/3 | 1/2006 | | | as of 09/30/2006 | | | | | |
|--|--------------|--|------------|---|--------|------------------|--|------------|---|--------|--|
| | #of QSEs* | Estimated Aggregate Liability (\$) | % of EAL | Total Unsec Credit Limit / Security Posted | | # of QSEs* | Estimated Aggregate Liability (\$) | % of EAL | Total Unsec Credit Limit / Security Posted | | |
| Exposure in the ERCOT Market (owed to ERCOT) | | | | | | | | | | | |
| <u>QSEs that meet ERCOT Creditworthiness Standards</u> Ratings over BBB- | 4 | 12,778,859 | 4% | 63,000,000 | υ | 6 | 32,670,985 | 11% | 74,000,000 | U | |
| <u>QSEs that do not meet ERCOT Creditworthiness</u> <u>Standards</u> | | | | | | | | | | | |
| Ratings below BBB- or not rated Cash & Letters of Credit Guarantee Agreements | 45 12 | 143,301,254 154,536,635 | 46% 50% | 313,883,117 319,361,000 | S S | 51 14 | 142,088,343 135,709,799 | 46% 44% | 314,316,080 400,217,000 | S S | |
| Total Exposure | 61 | 310,616,748 | 100% | | | 71 | 310,469,127 | 100% | | | |
| Other QSEs in the ERCOT Market (ERCOT owes) | | | | | | | | | | | |
| <u>QSEs that meet ERCOT Creditworthiness Standards</u> Ratings over BBB- | 13 | (16,576,934) | -23% | 116,473,505 | U | 11 | (9,548,969) | -21% | 70,026,345 | U | |
| <u>QSEs that do not meet ERCOT Creditworthiness</u> <u>Standards</u> Ratings below BBB- or not rated | | | | | | | | | | | |
| Cash & Letters of Credit Guarantee Agreements | 40 11 | (38,493,506) (16,202,473) | | 64,424,206 109,400,000 | S | 33 10 | (19,525,502) (15,368,463) | | 18,603,799 104,400,000 | S S | |
| Total | 64 | (71,272,913) | -100% | | | 54 | (44,442,934) | -100% | | | |
| Total | 125 | l | | | | 125 | | | | | |

U: Unsecured since these QSEs meet the creditworthiness standards

S: Secured i.e. required to post collateral since these QSEs do not meet the creditworthiness standards



Committee Briefs: Project Cancellation and Write-off M. Petterson

- Outage Scheduler Enhancements Phase 2 project cancelled by business owner (S. Myers) and sponsor (K. Saathoff) on September 22, 2006
 - Rationale for cancellation
 - Quality expectations in functionality cannot be fulfilled within a reasonable time or cost
 - Expected delivery of new Outage Scheduler functionality from the Texas Nodal Market Implementation Program
 - Current application operating within Coldfusion is stable and meets business requirements with some inefficiencies
 - Financial impact
 - \$705,000 increase in operating expenses in 2006
 - Project Objective and Scope
 - Comply with PRR 425
 - Address functionality not delivered as part of Phase 1
 - Replace Coldfusion-based web application with more efficient tool



2006 Year to Date Project Activity by Division

(January to September)

| CART | Phase | Not Started | Initiation | Planning | Execution | Closing * | Completed * | Cancelled** | On Hold | Totals by CART |
|------|----------------------|-------------|------------|----------|-----------|-----------|-------------|-------------|---------|-------------------|
| | Corporate Operations | 0 | 0 | 4 | 7 | 1 | 3 | 0 | 0 | 15 |
| | IT Operations | 0 | 0 | 3 | 4 | 2 | 8 | 0 | 1 | 18 |
| | Market Operations | 0 | 1 | 6 | 14 | 0 | 6 | 2 | 3 | 32 |
| | System Operations | 2 | 2 | 1 | 11 | 1 | 10 | 2 | 4 | 33 |
| | Totals by Phase | 2 | 3 | 14 | 36 | 4 | 27 | 4 | 8 | 98 |

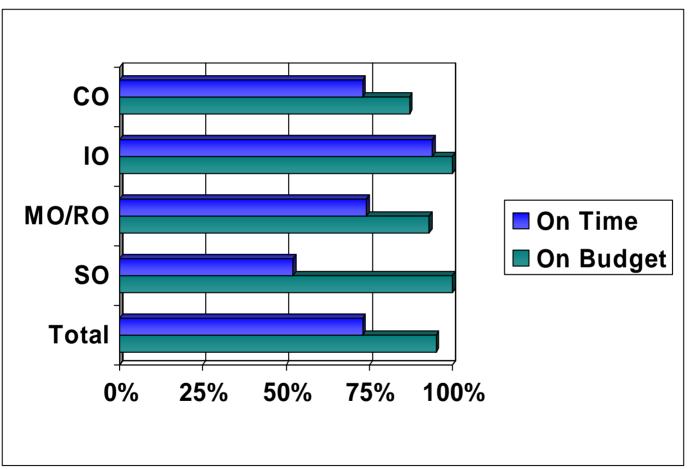
*NOTE: 2 projects went live in the month of September

**NOTE: 3 projects were cancelled before starting and one project cancelled in Execution.



2006 Year to Date Completed and Active Projects Performance

(January to September)





Committee Brief - PMO David Troxtell

| Projects Over \$1M | Total Budget | Actual 09/30/06 | Metrics | | |
|---|------------------------------|------------------------------|----------|--------|--|
| Duration/Information (Sponsor) | Phase/Scheduled Complet | ion | Schedule | Budget | |
| Service Oriented Architecture (2004-2006) | \$8.3M | \$6.96M | | | |
| 3 separate projects over 12 mos. (R. Giuliani) | Execution Phase/4th Qtr 2006 | - | | | |
| Enterprise Data Warehouse (2003-2006) | \$3.5M | \$2.82M | | | |
| 9 separate projects over 36+ mos. (R. Giuliani) | Execution Phase/3rd Qtr 2006 | | 7 🗸 | | |
| Operator Training Simulator (2005-2006) | \$3.8M | \$1.91M | | | |
| Training Simulator System for Operators (S. Jones) | Execution Phase/2nd Qtr 2007 | | ┦ ♥ | | |
| Enhancements to FasTrak Tools (2005-2006) | \$2.5M | \$2.45M* | | | |
| *New Target implementation date of 4 th Qtr 2006. | | | | | |
| Tool for Tracking Market Issues (R. Giuliani) | Execution Phase/4th Qtr 2006 | ase/4 th Qtr 2006 | | | |
| Enhancements to SCR727 (2005-2006) | \$1.9M | \$851K | | | |
| Entered into Execution (R. Giuliani) | Execution Phase/3rd Qtr 2006 | 1 💛 | | | |
| Austin QA Build out (2005-2006) *Outside services and hardware reclassified resulting in decreased actuals from June to July. | \$1.162M | \$1.06M* | | | |
| Entered into Testing (R. Hinsley) | Execution Phase/3rd Qtr 2006 | | | | |
| Enhancements to MOMS Study Market Clearing Engines (2006) | \$1.2M | \$458K | | | |
| Entered Execution (S. Jones) | Execution Phase/1st Qtr 2007 | | | | |
| SBC Network Replacement (2005-2006) | \$1.4M | \$1.34M | | | |
| Fiber Build Out from Taylor to Austin (R. Hinsley) | Execution Phase/3rd Qtr 2006 | Execution Phase/3rd Qtr 2006 | | | |



Go Live Projects for September

• PR-30105 Congestion Management Reports

- Scope: Provide data mining and ad-hoc reporting capability against Real Time Contingency Analysis (RTCA) data stored in the Operational Data Store (ODS)
- Deliverables: Provided Cognos ReportNet functionality. Automated the reporting of the Informational Reporting Indicator for IROL/SOL to NERC (ER-50044). Delivered Commercial Over Limit Reports (ER-30029) and System Operating Overload Reports (ER-30028)
- **Timeline**: February 2005 September 2006

• PR-50140 Log And Event Management

- Scope: Implement a solution to centrally collect and analyze security data from heterogeneous devices to discover risks, correlate relevant security information, assess vulnerabilities and communicate compliance.
- Deliverables: Install a Commercial Logging and Event Management product (hardware and software) integrated with other event collection devices onto the ERCOT network.
- **Timeline**: July 2005 September 2006

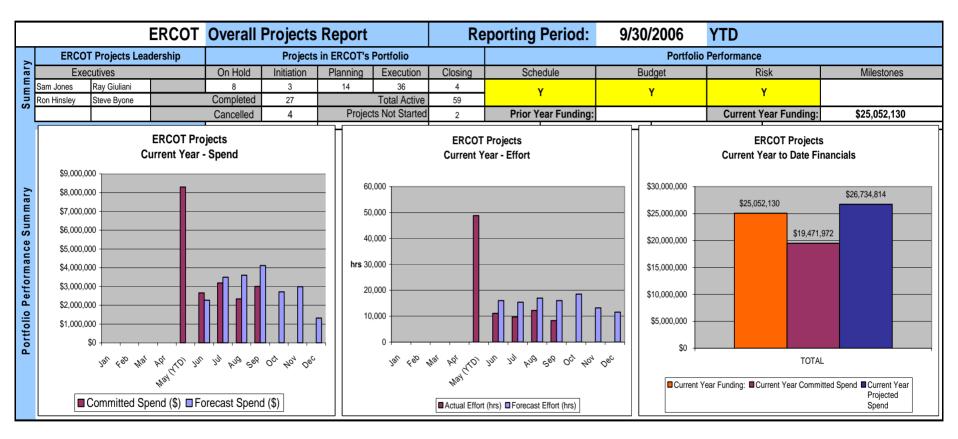


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Year to Date Project Priority List (PPL) Status

| | 110000 | | | | | |
|-----------------------------------|--------|--------------------|--------------|--------------------|--|--|
| | Total | Projects By Origin | | | | |
| PPL Changes | | PUCT Based | Market Based | ERCOT Based | | |
| Completed / Closing | 7 | 1 | 1 | 5 | | |
| Execution | 12 | 2 | 3 | 7 | | |
| Planning | 3 | 1 | 1 | 1 | | |
| On Hold / Cancelled | 3 | 1 | 2 | | | |
| Moved Below Cut Line | 5 | 2 | 1 | 2 | | |
| Original 2006 PPL | 30 | 7 | 8 | 15 | | |
| Moved Below Cut Line | (5) | (2) | (1) | (2) | | |
| Unexpected Carry Over From 2005 | 22 | 1 | 6 | 15 | | |
| 2006 Status changes – New Totals: | 47 | 6 | 13 | 28 | | |
| Completed / Closing | 11 | 1 | | 10 | | |
| Execution | 20 | | 2 | 18 | | |
| Planning | 11 | 1 | 3 | 7 | | |
| Initiated | 3 | | 1 | 2 | | |
| Not Started | 4 | | 1 | 3 | | |
| Canceled | 3 | | | 3 | | |
| On Hold | 3 | 2 | 1 | | | |
| New 2006 Projects | 55 | 4 | 8 | 43 | | |
| Current PPL as of October 1, 2006 | 102 | 10 | 21 | 71 72 of 75 | | |

Enterprise Projects Summary Report





Future Agenda Items – November

- Report on SAS 70 Audit
- D&T Agreed Upon Procedures Report
- 2006 Financial Audit Planning
- Review and approval of Financial & Investment policies
- Review requirements for membership in CWG
- Review and approve CWG charter
- Review 2007 Meeting Planner
- Assess Adequacy & Effectiveness of Internal Audit Staff
- Assessment of Compliance, the Internal Control Environment & Systems of Internal Controls



F&A Yearly Schedule

Quarter 1

- $\sqrt{\,\bullet} \text{Elect}$ officers and confirm financial qualifications
- $\sqrt{\mathbf{\cdot}} \mathbf{Review}$ Finance Audit Committee charter
- $\sqrt{}$ •Approve the Guidelines for Engagements of External auditors for Other Services (pre-approval policy)
- $\sqrt{} \bullet \mbox{Required written communication and discussion of auditor independence}$
- $\sqrt{\, {\scriptstyle \bullet } {\rm Review}}$ scope of annual financial audit
- √ •Report by CWG Chair on ERCOT credit policy
 •Vote on CWG Chair

Quarter 2

- $\sqrt{\cdot}$ Report results of annual independent audit to the Board
- $\sqrt{\cdot}$ Report of external auditor pre-approval status/limits
- $\sqrt{\mbox{ \bullet Review the procedures for handling reporting violations}}$
- $\sqrt{\mbox{ \bullet Review conflict of interest}}$ and ethics policies
- $\sqrt{\cdot}$ Review results of annual audit (including required communications)
- $\sqrt{\cdot}$ Review and approve ERCOT Annual Report
- $\sqrt{\cdot}$ Review operating plan and budget assumptions

Quarter 3

- $\sqrt{}\, \bullet \text{Appoint}$ the independent auditors for upcoming $\,\, \text{year}$
- ${}_{\sqrt{}} \bullet Approval of independent auditor fees for upcoming year$
- •Assessment of compliance, the internal control environment and systems of internal controls
- •Review and approval of annual operating budget
- $^{\vee}$ •Review updated year-end forecast

Quarter 4

- •Approve audit committee meeting planner for the upcoming year, confirm mutual expectations with management and the auditors
- •Review and approval of Financial & Investment policies
- •Approve scope of internal auditing plan for upcoming year
- •Assessment of the adequacy and effectiveness of the Internal Audit staff

•Perform Finance & Audit committee Self Assessment

- •Review requirements for membership in CWG
- •Review and approve CWG charter
- •Review updated year-end forecast

Recurring Items

•Review minutes of previous meeting

- •Report monthly matters to the Board (chair)
- •Review EthicsPoint activity

•Review significant audit findings and status relative to annual audit plan

