

1 21-20000810-16163846-16270720 (10:28)

2 [dialing/ ringing]

3 PERSON 1: Hello?

4 Diana: Hello?

5 [REDACTED]

6 DIANA: Yeah. So, here's a question for you.

7 PERSON 1: Yes ma'am.

8 DIANA: You remember the deal I set up with Portland back in May when we were um,

9 exporting out of the ISO and then um, doing the buy-resale with Portland, basically giving

10 them –

11 PERSON 1: Is this pre-schedule or real time?

12 DIANA: Pre-schedule. Remember the South to North to Mid-C?

13 PERSON 1: In May?

14 DIANA: Mm hm.

15 PERSON 1: Did we do that?

16 DIANA: Yes.

17 PERSON 1: No, Diana, seriously. I don't remember doing that.

18 DIANA: Yes.

19 PERSON 1: What did we do?

20 DIANA: We sold them COB South to North and bought back – bought back Mid-C,

21 remember that deal? [car sounding] We were a buck and a half? And then it went up to two

22 bucks?

23 PERSON 1: Um, yes. Yes vaguely I do.

24 DIANA: OK. So –

25 PERSON 1: I don't remember exactly, but –

26 DIANA: Well, since I'm going through every little thing –

27 PERSON 1: Are you ca – are you calculating –

28 DIANA: Yeah.

29 PERSON 1: OK.

30 DIANA: I'm trying to figure out what my export fees are.

31 PERSON 1: Your export fees!

32 DIANA: Yeah.

33 PERSON 1: OK. Were we buying from NCPA?

34 DIANA: No, we were buying from the ISO.

35 PERSON 1: We were goin' from the PX or were we exporting a bi-lat deal? Well, actually it
36 wouldn't matter. Um, it depends.

37 DIANA: [*chuckles*]

38 PERSON 1: I mean I can [*inaudible*] – I can calculate that, but it's probably somewhere in
39 the neighborhood of about, well, in May the price caps weren't in.

40 DIANA: Price caps were 750.

41 PERSON 1: Right. I – roughly, it's going to be something around, um – 'cause you got all
42 the ancillary service charges, which is probably going to [*inaudible*] –

43 DIANA: You got the wheel, you got the grid, the spin, the replacement

44 PERSON 1: I think you're looking at probably 12 to 15 bucks, probably.

45 DIANA: OK, but why – so 15 bucks is probably good, right?

46 PERSON 1: As an export fee? That would be on the high side I would think. I would think
47 that would be on the high side unless it was those days when it was really, ah, hot in San
48 Francisco and shit.

49 [REDACTED]

50 PERSON 1: There's no way. Anyway, I'm sorry. Um, I would say 15 bucks is the max.

51 DIANA: Ok, so the spread between NP and Mid-C was 49 bucks for that day.

52 PERSON 1: Ooo baby!

53 DIANA: Minus the 15 bucks minus the buck and a half that it cost to [*inaudible*]

54 PERSON 1: So, but really, but here's the deal. Here's what Belden's going to say. What's
55 the – what's the, ah – what did we do with that energy? We took it from COB to Mid-Co or
56 COBback down to COB.

57 DIANA: COB to Mid-Co.

58 PERSON 1: OK, so he's going to – the – the – the – th – we – in Portland did it for how
59 much?

60 DIANA: Buck and a half.

61 PERSON 1: OK, so the – what's going to – I think what the deal is is going to be is what
62 was – how much would it cost to do that with Bonneville, vs. how much should it cost to do
63 it with Portland.

64 DIANA: OK.

65 PERSON 1: Isn't that ah – isn't that ah –

66 DIANA: OK, hold on a second, I'll tell you... divided by sixteen hours is four bucks, ah,
67 four bucks there plus –

68 PERSON 1: So what total are you up to, you gotta be over a millsky.

69 DIANA: Ah...

70 PERSON 1: Are you over a Millsky?

71 DIANA: Eight...hold on...[inaudible] two and half...so, it's almost four bucks if you're –
72 no, that's not right. 56 divided by 16.

73 [REDACTED]

74 DIANA: Oh. So it would have cost us about 7 bucks – 7 and a quarter to move it to the
75 Mid-C.

76 PERSON 1: OK, there you go.

77 DIANA: Through Bonneville.

78 PERSON 1: Yes. OK –

79 DIANA: [inaudible] buck and a half [inaudible]

80 PERSON 1: So you don't – you don't care about the exports or anything, all you do is care
81 about that.

82 DIANA: OK.

83 PERSON 1: 'Cause that's really what, ah –

84 DIANA: Only 600 bucks, man? Oh no.

85 PERSON 1: What are you – what are you talkin' about?

86 DIANA: [*inaudible*] fifteen hundred.

87 PERSON 1: There you go.

88 DIANA: What am I doing? I'm getting too tired.

89 PERSON 1: Sixteen hundred [*simultaneous*]

90 DIANA: Yeah, because it was a hundred megs over the peak.

91 PERSON 1: Oh, it was?

92 DIANA: Yeah.

93 PERSON 1: We were smart that –

94 DIANA: [*inaudible*] that day.

95 PERSON 1: We were smart that day, huh?

96 DIANA: We're always smart.

97 PERSON 1: No. [*inaudible*]

98 Voice : [*inaudible*]

99 PERSON 1: [*inaudible*]

100 DIANA: Sixteen, sir.

101 PERSON 1:

102 [REDACTED]

103 DIANA: Yeah do you know how much overage, um, John Forney gave me for the ricochet

104 deals and all that stuff?

105 PERSON 1: How much?

106 DIANA: For actually just the ricochet deal he gave me 200 grand.

107 PERSON 1: That's sweet.

108 DIANA: Mm hm.

109 PERSON 1: [*to someone else*] Thank you very much. [*back to conversation*] Oh, so you gotta be

110 way over a million now.

111 DIANA: I'm at 1.1 and I haven't finished doing May or June.

112 PERSON 1: See?

113 DIANA: July.

114 PERSON 1: See? You just have to be diligent in all this stuff.

115 DIANA: And that's not including my 10% that I get from you.

116 PERSON 1: That's right.

117 DIANA: That Belden's going to, you know, have a tizzy fit.

118 PERSON 1: He will have a tizzy fit.

119 DIANA: *[inaudible]*

120 PERSON 1: He will have a tizzy fit.

121 DIANA: I'm going to just tell him. He created the system and if, you know, or he didn't

122 create it, Houston created this system, so —

123 PERSON 1: Whoah! Oh, OK.

124 DIANA: Playin' along.

125 PERSON 1: Yeah, I see. I comprende. I comprende. So, um, anyway, do you want me to

126 come in and work pretty pants? Actually, you know, what time is it?

127 DIANA: You don't have to.

128 PERSON 1: 5:30?

129 DIANA: Yeah.

130 PERSON 1: I think I might come in to work just to kinda — just to kind of, um — ah, touch

131 base and see what's goin' on.

132 DIANA: Yeah, yeah.

133 PERSON 1: What?

134 DIANA: I said, yeah, yeah, you're a workaholic, man.

135 PERSON 1: No, I'm not.

136 DIANA: Are so.

137 PERSON 1: Shit, man, I got my clientele. I just — I just met with all my future clientele.

138 DIANA: *[chuckling]*

139 PERSON 1: I'm serious.

140 DIANA: You did, huh?

141 PERSON 1: Yeah, shit, yeah. A little bit edge – a little bit of ah –
142 DIANA: Dinero?
143 PERSON 1: *[inaudible]* make a fortune off those guys.
144 DIANA: Did you make some dinero?
145 PERSON 1: Made some dinero, yes ma'am. Oh-oh. Traffic.
146 DIANA: Eew.
147 PERSON 1: So, anyway, um, so fires everywhere.
148 DIANA: Yeah, why don't you come in. I don't want to talk.
149 PERSON 1: You don't want to talk?
150 DIANA: No, I'm so tired.
151 PERSON 1: Are you tired? Take tomorrow off.
152 DIANA: No. I can't
153 PERSON 1: Oh, you're takin' ah, next week off. That's right. You got all kinds of chances
154 to rest goin' forward here. When do ah – when –
155 DIANA: *[inaudible]*
156 PERSON 1: When do you ah – what?
157 DIANA: Whatever.
158 PERSON 1: Oh, you're going to be restin' left and right next week. You know you are.
159 DIANA: Oh, whatever.
160 PERSON 1: Oh, shit. I'm going to be calling you, you're going to be like *[inaudible]* city at
161 eight o'clock.
162 DIANA: *[laughing]* How d'you know?
163 PERSON 1: 'Cause I know.
164 DIANA: No you don't.
165 PERSON 1: Sure I do.
166 DIANA: No.
167 PERSON 1: Yeah, you like to "Z" I know.
168 DIANA: Only when I'm tired.

169 PERSON 1: What?
170 DIANA: Only when I'm tired.
171 PERSON 1: OK, so I will ah – I'll scoot in.
172 DIANA: You're scooting in.
173 PERSON 1: Yup I'm scooting in. Who's there? Is anybody there?
174 DIANA: Who's important to you? Who would you like to know about?
175 PERSON 1: Ah, I don't know. It's who's – I'm just curious who's there, so –
176 DIANA: Ah, none of the traders are here.
177 PERSON 1: 5:30.
178 DIANA: Mallory's here. *[inaudible]* –
179 PERSON 1: Mallory's always there.
180 DIANA: I know. That's 'cause he doesn't have anybody. He needs to meet somebody.
181 PERSON 1: Mallory?
182 DIANA: Yeah.
183 PERSON 1: No he doesn't. He needs to work hard to make money, and –
184 DIANA: Oh, Geez Louise.
185 [REDACTED]
186 DIANA: Bye.
187 PERSON 1: Bye.