

Neil Fisher is a Principal of The NorthBridge Group. Mr. Fisher specializes on advising energy companies about strategic issues, particularly those relating to customer choice for electric utility customers, rate design, and the design of utility default service supply and pricing. Mr. Fisher joined NorthBridge in 1993, soon after it was founded. Mr. Fisher's project assignments include:

REGULATORY POLICY

- For several electric utilities, Mr. Fisher has assisted clients develop regulatory policies and new compensation mechanisms consistent with state efforts of reforming the energy vision in order to develop the “utility-of-the future.” These include consideration of compensation for distributed energy resources, non-wires alternatives, earnings adjustment mechanisms, and other changes in utility rate design and cost recovery.
- For several electric utilities, Mr. Fisher helped develop retail access programs that address the timing and scope of customer choice, stranded cost recovery, supplier requirements, and program administration.
- For an electric company, Mr. Fisher advised on utility restructuring matters, including issues relating to rate unbundling, generation asset divestiture, customer choice programs, and the design of default service plans.
- For an electric utility, Mr. Fisher developed a market-based, stranded cost recovery mechanism based on a firm sale of power in the wholesale market. Mr. Fisher used this approach to design a competitive transition charge that automatically adjusts with changes in market prices.
- For several major electric utilities, Mr. Fisher assisted companies develop restructuring proposals concerning the unbundling of customer metering, billing, and other services.
- On behalf of electric utilities, Mr. Fisher has provided expert testimony or reports before state regulatory commissions, including Arkansas, Illinois, New York, Pennsylvania, Rhode Island, and Texas.

RETAIL PRICING

- For an electric utility, Mr. Fisher designed unbundled rates, including retail access credits for customers choosing alternative suppliers, market-based competitive transition charges, and other delivery rates. Mr. Fisher redesigned rates to improve economic efficiency and mitigate utility stranded costs.
- For an electric utility, Mr. Fisher designed utility tariff rates based on a wholesale market index.

- For an EPRI collaborative, Mr. Fisher worked with an electric utility to segment its customers, develop new products for a competitive market, and characterize the retail customer-product portfolio. This work was used to determine the retail prices of serving particular customer segments with a variety of tailored products, allowing the company to improve product pricing practices and to value retail contracts.
- For several electric utilities, Mr. Fisher interviewed retail customers and evaluated the pricing for interruptible, stand-by generation, and other retail services.
- For an unregulated generation and retail supply company, Mr. Fisher helped evaluate alternative competitive offer strategies and assess market risks of supplying capacity in the RTO forward capacity market over time and as market rules changed.
- For an unregulated electric marketing company, Mr. Fisher developed a retail pricing model for residential, commercial and industrial customers.

BUSINESS STRATEGY

- For several unregulated competitive suppliers, Mr. Fisher evaluated alternative business strategies to expand their businesses into new markets, performed an assessment of competitive market opportunities, helped design new retail products, and prepared competitive supplier profiles.
- For several unregulated competitive suppliers, Mr. Fisher assessed risks associated with alternative supply hedges and retail market customer obligations.
- For an electric utility in the Midwest, Mr. Fisher helped develop a merger and acquisition strategy by reviewing recent merger activities and identifying potential merger candidates.
- For a large natural gas pipeline, Mr. Fisher helped develop new products and services. During the course of this work, he conducted interviews with customers and suppliers, and assisted the company with its marketing strategy.
- For a major Western utility and for a group of private equity investors considering new business opportunities, Mr. Fisher analyzed wholesale power markets in the United States.
- For a New England utility, Mr. Fisher evaluated the company's gas supply procurement process and examined long-term contract proposals comparing supply reliability and price terms.

- For a regional interstate gas pipeline company in financial distress, Mr. Fisher conducted market research to explore opportunities to sell unbundled gas storage services.
- For a private leasing company, Mr. Fisher conducted an asset valuation study of a gas storage facility, which provided emergency back-up supply service in a gas producing region.
- For an electric utility considering diversification, Mr. Fisher analyzed potential acquisition candidates by evaluating profit opportunities and competitive positions of key players in different industries.
- For a private power producer, Mr. Fisher helped create a site identification and environmental screening process to develop power plants in an expedited manner.

Before joining The NorthBridge Group, Mr. Fisher worked as an Associate at Putnam, Hayes & Bartlett, specializing in natural gas and other energy-related fields. Prior to that, he worked in the Tax Analysis Division of the Congressional Budget Office. Mr. Fisher graduated from the Honors Program at Swarthmore College with a Bachelor of Arts degree in Economics, and earned a Master's degree in Business Administration from Yale University.