



**The Green Energy Act:
Opportunities for Municipalities to Leverage Their
Assets to Earn an Incremental Revenue Stream**

Presented by Paul Grod, President & CEO

Agenda

- The Green Energy Act
- Municipal and Regional Opportunities
 - Demand Response
 - Distributed Energy
- Action Plan





Rodan Energy Solutions

- Smart Grid Integration
- Leading provider of metering and CDM solutions to power producers, distributors and consumers
- Deliver turnkey demand-side management programs in support of LDC and OPA CDM efforts
- Renewable power projects - feasibility to development



The Green Energy Act

- Expanding our electricity grid to make it “smart” and ready for new technologies
- Increasing productivity in the Ontario industrial sector through energy efficiency programs and demand management plans
- Setting electricity conservation targets for local utilities and helping them to deliver effective programs to households and businesses

Feed-in Tariff (FIT) Program

- Micro-FIT Projects (10kW to 500kW)
 - 8,963 applications
 - 3,119 received conditional offers
- FIT Projects (>500kW up to 10MW) 2500MW:
 - 76 ground-mounted solar photovoltaic
 - 47 on-shore wind
 - 46 waterpower
 - 7 biogas
 - 2 biomass
 - 4 landfill gas
 - 1 roof top solar
 - 1 off-shore wind

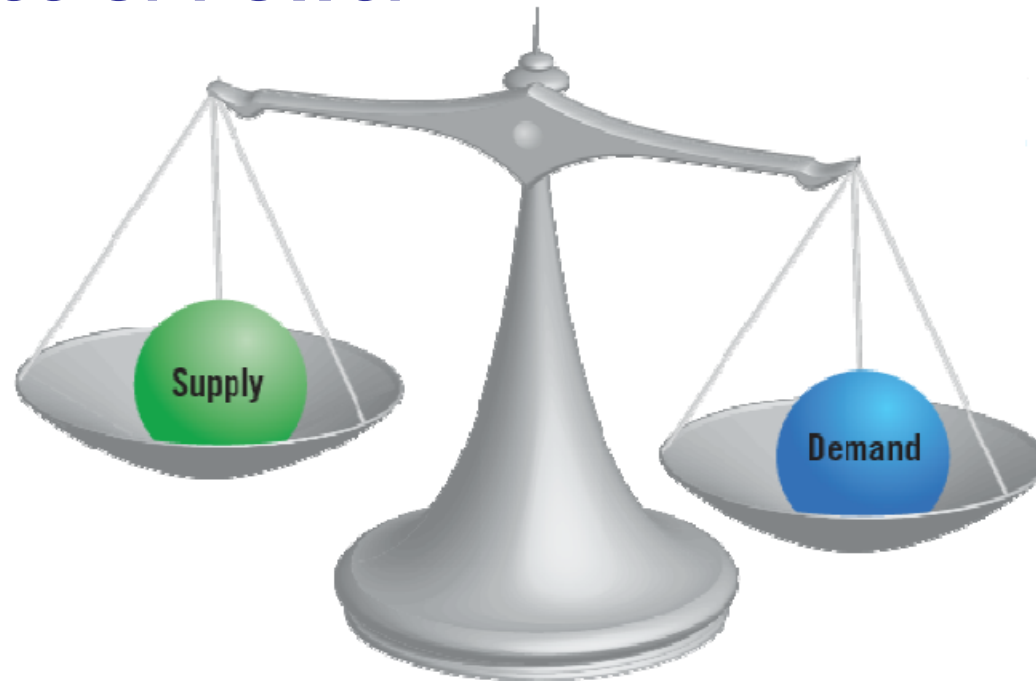
Opportunities for Municipalities

- Demand Response – Generation & Energy Reduction at Municipal owned buildings
- Solar Opportunities
- Landfill Gas
- Biomass – Sewage Treatment
- Municipal Waste to Energy
- Windpower & Waterpower



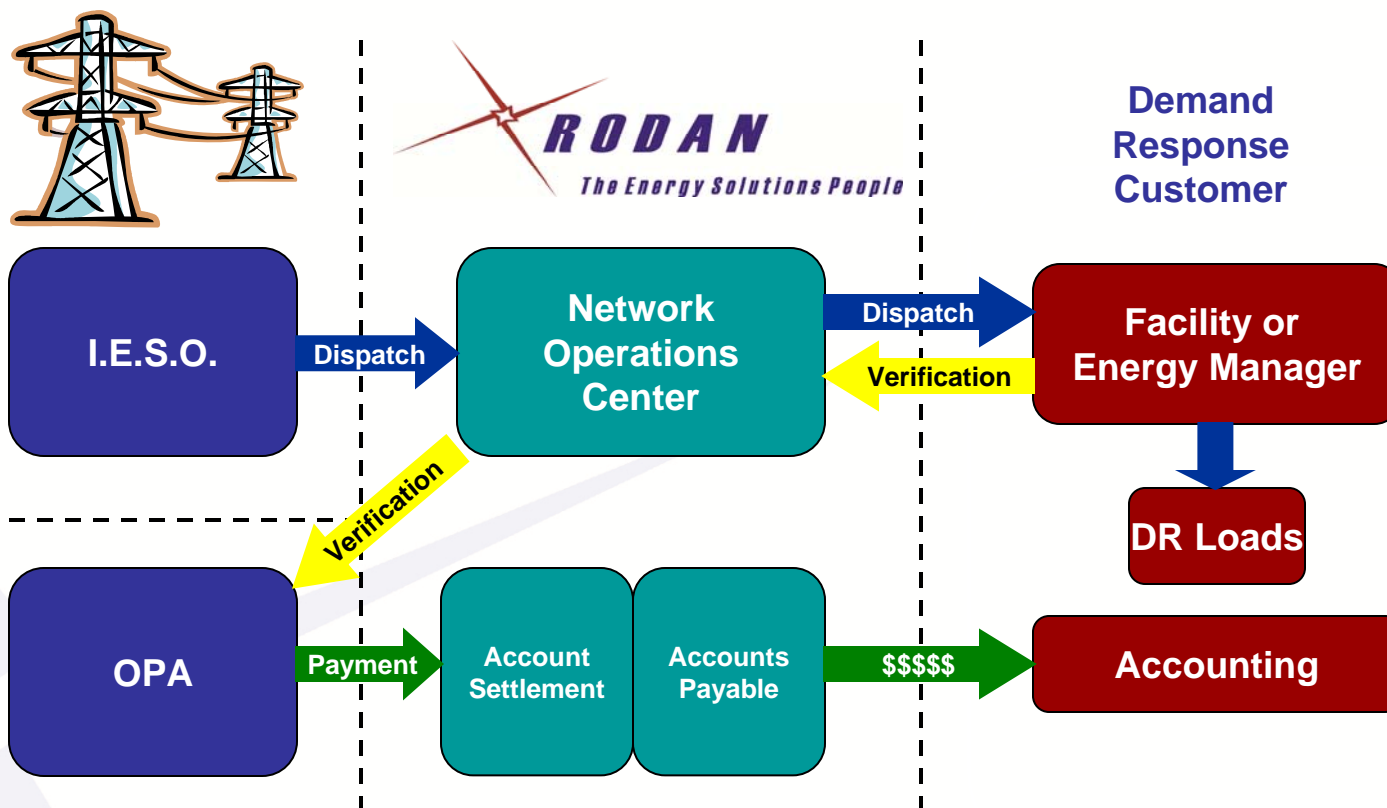
What is Demand Response?

The Balance of Power



- *Temporary reduction in electricity consumption*
 - *grid reliability*
 - *market price*

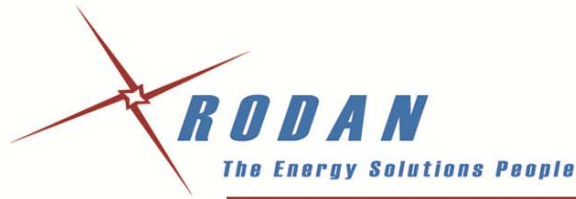
How it Works



Demand Response – Reduction

- Municipal buildings
- Schools & hospitals
- Libraries, Rec. Centers & Pools
- Indoor Ice Rinks
- Community & Work Centers
- Social housing
- Water & waste water
- District Heating/Cooling





Demand Response – Generation

- Water pumping stations – existing emergency or new gen sets
- Waste water pumping stations – existing emergency or new gen sets
- Municipal buildings with emergency standby generators
- Fire & Police stations



Use of Emergency Standby Generators for DR

- Leverages existing assets to earn revenue
- Better ensures generators are exercised correctly and are available for emergencies
- Reduction of NOX and CO
- New genset opportunities require proper planning

Solar Opportunities

- Municipal building roofs
- Ground mounted
- Ownership models: publicly owned, roof rental, or hybrid profit share



Biomass – Sewage Treatment

- Landfill gas
- Digester gas



Municipal Waste to Energy

- Ontario produces nearly nine million tonnes of waste each year*
- Minister of Energy directed OPA to pilot EFW projects @\$0.10/kWh



*According to the Conservation Council of Ontario

Water & Wind

- Site specific
- Micro and mini-opportunities



Plan of Action

- Establish strategic focus
- Review potential opportunities
- Prioritize
- Develop action plan





Thank-You



power down & GREEN UP!

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