

# BUILDING PARTNERSHIPS TO MOVE DISTRICT ENERGY FORWARD

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International District Energy Association Conference  
June 10, 2014

Christie Baumel, City of Seattle  
Michelle McLarty, Corix Utilities

# City District Energy Planning



City Primary Drivers:

- Environmental / GHG
- Local energy capture

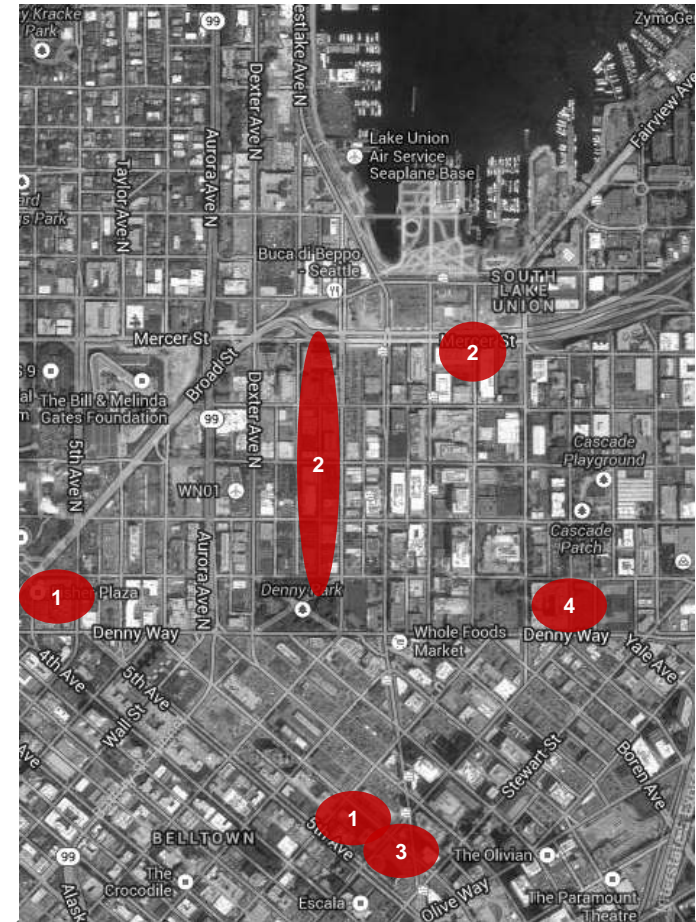
Focus on near-term opportunities and leverage points with existing system

Status: some waste heat recovery projects are underway, and can be leveraged.

# The Opportunity

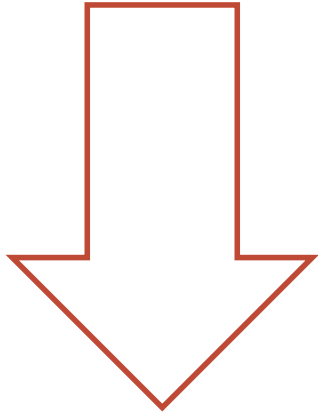


- Major redevelopment planned for near-downtown neighborhoods
- Interested developers
- Lots of waste heat
- City incentives and support



- Key Alternative Energy Sources
1. Data Center
  2. Sewer Heat Recovery
  3. Seattle Steam connection
  4. Substation Heat Recovery

# The Challenge



Meet a High Environmental Bar

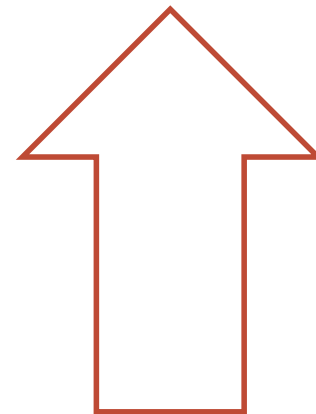
\* Waste-heat based system



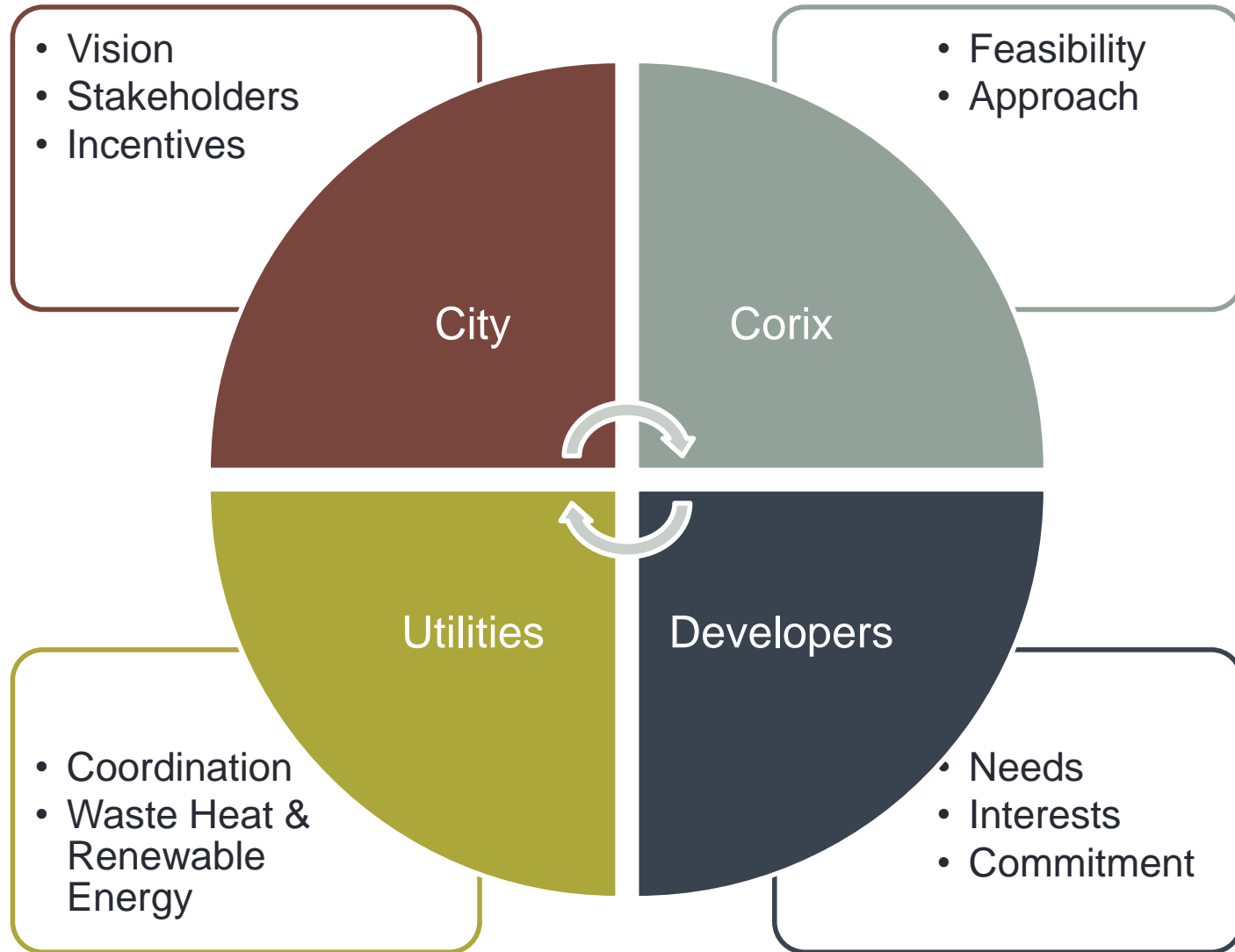
Compete Against Low Rates

\* Cheap, clean electricity

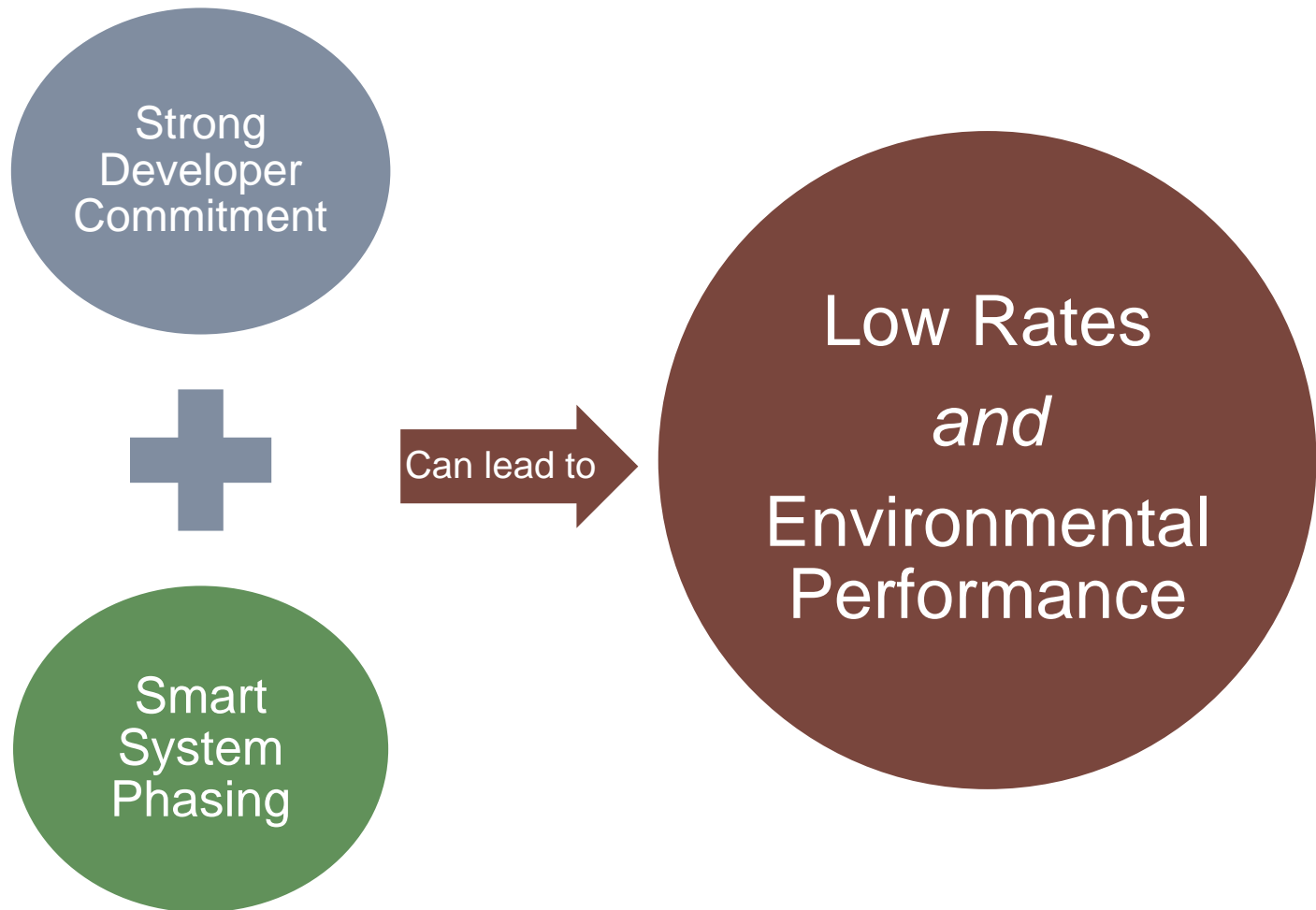
\* No requirement to connect



# Partnerships are Key



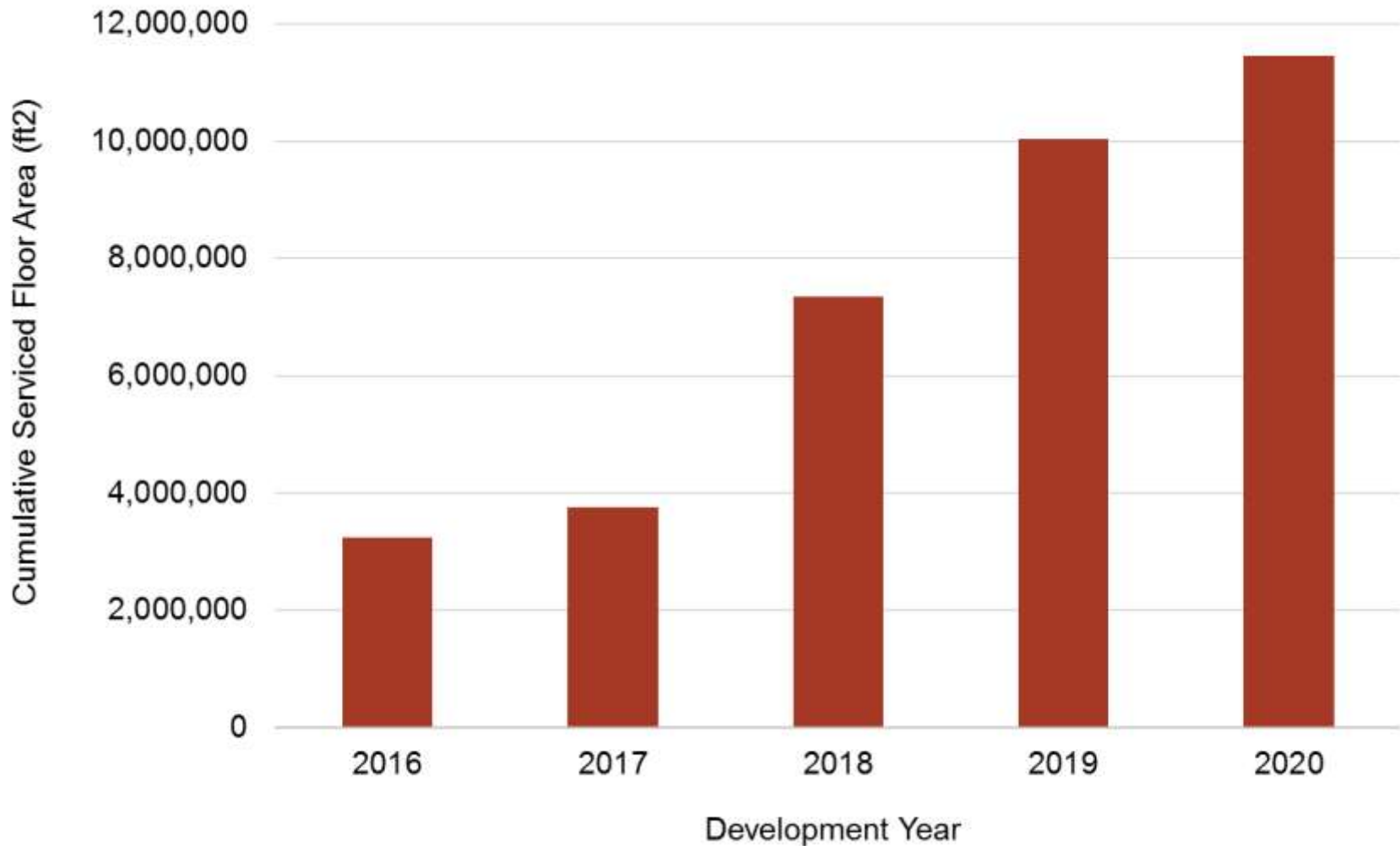
# The Winning Equation



# The Neighborhood

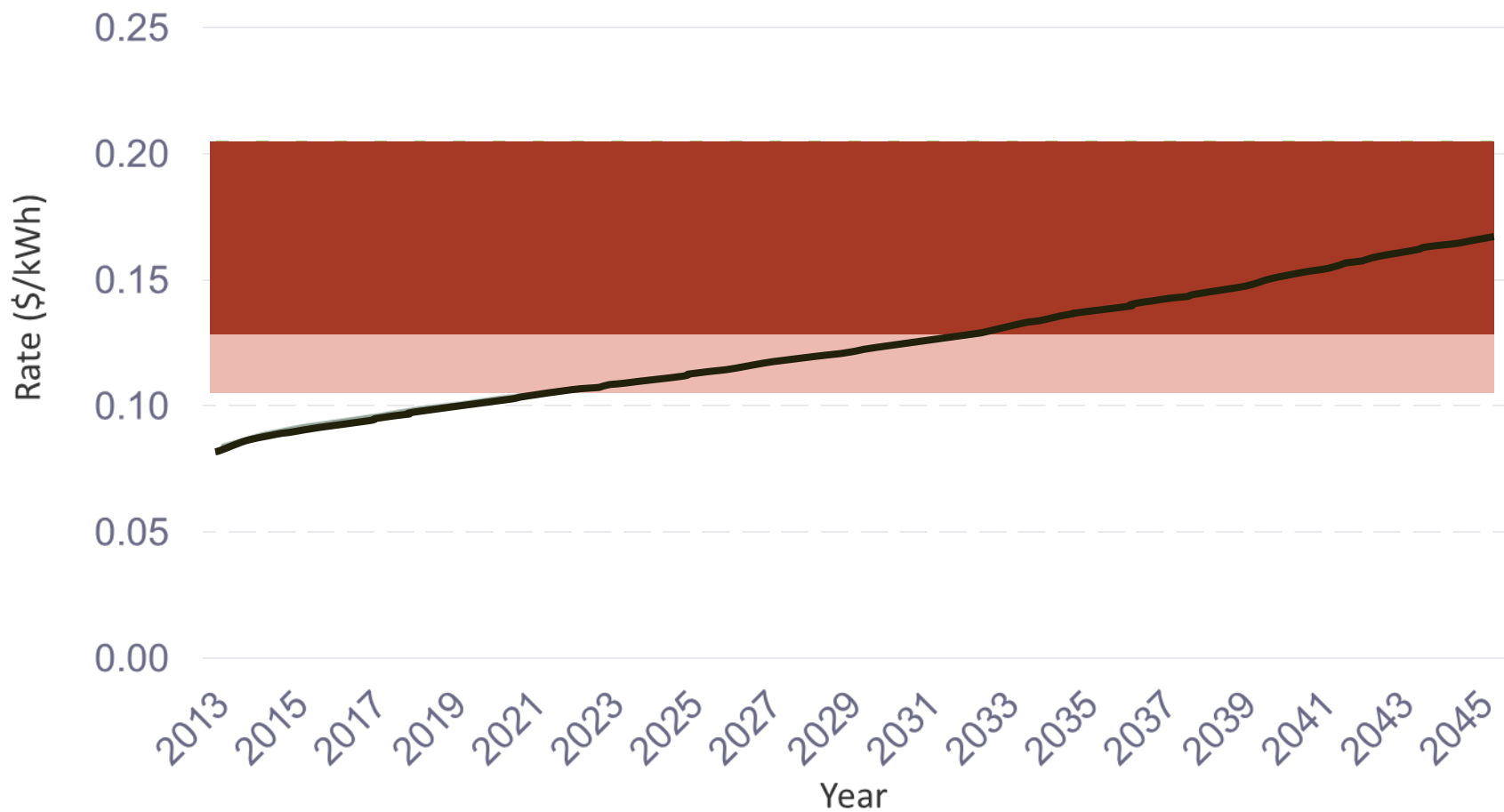


# System Phasing





# Estimated Rates

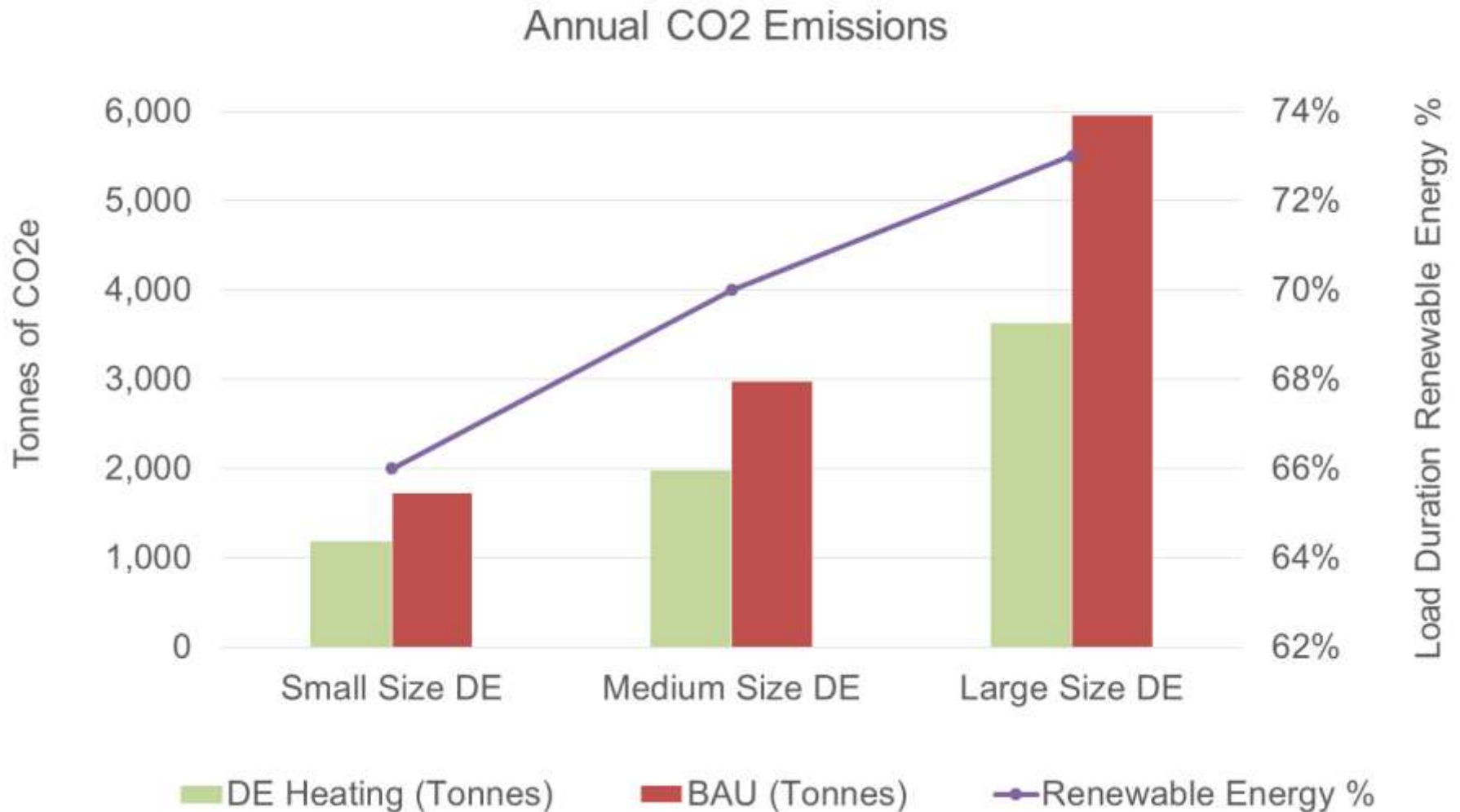


 Base Rate Range

 Rates with City Support

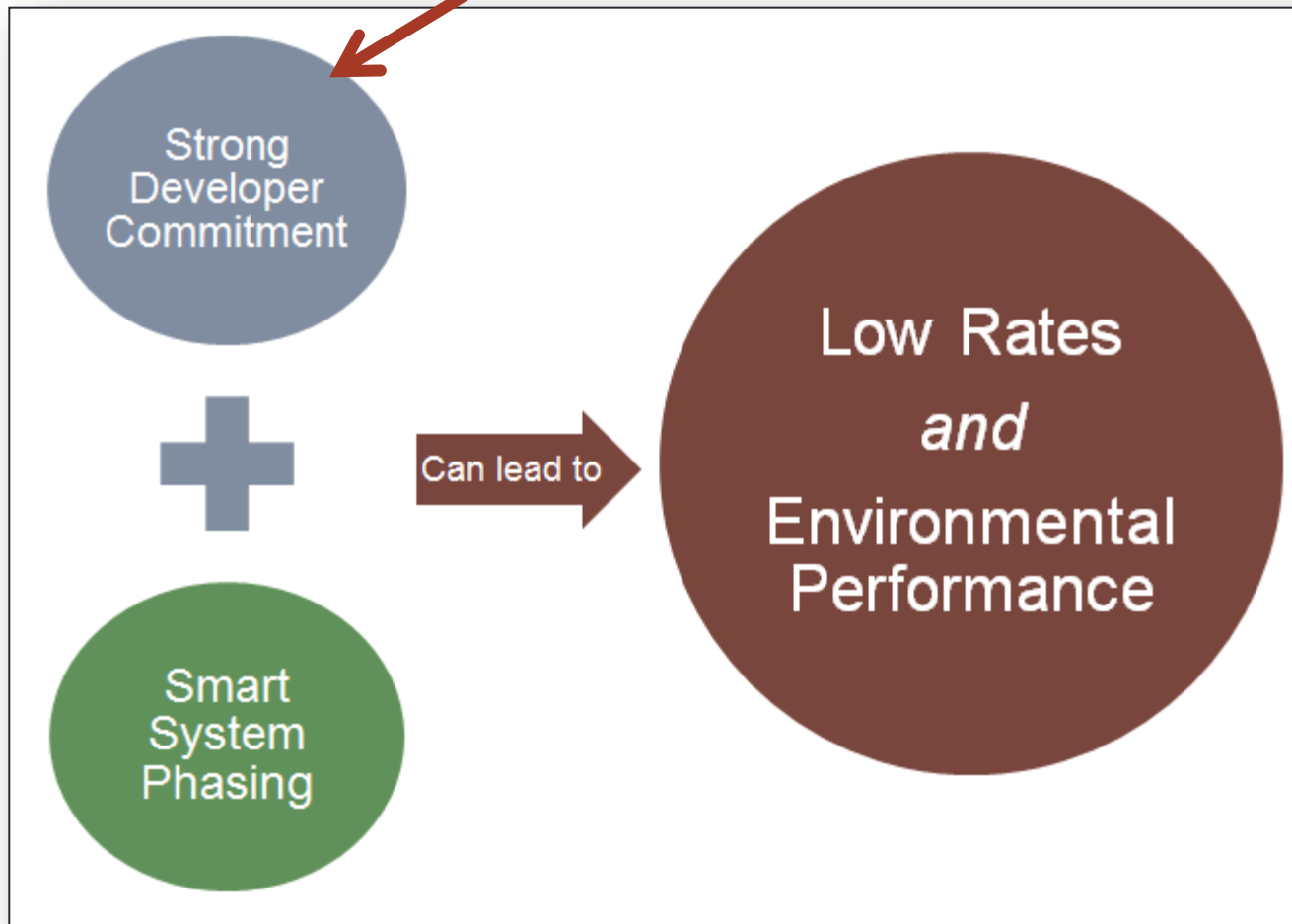
 Electric Rate Projections

# Environmental Benefits



# Strengthening Partnerships with Customers

Success relies on this!



# Developer Outreach

- Developer Workshops and Meetings
  - To understand market & developer needs
  - To develop partnerships
  - To share information
- Developer / Customer “Toolbox”
  - Competitive, stable rates
  - Land use incentives / density bonuses
  - Connection credit to offset hydronic costs
  - LEED Point Value
  - And more .....



# Questions & Discussion

- What strategies have others used?
- What challenges do other face in establishing district energy in new communities?
- What else should district energy utilities offer to help district energy take hold in new communities?