CHALLENGING YOU

TO THINK UTILITY FIRST
WHEN YOU THINK DISTRICT ENERGY

Grant Bierlmeier
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This is my “nephew” Otto

He lives “off the grid”
At Sombrio Beach

It is on
Vancouver Island
Figured it out long ago

Public Utility Service?
The **UTILITY MODEL** is the key to our future
What is a “grid” and do we need one?

If so, what is the minimum size?
Could we have more than one District Energy System in a single utility?
Can we provide utility service to Otto?

WITHOUT A GRID?
Regulation
Close CONNECTION between

CUSTOMER         UTILITY

NOT a GRID
CUSTOMER

simple contract terms

Rates

Service
Customers need service = cash flow in perpetuity = investment opportunity

Regulation = Efficient
How could Otto do business with an investor?

I DON'T ALWAYS BUY FROM "THE MAN"

BUT WHEN I DO I PREFER UTILITIES

REGULATED TARIFF?
What about INNOVATION?
Utility service is over the long term

then

Utility investments are long term

now
Capital intensive = EFFICIENT = good investment
focus on
OUTCOMES

Open to various
TECHNOLOGIES
The regulated Utility can introduce new technologies. Are there solutions to serve Otto?
Utilities can **LEAD** the change

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**DISTRICT ENERGY = UTILITY**

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*The best way to destroy an enemy is to make him a friend.*

-Abraham Lincoln

Abraham Lincoln 1861-1865
First think Regulated Utility When you think District Energy