

**CHALLENGING YOU**

**TO THINK UTILITY FIRST  
WHEN YOU THINK DISTRICT  
ENERGY**

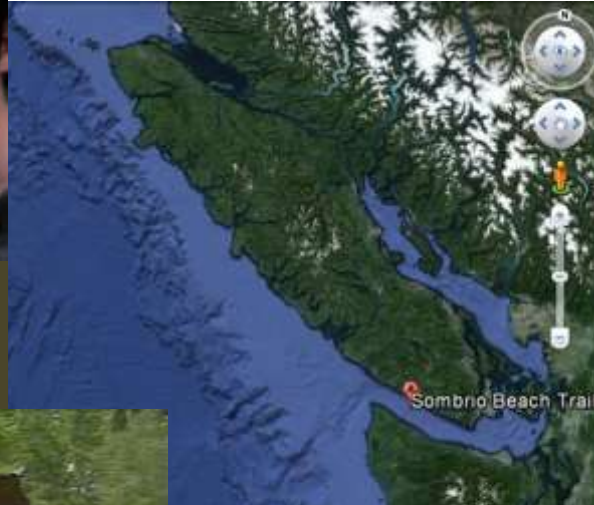


Grant Bierlmeier  
IDEA 2014

# This is my “nephew” Otto



He lives “off the grid”  
At Sombrio Beach



It is on  
Vancouver Island

Figured it out  
long ago

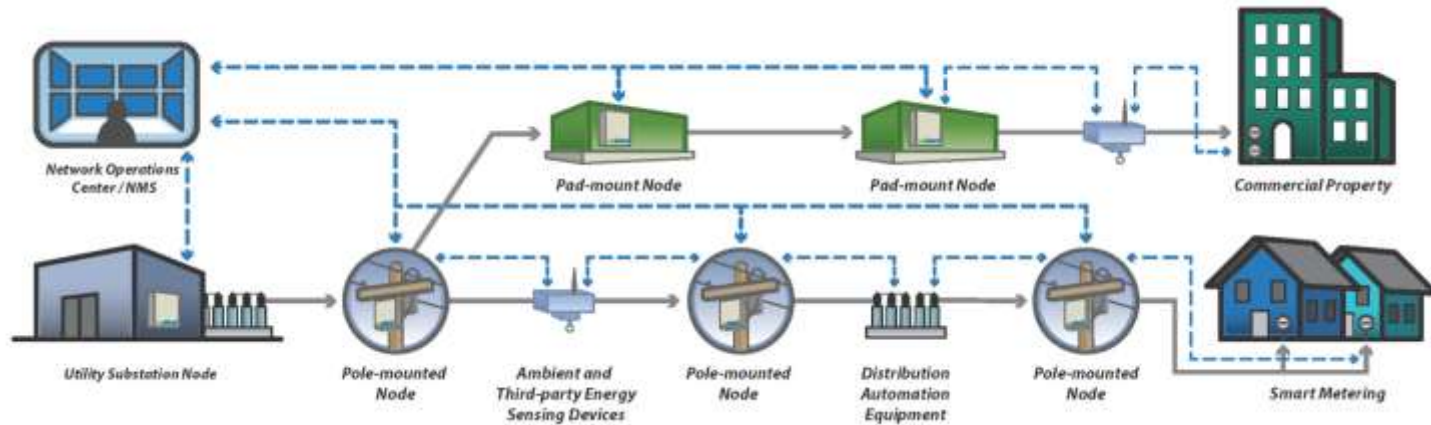


Public Utility Service?

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?

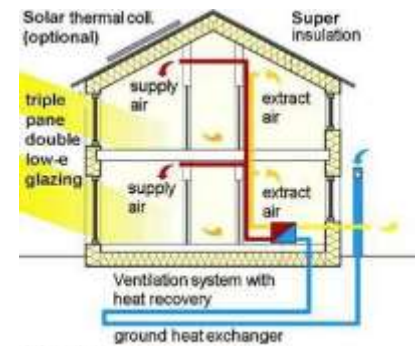
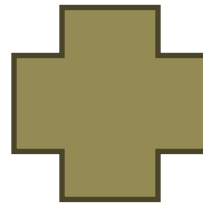


Photo courtesy of <http://www.pastipolis.org/>

Victoria



Vancouver



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?

**REGULATED TARIFF?**



What about  
**INNOVATION?**





Utility service is over the  
**LONG TERM**

then



now

Utility investments are  
**LONG TERM**

Capital intensive = **EFFICIENT** = good investment





focus on  
**OUTCOMES**

Open to various  
**TECHNOLOGIES**



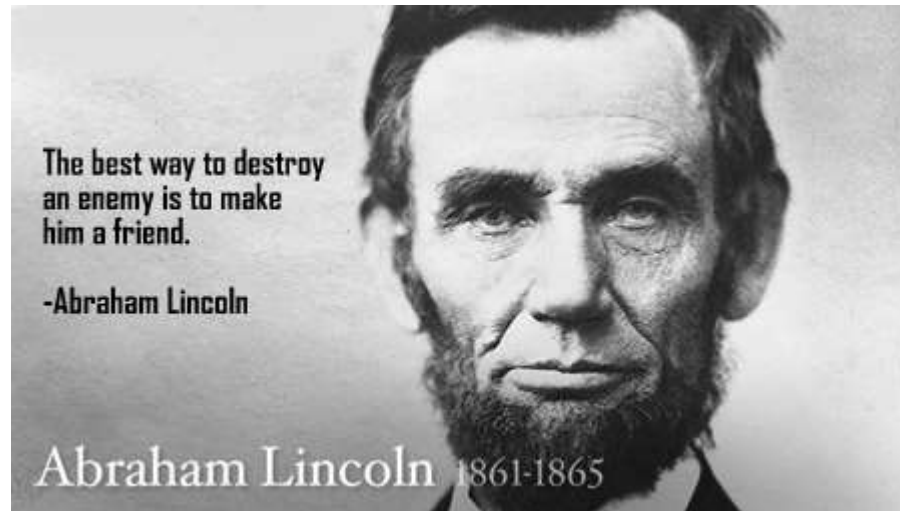


The regulated Utility can  
introduce new technologies

Are there  
**SOLUTIONS**  
to serve Otto?



Utilities can **LEAD** the change



**DISTRICT ENERGY = UTILITY**





First think  
Regulated  
**UTILITY**  
When you think  
District Energy