

# Key Takeaways from the CM&E Powering the Future Conference

## Greetings from the Government of Ontario:

Upcoming review of the Industrial Conservation Initiative (ICI)

Although no specific details of this review were shared, we caught up with Paul in the foyer and he assured us that business owners who had invested in Global Adjustment mitigation assets would continue to see returns

- Paul Calandra, MPP

## Energy Management:

Financial & other incentives through NRCan for Commercial and Institutional buildings, including Energy Star, ISO 50001 and BLD Project initiatives

Eager to work directly with Industry stakeholders Contact: donna.arts@Canada.ca

-Donna Arts, Sr Industry Officer, Natural Resources Canada

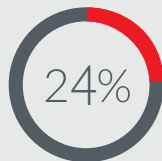
## Insights on Electricity Pricing in Ontario:



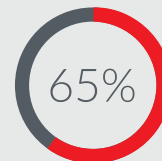
Electricity makes up 20% of total operating expenses for the average Ontario Manufacturer



However, for 50% of respondents it was less than 10%



Layoffs in the Ontario manufacturing sector have increased by 24%



65% increase in companies' efforts to manage or conserve energy use



Majority say that **Ontario** industrial electricity rates are **higher than** most provinces and states, leading to concerns about competition.

- Craig Worden, Managing Director, Pollara

## Energy 101 Presentation:



For SME's, Competitive energy costs & certainty are the most important things.



**Shift:** don't think of renewables as a commodity, but as a tech. Moore's law show's cost of Tech comes down, while the price of a commodities tends to increase with time.

-Ryan Duffy, Managing Director, Blackstone Energy Services

**Tim Clutterbuck,**  
President, ASW Steel:



Cost reduction success story

Saved **\$0.02 per kWh** by load shifting to off peak hours

Saved **15+ million** dollars by mitigating Global Adjustment Costs

Impact of missing one peak = **\$0.04 per kWh**

## An Update from the Ontario Energy Board (OEB):

The OEB recommends changes to Ontario's commercial and industrial electricity rates, including the addition of a 'Capacity Reserve Charge' for large customers with on-site generation assets

This would replace and standardize irregular standby charges, and take in to account the benefit that distributed generation equipment has for the electrical system

-Brian Hewson, Vice President, Consumer Protection & Industry Performance, OEB

