

Message

From: Terry Young [/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=872FA3F6E61A48709B11458C0C3B6CA6-TERRY YOUNG]
Sent: 2017-08-16 4:00:40 PM
To: Rouselle Gratela [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=4256e16327fa47d6980ef093ccdfb53d-Rouselle Gr]
Subject: RE: Net Positive Building in Waterloo, evolvl - 420 Wes Graham Way

Rene:

First, let me apologize for the delays in responding. I am glad that we had the opportunity to catch-up at the Energy+ meeting. Thanks you for passing along Adrian's email, as well as the details of a potential HPNC project with Evolv1. It is great to hear about innovative energy efficiency projects on the go, and the high level of engagement from customers and their channel partners.

I understand your concerns with respect to programs continuing to include demand based incentives, whilst targets for LDCs are energy based in the Conservation First Framework. It is important to note that demand based incentives continue to support the objectives of the Conservation First Framework by influencing projects which address regional system needs, by improving cost effectiveness of programs and further, by helping Ontarians save energy. References to demand based incentives will remain on the Save on Energy website so long as they continue to be part of the project incentive calculation through our programs. Through the Mid-term Review of the Conservation Framework there will be discussions focused on the objectives of the framework, as well as LDC budget and target allocations. I expect many different perspectives will be provided during these discussions and I encourage you and your team to share your perspective throughout this process.

Regarding a potential pilot with Cora Group on virtual net metering, I have asked my colleague, Abdi Mohamed, to reach out to you to arrange a call to discuss potential funding opportunities.

Thank you again for bringing this to my attention.

Terry

-----Original Message-----

From: RGatien@wnhydro.com [mailto:RGatien@wnhydro.com]
Sent: May 09, 2017 5:13 PM
To: Terry Young
Subject: Fw: Net Positive Building in Waterloo, evolvl - 420 Wes Graham Way

Hi Terry:

Good to see you today at the Energy+ meeting. Below is an email from Adrian Conrad, the builder/developer of the Evolv1 net positive building. The slide deck describes what they are trying to build which is an HPNC building with many great features, designed to LEED Platinum, and expecting to be Net Positive through the installation of solar array for electrical generation, as well as geothermal heating, hot water heating and cooling.

You can see from Adrian's email that they had included the incentives based on kw savings and not the lower kwh savings incentive. This is not the first customer or consultant to bring this to our attention as kw is still listed on the IESO website, however the LDC budgets can only afford the kwh incentives. We need the IESO to either provide the budget for kw incentives or to please remove the reference to kw incentive from the IESO website information.

On a different note, Waterloo North Hydro would like to work with the Cora group and the IESO to do a pilot on virtual net metering for the consumption of the multiple tenants in the building netted against the generation of the solar array. As we discussed, I would appreciate your support for this pilot and for you to put me in contact with the right people at the IESO to move this project forward to test out virtual net metering scenarios. We would also appreciate any contacts with funds that would invest in this project. I believe the Cora Group will be a cooperative partner and will share their learning from this project as they believe in sustainable buildings as the right way to do things today, and as the way of the future.

As an aside, the three LDCs have an affiliate, GRE Corp, that is interested in getting involved with this project as well.

Any help you can give us for resolving the kw incentive issue and with the introductions to appropriate contacts for this project, would be appreciated.

Thanks,
Rene

Rene W. Gatien, P. Eng., MBA, ICD.D
President & CEO
Waterloo North Hydro Inc.,

Phone 519-888-5544

Fax 519-886-8592

rgatien@wnhydro.com

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----- Forwarded by Rene Gatien/WNHYDRO on 05/09/2017 04:54 PM -----

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|Adrian Conrad <adrian@coragroup.com>
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Good afternoon Rene,

Thank you for taking the time to meet on Friday. There were a few things that I promised to follow up on. I appreciate your explanation of the HPNC program and the impact at a local utility level versus what IESO suggests.

FIT5:

I am still trying to find out exactly why we were declined. I will advise once I can track down the info.

Feasibility Study:

We discussed one of the responses regarding the HPNC program was that we would have done it anyway. We discussed that we commissioned a feasibility study prior to starting design and committing to proceed. Attached is the Incentive Scan section of the Appendix. The first item is the IESO program we are discussing which we relied on as part of our pro forma for the project. I did not see anything on the IESO website to suggest we would only qualify for lesser amounts.

Slide Deck:

Attached is the slide deck I used at the WISE Day presentation and SWR's evening of recognition.

More information is available at evolv1.com

I will take you up on your offer to observe some of WNH learnings from your building as it sounds like you have implemented many of the features we are targeting.

Thank you again for your time,
Adrian

Adrian Conrad
Chief Operating Officer | Cora Group Inc.

Office: (226) 476-4531 | adrian@coragroup.com

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(See attached file: CSE_Feasibility Study Report_Appendices- Oct 3 2016.pdf)(See attached file: WISE Presentation.pptx)CONFIDENTIALITY DISCLAIMER: This e-mail message, including any attachments, is confidential and intended only for the person(s) named above. This material may contain confidential, privileged or personal information which may be subject to the provisions of the Personal Information Protection & Electronic Documents Act (PIPEDA). Any unauthorized use or disclosure is strictly prohibited. If you are not the intended recipient or have received this message in error, please notify the sender or Waterloo North Hydro immediately and permanently delete the original message including any attachments and copies. Thank you for your cooperation. This message has not been encrypted. Special arrangements can be made for encryption upon request.

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