



LAKELAND POWER CUSTOMER EVENT 2015

CUSTOMER SERVICE | OPERATIONS | CONSERVATION

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AGENDA

PURPOSE - TO COMMUNICATE IN PERSON WITH LAKELAND POWER'S LARGE USER GROUP

55 in attendance, list available upon request



**THE CULTURE OF ENERGY CONSERVATION IS
EVOLVING**
LET'S EVOLVE TOGETHER

Thursday December 3, 2015
JW Marriott – The Rosseau Muskoka



EVENT AGENDA

Morning Session

9:30	Networking
10:00	Lakeland Holding Introductions
10:30	IESO Regional Planning
11:30	Cornerstone Hydro Electric Concepts (CHEC)
12:00	LUNCH

Afternoon Session

12:45	Afternoon session – Agenda review
1:00	IESO Conservation Demand Management
1:30	Lakeland Power Conservation Demand Management Introduction and discussion
2:30pm	Closing Remarks



PRESENTATION NOTES

LAKELAND HOLDING INTRODUCTIONS

Chris Litschko (CEO) introduced Lakeland's group of companies to the attendees. Operation Managers were introduced, and each gave a short presentation *presentations available upon request*

OPERATIONS – BRIAN ELLIOTT – PRESENTATION NOTES

- Representative from Village of Magnetawan asked for more information on tree trimming. Tree cycles and details behind the process.
- Representative from the Town of Huntsville asked for more information on generation of local energy and its impact on ratepayers.

IESO – REGIONAL PLANNING PRESENTATION / CDM

- Questions regarding demand on the system and constraints.
- Large User guest (HONE customer) - first mill to impose energy management system – there was open dialogue around this; discussion on frequency of unplanned HONE outages
- Where do we stand with our (Ontario) supply? What is our surplus energy going into 2018-2021?
- Large User question - What are the impact of the Green Energy initiatives on our surplus?

CUSTOMER SERVICE / CDM – PRESENTATION NOTES

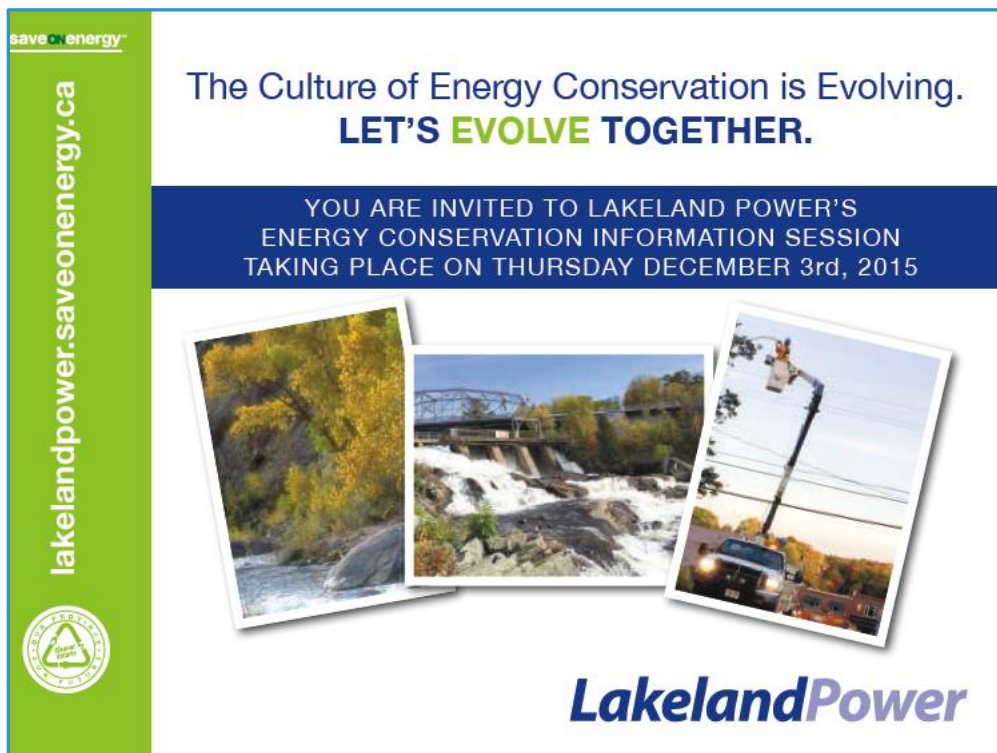
- A representative from Uponor Ltd asked how are we going to help Uponor stay in Ontario? How is he going to sell staying in Ontario to his Board of Directors? Henri L went on to explain challenges with the cost of electricity. They explained that they are working with Lakeland regarding looking at ways to reduce costs and in turn demand. At this time, they are looking at Chiller Retrofit, lighting and establishing internal strategies. His team have put in place a 3-year conservation plan.
- A representative from the Town of Huntsville explained how they are looking at lighting Retrofit at the arena and library. At this time, they are also working with Lakeland to complete these applications, in hope to reduce costs. In the midst of completing LED street light conversions. Would like to look at Waste Water treatment plans.

- A representative from the Town of Parry Sound, discussed how they completed large Street lighting project.
- General discussion continued between shareholder and large users regarding internal processes and strategies to ensure participation in Save on Energy Programs. Lakeland to reach out to each municipality and discuss SOE programs.
- Attendees discussed the need for the enhanced PSUI Program. / Launch Jan 1, 2016
- A representative from the Town of Bracebridge – Focused driven discussions/open dialogue for municipal challenges related to infrastructure and cost of power. What can we do together? Suggestion that LLP provides to large user group a case study of a completed Save on Energy project (Uponor) * case study distributed early 2016*
- Lakeland was asked if they were aware of the Innovation Fund? Are there plans to apply or research into alternative funds or pilot programs that could benefit LLP customers?
- General Discussion - energy storage and electric vehicles

APPLIED MARKETING EFFORTS

INVITE

The invite to all large users was distributed via direct email, direct mail and phone calls.



*Please join us Thursday December 3rd, 2015
to learn more about Lakeland Power's
Conservation Programs.*

Location: JW Marriott – The Rosseau, Muskoka

AGENDA

9:30 am	Networking
10:15 am	Lakeland Holding Company Introductions
10:45 am	Conservation Demand Management Introduction
11:15 am	Independent Electricity System Operator (IESO)
11:45 am	Lunch
12:45 pm	Cornerstone Hydro Electric Concepts Inc. (CHEC)
1:15 pm	Open Discussion

Please email jmontpetit@lakelandpower.on.ca or call
1-888-282-7711 Ext 504 to register.

Please register by November 26th, 2015

LakelandPower

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POSTER

THE CULTURE OF
ENERGY
CONSERVATION IS
EVOLVING
LET'S EVOLVE
TOGETHER

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CONSERVATION DEMAND
MANAGEMENT

DECEMBER 3rd, 2015

conservation@lakelandpower.on.ca

FINAL PRESENTATIONS * AVAILABLE UPON REQUEST

- Lakeland Holding Presentation
- Lakeland Power Presentation
- IESO / Regional Planning Presentation
- IESO / CDM Presentation
- Lakeland Power CDM Presentation
- CHEC Presentation