Collaboration & Partnerships
A Strategy to Advance DSM

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Understanding energy demand in BC

**BC Hydro’s Electricity Gap**

**BC Hydro’s Supply and Demand Outlook**

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**Conserve More**
By helping customers be more efficient and use power wisely, we can reduce the need to build new generation capability.

**Buy More**
BC Hydro will continue to purchase power from independent power producers (IPPs) that use clean or renewable resources.

**Build and Maintain More**
BC Hydro’s aging infrastructure requires reinvestment to operate safely and reliably. We will also examine the potential of new hydro generation facilities.

**Legend**
- Draft 2010 load forecast range
- Total BC Hydro supply reflecting Clean Energy Act
- Mid forecast of customer demand
- 3,000 GWh per year of energy insurance requirement reflecting Clean Energy Act
- Mid forecast after DSM

*Special Direction 10 (SD 10) to BCUC requires BC Hydro to achieve electricity self-sufficiency by 2016 and each year thereafter solely from electricity generating facilities within B.C. As a result, BC Hydro has removed the 2,500 GWh/yr of non-firm energy/market allowance from its resource stack effective F2017.*
Collaborate
Transform
Integrate

- 3 key strategies in BC Hydro’s DSM Plan
There are many drivers for Collaboration

- Customer Service
- Market Access
- Market Penetration
- Shared Offer
- Leverage Cost +/or Brand
- Share Knowledge
- Build Capacity
- Influence Decisions
Collaboration comes in many forms

- Formal and structured / informal
- Partner types
- Time specific vs. continuous
- Single, networked, multi-dimensional
- Individual to market impact
Types of Business Sectors
Examples of BCH Partners

- Accenture
- ABSU
- Home Depot
- Canada Green Building Council
- Pulp and Paper Customers
- West Coast Joint Utility Lighting Working Group
- GE
- Terasen
- Costco
- CEATI
- SFU
- UBC
- BCIT
- Ministry of Energy
- Ministry of Public Safety and Solicitor General
- First Nations
- Northlands:
  - Terasen
  - SFU
  - BCIT
  - Ministry of Energy
  - Ministry of Public Safety and Solicitor General
UBC – BC Hydro MOU

Build on shared values of both organizations

– Commitment to sustainability
– Creating a “culture of conservation”
– Serving British Columbians
Strategic Collaboration

- MOU represents an evolution from “tactical” projects to a more holistic, strategic relationship.
Value of MOU with UBC

Innovation

Implementation

Education

Engagement
Lessons

- Takes time
- Understand needs – yours and partners’
- Be clear on objectives
- Values and interests need to be aligned
- Assessment of fit – strategic, culture, resources
- Many ways to structure
- Pick quick wins, build from there
- Needs management and measurement
- Can’t always tell winners from losers
- Not static, must evolve or die
- Have an exit strategy
Targets
2030+
New collaborations will be needed to meet the targets and direction in the DSM plan.
Thank you