



Burlington **hydro** inc.



Burlington **electricity services** inc.

SUITE METERING PROGRAM / EV CHARGING STATIONS

APARTMENT BUILDING OWNERS



Lunch and Learn, Thursday, June 24

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Representative, Burlington Hydro Inc.



Introduction

- **My name is Erik Kalm.**

- 15 years in the industry
- Started off with Enbridge Electric, where I lead the sales team
- I've worked with and represented numerous utilities including Burlington Hydro, Veridian, Alectra (Enersource and Horizon), Oakville Hydro, Grimsby Power, Halton Hills Hydro, Waterloo North Hydro, Guelph Hydro, etc.





History of Submetering in Ontario

- Ontario Government released a discussion paper on December 21, 2004 Entitled “Electricity Transmission and Distribution in Ontario – A Look Ahead”
- From this we go the Energy Conservation Leadership Act
- Finally Bill 21 – The Energy Conservation Responsibility Act, (2006)
 - o (1) Despite the *Condominium Act, 1998* and any other Act, a distributor and any other person licensed by the Board to do so shall, in the circumstances prescribed by regulation, install a smart meter, metering equipment, systems and technology and associated equipment, systems and technologies or smart sub-metering systems, equipment and technology and any associated equipment, systems and technologies of a type prescribed by regulation, in a property or class of properties prescribed by regulation at a location prescribed by regulation and for consumers or classes of consumers prescribed by regulation at or within the time prescribed by regulation.
 - o This did not pass, but would have made things much easier and cleaner



History of Submetering in Ontario

- Bill 21 passed three readings, but did not receive Royal Assent unchanged.
- What we finally got was the following:
 - o “The *Energy Consumer Protection Act, 2010* also requires the installation of individual smart metering — or suite metering — in all new condominiums and apartment buildings.”
 - o “For existing condominiums, the act allows individual suite meters to be installed with the approval of the condominium board, however it is not required.”
- Then the OEB put into place the Ontario Unit Sub-metering Code (2008. Revised 2015)
 - o “The purpose of this Unit Sub-Metering Code (the "Code") is to set out the minimum conditions and standards that a licensed unit sub-meter provider must meet when providing unit sub-metering services on behalf of exempt distributors. “
 - o Please note they are licensed, and not Regulated.
 - o No rate regulation of any kind



Suite Metering vs Sub Metering

- Suite Metering – is a regulated activity done on by a LDC.
- Sub – metering – Licensed activity wherein a Sub-Meterer installs equipment that allows it to meter individual suite consumption and common area consumption AFTER the bulk meter
- While a utility is rate regulated, the Sub-Metering company is not. Their contract and conditions of service make up the legal agreement between the customers and the Sub-meter provider.

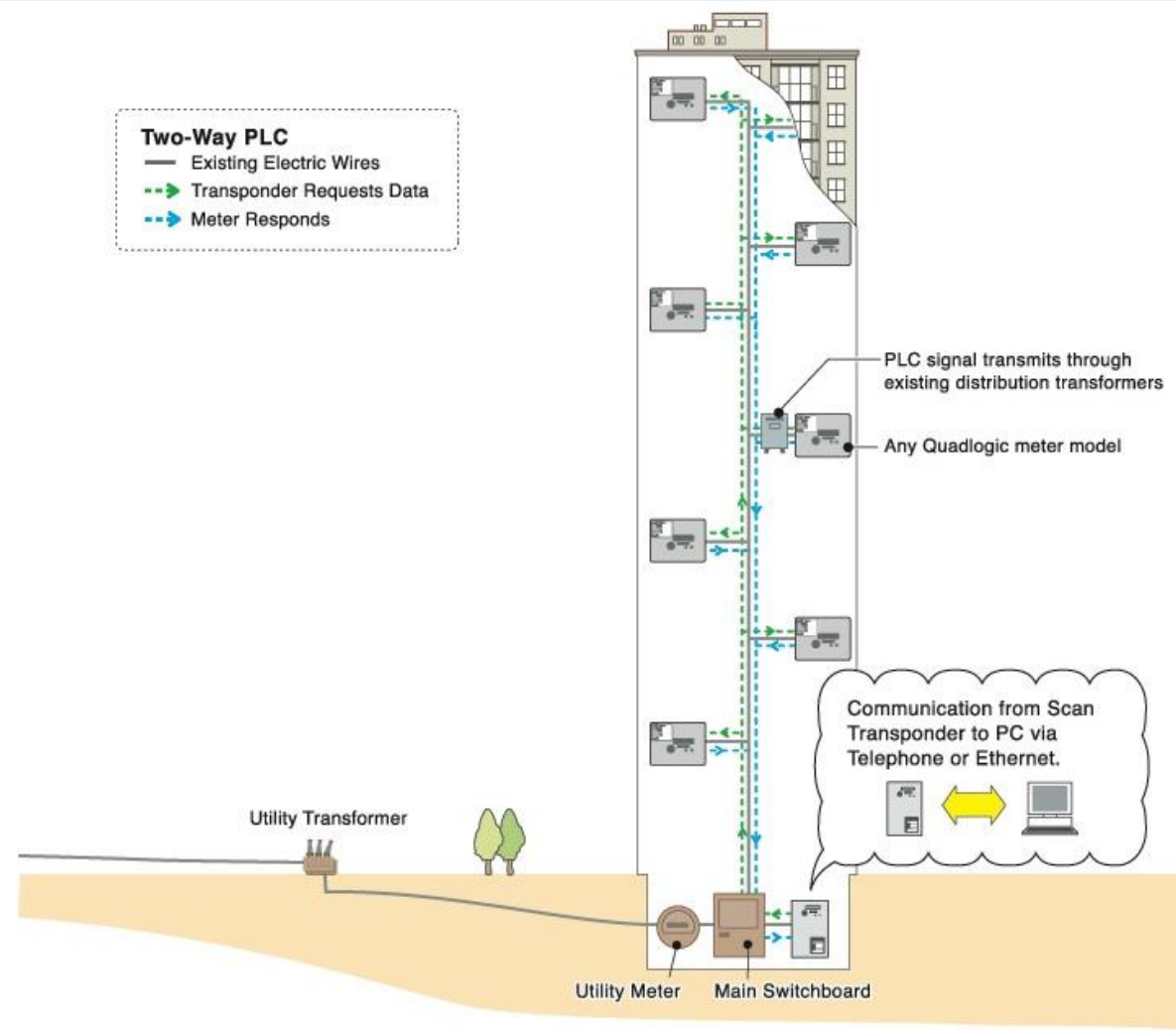
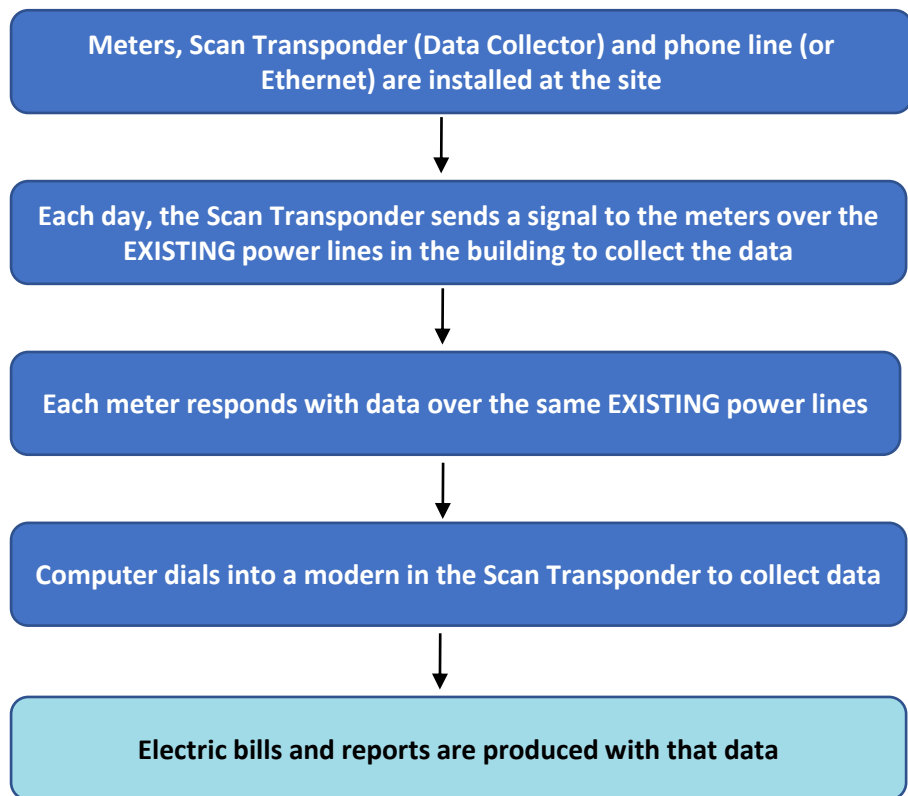


Apartment Market

- Apartments can only be sub or suite metered on turnover, or by the agreement of the tenant. You cannot force a tenant to switch to sub-metering
- Government cracked down due to some questionable practices of landlords in concert with sub-metering companies
- Burlington has a new Suite Metering program for rental apartment buildings.



How does it work?





How does it work?

TYPICAL APARTMENT SUITE METERING CONVERSION

1	A contract is signed with the building owner	
2	6-Months after the contract is signed, go-live with conversion on Day1	Typically 10% of units
3	Year 1 (18 months after contract signed)	15% of units convert to suite meters*
4	Year 2 (30 months after contract signed)	15% of units convert to suite meters*
5	Year 3 (42 months after contract signed)	15% of units convert to suite meters*
6	Year 4 (54 months after contract signed)	15% of units convert to suite meters*
7	Year 5 (66 months after contract signed)	15% of units convert to suite meters*
8	After 5.5 years (66 months)	The remaining units and common elements default to building owner

Burlington Hydro's Electricity Suite Meter Apartment Building Conversion programs are tailored specifically to the needs of apartment building owners. The program is an easy step-by-step process.

15% of units convert to suite meters. As units are converted, the bulk meter will show net remaining customers only.



Why Convert?

If your apartment still uses bulk metering, there is no motivation for tenants to conserve, and you pay the price

After a suite metering conversion by Burlington Hydro, tenants get billed individually based on the actual consumption of their individual suite. The more units that get converted to this 'user pay system', the more predictability will be driven into your operating expenses.





Why Burlington Hydro?

Trusted. Experienced. Responsive. Reliable

From design to managing installation, our expert team provides a fully turnkey suite metering solution.

We handle

all the details of the installation / retrofit - at your pace - as you convert units to the suite metering model.

You reap the benefits of our decades of energy management and local electricity distribution experience.

Burlington Hydro gives you:

- Suite Metering Conversion tailored to your building's specifications and unique circumstances
- Professional engineering support – we handle all planning, approvals and oversight
- Expert installation/retrofit of all electricity suite metering equipment
- One-of-a-kind security and transparency – Regulated by the Ontario Energy Board (OEB)



The Mindset Challenge





The G5 Gateway Meter (IoT Enabled)





Benefits of Suite Metering

- Typically, at least 20% reduction in electricity use.
 - Study after study shows this:
 - Navigant – 2 studies
 - Oakville Hydro
 - Toronto Hydro
 - New York State
- Behaviour change happens immediately
- Building becomes easier to manage
- Anecdotal evidence of increase in resale value



#5 and #7 Concorde Place





QUESTIONS?



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