

April 14, 2021

Ms. Christine E. Long
Registrar
Ontario Energy Board
2300 Yonge Street, 27th Floor
P.O. Box 2319
Toronto, ON, M4P 1E4

Dear Ms. Long:

Re: Framework for Energy Innovation, Distributed Resources and Utility Incentives (EB-2021-0118)
Nominations

Please accept this letter as our formal list of nominees for the Framework for Energy Innovation (FEI) Working Group. As the trade association for the sector, we believe that all the following individuals would be welcome additions to the Working Group and would properly represent the perspectives of the energy storage sector in Ontario (biographical information can be found in the Appendix):

- Utilia Amaral, STEM
- Jim Fonger, AMERESCO
- Geoff Osborne, NRSTOR

Energy Storage Canada (ESC) is the national association for the energy storage industry in Canada and represents the full supply chain of energy storage. ESC focuses on advancing opportunities and building the market for energy storage through advocacy, networking, and stakeholder education. Our mission is to advance the energy storage industry in Canada through collaboration, education, policy advocacy and research. We take an unbiased view towards technology and are supported by the contributions of our active members.


Recently, ESC commissioned a study to assess the value of energy storage in Ontario. The report, [Unlocking Potential: An Economic Valuation of Energy Storage in Ontario](#) shows that the introduction of at least 1,000 MW of energy storage can provide net savings between \$774 million to \$2 billion under a base case and a high estimate case, respectively. Importantly, this study considered the potential benefits associated with the deferment of transmission and distribution assets (i.e., energy storage as a non-wire solution). Unlocking the value of energy storage in Ontario will require a coordinated effort with the OEB, IESO, utilities and energy storage providers on matters such as planning, cost allocation, remuneration, and pathways for regulated utilities to partner with the private sector.

Ontario is well positioned to take advantage of energy storage technologies and services, modernizing the grid, and reducing system costs. The energy storage industry works alongside customers in Ontario to provide energy services and helping to manage costs. In addition to quantifying system wide-benefits, our Study also considered the benefits of energy storage to customers directly (i.e., reduced costs, resiliency, etc.). While behind-the-meter services directly benefit their host customer, there are aggregated benefits for the electricity grid as well.

ESC welcomes the opportunity to participate fully in this OEB initiative as it is of utmost important to fully unlocking the potential of energy storage in Ontario. With participation of all our nominees on the FEI Working Group it will provide a robust feedback loop to our membership than if we just had one or two representatives.

I would be happy to speak further if you have any questions about our interest or of our nominees.

Sincerely,



Justin W. Rangooni
Executive Director
Energy Storage Canada

APPENDIX – Nominees Resume (in alphabetical order)

Utilia Amaral, STEM

Utilia has been working in the regulatory and government affairs space for the last two decades and we believe she has the skills and experience that would benefit the FEI WG as the Ontario Energy Board develops integral roadmap for energy innovation.

During the last 20 years Utilia have gained experience across various energy segments. She has obtained extensive subject matter expertise dealing with renewable energy, energy storage, nuclear (small modular reactors), sustainable conservation policies and efforts designed to confront climate change across Canada.

Utilia has also served for Alectra (Ontario's second-largest electric utility) and the Canadian Nuclear Association (developing a path for small nuclear reactors). Utilia received an Executive MBA in 2019 through the University of Toronto's Rotman School of Management.

In addition, Utilia's board and advocacy experience is extensive. She was appointed to serve on the Board of Directors of the Canadian Solar Industries Association from 2014 to 2020, and Chaired the Board in 2016-2017. Utilia is currently a very active member of Energy Storage Canada and has also been selected as a volunteer Advisor to the MaRS Cleantech Venture Services Team where she will provide policy and regulatory advice to the team as they seek to connect start-ups in the cleantech sector with potential venture capital opportunities.

Jim Fonger, AMERESCO

As VP of Business Development & Distributed Resources at Ameresco Canada, Jim is responsible for all top line Sales at Ameresco along with developing the strategy that is establishing Ameresco as a leading Distributed Energy Resource provider.

With over 30 years of business leadership in both the telecommunications and energy sectors, Jim brings unique experience to this post at Ameresco having led the development of many energy services and smart city projects in the municipal sector. More recently he developed two ground-breaking DER projects; a LDC grid-connected 5MW – 16MWh energy storage system that is an Ontario electricity market participant, and the design and

implementation of a microgrid under a DBOOM business model that will make a London District Catholic School Board high school not only carbon-free but a market participant.

Currently, Jim also serves as Chair of Energy Storage Canada working closely with our Board of Directors to advance the interest of energy storage throughout the country.

Geoff Osborne, NRSTOR

Geoff helped to start NRStor in 2012 and is on the Board of MPOWER – Canada’s certified installer of the Tesla Powerwall home battery product. As Director of Strategy & Operations at NRStor, Geoff is focused on development / M&A, asset management, fundraising, and strategic planning. Geoff has led several first-of-kind utility Dx storage projects and has extensive experience developing and operating battery, flywheel, compressed air energy storage (CAES) and renewable energy projects in Ontario.

Geoff has championed regulatory changes to enable energy storage across Canada for nearly a decade and currently participates in various IESO, OEB and Ontario energy industry stakeholder groups. More recently, Geoff has led several innovative Dx storage projects under review by the OEB related to utility/private sector joint ventures, FTM/BTM Dx storage projects, virtual power plants/aggregation, hybrid projects (storage/renewables), “benefit stacking” and wholesale market participation, regulated Dx reliability investments, etc.

In 2016 Geoff was presented the Canada Clean50 Award as an outstanding contributor to clean capitalism and named to the World Energy Council’s Future Energy Leaders’ program. Geoff holds a Master of Laws (energy & infrastructure specialization) from Osgoode Hall Law School and a Bachelor of Science (Honours) from Queen’s University.