

## DRIVING CONSERVATION & EFFICIENCY

### IT'S THE ECONOMY AGAIN! SESSION #4

MAKING GREEN ENERGY HAPPEN: POLICIES & PRIORITIES  
LAWRENCE NATIONAL CENTRE FOR POLICY & MANAGEMENT  
SPENCER LEADERSHIP CENTRE – LONDON, ONTARIO

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## ACKNOWLEDGEMENTS

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*BOPI is administered in Ontario by the Agricultural Adaptation Council.*

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*The Ontario Ministry of Agriculture, Food and Rural Affairs*

Canada 

 Agricultural  
Adaptation  
Council



Agriculture and  
Agri-Food Canada

Agriculture et  
Agroalimentaire Canada



ENERGY STRATEGIES ... ENERGY SOLUTIONS

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NET USER



NET PRODUCER

1<sup>ST</sup> - EFFICIENCY

2<sup>ND</sup> – GENERATION  
(RENEWABLES)

Energy ...

- From agriculture
- by agriculture
- to the benefit of agriculture
- for the greater good of all!

### ONTARIO AGRICULTURE:

- 15% of Ontario's Nat Gas consumed by Agriculture
- \$80,000,000 in Savings through efficiency
- 20% improvement yields 3-4 % lower cost & emissions
- ~ 35% of cost of gas flows out of Ontario
- 20% of local activity ends up as provincial revenue
- \$1 of efficiency = \$0.35 offset of payments to others
- \$1 of green generation = \$0.35 + \$0.20

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## START WITH EFFICIENCY:

*. . . The least cost, highest return, most efficient expenditure of money is energy conservation*

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### SUSTAINABILITY :

- Build conservation & efficiency into the culture of agriculture
- Return margin to agriculture through energy productivity
- Energy supply from agriculture – focus on alternative or renewable technologies
- Lead environmental management for agriculture
  - produce revenue for farmers though carbon credit management

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## Energy Analysis

- Analyze
- Audit
- Benchmark Energy Use
- Identify

## Energy Action Plan

- Plan
- Improve/ Change
- Training
- Energy Savings
  - Volume
  - Dollars
- Incentives
- Financing

## Implementation

- Project Management
- Optimize
- Measure

## Carbon Credits

- Before & after measurements
- Sale, trade or hold credits
- Green Energy Marketing

## AGRI-FUND:

“To get agricultural based energy projects up and going on a more timely and cost effective basis.”

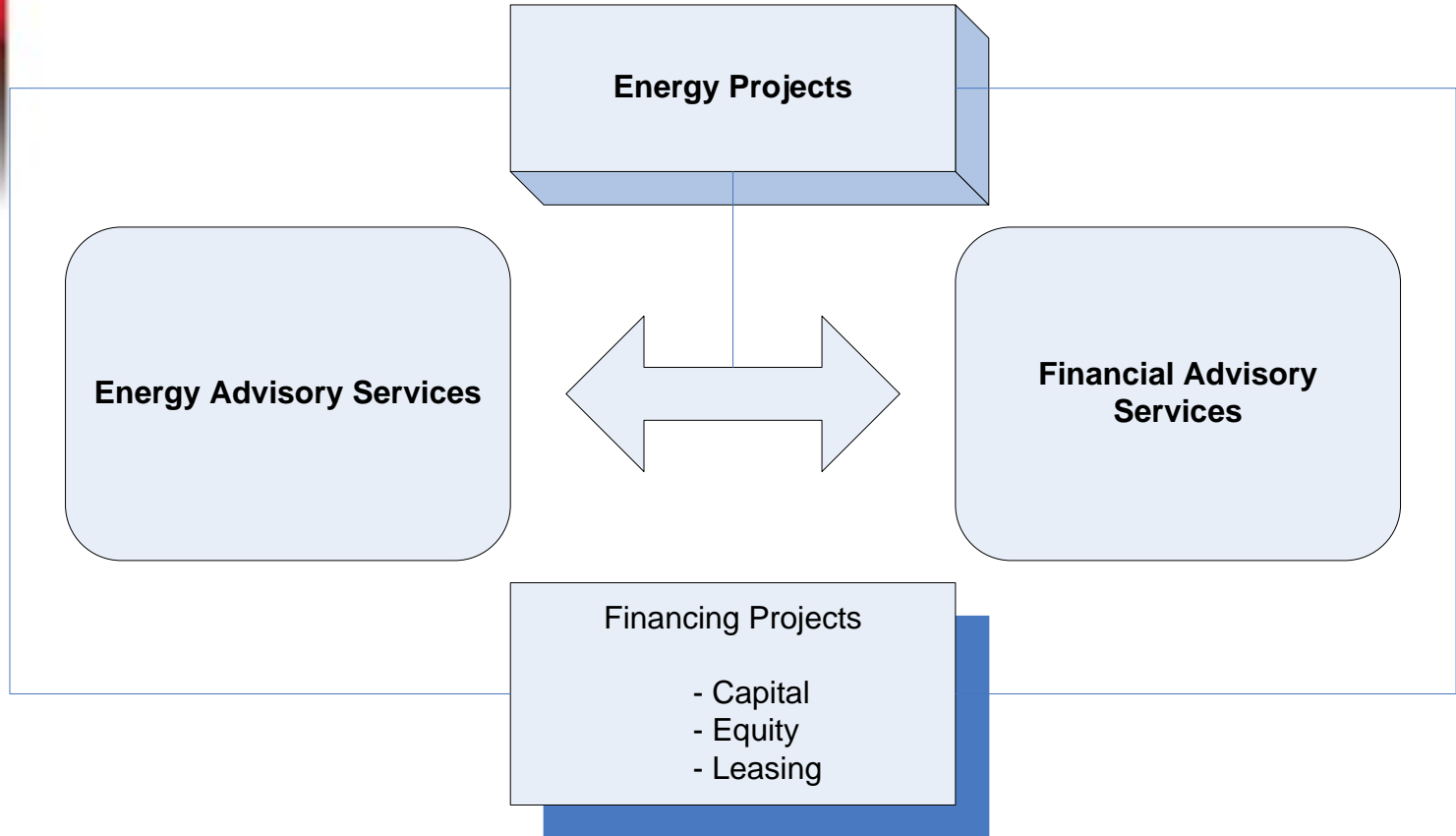
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- Attract investment
- Vehicle for business plans for current or emerging energy opportunities,
- Structure – to move from business plan to commercialization
- Benefit Stakeholders
- Partnerships with private/public players ,
- More timely progress for the development of sustainable energy projects

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Key Needs:

- A co-op structure is preferred
- Designed by farmers for farmers
- Control of credit and financing in the hands of farmers
- Catalyst to bring projects forward
- Sustainable approach - allow reinvestment and growth - ROI
- Strong model, top management team, build confidence in the fund to attract investment

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### Key Needs:

- Reasonable return to investors
- Vehicle for government investment
- Tax alternatives
  - Flow through shares,
  - RRSPs
- Portfolio approach for investors – no need to commit to a single project,
- Due diligence by BAS leads to easier access to debt capital
- Control project risk through the ability to do follow on debt investments.

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- Develop a national fund
- Continuous feedback from groups and individuals.
- Startup will be gradual - one or more pilot projects
- The greatest need for new sources of green energy!

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Ag Energy has committed \$250,000 to support fund development!!