

# Welcome to today's CHBA Net Zero Webinar!

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- Building Net Zero Energy/Net Zero Energy Ready Homes
- High Performance Building Enclosure Systems

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## SILVER



## BRONZE



# Today's Webinar

June 14, 2023, from 10:30-11:30 PT / 1:30-2:30 ET

## Enbridge Sustain: How Energy-as-a-Service (EaaS) delivers low carbon solutions



**Presented by:** Derek Hickson, P.eng, Product Development Specialist, Enbridge Sustain

What is Energy-as-a-Service (EaaS) and how can it help deliver low carbon solutions? Enbridge Sustain will present their newly launched EaaS line of business which aims to help homeowners, developers and commercial customers reduce their greenhouse gas emissions through the design, installation, maintenance, and energy reporting of dependable and convenient energy solutions.

With offerings including geothermal heating, solar photovoltaic, hybrid heating and electric vehicle chargers, Enbridge Sustain manages the end-to-end delivery of solutions at no upfront cost to customers.

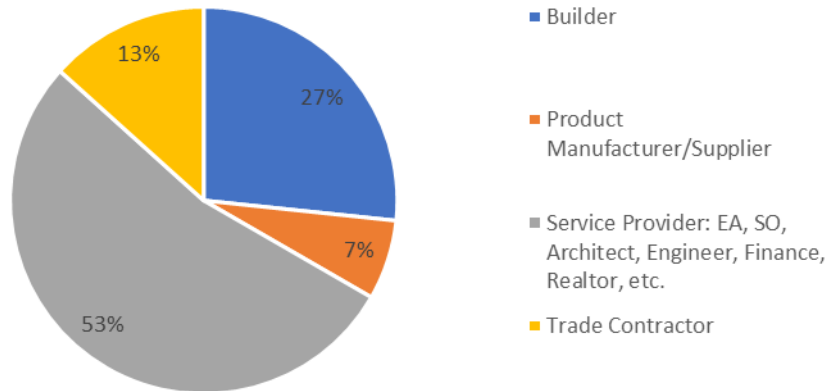
*Join us for this webinar to learn more about the various solutions offered, project eligibility, and how Enbridge Sustain can serve your next project's energy needs.*

**CHBA Members will be able to access the webinar recording and slide deck at [chba.ca/NZwebinars](https://chba.ca/NZwebinars)**

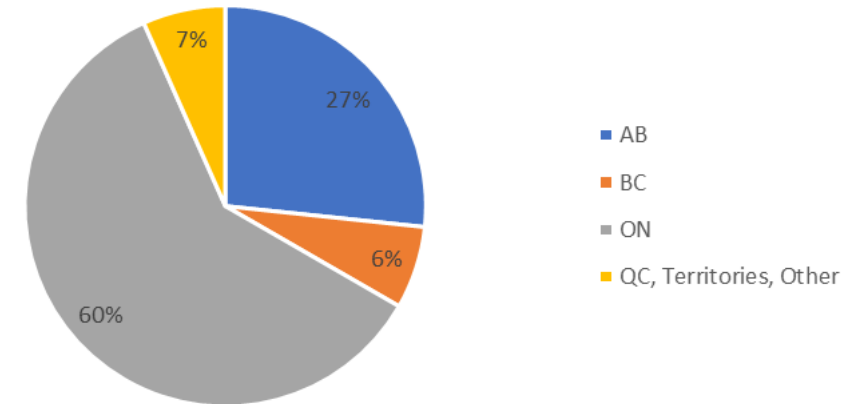


# POLLS

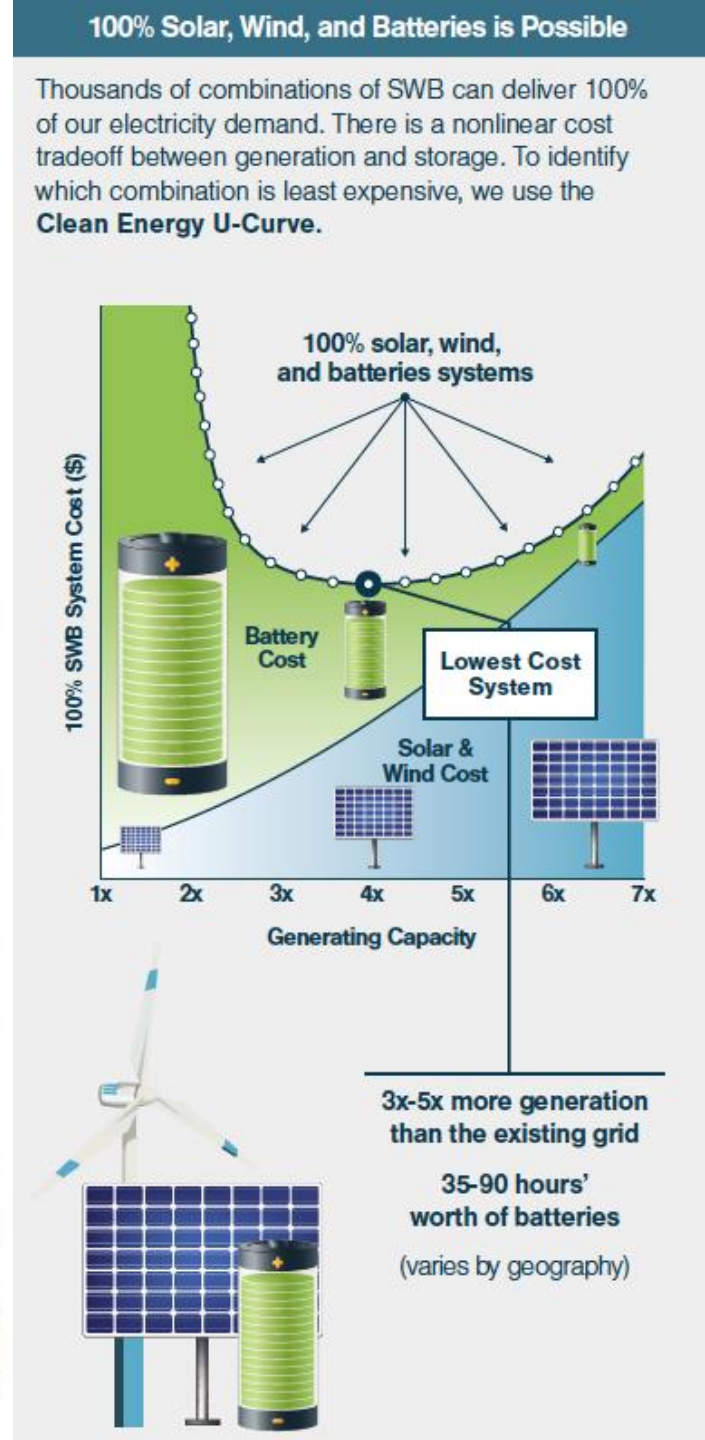
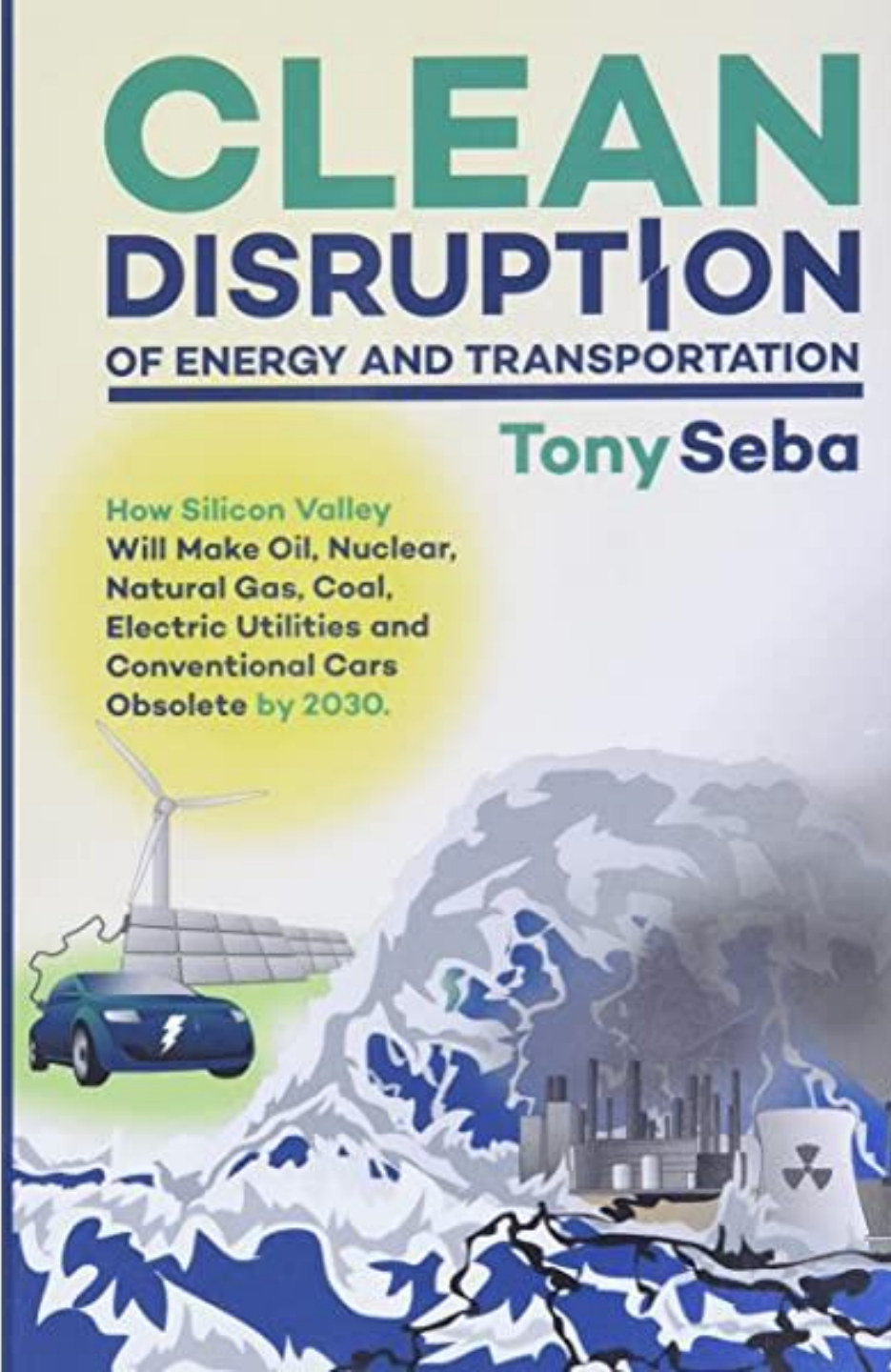
Which of the following best describes you?



Where are you tuning in from?











# Towards a low-carbon future

A simple, affordable way to adopt sustainable energy solutions



# Leading the energy transition

## Overall corporate targets

Net  
**zero**  
emissions



Eliminate GHG emissions from our business on a net basis (net zero) by 2050

**35%**



Reduce the intensity of GHG emissions from our operations 35% by 2030

## Energy transition strategy

### Using less gas



- Energy conservation
- Hybrid heating
- Natural gas heat pumps
- District energy systems

### Non-gas solutions



- Geothermal
- Carbon capture
- Solar PV/Battery storage
- Integrated resource planning (IRP)

### Carbon-neutral gas



- Hydrogen:  
Power to gas
- Renewable natural gas

# Challenges faced by customers



Cost to adopt sustainable energy solutions.



Time to research the best choice for their needs.



Technical expertise to find a reliable solution.



Concerns with maintaining new technologies.

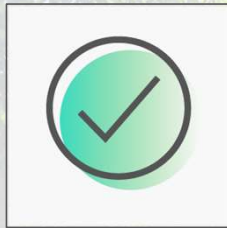
# Introducing Enbridge Sustain

Energy solutions to help builders, homeowners and businesses



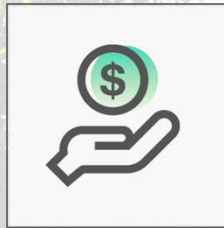
## Reliable

Enbridge safely connects millions of homes and businesses to energy they rely on every day.



## Turnkey low carbon energy service

End-to-end solutioning, for convenience and peace of mind.



## Affordable

Affordable monthly fees as apposed to upfront capital outlay



## Resilient

Protect yourself against rising energy costs and extreme weather





# What makes Enbridge Sustain a Turnkey service?



## Explore energy solutions

Provides a custom solution, tailored to achieve your goals.



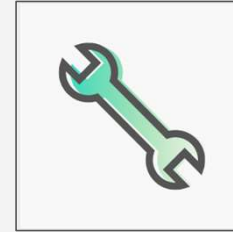
## Design and install

Takes care of the details, from design through to installation



## No upfront costs

Enables easy adoption by providing the upfront capital and charging customers a monthly bill



## Support and maintenance

Helps maintain your peace of mind with 24/7 support after installation.

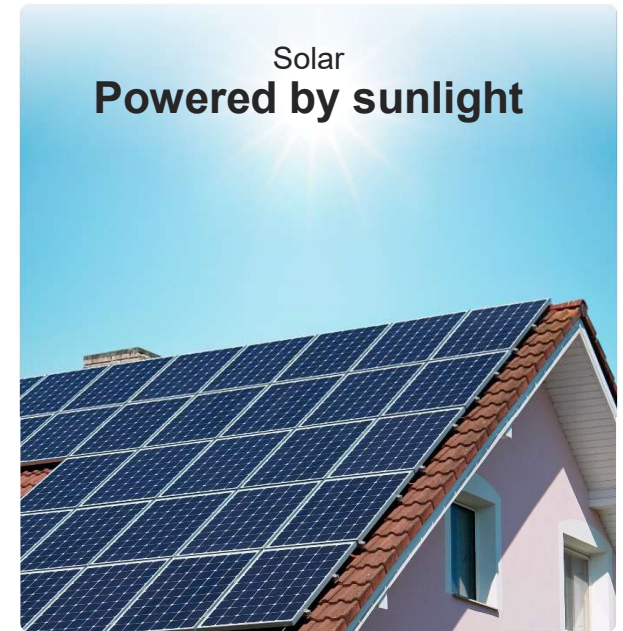
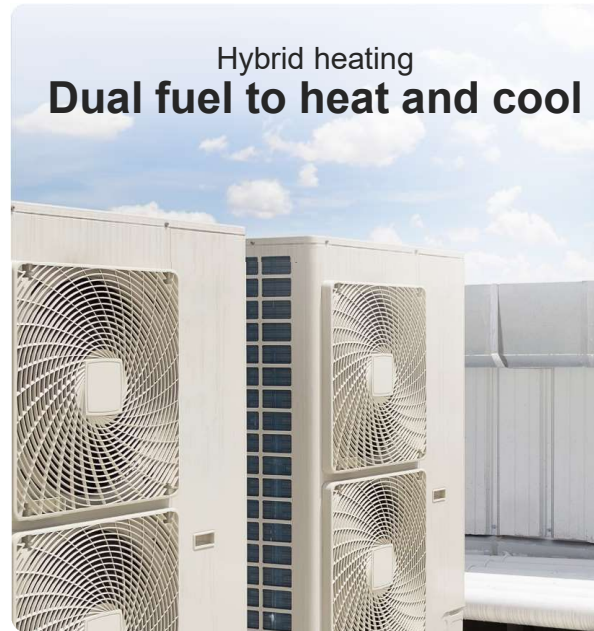


## Innovative energy insights

Enables energy use optimisation through the access to digital dashboards

# Sustainable energy solutions

Choose from one or a combination of technologies you can implement today.





## Geothermal **Energy from the earth**

A clean, renewable energy up to 400 percent more efficient than other fuel sources—the most efficient heating and cooling system on the market.

### **Benefits:**

- Long-term savings
- Nearly zero carbon emissions
- Reliable and resilient
- Quiet performance
- Designed to last



## Geothermal How it works

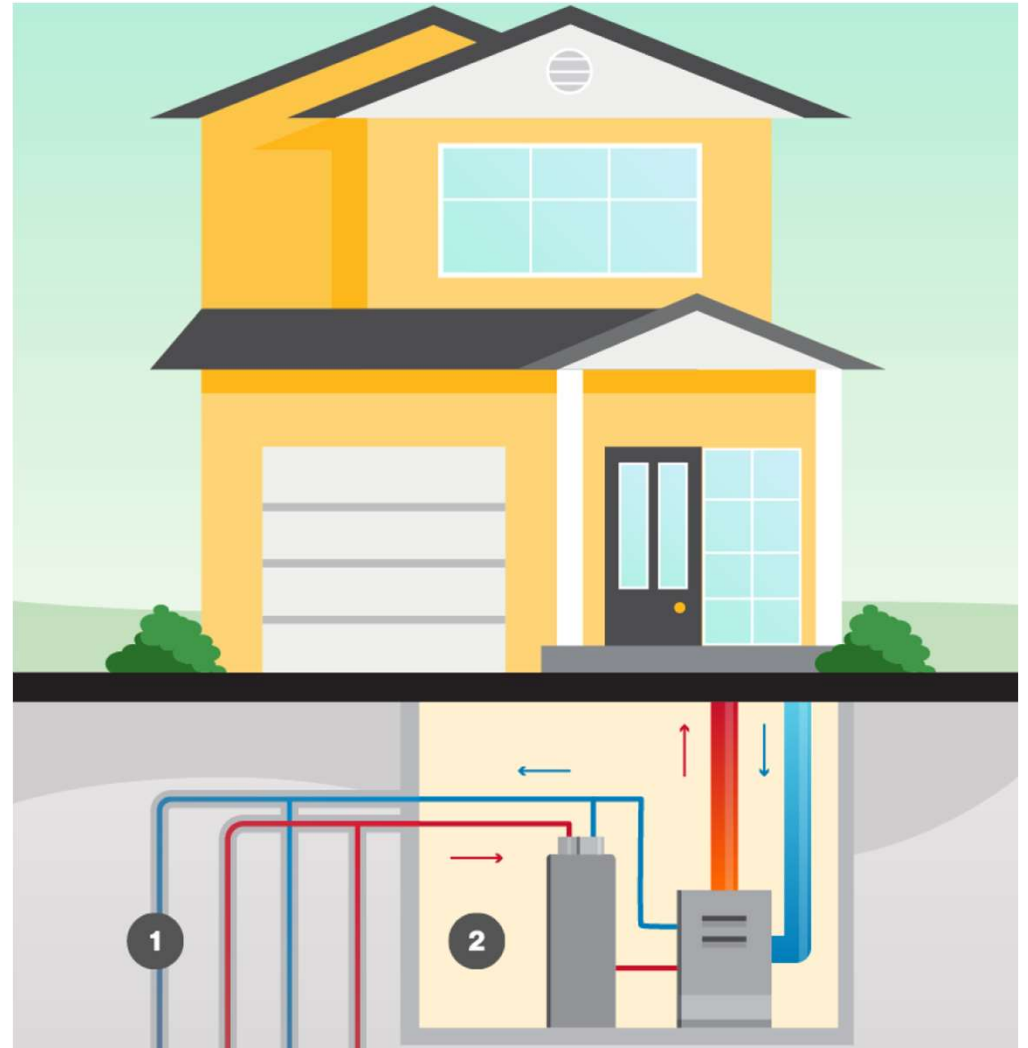
Geothermal is a clean, renewable energy that harnesses the consistent temperature of the earth just a few metres below ground.

1

Using a loop of underground pipes, it exchanges energy between the ground and homes/buildings.

2

This transfer of energy keeps homes warm in the winter, and cool in the summer.





“Hybrid heating systems are a great new tool to help residents reduce their greenhouse gas emissions, and an important step towards responding to the climate emergency.”

**Jamie Skimming, Manager of Energy and Climate Change,  
City of London\***



## Hybrid heating **Dual fuel to heat and cool**

A hybrid heating system uses the right energy at the right time for cost savings and a lower carbon footprint.

### **Benefits:**

- Reduce energy costs
- Easy and convenient
- More resilient and efficient
- Lower carbon footprint

Hybrid heating

## How it works

A hybrid heating system with smart controls switches between two energy sources to heat and cool as efficiently as possible:

1

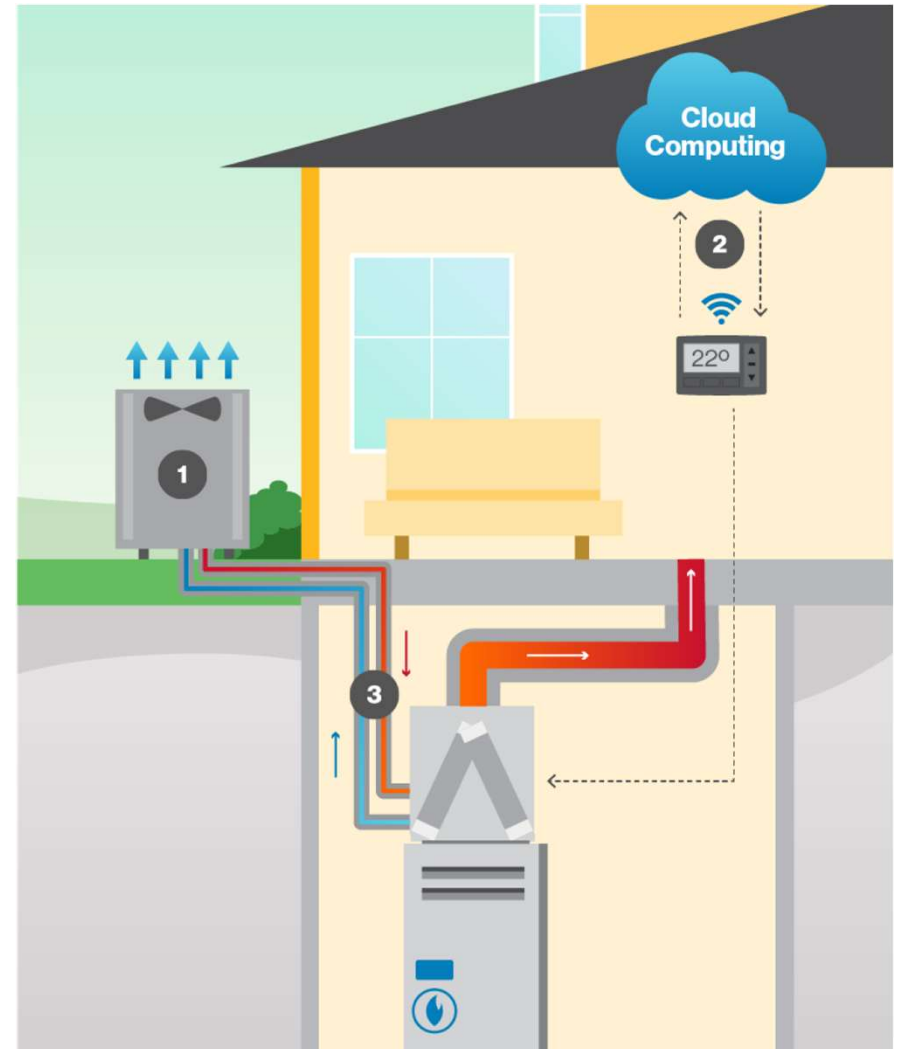
An electric air-source heat pump provides heat when temperatures are moderate and electricity rates are low.

2

At times when electricity rates are at their peak, the system switches to a condensing natural gas furnace.

3

During warmer weather, the system will also pump warm air outdoors to keep cool air indoors.

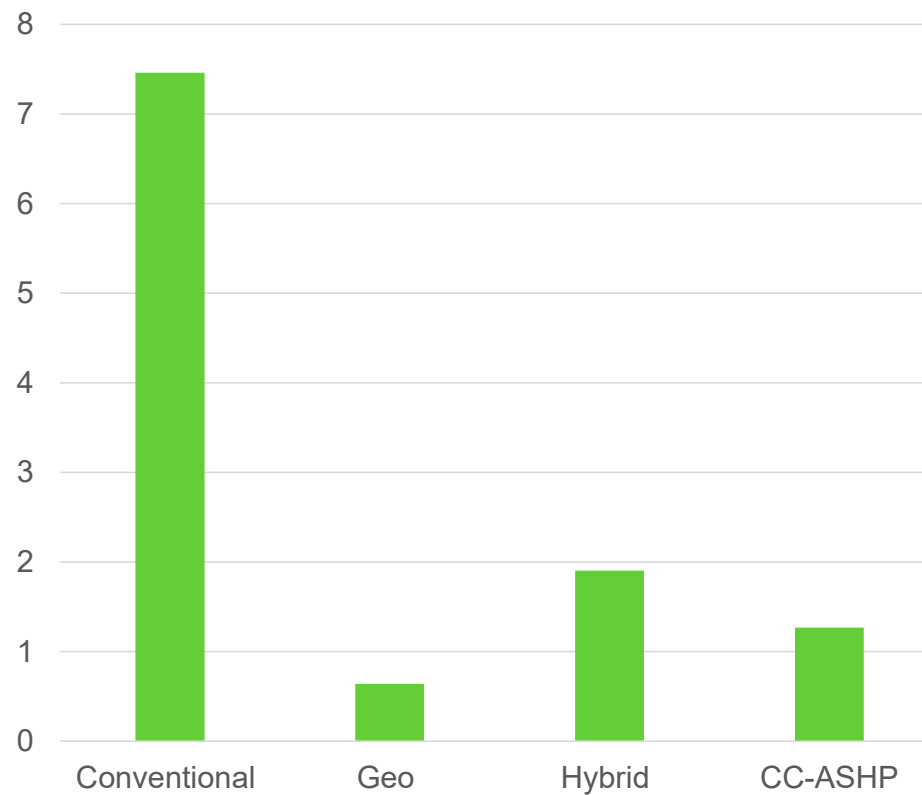


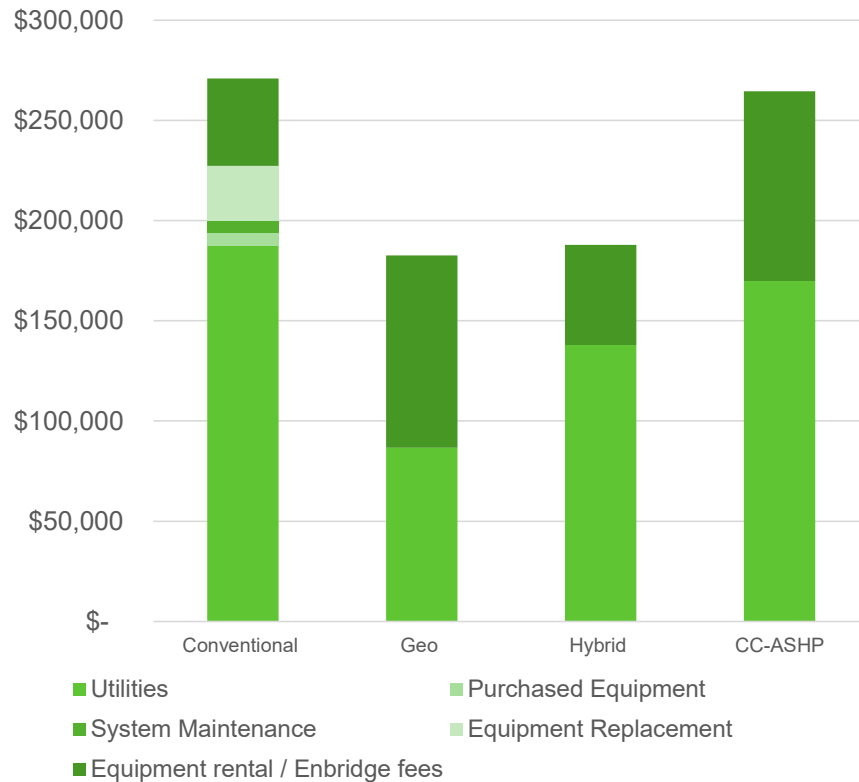


HVAC environmental impact

## Deep carbon savings

Less reliance on fossil fuels means fewer carbon emissions





## HVAC options **40+ years of savings**

### Benefits:

- Lower operating costs
- Reduced equipment replacement
- Service and maintenance included



“About half of Canada’s residential electricity requirements could be met by installing solar panels on the roofs of residential buildings.”

Natural Resources Canada, Report on Renewable Energy\*



## Solar Clean energy from the sun

Reduce dependence on the electricity grid by generating your own power and lowering emissions.

### Benefits:

- Reduce energy costs
- Boost energy resilience and security
- Durable and effective in most climates
- Lower carbon footprint



## Solar How it works

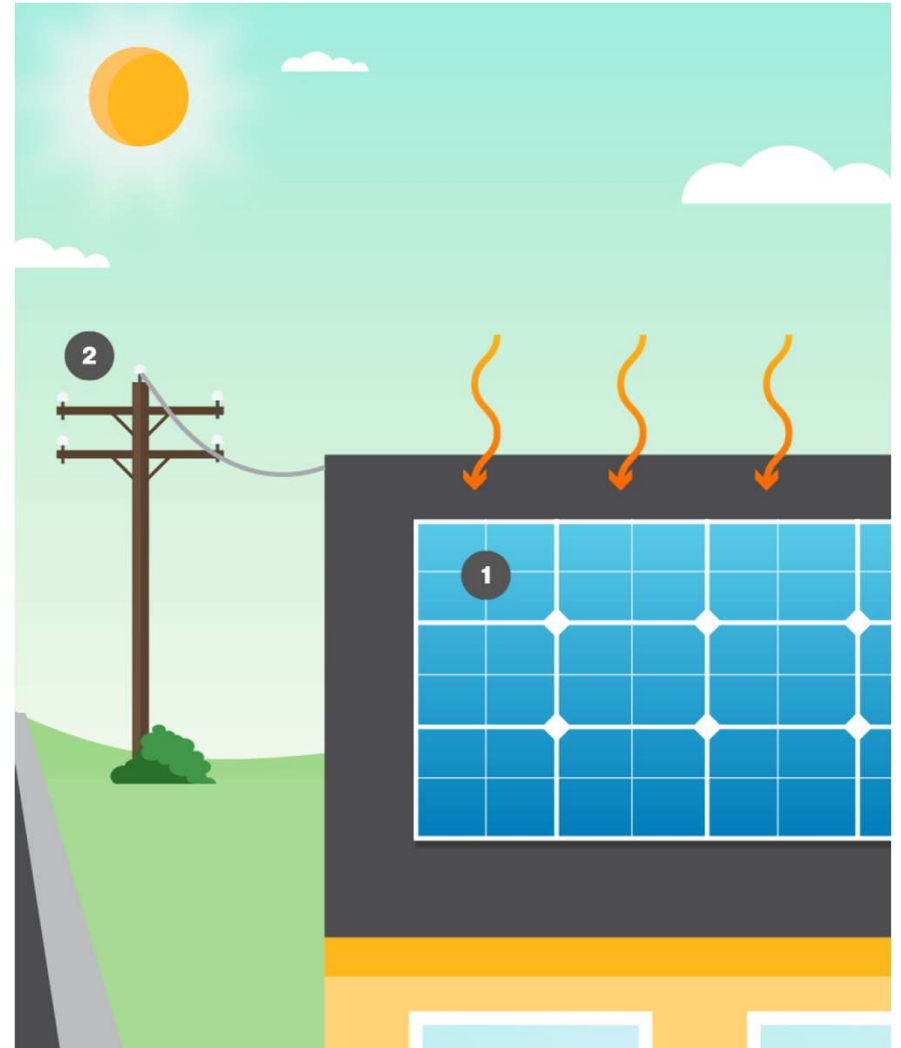
Capture the sun's constant energy and turn it into electricity with a range of solar options, including solar photovoltaic (PV) panels.

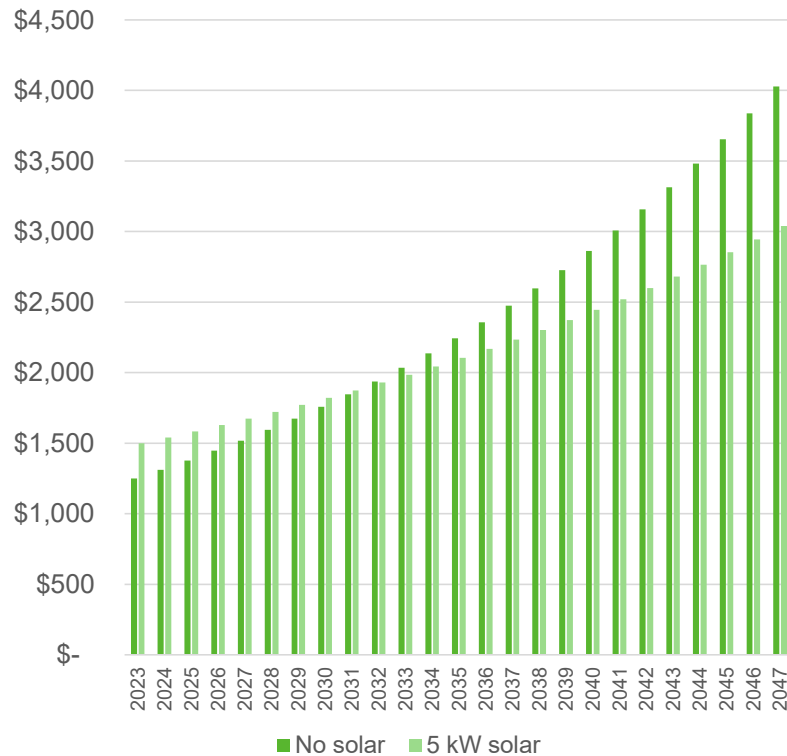
1

Stay connected to the electricity grid to draw power when it's needed.

2

Feed energy back to the electricity grid when more is produced than is used.





## Solar Protect against rising costs

Lock in your cost of electricity today by  
generating your own electricity

# How we work with you

## 1. Project assessment

Work with customers to understand project goals, motivations and objectives

## 2. Present Solutions

Share custom solutions that meet project goals and provides long term financial benefit

## 3. Detailed design

Professional engineering designs are completed.

## 4. Project Finalisation

Present solution, rental agreement and documentation to move forward with installation of low carbon solution

## 5. Project Execution

Implementation plan and schedule is develop in collaboration with customer

# Energy Monitoring & Reporting

## Core benefits for customers:



24/7 access to account information.



Use of online tools to track energy use over time.



Year-over-year comparisons of energy use.

## Enhanced capabilities:



Smart controls to manage energy use.



Predictions of optimal energy use based on weather, cost or time of day.



SMS notifications that alert customers to energy insights and recommended actions.



# Let's match you with the right solution

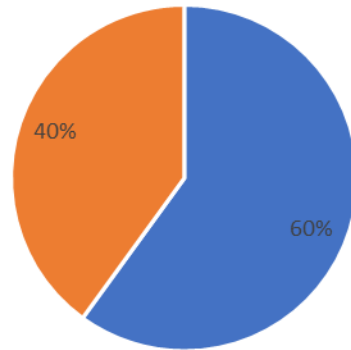
**Contact a Sustainable  
Energy Consultant to explore  
your options and get a quote**

Email: [sales.sustain@enbridge.com](mailto:sales.sustain@enbridge.com)



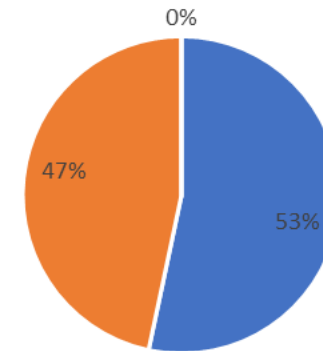
# POLLS

Had you heard of "Energy-as-a-Service" before this webinar?



■ No  
■ Yes

Would you be more likely to consider including community scale renewable energy solutions in your next project because of this EaaS?



■ It depends  
■ Yes  
■ No