



Utility Overview Presented to
House Committee on Natural Resources & Energy

January 21, 2016

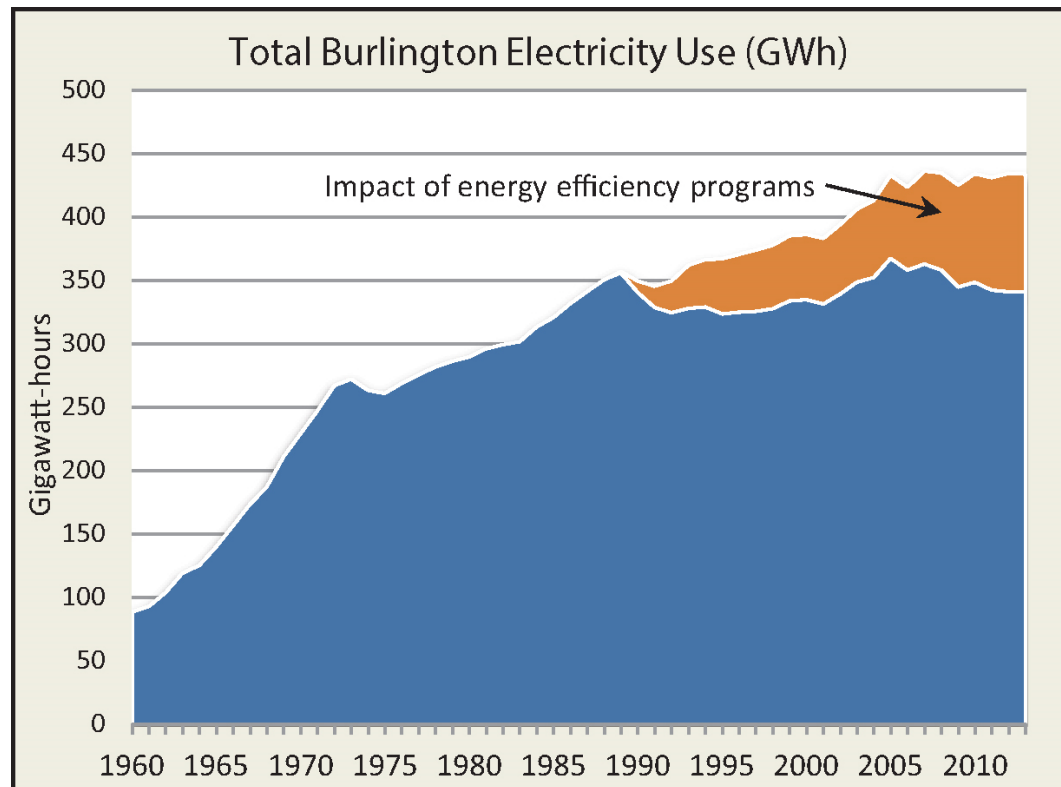
BED Overview

- Municipal utility located in Burlington
 - Public Power since 1905
- 20,000+ customers
 - 16,600 residential
 - 3,755 commercial and industrial
- Electricity facts:
 - Summer Peak: ~68 MW
 - Energy Use: ~350,000 MWH



BED is its own Energy Efficiency Utility

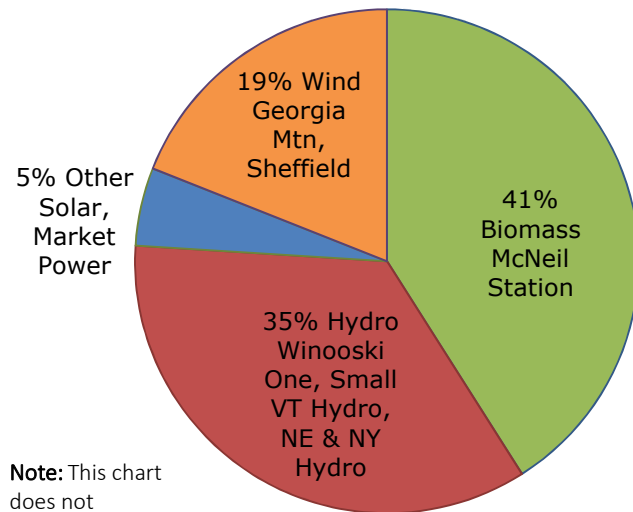
- *Burlington uses less energy today than it did in 1989*



National Leader in Renewable Energy

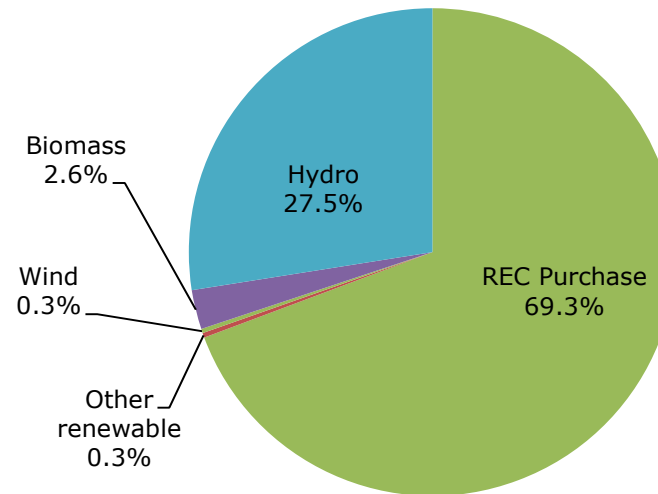
- *First city in the nation to source 100% of energy from renewable generation*

BED Owned & Purchased Power Resources CY2014



Note: This chart does not represent BED renewability

BED Renewability, including REC Sales & Purchases CY2014

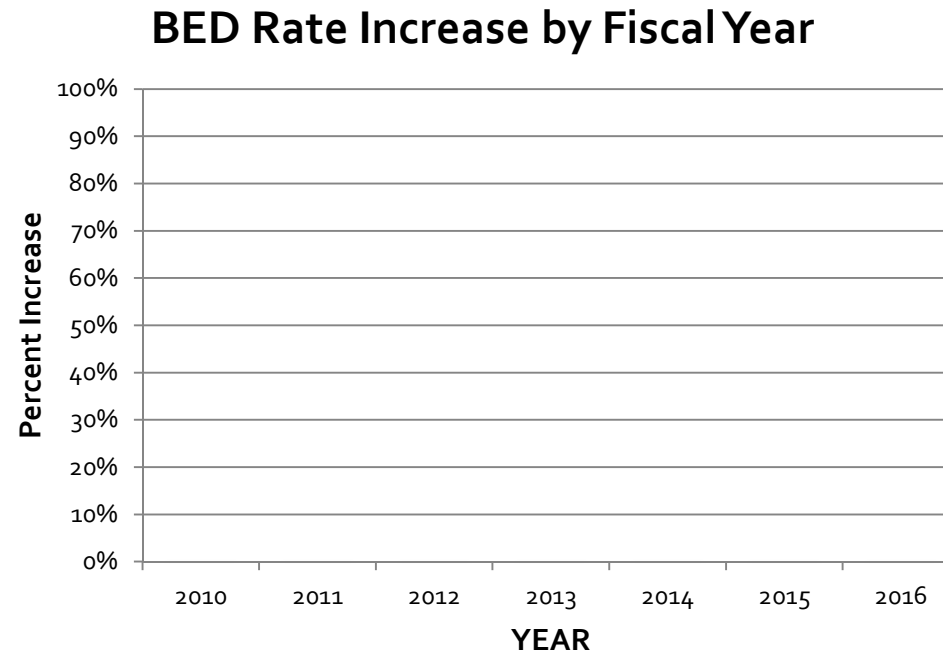


Note: This chart excludes 54,437 mWh of UVM's energy load served by BED, and excludes the renewability from a matching number of small hydro RECs that UVM purchased to cover that load.



No rate increase since 2009

- *Nor do we expect an increase soon*
- Keeping rates low and stable for customers while continuing to lead in renewable power



Why transform?

The energy industry is undergoing a sea change. Think:

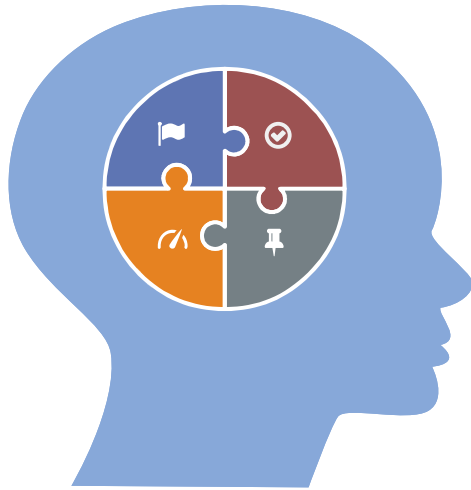


Traditional Utility
Hub and Spoke Model
"One-Way Power System"



Utility 2.0
Peer-to-Peer Network Model
"Energy Cloud"

Era of Utility Disruption

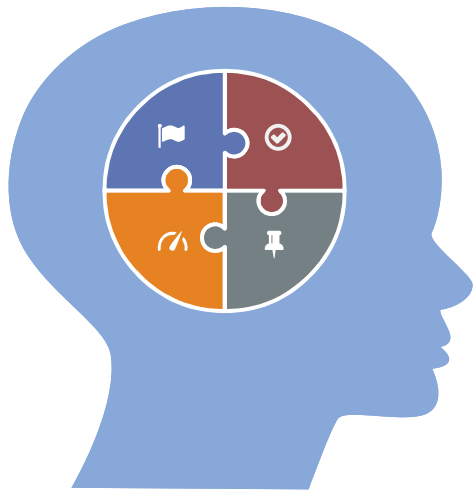


Three driving factors:

1. Customer choice is the strongest force
2. Distributed generation and energy efficiency have changed demand forever
3. Energy technology is advancing at an ever-quickenning pace

These are all good things!

Key Observations



1. Data has become as important as electrons
2. Extraordinary opportunity to strengthen grid both in resiliency & security
3. Energy regulation must keep pace with dynamic industry

Transforming in Step with Customers



Inside out

- Strategic transformation
 - Structural reorganization
 - Extensive process improvement
 - Efficient operations translates to savings
- Focus on customer engagement
 - Trusted partner to customers
 - Concierge service model
- Growing human capital
 - Modernize utility roles and functions
 - Expanding our skill set

Transforming in Step with Customers



Outside in

- Efficiency First
 - Increase traditional EEU work
 - Electric/thermal efficiency
 - *Energy Champ Challenge*
 - Successful partnership with Vermont Gas
 - Passive House
 - Building labeling

- Improve Electric Vehicle Infrastructure
 - 4 stations in Burlington
 - Another 8 to be built in 2016



Transforming in Step with Customers



Outside in

- Increased Solar
 - Two utility scale projects in 2015
 - Push to expedite solar deployment in 2016
- Storage Pilots
 - Economics still difficult for residential scale storage
 - Near-term opportunity with utility scale storage
- Microgrids Development
 - Site-specific installations
 - Neighborhood scale



Thank you

- Questions?
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