Innovation and Disruption

Solving for X

Power Networking Guide

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APPrO 2018
30th Annual Canadian Power Conference & Networking Centre
Westin Harbour Castle
Toronto
November 12 & 13
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The power sector is a complex industry with many challenges. To be successful you need a legal advisor who has experience with the complexities involved, who can help manage the risks and partner with you to achieve your goals.

At Borden Ladner Gervais LLP, our team has over 25 years of experience providing legal and strategic advice on corporate and regulatory matters, environmental, project finance, construction, M&A, and tax matters for clients across the entire energy sector.

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Welcome from APPrO President & CEO

Welcome to the 30th Annual Canadian Power Conference and Networking Centre.

This is a time of significant change in our industry. With the rapid development of new technology, Market Renewal underway, and new policies being formed in Ontario, these are exciting and exhilarating, but also challenging days. It’s not often that any of us are presented with the opportunity to help invent and shape a new energy system! But it’s happening now and we are right in the middle of it.

This year’s event opens the door to glimpse into the possibilities of what’s next for power suppliers in Canada. Our theme Innovation and Disruption - Solving for “X” sets us up for understanding that with great change comes great promise. Our challenge then is to solve the equation: $x = ?$ In other words, what will make the most sense for our businesses to support and be proactive about, and what things might present the greatest challenges going forward. This year’s program will delve into these and many more issues to help you face the changes we can see ahead.

On November 12 & 13 APPrO 2018 returns by popular demand to the Westin Harbour Castle Conference Centre - right on the waterfront in downtown Toronto. As you’ve grown to expect, we will present high level networking, unrivalled content, top-notch speakers, important discussion on imminent industry changes, business plans and commercial opportunities in Canadian power.

From myself, our Conference Chair, Stephen Somerville, the APPrO Board of Directors, the APPrO Conference Committee and our great APPrO staff, thank you for your interest and active participation. We pledge to continue offering the best programming and networking in the business. No matter the new normal in 2018 - you won’t want to miss a moment!

David Butters, APPrO President & CEO

Look for the folks with the purple badges onsite and they will be happy to help you with whatever you need.

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Karla Martinez
Conference Operations

Soraya Rivera
Registration

Carole Kielly
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- Check out the Power Networking Centre floorplan
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The Hedley Palmer Award has been presented annually during the Canadian Power Banquet Dinner at the APPrO annual conference (previously IPPSO conference) since 1989. According to APPrO, it is the highest annually bestowed honour in the power generation business in Canada.

The award is named for Hedley Palmer, who was the Director of Marketing at Ontario Hydro for a number of years, and held a number of other positions at Ontario Hydro before that. His work came to APPrO’s attention in the 1980’s when he took a number of steps internally and externally that helped prepare Ontario Hydro to deal with other power suppliers besides itself, and which eventually led to the NUG program and RFP in 1988, although he played no direct role in those initiatives to our knowledge. Mr. Palmer passed away in 2002.

The WiRE Woman of the Year Award recognizes and celebrates professional women working in the energy sector who go above and beyond business-as-usual, consistently demonstrate outstanding leadership, and have contributed significantly to the expansion and improvement of the power sector.

WiRE presents three Women of Distinction Awards annually: Wind Power, Solar Power and Woman of the Year.

This year’s WOTY Award is made possible by ENGIE as part of the Inaugural Industry Diversity Sponsorship.
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New address: 67 Yonge Street, Suite 1040
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APPrO is a non-profit organization representing more than 100 companies involved in the generation of electricity in Ontario, including generators and suppliers of equipment as well as legal and consulting services. APPrO members produce power from co-generation, hydro-electric, gas, coal, nuclear, wind energy, waste wood and other sources. APPrO focuses 100% on the business issues of power producers in Ontario. Our varied membership provides an all-inclusive view of the market and positions APPrO as the leading advocacy group for generators in Ontario, giving voice to all parts of Ontario’s generation sector.

Each November in Toronto, APPrO hosts the leading power generation event of its kind in Canada, the Annual Canadian Power Conference and Networking Centre.

APPrO also publishes IPPSO FACTO Magazine, the top periodical in Canada’s power supply industry, as well as the Canadian Power Industry Directory online.

Interested? Check out our membership information at www.appro.org/appro_membership.html or contact us directly:

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Decentralised Energy Canada (DEC) is a national industry association that helps build and maintain connections within the decentralised energy sector. We provide a network pathway for startups, entrepreneurs, corporations, and market leaders to work together in the most efficient and productive way. DEC builds new awareness about the decentralised energy sector by providing training for municipalities, universities, and those within the industry itself. DEC members are also given the advantage of industry market insight and relevant environmental, economic, and technical expertise.

Anouk Kendall, President
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**Electricity Distributors Association (EDA)**

The Electricity Distributors Association is the trusted and vital source for advocacy, insight and information for Ontario's local electricity distributors, the municipally and privately owned companies that safely and reliably deliver electricity to millions of Ontario homes, businesses and public institutions. We provide analysis, networking opportunities, and a collective voice on issues vital to our members' business success.

secure2.eda-on.ca

**Electricity Human Resources Canada (EHRC)**

Suite 301, 2197 Riverside Drive

Ottawa, ON K1H 7X3

Electricity Human Resources Canada (EHRC) is a trusted source of objective research, information and tools about labour market and human resource trends. EHRC helps the Canadian electricity
workforce grow and remain innovative while striving to improve the quality of service to Canadians. Above all, we provide evidence-based solutions to the human resource challenges facing the electricity industry – we’re an enabler, a research hub, a convener and an active partner helping industry meet these challenges to secure Canada’s long-term electricity supply.

https://electricityhr.ca/

Marie Mould, Manager of Stakeholder Engagement
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Electro-Federation Canada

Electro-Federation Canada (EFC) is a national, not-for-profit industry association that represents over 220 member companies that manufacture, distribute, market and sell a wide range of electrical products. EFC members contribute over $10B to the Canadian economy and employ over 40,000 workers in more than 1,300 facilities across the country. EFC empowers the industry with market intelligence, professional development and a voice for advocacy and standards advancement within a safe, collaborative environment.

www.electrofed.com/

Electricity Today Online Magazine is the publication of choice for North America’s utility transmission and distribution sectors. The magazine is distributed online FREE OF CHARGE to electrical utility personnel and electrical consulting engineers across Canada and the United States four times a year, providing up-to-date information and timely articles on topics relevant to today’s electrical power industry. www.electricity-today.com
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Twitter: @EFC_Tweets

Electricity Today  
Electricity Today Magazine In the rapidly changing climate of today’s power industry, Electricity Today continues to be the publication of choice for North America’s transmission and distribution sectors. Electricity Today is published by The Canadian Electricity Forum, a leading publishing and training company for the electrical power and engineering industry.  
www.electricity-today.com

Energy Storage Canada  
Energy Storage Canada (ESC) is the voice of leadership for energy storage and the only industry association in Canada that focuses on advancing opportunities and building the market for energy storage. ESC leverages the strength of our diverse membership to drive market development in Canada.  
www.energystoragecanada.org  
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Ontario Energy Association  
The Ontario Energy Association (OEA) is the credible and trusted voice of the energy sector. We earn our reputation by being an integral and influential part of energy policy development and decision making in Ontario. We represent Ontario’s energy leaders that span the full diversity of the energy industry. The OEA takes a grassroots approach to policy development by combining thorough evidence based research with executive interviews and member polling. This unique approach ensures our policies are not only grounded in rigorous research, but represent the views of the majority of our members. This sound policy foundation allows us to advocate directly with government decision makers to tackle issues of strategic importance to our members. Together, we are working to build a stronger energy future for Ontario.  
www.energyontario.ca  
Twitter: @energyontario | LinkedIn: The Ontario Energy Association  
Facebook: @ontarioenergyassociation
Ontario Waterpower Association
Join us for 18th annual Power of Water Canada Conference and Tradeshow taking place at the White Oaks Conference Resort in Niagara-on-the-Lake, ON October 29-31, 2018. This year’s event will feature several keynote speakers, plenary and educational sessions that will address the key issues facing the waterpower industry today! The POWC is the largest gathering of the hydroelectric sector in Canada. Don’t miss this opportunity to meet and network with industry experts and key decision makers. www.owa.ca.

Quality Urban Energy Systems of Tomorrow (QUEST)
QUEST is a national non-government organization that works to accelerate the adoption of efficient and integrated community-scale energy systems in Canada by informing, inspiring, and connecting decision-makers.

The organization commissions research, communicates best practices, convenes government, utility, and private-sector leaders, and works directly with local authorities to implement on-the-ground solutions.

QUEST recognizes communities that have embraced these principals by referring to them as Smart Energy Communities. www.questcanada.org/
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Your eyes and ears on the organized electric markets, putting you “inside the room” at CAISO, ERCOT, ISO-NE, MISO, NYISO, PJM and SPP. We provide independent, objective coverage and analysis of the wholesale electric industry’s markets and policymaking, saving you time and ensuring you don’t miss the issues most important to your interests.

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RTO Insider
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Solar Media
Our Vision is to contribute to a low carbon future by enabling improved communications, valuable connections and high value content for business decision making. Our portfolio ranges from print, digital and online media to event management, with the aim of providing exceptional marketing opportunities to companies in the solar supply chain worldwide. We become indispensable as a promotional partner for our customers by consistently delivering audience engagement through quality content.

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MPA is an independent investment banking advisory firm, specializing in the power and energy, technology, mining and real estate sectors, for public and private companies, non-for-profits, and quasi-governmental entities.
**Women in Renewable Energy (WiRE)**

Women in Renewable Energy WiRE advances the role and recognition of women working in the energy sector. Inclusive of all renewable energy and clean technologies and with chapters in markets across Canada, WiRE programming includes capacity-building field trips, networking meet-ups, an awards recognition program, student bursaries, speed mentoring and more. WiRE is currently expanding internationally.

- [www.womeninrenewableenergy.ca](http://www.womeninrenewableenergy.ca)
- [@WiRE_Canada](https://twitter.com/WiRE_Canada)
- [facebook.com/WomenInRE/](https://www.facebook.com/WomenInRE/)
- Joanna Osawe, Chair, Executive Director & Co-Founder
  - [info@womeninrenewableenergy.ca](mailto:info@womeninrenewableenergy.ca)

**Young Professionals in Energy Toronto (YPE)**

Young Professionals in Energy is an association representing young leaders in the sector, with over 700 members in Toronto and more than 40,000 members across 40 chapters worldwide. YPE Toronto aims to facilitate the advancement of young professionals in the energy industry through social and educational events in the Toronto area. Please join us on LinkedIn to see the latest events, jobs and news.

- [http://ypenergy.org/toronto/](http://ypenergy.org/toronto/)
- Mabel Fulford, President
  - [toronto@ypenergy.org](mailto:toronto@ypenergy.org)

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