

## ECONOMIC DEVELOPMENT ADVISORY COMMITTEE

**DATE:** Tuesday, February 3, 2026

**TIME:** 7:00 p.m. to 9:00 p.m.

**PLACE:** Council Committee Room  
Coquitlam City Hall  
3000 Guildford Way  
Coquitlam, BC

### CALL TO ORDER AND TERRITORIAL ACKNOWLEDGEMENT

### ADOPTION OF MINUTES

1. **Minutes of the Economic Development Advisory Committee Meeting held on Wednesday, October 22, 2025**

*Recommendation:*

That the Minutes of the Economic Development Advisory Committee Meeting held on Wednesday, October 22, 2025 be approved.

### OLD BUSINESS

### NEW BUSINESS

2. **Committee Orientation Review (Presentation by Alex McLellan, Committee Clerk)**

7:05 – 7:10 p.m. (5 minutes)

3. **2026 Work Plan (Presentation by Eric Kalnins, Senior Manager Economic Development and Edward Tain, Manager Business Growth)**

7:10 - 7:30 p.m. (20 minutes)

*Recommendation:*

That the Committee recommend to Council to approve the Economic Development Advisory Committee 2026 Work Plan.

4. **Festivals and Events Strategy Update (Presentation by Heidi Hughes, Manager Tourism and Visitor Economy and Rebecca Laurie, Manager Civic Engagement)**

7:30 - 8:00 p.m. (30 minutes)

5. **Business Visitation Program and Guest Speaker from Moment Energy**  
**(Presentation by Edward Tain, Manager Business Growth, Gurmesh Sidhu, Moment Energy Co-Founder and Chief Product Officer, and Brandon Hong, Moment Energy Account Executive)**  
8:00 – 8:35 p.m. (35 minutes)
6. **Committee Members' Roundtable / Emerging Issues (Standing Agenda Item)**  
8:35 - 8:55 p.m. (20 minutes)

**OTHER BUSINESS**

**NEXT MEETING DATE – Tuesday, April 14, 2026**

**ADJOURNMENT**

**ECONOMIC DEVELOPMENT ADVISORY COMMITTEE**  
**Wednesday, October 22, 2025**

A Regular Meeting of the Economic Development Advisory Committee convened on Wednesday, October 22, 2025 at 7:00 p.m. in the Council Committee Room, City Hall, 3000 Guildford Way, Coquitlam, BC, with the following persons present:

*\*Indicates Virtual Attendance*

**COMMITTEE MEMBERS:** Councillor Robert Mazzarolo, Chair

Councillor Teri Towner, Vice Chair

Laurel Alexander, Citizen Representative

Mohammad Darwish, Citizen Representative

Marion Lochhead, Citizen Representative\*

Amanda Maharaj, Citizen Representative

Jennifer McKinnon, Tri-Cities Chamber of Commerce

Nicole Paul, Citizen Representative

Deryck Persaud, Citizen Representative

Araz Rismani, Citizen Representative

Matthew Sebastiani, Citizen Representative\*

Catherine Williams, Douglas College Coquitlam Campus\*

**ABSENT:**

Yasmin Jalali, Citizen Representative (Regrets)

Hayley Hodgson, Citizen Representative

**GUESTS:**

Katie Fitzmaurice, Executive Vice President, Invest Vancouver

(re Item 3)

Aaron Aerts, Vice President, Strategic Investment, Invest Vancouver

(re Item 3)

**STAFF:**

Eric Kalnins, Senior Manager Economic Development

Heidi Hughes, Manager of Tourism and Visitor Economy

Jenalee Kluttz, Manager Environment and Sustainability

Edward Tain, Manager Business Growth

Shanna Killen, Sustainability Programs Specialist

Alex McLellan, Committee Clerk

**CALL TO ORDER**

The Chair called the meeting to order at 7:00 p.m. and provided an Indigenous territorial acknowledgement.

## ADOPTION OF MINUTES

### 1. Minutes of the Economic Development Advisory Committee Meeting held on Wednesday, July 23, 2025

The Minutes of the Economic Development Advisory Committee Meeting held on Wednesday, July 23, 2025 were approved.

## NEW BUSINESS

### 2. Climate Action Plan Update

The Manager Environment and Sustainability and the Sustainability Programs Specialist gave a presentation entitled “Climate Action Plan” and referred to slides found in the Agenda package.

Discussion ensued relative to the following:

- Concern about the impact of the number of towers being constructed on the flow of air, creating a heat island effect and leading to increased use of air conditioning.
- A suggestion of localized air quality measurement that could be tied to traffic and other factors for the purpose of identifying and developing responses to localized problems.
- A suggestion to consider and be prepared to adapt to changing approaches to sustainability from other orders of government, including potential loss of funding opportunities and changes in demands placed on municipalities.
- A desire to see targeted consultation with businesses, and a suggestion of collaboration with the Tri-Cities Chamber of Commerce, in particular a possible panel or roundtable with energy experts on possible business actions.
- The importance that the Plan does not hinder business growth and objectives.
- A suggestion to remove restrictions on sustainable home construction; for example, recycling rainwater or installing solar panels.
- A suggestion that the Plan focus on the jurisdiction of the City as opposed to other orders of government; for example, educating the public on energy efficiency initiatives related to utilities may not be in scope.
- A suggestion to investigate the Canada Plastics Pact, an industry-led group promoting a circular economy for plastics, which may have useful tools for municipal governments.

In response to Committee discussion, staff noted the following:

- The urban heat island effect can be mitigated by limiting concrete surfaces, increasing tree canopy, and protecting watercourses, and related actions are anticipated in the Climate Action Plan and other City planning documents.
- Measurement of air quality is a responsibility of Metro Vancouver, which provides comprehensive monitoring and live reporting online.
- Recreation facilities have been upgraded for capability to serve as cleaner air facilities, and air quality in these facilities could be monitored in the future for performance.

The Manager Environment and Sustainability and the Sustainability Programs Specialist left the meeting at this point and did not return (7:37 p.m.).

### **3. Invest Vancouver 2025 Investment Attraction Update**

The Invest Vancouver Representatives gave a presentation entitled “Invest Vancouver: A Service of Metro Vancouver” and referred to slides found in the Agenda package.

Discussion ensued relative to the following:

- Appreciation of the exemplary work done by the Economic Development Division, particularly in business retention and expansion.
- A suggestion to promote the development of satellite offices by major employers in order to reduce the proportion of the workforce that commutes.
- The importance and challenge of attracting venture capital, particularly in the high technology industry, and the need to establish clear responsibility amongst Invest Vancouver, Trade and Invest BC, the federal Trade Commissioner, and Innovate BC.

Catherine Williams left the meeting at this point and did not return (8:02 p.m.).

- Understanding opportunities for Coquitlam to better position itself for strategic investment through developing specific and unique value propositions.
- The importance and opportunity of quantum industries for Coquitlam.
- A suggestion to research Coquitlam’s specific workforce strengths and weaknesses as part of the region, particularly in light of its diverse population and high numbers of internationally trained professionals who have been historically underemployed.
- The importance of using database services to benchmark Coquitlam for the purpose of identifying or validating value propositions.
- The importance of commercial development and the need for large multinational enterprises to kick start construction of new buildings.

- The impact of international economic instability on the timelines and rates of investment lead conversions.

The Invest Vancouver Representatives left the meeting at this point and did not return (8:17 p.m.).

#### **4. 2025 Year-End Review / 2026 Work Plan Development**

The Senior Manager Economic Development and the Manager Tourism and Visitor Economy gave a presentation entitled “Economic Development Advisory Committee” and referred to slides found in the Agenda package.

Discussion ensued relative to the following:

- A desire to connect events with local businesses to a greater degree; for example, encouraging restaurants to extend hours or offer specials during Lights at Lafarge.
- A suggestion to capitalize on the opening of the SFU Medical School to support life sciences business development.

In response to Committee discussion, staff noted the following:

- Work is ongoing to collaborate with and leverage unique strengths of regional post-secondary institutions to build out program subsectors such as pharmaceuticals and veterinary technology.
- Opportunities for the Committee to be engaged next year include feedback on an expanded communications strategy, investment attraction for specific subsectors, and development of targeted business outreach tactics.

#### **5. Committee Members’ Roundtable / Emerging Issues**

The Chair invited Committee members to share emerging issues and information regarding events occurring in their communities.

Discussion ensued relative to the following:

- Concern about and opportunities in an aging population for the development of hospice services and affordable housing.
- Concern about and opportunities in an aging professional workforce for the development of associations to provide advice and mentorship.
- The Tri-Cities Chamber of Commerce hosting a post-budget event with all area Members of Parliament next month.
- A Zero Waste Conference taking place in Vancouver next week, and may be informative for the City’s Climate Action Plan.

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Minutes – Economic Development Advisory Committee  
Wednesday, October 22, 2025

- Appreciation of the strategic and data-driven approach the City is taking in economic development in the face of significant challenges for the region, province, and country in the coming year.

**OTHER BUSINESS**

**NEXT MEETING DATE – 2026**

**ADJOURNMENT**

The meeting adjourned at 8:55 p.m.

**MINUTES CERTIFIED CORRECT:**

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Councillor Robert Mazzarolo, Chair

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Alex McLellan, Committee Clerk



## City of Coquitlam – Legislative Services 2026 Advisory Committee Orientation

[coquitlam.ca/](https://coquitlam.ca/)

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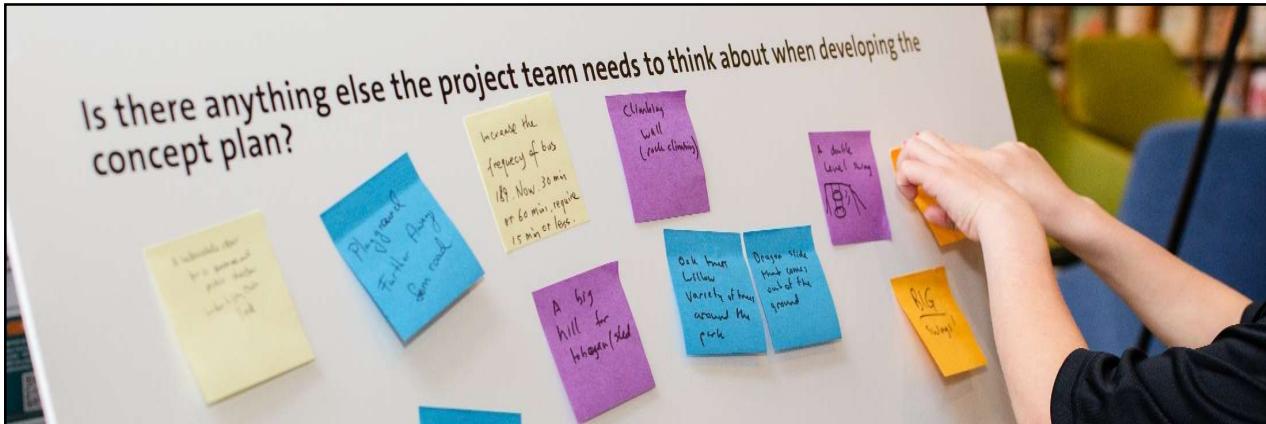
### Agenda: Our Work

1. What
  1. Purpose
  2. Plans and Mandate
  3. Roles and Responsibilities
2. How
  1. Meetings
  2. Other Activities
3. When
  1. 2026 Meeting Schedule
4. Where
  1. Access
  2. Facilities
  3. Safety



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# What

## Purpose | Plans and Mandates | Roles and Responsibilities

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# Purpose

- Established by Council as **dedicated stakeholder groups**
- An organized forum for community **engagement** in the City's **planning** process
- **Mandates** are established by Council to **direct** the **topics** brought forward
- Provide **perspectives, advice** and **recommendations** to Council



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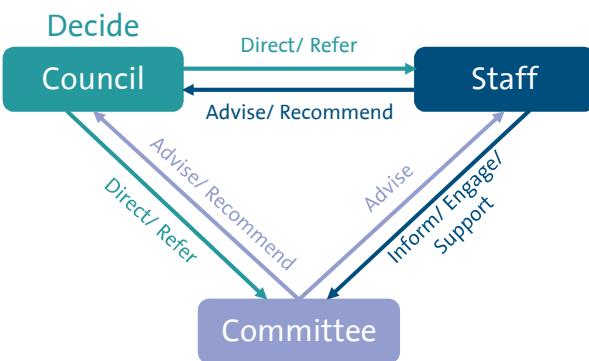
# Plans and Mandate



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# Roles and Responsibilities



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# Roles and Responsibilities

## Committee Members

- Review agendas in advance
- RSVP and regularly attend meetings
- Observe rules of debate
- Consider public interest above all
- Treat others with respect
- Adhere to standards of ethics

## Chair and Vice Chair

- Approve agendas
- Lead meetings (focus and time)
- Maintain rules of/ supports debate
- Seek engagement and consensus
- Provide and encourage respect
- Maintain standards of ethics

# Roles and Responsibilities

## Staff Liaison(s)

- Prepare agenda items/ activities
- Provides information/ advice
- Manages Work Plan progress
- Manages Committee advice and recommendations

## Committee Clerk

- Prepares/ distributes agenda package
- Supports process/ procedure
- Manages/ communicates meeting logistics, attendance, administration
- Records Committee minutes



## How

### Meetings | Other Activities

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## Meetings

- Public
  - **Schedule** and **agendas** are posted
  - Public may **observe** not participate
    - Chair may allow to speak, but not to make motions or to vote
    - Must sit in gallery; only Committee members or invited speakers may sit at the table
  - **Streamed** by Zoom Webinar
  - **Minutes** are posted



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# Meetings

- Agendas and Attendance
  - Packages distributed one week in advance for your **review**
  - Confirm your attendance by **RSVP**
  - **Quorum** required to hold a meeting
- Minutes
  - **Official record** of previous meeting
  - In agenda package for your **review** and **feedback**



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# Meetings

- Electronic Participation (Zoom)
  - **Exceptional** option to be used only when in-person attendance is not possible
  - Indicate need for electronic participation in **RSVP** or **ASAP** in unforeseen circumstances
  - A **Panelist link** will be provided to join the Zoom Webinar
  - Ensure you have an **appropriate space** and **audio** equipment to listen and be heard clearly



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# Meetings

- Decorum and Debate
  - Council **Procedures Bylaw** and Roberts **Rules of Order**
  - **Guidance** of Chair and Committee Clerk
- Decisions
  - **Advice** given through **discussion** – may be incorporated in staff recommendations
  - **Recommendations** must be made by making and voting on a formal “**motion**”



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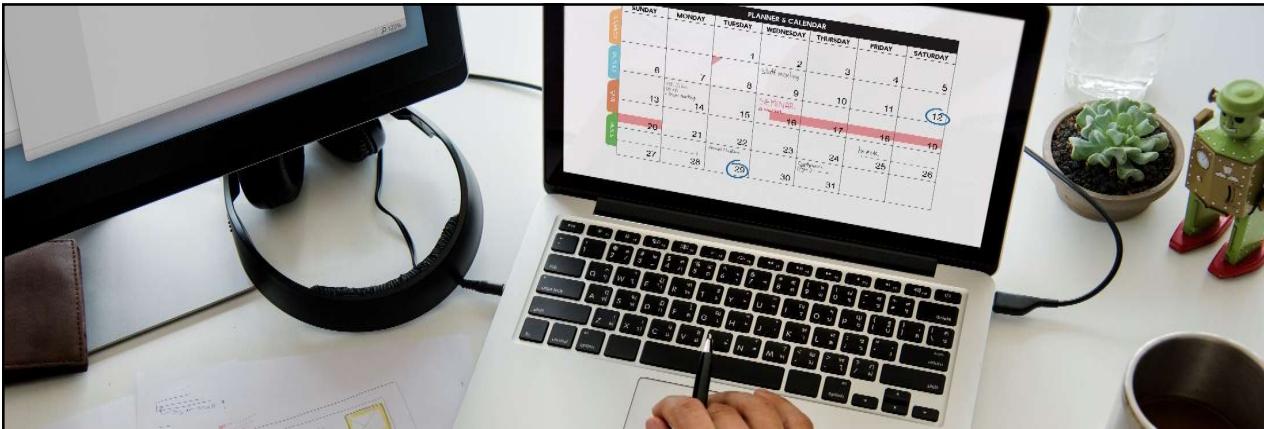
# Other Activities

- Special Meetings
  - May be called by the Chair, Mayor, or Council
- Sub-Committees
  - May be established by the Committee to undertake investigation, research, or project planning for Committee consideration
- Events
  - Requests for volunteers may be made by staff
- Site Visits
  - May be organized to provide in-person understanding of a facility or program



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# When

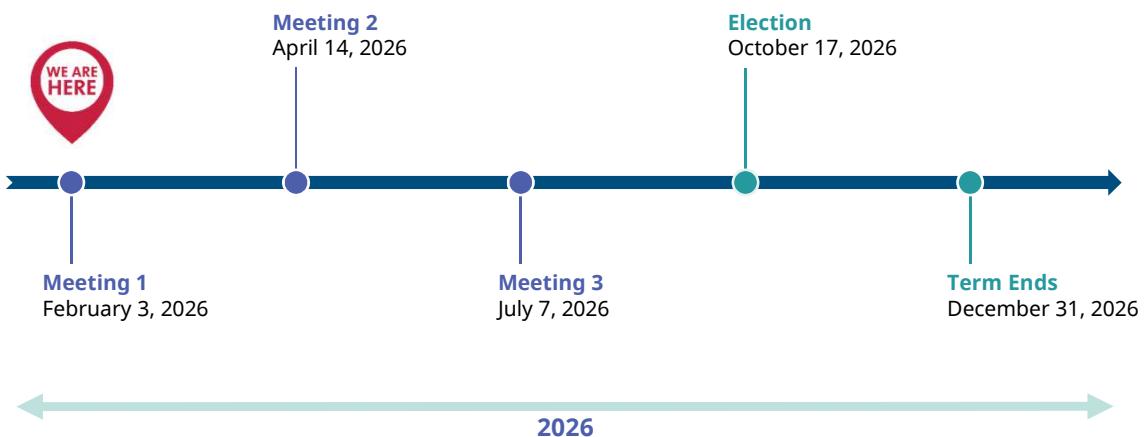
## 2026 Meeting Schedule

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# 2026 Schedule

All meetings are held in the Council Committee Room



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# Where

## Access | Facility | Safety

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## Access

One point of access after business hours



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# Facility

Contact the Committee Clerk regarding any accessibility requirements/ concerns



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# Safety

In case of an emergency, follow the directions of the Committee Clerk



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# Questions?

**Alex McLellan**

Committee Clerk

[committeeclerk@coquitlam.ca](mailto:committeeclerk@coquitlam.ca)

Legislative Services

604-927-3010

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Your service is appreciated!

# Thank you

[Facebook](#) [Twitter](#) [Instagram](#) [YouTube](#) [LinkedIn](#) | [coquitlam.ca](http://coquitlam.ca)

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### Economic Development Advisory Committee

#### **Committee Mandate:**

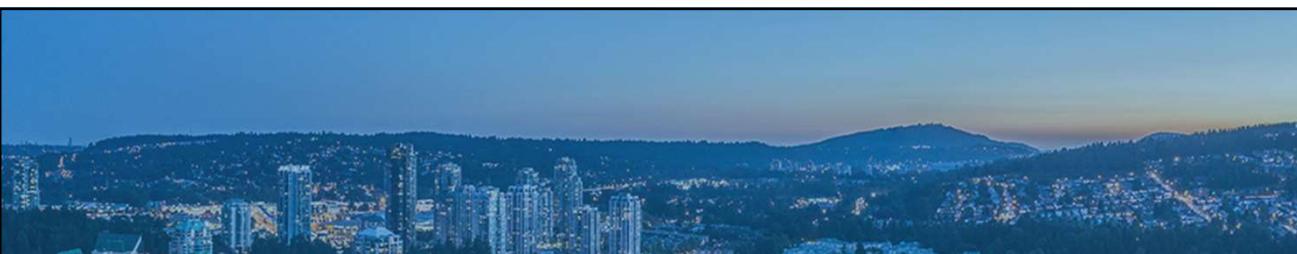
The mandate of the Economic Development Advisory Committee (EDAC) is to provide a local perspective and advice to Council with respect to achieving the City's strategic goals and accompanying strategic directions. The Committee will:

- Address priorities that relate to economic development, tourism and the visitor economy, festivals and events, film and corporate partnerships;
- Provide advice on how to advance implementation strategies and work in collaboration to move forward the Economic Development Strategy;
- Identify economic development impediments and opportunities for the City;
- Advise on business attraction and business retention and expansion activities;
- Advise on ways to provide information about business to the general public;
- Attend to economic development matters which may be referred to the Committee by Council or other standing committees of Council; and
- Consider and make recommendations to Council on matters identified in the Committee's work plan.

ITEM	DEPARTMENT / LEAD	INITIATOR / RATIONALE
1) Committee Welcome	Legislative Services / Clerk	Staff / Administrative
2) Review and Approve 2026 Work Plan	Economic Development / Senior Manager Economic Development	Staff / Terms of Reference
3) Review of the Economic Development Division (initial meeting)	Economic Development / Senior Manager Economic Development	Staff / Introduction for new and returning members
4) Festivals and Events Strategy Update	Economic Development / Manager Tourism &	Staff / Business Plan B Priority

### Economic Development Advisory Committee

ITEM	DEPARTMENT / LEAD	INITIATOR / RATIONALE
	Visitor Economy	
5) Corporate Partnership Program Review	Economic Development / Senior Manager Economic Development	Staff/Critical Program & Foundational Work Item
6) Commercial Demand Study Implementation - Content Strategy Development - Subsector Report (CanExport Grant) - B2B Strategy - Investor Deck & Proposal Development	Economic Development / Senior Manager Economic Development & Manager Business Growth	Staff/Business Plan C Priority
7) Business Ambassador Program & Business Recognition Program	Economic Development / Manager Business Growth	Staff/Economic Development Strategy Action Item
8) Business Improvement Area (BIA) Initiatives	Economic Development / Manager Business Growth	Staff/ Economic Development Strategy Action Item
9) 2026 Year-end Review / Identify potential items for the 2027 Work Plan	Economic Development / Senior Manager Economic Development	Staff / Terms of Reference
10) Committee Members' Roundtable / Emerging Issues ( <b>Standing Agenda Item</b> )	Committee / Chair	Committee / Terms of Reference



# **City of Coquitlam – Festivals and Events Strategy**

Economic Development Advisory Committee

February 3, 2026



## **Presentation Purpose**

- **To provide a general project update** to the Economic Development Advisory Committee
- **To gather early input** on project direction from an economic development lens

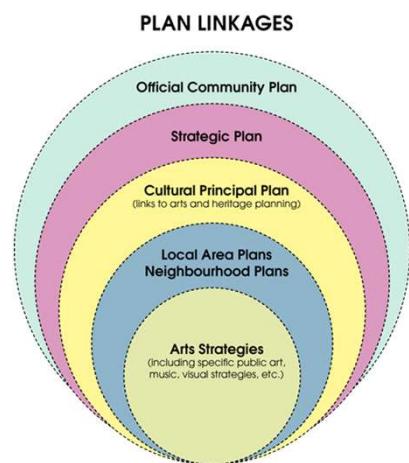


# Project Purpose + Process

PATRICIA  
HUNTSMAN  
CULTURE + COMMUNICATION

## Purpose – Festivals and Events Strategy

To determine how festivals and events foster a **vibrant, inclusive, and connected community** in Coquitlam and provide recommendations for **sustainable growth**.



## Project Process – Phasing

### Phase 1

Pre-Planning  
and Project  
Start-Up

NOV-DEC  
2025

### Phase 2

Engagement  
& Research

DEC-MAR  
2026

### Phase 3

Strategy  
Development  
& Validation

APRIL 2026-  
MAR 2027

### Phase 5

Final  
Strategy,  
Implemen  
tation  
Framework &  
Council  
Approval

JULY-OCT  
2027

We are here!

PATRICIA  
HUNTSMAN  
CULTURE + COMMUNICATION

## Festivals and Events – Current Context

## Broader Festivals and Events Landscape



### Economic Pressures

Inflation, supply chain issues, tariffs, fewer corporate sponsors, post-pandemic recovery, capacity challenges (e.g. volunteer shortages)



### Climate Change Realities

Heatwaves, storms, wildfires, poor air quality and need for additional safety planning



### Diversity, Equity, Inclusion, and Accessibility

Emphasis on authentic representation, multicultural and inclusive programming, and education



### Digital Innovations

Newer technologies used to enhance engagement



### Audience Shifts

Increasingly drawn to fluid, dispersed, interactive events



### Heightened Safety Concerns

Requiring additional security measures for safer participation

**PATRICIA**  
HUNTSMAN  
CULTURE + COMMUNICATION

## Broader Festivals and Events Landscape



### Community and Social Impact

Festivals focus on promoting local talent and boosting regional economies. They may also align with social justice causes and provide volunteer opportunities.



### Culinary Innovation

Food as a connector - there is a growing interest in showcasing diverse foods, as well as food and beverage pairings.



### Professional Project Management, Value Propositions and Messaging



### Financial Innovations

Events are turning to subscription models (e.g., memberships, season passes), tiered ticketing, crowdsourcing and community funding.



### Generational Preferences, Youth Engagement

Events are increasingly targeting specific generations or demographics, including youth and families.



### Reimagining Spaces

With unconventional venues, pop-up activities and incorporating art and culture into professional gatherings.

**PATRICIA**  
HUNTSMAN  
CULTURE + COMMUNICATION

## Local Government Concerns

### Festivals and Events

- **Rising costs and unclear cost** - recovery models for both city and community-led events
- **Increased demands on staff capacity** to support permitting, coordination, and delivery of events
- **Need for capacity building** and guiding community event organizers
- **Public safety**, risk, and liability (insurance) management pressures
- **Resident impacts**, including noise, traffic, and park wear
- **Uneven geographic distribution** of events and investments
- **Gathering useful evaluation data** to inform funding and policy decisions
- **Insufficient event-ready infrastructure** (space) and site limitations.
- **Availability of space** during peak time periods (summer/weekends, etc.)



## Advisory Committee Discussion Points

# **1. What opportunities do festivals and events present in attracting and supporting business in Coquitlam?**



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# **2. Are there services or products that support festivals and events that are missing in Coquitlam?**



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### **3. What are some ways to increase the economic benefits associated with Festivals and Events in Coquitlam?**

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**Thank you**





## **City of Coquitlam Business Visitation & Ambassador Program**

| [coquitlam.ca/](http://coquitlam.ca/)

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## **Agenda**

1. Business Visitation Program
2. KPIs
3. Business Support Matrix
4. Moment Energy
5. Value Add



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# Business Visitation Program



## Business Outreach

~460 local businesses reached annually (10% response rate)



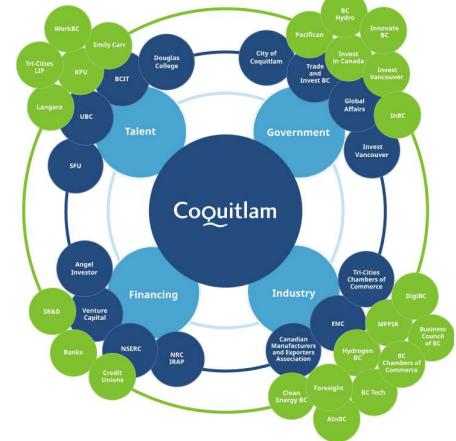
## Business Visitation

Business interview & facility tour



## Business Support

Expansion support, business showcase, ecosystem engagement



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## 2026 KPIs

- 50 Completed Business Visits
- Launch of Business Recognition Program
- Launch of Business Ambassador Program
- Establish Impact Assessment



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# Business Support Criteria Matrix

BUSINESS LOGO

## Market Access

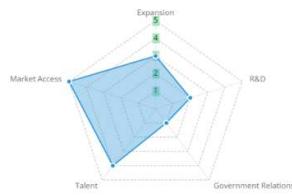
- 5 Mature Growth – Seeking continued growth in International Markets – Seeking to be market leader
- 4 Export-Ready – Seeking export advice or support to enter international markets
- 3 Early Growth – Seeking growth support in Provincial/National markets or new industries
- 2 Stable – Not focused on expanding into new markets; new clientele achieved through referral
- 1 Recession – Markets are shrinking due to external market factors

## Talent

- 5 High Value Growth – Immediate Need; Highly Skilled Talent; 50%+ Increase
- 4 Exponential – Less than 12 months; Upskilling or acquiring highly-skilled talent; 50%+ increase
- 3 Incremental – Long-term growth of existing talent base dependent on market trends
- 2 Stable – Aside from retention; no growth plans in 12 months
- 1 Recession – Reduced talent demands

## Business Visitation

Business Priorities



## Business Growth & Expansion

- 5 Strategic Investment – Strategic sector with provincial/national significance; high value job creation, market familiarity, 12–24 months
- 4 High Priority – Strategic sector; high value job creation, market familiarity, 12–24 months
- 3 Retention – Non-urgent expansion, moderate job create, market familiarity, 12–24 months
- 2 Low Priority – Non-strategic sector; low job creation, market unfamiliarity, less than 12 months or over 36 months
- 1 No Expansion Plans

## Research & Development

- 5 Industry Innovators – History of grant funding, innovation in strategic sectors, grant value >20% annual profits, institutional partners
- 4 Early Adopters – History of grant funding, grants for innovation in strategic sectors, institutional partners
- 3 Early Majority – History of grant funding, consider grants to be low value, R&D on existing operations
- 2 Late Majority – Interest in grants but no history of grant funding, R&D on existing operations
- 1 No Research & Development

## Government Relations

- 5 Ambassador – Providing government/institutional partners with: industry feedback, letter of referral, celebrating milestones, sponsorship
- 4 Engaged – Seldom provide government/institutional feedback, may have active/unresolved issues
- 3 Contentious – Unresolved and active issues with government/institutional partners
- 2 Unsupportive – Belief that government/institutional partners cause more harm than support
- 1 Avoidance – Not interested in any participation with government/institutional partners.

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# Moment Energy

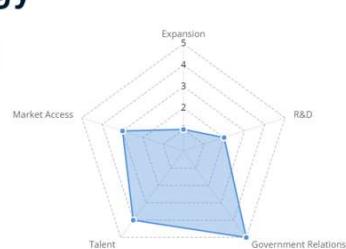


moment energy

## Market Access

- Market Reach International
- Key Industries High Power users (tech, quantum), infrastructure, waste management, airports, manufacturing
- Strategic Clients BC Hydro, YVR
- Comments: Large power users in the emerging tech industries such as data centres, quantum computing

## Business Priorities



## Research & Development

- Research Areas Battery systems
- Grants Awarded \$5 million - TD Innovation Partners  
\$60 million - Amazon Climate Pledge Fund,
- Critical Research Factor Limited by facility space
- Comments:

## Government Relations

- Municipal Engaged with film office; marketing support and introductions to local businesses that are considered high power users
- Federal No issues
- Transportation No issues
- Comments: Interest in intro to Photonic; participation in local business celebration series; participation in EDAC

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## Value-Add



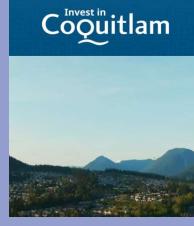
### Site Support

Site identification,  
land-use verification,  
red tape reduction



### Market Access

Missions trips  
opportunities,  
industry conference  
engagements



### Marketing

Event showcase,  
digital media  
amplification, case  
studies



### Investor Engagement

Introductions to  
investors,  
government funders



### Talent Accelerator

Micro-credential  
development;  
research support  
with post-secondary

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## Questions?

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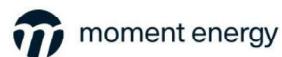
### Eric Kalnins

Senior Manager, Economic  
Development

### Edward Tain

Business Growth Manager

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## Mission

Provide worldwide access to affordable, reliable, and clean power.

## Vision

A world where clean power is abundant, affordable and uninterrupted for everyone; where every battery that can be repurposed gets repurposed and none reach a landfill.

### About Us

**Leader in manufacturing BESS by repurposing EV batteries.**



#### About Us

Founded in  
**2019**

Headquarters

**Vancouver**

Employees  
**60+**

#### Milestones



The **first company** in North America to secure **UL 1974 certification**.



Filed **6 patents** to enable safe manufacturing and management of second-life BESS.



Deployed **9 second-life projects** in North America with additional 89 projects in the pipeline.



Closed **\$35M** Series A and Department of Energy funding.

#### Our Relationships



Beyond, Every Day.



VANCOUVER  
INTERNATIONAL  
AIRPORT



Tugliq  
Energie Co.

GOD'S POCKET

#### Our Projects

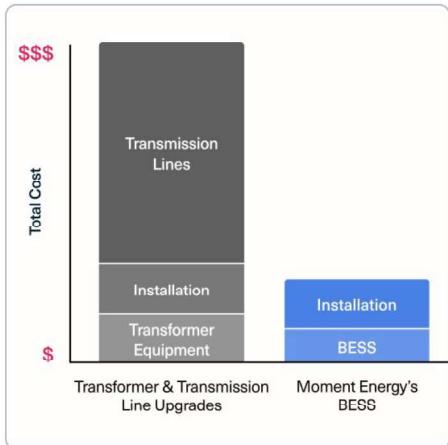
**178 MWh**

in qualified funnel projects deploying in the next 3 years

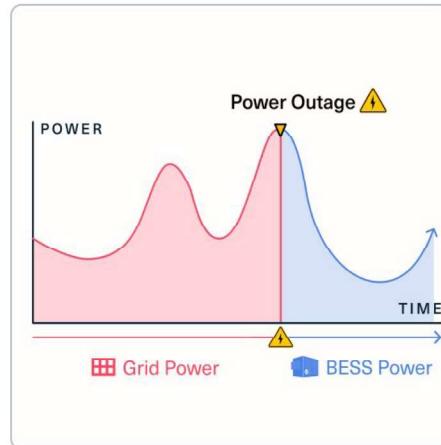


## How our customers save with battery energy storage.

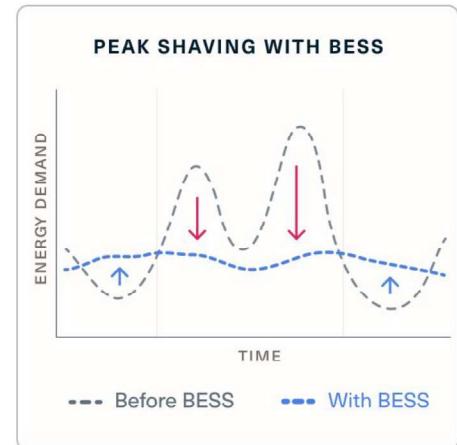
### Avoiding Infrastructure Upgrades



### Avoiding Expensive Downtime



### Reducing Demand Charges



### Our Product



## Our Luna system configurations



**Half Luna**

**400 kWh**

Ideal for small to medium commercial applications

Power Output

**200 kW**



**Full Luna**

**1 MWh**

Perfect for large commercial and industrial facilities

Power Output

**500 kW**

Industry leader in safety and quality, trusted by global partners.



PROJECT SIZE  
400 kWh / 200 kVA

USE CASE  
Power infrastructure to enable fast EV charging



PROJECT SIZE  
400 kWh / 200 kVA

USE CASE  
Power infrastructure for hospitals



PROJECT SIZE  
240 kWh / 120 kVA

USE CASE  
Power anywhere for defence/humanitarian aid

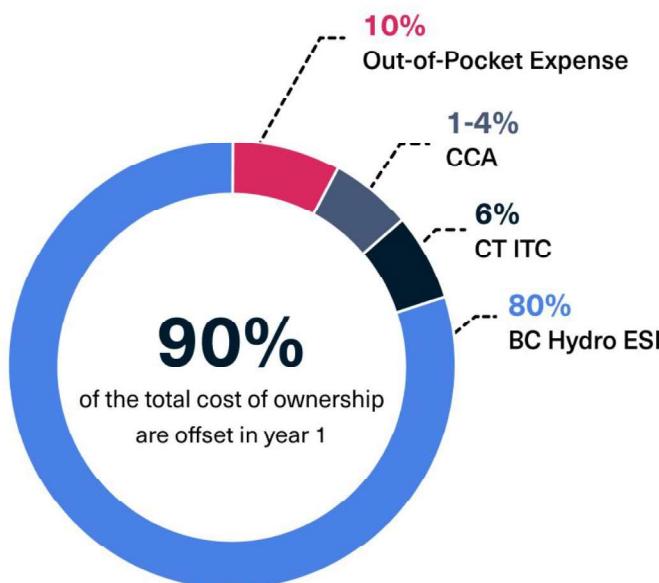


PROJECT SIZE  
120 kWh / 80 kVA

USE CASE  
75% diesel reduction

#### Financial Structure

Leveraging incentives to offset 90% of ownership costs.



#### Avoid Outages

You can maintain operations during grid interruptions, preventing costly downtime.



#### Reduce Demand Charges

BESS performs peak shaving by discharging stored energy during peak demand, which lowers demand charges.

## Case study of an glass fabricating facility.



Site Details	Bottom Line
<b>BATTERY SIZE</b> <b>400 kWh</b>	<b>BESS COST</b> <b>\$450,000</b> <b>LESS BC HYDRO ESI</b> <b>-\$360,000</b> <hr/> <b>\$90,000 total</b> <b>CUSTOMER OUT OF POCKET</b>
Annual Savings	
<b>ENERGY SAVINGS</b> <b>\$33,535</b>	<b>PAYBACK PERIOD</b> <b>3.35 years</b>



## Case study of a grocery store.



Site Overview		
MONTHLY DEMAND CHARGES	BATTERY SIZE	
<b>\$6,000</b>	<b>400 kWh / 200 kVA</b>	
PEAK DEMAND	BC HYDRO NOMINATED CAPACITY	
<b>400 kW (200 kW baseline)</b>	<b>200 kW</b>	
Results		
ANNUAL SAVINGS	INSTALLED COST (NET)	RETURN ON INVESTMENT
<b>\$19,000</b>	<b>\$65,000</b>	<b>3.4 years</b>



## Next Steps

### This is our future.



**Expanding** our Vancouver headquarters into a premier centre for battery testing and research and development.



**Designing and manufacturing** the Nova – our next product, designed to meet the market's appetite for a sustainable, powerful and affordable outdoor-rated BESS.



**Commercializing** the world's fastest-learning Stationary Energy Storage BMS using our data lead to fill the gap in the market for a system that handles the variation in second life batteries.



**Building** the world's first battery repurposing Gigafactory to manufacture second-life BESS at scale to increase margins and revenue growth.



## Our Team

### Join us in providing affordable, reliable, and clean power.



Back-up power for data centers



Behind-the-meter demand response services



Reduced costs for commercial facilities

#### Gurmesh Sidhu

Co-founder & CPO

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Book a meeting with our team today!