

Your energy solutions partner

Energy Reliability, Cost Reduction and Sustainability



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Introduction

- Founded in 2017 by a former Utility CEO, Fare Vostro Energy Solutions Inc. (FVES) is led by a team of senior industry experts with decades of experience in developing, financing, constructing, managing and operating distributed energy assets.
- **Fare Vostro (or Doing Your)** Energy Solutions' purpose is to leverage technologies for distributed generation and deep knowledge of Utilities and regulations to build solutions for Clients, that the Utilities may not be able to provide due to regulations and history.
- Our team's **experience** portfolio spans projects from several hundred kilowatts to over 100 megawatts.
- **Clients'** portfolio ranges from Electric Utilities to Steel Plants to Grocery Retailing.
- The **scope** of solutions ranging from Distribution System Planning to Optimizing Energy Solutions to energy Assets Management to Developing, Designing, financing and Building Microgrids.

Team Capabilities and Experience (1 of 2)

- ✓ Extensive experience in electricity **distribution system planning and optimization including** regulatory filings, presentations, and reporting.
- ✓ Expertise in **load forecasting and modeling** to optimize energy distribution, consumption and resiliency.
- ✓ Proven ability to work and **negotiate with utilities and system operators** for favorable outcomes.
- ✓ **In-depth knowledge** of electricity regulations, including the **Utility Distribution Code and Affiliate Relationship Codes**.
- ✓ Hands-on experience in **SCADA system implementation and microgrid development**.
- ✓ Skilled in managing **large and complex district energy plants**.
- ✓ **Effective engagement from** board members to C-suite executives to front-line teams.
- ✓ Competitive **bid process management** as owners' advisors – for complex electrical and mechanical systems implementation.

Team Capabilities and Experience (2 of 2)

- ✓ Development and Execution of **Pilot and Demonstration Projects**: Including sourcing “alternative financing” – such as vendor partnerships and Government incentives including NRCAN Utility Incentives.
- ✓ Developing, Designing, Financing and Constructing **Microgrids**.
- ✓ Developed and secured **third-party funding** (NEDO, Japan) for multi-million-dollar Virtual Power Plant (VPP).
- ✓ **Capital Projects** planning, designing and building including financing.
- ✓ **Asset Management** to optimize for resiliency, cost and sustainability.
- ✓ **Strategy development to implementation** (multi-disciplinary expertise – Engineering, finance, regulatory, M&V, reporting and contract management).
- ✓ **Negotiation and document management** for operationalizing completed capital projects.
- ✓ **Electricity generation and Storage** (Solar, Battery storage and Natural Gas).
- ✓ Managing **District Energy Systems** - Mechanical, thermal systems covering boilers and chillers.

Key Clients & Projects (1 of 3)



- Asset Management of Cogeneration plant (steam turbine).
 - Reviewed the arm's-length relationship between the cogeneration plant and the steel plant and renegotiated ESA (Electricity Supply Agreement), SSA (Shared Services Agreement), and Lease Agreement.
 - Optimized steam supply to the steel plant and electricity supply to IESO under a PPA (Power Purchase Agreement).



- Developed, financed and constructed a microgrid project.
- Load forecasting and analysis for matching with energy resource availability.
- Optimized operations and resiliency.

Key Clients & Projects (2 of 3)



- Comprehensive review of DSP (Distribution System Plan) to develop opportunities for integrating non-wire alternatives.



- Led a techno-commercial study to restart a 50 MW cogeneration plant (gas turbine). Developed a detailed business case with risk matrix and recommended options after consulting IESO.



- Lead Advisor and Manager to manage the procurement and the RFP processes for backup generators for large warehouses. Managed construction, operations, and optimized utility costs under IESO programs.

Key Clients & Projects (3 of 3)



- Assess interconnection solutions for enhancing energy resiliency for the GTAA operations and to evaluate system capacity and/or constraints to connect to the grid to supply electricity under IESO's ongoing or future procurement(s).
- Assess and assist in managing new connections required by GTAA for anticipated electricity load growth under LIFT expansion program to be served by "new Feeders" with appropriate redundancy of Utility supply.