
A New Frontier

(it's all about electrification)

Gary Connett

Director, Member Services

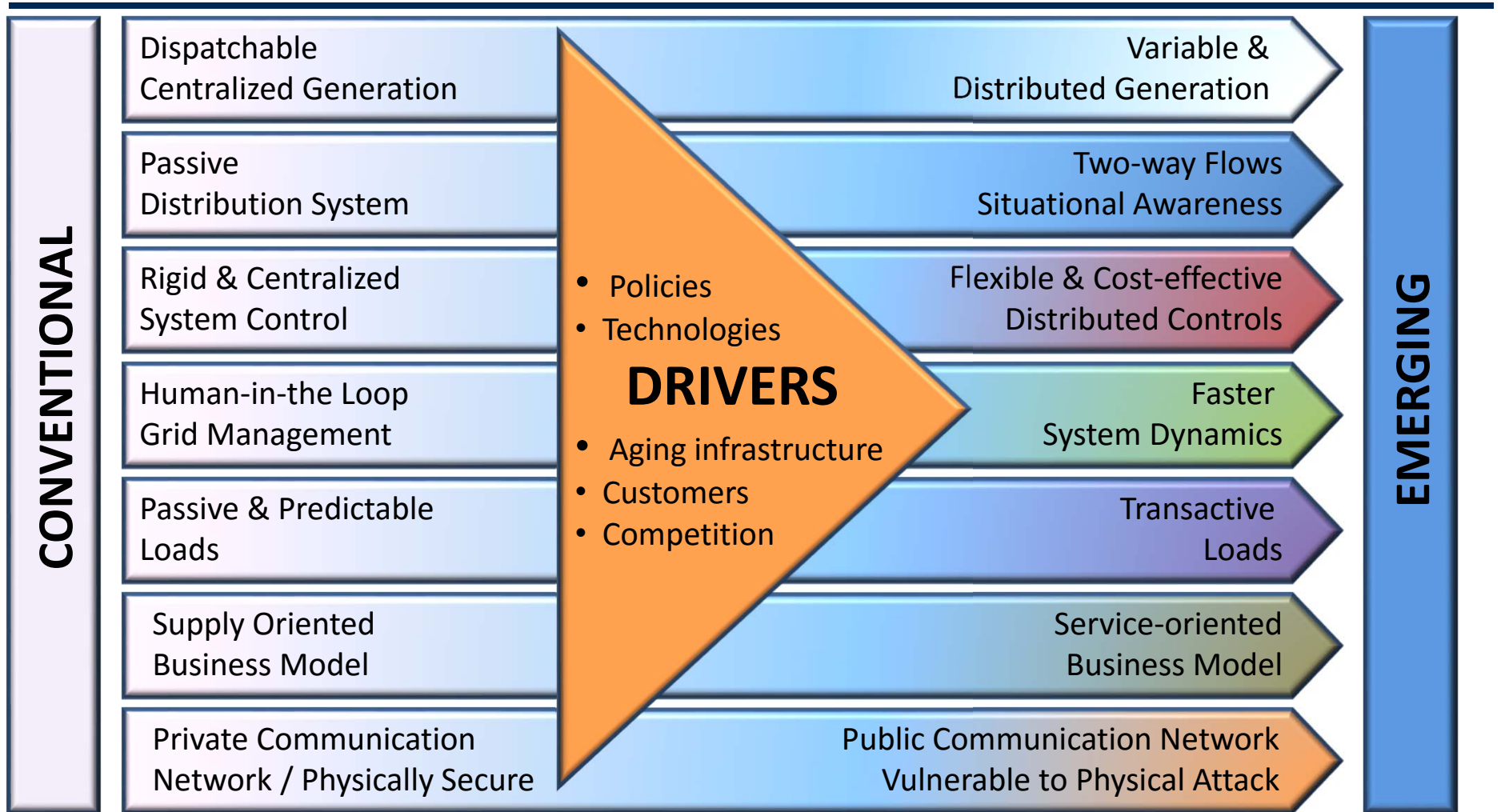
The future is electric

- ▶ Electricity will:
 - ▶ Come from renewable, sustainable resources
 - ▶ Take the lead in decarbonizing the country
 - ▶ Dominate transportation and heating

Utilities must take a proactive role.



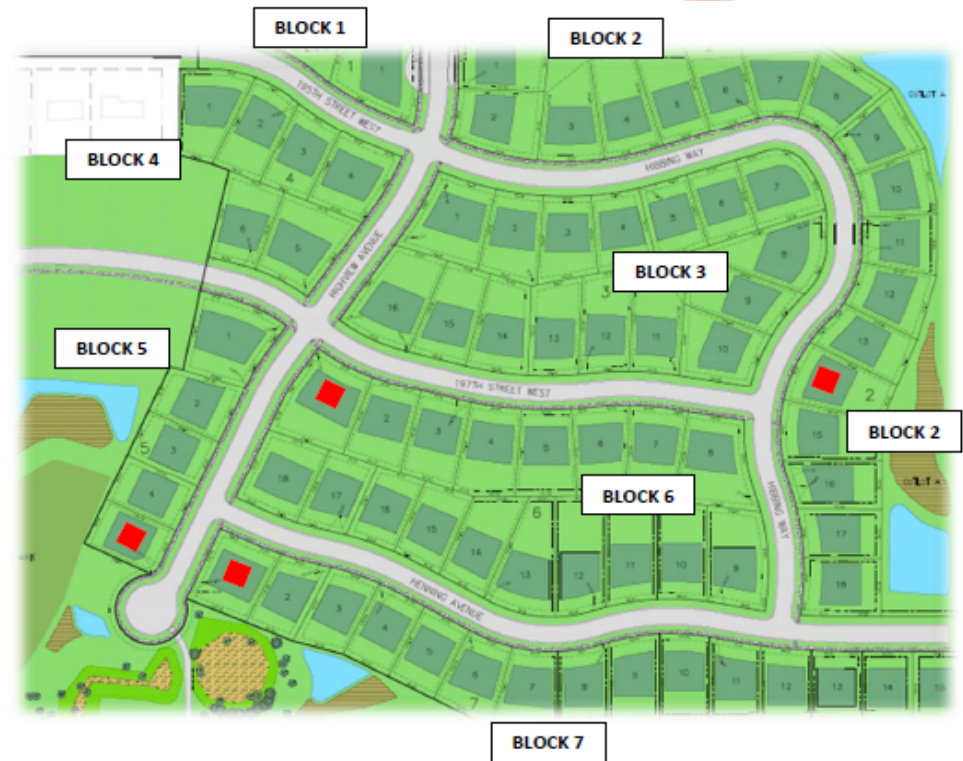
Utility industry trends



Community Storage

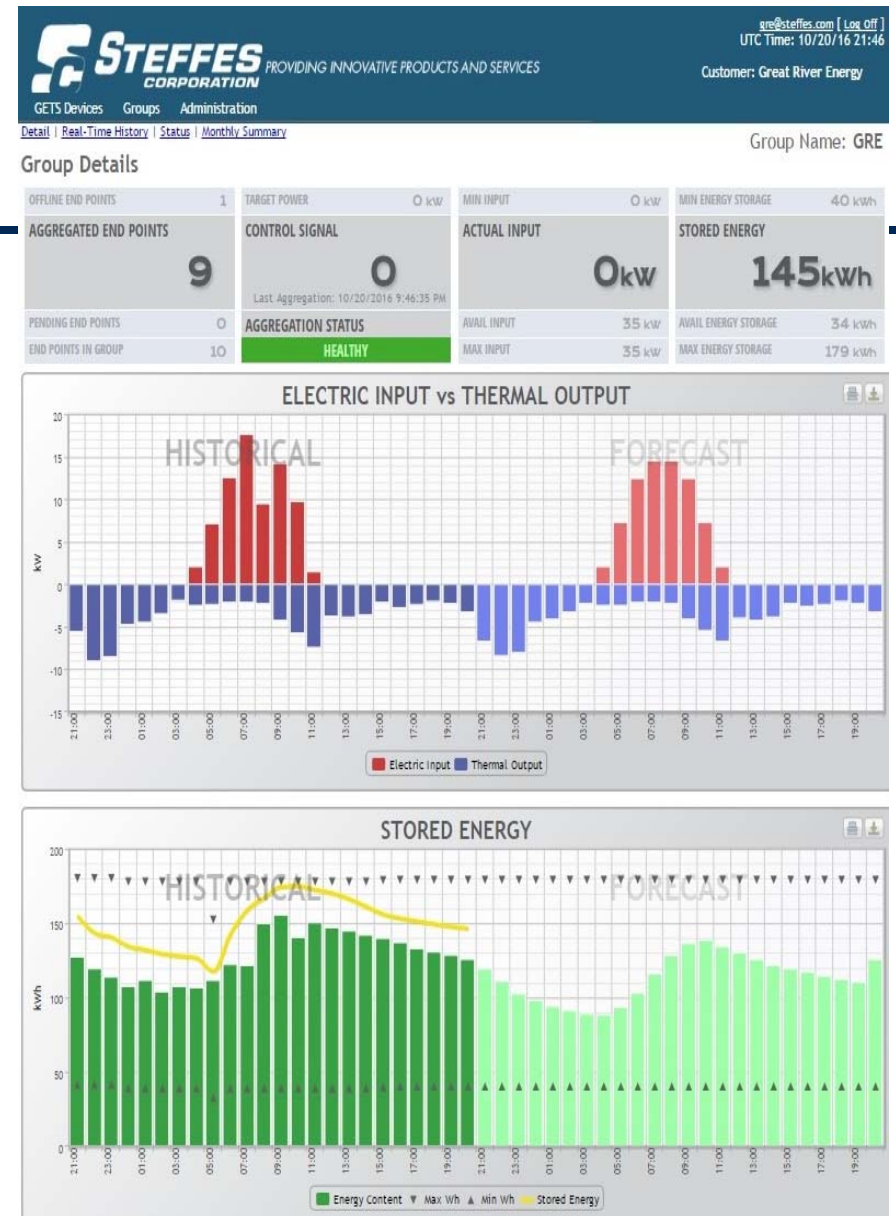
- ▶ First “Community Storage” housing development
 - All homes have grid-interactive water heaters
- ▶ Also includes:
 - EV charging stations in the garage
 - LED lighting upgrades
 - Air source heat pump upgrade
- ▶ Cell modems installed in water heater initially
 - Evaluate other communications as the project moves forward
 - Lora 900 MHz System

Legacy 2nd
Lakeville, MN



Grid interactive water heating

- 85 gallon water heaters
- Adjusts temperature in response to:
 - Market energy price
 - Availability of renewable energy
- Able to provide ancillary services
 - 4 second response rate
- Assures comfort is never compromised



revolt

EMBRACE ELECTRIC VEHICLES



Why electric vehicles?

WIN

Our
Members

WIN

Our Business

WIN

The
Environment

WIN

The Local
Economy

Beneficial Electrification

Empowers GRE to:

- ▶ Meet strategic goals
- ▶ Change the discussion
- ▶ Increase beneficial sales
- ▶ Be part of the solution
- ▶ Engage in efforts widely supported by stakeholders

