



For immediate release
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Saint John Energy identifies growth-related opportunities

Saint John – Saint John Energy is prepared to directly support the Government of New Brunswick’s **‘New Deal’** for Saint John through new growth-related energy services and renewable energy development opportunities. Saint John Common Council endorsed its plans in an open session of Council yesterday.

Saint John Energy plans to pursue opportunities associated with new renewable generation projects, including an application to develop two wind farms, and expanded value-add consumer energy services, together with its partners the Perth-Andover Light Commission and Edmundston Energy.

“Saint John Energy has been proudly serving its customers for 95 years,” Saint John Energy President and CEO Ray Robinson said. “We have achieved goals related to customer satisfaction, kept rates low and reliability high, and we believe strongly that we can be an increasing contributor to the local economy and drive much needed growth while maintaining aggressive electricity rates.”

Based on stakeholder input and modelled on the structures of municipal utilities across the country, Saint John Energy requires an alternate business structure in order to pursue new opportunities, one that allows a return on equity while limiting the liability of any project investment.

“Our current business structure prevents us from being most effective in exploring new means of supplying energy, and the new business opportunities associated with them,” CEO Ray Robinson said. “The establishment of an alternate business structure would enable us to explore new opportunities at a time when our core electricity distribution business is changing, and ensures we’re set up for growth and success, creating jobs and opportunities for our region.”

The utility’s decision to explore and pursue new opportunities has been informed by the success of its mini-split heat pump rental, with revenue forecasted to meet or exceed \$1.3 million in 2017, as well as its joint proposal with the Village of Perth Andover and City of Edmundston to develop two wind energy projects.

The *Charlotte County Community Wind Farm* and *Chapman Community Wind Farm* are both 20 megawatt projects and help NB Power to meet its future energy demand. The wind farm opportunities were identified and put forward for consideration as part of the second phase of the provincial Locally-Owned Renewable Energy Small Scale (LORESS) program.

“Together, we’re working to build a sustainable growth model while continuing to respond to evolving customer needs and adopt new, transformative technologies,” Robinson said. “Our goal is to always act as an advocate for consumer choice, catering to our customers’ changing behaviours and needs, while increasing our value to the community.”

Mayor Don Darling added “Council is extremely proud of the accomplishments of SJ Energy and their vision for the future, which will contribute directly to the long-term financial and environmental sustainability of our community and Province. One of our key barriers in moving forward is the need for enabling legislative changes by the Province, and we are particularly concerned with elements of the new Local Governance Act, which will prohibit any municipality in New Brunswick in establishing a corporation that mitigates risks and provides a financial benefit back to the community. The new Act is scheduled to become law in early 2018.”

-30-

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