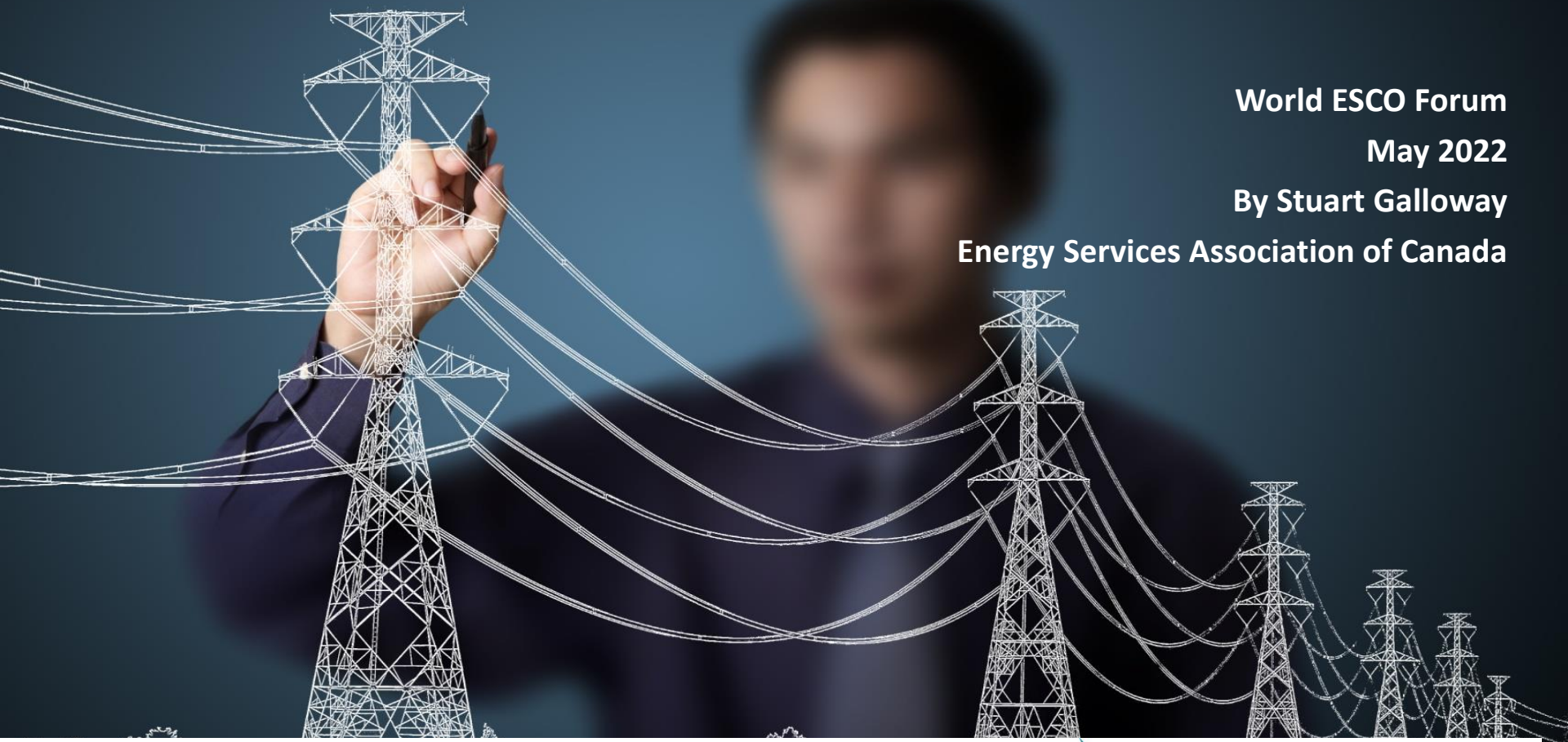


Regulatory Barriers to EPCs in Canada

World ESCO Forum
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By Stuart Galloway
Energy Services Association of Canada



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Some of the issues Canada faces



- **Multi- layered government and governance**
- **Overall support and approval**
- **Standardization**
- **Split incentives (Capital \$ vs Operational \$)**
- **Institutional hereditarian approach**
- **Incentive programs**



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