

Page 001 to/à Page 014

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From: Clark, Ben ENV:EX
To: Finkelstein, Ben ENV:EX;
Subject: BEEP Menu Comments
Date: Wednesday, October 9, 2013 3:40:16 PM
Attachments: BEEP Menu Draft v1_bc.docx

Hi Ben,

Here is the BEEP menu with a few edits and comments within. Altogether I think it is fine to share with interested LGs.

Cheers,

BC

250.387.5867

Page 016 to/à Page 028

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From: [Anastasia Lukyanova](#)
To: [Finkelstein, Ben ENV:EX;](#)
Subject: BEEP Menu
Date: Thursday, October 31, 2013 12:00:28 PM
Attachments: [BEEP Menu final.pdf](#)

Hello Ben,

Please see attached the final BEEP Menu document.

Thanks,
Ana

--

Ana Lukyanova client advisor, data analyst

Climate Smart cut costs. cut carbon.

ana@climatesmartbusiness.com | 604-CLIMATE (254-6283) x229

www.climatesmartbusiness.com | twitter.com/ClimateSmart | www.linkedin.com/company/climate-smart

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CONSTRUCTION, REAL ESTATE, AND CARBON EMISSIONS

A CLIMATE SMART™ INDUSTRY BRIEF

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Nihil opus est
exemplis hoc
facere longius

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Hoc etsi multimodis reprehendi potest, tamen accipio, quod dant. Sit hoc ultimum bonorum, quod nunc a me defenditur; Ratio enim nostra consentit, pugnat oratio. Duo Reges: constructio interrete. Non enim quod quatus dixit quid sentiret, sed etiam cur. Etenim quod quaret, nos ad agendum esse nato.

Hic nihil est, quod in laboro, inquit, de nomine. Quod quid accessit, nimium est; Tecum quod quidam mediocri amico. Omnis enim est quod quid. Hoc etsi multimodis reprehendi potest, tamen accipio, quod dant. Quod idem cum vestri faciant, non minus magnam tribuunt inventoribus gratiam. Ut placet, inquit, etsi enim illud erat aptius, aequum cuique concedere.

Quamquam tu hanc copiosiore etiam soles dicere. Causa autem fuit huc veniendi ut quosdam hinc libros promerem. Atqui haec patefactio quasi rerum opertarum, cum quid quidque sit aperitur, definitio est. Cum autem negant ea quicquam ad beatam vitam pertinere, rursus naturam relinquunt. Is ita vivebat, ut nulla tam exquisita posset inveniri voluptas, qua non abundaret. Eorum enim est haec querela, qui sibi cari sunt seseque diligunt.

Graece donan, Latine voluptatem vocant. Ut nemo dubitet, eorum omnia officia quo spectare, quid sequi, quid fugere debeant? Quaesita enim virtus est, non quae relinqueret naturam, sed quae tueretur. Nihil ad rem! Ne sit sane; Bonum negas esse divitias, praepositum esse dicis? Triarius non potuit.

UPDATE

Page 032 to/à Page 034

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Page 036 to/à Page 066

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From: [Elizabeth Sheehan](#)
Subject: Fwd: News Release: Vancouver's Climate Smart releases groundbreaking data on "Construction, Real Estate & CO2 Emissions" - Preview
Date: Wednesday, October 30, 2013 5:02:07 PM

On behalf of the Climate Smart team, we hope this finds you well.

Yesterday, Climate Smart released its second industry brief: *Construction, Real Estate, and Carbon Emissions*. See below for the news release and a link to the industry brief.

We are pleased to share with you first-of-its-kind data on the local construction & real estate industry which shows that one of BC's foremost economic sectors is **demonstrating concrete action and investment** in pursuit of a clean, low-carbon economy.

The report was released in collaboration with the Urban Development Institute (UDI) and on the heels of the new Pacific Coast Action Plan on Climate and Clean Energy—a landmark agreement signed by the leaders of British Columbia, Washington, Oregon, and California - suggesting there may be significant synergy between the goals of the public and private sectors on this issue.

We welcome any feedback and help you can provide on distributing the industry brief and news release below.



Elizabeth Sheehan president

Climate Smart cut costs. cut carbon.

elizabeth@climatesmartbusiness.com | 604-CLIMATE (254-6283) x230 s.22

www.climatesmartbusiness.com | twitter.com/ClimateSmart

NEW Read Climate Smart's latest [Industry Brief: Construction, Real Estate and Carbon Emissions](#)

Watch [success story videos](#) from Climate Smart companies here

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#360-163 West Hastings St.
Vancouver, BC V6B 1H5

Vancouver's Climate Smart releases groundbreaking data on 'Construction, Real Estate and Carbon Emissions'

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From: [Anastasia Lukyanova](#)
To: [Bauer, Heather ENV:EX](#);
cc: [Finkelstein, Ben ENV:EX](#);
Subject: Re: As requested: Logo & Photo
Date: Wednesday, October 16, 2013 11:55:08 AM

This one looks good, thank you Heather! I'll add it to your page and email you the final posting later today.

Best,

Ana

On 16 October 2013 11:27, Bauer, Heather ENV:EX <Heather.Bauer@gov.bc.ca> wrote:

How about this image?

From: Bauer, Heather ENV:EX
Sent: Tuesday, October 15, 2013 4:27 PM
To: 'ana@climatesmartbusiness.com'
Cc: Finkelstein, Ben ENV:EX
Subject: As requested: Logo & Photo

Hi Ana,

I've attached the logo. And for the image, we were thinking the cover page from our latest report would suffice?

<http://www.env.gov.bc.ca/cas/reports/cnar/CarbonNeutralBC-2012.pdf>

Could you copy this from the PDF?

Heather Bauer
T. [250 387-2759](tel:2503872759)

~~~~~

From: Finkelstein, Ben ENV:EX

Sent: Tuesday, October 15, 2013 4:00 PM  
To: Bauer, Heather ENV:EX; Stainton, Beverley ENV:EX  
Subject: Fwd: BEEP Menu Comments and Brief text

Can one of you forward logo and cover shot from CN 2012 to ClimateSmart.

Thx!!!

Ben Finkelstein  
Climate Action Secretariat

s.17

Begin forwarded message:

From: Anastasia Lukyanova <[ana@climatesmartbusiness.com](mailto:ana@climatesmartbusiness.com)<<mailto:ana@climatesmartbusiness.com>>>  
Date: 15 October, 2013 3:55:49 PM PDT  
To: "Finkelstein, Ben ENV:EX" <[Ben.Finkelstein@gov.bc.ca](mailto:Ben.Finkelstein@gov.bc.ca)<<mailto:Ben.Finkelstein@gov.bc.ca>>>  
Cc: Elizabeth Sheehan <[elizabeth@climatesmartbusiness.com](mailto:elizabeth@climatesmartbusiness.com)<<mailto:elizabeth@climatesmartbusiness.com>>>  
Subject: Re: BEEP Menu Comments and Brief text  
Hello Ben,

Thank you for this. To complete your sponsor page we will also need a high-resolution logo of the province in eps format and a high-resolution photo to include on the page.

Thanks,

Ana

On 15 October 2013 12:46, Finkelstein, Ben ENV:EX <[Ben.Finkelstein@gov.bc.ca](mailto:Ben.Finkelstein@gov.bc.ca)<<mailto:Ben.Finkelstein@gov.bc.ca>>>  
wrote:

"British Columbia is recognized as a global leader in the fight against climate change and global warming, demonstrating to the world that a strong economy and environmental sustainability can in fact go hand in hand.

2012 marks the third consecutive year that B.C. has achieved carbon neutrality, an unprecedented achievement for

provincial or state government in North America. Carbon Neutral Government is fundamentally about leadership. We are working to put our government's carbon emissions house in order as we ask businesses, communities and individuals to do the same.

Through Carbon Neutral Government, we are demonstrating viable energy efficiency and conservation technologies, engaging British Columbians with a sustainability message, while working hard to reduce our own carbon footprint. The province is proud of our achievements to date and want to recognize the efforts of all public sector organizations across the province.

Together, we will build on our success and continue to lead in reducing our emissions while ensuring the next generation of British Columbians may also enjoy a clean, healthy environment.

Ben Finkelstein  
Manager - Green Communities  
Climate Action Secretariat  
Ministry of Environment  
o 250.356.7847<tel:250.356.7847>  
s.17 <tel<sup>s.17</sup>

---

From: Clark, Ben ENV:EX  
Sent: Wednesday, October 9, 2013 3:40 PM  
To: Finkelstein, Ben ENV:EX  
Subject: BEEP Menu Comments

Hi Ben,

Here is the BEEP menu with a few edits and comments within. Altogether I think it is fine to share with interested LGs.

Cheers,

BC  
250.387.5867

--

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Named to BCorp's Best of the Environment<<http://bestfortheworld.bcorporation.net/>> List for 2013  
Read Climate Smart's latest Industry Brief: Offices and Carbon Emissions<<https://climatesmartbusiness.com/wp-content/uploads/2013/05/CS-IND-BRIEF-OFFICES-FINAL-DIGITAL.pdf>>

Watch success story videos<<http://www.youtube.com/playlist?list=PLF7F355651BC8B8CC>> from Climate Smart companies here

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**Ana Lukyanova** client advisor, data analyst

**Climate Smart** cut costs. cut carbon.

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[www.climatesmartbusiness.com](http://www.climatesmartbusiness.com) | [twitter.com/ClimateSmart](https://twitter.com/ClimateSmart) | [www.linkedin.com/company/climate-smart](http://www.linkedin.com/company/climate-smart)

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**From:** Anastasia Lukyanova  
**To:** Bauer, Heather ENV:EX;  
**cc:** Finkelstein, Ben ENV:EX;  
**Subject:** Re: As requested: Logo & Photo  
**Date:** Tuesday, October 15, 2013 4:31:25 PM

---

Hi Heather,

Thanks so much for the logo.

For the image, I am afraid the quality will not be high enough if I take it from the pdf.

Do you have it as a separate high-resolution file?

Thank you,

Ana

On 15 October 2013 16:27, Bauer, Heather ENV:EX <[Heather.Bauer@gov.bc.ca](mailto:Heather.Bauer@gov.bc.ca)> wrote:

Hi Ana,

I've attached the logo. And for the image, we were thinking the cover page from our latest report would suffice?

<http://www.env.gov.bc.ca/cas/reports/cnar/CarbonNeutralBC-2012.pdf>

Could you copy this from the PDF?

**Heather Bauer**  
T. [250 387-2759](tel:2503872759)

~~~~~

From: Finkelstein, Ben ENV:EX
Sent: Tuesday, October 15, 2013 4:00 PM
To: Bauer, Heather ENV:EX; Stainton, Beverley ENV:EX
Subject: Fwd: BEEP Menu Comments and Brief text

Can one of you forward logo and cover shot from CN 2012 to ClimateSmart.

Thx!!!

Ben Finkelstein

Climate Action Secretariat

s.17

Begin forwarded message:

From: Anastasia Lukyanova
<ana@climatesmartbusiness.com>
Date: 15 October, 2013 3:55:49 PM PDT
To: "Finkelstein, Ben ENV:EX" <Ben.Finkelstein@gov.bc.ca>
Cc: Elizabeth Sheehan
<elizabeth@climatesmartbusiness.com>
Subject: Re: BEEP Menu Comments and Brief text

Hello Ben,

Thank you for this. To complete your sponsor page we will also need a high-resolution logo of the province in eps format

and a high-resolution photo to include on the page.

Thanks,

Ana

On 15 October 2013 12:46, Finkelstein, Ben ENV:EX <Ben.Finkelstein@gov.bc.ca> wrote:

“British Columbia is recognized as a global leader in the fight against climate change and global warming, demonstrating to the world that a strong economy and environmental sustainability can in fact go hand in hand.

2012 marks the third consecutive year that B.C. has achieved carbon neutrality, an unprecedented achievement for provincial or state government in North America. Carbon Neutral Government is fundamentally about leadership. We are working to put our government’s carbon emissions house in order as we ask businesses, communities and individuals to do the same.

Through Carbon Neutral Government, we are demonstrating viable energy efficiency and conservation technologies, engaging British Columbians with a sustainability message, while working hard to reduce our own carbon footprint. The province is proud of our achievements to date and want to recognize the efforts of all public sector organizations across the province.

Together, we will build on our success and continue to lead in reducing our emissions while ensuring the next generation of British Columbians may also enjoy a clean, healthy environment.

Ben Finkelstein

Manager - Green Communities

Climate Action Secretariat

Ministry of Environment

o 250.356.7847

s.17

From: Clark, Ben ENV:EX
Sent: Wednesday, October 9, 2013 3:40 PM
To: Finkelstein, Ben ENV:EX
Subject: BEEP Menu Comments

Hi Ben,

Here is the BEEP menu with a few edits and comments within. Altogether I think it is fine to share with interested LGs.

Cheers,

BC

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Ana Lukyanova client advisor, data analyst

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From: [Anastasia Lukyanova](#)
To: [Finkelstein, Ben ENV:EX;](#)
cc: [Elizabeth Sheehan;](#)
Subject: Re: BEEP Menu Comments and Brief text
Date: Tuesday, October 15, 2013 3:55:59 PM

Hello Ben,

Thank you for this. To complete your sponsor page we will also need a high-resolution logo of the province in eps format and a high-resolution photo to include on the page.

Thanks,

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On 15 October 2013 12:46, Finkelstein, Ben ENV:EX <Ben.Finkelstein@gov.bc.ca> wrote:

"British Columbia is recognized as a global leader in the fight against climate change and global warming, demonstrating to the world that a strong economy and environmental sustainability can in fact go hand in hand.

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Climate Action Secretariat
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BC
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From: [Elizabeth Sheehan](#)
To: [Finkelstein, Ben ENV:EX; Oord, Haydee ENV:EX;](#)
Subject: Re: CAS invoices
Date: Wednesday, October 16, 2013 4:56:30 PM

Dear Haydee

I hope this finds you well. I meant to cc you on the email below.

all the best

Elizabeth

Elizabeth Sheehan president

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elizabeth@climatesmartbusiness.com | 604-CLIMATE (254-6283) x230 | ^{s.22}

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.

On Wed, Oct 16, 2013 at 4:54 PM, Elizabeth Sheehan
<elizabeth@climatesmartbusiness.com> wrote:

Hi Ben

Here are the two final invoices along with deliverables from our end.

Here is a link to the final version of the Construction Brief. The only piece to be added is the white-only version of the Province of BC logo that Heather should be sending me soon. There is currently a placeholder for it on the cover.

https://www.sugarsync.com/pf/D2969965_88588354_39079

Attached please find the BEEP menu finalized with the Ben's comments (thank you).

The team will anticipate seeing you or Rob at the Oct 29th event.

Thank you again for the opportunity to bring this data forward and we look forward to keeping you posted on how and where this goes.

best
Elizabeth

Elizabeth Sheehan president

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.

----- Forwarded message -----

From: **Eric Bucad** <eric@climatesmartbusiness.com>

Date: Wed, Oct 16, 2013 at 12:14 PM

Subject: CAS invoices

To: Elizabeth Sheehan <elizabeth@climatesmartbusiness.com>

Here are the two CAS invoices.

From: [Anastasia Lukyanova](#)
To: [Lloyd Lee](#);
cc: [Finkelstein, Ben ENV:EX](#);
[Elizabeth Sheehan](#);
Subject: Re: Industry Brief Sponsorship Blurb needed
Date: Tuesday, October 8, 2013 1:41:10 PM

Hello All,

I am just following up on Lloyd's request for a write-up to be included in our Constriction Brief that's due to come out this month.

We would appreciate getting it by Monday to allow enough time for printing and editing. Please let us know if there is any more information you need from us.

Thank you,

Ana

On 1 October 2013 12:18, Lloyd Lee <lloyd@climatesmartbusiness.com> wrote:

Hi Ben:

One thing I forgot to mention is the Industry Brief. Can't remember if I've already asked you for this before. As a sponsor, you get a 150-word blurb and a photo on a Sponsors page, plus logo placement on the front cover.

Probably a request for Trevor or someone but we will need that blurb, a high-resolution photo, plus a high-resolution logo for CAS or the BC Provincial Government (this one in full colour and in white). I'm attaching a sample here to show what other sponsors have done.

Cc'ing Ana here again as she'll be taking over the Brief. Thanks a lot, Ben!

Cheers
Lloyd

Lloyd Lee design and analytics manager
Climate Smart cut costs. cut carbon.
lloyd@climatesmartbusiness.com | 604-CLIMATE (254-6283) x225
www.climatesmartbusiness.com | twitter.com/ClimateSmart | www.linkedin.com/company/climate-smart

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On Monday, September 30, 2013 at 4:59 PM, Lloyd Lee wrote:

Hi Ben and Ben:

Hope you're doing well! The Symposium seemed to go off without a hitch. Great event.

I'm writing to check in on any BEEP feedback, but also a personal note to say I'm leaving Climate Smart at the end of the week, to start a new role at the City of Vancouver in the Sustainability Group. Ana will be taking over all our data consultancy files, including the BEEP, and will be your main point of contact.

It's been great working with you, and hope to cross paths again in the future. Cheers,
Lloyd

Lloyd Lee design and analytics manager

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On Wednesday, August 28, 2013 at 10:26 AM, Lloyd Lee wrote:

Hi Ben:

Just checking in re: BEEP with a busy September approaching. Getting ready to send Industry Brief draft to Ben F as well, as we've made some progress on that. Please let me know re: that and the BEEP menu as well when you get a chance.

Thanks,
Lloyd

Lloyd Lee design and analytics manager

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lloyd@climatesmartbusiness.com | 604-CLIMATE (254-6283) x225

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[linkedin.com/company/climate-smart](https://www.linkedin.com/company/climate-smart)

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On Monday, July 22, 2013 at 2:34 PM, Clark, Ben ENV:EX wrote:

Thanks for this Lloyd, at first glance it looks great. I'll have some feedback and edits to you soon.

Ben

From: Lloyd Lee [<mailto:lloyd@climatesmartbusiness.com>]

Sent: Thursday, July 18, 2013 1:54 PM

To: Clark, Ben ENV:EX

Cc: Ana Lukyanova

Subject: Re: RE: FW: beep comments

Hi Ben:

Hope you're enjoying the endless summer. With your prioritized list in mind, I've made the following changes.

1. I've inserted a box and whisker (without whiskers) in the draft layout.

2. To address this point, I've just reworded it. See the draft layout.

3. Done. I am trying to incorporate energy as well: we had talked about cutting it but I will see if it can all fit. See draft layout and let me know.

4. I've split energy into elec and natural gas in the stacked-bar graph as you can see in the sample. If this looks, good, I'll cascade the change onto Page 2 as well. As for listing the CEEI as primary source, sources are listed in the footer at the bottom of page 1. I've moved CEEI up to the top.

Please take a look at the attached InDesign file and let me know your feedback. Once all content is set, I'll tidy up the draft for final layout comments (for instance, page 2 layout will change a bit), and begin work on the other three BEEPs and get those wrapped up. Note the INDD externally links to graph image files: the PDF shows how the graphs will actually look.

Thanks

Lloyd

PDF: https://www.sugarsync.com/pf/D875765_7555448_69563139

INDD: https://www.sugarsync.com/pf/D875765_7555448_69567674

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On Wednesday, July 3, 2013 at 4:48 PM, Clark, Ben
ENV:EX wrote:

Hi Lloyd,

I've highlighted the points below that I think are most important for now based on our discussion last week. I should also have access to InDesign by next week so we can send comments back and forth directly on the page.

1. Version we have still has placeholder for per business GHG and GJ stat. is this info available? where from?

1. What would really be useful in this area would be GHG/FTE displayed in a few cohorts of business sizes, or GHG/unit of economic output (even if assumptions are necessary)

We discussed adding a box and whisker diagram where the placeholder is currently

2. Need to be more clear re waste, goal should be to reduce all waste, but where looking to reduce emissions from waste need to be clear

that this relates to organic waste diversion only.

1. Success stories – really would be more compelling if had some cost, payback, benefit info not just a % decrease in elec bill. you could get 25% decr in elec bill by installing tons of PV, but we'd never suggest to someone that was beneficial/ good ROI and strategy to be replicated.

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Cheers,
Ben

From: Lloyd Lee [<mailto:lloyd@climatesmartbusiness.com>]
Sent: Tuesday, July 2, 2013 11:48 AM
To: Clark, Ben ENV:EX
Cc: Elizabeth Sheehan; Ana Lukyanova
Subject: Re: FW: beep comments

Hi Ben:

Happy belated Canada Day - hope you got to enjoy the heat!

Took a closer look at our schedules for the next few weeks and July is looking ideal to

being work on BEEP. Let us know when you've had a chance to touch in with Allison but in the meantime, could you please forward on your prioritized laundry list, and we can get started pursuing those pronto? Whatever isn't contingent on Allison's input, in any case.

Many thanks,

Lloyd

Lloyd Lee design and analytics manager

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2. Methodology

1. Using FTE as denominator for most metrics is not most appropriate option, as a result data/benchmarks are not reliable/ relevant. transpo and waste should not use FTEs at all as their direct causation/ correlation to energy/emissions. building energy use for certain sector (office-based) can use FTE I suppose and be directionally correct perhaps, but ft2 of office space is most telling as some businesses may have all remote/ decentralized staff or predominantly sales staff which would inaccurately report estimate of building energy use.

2. Waste needs to use industry standards for tonnage and waste composition, and then apply to the city based on # of businesses in that NAIC code or similar allocation based on sales in our market, etc.

3. Unclear what scope of emissions reported are, if being compared to CEEI or a drill down of CEEI then needs to use same boundaries, BUT obviously air travel (not included in CEEI), etc. can be big for some businesses, so need to just explain somehow the difference and then provide the true profile for a business in that sector and the strategies for that sector regardless of whether ceei includes or doesn't include air travel for instance in its CEEI. similarly, not all employees in Vic-based business will be residents of Vic, so some of their employee travel will be outside of Victoria's CEEI, but that doesn't mean we only target resident vkts in the BEEPs. just need to figure out a way to briefly explain there are some differences between scope of emissions at business level and community level and then move on.

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According to page 9
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buildings 24% and
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2. P. 9 Aver
ghg
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profile

3. P 10
percentile
variances

4. P. 9 Air
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explanation
as to how
factor in/
excl'd out of

CEEs, but I think if air travel is significant component of an office's ghg contributions, then it needs to be discussed and included on the BEEP

4. Layout

1. Too much space devoted on page 1 to grid boxes., not important, %s next to reflect same info. more important would be explanation of which types of business reside in this sector (i.e. p3 from industry brief for offices).

1. Grid boxes might be difficult for users to understand

2. Also stating that a sector accounts for 3% of community-wide emissions is not a motivating statement. Would be better to state absolute GHGs or another metric.

2. Too much real estate on p2 for resource links to CS, livesmart and citygreen, just one liner and link to websites. links to rebate programs from fortis and hydro should also be added.

3. Too much real estate on page 2 re why reduce carbon, just put in top reason, otherwise basically listing every possible reason to reduce carbon and taking up too much room for more valuable info.

4. Need to have median and then show variability as there may be an average, but reader needs to know both, what is average and what is range so they can see where they fall along continuum.

5. Sources should include CEEI 2010 from Province as primary source

5. BEEP Text

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6. Transpo – per industry brief air travel would be highest emission, not staff commute. should talk about both for offices.

Retail

1. Same as above for methodology, stats, layout

2. Re BEEP Text

1. Examples of business types included in retail, variation in size of retail – food retail, other retail, etc.

2. Has aver 6FTEs which seems low for retail (7500 ftes for 1295 bus)

3. Be clear on what is included/excluded in energy use because 65% building, 35% transpo seems very high for transpo and

makes me think that freight for delivery of purchased goods is included, should it be? either way, be clear on what that comprises if it's to be included so that one knows what is direct transpo emissions vs. indirect from their suppliers' delivery.

4. Re waste- what they sell is going to have huge impact on how much waste they produce and what type re packaging, re organic material etc. Thrifty's waste vs. music store waste, really different.

5. Success stories- cost, roi, payback, etc.

6. More room for strategy details, i.e. transpo reduction strategies is just one sentence re "eliminating idling, planning efficient routes, using GPS" that's not helpful info, people know that, more the how, why needed than just short list of basic strategies.

Construction

3. Same as above for methodology, stats, layout

4. Re BEEP Text

1. Examples of business types included in construction.
2. Has aver 4.5FTEs which seems low for construction (20000 ftes for 441 const bus)
3. Construction waste is huge factor and crd has stats on that, have to be talking about role of construction industry in waste diversion more.

Hospitality

5. Same as above for methodology, stats, layout
6. Re BEEP Text
 1. Examples of business types included hospitality, variation in size of business – hotels vs. restaurants
 2. Need average energy profile and percentiles/medians so can see range
 3. Has aver 12FTEs which seems low for hospitality retail (8300 ftes for 708 hosp bus)
 4. Waste stat should be higher but not taking into account waste

composition of these business types which is a lot of organics compared to other business types in both volume and % of total waste.

5. Buildings – building energy use breakdown by end use would be meaningful for both restaurant and accommodations.

6. Waste is huge, need to have some real strategies listed here and a good success story.

--

Ana Lukyanova client advisor, data analyst

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From: [Anastasia Lukyanova](#)
To: [Finkelstein, Ben ENV:EX](#);
Subject: Re: Industry Brief Sponsorship Blurb needed
Date: Friday, October 11, 2013 12:08:47 PM

Hello Ben,

Thanks for checking in on this. Here is a link to the latest draft of the Construction Brief: https://www.sugarsync.com/pf/D2969965_88588354_29634

Best,

Ana

On 11 October 2013 10:58, Finkelstein, Ben ENV:EX <Ben.Finkelstein@gov.bc.ca> wrote:

Thanks Anastasia for this, working to get something to you by Monday. Can you forward the most recent draft of the brief. I can no longer access it on the sugarsync site.

Ben Finkelstein

Manager - Green Communities

Climate Action Secretariat

Ministry of Environment

o [250.356.7847](tel:250.356.7847)

s.17

From: Anastasia Lukyanova [<mailto:ana@climatesmartbusiness.com>]
Sent: Tuesday, October 8, 2013 1:41 PM
To: Lloyd Lee
Cc: Finkelstein, Ben ENV:EX; Elizabeth Sheehan
Subject: Re: Industry Brief Sponsorship Blurb needed

Hello All,

I am just following up on Lloyd's request for a write-up to be included in our Construction Brief that's due to come out this month.

We would appreciate getting it by Monday to allow enough time for printing and editing.

Please let us know if there is any more information you need from us.

Thank you,

Ana

On 1 October 2013 12:18, Lloyd Lee <lloyd@climatesmartbusiness.com> wrote:

Hi Ben:

One thing I forgot to mention is the Industry Brief. Can't remember if I've already asked you for this before. As a sponsor, you get a 150-word blurb and a photo on a Sponsors page, plus logo placement on the front cover.

Probably a request for Trevor or someone but we will need that blurb, a high-resolution photo, plus a high-resolution logo for CAS or the BC Provincial Government (this one in full colour and in white). I'm attaching a sample here to show what other sponsors have done.

Cc'ing Ana here again as she'll be taking over the Brief. Thanks a lot, Ben!

Cheers

Lloyd

Lloyd Lee design and analytics manager

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On Monday, September 30, 2013 at 4:59 PM, Lloyd Lee wrote:

Hi Ben and Ben:

Hope you're doing well! The Symposium seemed to go off without a hitch. Great event.

I'm writing to check in on any BEEP feedback, but also a personal note to say I'm leaving Climate Smart at the end of the week, to start a new role at the City of Vancouver in the Sustainability Group. Ana will be taking over all our data consultancy files, including the BEEP, and will be your main point of contact.

It's been great working with you, and hope to cross paths again in the future.

Cheers,

Lloyd

Lloyd Lee design and analytics manager

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On Wednesday, August 28, 2013 at 10:26 AM, Lloyd Lee wrote:

Hi Ben:

Just checking in re: BEEP with a busy September approaching. Getting ready to send Industry Brief draft to Ben F as well, as we've made some progress on that. Please let me know re: that and the BEEP menu as well when you get a chance.

Thanks,

Lloyd

Lloyd Lee design and analytics manager

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On Monday, July 22, 2013 at 2:34 PM, Clark, Ben ENV:EX wrote:

Thanks for this Lloyd, at first glance it looks great. I'll have some feedback and edits to you soon.

Ben

From: Lloyd Lee [<mailto:lloyd@climatesmartbusiness.com>]

Sent: Thursday, July 18, 2013 1:54 PM

To: Clark, Ben ENV:EX

Cc: Ana Lukyanova

Subject: Re: RE: FW: beep comments

Hi Ben:

Hope you're enjoying the endless summer. With your prioritized list in mind, I've made the following changes.

1. I've inserted a box and whisker (without whiskers) in the draft layout.
2. To address this point, I've just reworded it. See the draft layout.
3. Done. I am trying to incorporate energy as well: we had talked about cutting it but I will see if it can all fit. See draft layout and let me know.
4. I've split energy into elec and natural gas in the stacked-bar graph as you can see in the sample. If this looks, good, I'll cascade the change onto Page 2 as well. As for listing the CEEI as primary source, sources are listed in the footer at the bottom of page 1. I've moved CEEI up to the top.

Please take a look at the attached InDesign file and let me know your feedback. Once all content is set,

I'll tidy up the draft for final layout comments (for instance, page 2 layout will change a bit), and begin work on the other three BEEPs and get those wrapped up. Note the INDD externally links to graph image files: the PDF shows how the graphs will actually look.

Thanks

Lloyd

PDF: https://www.sugarsync.com/pf/D875765_7555448_69563139

INDD: https://www.sugarsync.com/pf/D875765_7555448_69567674

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On Wednesday, July 3, 2013 at 4:48 PM, Clark, Ben
ENV:EX wrote:

Hi Lloyd,

I've highlighted the points below that I think are most important for now based on our discussion last week. I should also have access to InDesign by next week so we can send comments back

and forth directly on the page.

1. Version we have still has placeholder for per business GHG and GJ stat. is this info available? where from?

1. What would really be useful in this area would be GHG/FTE displayed in a few cohorts of business sizes, or GHG/unit of economic output (even if assumptions are necessary)

We discussed adding a box and whisker diagram where the placeholder is currently

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3. BEEP text to appeal to businesses can talk about environmental benefits, but more important that it be clear to ROI, payback periods, rebates available, time involved and complexity of decision, etc.

4. Buildings – too heavily weighted towards lighting. would be good to include building energy profile for diff industry groups so they can see where greatest end use of energy is. i. e. for office space is in the HVAC not the lighting or plug loads. plus when talking ghgs, is all about the hvac – heating from NG.

5. Buildings - Could also breakup strategies between easy/low hanging/ cheap re lower wattage, installing programming controls and behavior change programs, and more complex/deep retrofits re mechanical systems, etc.

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on how much waste they produce and what type re packaging, re organic material etc. Thrifty's waste vs. music store waste, really different.

5. Success stories-cost, roi, payback, etc.

6. More room for strategy details, i.e. transpo reduction strategies is just one sentence re "eliminating idling, planning efficient routes, using GPS" that's not helpful info, people know that, more the how, why needed than just short list of basic strategies.

Construction

3. Same as above for methodology, stats, layout

4. Re BEEP Text

1. Examples of business types included in construction.

2. Has aver 4.5FTEs which seems low for construction (20000 ftes for 441 const bus)

3. Construction waste is huge factor and crd has stats on that, have to be

talking about role of construction industry in waste diversion more.

Hospitality

5. Same as above for methodology, stats, layout

6. Re BEEP Text

1. Examples of business types included hospitality, variation in size of business – hotels vs. restaurants

2. Need average energy profile and percentiles/medians so can see range

3. Has aver 12FTEs which seems low for hospitality retail (8300 ftes for 708 hosp bus)

4. Waste stat should be higher but not taking into account waste composition of these business types which is a lot of organics compared to other business types in both volume and % of total waste.

5. Buildings – building energy use breakdown by end use would be meaningful for both restaurant and accommodations.

6. Waste is huge,
need to have some
real strategies listed
here and a good
success story.

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Pages 126 through 133 redacted for the following reasons:

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FOI REQUEST - MOE-2013-00213**ENVIRONMENT****DIRECT AWARDS - July 1, 2013 - July 30, 2013**

Name of Contractor	Dollar Amount of Contract	Description of Services	Rationale for Direct Award
BRANDES, OLIVER	\$3,000	Water Act Modernization Review of Policy Proposal	The acquisition is of a confidential or privileged nature
DAVIS ENVIRONMENTAL LTD.	\$22,000	Collection of water quality samples	Under \$25,000 where a competitive process was not cost effective or reasonable
CLIMATE SMART BUSINESSES INC.	\$24,000	BEEP DATA APPROACH AND INDUSTRY EMISSION REDUCTIONS STRATEGIES	Under \$25,000 where a competitive process was not cost effective or reasonable