



1223 Lower Water Street
Halifax, Nova Scotia
Canada B3J 3S8

October 17, 2017

Amazon
Office of Economic Development
c/o Site Manager Golden
2121 7th Ave
Seattle, WA 98121

Dear Amazon,

I'm writing this letter on behalf of Nova Scotia's largest electric utility in strong support of Halifax's bid to welcome Amazon and its employees in the establishment of a second world headquarters in our region.

Nova Scotia Power provides 95 per cent of the electrical generation, transmission and distribution of electricity in the Canadian province of Nova Scotia, serving 500,000 residential, commercial and industrial customers.

We are a Canadian leader in our transition to renewable energy and we are generating and delivering more clean energy than ever before. In 2016, we reached 28 per cent electricity generated from renewable sources and we will achieve 40 per cent in 2020. We have achieved one of the highest integrations of wind power in North America, with 17 per cent of our electricity coming from wind last year. Additionally, we have already achieved a 34 per cent reduction in greenhouse gas emissions from 2005 levels, surpassing Canada's 2020 emission reduction targets.

We are committed to creating a sustainable Nova Scotia energy future. Our head office located on the Halifax waterfront became the first building in Atlantic Canada to achieve the Leadership in Energy and Environmental Design (LEED) Platinum certification. The site of a now-decommissioned thermal generating plant, our refurbished building features geothermal heating and cooling using water from the Halifax Harbour, chilled building beams to decrease energy use and increase comfort, light and water usage sensors, and reuse of rain water. As a leader and early adopter of LEED sustainable building design, we have also assisted community partners and customers to obtain LEED certification for their facilities.

Nova Scotia Power is excited to be transforming the electricity industry experience for all customers, providing more choice and value for customers while reducing reliance on solid fuel sources. As we focus on developing a deeper understanding of our customers and their future needs, we are offering cutting edge energy services and products. We are currently working with key customers to undertake significant building retrofits to increase performance standards focused on fossil fuel reductions, and incorporating solar and other on-site renewable systems.



Nova Scotia is also modernizing its electrical grid. We have projects underway to test battery storage and the potential to help us better manage peak electricity demand. We are installing a network of electric vehicle fast charging stations across the province to provide comfort to electric vehicle owners – and new adopters – that power will be available for their vehicles when they need it most. We are also partnering with Halifax to assess future electrification of public transit – buses and ferries.

This customer and industry transformation will propel Nova Scotia Power toward achieving 60 per cent reduction in carbon emissions by 2030 – doubling global emissions targets – with a focus on achieving 100 per cent renewable energy with zero greenhouse gas emissions in the future. Our parent company, Emera, continues to demonstrate its leadership in building a renewable energy industry in Nova Scotia by exploring emerging technologies such as in-stream tidal energy.

In Nova Scotia, we are transforming because we recognize how quickly today’s energy landscape is changing. We must be nimble and embrace these changes so we can continue to safely, efficiently and affordably deliver electricity to Nova Scotians today, tomorrow and for future generations.

Together, the future we are building supports a better quality of life for Nova Scotians and a stronger economy for our province. I want to reiterate that Nova Scotia Power is committed to working with our customers to identify innovative energy solutions. Helping customers such as Amazon to incorporate renewable energy options and information technology to support sustainable energy solutions is at the heart of our commitment to build the utility of the future.

We invite you to join us on this exciting journey by choosing Halifax as the location for your new world headquarters.

Sincerely,

A handwritten signature in black ink, appearing to read "Karen Hutt", written in a cursive style.

Karen Hutt, President & CEO
Nova Scotia Power