

Edwardsburgh Cardinal Rideau St. Lawrence



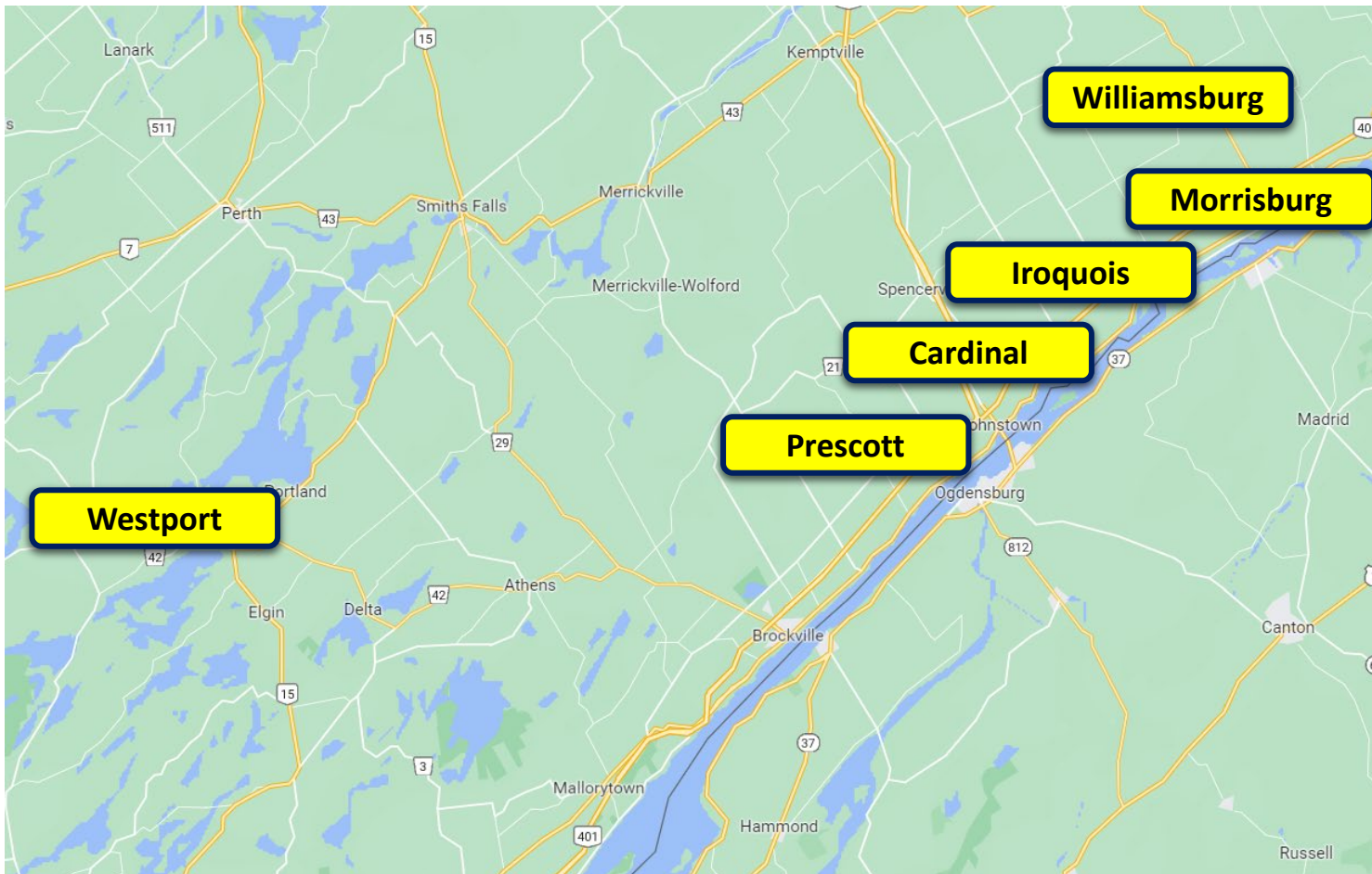
Simon Wu - President & CEO
Monday Feb 27th, 2023



Agenda

- Background
- Corporate Structure & Board
- Businesses
- Performance
- Benefits of Local Utility

RSL Background



South Dundas



Westport



Prescott



Cardinal



RSL Purpose

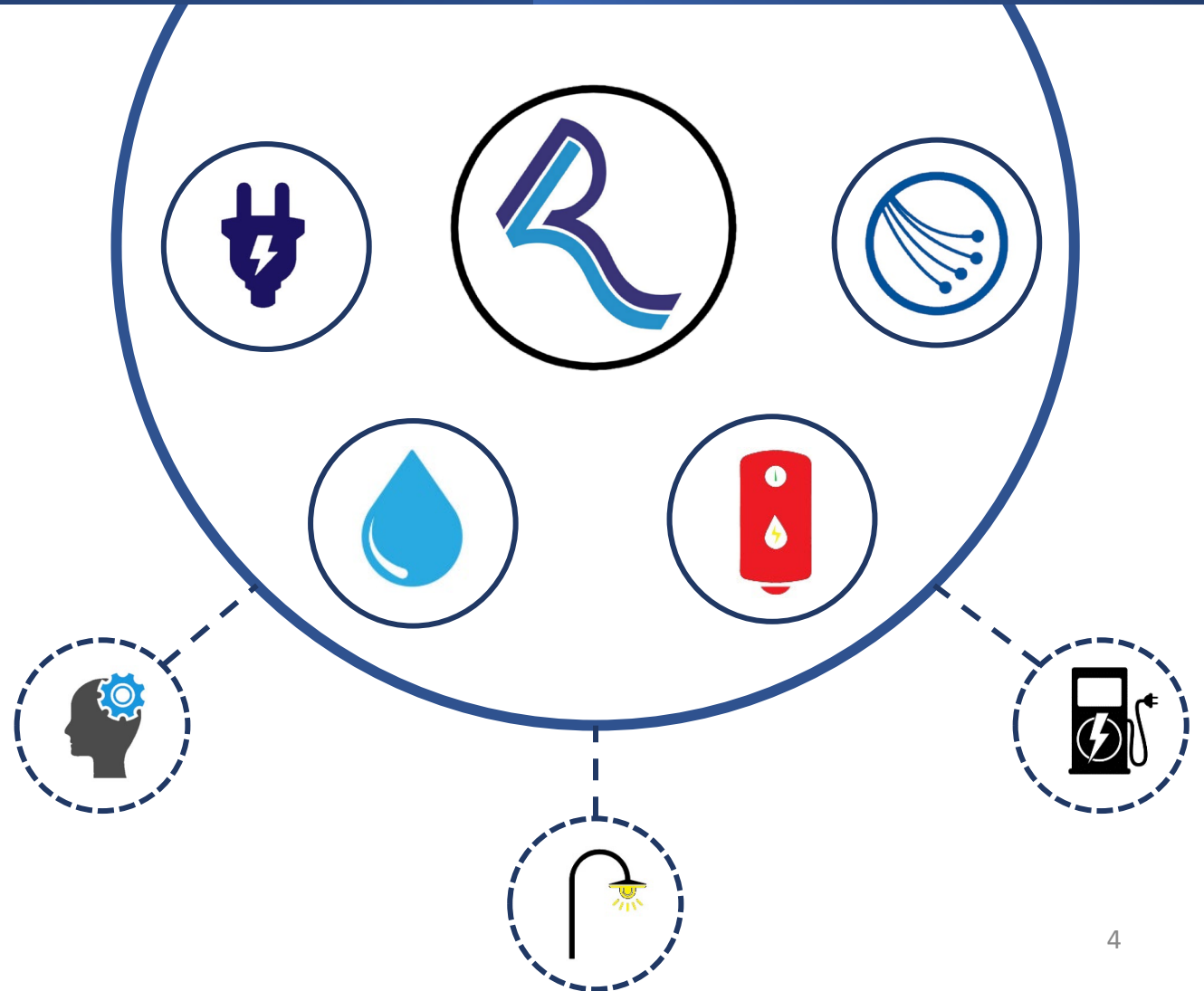


Vision:

Enable Vibrant Communities.

Mission:

We provide stable electricity and innovative services to deliver superior value to the communities that we serve.



Corporate Structure



Rideau St. Lawrence Holdings Inc.

%	Municipality	Director
34.53	Town of Prescott	Hugh George
33.63	Municipality of South Dundas	John Allison
11.92	Township of Edwardsburgh/Cardinal	Randy Stitt
10.00	FortisOntario Inc.	Jie Han
9.92	Village of Westport	Scott Bryce – Chair

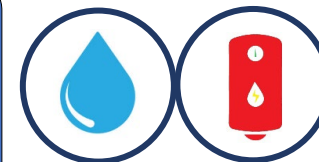
RSL Distribution Inc.

Board:
Mary Jean McFall
Jie Han
Scott Bryce



RSL Utilities Inc.

Board:
Same as Holdings



RSL Service Inc.

Board:
Same as Holdings



Board of Directors



Rideau St. Lawrence Director Skill Profile

Sector/Group	Westport	Edwardsburgh/Cardinal	South Dundas	Prescott	CNP	Independent
	Scott Bryce	Randy Stitt	John Allison	Hugh George	Jie Han	Mary Jean McFall
Engineering		X		X	X	
Commerce/Finance	X	X	X	X	X	X
Information Technology		X			X	
Legal						X
Industry	X	X	X	X	X	
Community	X	X	X		X	X
Professions	X				X	X
HR		X		X	X	X
Small Business			X	X		X
Governance	X			X	X	X
Municipal	X		X			X
Media	X	X				

Recommendation:

When the call for applications to serve on the Board is advertised, priority is given to selecting nominees that assist RSL in:

1. Achieve Strong diverse and complementary skill sets for RSL
2. Achieving Gender Balance
3. Achieving Geographic Balance

Electrical Distribution



Rideau St. Lawrence Distribution Inc. - RESIDENTIAL

SAMPLE MONTHLY BILL
Time-of-Use Pricing

Account Number: 000 000 000 0000
Meter Number: 0000000

Your Electricity Charges

Electricity	
On-peak @ 15.1 c/kWh	\$20.08
Mid-peak @ 10.2 c/kWh	\$12.85
Off-peak @ 7.4 c/kWh	\$32.63
Delivery	\$53.23
Regulatory Charges	\$3.21
Total Electricity Charges	\$122.01
HST	\$15.86
Ontario Electricity Rebate	(-\$14.28)
Total Amount	\$123.59

SAMPLE MONTHLY BILL
Tiered Pricing

Account Number: 000 000 000 0000
Meter Number: 0000000

Your Electricity Charges

Electricity	
700 kWh @ 8.7 c/kWh	\$60.90
Delivery	\$52.83
Regulatory Charges	\$3.21
Total Electricity Charges	\$116.94
HST	\$15.20
Ontario Electricity Rebate	(-\$13.68)
Total Amount	\$118.46

Many components in Delivery. The main one controlled by distributor is Distribution Fees:

OEB Comparison occurs annually in April

- RSL Distribution Fee: \$26.59
- Hydro One Distribution Fee: \$49.04

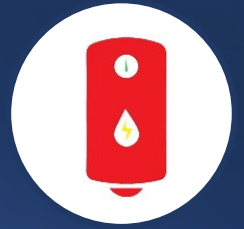
Annual savings per customer: \$270




Water & Wastewater

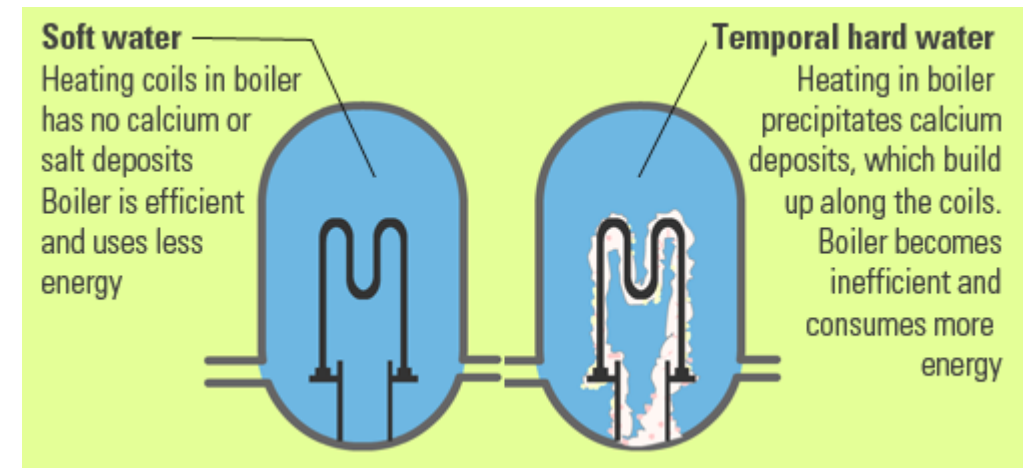


Municipality	Billing & Collections	Customer Service	Meter Reading	Smart Meter Backbone	Contract
Prescott					
South Dundas					
Edwardsburg/ Cardinal					
Westport					

Hot Water Tank Rental



Municipality	Hot Water Tank Rentals
Prescott	
South Dundas	
Edwardsburg/ Cardinal	
Westport	


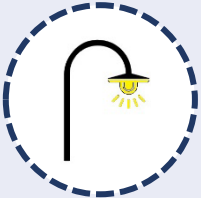



Dark Fibre



New Business



New Business	Details
	<ul style="list-style-type: none">• Consulting with other Utilities for the industry CIS system.
	<ul style="list-style-type: none">• Street Light services for the municipalities.
	<ul style="list-style-type: none">• EV charger rentals and implementation service area

Performance – Promissory Note

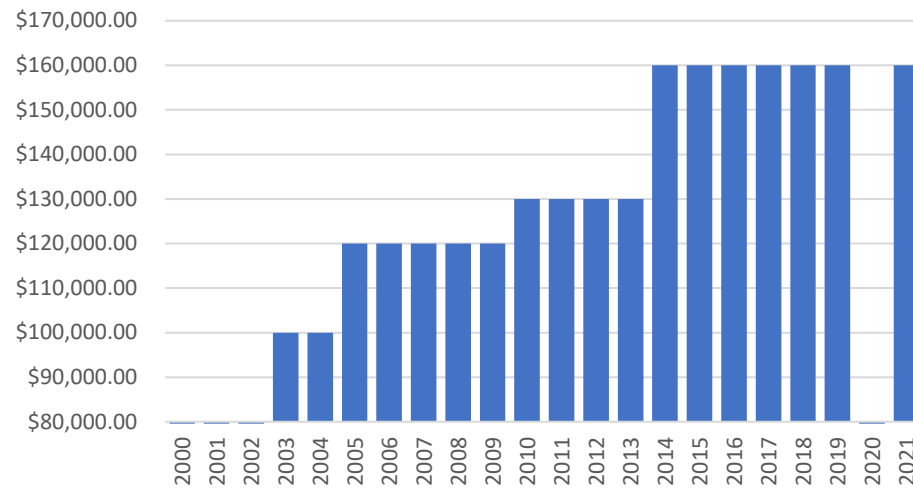


	Interest
Total Interest Accumulated	\$1,066,010
Edwardsburgh Cardinal Interest Accumulated	\$206,173
Edwardsburgh Cardinal Interest 2021	\$8,370

Performance - Dividends



RSL Dividends



	Net Income	Dividends
Total Accumulated	\$4,599,966	\$2,440,000
Edwardsburgh Cardinal Accumulated	\$548,316	\$290,848
Edwardsburgh Cardinal 2021	\$20,481	\$19,072

Benefits of Locally Owned Utility



More Responsive

- Developers have direct access to executives and management

Better Service

- Customers have direct access:
 - Prescott
 - Morrisburg
 - Westport

More Efficient

- Lower Fees
\$270 / customer
- Affiliate business cost sharing

Local Economy

- Local Board
- Local Staff
- Local Spending

Win – Win

Profits distributed through dividends back to municipality and residents

Questions or Comments

