

# Edwardsburgh Cardinal Rideau St. Lawrence



Simon Wu - President & CEO

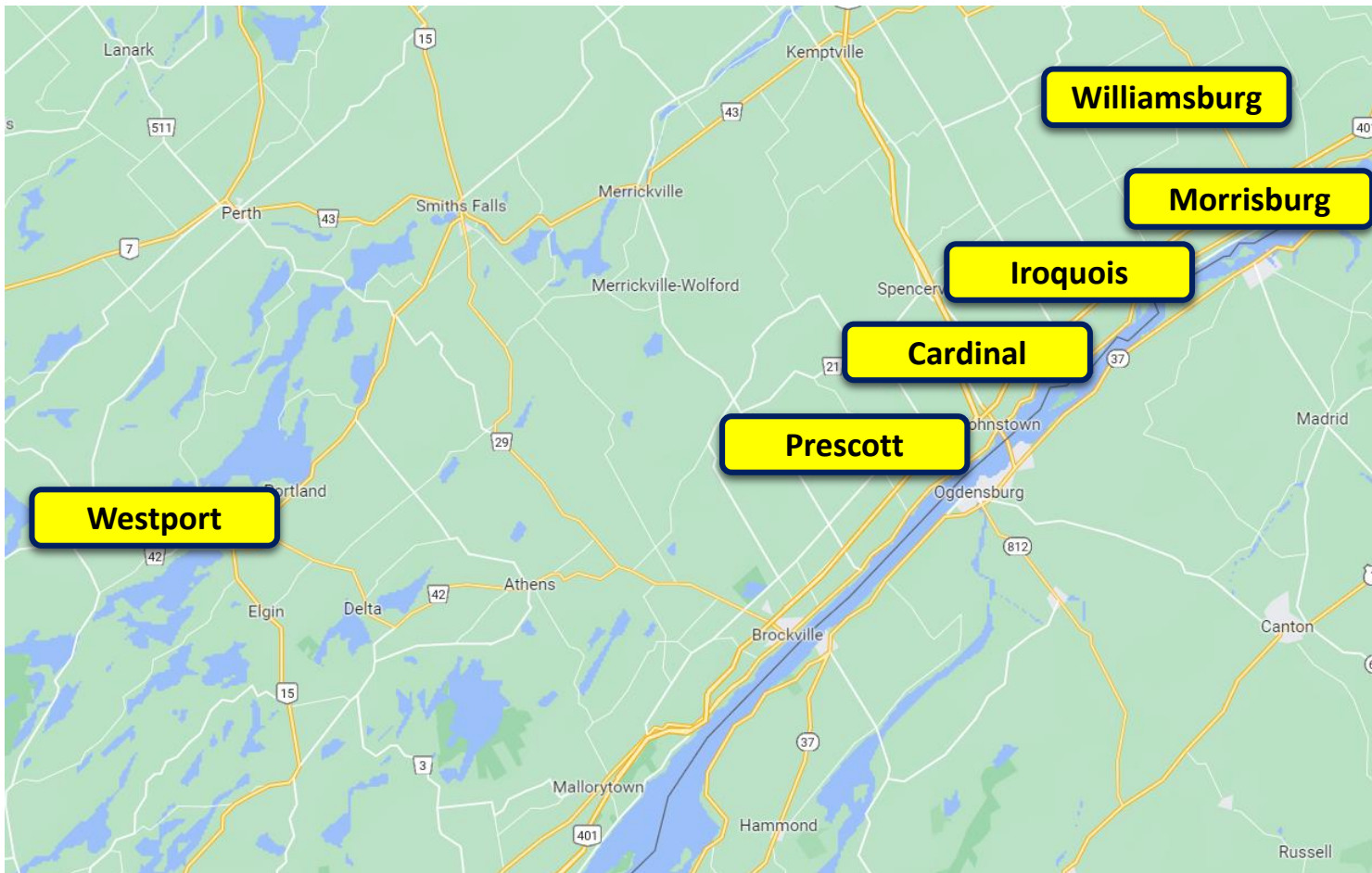
Monday Feb 27<sup>th</sup>, 2023



## Agenda

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

# RSL Background



South Dundas



Westport



Prescott



Cardinal



# RSL Purpose

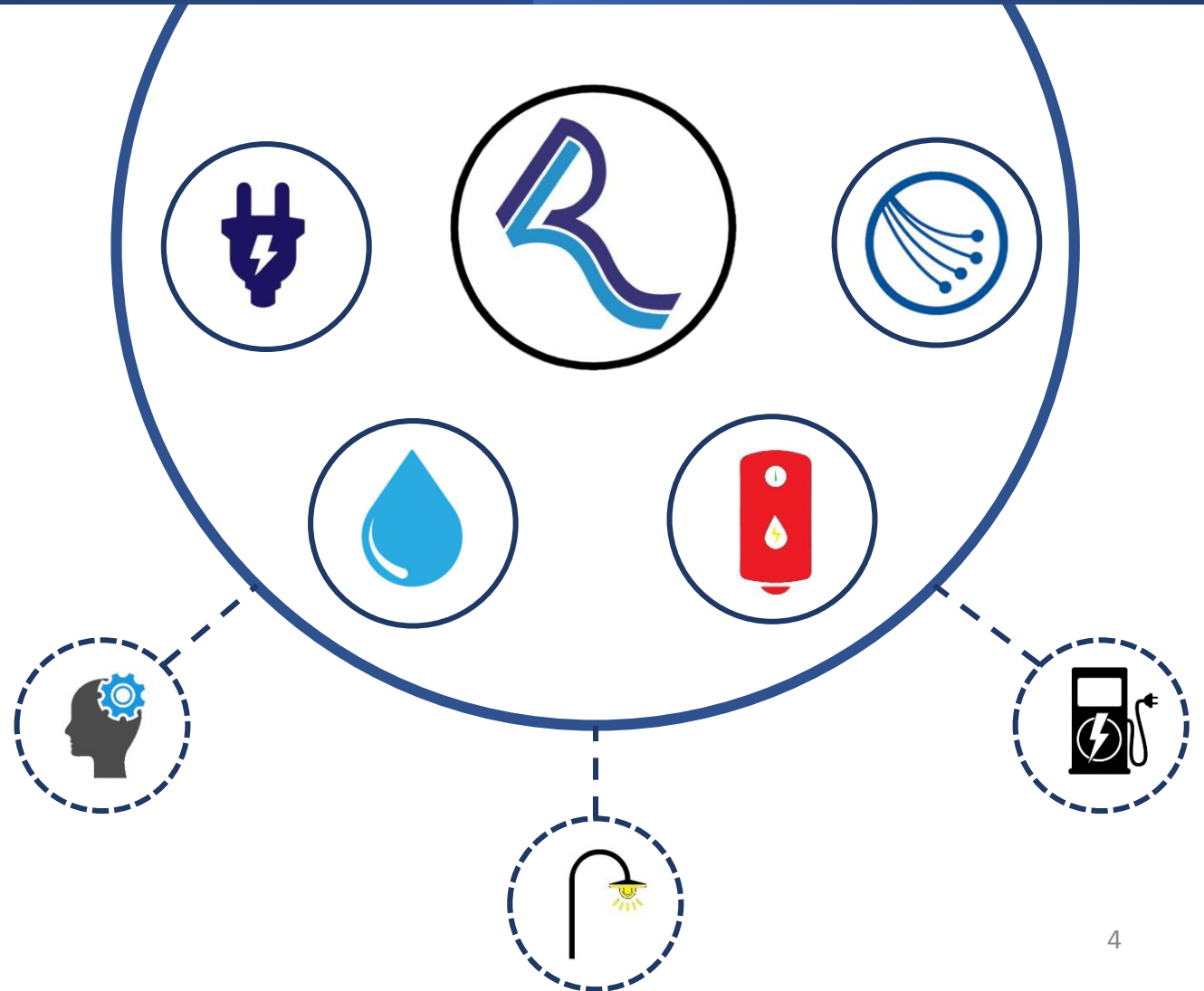


## **Vision:**

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**

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

SAMPLE MONTHLY BILL  
**Tiered Pricing**

Account Number: 000 000 000 0000  
Meter Number: 0000000

**Your Electricity Charges**

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

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






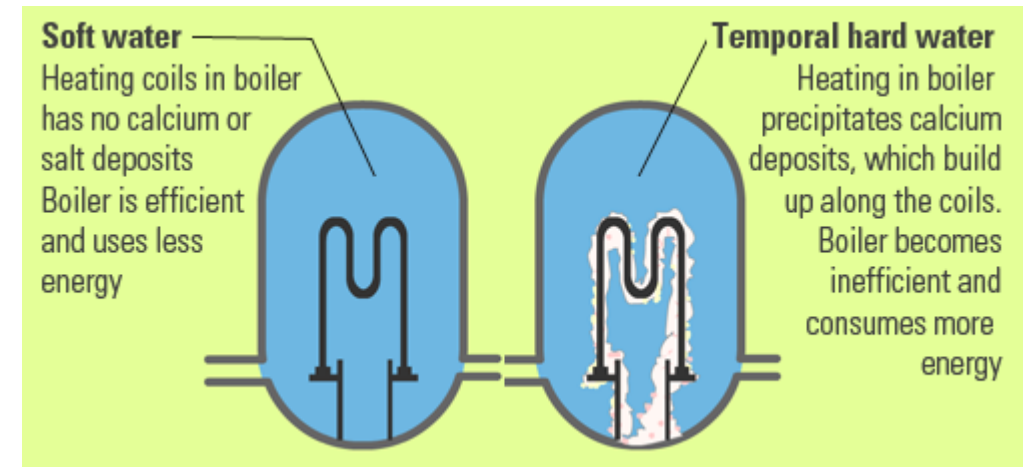
Municipality	Billing & Collections	Customer Service	Meter Reading	Smart Meter Backbone	Contract
Prescott					
South Dundas					
Edwardsburg/ Cardinal					
Westport					



# Hot Water Tank Rental



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


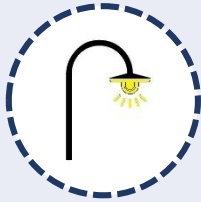
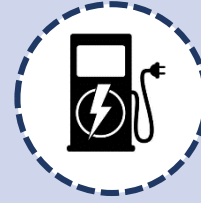


# Dark Fibre



# New Business



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

# Performance – Promissory Note

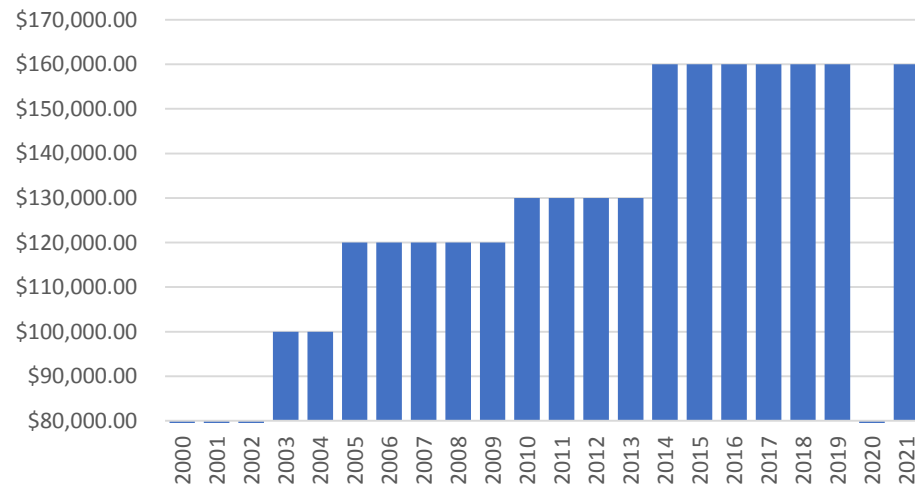


	Interest
Total Interest Accumulated	\$1,066,010
Edwardsburgh Cardinal Interest Accumulated	\$206,173
Edwardsburgh Cardinal Interest 2021	\$8,370

# 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

