

B. Bentz Meeting
notes**Sandra DiPonio**

Subject: Updated: Strategic Alliance Opportunities
Location: Executive Boardroom

Start: Wed 8/24/2011 9:30 AM
End: Wed 8/24/2011 11:30 AM

Recurrence: (none)

Meeting Status: Accepted

Required Attendees: Sandra DiPonio; Brian Bentz; Dennis Nolan; Mark Henderson; 'paulbonwick@compenso.ca'; 'ehoughton@collus.com'

This meeting is confirmed.

Attendees: Brian, Mark, Ed Houghton, Paul Bonwick (Dennis Nolan/Regrets)

Contact: Sandra 905-532-4606

Collus

Solar Initiative - FANSHAWE / GEORGIAN / GEORGIAN.

- PUMP PROJECT FUNDING / - BRANDEVILLE - SOLAR COOPERATIVE -
- CEDAR DICK.

ANOM.

HOB1 MODEL.

COLLUS / PIS. - RATE MITIGATION -

- > CRO CREDIT
- > CULTURE
- > SIZE
- > TRANSLATION

STRATEGIC ASSESSMENT COMMITTEE - WHOSE IS COLLUS, IN TERMS OF SIZE ETC.

- CASH INJECTION. IN A SIGNIFICANT WAY.

PROPER CASH

STRATEGIC ASSESSMENT COMMITTEE
THE CALLS DOWNSTREAM
BENEFITS OF PARTNERSHIP

BENEFITS OF THE PULL?

AIM OF TALKING

- (A) - CAN CENTRE
- SMART PLAN.
- CONTROL ROOM.

- BENEFIT BACK TO CUSTOMER.
- COLLUS RATES NOT HARMONIZED.
- BENEFITS BACK TO CUSTOMER.

OPTION B

MULTI UTILITY

EMPLOYEE ASPECT.

- 21 M + ANNUAL DIVIDEND.
- + RATE FREEZE
- + R&D DEVELOPMENT

IBM / TD / BANK

CHECKS WHAT WERE DONE IN THE

CEO / TO CEO

HI POTENTIAL NORTHERN ONT.

POSITION - PIS IS HUB. FOR A
WATER GEORGIAN BAY / SIMCOE UTILITY

- COMMUNITY DEVELOPMENT - COMMUNITY GIVING.
- KEMPENFEST.
- BIG BIKES
- BATA HOUSE.
- GEORGIAN - C.

DEMAND HORIZON } WILL TAKE ABOUT WATER

RECOGNIZE EXISTING SYNERGIES BTWN (E) + (W)
NO CHANGE AS LONG AS YOU WANT IT
COULD BE BIGGER + BETTER

CONTINUITY ON GOVERNANCE STRUCTURE

TOP - 50 EMPLOYERS.