# Attachment 112 and 101

(Collus Offer - Notes written by Brian Bentz, in conjunction with the presentation to Collingwood Council Sept/Oct ?)

What we can offer:		Merge/Stable for a number of years	
· Rates.	. Held. 3 year guarantee		
With I	Nith benefit of synergies accruing to Collus / PS Customers		
•	Shared Services (State of Are Call Centr	e, Control Room, Smart Grid Initiatives, Leverage	
your A	AMI investments) Engineering		
· Emplo	oyee guaranteed retention / No		
(No vo	oluntary separations)		
· Very	competitive cash injection done with long-ter	m ofstrategic premium and early mover	
Gover	rnance model reflecting a True Partnership		
· Treme	Tremendous opportunity to growth (Broaden Base Model)		
(Incen	(Incentives to Town of Collingwood for growth)		
· Local	Local presence (commitment to community)		
· Econo	omic Development in the community (local pr	esence)	
· A bler	nded culture and a smooth transition		
Munic (Next Page	cipal Ownership e)		
	ative – Fanshawe / Centennial / Georgian ect funding / Orangeville Relationship, leadership with senior	<ul> <li>Solar Cooperative</li> <li>George Dick</li> <li>Georgraphy</li> <li>Culture</li> <li>Size</li> </ul>	
HOBI Mod	del	- Technology	
Strategic / - Ca	Collus / P/S – Rate Mitigation Assessment Committee – Where is Collus in to ash Injection in a significant way conomic Dev. / collections policy	erms of Size, etc. B Class	
_	gic Assessment Committee of the Collus PowerStream Partnership	Benefits of the deal?	

# Aim of this:

- Call centre
- Smart Grid
- Control Room
- Environmental
- Benefit back to the customer
- Collus rates not harmonized
- Benefits back to the customer

# (Employee Aspect)

# IBM/TD/Bank

Option B: to create a utility model

- Multi Utility Employee Aspect \$21m + Annual Dividend + Rate freeze + EC Development (Here's what we've done in the past)
- CAO / To CAO -- Potential / Northern Ontario
- Position PowerStream is hub for a Georgian Bay / Simcoe Utility
- Veridian and Horizon will talk about water

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Community Development / Community Giving

- Kempenfest
- Big Bike
- Earth Hour
- Georgian College

Continuity on Governance Structure Recognize existing synergies between E & W No change as long as you want it Could be bigger and better **TOP 50 Employers**