

KPM0003229 Transcription by John Herhalt

#### RFP Points

- Strategic Partner-scope , specific objectives, be clear
- Purchase price for purchase of shares-terms of payment etc (capital structure, terms/conditions, shareholder's agreement matters, unanimous consent items)
- Outline desired governance-municipal/independent director
- Strategic partner expertise-approach –leverage-SLA parameters
- Impact on Collus employees-management of Collus, unions, retention
- Presence in and support for Town of Collingwood- econ dev
- Aspirations for and approach to growth (*illegible* - royalty?) to attract)
- Financial objectives and approach to rate setting, cost management etc
- Other options to consider
- weighting of proposal response
- Proposal content items
- Data room items/content – other needs or attachments
- Disclaimer- their due dili
- (clause re no selection possible-all costs theirs)
- Information about Collus and affiliates
- Wednesday- a little before-what do we want to see-not too prospective