

Utility Commission Meeting Agenda

Tuesday, May 17, 2022, 2:15 p.m.

Queensborough Community Centre - Rose Room

We recognize and respect that New Westminster is on the unceded and unsurrendered land of the Halkomelem speaking peoples. We acknowledge that colonialism has made invisible their histories and connections to the land. As a City, we are learning and building relationships with the people whose lands we are on.

Pages

1. CALL TO ORDER AND LAND ACKNOWLEDGEMENT

The Chair will open the meeting and provide a land acknowledgement.

2. MOTION TO MOVE INTO CLOSED MEETING

THAT the Utility Commission will now go into a meeting which is closed to the public in accordance with Section 90 of the Community Charter, on the bases that the subject matter for all agenda items relate to matters listed under sections:

- (1)(a) personal information about an identifiable individual who holds or is being considered for a position as an officer, employee, or agent of the municipality or another position appointed by the municipality;
- (1)(c) labour relations or other employee relations;
- (1)(k) negotiations and related discussions respecting the proposed provision of a municipal service that are at their preliminary stages and that, in the view of the council, could reasonably be expected to harm the interests of the municipality if they were held in public.

3. CHANGES TO THE AGENDA

Additions or deletion of items.

4. ADOPTION OF MINUTES FROM PREVIOUS MEETINGS

4.1. Minutes of March 29, 2022

5. CONSENT AGENDA

	5.1.	Electric	cal Purchases and Sales	
		a.	March 2022	7
		b.	April 2022	9
	5.2.	Financi	ial Statements	11
6.	COR	RESPON	NDENCE .	
	6.1.	Five W	ays to Test Drive an EV Before You Buy	17
	6.2.	EV Opt	tions Boom in B.C., so We're Having Fun	20

7. REPORTS AND PRESENTATIONS

Staff and guest reports and presentations for information, discussion, and/or action

8. NEW BUSINESS

Items added to the agenda at the beginning of the meeting.

9. END OF MEETING

10. UPCOMING MEETINGS

Remaining scheduled meetings for 2022, which take place at 2:00 p.m. unless otherwise noted:

- June 28
- September 20
- October 18
- November 22



Utility Commission MINUTES

Tuesday, March 29, 2022 Meeting Held Electronically

PRESENT

Len Kelsey Commissioner, Chair

Mayor Jonathan Cote
Councillor Patrick Johnstone
Sally Bhullar-Gill
Maya Chorobik
Lino Siracusa
Lisa Spitale
Commissioner
Commissioner
Commissioner
Commissioner

GUESTS

Victoria Barr LevelUp Planning
Laveleen Sahota LevelUp Planning
Elle Wayara LevelUp Planning

STAFF

Rod Carle General Manager, Electrical Operations
Christine Cho Human Resources Business Partner

Steven Faltas Business Process Manager, Electrical Operations

Phil Kotyk Manager, Fiber Networks

Denise Tambellini Intergovernmental and Community Relations

Manager

Patrick Shannon Manager, Purchasing Harji Varn Chief Financial Officer

Katie Stobbart Committee Clerk

1. CALL TO ORDER AND LAND ACKNOWLEDGEMENT

The Chair opened the meeting at 2:01 p.m. Rod Carle recognized with respect that New Westminster is on the unceded and unsurrendered land of the Halkomelem speaking peoples. He acknowledged that colonialism has made

invisible their histories and connections to the land. He recognized that, as a City, we are learning and building relationships with the people whose lands we are on.

2. MOTION TO MOVE INTO CLOSED MEETING

MOVED and SECONDED

THAT the Utility Commission will now go into a meeting which is closed to the public in accordance with Section 90 of the Community Charter, on the bases that the subject matter for all agenda items relate to matters listed under sections:

- (1)(a) personal information about an identifiable individual who holds or is being considered for a position as an officer, employee, or agent of the municipality or another position appointed by the municipality;
- (1)(c) labour relations or other employee relations;
- (1)(k) negotiations and related discussions respecting the proposed provision of a municipal service that are at their preliminary stages and that, in the view of the council, could reasonably be expected to harm the interests of the municipality if they were held in public.

Carried.

All commissioners present voted in favour of the motion.

3. CHANGES TO THE AGENDA

There were no changes to the agenda.

4. ADOPTION OF MINUTES FROM PREVIOUS MEETINGS

4.1 Minutes of January 25, 2022

MOVED and SECONDED

THAT the minutes of the Utility Commission meeting held on January 25, 2022 be adopted.

Carried.

All commissioners present voted in favour of the motion.

5. CONSENT AGENDA

- 5.1 Electrical Purchases & Sales Report 2022
 - a. January
 - b. February

MOVED and SECONDED

THAT the Utility Commission adopt item 5.1 on consent.

Carried.

All members present voted in favour of the motion.

6. <u>CORRESPONDENCE</u>

- 6.1 Cold snap and rate increase reflected on New West electrical utility bills (New Westminster Record)
- 6.2 New Westminster, Metro Vancouver Collaborate on Sapperton Energy District
- 6.3 Sapperton project to provide 'sewer heat' to New Westminster (New Westminster Record)

The above correspondence items were received for information.

7. REPORTS AND PRESENTATIONS

There were no items.

8. NEW BUSINESS

There were no items.

9. END OF MEETING

On MOTION, The meeting ended at 3:25.

10. UPCOMING MEETINGS

Remaining scheduled meetings for 2022, which take place at 2:00 p.m.:

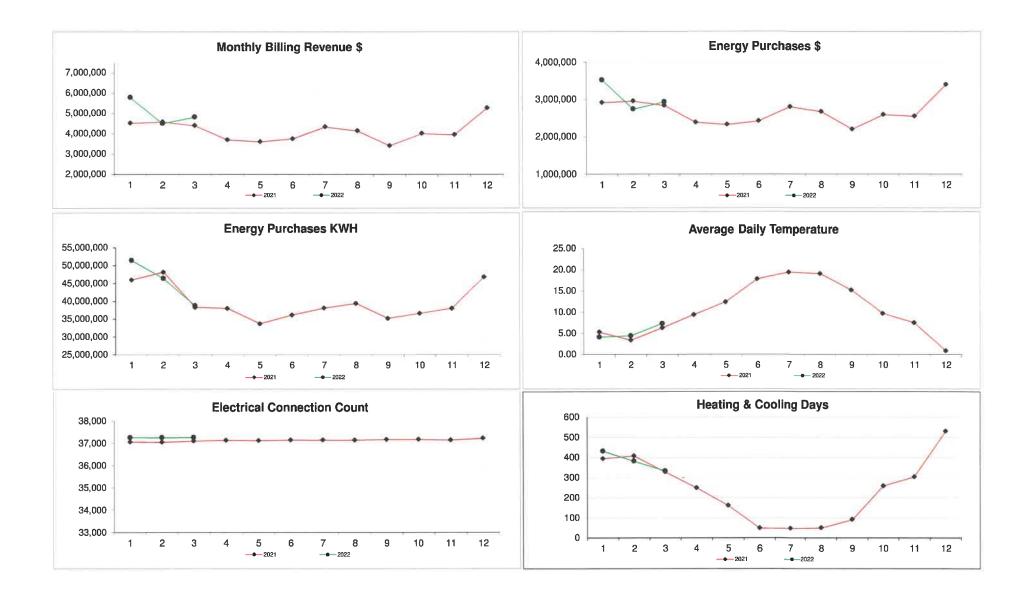
- May 17
- June 28
- September 20
- October 18
- November 22

Certified Correct,			
Len Kelsey		e Stobbart	
Chair	Com	nmittee Clerk	

SUMMARY OF ELECTRICAL ENERGY PURCHASES AND SALES

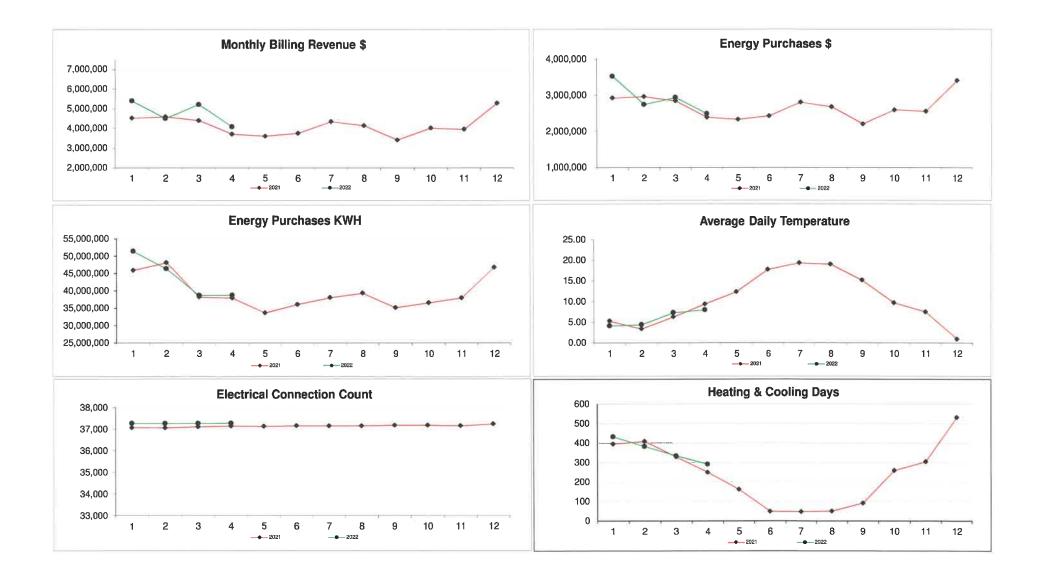
2022

NUMBER OF CONNECTIONS	MONTH		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	GRAND
March						-									
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Billed Emery (KVA)	TOTAL BILLING REVENUE EARNED		5,792,952	4,505,019	4,821,618										15,119,589
Billed Emery (KVA)															
Billed Energy (KVM)															
Reverse Prior Month Accrual 9900.6805 587,481 287,482 288,784 208,0281 400.881 500.881					,										
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Part															
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Billed Period Energy - % Change Billed Demand Rate per kVA 8.6420															136 527 123
Billed Demand Rate per IVA 8.6.420 8.6.4															130,327,123
Billed Energy Rate per kWh 0.05065 0.05065 0.05065 0.05065 INTERNAL ENERGY SALES St. Lights and Traf Signals 9300.3798 24,250 24,250 115,018 101,456 99,589 115,018 271,779 125,312 316,063 Climate Action Levy 9300.3710 97,331 271,749 125,312 Mean Temperature (Celsius) 4.10 4.40 7.30 494,392 Mean Temperature (Celsius) 432.0 382.0 333.4 Heating + Cooling Degree Days 432.0 382.0 383.0 333.4 GL RECONCILIATION RES CUrrent Month Accrual 2,489,629 RES: Rec Current Month Accrual 2,489,629 COMM 4,015,004 COMM: Rec Current Month Accrual 2,489,629 COMM: Subtotal 2,489,629															
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Heating + Cooling Degree Days 432.0 382.0 333.4 GL RECONCILIATION RES 6,124,327 RES: Rec Current Month Accrual 2,489,629 RES Subtotal COMM 4,016,004 COMM: Rec Current Month Accrual 2,489,629 COMM Subtotal TOTAL CHECK	Mean Temperature (Celsius)		4.10	4.40	7.30										
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SUMMARY OF ELECTRICAL ENERGY PURCHASES AND SALES

2022														
MONTH		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	GRAND
BILLING PERIOD		1	2	3	4	5	6	7	8	9	10	11	12	TOTAL
					27.272									37.263
NUMBER OF CONNECTIONS		37,260	37,258	37,263	37,272									37,263
BILLING REVENUE	GL CODING													
Residential (RES)	9300.3704	1,556,589	4,962,009	1,889,354	3,740,423									12,148,376
RES: ADJs	9300.3704	(97,823)	(4,604)	(15,023)	(14,032)									(131,481)
Commercial (COMM)	9300.3706	1,396,111	3,036,850	1,792,623	2,563,862									8,789,445
COMM: ADJs	9300.3706	(4,567)	(35,889)	(2,947)	(24,863)									(68,265)
AA41-1- A		2,850,310	7,958,366	3,664,007	6,265,390	-	-	-	T.	-	-	-		20,738,074
Monthly Accruals RES: Rev Prior Month Accrual	9300.3704	(2,166,177)	(3,441,147)	(1,714,473)	(2,489,629)									(2,166,177)
COMM: Rev Prior Month Accrual	9300.3706	(2,166,177)	(3,441,147)	(1,714,473)	(2,489,629)									(2,166,177)
RES: Rec Current Month Accrual	9300.3704	3,441,147	1,714,473	2,489,629	1,399,557									1,399,557
COMM: Rec Current Month Accrual	9300.3706	3,441,147	1,714,473	2,489,629	1,399,557									1,399,557
Net Accrual Adjustment		2,549,941	(3,453,348)	1,550,311	(2,180,143)		-	-	-	-	-	-	-	(1,533,238)
TOTAL BILLING REVENUE EARNED		5,400,251	4,505,019	5,214,319	4,085,247									19,204,836
BC HYDRO - PURCHASE OF POWER														
Billed Demand (kVA)	9300.6805	919,310	771,869	689,476	670,626									3,051,281
Billed Energy (kWh)	9300.6805	2,605,292	2,348,524	1,961,283	1,950,382									8,865,481
Reverse Prior Month Accrual	9300.6805	(587,434)	(587,434)	(208,026)	(490,881)									(587,434)
Record Current Month Accrual	9300.6805	587,434	208,026	490,881	355,458									490,881
TOTAL PURCHASE OF POWER		3,524,602	2,740,986	2,933,614	2,485,584									11,820,209
GROSS MARGIN		1,875,649	1,764,033	2,280,705	1,599,663									7,384,627
GROSS MARGIN %		35%	39%	44%	39%									38%
PURCHASE OF POWER DETAILS														
Demand (kVA)														
Metered Peak Demand LLH		93,059	80,880	75,341	70,084									
Metered Peak Demand HLH		106,377	89,316	78,750	70,901									
50% Contract Demand		53,500	53,500	53,500	53,500									
75% of Previous High Demand		65,409	65,409	79,782	79,782									
Billing Demand		106,377	89,316	79,782	79,782									
-														
Energy (kWh)														
Total Metered Energy		51,437,157	46,367,704	38,722,262	38,750,647									
Billing Period Energy		51,437,157	46,367,704	38,722,262	38,750,647									175,277,770
Billed Period Energy - % Change		10%	-10%	-16%	0%									
Billed Demand Rate per kVA		8.6420 0.05065	8.6420 0.05065	8.6420 0.05065	8.4057 0.05033									
Billed Energy Rate per kWh		0.05065	0,05065	0.05065	0.05055									
INTERNAL ENERGY SALES														
St Lights and Traf Signals	9300.3708	24,250	24,250	24,250	24,250									97,000
Internal City Utility Charges	9300.3899	115,018	101,456	99,589	125,613									441,675
Climate Action Levy	9300.3710	97,331	271,749	125,312	213,940									708,332
Many Townsonton (Calabia)		4.40	4.40	7 20	8.00									
Mean Temperature (Celsius) Heating + Cooling Degree Days		4.10 432.0	382.0	7.30 333.4	291.0									
neating + cooming pegree pays		432.0	362.0	333.4	231.0									
										GL RECONCILIAT	ION			
										RES			9,850,718	
										RES: Rec Current	: Month Accrual		1,399,557	
										RES Subtotal				11,250,276
										COMM			6,555,003	
											rent Month Accrua	a1	1,399,557	
										COMM Subtotal	ent Month Accide	a) .	1,355,337	7,954,560
										TOTAL			-	19,204,836
										CHECK			- :=	
										CHICCR				_





New Westminster Electric Utility Commission

Financial Report for the period ended April 30, 2022

May 17, 2022

Electric Utility – Operating Budget

The Electric Utility provides electrical distribution services to residential and commercial customers in New Westminster. Electricity is purchased from BC Hydro and resold by the Electric Utility to its customers. Revenues generated through the sale of electricity are used to operate and maintain the electrical distribution system.

The 2022 Total Revenue Budget of \$52.56M is primarily comprised of utility revenue generated from billing residential and commercial customers. To date \$19.38M, or 37% of the utility revenue target has been generated, which is \$0.56M ahead of 2022 expectations. Y/Y variance of \$2.67M is mainly due to higher consumption (4M kWh higher Y/Y) due to lower mean temperatures and 2.8% annual rate increase.

The 2022 Expenditure Budget of \$41.13M is largely comprised of purchase of power from BC Hydro and similar to the utility revenue, purchase of power is ahead of target by \$0.26M. 2021 purchase of power is \$0.95M greater than 2021, due to a higher volume of purchases (5M kWh higher Y/Y) in line with demand.

CORPORATION OF THE CITY OF NEW WESTMINSTER STATEMENT OF OPERATIONS - ELECTRIC UTILITY YTD PERIOD ENDING APRIL 30, 2022

(in millions)	2022 Budget	2022 YTD Budget	2022 YTD Actuals	YTD Budget Variance	2021 YTD Actuals	Y/Y Variance
REVENUE	4		4 (2 22	4	1	
Utility Revenue	\$ 52.29	\$ 18.82	\$ 19.38	\$ 0.56	\$ 16.71	\$ 2.67
Sales of Service	0.05	0.02	(0.00)	(0.02)	0.01	-
Contributions	-	-	0	0	0.01	(0.01)
Other Revenue	0.22	0.07	0.07	-	0.07	0.01
TOTAL REVENUE	\$ 52.56	\$ 18.91	\$ 19.45	\$ 0.54	\$ 16.80	\$ 2.66
EXPENSES Utility Purchases & Levies	\$ 31.75	\$ 11.43	\$ 11.68	\$ (0.26)	\$ 10.73	\$ (0.95)
Salaries, Benefits & Training	3.30	1.14	0.93	0.21	0.87	(0.05)
Contracted Services	1.17	0.40	0.35	0.05	0.27	(80.0)
Supplies & Materials	0.48	0.16	0.10	0.06	0.11	0.01
Interest & Bank Charges	1.03	0.34	0.34	-	0.23	(0.11)
Amortization	3.41	0.85	0.85	-	0.83	(0.01)
TOTAL EXPENSES	\$ 41.13	\$ 14.31	\$ 14.25	\$ 0.06	\$ 13.03	\$ (1.21)
NET	\$ 11.44	\$ 4.60	\$ 5.19	\$ 0.59	\$ 3.76	\$ 1.45

In summary, the annual Net Operating Budgets planned surplus to cover city-wide capital works and debt financing fees is ahead of target by \$0.59M due to the better than planned revenue as at April 30, 2022.

Electric Utility - Capital Budget

QB Substation is in its construction phase and is scheduled to complete in Q4 2022. The capital plan estimated the total project value of \$30.0M which includes 10% for project contingency and 10% project reserve; the project is expected to be funded fully from debt financing and a borrowing by-law is approved at \$30.0M. The project is on track to close below the \$30M budget.

The Advanced Meter Project team has selected a vendor and the contract is at the negotiation phase and staff are working diligently and seek to award in the coming weeks. In Q1, the project team focussed on issuing the RFP, reviewing vendor submissions, and selecting the vendor. Also in Q1, the project team finalized the Meter Data Management (MDM) software contract. The MDM is a critical software program that collects metering data and connects the new meters to the City's existing NorthStar Billing system. Implementation of this program will begin mid-Q3.

Another major project in the Approved Capital Budget is the District Energy Project. Although the 5 Year Capital Plan has an estimated \$52M for this project, the increase to the Capital Budget will be subject to the receipt of agreements around grant funding and agreements with FHA & Sapperton Green developer; without such grants/support the project is not financially viable and therefore no budget increase will be established until such funding has been secured. Owners engineering has been assigned and is reviewing the options based on current market and funding opportunities.

Finally, significant planning and strategic work is advancing with the Climate Action team around EV infrastructure and transition to Electrical fleet for the Electrical Utility fleet and equipment.

Description	Multi- Appro Bud	ved	S	nnual pend arget	Actual enses	recast to Date	Forecasted Variance	
Substation Upgrades	\$ 2	25.91	\$	22.31	\$ 1.78	\$ 22.31	\$	-
Advanced Meters Infrastructure	,	0.79		10.19	0.05	10.19		-
Electrical New Services	,	5.62		7.52	0.63	7.52		-
Sapperton District Energy Syst		52.60		2.00	-	2.00		-
Electrical Vehicles		1.73		0.49	-	0.08		0.41
QB Substation Land Acquisition		-		-	-	-		-
Distribution Planning		1.72		0.50	-	0.50		-
Electric Vehicle Infrastructur		1.25		0.25	-	0.25		-
Electrical Utility Equipment		0.02		0.01	-	0.01		-
EV Chargers		-		-	-	-		-
Electrical Capital	\$ 10	9.63	\$	43.25	\$ 2.46	\$ 42.84	\$	0.41

BridgeNet – Operating Budget

BridgeNet was launched in 2016 as part of the City's Intelligent City initiative to provide New Westminster residents and businesses greater access to reliable, affordable high-speed internet services and relies on its partner Internet Service Providers (ISPs) to sell internet and broadband services to multi-dwelling unit residents, businesses and institutions.

The first few years were focussed on building the infrastructure and as we reach substantial completion for the build out, staff are working on the next phase of the project to advance the connections to reach the intelligent City goals and revenue targets required for full cost recovery.

For 2022, or Year 6 of the Business Plan, we have collected \$0.03M, or ~16% of our utility revenue target which is \$0.04M behind 2022 YTD expectations.

The Expenditure Budget of \$0.92M is largely related staff time, debt financing and amortization of the new infrastructure. Although the planned expenditures are on track per what was budgeted, the current revenues are unable to cover the cost to maintain the new system. Staff are working on obtaining a resource that will work on achieving revenue goals, prospect for leased line revenue with large carriers, developing the ISP partner ecosystem, and revising the original business plan strategy as necessary.

(in millions)	2022 Budget	2022 YTD Budget	2022 YTD Actuals	YTD Budget Variance	2021 YTD Actuals	Y/Y Variance
REVENUE						,
Utility Revenue	\$ 0.19	\$ 0.07	\$ 0.03	\$ (0.04)	\$ 0.02	-
Other Revenue	0.02	0.01	0.01	-	0.00	-
TOTAL REVENUE	\$ 0.21	\$ 0.07	\$ 0.04	\$ (0.04)	\$ 0.03	-
EXPENSES Salaries, Benefits & Training	\$ 0.19	\$ 0.06	\$ 0.05	\$ 0.02	\$ 0.06	\$ 0.01
Contracted Services	0.08	0.03	·	0.02	\$ 0.00 0	<u>\$ 0.01</u>
Supplies & Materials	0.05	0.02	0	0.01	0.00	-
Interest & Bank Charges	0.20	0.07	0.07	_	0.05	(0.03)
Amortization	0.47	0.16	0.16	-	0.16	0.01
TOTAL EXPENSES	\$ 0.98	\$ 0.34	\$ 0.28	\$ 0.05	\$ 0.27	\$ (0.02)
NFT	\$ (0.78)	\$ (0.27)	\$ (0.25)	\$ 0.02	\$ (0.24)	\$ (0.02)

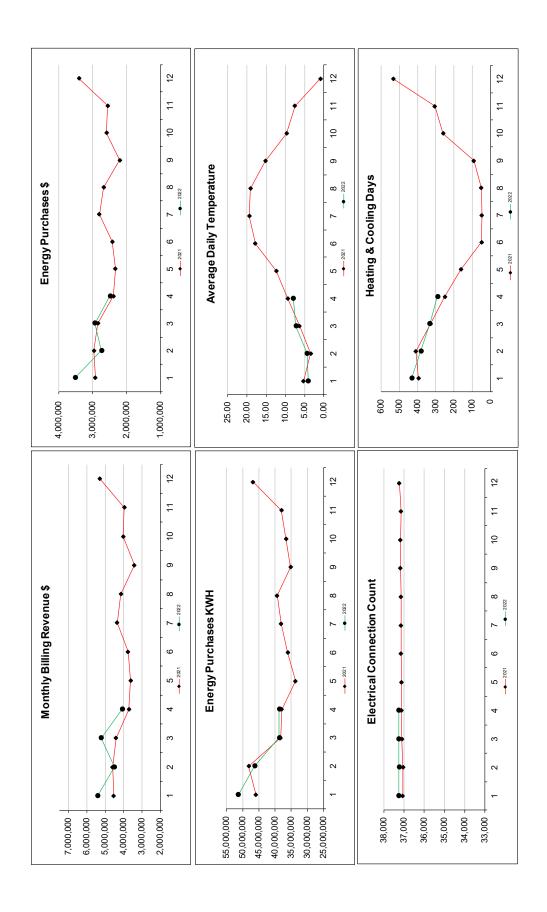
BridgeNet – Capital Budget

Total capital spent to date is \$7.90M, which includes the \$0.04M spent in 2022 to date. The table below represents the current 2022 Approved Capital Budget primarily includes major investment for installation on the remaining Phase 3 for the BridgeNet dark fibre network.

Description	Multi-Year Approved Budget		Annual Spend Target		Total Actual Expenses		Forecast to Date		Forecasted Variance	
Total BridgeNet Fund	\$	3.45	\$	0.95	\$	0.04	\$	0.95	\$	(0.00)

APPENDIX 1
Electrical Purchases & Sales Report (EDMS Doc# 836632)

	GRAND	37,263	12,148,376 (131,481) 8,789,445 (68,265)	20,738,074	(2,166,177) (2,166,177) 1,399,557	(1,533,238)	19,204,836	3,051,281 8,865,481 (587,434) 490,881	11,820,209	7,384,627 38%		077,770	97,000 441,675 708,332		11,250,276	7,954,560 19,204,836
	Dec 12							•					•		9,850,718 1,399,557	6,555,003
	Nov 11														_	le n.
	0ct 10														GL RECONCILIATION RES RES: Rec Current Month Accrual RES Subtotal	COMM COMM: Rec Current Month Accrual COMM Subtotal TOTAL CHECK
	Sep 9														GL RECONCILIATION RES RES: Rec Current Mo RES Subtotal	COMM: Rec Cur COMM: Rec Cur COMM Subtota TOTAL CHECK
	Aug 8															
	Jul 7															
	un 9															
	May 5															
	Apr 4	37,272	3,740,423 (14,032) 2,563,862 (24,863)	6,265,390	(2,489,629) (2,489,629) 1,399,557	(2,180,143)	4,085,247	670,626 1,950,382 (490,881) 355,458	2,485,584	1,599,663 39%	70,084 70,901 53,500 79,782 79,782	38,750,647 38,750,647 0% 8.4057	24,250 125,613 213,940	8.00		
	Mar 3	37,263	1,889,354 (15,023) 1,792,623 (2,947)	3,664,007	(1,714,473) (1,714,473) 2,489,629	1,550,311	5,214,319	689,476 1,961,283 (208,026) 490,881	2,933,614	2,280,705 44%	75,341 78,750 53,500 79,782	38,722,262 38,722,262 -16% 8.6420	24,250 99,589 125,312	7.30		
	Feb 2	37,258	4,962,009 (4,604) 3,036,850 (35,889)	7,958,366	(3,441,147) (3,441,147) 1,714,473	(3,453,348)	4,505,019	771,869 2,348,524 (587,434) 208,026	2,740,986	1,764,033 39%	80,880 89,316 53,500 65,409 89,316	46,367,704 46,367,704 -10% 8.6420 0.05065	24,250 101,456 271,749	4.40 382.0		
ND SALES	Jan 1	37,260	1,556,589 (97,823) 1,396,111 (4,567)	2,850,310	(2,166,177) (2,166,177) 3,441,147	2,549,941	5,400,251	919,310 2,605,292 (587,434) 587,434	3,524,602	1,875,649 35%	93,059 106,377 53,500 65,409	51,437,157 51,437,157 10% 8.6420 0.05065	24,250 115,018 97,331	4.10		
iY PURCHASES AI			GL CODING 9300.3704 9300.3706 9300.3706	I	9300.3704 9300.3706 9300.3704	0000		9300.6805 9300.6805 9300.6805	•				9300.3708 9300.3899 9300.3710			
SUMMARY OF ELECTRICAL ENERGY PURCHASES AND SALES 2022	MONTH BILLING PERIOD	NUMBER OF CONNECTIONS	BILLING REVENUE Residential (RES) RES-ADIS Commercial (COMM) COMMI-ADIS		Monthly Accruals RES: Rev Prior Month Accrual COMM: Rev Prior Month Accrual RES: Rec Current Month Accrual COMM: Rev Current Month Accrual	Net Accrual Adjustment	TOTAL BILLING REVENUE EARNED	BC HYDRO - PURCHASE OF POWER Bill ed Demand (kVA) Bill ed Energy (kWh) Reverse Prior Month Accrual Record Current Month Accrual	TOTAL PURCHASE OF POWER	GROSS MARGIN GROSS MARGIN %	PURCHASE OF POWER DETAILS Demand (IWA) Metered Peak Demand LLH Metered Peak Demand HLH 50% Contract Demand 75% of Previous High Demand Billing Demand	Energy (kwh) Total Metered Energy Billing Period Energy, SBIIIng Billed Period Energy -% Change Billed Demand Rate per kVA Billed Energy Rate per kVA	INTERNAL ENERGY SALES St Lights and Traf Signals Internal City Utility Charges Climate Action Levy	Mean Temperature (Celsius) Heating + Cooling Degree Days		



May 2, 2022

Five ways to test drive an EV before you buy one



Ford Mustang Mach-E 2021

\$195 **\$187** total

4.97 * (41 trips)

View price details

Sample result from a search for electric vehicle rentals in B.C. on turo.com. (Image courtesy turo.com)

Surge in interest can make dealership test drives tough to find, but there are options

The good news about electric cars in B.C. is that, despite delays in shipments for some popular models, we're still leading the continent in EV sales. The bad news is that as you try to decide on a vehicle, it can be a challenge to get a test drive of specific vehicles you're interested in.

Computer chip and supply chain issues falling out of the COVID-19 pandemic and the war in Ukraine have hit supply chains for numerous products. And Blair Qualey, president and CEO of the New Car Dealers Association of B.C., says electric vehicles are no exception.

"If folks are looking for a test drive, they probably could still find something at a dealership, but they may not find exactly what they've been wanting with all of the features and special things that they might like, including colour," says Qualey. "But 2021 was still an all-time record for the uptake of [EV] rebates in B.C., so people are finding what they're looking for. We're just asking people to be patient."

Qualey suggests that anyone shopping for an EV should first go online to get up to speed on features and reviews and to help zero in on the model that works for them. "Once you have an idea of what you want, call your local dealer," he says. "They've got a tremendous network of other dealers and other sources of vehicles, both new and used."

Fortunately, there are other options as well. Surging sales of EVs in B.C. are paying off with a lot of cars on the road, and more options to drive a plug-in without actually owning one.

Here are five alternatives to test drives at dealerships if you want to get behind the wheel of an electric car in B.C.

1. Ask a friend or neighbour for a ride

EV owners tend to get enthusiastic about their experience in owning a plug-in, and many are big on spreading the word. Ask a friend or neighbour for a drive or ride-along in their vehicle. You may be surprised at the response, and you'll get insider info on what it's like to own and operate the vehicle.

2. Rent an EV

Standard car rental agencies such as <u>Hertz</u> are adding electric vehicles to their fleets in certain cities, and you may be able to book one for use during a vacation, or even in your home town.

<u>Turo</u> is a popular alternative to regular car rental agencies that lists a wide variety of vehicles – including battery electrics and hybrid plug-ins – available for rent by their owners. It's kind of like the VRBO or Airbnb of vehicles, and it has a strong presence in B.C. The easiest way to find electric vehicles on <u>turo.com</u> is to choose "electric vehicles" and/or "hybrids" as a search filter, along with the area in which you're looking to rent. A quick <u>turo.com</u> search in April found dozens of vehicles available across B.C., in places ranging from Victoria, Nanaimo, and Courtenay on Vancouver Island, to the Lower Mainland, Okanagan and Kootenays. Due to the cars' popularity, most rentals are Teslas, but models such as the Ford Mach-E and Nissan Leaf are in the mix.

3. Try a car share

If you live in Vancouver, you may have spotted boldly branded white Tesla Model 3s parked on city streets. They're part of the <u>ZeroCar</u> fleet that offers a car share service for hourly or daily use that requires pickup and dropoff at the same curbside locations. ZeroCar also has a more standard rental car service that rents Tesla 3, Y, S, and X models.

4. Try a used EV (and maybe buy one)

Used cars of all kinds have been in great demand over the past couple years, but you can still find quality EVs available in B.C., including a lot of older vehicles that may have had some battery degradation but still have plenty of range if you plan to use your EV mainly as a city commuter. The Government of BC also recently announced that it will no longer collect provincial sales tax (PST) on used battery-electric vehicle sales.

Get more advice, and learn about the pros-and-cons of buying a used EV.

5. Keep an eye out for EV shows and EV owner events

The <u>Vancouver International Auto Show</u>, which plans to return in 2023, has numerous new EVs on display, and usually offers several cars for test drives. And EV organizations such as the <u>Vancouver Electric Vehicle Association</u> (VEVA) and <u>Emotive BC</u> may soon revive events where the public can test drive EVs.

EV options boom in B.C., so we're having some fun



Vote each week until June 2 in our EV Battle Royale for your chance to win weekly prizes and a shot at our grand prize, a Apollo City electric scooter.

Our EV Battle Royale includes many, but not all, EVs available in B.C.

If you waited until 2022 to start looking seriously at buying an electric car, your patience has been rewarded. It's a special year, and we feel the need to celebrate it with something we're calling our EV Battle Royale.

We've carefully selected 32 EVs that are available, or soon to be available, in B.C. and matching them up in a bracket-style competition. Each week you'll have a chance to <u>vote for your favourites</u> until we narrow it down to just one winner that we'll crown B.C.'s favourite EV.

With so many different EVs available, narrowing the list to just 32 was a challenge. The emphasis is on fun, so we erred on the side of variety and spice over listing only the most popular or widely available EVs on the market. That means quite a few available EVs haven't been included.

Have a favourite that's not on the list? Share it with us on Twitter using the hashtag #EVBattleRoyle.

Things to know about EVs available (or soon available) in B.C.

Not every vehicle we included in the EV Battle Royale, or the EVs mentioned below, is available today in B.C. But most will be available sometime in 2022, so let's take a look at some of the exciting new vehicles and trends in the mix.

The trucks are coming! The trucks are coming!

You might call 2022 the Year of The Electric Truck. In fact, the popularity of trucks, vans, and SUVs has prompted the federal government to add a new rebate category to its EV incentives program. While the cutoff for most EVs is now a base retail price of \$55,000, the eligibility maximum for the \$5,000 rebate off the purchase of trucks, vans, and SUVs is \$60,000.

Automakers clearly didn't wait around to see if the Ford F-150 Lightning would be a hit (which it already is). The sheer number of new brands, names, and looks for electric pickups is dizzying, with the likes of the Rivian R1T (the first electric pickup) and the Alpha Wolf in the mix, along with the Canoo Pickup, promised to be available in 2023.

Not just new EVs, but new brands, have joined the fun

Ever heard of a Lucid Air, a Toyota bZ4X, or a Genesis GV60? With so many new EVs emerging, it can be tough to keep up.

Lucid is a new entrant in the automotive world with an unabashed goal of creating loaded, luxury EVs. There are only two retail locations in Canada so far, but one is in Vancouver, where the likes of the <u>Lucid Air</u> sedan – and its up to 837 km of range – is on display. No rebate eligibility here. Lucid vehicles start at about \$105,000.

Hyundai's up-market brand Genesis joins the plug-in brigade with the luxury mid-crossover <u>GV60</u>, built on the same platform as the KIA EV6 and the Hyundai Ioniq 5. While premium versions of those vehicles come in at about the \$60,000 mark, the GV60 is likely to be priced at least \$10,000 to \$20,000 higher.

After sticking so long to its popular hybrid models, including the popular RAV4 hybrid, Toyota's new entrant in the fully electric world is the <u>bZ4X</u>. It appears to be an edgier take on the RAV4, and if it looks a lot like the new <u>Subaru Solterra</u>, that's no accident. The two vehicles were co-developed, and with prices starting at about \$45,000, they're designed to be priced to compete with some similar-sized gas-powered SUVs. Even the fully-loaded bZ4X XLE, at \$62,750 is still eligible for a rebate, which allows for the purchase of higher trims or options of up to \$10,000 as long as the base model is priced under the rebate price cap.

It's not easy to get test drives, but there are options

The combination of demand for EVs in B.C., and supply chain issues exacerbated by a pandemic and a war in Europe, has created a real challenge. How do you test drive EVs to see what's best for you?

We did a little digging into test drive availability and, in addition to getting some advice from the New Car Dealers Association of B.C., we've come up with five other ways to test drive an EV, ranging from rentals and car shares, to friends who own EVs. You can <u>read our EV test drive tips</u>.