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## NSPG News Update, December 2017

As we approach the end of the year and the Holiday Season, we at NSPG are pleased to report that 2017 was a very positive year for us, and by extension for our owner the Town of Blind River.

We are proud of our achievements. It hasn't been easy and we have overcome many obstacles, but our team has persevered and succeeded.

We never gave up on our company and our community, and we will continue to strive to grow our revenues and profits.

### 2017 Highlights

#### Operational Highlights

1. During the year we completed 3 of our final 5 Solar Projects at the Industrial Park. The last two are under construction now and will be complete by May of 2018.
2. When these final two projects are complete, NSPG will have built 195 acres of solar projects at the Industrial Park with an installed capacity of 4.6 Megawatts. Our original objective we set ourselves in 2010 was 100 acres. We achieved **twice our target**.
3. NSPG Employment levels continued to rise during the year, reaching a high of 18 staff. New project installation work is now winding down for the winter so staffing levels will reduce until the Spring when we will be back under construction.
4. We landed new Operation and Maintenance contracts. These contracts will provide local employment for the next 20 years and beyond and encompass the operation and maintenance of a total of 10 solar projects around Blind River and 2 water power plants on the Blind River for gross revenues of over \$250,000 per year.

#### Financial Highlights

1. With our 2016 Audited Financial Statements, we were pleased to report a 2016 net profit of \$474,471.
2. In May of 2017, Plasco paid us **all** of the accrued interest and penalties owing to us: \$1,014,991. Of this amount, \$991,727 related to 2016 and was included in those audited results.
3. Also, during 2017, our profits were sufficient to pay our next installment on our loan and to begin banking savings toward our deferred payment due 20 years from now in 2037.



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### What Will 2018 Bring?

1. NSPG is planning to diversify into new energy business lines in 2018 including Net Metering projects with Hydro One, whereby customers can generate power that is used to offset their power consumption. A Pilot Project is currently being planned for our community.
2. Lessee program changes coming in the New Year put property owners in the driver's seat. NSPG wants to make sure that our Lessees are up to date with their projects, on their properties and are actively involved in their success. We are rolling out new System Buyout options for property owners and a new Lessee payment program which improves Lessee revenues. Contact the office for details, mailings to all Lessees scheduled for January.
3. Now that we are approaching completion of seven years of non-stop project construction, in 2018 NSPG will be focusing on customer service, offering value added services to Lessees to assist with property upkeep to maintain the solar PV systems for the long haul. For example, if you are an Equipment Lessee, please contact NSPG if you'd like to schedule us for any of the following:
  - a. Removal of snow from overhead areas (where snow may come down on a doorway). Ground will be cleaned up where the snow load is brought down as well.
  - b. Inspect eavestrough / roof drains for cleanliness for home owners once a year during annual inspection of the Solar System.
  - c. Provide a kiosk in the NSPG office and a shuttle service to pick up clients and drop them off when required to check communication portals or emails related to their MICROFIT projects and associated accounts.
  - d. EFT transfers to be available to all clients and electronic communications.

If you have any comments or suggestions we are happy to hear from you!

Please get in touch at 705-356-5300 extension 221

**Have a safe and happy holiday!**