



Envi Network
President's Report – Council AGMs June 2019

NETWORK UPDATE

- Core Network Equipment
 - Primary Points of Presence installed and operational
 - Town Operations Centre
 - Upper Canada Mall
 - Connectivity to Toronto via diverse connections installed and operational
 - 4 Secondary Points of Presence installed and operational
- Fibre Connectivity
 - $\frac{3}{4}$ of ring topology completed (Mulock, Harry Walker, and Davis). Need to complete ring along Yong Street between Davis and Mulock
 - Fibre built out along Harry Walker corridor including the following cross roads:
 - Nicholson
 - Gorham
 - Kerrisdale
 - Ringwell
 - Engineering to complete work along Stellar and Pony, and to gain access to Leslie



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SALES

- SIGNED CONTRACTS / CUSTOMERS TO DATE
 - 50 Customer Locations signed
 - 20 Enterprise Locations
 - 30 SMB Locations
 - Total Monthly Recurring Charges : \$21,000
 - Total One Time Charges : \$31,700
- Customers Installed to Date

Canadian Mental Health	Gulco International	Newmarket Hydro	Toronto Concrete Solutions
Chaggares & Bonhomme	hvGrid-Tech	Pretium GRG	Toronto Automatic Doors
Completely Managed	International Safety	Technical Concrete Solutions	Town of Newmarket
Dynamic Functional Solutions	New Market Group		



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2018 AUDITED FINANCIAL HIGHLIGHTS

- 2018 was the first year of reporting audited financials
- The financials included all costs related to ENVI from 2016, 2017, and 2018
- Much of the costs from 2016 and 2017 were related to consulting and legal to establish ENVI as an entity
- Baker Tilley (formerly Collins Barrow) were used as the auditor



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2018 AUDITED FINANCIAL HIGHLIGHTS

- Financing Activities to date
 - Equity financing of \$1.92M
 - Newmarket Hydro Holdings – 93% shareholder
 - Tay Hydro Inc. – 7% shareholder
 - Commercial Debt Guarantee (TD Bank) : \$1.2M
- Revenue was effectively \$0 for the year as we were in build mode
- Operating Expenses : \$1.04M
- Capital Expenditures to end of 2018 : \$1.15M





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a fibre network