

#### **Our Mission**

We are a community-owned co-operative dedicated to providing exceptional communications and entertainment services and unique opportunities for local expression.

#### **Our Vision**

Delivering unrivalled communications and entertainment services.

#### Our Values

**Integrity**: We live by our belief in honesty, respect and trust in everything we do.

**Employee-Centered**: We enable everyone's involvement, growth and contribution in a challenging, safe and fun environment.

Customer-Focused: We deliver extraordinary value, reliably, dependably and consistently.

**Community-Oriented:** We are an integral part of the communities we serve, contributing to their energy and progress.

**Innovation:** We create and embrace change that enhances customer service, the community and our organization.

**Member-Driven**: We are guided by committed and supportive members.

Awards are nice, but our greatest reward will always be you, our customers, employees, volunteers and communities!













#### 40 years and growing strong!

#### On February 15, 1978, Cable Regina went on the air with one camera and seven channels.

Today, 'the little company that could' has grown to provide Internet, TV, phone and security monitoring to more than 235 communities and 160,000 sg. km. in rural Saskatchewan!

The best part? As a not-for-profit co-operative, Access Communications reinvests every cent we earn right back into local communities by improving services, nourishing food banks, supporting kids at risk and in need by sharing Saskatchewan's stories.

It is our unique community channels, Access7, that connects families and neighbours, providing many communities we service with a platform to share their way of life, their successes, their challenges and their dreams.

When customers choose Access, they're not just growing a business.

They're making this province an even better place for us all to call home.

Thank you, Saskatchewan! Here's to our next 40 years!



#### What's inside.

Meet our leaders.	4
Thank you to our Board.	5
Greetings from our Board Chair.	8
2018 highlights from our CEO.	9
The best customers deserve the best technology.	12
and the best service too!	13
Access7 is your channel, Saskatchewan.	18
Giving back from the very beginning.	19
Financial performance. Community commitment.	22

#### Meet our leaders.





Carmela Haines
Chief Financial
Officer













Wade Peterson
Manager,
Community Programming



#### Thank you to our Board.



**Alan Bachynski** Regina



**David Dekker** North Battleford



**Dick DeRyk** Board Chair, Regina



Patrick Kelly Regina



**James Lainton** Estevan



**Kama Leier** Regina



**Bernadette McIntyre** Regina



**Hiedi Pearson** Regina



**Doreen Polischuk** La Ronge



**Dale Ripplinger** Regina



**Twila Walkeden** Weyburn



Brenda Watson Board Vice Chair, Regina

Anybody look familiar? If so, there's a good reason. Access Communications is a community-owned not-for-profit co-operative. Our members come from the communities we serve — *your* communities.

#### So, we're not just your Board. We're also your neighbours!

#### **2018 Board Committees**

#### Advocacy

Alan Bachynski
David Dekker
James Lainton
Doreen Polischuk
Dale Ripplinger (Chair)
Twila Walkeden

#### **Audit**

Alan Bachynski James Lainton Kama Leier Bernadette McIntyre Brenda Watson (Chair) Dick DeRyk

#### **Governance**

Alan Bachynski (Chair)
David Dekker
Patrick Kelly
Bernadette McIntyre
Doreen Polischuk
Brenda Watson
Dick DeRyk

#### **Member Relations**

James Lainton Kama Leier Hiedi Pearson Dale Ripplinger Twila Walkeden (Chair) Dick DeRyk

#### **Human Resources**

Patrick Kelly Kama Leier Hiedi Pearson (Chair) Doreen Polischuk Dick DeRyk

#### Representative to Children's Fund

Bernadette McIntyre

When you choose Access, you're making this province an even better place for us all to call home.

 $\boldsymbol{6}$ 

## "We are here to make life better in Saskatchewan."

#### Greetings from our Board Chair.

It was my privilege to chair a very dedicated and effective board this past year. And what a year it was! Not only did Access achieve good financial results and continue to grow in a very competitive industry and challenging provincial economy, we also celebrated 40 years of service to the people of Saskatchewan!

Back in the late 80s and mid-90s, I did freelance marketing work at North Eastern Cablevision in Yorkton. There was a buzzword towards the end of the 90s that everyone in the industry was trying to wrap their head around: convergence. That was the concept that TV, Internet and phone would all be one offering someday.

And here we are! Access Communications now provides over 235 communities with all those services and more — not to mention the 160,000 square kilometers of Saskatchewan we cover with rural wireless Internet.

But we're more than a leading-edge telecommunications provider. What makes us unique now is the same thing that always has: Access is a not-for-profit co-operative that reinvests all earnings back into the communities we serve. With our Children's Fund charity, scholarship programs and Access7 community channels, community is the heart of all we do. We continue to grow our membership, providing a strong grassroots foundation that makes us truly community-owned. That's not the same as government-owned, I might add.

Our Board of Directors has again demonstrated its commitment to integrity and innovation, and I thank them for that. Access directors continually learn about and deal with the rapid changes in technology and in the Canadian telecommunications industry, and the highly-competitive environment in which we operate. The Board also undertook a very thorough review of our governance structure, bylaws and policies, to ensure that we provide governance that meets today's best practices.

"In my five years on the board, I've been constantly amazed and sometimes dazzled by how quickly this industry changes. Yet what matters most at Access remains constant:

Community is the heart of all we do."

Telling our story of commitment to our province, both urban and rural, is something we can never overdo. Because Access Communications plays an important and far-reaching role in connecting Saskatchewan, the Board made advocacy a priority to ensure that the voice of Access Communications is heard by those who make decisions that affect us and our customers.

Lastly, I'd like to thank departing Board members Bernadette McIntyre and Dale Ripplinger for investing their time and talents to strengthen our Co-operative and, in so doing, our province.

Dick DeRyk

Chair, Access Communications
Co-operative Board of Directors



#### 2018 highlights from our CEO.

Access Communications is connecting — and connected to — Saskatchewan in so many ways. This was abundantly clear during our 40th anniversary year!

Today, our Co-operative connects 235 communities across Saskatchewan with access to the best technology and customer service over our state-of-theart hybrid fibre network. We do this by offering wired Internet, TV, phone and security monitoring as well as wireless broadband Internet across 160,000 sq. km. of Saskatchewan — and growing!

The Canadian Radio-television and Telecommunications Commission (CRTC) has declared broadband Internet an essential service for Canadians. We agree. Access is not just part of our name. We are driven to ensure our customers and our communities are always connected – helping to grow small businesses and helping family and friends to stay in touch. It is reflective of our belief that Saskatchewan deserves the best technology and service. That is why this past year, as part of our five-year \$120-million investment plan, we devoted \$22.4 million for new and upgraded infrastructure to expand and improve our broadband Internet, high definition and digital TV, phone and home security services throughout our service areas.

Next year, Access Communications will be improving Internet speeds in over 70 communities, expanding our rural wireless broadband footprint, and offering home phone and security services to more Saskatchewan communities.

Canadians are accessing video content in a variety of ways and we must be able to meet those choices. That is why our investment in technology included the introduction of TiVo, the world's smartest PVR. We are excited to launch TiVo in many more communities shortly.

"Our technology is helping families laugh, students learn, businesses grow, loved ones feel safer, and connecting Saskatchewan people with each other and the world. But it is our members, employees, volunteers and our customers — who make it happen."

Among the many highlights in 2018 were the 40th Anniversary celebrations held right across Saskatchewan which gave us the opportunity to say thank you to all those who have supported our co-operative over the years. A fun feature of the celebrations was the Access Communications Children's Fund charity raffle of a 1978 Silver Anniversary Corvette sports car. Thank you to the many volunteers that helped promote a great first 40 years for our Co-operative at farmers' markets, car shows and parades throughout the summer.

Our unique business model — a community-owned not-for-profit co-operative that reinvests every cent we earn back into the same communities where we live, work and do business — is 40 years young, and connecting our province is a privilege that will never get old.

Thank you, Saskatchewan. Here's to many more years of connecting!

Janus

Jim Deane
Chief Executive Officer



# "It is our members, employees, volunteers and customers who make it happen."







#### The best customers deserve the **best technology**.

Providing Saskatchewan people with the very best technology means investing in the very best infrastructure. In 2018, we devoted \$22.4 million to new and upgraded infrastructure, part of our five-year \$120 million investment plan. We expanded high definition and digital TV, broadband Internet and phone services to over 70 more rural communities in 2018 — with more to come in 2019.

We could have all the technological know-how in the world (we try!) and we could be the hardest working crew on any job (we are!) but we still couldn't get anywhere without you, our members.

#### AccessInternet

We have been expanding our Access **HyperSpeed** services so more customers across Saskatchewan can watch, play, work and shop faster than they can spell Saskatchewan. Access **Fibre** is taking businesses of all sizes to the next level of performance with dedicated Internet connections and high-speed bandwidth options.

Our Access**Wireless Internet** is a valued extension of our network with more than 550 access points spread across 118 towers in rural Saskatchewan and more to be added in 2019.

#### AccessTV

Access**TV** is available in 235 communities across Saskatchewan, offering customizable packages and add-ons, including HD services and premium sports packages and Access7 Community channel.

In 2018, we introduced the Einstein of TV, TiVo. With TiVo there is no more switching inputs on your TV, fumbling with multiple remotes and searching through apps to find what you want. TiVo seamlessly integrates live TV, On Demand, recordings and streaming services like Netflix onto one screen. You can even talk to it! TiVo's the world's smartest PVR and Access Communications has it for you!

#### **AccessPhone**

Say hello to Access**Phone** and Access**Business Hosted Voice**, phone service made for the digital world.

Keep your phone number, use existing phone jacks and wiring, and no Internet connection is required. Add to that our great service features, such as call and voicemail forwarding to mobile phones and free long distance between Access**Phone** customers.

#### **AccessSecurity**

Who says you can't be everywhere at all times?

Access**SmartHome** includes video surveillance, energy management and home automation all accessible from your smartphone while our Access**SecureHome** service monitors for burglary, fire, carbon monoxide and more 24/7.

**12** 

#### ...and the best service, too!

Our co-operative could not exist a single day — let alone thrive for 40 years — without our customers. Some have been with us since day one! The input we get from our customers, our staff, our members and our volunteers is what keeps Access communications ahead in such a competitive marketplace. Your fresh baking doesn't hurt either! (Hint, hint.)

### Extraordinary value delivered reliably, dependably and consistently. That's our promise to you.

Technology may have changed *a lot* in 40 years, but our knowledgeable and friendly service will never go out of style!

#### **Investing locally**

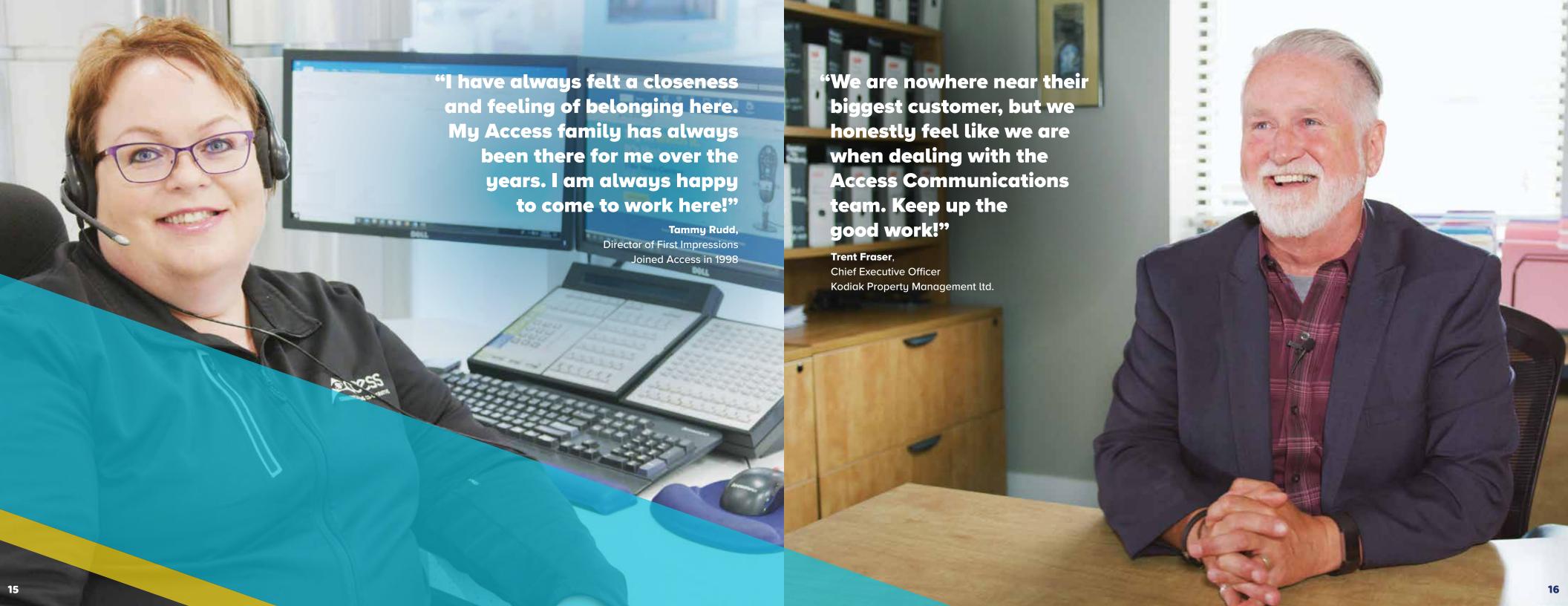
- 275 employees, plus 75 freelancers and contractors.
- Employment opportunities across Saskatchewan.
- Supporting local Saskatchewan vendors whenever possible.
- Investing over \$20 million annually for employee payroll in Saskatchewan.
- Investing \$500,000 annually in employee training and development.

"It's awesome when customers bring in baking because they like you and have known you for years!"



**Debra Bostock**Customer Service Representative
31 years with Access







#### Access7 is your channel, Saskatchewan.

Thanks to the combined efforts of our staff, members, and volunteers, Access Communications has built a reputation second-to-none for community involvement. And there's no better place to see it than on our Access7 community channels, where families, friends and neighbours celebrate life in our great province.

We're proud to report we support a local channel in more than 90 communities across Saskatchewan!

As part of our commitment to enhance and expand community programming, we invested more than \$2.6 million in community programming this year, exceeding the minimum license CRTC requirement. Why? Because we're not just providing a service, we're giving people a voice to share their stories — Saskatchewan's stories!

## Every year, 250 volunteers donate 7,200 hours to create more than 2,000 hours of first-run, made in Saskatchewan TV!

We couldn't do it without our incredible volunteers. Many are behind the scenes, but ALL are stars in our eyes! We loved throwing Volunteer Appreciation Parties across the province during National Volunteer Week in April. (Of course, every week is volunteer week at Access!)

Our Community Producer Program offers individuals and groups the hands-on opportunity to learn how to produce quality TV shows to get their message out. It's a hit! More than 55% of Access7 programming continues to be produced by local volunteers!

This vibrant programming helps Access7 attract new viewers, volunteers and plenty of compliments on shows like our award-winning *Invisible Wall*, Access7 Sports, *RezX*— just to name a few!

We'll never stop spotlighting the growing diversity of our province. In 2018, we premiered our Filipino lifestyle show *Pinoy Talk*, the weekly home and cooking show *Chefs and Showhomes*, and all things LGBTQ in the Queen City with *Prairie Pride*, along with many other series and events.

In 2018 we were once again proud to broadcast the Regina Rotary Carol Festival, the Regina Humane Society Telethon, United Way Telethons in Estevan and Weyburn, and the Ignite Adult Learning TV auction. It's also a real kick *(and hat trick!)* for us to air local sporting events such as the 2018 Memorial Cup highlights. Access7 has brought WHL to hockey fans for over 25 years!

To our volunteers and Access7 viewers: for 40 years you've helped us prove that Saskatchewan stories are well worth telling — and watching! You *(and we!)* just can't get enough!

"From the moment I walked into Access to discuss this show, they wanted to work alongside the LGBTQ+ community to make it better, safer and bring awareness to what matters to us. We are humans and just want equality. *Prairie Pride* offers us a voice."



#### Giving back from the very beginning.

Many years ago, citizens and community organizations banded together, believing that a cable company could do more than entertain the community. It could better it. As we celebrate our 40th anniversary, the same thing makes us unique today:

Access Communications is a not-for-profit co-operative. We invest 100% of our earnings right back into the communities we serve.

#### We were thrilled to support 1,673 community organizations in 2018!

Through corporate sponsorships, the volunteer efforts of our employees, the sharing of our expertise, and in-kind donations from our community channel Access7, we're doing everything we can to strengthen this province we love to call home.

#### **Every child deserves a chance**

That's the dream behind the Access Communications Children's Fund. Since launching our registered charity in 1992, we've donated over \$1.7 million to help make that dream come true! Thanks to the proceeds from our wildly popular weekly TV Bingo show and the generous support of public donations as well as Access staff fundraising, the Children's Fund has donated to projects focused on education and literacy, health and wellness, pathways out of poverty and crime prevention for kids at risk or in need. 100% stays right here in Saskatchewan.

#### **Funding student dreams**

Supporting Saskatchewan's young people doesn't end with the Children's Fund. We are proud of the Access Communications Scholarship Program which grants grade 12 graduates across Saskatchewan the opportunity to apply for 20 \$1,000 Access Communications Scholarships. We also award Access Communications/Fred Wagman Entrance Scholarships in Film & Video to deserving students at the University of Regina as well as scholarships to Saskatchewan Polytechnic students in the Computer Networking Technician and the Telecommunications Network Technician Certificate programs.

Since 2005, we've awarded over \$320,000 in post-secondary scholarships, helping 1,300 Saskatchewan students go after their dreams!

#### Shout out to our staff volunteers!

Doing good in the lives of Saskatchewan's people, especially those struggling, is a year-round job our staff and volunteers are always eager to be a part of. In 2018, our staff and volunteers contributed over 1,400 hours at 30 plus events all across Saskatchewan. To name a few, our 1978 Corvette car raffle, the annual Labour Day Show N Shine, Pumpkin Patrol, Salvation Army Christmas Luncheon, Regina Food Drive and United Way Oktoberfest Luncheon.

#### Green is our colour

In 2018, Access was declared a REfficient Waste Diversion Champion! This celebrates companies that demonstrate a higher level of commitment towards waste diversion through buying, selling and recycling surplus assets. We were awarded the Leader Level for 1,000-10,000 pounds of waste diverted!



We are confident that our co-operative business model continues to thrive in today's fast-paced competitive environment not in spite of but because of our investments in our customers, our employees and the communities we serve.

#### Financial performance. Community commitment.

Access Communications continued to be financially strong in 2018. We generated a net income of \$0.5 million, had \$20.2 million in operating cash flow and our net assets grew by 1.0% to \$56.2 million. In spite of an increase in revenues, we saw a decrease in net income from the prior year by \$2.1 million primarily due to higher amortization and interest costs of \$1.9 million as a result of higher capital spending in the last couple of years to improve our networks and services. Revenues increased by 0.4% or \$0.3 million in 2018 to \$84.0 million. Though we saw a decline in TV subscribers, reflecting the larger industry trend, we continued to see an increase in Internet subscribers, reflecting growing demand for higher speeds and rural wireless services. Television service revenue decreased 6.9% or \$3.4 million to \$45.9 million which was offset by the increase in telecommunications revenue of 11.2% or \$3.8 million to \$37.9 million. Direct distribution costs rose 0.8% or \$0.2 million to \$29.5 million due mainly to increased bandwidth usage for our Internet service. This increase was partly offset by a decrease in television network fees because of fewer TV subscribers than the prior year. As a result, our net revenues after distribution costs were \$54.5 million, an increase of \$0.1 million or 0.2%.

#### Managing costs without compromising service

Our ability to contain operating expenses as we continue to expand our product offerings is a key factor in our success. In 2018, operating expenses rose by 1.0% or \$0.3 million to \$33.0 million. This increase was primarily in our technical operations to improve our technical delivery to our customers As a result of higher distribution and operating expenses, our operating income, before amortization, was down 1.1% to \$21.5 million from prior year. Amortization expenses increased 9.2% to \$16.0 million due to increased capital spend, and interest costs rose to \$2.3 million, up 24.3% due to higher debt carry and interest rate increases throughout the year.

#### Improving our network & services

Net capital spending in 2018 was \$22.4 million, a result of our strategy to increase the performance and capacity of our distribution network, positioning our co-operative to expand services now and in the future.

Our 2018 capital spend included launching TiVo, upgrading our Internet backhaul, removing analog services, deploying digital boxes to every TV customer, upgrading our technical delivery equipment for both TV and Internet, which resulted in faster Internet speeds, and enhancing our TV channel lineup in 44 communities. We also launched phone services in an additional 17 communities, constructed 11 additional tower sites to serve rural Internet customers and launched SmartHome Security.

Due to the higher capital spend in fiscal 2018, long-term debt increased \$2.5 million to \$61.5 million at August 31, 2018. For hedging purposes, the interest rate on \$25 million of our long-term debt has been set through a fixed-rate interest rate swap bearing interest at 0.85% which will mature on January 29, 2019.

A syndicate of banks has provided Access Communications a committed \$70 million credit facility comprised of a \$69 million revolving operating facility by way of Bankers' Acceptances or Prime Rate Loans and a \$1 million operating line of credit by way of Prime Rate Loans or Letters of Credit. There are no debt repayment requirements for the revolving operating credit facility. The maturity date of the credit facility agreement is September 5, 2020. The loans are secured by a debenture.

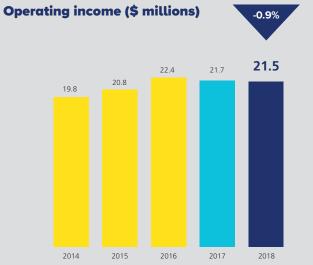
#### Investing in community programming

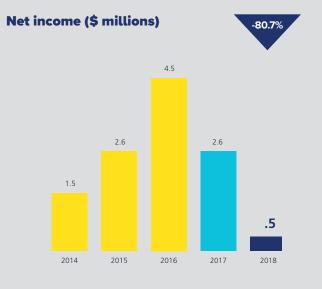
As part of our commitment to enhance and expand community programming, we invested more than \$2.6 million in Access7, exceeding our annual goal. We're proud to report we support a local channel in more than 90 communities across Saskatchewan!

22

#### Performance analysis.

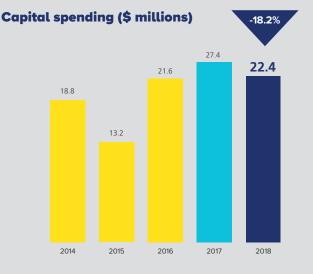


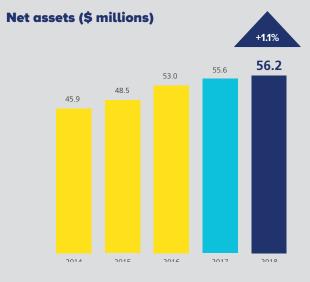




## Distribution expenses (\$ millions) 29.5 29.3

2017 2018





#### Responsibility for financial reporting.

The accompanying summary of financial statements and all information in the annual report have been prepared by management and approved by the Board of Directors of the Co-operative.

Management is responsible for the accuracy, integrity and objectivity of the summary of financial statements within reasonable limits of materiality and for the consistency of financial data included in the text of the annual report.

To assist management in the discharge of these responsibilities, the Co-operative maintains a system of internal control designed to provide reasonable assurance that its assets are safe-quarded; that only valid and authorized transactions are executed; and that accurate, timely and comprehensive financial information is prepared.

The summary financial statements have been examined independently by KPMG LLP on behalf of members, in accordance with Canadian auditing standards. The auditors' report outlines the scope of their examination and expresses their opinion on the summary of financial statements of the Co-operative.

The Audit Committee of the Board of Directors meets with management and external auditors to satisfy itself that each group is properly discharging its responsibilities and to review the summary of financial statement and independent auditors' report. The Board of Directors approves the summary of financial statements for presentation to the members.

Jim Deane

Carmela Haines Chief Executive Officer Chief Financial Officer

Cainela Hainer

23

## Report of the independent auditors on the summary **financial statements**.

To the Members of Access Communications Co-operative Limited

The accompanying summary financial statements of Access Communications Co-operative Limited, which comprise the summary balance sheet as at August 31, 2018 and the summary statements of operations and retained earnings and cash flows for the year then ended, are derived from the complete audited financial statements, prepared in accordance with Canadian accounting standards for not-for-profit organizations, of Access Communications Co-operative Limited as at and for the year ended August 31, 2018.

We expressed an unmodified audit opinion on those complete financial statements in our auditors' report dated November 27, 2018.

The summary financial statements do not contain all the requirements of Canadian accounting standards for not-for-profit organizations applied in the preparation of the complete audited financial statements of Access Communications Co-operative Limited. Reading the summary financial statements, therefore, is not a substitute for reading the complete audited financial statements of Access Communications Co-operative Limited.

#### **Management's Responsibility for the Summary Financial Statements**

Management is responsible for the preparation of a summary of the audited financial statements.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, "Engagements to Report on Summary Financial Statements."

#### **Opinion**

In our opinion, the summary financial statements derived from the complete audited financial statements of Access Communications Co-operative Limited as at and for the year ended August 31, 2018 are a fair summary of those complete financial statements.

KPMG LLP

Chartered Professional Accountants November 27, 2018 Regina, Canada

#### **Access Communications Co-operative Limited**

Summary Balance Sheet As at August 31, 2018, with comparative information for 2017

	2018	2017
ASSETS		
CURRENT		
Accounts receivable	\$ 2,312,327	\$ 2,241,892
Inventory	2,437,411	2,618,989
Prepaid expenses	1,485,264	1,397,201
	6,235,002	6,258,082
INVESTMENTS IN CO-OPERATIVES	30,225	30,225
PROPERTY, PLANT AND EQUIPMENT	78,699,252	75,693,296
OTHER ASSETS	4,507,266	4,114,429
SUBSCRIBER BASE	45,105,621	45,105,621
	\$ 134,577,366	\$ 131,201,653
LIABILITIES		
CURRENT		
Bank indebtedness	\$ 348,129	\$ 966,138
Accounts payable and accrued charges	11,439,927	10,643,417
Unearned revenue	5,135,156	4,950,312
	16,923,212	16,559,867
LONG-TERM DEBT	61,500,000	59,000,000
	78,423,212	75,559,867
NET ASSETS		
Shares	1,159	1,163
Retained earnings	56,152,995	55,640,623
	56,154,154	55,641,786
	\$ 134,577,366	\$ 131,201,653

APPROVED BY THE BOARD

Dick DeRyk
Chair Board of Di

Brenda Watson

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Access Communications Co-operative Limited
Summary Statement of Income and Retained Earnings Year ended August 31, 2018 with comparative information for 2017

	2018	2017
REVENUE		
Television services	\$ 45,895,703	\$ 49,271,211
Telecommunications services	37,911,502	34,102,270
Advertising	163,199	254,592
Investment income	71,262	85,150
	84,041,666	83,713,223
DIRECT DISTRIBUTION COSTS	29,543,844	29,320,534
INCOME BEFORE OTHER OPERATING EXPENSES	54,497,822	54,392,689
OTHER OPERATING EXPENSES		
Community programming	2,631,188	2,693,635
Technical	14,721,449	14,473,684
Sales and marketing	4,817,407	4,743,283
Administrative	10,845,088	10,764,101
	33,015,132	32,674,703
OPERATING INCOME BEFORE AMORTIZATION	21,482,690	21,717,986
AMORTIZATION		
Property, plant and equipment	15,992,520	14,639,806
Deferred charges	2,772,770	2,584,996
OPERATING INCOME	2,717,400	4,493,184
INTEREST ON LONG-TERM DEBT	2,254,385	1,814,208
LOSS (GAIN) ON SALE OF EQUIPMENT	(49,357)	37,304
NET INCOME	512,372	2,641,672
RETAINED EARNINGS, BEGINNING OF YEAR	55,640,623	52,998,951
RETAINED EARNINGS, END OF YEAR	\$ 56,152,995	\$ 55,640,623

#### **Access Communications Co-operative Limited**

Summary Statement of Cash Flows Year ended August 31, 2018, with comparative information for 2017

	2018	2017
NET INFLOW (OUTFLOW) OF CASH RELATED		
TO THE FOLLOWING ACTIVITIES		
OPERATING		
Net income	\$ 512,372	\$ 2,641,672
Items not affecting cash:		
Amortization	18,765,290	17,224,802
Loss (Gain) on sale of equipment	(49,357)	37,304
Changes in working capital components:		
Accounts receivable	(70,435)	458,598
Inventory	181,578	(187,484)
Prepaid expenses	(88,063)	(143,365)
Accounts payable and accrued charges	771,430	(565,132)
Unearned revenue	184,844	24,923
	20,207,659	19,491,318
INVESTING		
Purchase of property, plant and equipment	(19,378,358)	(24,621,021)
Change in accounts payable relating to		
purchase of property, plant and equipment	25,080	(263,089)
Increase in connection costs	(3,044,227)	(2,786,100)
Proceeds from sale of property, plant and equipment	429,239	368,855
	(21,968,266)	(27,301,355)
FINANCING		
Repayments of long-term debt	(19,400,000)	(19,400,000)
Proceeds of long-term debt	22,100,000	26,600,000
Credit facility arrangement fee	(121,380)	
(Redemption) Issuance of shares	(4)	253
(Hodomphory Issaelice of Shares	2,378,616	7,200,253
INODEAGE (DEODEAGE) IN CASH DOCUMEN	210.000	(000 70 %
INCREASE (DECREASE) IN CASH POSITION	618,009	(609,784)
BANK INDEBTEDNESS, BEGINNING OF YEAR	(966,138)	(356,354)
BANK INDEBTEDNESS, END OF YEAR	\$ (348,129)	\$ (966,138)





#### INTERNET | TV | PHONE | SECURITY

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