

Committee: **London Hydro Inc. Board of Directors**

Organization/Sector represented:

Name: **Richard (Rick) A. Coates**

Address:

**43 Capulet Walk Unit 43
London, ON**

Occupation: **Banker**

Work experience: **Over of 40 years in management in the lending (FBDB), banking industry (Pacific & Western Bank of Canada) mostly throughout Southwestern Ontario since 1983 and previously in various other Ontario locations. Also was a minority partner in a London based property management company for 5 years in the late 90's. In addition was in business for myself (Lynco Financial Corporation) providing consulting and financial intermediation services to medium and small business and to the real estate development community as a licensed mortgage broker. BUSINESS EXPERIENCE October 2003 to Present – London, Ontario Pacific & Western Bank of Canada – Assistant Vice President, Real Estate Lending - Responsible for project risk assessment and evaluation, business development, negotiating, structuring and administering commercial real estate project and term financing transactions and managing the related client relationships in the Bank's Real Estate lending group. Have been responsible for originating term, bridge and construction financing transactions aggregating in excess of \$800 Million over the past 13 years. Until December 31, 2015 I was responsible for all aspects associated with managing a loan portfolio in excess of \$175 Million involving more than 35 different client relationships. Transaction quality was very high with no delinquency or losses in the loan portfolio. Since January 1, 2016 I am semi retired and only working half time and responsible solely for new business development and transitioning my former portfolio to a new account manager. January 1992 to September 2003 -London, Ontario Lynco Financial Corporation - President - Established my own financial intermediation, mortgage brokerage and consulting firm specializing in project financing, balance sheet restructuring, real estate financing and equity/participating financings. Consulting services focused on general business problem solving and general feasibility/viability and risk assessment of projects and business conditions. Client base involved representation from most sectors including banking, manufacturing, transportation, real estate development, service, waste management, construction, hospitality and retail. October 1996 to August 31, 2000 - London, Ontario M.F.Arnsby Property Management Ltd. - Vice President and Director - Part owner of a real estate management services company that provided property management, investor liaison and asset management services to private and public sector real estate projects. The company managed a diverse portfolio of commercial, industrial, multi-residential and condominium real estate located throughout South Western Ontario involving some 4300 units including representing and providing General Partner services for 45 different limited partnerships. Under my direct control and responsibility the company specialized in problem limited partnerships and workouts with the objective of maximizing the return to the limited partner/investor by way of ensuring the smooth operation or liquidation of the real estate investment. In the four year period the company successfully liquidated over 750 partnership units involving 40 different partnerships. I sold my interest in the company to the majority shareholder on September 1, 2000. November 1989 to December 1991 - London, Ontario Family Group Financial Corporation - Nov/89 to Feb/90 I.C. Funding Corporation - Mar/90 to Mar/91 I.C. Funding Corporation - Vice President - Apr/91 to Dec/91 - Responsible for client development, deal structuring and intermediation involving financing for businesses and commercial enterprises. May 1975 to October 1989 Federal Business Development Bank (FBDB) Regional Director Management Services, Ontario Region, June/1987 to Oct. 1989 District Manager, Loans Southwestern Ontario, September 1985 to May 1987 Branch Manager, London, July 1984 to August 1985 Regional Manager, Investment Banking, Alberta, January 1983 to June 1984 Branch Manager, Oshawa, April 1982 to December 1982 Branch Manager, Cornwall, July 1979 to March 1982 Assistant Branch Manager, Barrie, January 1979 to June 1979 Senior Credit Officer, Peterborough, August 1977 to December 1978 Credit Officer, Kingston, May 1975 to July 1977 FBDB (now BDC) provides and delivers financial and management development/consultative services to small and medium sized Canadian businesses. 1987 to 1989 - Located in Toronto and responsible**

for the direction and control of the Ontario Region's total management services operation delivered through a network of 4 districts and 20 branches. Overall revenues grew 25% during this period. Also required to plan and implement two reorganizations. Introduced and implemented new service (CBI's) taking revenues from \$75M p.a. to \$1000M p.a. in two years. 1985 to 1987 - Located in London and responsible for lending portfolio development and administration for Southwestern Ontario. Portfolio totaled \$132.5 million with 1325 customers. District volume and profitability grew dramatically and delinquency was reduced 25% during this period. 1984 to 1985 - Responsible for overall operations of London branch during which period branch enjoyed two fold increase in volume and recorded largest Ontario branch profit. 1983 to 1984 - Responsible for sourcing, developing and negotiating venture capital/equity financings for FBDB in Prairie Provinces. 1982 to 1982 - Responsible for overall operations of Oshawa branch. During this recessionary period still accomplished 15% growth while rest of region was experiencing 15% negative growth. 1979 to 1982 - Opened new Cornwall branch and accomplished 19% compound growth compared to 12% negative growth for balance of Ontario Region. 1979 - Back up to Branch Manager in Barrie 1975 to 1978 - As a credit officer participated in the opening of Peterborough branch after having joined FBDB (then IDB) in Kingston, Ontario. Responsibilities included client development, deal analysis and negotiation.

Education: 1972 to 1975 St. Lawrence College of Applied Arts and Technology, Kingston, Ontario - 3 year diploma - Business Administration, Finance "With Distinction" 1969 to 1972 Queen's University, Kingston, Ontario - School of Business and Faculty of Arts and Sciences 1963 to 1968 Algonquin Composite High School, North Bay, Ontario - Graduated grade 13 "With Honours" 1990 - Completed courses and passed examination to be a licensed mortgage broker in Ontario 1992 - Independently licensed as mortgage broker which has been maintained since then under Lynco Financial Corporation. 1999 - Obtained A.C.C.I. designation (Associate of the Canadian Condominium Institute)

Skills: Extensive general management experience in the financial, small/medium business and real estate sectors including operating accountability and working in a regulated environment (specifically the Office of the Superintendent of Financial Institutions and the Financial Services Commission of Ontario). Experienced in Risk Evaluation including deal analysis, deal structuring and negotiation, financial analysis, balance sheet financing techniques, business and strategic planning, feasibility analysis, market evaluation, project risk assessment and viability, limited partnership and investor liaison services, staff management and development, client relations, new service development and government liaison and relations (federal, provincial and municipal).

Interest reason: London Hydro Inc. is a very important and critical utility service for the citizens of London and I feel I can make a solid contribution to the continued success and future of the utility particularly in the areas of continued sound financial performance and assisting in the decision process related to any new strategic initiatives brought on by evolving new technology.

Contributions: I believe my experience and background will be beneficial to the board and the business of London Hydro Inc. as it continues its successful operations into the future in the following areas: • Knowledge, experience and familiarity of working in a highly regulated environment. • Knowledge, experience and familiarity with risk identification and mitigation, London and area municipal policies and issues and general economic development challenges. • Familiarity and experience with Private, Public, Charitable and Non-For-Profit organizations and boards. • Knowledge of Accounting, Financial Statements, Analysis and Evaluation and Contractual Legal Matters impacting businesses. • Knowledge of the principles and importance of Strategic Planning. • Straightforward verbal and written communication skills. • Experience in working in a competitive business environment and working with groups/teams to build consensus.

Past contributions: Served on other boards as follows: DIRECTORSHIPS/ BOARDS • Past Director, Greater London and Area Airport Authority, April 2004 to July 31, 2014. Chair of Finance and Audit Committee Aug 2007 to July 31, 2014. Member of Executive Committee April 2007 to July 31, 2014. Member of Search committee to replace the CEO and President in 2012. Airport Operating Budget of \$10.0 + Million. The airport has been profitable for the past 10 years and does not receive any subsidies from any level of government. • Past Director July 1, 2007 to June 30, 2013 and Chair (2009-2010), Rotary Club of London Foundation. Charitable Foundation of the Rotary Club of London • Past Vice-Chair & Director, London Convention Centre Corporation – past Chair of the Finance and Administration Committee (April 2002 to March 2006) served on LCC Board

from Dec 1, 2000 to November 30, 2006. • Past Director, M.F. Arnsby Property Management Limited – October 1996 to August 2000. • Past Director, Hutton House Association for Adults with Disabilities – 1997 to 2003. • Past President Rotary Club of London July 1, 2006 to June 30, 2007. Past Director Rotary Club of London –July 1, 1993 to June 30, 1995 and July 1, 2004 to June 30, 2007. • Past Director of Central States Rotary Youth Exchange Program, Inc. July 1, 2002 to June 30, 2006.

Interpersonal: As detailed above I have served on the Boards of the London Convention Centre and on the Board of the Greater London International Airport Authority and have served as Chair of the Finance and Audit Committees for several years on both of those boards until I retired after serving my full terms on each. While I am not shy about offering my perspective and opinion on issues being discussed and decided upon, once the final decision and direction on the issue has been decided, whether I was offering an opposing view in the deliberations or not, I accept it and support the decision as if I was on the initial supporting side. Where possible I prefer consensus and harmony on all decision making. I feel my involvement in the following Community Volunteer Activities has provided additional support to my ability to work and respect varying points of view.

COMMUNITY/VOLUNTEER • Member, Rotary Club of London since February 1990. • Past Chair, District 6330 Rotary International Youth Exchange Committee- 2002-2006. Past District Treasurer, District 6330 Rotary International Youth Exchange Committee 2006 to 2015. • Country Correspondent, Central States Rotary Youth Exchange Program, Inc. January 1, 2012 to present responsible for all student exchanges between 18 Rotary Districts in Central States (located in Ontario, Michigan, Indiana, Illinois, Wisconsin, North Dakota and Minnesota) with the European countries of Germany, Spain, Switzerland and The Netherlands. Involves handling about 50 to 60 student exchanges per year both incoming and outgoing. • Rotary Multiple Paul Harris Fellow

Interview interest: Yes