

**Mr. Don Lowry**

President and CEO  
**EPCOR Utilities, Inc.**

**EPCOR's business strategy, and trends and success factors  
in the economic structure of water and electricity utilities**

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Date: Wednesday, February 15<sup>th</sup>, 2012

Time: Registration	11:30
Speaker	12:00
Lunch	12:30
Q & A, Discussion	1:00
Adjournment	1:30

Location: The Sutton Place Hotel, Angus Shaw Room  
10235 - 101 Street, Edmonton

Admission: \$40 payable by cash or cheque at the door  
Members receive a \$10 discount. Student rate - \$25.

*For reservations please email [events@esna.ca](mailto:events@esna.ca) or  
Call 780-430-4323 by Friday, Feb 10<sup>th</sup>, 2012*

The Economics Society of Northern Alberta will invoice those individuals who make a reservation and fail to attend without giving 24 hours notice.



## About our Speaker . . .

Don Lowry has led the growth of EPCOR Utilities Inc. from its base in Edmonton, Alberta, into a North American power and water company.

In July 2009, Don initiated the next phase of EPCOR's evolution with the spin-off of its power generation business into one of Canada's largest investor-owned generation companies, Capital Power Corporation. The sale resulted in net proceeds to EPCOR of \$2.6 billion.

Under Don's leadership, EPCOR has significantly increased the dividend to its Shareholder, the City of Edmonton. In just over a decade, it has paid more than \$2 billion in dividends, franchise fees and taxes, while investing over \$5 billion in the business through capital expenditures and business acquisitions. In 2011, EPCOR increased its common dividend payment for the eleventh consecutive year.

Today, EPCOR owns and/or operates water and wastewater facilities in Alberta and British Columbia, and provides water and wastewater services to over one million people in more than 70 communities. It entered the U.S. water market in June 2011 with EPCOR Water (USA) Inc.'s acquisition of Chaparral City Water Company in Arizona. Once regulatory approvals are received on a second transaction, expected in the first quarter of 2012, EPCOR Water USA will serve customers in a further 11 Arizona municipalities and in New Mexico.

EPCOR also owns and operates the electrical transmission and distribution infrastructure in the Edmonton area, and provides regulated rate electricity service to consumers in Edmonton and other areas within Alberta.

Prior to joining EPCOR, Don spent more than 20 years in the telecommunications industry. He was President and Chief Operating Officer of Telus Communications Inc. and Chairman of Alta Telecom.

Don holds a B.Comm. (Honours) and an MBA from the University of Manitoba. He is also a graduate of the Harvard Advanced Management Program and the Banff School of Management.

Don is currently non-executive Chair of Capital Power Corporation, non-executive Chair of Canadian Oil Sands and serves as a director of the Canadian Electricity Association, the Conference Board of Canada, and the Telus Community Foundation. He is past Chair of the Canadian Electricity Association and past Chair of EPCOR Power L.P. In 2010 he was recognized as Alberta Venture's Business Person of the Year.