

ACTION REQUEST – Transportation Services	
<b>To:</b>	<b>Warden and Members of Council</b>
<b>Date of Meeting:</b>	<b>April 22, 2025</b>
<b>Subject:</b>	<b>Redwood Infrastructure Municipal Access Agreement</b>

**RECOMMENDATION(S):**

THAT By-law No. 5491, being a by-law to enter into a Municipal Access Agreement with Redwood Infrastructure LP for the expansion of their high-speed internet service, be read and passed in Open Council, signed and sealed.

**EXECUTIVE SUMMARY:**

SDG Counties staff are recommending that Council approve the attached Municipal Access Agreement with Redwood Infrastructure LP (Redwood) to facilitate the construction/expansion of high-speed internet service within SDG Counties.

**BACKGROUND:**

As Council is aware, there is a significant amount of competition and expansion of rural high-speed internet services. Redwood is a licensed “Canadian carrier” with the CRTC under the Telecommunications Act, that specializes in rural high-speed internet, through installation and ownership of fiber optic cabling. As a result of continued opportunities, they are looking to expand their footprint within eastern Ontario and need to formalize an access agreement with SDG Counties in order to install and maintain infrastructure within the County right-of-way.

The MAA being considered by Council is similar in all aspects to a by-law passed by SDG Counties Council in June 2023 with a different carrier operating with the same business model. The template for these agreements was developed through consultation with the Eastern Ontario Regional Network (EORN) and has been shared with other municipalities within the Eastern Ontario Wardens’ Caucus for their use and adoption with other internet service providers.

**OPTIONS AND DISCUSSION:**

- 1. Approve the Agreement - Recommended.** The agreement was based on existing MAA agreements recently approved by SDG Counties and other municipalities, modified to suit our concerns and vetted by SDG Counties staff, legal counsel and our insurance broker. Staff feel confident that this is a fair agreement that will serve both parties well and facilitate the expansion of high-speed internet. This option is recommended.

## **2. Do not approve the agreement - Not Recommended.**

### **FINANCIAL ANALYSIS:**

Providing rural high-speed broadband to our residents is something that Council sees as an important priority. The agreement will provide SDG with a nominal fee to help offset some of the internal costs that will be incurred to support the expansion of this utility.

From a risk perspective, the agreement has been previously reviewed by our insurer and Prescott-Russell's legal counsel (on our respective behalf). These reviews have ensured that the attached agreement minimizes exposure to our corporations.

The agreement also contains clauses which relate to the costs associated with the relocation of the utilities. The agreement is written based on a sliding scale of cost apportionment, with the ISP being responsible for 100% of the costs to relocate their plant after 16 years from the date of approval.

### **LOCAL MUNICIPAL IMPACT:**

Any local municipalities impacted by the installation of new fiber optic cable are encouraged to use the attached agreement. SDG has previously circulated the blank agreement with all local public works staff.

### **RELEVANCE TO STRATEGIC PRIORITIES:**

The approval of this agreement directly aligns with Council's guiding principles and strategic priority – Partnerships & Collaboration.

### **OTHERS CONSULTED:**

- Redwood Infrastructure LP

### **ATTACHMENTS:**

By-Law 5491 and Agreement

### **RECOMMENDED BY:**

Trevor Baker, C.Tech  
Manager of Operations

### **APPROVED BY:**

Maureen Adams  
CAO