



Correspondence to Shareholder (council)  
RE: 2022 Annual Report to the Shareholder from  
Guelph Junction Railway Limited Discussion item 2023-205  
June 14<sup>th</sup> 2023

Mr. Mayor, Shareholders, GJR CEO and Board of Directors, and city staff.

My name is John Fisher , I am President of the Guelph Hiking Trail Club. The Club has over 400 members and several thousand social media followers. I am delegating on behalf of the Club.

If I was CEO of GJR I would be pleased about the Chair of the Board of Directors 's 2022 report to the shareholders.

Revenue and railcar volumes exceed pre-pandemic levels, # of customers are up, GJR continues to upgrade existing rail infrastructure and adds new infrastructure in the city.

The Chair can even positively report on GJR's efforts to be a collaborative Community Partner. The Corporation continues to dispose of hazardous rail ties and is taking action to create "Rail with Trail" system connections along the railway and land transfers to accommodate trails e.g. Speedvale to Woodlawn.

On top of all that the Board of GJR approved a dividend to the City of Guelph in the amount of \$164,000.

What's not to like?

Well, at the risk of seeming like the Grinch that Stole Christmas I think if I was the CAO of the City of Guelph, or a member of council, I might want to take some of the air out of that high flying GJR balloon. What is good for GJR is not necessarily good for the city of Guelph and I might be unsettled by the addition and expansion of transloading businesses within city boundaries which have adversely impacted historic pedestrian and cycling trailways. (e.g. Flash Freight).

The **Vision, Mission, Values and Strategic Direction** still reads like any other independent corporate entity whose raison d'être is profitability of the enterprise. All the important decisions are resolved by putting the business's profitability first and supporting its paying customers. But GJR is not an independent corporate entity.

It is a wholly owned subsidiary of the City of Guelph and relies heavily on the services of the corporation for its operation. It paid \$80800 in 2022 and nothing in 2021 for those services which include Head Office rental at 1 Carden St. This hardly seems like a fair value for those services.

And despite the inextricable links to the city structure, GJR conducts its business without public, or council consultation or direction. It seems like the question, “What is the best use of the GJR RoW to benefit other city strategic and economic goals like active transportation, tourism, net zero, alternative GJR land use and property tax increase potential?” is not being asked. For example would the city have chosen to build **York Rd Siding** to provide empty rail car storage over a connectivity solution that could have saved millions in the budgets of Trails and active transportation networks? Were they asked for input?

The section on **Trail Connectivity** in the report demonstrated the kind of Rails with Trails initiatives that will be of huge benefit to the city, but it came about because of the advocacy of users groups and Parks and the fact that GJR could find no direct revenue generating alternative.

The **Opportunities** section of the report is worrisome and needs greater scrutiny for its impact on Guelph. The **Additional Kauffman North Siding** is a great mistake. The potential siding is likely to compromise the ATN cycling spine identified in plans to run through the OR property over the Eramosa River and would be a blemish on the award-winning vision of the Guelph Innovation District.

### **Conclusions and Recommendations**

We do want to acknowledge the efforts GJR have made over the last year in following up on promises made since GHTC’s 2021 GJR annual report delegation.

We would recommend a council workshop on GJR. It is an important entity that I believe requires more in-depth knowledge to give considered direction as a Shareholder to the Corporation and as elected councilors for the City of Guelph.

We urge the Shareholder to direct the GJR Board to abandon plans to make an addition to Kauffman North Siding.

We recommend that the \$164000 dividend be directed toward the ongoing Rails with Trails project.

Sincerely John Fisher  
President Guelph Hiking Trail Club

## INDUSTRIAL DEVELOPMENT

If you need a rail serviceable site or want to take advantage of our efficient and affordable transloading service, GJR is your partner in developing a solution right for your company. Whether you are looking to expand an existing facility in Guelph or looking for a from-scratch solution, we have the expertise to assist you in creating the most efficient transportation solution for your company.

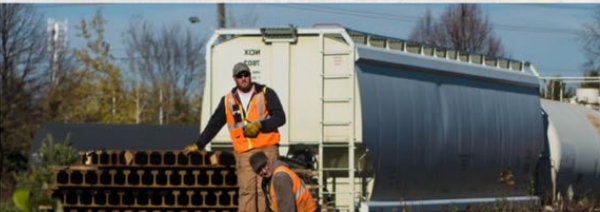


## RAILCAR STORAGE

GJR expands with the customer. As you grow – we grow. Storage will never be an issue.

GJR provides storage so that you never need to worry about where to keep your surplus railcars. Whether storing one car or one hundred, GJR has the capacity to meet your railcar storage needs. Basic storage fees:

- First 4 days of storage is free
- \$4 per day per car after 4 days.
- Receive 1 free car storage credit for every 100 cars you bring to Guelph.



## TRANSLOADING

Not every company needs direct access to a rail line but does need access to rail for its efficiency and low shipping costs. Transloading is the solution we can provide. With transloading, GJR can help you set up a network of trucks to get your goods to the closest rail depot and on their way to market. GJR has a well-developed network that will allow us to transload shipments both large and small. If rail was not part of your shipping equation because you thought it was too difficult or inefficient to move your product to a rail depot, contact us and we'll see what solutions we can create for you.



## ADDITIONAL SERVICES AND TARIFFS

Looking for more? GJR offers:

- 45 minutes of free switching charges
- Rail car switching as requested
- Rail yard inspections
- Track and facility maintenance