



May 25, 2018

Victoria Cool Aid Society
101-749 Pandora Avenue
Victoria, B.C.
V8W 1N9

Attention: Deanna Bhandar

Dear Deanna:

Re: Carshare arrangements at 210 Gorge Road East, Victoria, BC

This letter will confirm that Modo sees the location of the proposed residential development at 210 Gorge Road East, Victoria as having good potential for carsharing. Currently, Modo has two vehicles located within a 200 metre radius from the site. Under the following arrangements, Modo is interested in entering into an agreement with Victoria Cool Aid Society to provide carsharing services:

1. Victoria Cool Aid Society will pay to Modo a one-time Project Fee of \$10,000 for the purchase of twenty (20) partnership memberships providing member privileges to twenty (20) residents of the proposed residential units for as long as the residential units exist;
2. Modo will provide \$50 of driving credits to each occupant of the proposed development joining Modo; and
3. Victoria Cool Aid Society will communicate the benefits of the carsharing services to prospective residents and residents of the development. This will be done through Victoria Cool Aid Society communications channels, representatives and leasing agents with support as needed by Modo, with the intent to raise awareness and usage of the carsharing services;

Modo's purpose is to transform communities by connecting people with places in a way that's affordable, convenient, inclusive and sustainable. We advocate for walking, cycling, using transit and, when the trip requires a vehicle, use of a shared one.

To maximize the impact of a carsharing TDM measure aimed at reducing personal vehicle ownership and use and parking demand from future occupants of the building at 210 Gorge Road East, Modo encourage Victoria Cool Aid Society to integrate Modo in a comprehensive sustainable transportation program incentivizing active transportation, public transit and carpooling and disincentivizing personal vehicle use and single occupancy vehicle trips.



Modo is interested in working with Victoria Cool Aid Society and its partners, and be part of the development located at 210 Gorge Road East whose occupants may no longer need to own a car (or a second one) of their own for their personal and business needs.

Thank you for your support of carsharing in the City of Victoria.

Regards,

A handwritten signature in black ink, appearing to be "Sylvain Cellaire", with a stylized flourish at the end.

Sylvain Cellaire
Business Development Manager