



October 16, 2018

Attention: Mike and Jesika Edison

Dear Mike and Jesika:

Re: Carshare arrangements at proposed residential development located 1150McClure Street, Victoria

This letter will confirm that Modo sees the location of the proposed residential development at 1150McClure Street in Victoria as having good potential for carsharing. Nine Modo vehicles are located within 600 metres of the development site. Under the following arrangements, Modo would be willing to enter into an agreement to provide carsharing services:

1. Prior to the issuance of a development permit by the City of Victoria for the proposed development, we will enter into a legally binding agreement for the provision of carsharing services at the location of the proposed development in compliance with City of Victoria requirements;
2. You will pay to Modo a one-time Project Fee of \$1,000 for the purchase of a Partnership Membership valid for the lifetime of the proposed development allowing two (2) residents of the proposed development to benefit from Modo membership privileges without the need to themselves pay membership fees;
3. Modo will provide a promotional incentive worth \$100 of driving credits to each resident of the proposed development joining Modo; and
4. You will communicate the benefits of Modo carsharing services to prospective residents and residents of the proposed development. This will be done through your own communication channels and representatives with support as needed by Modo, with the intent to raise awareness of and participation in Modo carsharing services.



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

Modo is interested in working with you, and be part of the proposed development to be located at 1150 McClure Street whose tenants may no longer need to own a car 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 read "Sylvain Celaire".

Sylvain Celaire
Business Development Manager