



February 5, 2019

Attention: Todd Doherty

Dear Todd:

Re: Carshare arrangements at proposed residential developments located 945 Pembroke Street, Victoria

This letter will confirm that Modo sees the location of the proposed residential developments at 945 Pembroke Street in Victoria as having good potential for carsharing. Modo has several vehicles located within walking distance of the developments' site. Under the following arrangements, Modo is willing to enter into an agreement with you to provide carsharing services:

1. Prior to the issuance of a development permit by the City of Victoria for the proposed developments, you and Modo will enter into a legally binding agreement(s) for the provision of carsharing services at the location of the proposed developments in compliance with City of Victoria requirements;
2. You will provide to Modo a one-time financial contribution of \$6,000.00 inclusive of taxes and fees (the "Project Fee") for the purchase of membership shares in Modo;
3. Modo will provide you with a Partnership Membership in Modo with a public value of \$6,000.00, valid for the lifetime of the proposed buildings and allowing a total of 12 residents of the proposed developments to benefit from Modo membership privileges without the need to themselves pay a \$500 membership fee;
4. Modo will provide a promotional incentive worth \$100 of driving credits to each resident of the developments joining Modo with an individual account;

Modo is interested in working with you, and be part of the proposed developments to be located at 945 Pembroke Street whose residents may no longer need to own a car of their own (or a second one) for their personal and business needs.

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

Regards,

Sylvain Cellaire  
Business Development Manager