



Making a difference...together

## **ADDENDUM No. 1**

to the

CONTRACT DOCUMENTS for

Green Services Pilot Project - Program Development

REQUEST FOR PROPOSAL No. SSI 2019-002

To All Respondents:

January 30, 2019

The following questions and answers are hereby made a part of the Contract documents for Capital Regional District (CRD), Salt Spring Island Electoral Area Green Services Pilot Project - Program Development Request for Proposal as fully and completely as if the same were fully set forth therein:

1. What does the green learning lab look like for the CEDC, and how does it differ from the Green Service Accelerator Program?

A: This is an extension of the program supporting the green service entrepreneurs to gain a stronger foothold in the local market, but also to increase the community's access to green services at a more accessible price point. The purpose of the accelerator was to support businesses to scale and we identified that we could do more to encourage the uptake of green services locally as a way to support and grow the sector. We also wanted to use our location as a selling feature for clean/green tech companies who are looking at solving big problems but are based in urban areas. Salt Spring can be a proxy for very remote places!

2. Do you have an example you are using as a reference?

A: This is a pilot and we don't believe there is an exact program like this. An approach like Rare.org is somewhat comparable.

3. Are you envisioning the green technology lab to serve local, small or large businesses?

A: Yes to all. We want the learning lab to position Salt Spring as a place to test and implement green services and technology. An example: if a cleantech start-up from anywhere in BC was looking for a more remote location to test water treatment solutions at a community level, we'd like them to choose us. We could then help them test the feasibility of their solution and we'd develop a "playbook" to aid other communities adopt that technology. We want our local green services to have easier access to the local market. This might mean helping them find ways to do bulk purchases or neighbourhood installations. For medium and larger businesses, it might mean satellite offices/researchers and remote staff here.

4. Are you envisioning a physical facility? If yes, do you have a location in mind?

A; Not at the moment, the "lab" is more about implementation and adoption of green/cleantech right now. But this is certainly something to consider down the road depending on the success of this pilot.

End of Addendum.