



Fédération des chambres  
de commerce du Québec

Tuesday, September 2<sup>nd</sup>, 2014

Mr Martin Clermont  
CEO Will Solutions Inc.  
116, Desjardins  
Beloeil, Quebec  
J3G 5Z5

Mr. Clermont,

We have learned that Will Solutions has received the 1<sup>st</sup> independent verification report, from the American firm PJR, confirming the reductions made by Sustainable Community members. It indicates that the GHG reduction efforts of Quebec's low emitters, mostly SME's, can be stimulated through their participation in the carbon market.

Following your recent presentation, we do understand that your Sustainable Community Solution is unique in the world. Effectively, you have developed an aggregation methodology addressing reduction efforts for low emitters. These efforts bring together all types of energy efficiency projects and maximize resources utilisation through recycling and composting.

We noticed that your Solution has recently looped the loop by marketing the first verified GHG reductions from Quebec companies and installations. It constitutes a significant contribution to Quebec's objectives in GHG reductions. In addition, your Solution brings recognition to voluntary actions and efforts carried out by thousands of Quebec SME's and installations not subjected to any regulations.

It is important to note that reduction efforts made by Quebec SME's, not submitted to regulation, are on a voluntary basis. Moreover, we note that these reductions don't generate sufficient volumes in order to market the credits originating from their efforts.

You have chosen the respected and recognised VCS standard in the voluntary market. It assures the seriousness of your project and thus must surely reassure your Community members. We conclude that your business model makes the carbon market more accessible for several of your members.

We believe your initiative to be significant in itself by the traction effect it will create for several organizations in Quebec.





**fccq** | Fédération des chambres  
de commerce du Québec

However, we would like to specify that if we are supporting your course of action, we could not consent the use of this letter as part of a request for public funding.

Finally, I would like to thank you for your commitment to corporate responsibility, as well as your active participation in the Federation's comité Économie verte since 2012.

Yours truly,

Françoise Bertrand, O.C., C.Q.

