



**City of Guelph**  
**Infrastructure, Development & Enterprise Committee**  
**Tuesday September 8, 2015**  
**President & CEO Speech**

Good evening IDE Chair, City Councillors, and members of city staff. My name is Kithio Mwanzia and I am the President & CEO of the Guelph Chamber of Commerce. The Guelph Chamber of Commerce is a member driven organization with over 900 members representing more than 30,000 employees.

A large part of our membership, much like almost 85% of Guelph businesses are small and medium sized enterprises. We are pleased to be here today to offer the business voice and to play an active role as a dynamic solutions provider so as to build a stronger more robust economy and community here in Guelph.

So to that end the on-going conversation for Guelph as a leader in energy innovation is both timely and important.

Specifically, we are particularly optimistic about how the Guelph Energy Efficiency Retrofit Strategy (GEERS) brings us closer to that goal as a community. More specifically, GEERS achieves this by mobilizing private sector capital and expertise while bolstering growth for SMEs:

- In particular – businesses in energy systems, consulting, equipment installation, minor construction and home renovations will be able to effectively utilize this as an opportunity to grow their businesses and service the community.

- From a City perspective, support for economic development in this way – through enabling private sector activity in a very specific way is something that we have not only advocated for as an organization, but have worked closely with you to build.

In jurisdictions where this type of enabling action has been taken – there has been a direct correlative positive effect in job growth directly linked to increased volume of installations and service support.

Therefore the discussion this evening is particularly timely.

The Chamber supports the recommendation offered by Staff with the following additions:

1. Continue with detailed design of the GEERS program along with all the stated design elements with a comprehensive advisory group.
2. That the necessary by-laws be drafted.
3. That a full report with program details be delivered in Q1 of 2016.

In addition to these considerations the Chamber would like to see:

1. In the Future Program Expansion Opportunities, a timeline indicating at what point non-residential implementation in the Industrial, Commercial and Institutional (IC&I) classes, will take place - in order to ensure market readiness at time of future implementation.
2. The explicit inclusion of solar microFIT installations as part of the eligible installations under the current GEERS program.

As an organization we have committed through our *Strategic Plan* to work with the business community and government to make Guelph a leading community in which to do business.

Through this proposal, staff have been dynamic in their thinking and have developed a proposal that ultimately if passed will mobilize private sector ingenuity, customer service excellence and delivery at

the highest level. It would be an important step in distinguishing Guelph as a leading centre for doing business and cultivating opportunities in energy management and efficiency.

Thank you again for providing the Chamber with the opportunity to speak this evening, and I look forward to your questions.