



## Partners in Project Green

A Program of Toronto and Region Conservation Authority

# GreenBiz Caledon Climate Partnership Climate Action Workshop

November 6, 2025  
8:00am – 10:00am

We respectfully acknowledge that we are situated on the Traditional Territories and Treaty Lands, in particular those of the Mississaugas of the Credit First Nation, as well as the Anishinaabe of the Williams Treaty First Nations, the Huron Wendat, the Haudenosaunee, and the Metis Nation.

As stewards of land and water resources within the Greater Toronto Region, Toronto and Region Conservation Authority appreciates and respects the history and diversity of the land and is grateful to have the opportunity to work and meet on this territory.



# Agenda

| Time              | Activity                     |
|-------------------|------------------------------|
| 8:30am – 9:00am   | Doors Open and Networking    |
| 9:00am – 9:10am   | Opening & Welcoming Remarks  |
| 9:10am – 10:00am  | Presentation & Q&A           |
| 10:00am – 10:30am | Facility Tour                |
| 10:30am – 11:00am | Networking & Closing Remarks |





# Welcoming Remarks & Introduction



**CALEDON**

the *natural* course of business

**GreenBiz**

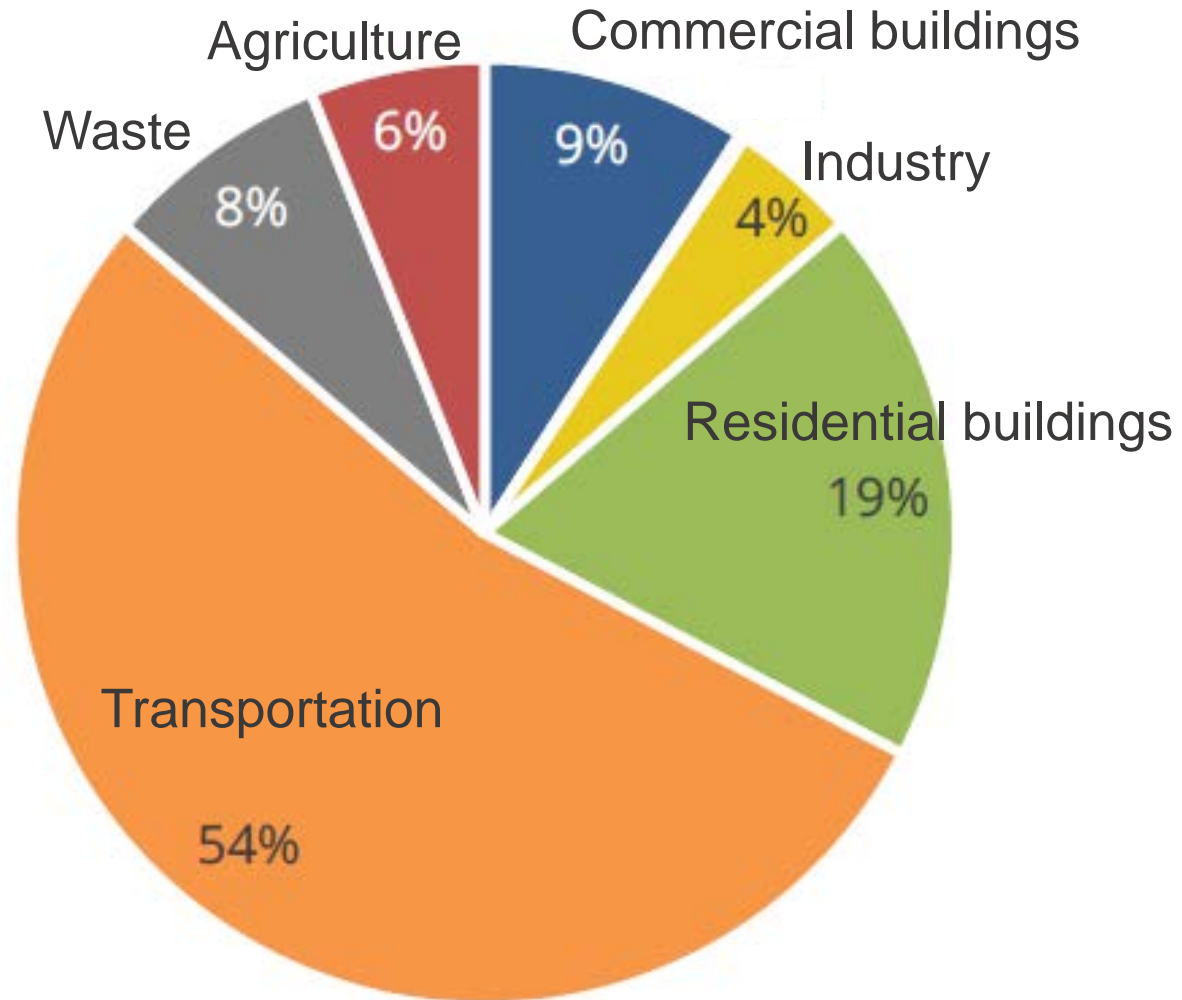


**Caledon**

## **Greenbiz Caledon Introduction**



# Caledon's GHG emissions





# RESILIENT CALEDON

Community Climate  
Change Action Plan

- Adopted in 2021 with the goals of:
  - Reaching net zero GHG emissions by 2050
  - Reducing emissions by 36% by 2030
  - Enhancing resiliency of the Town and residents to the impacts of climate change
  - More information can be found here:  
<https://www.caledon.ca/en/town-services/climate-change.aspx>



# What will it take to reach net zero by 2050?

- All vehicles to be zero emissions by 2050
- New buildings are net zero by 2030
- Achieve an 80 % waste diversion rate and reduce waste generation by 2050
- Existing buildings are retrofit for increased energy efficiency and electric heat pumps by 2040
- Expand solar PV and battery storage
- Protect, restore and expand natural systems
- Decarbonize municipal operations by 2050

# Action Areas



## SMART GROWTH

- Low carbon new buildings
- Flood resiliency
- Compact complete communities



## SUSTAINABLE COMMUNITIES

- Home and business retrofits
- Waste reduction and water conservation
- Emergency preparedness and response
- Community capacity



## AGRICULTURE AND NATURAL SYSTEMS

- Resilient food and agriculture systems
- Protection of natural and agriculture land
- Restoration of natural features



## LOW CARBON TRANSPORTATION

- Active transportation
- Transit and ride sharing
- Zero emissions vehicles



## RESILIENT INFRASTRUCTURE & ENERGY

- Renewable energy systems
- Stormwater infrastructure
- Net zero municipal buildings
- Asset Management

# Thriving Local Economy

The strength of the local economy is built  
On the industry-leading companies that  
Have chosen to call Caledon home.

Caledon is home to 173 **companies** in  
the advanced manufacturing sector.

## Largest Manufacturing Employers:

- Husky Technologies
- Mars Canada
- Advanced Precast
- Sardo Foods
- Morgan Canada
- D & R Electronics Co. Ltd.



173

- Manufacturing businesses in Caledon



[caledonbusiness.ca](http://caledonbusiness.ca)

## Key Industries

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Strategically located in the Greater Toronto Area, Caledon is home to globally competitive industries—including food and beverage processing, advanced manufacturing, and logistics.



**ADVANCED MANUFACTURING**  
173 Companies



**AGRICULTURE & FOOD**  
345 Farms with access to 25 Ontario institutions offering agri-food programs



**TOURISM**  
600,000+ visitors annually



**LOGISTICS & WAREHOUSING**  
1,000+ Companies



**CONSTRUCTION**  
654 Companies



**PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES**  
371 Companies

# GreenBiz Caledon Climate Partnership

- Supporting Caledon business with greening their operations, reducing costs, and contributing to their community
- Program includes:
  - **Site Walk-Through Assessments**
  - **Climate Action Workshop**
  - **Resource Hub**

*Brought to you by:*



# GreenBiz Caledon Resource Hub

- Action-oriented resources and materials to guide actions
- Includes video clips from past workshops for easy viewing
- Updated regularly as new resources are available



**Water Efficiency &  
Stormwater  
Management**



**Energy Management  
& Low Carbon  
Transportation**



**Waste Reduction &  
Diversion**



**Employee  
Engagement**

**Access the Hub: <https://partnersinprojectgreen.com/resources/greenbiz-resource-hub/>**



# Site Assessments

- High-level recommendations for facility energy, water, carbon, and climate resilience
- Led by PPG with team of expert partners/ advisors
- Conducted in half-day, with summary reported provided shortly after
- 10 site assessments available to local businesses in each program
- Quantified potential savings and incentives where possible

## Advisory Partners



# Site Assessments

Identify energy efficiency, GHG emissions reduction, and climate resilience opportunities at your facility

## Program Results Since 2024



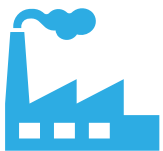
48 Opportunities



78 Opportunities



249,964 kWh



7.18 Tonnes CO<sub>2</sub>e



\$138,741  
Incentives



\$31,246  
Annual Savings



# Site Assessments



## Walk-through partners

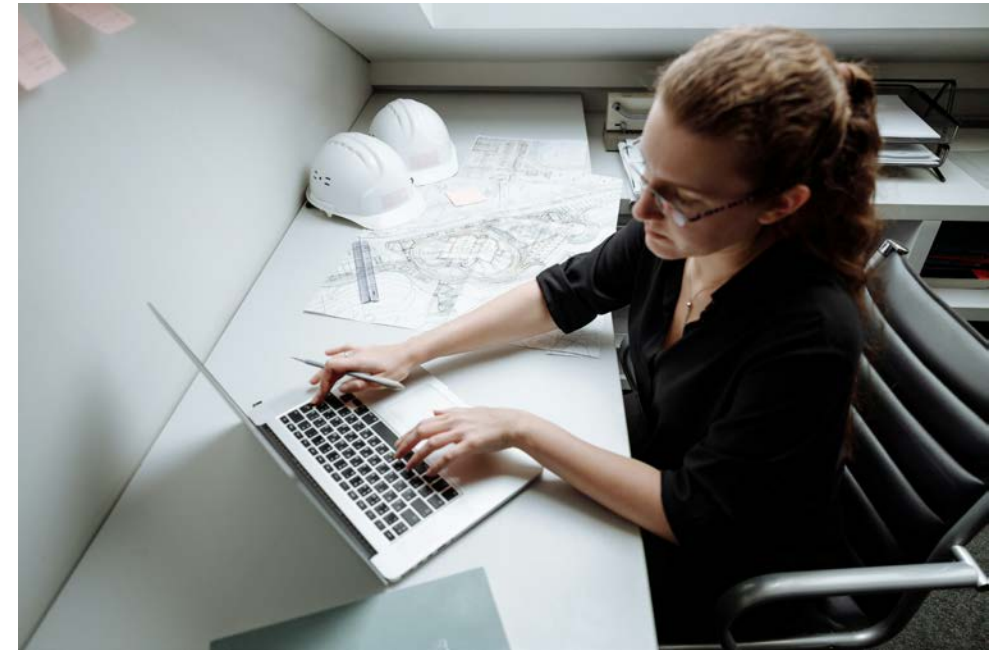


# Climate Action Workshop



## Building Your Sustainability Roadmap

- Identify the key elements of your corporate sustainability plan and put together a roadmap
- Learn how to develop an effective business case for your GHG reduction projects
- Discover available programs and incentives that can help enhance the payback period of your project
- Hear from like-minded businesses on how they've approached project implementation





# Building Your Sustainability Plan

# What is a sustainability plan?

## Clearly outline your what, how, and why

- A document that outlines strategy and guides organizational action on environmental, social, and economic goals

### Key Benefits

- *Improved Profitability*
- *Risk Management*
- *Reputation*
- *New Opportunities*



# Building Your Sustainability Plan

What are the key components of a sustainability plan?



Vision & Mission



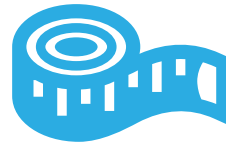
Goals & Targets



Actions



Timeline



Metrics



Oversight

# Building Your Sustainability Plan

## Vision and Mission

- Understand where you are, where you want to go, and why
- Company purpose vs what you want to achieve
- Two statements that lay the groundwork for everything to come



## Helpful tips

- *Simple & Concise*
- *Focus on your strengths*
- *Consider customers*
- *Realistic*
- *Involve employees*
- *Aspirational (Vision)*



# Building Your Sustainability Plan

## Goals and Targets

- Starts with good data and benchmarking
- **S**pecific, **M**easurable, **A**ctionable, **R**ealistic, **T**imebound
- Accountability and transparency are key
- Consider aligning with local, national, and global targets
- Define your boundaries
- To go public or not to go public?

## Town of Caledon Community Climate Target

Reduce community-wide GHG emissions by 36% below 2016 levels by 2030 and achieve net-zero emissions by 2050

*How are you contributing to your community?*



# Building Your Sustainability Plan

## Actions

- Identify a range of specific actions that have a tangible impact towards your goals
- Start with low-hanging fruit
- Understand your economics, consider system/equipment lifecycles



# Building Your Sustainability Plan

## Timelines

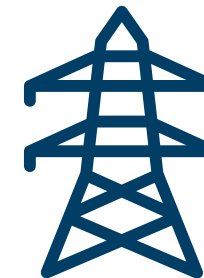
- Schedule for implementation of actions and tracking progress
- Sequence actions based on organization capacity
- Align actions with your target timelines
- Monitor progress regularly and update timelines as needed



# Building Your Sustainability Plan

## Metrics

- Ways to measure and report on progress towards goals
- Leverage metrics you already track, identify data gaps
- Align with corporate KPIs
- Data visualization and communication tools help ensure key stakeholders understand what's happening



# Building Your Sustainability Plan

## Oversight and Governance

- Clear points of responsibility and accountability
- Senior leadership buy-in is key
- Engagement across all levels of the organization





# Identifying Opportunities & Actions

# Getting Started

## Understand where your company is starting from

- Creating a baseline for your organization is also a key step in establishing Goals/Targets

## Helpful Information to identify opportunities:

- Facility info (area, age, operation hours)
- Utility info (bills, meter data)
- Equipment inventory (type, number, age)
- Employee feedback (suggestions, concerns)
- Audits & Assessments (in-house, third-party)



# Data Collection

## Fundamental to measuring the impact of your actions

- Wide range of options for collecting and visualizing data
- Start simple with the data readily available
  - Utility bills
  - Equipment inventories
  - Spreadsheets
- Smart metering and software options available
- Real-time data allows greater responsiveness
- Some software solutions provide predictive maintenance capabilities

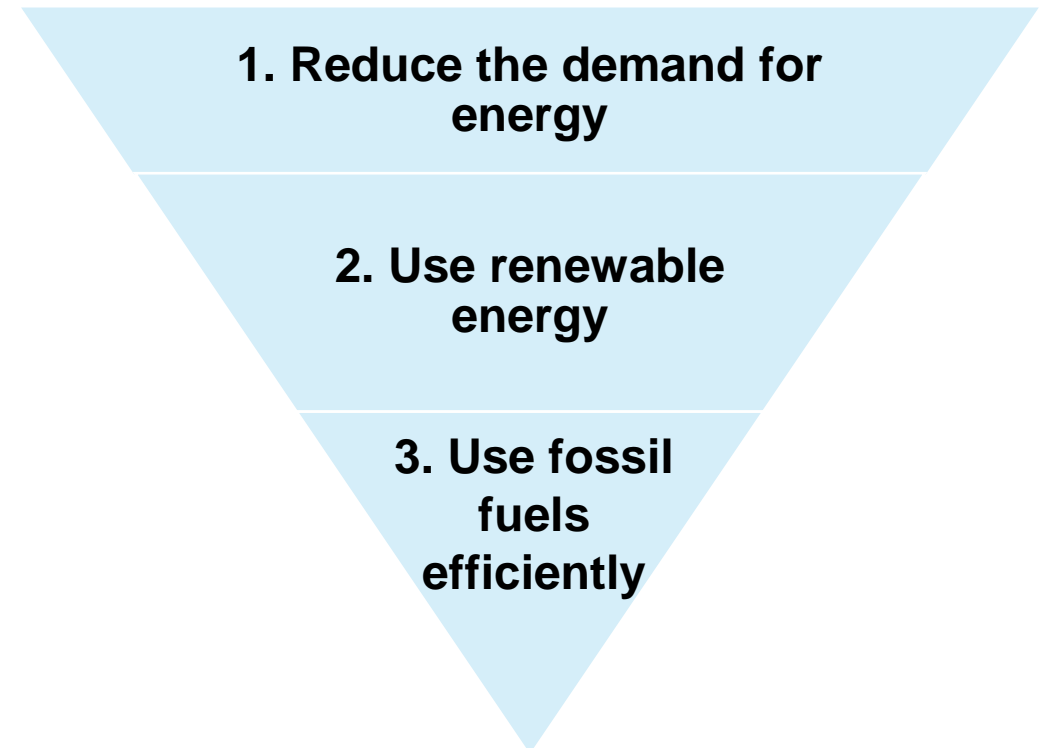


# Approaching Energy Efficiency Projects



- Opportunity for cost savings, reduced emissions, and improved operations
- Co-benefits include employee/ customer comfort, reliability, and resilience
- More complicated systems/ processes may require outside expertise
- Leverage your contractors for support
- Long-term investments
- Many incentive programs available to support

## Trias Energetica



# Tips & Best Practices

## Start improving your energy efficiency today

- Conduct an energy audit
- Start with the low hanging fruit
- Ensure energy is used only when needed
- Ensure equipment is operating as designed and receives regular maintenance
- Review equipment lifecycles or replacement plans in advance
- Smart thermostats and temperature setbacks
- Consider building and equipment meters based on operations – the more data you have the more informed your decisions





# Building Your Project Business Case

# Building a Business Case

## Efficient tool for communicating project goals and getting buy-in

- Concise way to present project goals and requirements to multiple stakeholders
- Identifies the what, **WHY**, how, which, who, when
- More comprehensive than a project charter, less detailed than the project plan
- Smaller projects might not need a formal business case, but proper communication can get projects approved



# Building a Business Case

## Steps for building a business case

1. Identify the issue
2. Identify alternative solutions
3. Recommend a preferred solution
4. Describe the implementation approach



Throughout the entire process its important to gather input and feedback from relevant stakeholders.



# Building a Business Case

## Key Sections

- Project Name
- Duration
- Executive Summary
- Mission Statement
- Product/Service
- Project Definition
- Project Organization

## Best Practices

- Write the Exec Summary last
- Refine over time
- Clearly identify strategic direction, financial metrics, and potential risks
- Create an outline first
- Share outline before committing time
- Present it to your stakeholders

# Building a Business Case

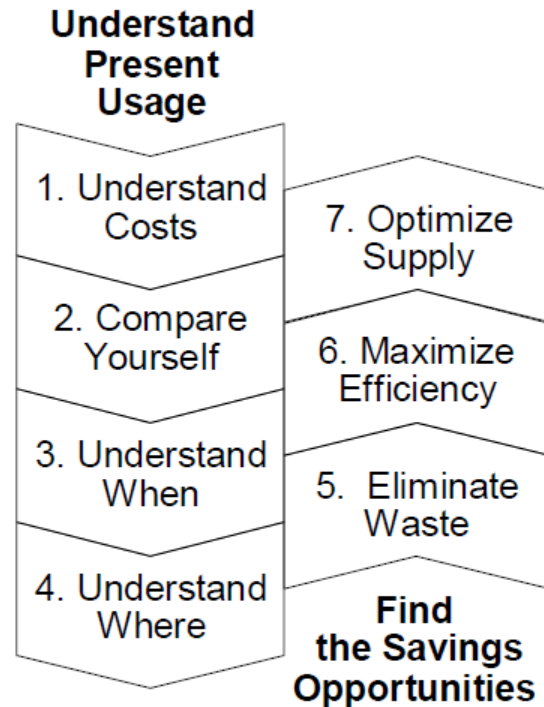
## Business Case for Sustainability

1. Driving engagement
2. Competitive advantage
3. Risk management & resilience
4. Drive innovation
5. Improve financial performance
6. Public relations
7. Employee attraction and retention



# Tools to support energy projects

## KnowEnergy's approach for Energy Projects



### Other helpful tools:

- Stephen Dixon's Seven Steps for Energy Efficiency
- Energy Summary Calculator
- Equipment Scheduling Savings Estimator
- KnowEnergy One Page Project Financial Analysis Tool

Presented at previous GreenBiz Caledon workshop with sample available on the [Resource Hub](#)





# Available Programs & Support

# Save on Energy Programs

- Retrofit Program
- Existing Building Commissioning Program
- Energy Performance Program
- Strategic Energy Management Program
- Expanded Energy Management Program
- Instant Discounts Program
- Industrial Energy Efficiency Program



# Enbridge Gas Programs

- Commercial Custom Retrofit Program
- Industrial Custom Engineering Program
- Fixed Incentive Program
- New Construction Programs
- Audits, Studies, & Assessments



# Region of Peel Water Audit Program

- Free Water Audits for Industrial Facilities



# Caledon Community Improvement Plans: Bolton

- Town of Caledon offers financial incentives to property owners as part of the Caledon CIP program
- CIP grants available for Bolton, Caledon East, and Six Villages
- Learn more at:  
<https://www.caledonbusiness.ca/en/business-support/caledon-community-improvement-plans.aspx>

- **BOLTON CIP:**

1. Building and Façade Improvement Grant Program
  2. Property Improvement Grant Program
  3. Energy and Carbon Reduction Grant Program
  4. Planning and Building Fee Grant Program
  5. Development Charge Grant Program
- If interested: please contact Ahsan ([ahsan.rasheed@caledon.ca](mailto:ahsan.rasheed@caledon.ca))



[caledonbusiness.ca](https://www.caledonbusiness.ca)

# Ontario Together Trade Fund

- Eligible Ontario companies impacted by trade disruptions can get support to enhance resilience, strengthen capacity, build local supply chains in Ontario
- financial support to help businesses near-term investments so they can serve more interprovincial customers, develop new markets and re-shore critical supply chains
- Projects must address the impacts of U.S. trade disruptions and align with Ontario's key economic priorities, as well as invest \$200,000 in eligible project costs
- Learn more at: <https://www.ontario.ca/page/ontario-together-trade-fund>
- If interested, please contact Ben Roberts or Ahsan Rasheed
  - [Ahsan.rasheed@caledon.ca](mailto:Ahsan.rasheed@caledon.ca)
  - [Ben.roberts@caledon.ca](mailto:Ben.roberts@caledon.ca)



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# Regional Development Program: Advanced Manufacturing and Innovation Competitiveness Stream

- The Advanced Manufacturing and Innovation Competitiveness (AMIC) Stream will provide financial support to advanced manufacturing companies with a focus on small and medium-sized enterprises across Ontario. Both Loans and Grants available
- It will provide investments in:
  - capital equipment
  - technology adoption
  - skills development
- Learn more at: <https://www.ontario.ca/page/regional-development-program-advanced-manufacturing-and-innovation-competitiveness-stream>
- Application opening: November 4, 2025 – February 3, 2026

# Ontario Made Manufacturing Investment Tax Credit

- Ontario Made Manufacturing Investment Tax Credit is a 10% refundable Corporate Income Tax credit for eligible corporations on qualifying investments in buildings, machinery and equipment for use in manufacturing or processing in the province
- Learn more at: <https://www.ontario.ca/page/ontario-made-manufacturing-investment-tax-credit>
- Possible change to credit coming in new provincial budget
- Class 53: For machinery and equipment to be used in the manufacturing or processing of goods in Ontario that are acquired and become available for use on or after March 23, 2023
- TO CLAIM: Canada Revenue Agency administers tax credits on behalf of Ontario and corporations can claim the tax credit on their T2 Corporation Income Tax return



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# Canada-Ontario Job Grant (COJG)

- The Canada-Ontario Job Grant (COJG) provides funding to help businesses train their employees and update their skills. This helps employers ensure their workforce has the right skills to adapt to a changing economy.
- Grant supports eligible training costs up to a maximum of \$10,000 per trainee, with additional flexibility for small employers
- Large employers (100 employees and more) are required to contribute half of the training costs
- Small employers (less than 100 employees) are required to contribute one-sixth of training costs. If the employer is training and hiring unemployed individuals, they may be eligible for up to \$15,000 per trainee
- Learn more at: <https://www.ontario.ca/page/canada-ontario-job-grant-cojg>



[caledonbusiness.ca](https://www.ontario.ca/page/canada-ontario-job-grant-cojg)



# Q & A

# Critical Feedback

- How are the USA tariffs on Canada affecting your business?
- In the current economy, how do you feel about running a business?
- What type of support would you like to see from municipal government and the province?
- Do you have a sustainability plan for your company? Or do you plan to commit to a sustainability plan for your company?
- Are there obstacles stopping you from taking steps towards energy efficiency?



[caledonbusiness.ca](http://caledonbusiness.ca)



# Closing Remarks

# Summary



## Key takeaways for a more effective sustainability plan

- Be clear and concise on the **WHY**
- Engage stakeholders and anticipate concerns
- Clarity up front can save time and objections down the road
- Leveraging sustainability as a business case can enhance project proposal
- Different organizations and sectors will have different considerations





## Partners in Project Green

A Program of Toronto and Region Conservation Authority

# Thank You!

For more information on the GreenBiz Caledon Climate Partnership contact:

[matt.brunette@trca.ca](mailto:matt.brunette@trca.ca)