

## Growing Solar Market Share in Alberta & Saskatchewan

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### Time Frame

July 2016 – June 2017

### Contribution Required for Participation

\$ 5,000.00

## Project Aim and Objectives

The aim of this Strategic Project is to achieve significant and sustainable long-term growth of solar electricity's market share in Alberta and Saskatchewan to 2030. This will be accomplished by advocating for policy, procurement, program and regulatory design, and working with stakeholders to streamline processes and eliminate red-tape.

Targeted Outcomes:

- Optimal policy and regulatory framework for distribution-connected (Dx) solar projects in Alberta.
- Successful near-term procurement of utility-scale solar facilities in Alberta and Saskatchewan.
- Education of elected officials and decision-makers on benefits of Dx solar projects in Saskatchewan.

## Industry Context

In 2015, both the Governments of Alberta and Saskatchewan initiated new provincial-level policy and regulatory processes that will create significant opportunities for the solar industry in those markets. The Government of Alberta committed to phase-out coal-fired generation and to introduce new policies that would give rise to up to 30% of Alberta's electricity coming from renewable resources by 2030. In her keynote address at the 4th Annual Alberta Power Symposium, Shannon Phillips, Minister of Environment and Parks announced that Alberta will procure 5,000 MW of additional renewable energy capacity by 2030, in support of the Government's now firm target of having 30 per cent of Alberta's electricity generated by renewable sources such as solar, wind and hydro by 2030.

The Government of Saskatchewan announced that they will begin to include more solar in their supply-mix initially targeting the procurement of 60 MW of utility-scale solar and reviewing their net-metering and small power producer's programs. CanSIA was an active stakeholder in Alberta's Climate Leadership and Renewable Electricity Plan consultations and have built strong relationships with the Government of Saskatchewan and SaskPower. Significant continued work is required to ensure that solar plays the most meaningful role possible as the policies transition from concept through to implementation.

## Scope of Work and Deliverables

This 1-year project will build upon CanSIA's past market development initiatives in the provinces of Alberta and Saskatchewan to work toward existing policy commitments, giving rise to near-term solar market opportunities and a path to a sustainable long-term role for solar in the provinces' future electricity needs. This project will directly engage with key elected officials, policy-makers and regulatory decision-makers on

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To learn more about this or other Strategic Projects and how your company can participate, please contact Lisa Hatina, Business Development & Member Relations Manager by email at [lhatina@cansia.ca](mailto:lhatina@cansia.ca) or by phone at 613-736-9077 x230.

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## 2016-2017 Strategic Projects

priority issues to ensure that the political will and potential that is now well understood in both provinces translates to near- and long-term solar market growth. A large portion of market development can be reactive in nature in response to political or market-based issues that arise. As such, the scope of this project may change over time but its focus will not waiver from removing market barriers for solar electricity development. A strategic planning session will be held early in this strategic project that will identify priority actions.

<b>Deliverables/Activities</b>	<b>Completion Date</b>
Strategic planning exercise to produce strategy for the year ahead.	July - September 2016
Participation in the consultation on the Alberta Electric System Operator (AESO)'s Renewable Electricity Program 2016 procurement design and the 2016 SaskPower utility-scale RFP; and program and regulatory design for residential, commercial and community-scale solar electricity generation in both provinces.	October – December, 2016
Execution of strategy to include participation in consultations, pro-active representations, and other activities deemed valuable by the participants	January 2016 – June 2017

### Project Fund Allocation

The majority of project funds will be directed towards research/analytics, policy recommendation development and government and media relations support. No more than 15% will be allocated to administrative and travel expenses.

### Project-Specific Opportunities

Participants will have the opportunity to contribute their knowledge and expertise of the industry to this project to ensure that all recommendations and positions align with contributing company priorities and the broader needs of the industry. Participants of this project will: receive regular briefings on research and analytics undertaken by external consultants, be asked to participate in the development of industry recommendations based on the results of commissioned research, and will be asked to participate on an as needed basis in meetings with decision-makers from government, agencies, and utilities.

### CanSIA Influencers

CanSIA's Strategic Projects rely exclusively on the contributions of participating companies who deserve recognition for their contribution to the future of the industry. CanSIA Members who contribute to and participate in this and/or other 2016-2017 Strategic Projects will be recognized as CanSIA Influencers and access benefits not available through traditional membership.

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