

June 29, 2018

Dear Minister Jim Wilson,

Congratulations on your appointment as Minister of Economic Development, Job Creation and Trade. We look forward to working collaboratively with you and your team to grow an innovation economy, create jobs, and help Ontarians save more money.

The Canadian Solar Industries Association (CanSIA) is a national trade association that represents the solar energy industry throughout Canada. CanSIA's vision is for solar energy to be a mainstream energy source and an integral part of Canada's diversified energy mix by 2020, which will help create local jobs as well as help consumers to save money and achieve greater energy independence.

Solar energy is the fastest growing energy source in the world, employing over 3.4 million people internationally. In the United States, the solar energy industry now employs more people than their steel industry. Investment in solar PV has outpaced every other electricity generation technology, attracting over \$161 billion in global investment in 2017. As a result, the cost of solar technologies continues to fall dramatically. In some jurisdictions, we have witnessed the levelized cost of solar electricity fall below 4 cents (USD) per kWh. As an innovative and scalable technology, the trend of lower solar costs continues worldwide.

CanSIA appreciates this new government's efforts to create jobs, reduce energy costs and save Ontarians money. In that spirit, CanSIA would like to work collaboratively with the new government and your ministry to find ways to further reduce soft costs associated with solar technology solutions by finding efficiencies through streamlining regulations and LDC processes, and by encouraging innovative financing solutions. This will enable more Ontarians to adopt solar energy and save more money, while creating more local jobs.

The Ontario solar industry provides good paying manufacturing, construction and engineering jobs for thousands of Ontario workers. **Current electricity commitments and customer driven uptake in self-generation are forecasted to make major contributions to the Ontario economy, creating 56,500 FTEs and \$5.4 billion in GDP growth from 2017 to 2021.** To ensure that Ontarians can continue to benefit from solar technology products and services – helping them save money on their electricity bills – it's important that the Ontario solar industry remain operational and viable.

To do this, it's important that the new government fulfills the province's commitment to all FIT and LRP contracts holders. The large majority of these pending contracts are owned together with community partners including First Nations communities, Métis communities, municipalities, cooperatives and rural farmers. These contracts are the lifeblood of the industry and serve as a bridge towards a more market-based environment for solar energy. **Without a vibrant solar industry, Ontario is at risk of losing up to 56,500 FTEs jobs and is also at risk of losing industry capacity that can deliver electricity savings and greater energy independence to Ontarians today and into the future.**

Furthermore, it is important to consider the broader global investment implications of any government actions. For example, Deutsche Bank is a major solar investor and invests heavily in other areas of the province. Many project portfolios are owned by major international and life insurance pension funds. **Canceling Government backed contracts will shake global investor confidence in Ontario as a place to do business, thus making it riskier (and therefore more expensive) for local and international companies to do business in Ontario. This will have an immediate negative impact on Ontario local jobs and industries.**

CanSIA wants to work collaboratively with this new government and we believe there is a lot of common ground between what your objectives are and what solar technologies can deliver. If the solar industry in Ontario can remain viable, there are many ways that innovative solar technologies can help assist this new government in its mandate to create an innovation economy and cleantech jobs, while driving down energy costs and saving Ontarians money.

Thank you for your attention to this letter. We welcome the opportunity to discuss this matter at your convenience.

Sincerely,



John Gorman
President and CEO