

June 29, 2018

Dear Minister Greg Rickford,

Congratulations on your appointment as Minister of Energy, Northern Development and Mines, and Minister of Indigenous Affairs. We look forward to working collaboratively with you and your team to help Ontarians save money on their energy bills and to help Indigenous peoples and their communities prosper.

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.

Supported by over 90% of Ontarians, solar energy technologies are uniquely positioned to give Ontarians more consumer choice and help families, homeowners, businesses, farmers and indigenous communities save money on their energy bills. Even today, if a homeowner installs solar energy on their home through a net metering agreement with their Local Distribution Company (LDC), it can help them save money now and well into the future. Low income earners can also reap the benefits of solar energy as well as reduced electricity bills through innovative financing solutions and virtual net metering regulations. As the cost of solar technology continues to decline, there will be more opportunities for Ontarians to save even more money on their electricity bills and achieve greater energy independence.

CanSIA appreciates this new government's efforts to reduce energy costs and save Ontarians money. In that spirit, CanSIA would like to work collaboratively with you 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 and Indigenous Communities to adopt solar energy and save more money.

The Ontario solar industry provides good paying manufacturing, construction and engineering jobs for thousands of Ontario workers including Indigenous workers in local communities. 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 and Indigenous communities 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 vital industry capacity, including Indigenous capacity related to solar projects, 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.

The Indigenous community has a significant stake in Ontario's solar energy industry and in the existing FIT and LRP contracts. CanSIA wants to work collaboratively with this new government and your ministry. 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 enable Indigenous communities, drive down energy costs, create consumer choice, and save Ontarians money.



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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