

February 4, 2019

Honourable Bill Morneau  
90 Elgin  
Ottawa, Ontario K1A 0G5  
Canada

Re: Energy Efficiency and a Competitive Canada

Dear Minister Morneau,

We are the businesses and organizations from across Canada that deliver energy efficiency to millions of Canadian homeowners and businesses. In November, 2018 – together with **Efficiency Canada, the national voice for an energy efficient economy** – we formally presented a proposal to you to support energy efficiency in Budget 2019.

We strongly urge you to leverage the power of energy efficiency in Budget 2019, as a means to help realize the massive potential that energy efficiency can have in helping Canada become more competitive.

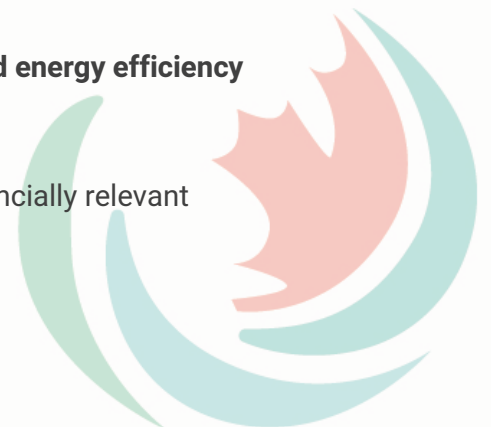
Here's why:

- Our Economic Impact Study shows that we could **create on average 118,000 jobs annually** through implementing the energy efficiency policies laid out in the Pan Canadian Framework on Climate Change. These strong, local jobs can be created in every community and province across the country.
- Every \$1 spent on energy efficiency in Canada yields \$7 in **GDP growth**.
- Canadian businesses lag behind other G7 countries in energy productivity, a key element that affects their **competitiveness** globally

According to your Expert Panel on Sustainable Finance, developing the right institutional structures to finance energy efficiency is fundamental to realizing the massive potential energy efficiency can have in growing Canada's economy.

In Budget 2019, we recommend the creation of a **government-led energy efficiency financing platform** that can:

1. **Build confidence** by giving financiers experience and financially relevant information on investment opportunities.



2. Promote the **standardization** required for the efficient appraisal of risks and opportunities.
3. **Build scale** by aggregating decentralized efficiency and distributed renewable projects into securities that are attractive to financial markets.

The goal of the financing structure is to create investments that “crowd in” private sector finance, leveraging their investments to achieve significant energy savings for our homes and businesses.

We wish to further emphasize that a robust energy efficiency service delivery infrastructure and ongoing federal and provincial policy initiatives provide “foundational elements” for energy efficiency finance. Policies that improve codes and standards for new and existing buildings and home energy labeling help create the market demands needed to attract private finance. In addition, a robust efficiency program delivery infrastructure encompassing organizations such as utilities, agencies, and training institutions provides the technical and market expertise needed to complement financing initiatives.

The fast growing, emerging energy efficiency sector is here to work with you to help make Canadians’ homes more comfortable, our businesses more competitive and our industries more productive. Support in Budget 2019 will enable this to become a reality.

Sincerely Yours,

Alberta Energy Efficiency Alliance

Beach Community Energy Coop

Canadian Green Building Council

CIET

Clean Foundation

Dunsky Energy Consulting

Ecolighten Energy Solutions Ltd.

Ecology Action Centre

Econoler

Efficiency Canada

EfficiencyOne

Energy Services Association Canada

Green Communities Canada

International Ground Source Heat Pump Association

NAIMA Canada

Passive House Canada

Posterity Group

Prism Engineering Ltd.

QUEST

Sustainable Buildings Canada

The Atmospheric Fund

Trinity Energy Group

Windmill Development Group Ltd.

