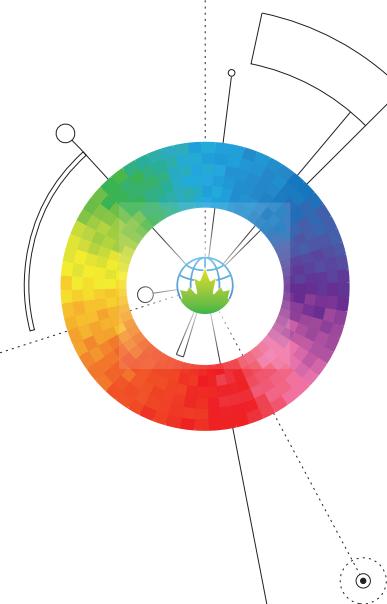


2017
CANADIAN
CLEAN TECHNOLOGY
INDUSTRY REPORT



GUEST EDITORIAL:
**COWATER
INTERNATIONAL
INC.**



The Transformative Role of Clean Technology in International Development

David Baron, President and CEO, Cowater International

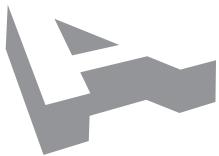
Rod Lever, VP: Renewable Energy

Per Unheim, Director: Strategic Initiatives

The 2016 edition of the Canadian Clean Technology Industry Report wondered whether Canada could invest in climate finance while also advancing global sustainable development goals. Speaking from our firm's experience as a Canadian leader in international development consulting across Africa and Asia for over thirty-one years, we can say that both of these ambitions are achievable. One way to do so is through the integration of clean technology into development projects financed by Global Affairs Canada. By taking this approach, Canada can contribute directly to clean economic growth in the developing world, facilitate technology transfer, and open up opportunities for some of the 800-plus Canadian cleantech firms to help in these efforts.

How might this be done successfully? First and foremost, these projects will need to have a sustainable impact on the poorest and most vulnerable. This can be measured in different ways, but a cleaner environment, better health and education outcomes, and improved economic well-being are some important indicators of success. Second, they need to use local professionals, partner with local institutions, secure the investments of local partners, and embed the ideas and priorities of local beneficiaries into the project's design. Third, they must take a holistic approach. For instance, a project that sets out to build a market for household solar systems will have to consider a range of variables, including cultural norms, financing options, policy environment, local labour force characteristics, supply chains, and institutional capabilities. Each can help or hinder a project's path to success. Finally, to be sustainable, such projects must avoid distorting local markets by providing goods or services that would either undermine local entrepreneurs or create demand that could otherwise not be met locally.

Our firm is already busy implementing two exciting four-year initiatives financed by the Government of Canada that integrate these key success factors: a \$22 million community solar and livelihoods project in Jordan with the Jordan RE & Energy Efficiency Fund, and an \$18.2 million rural electrification and sustainable economic development in West Africa implemented in collaboration with Windiga Energy and the Government of Burkina Faso. It is our hope that projects like these, which link clean technology with best practices in development project design and implementation, will demonstrate how Canada can invest in climate finance while advancing the Agenda 2030 on Sustainable Development in a meaningful way.



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