



Global Solar Council

2017 Action Plan & Member Update

December 13, 2016



Agenda:

- 1. WTO Environmental Goods Agreement**
- 2. 2017 Action Plan**
- 3. Trump Administration – Policy Implications**
- 4. Next meeting**

WTO Environmental Goods Agreement



- Since July 2014, the EU and 16 other members of the World Trade Organization (WTO) have been negotiating an Environmental Goods Agreement (EGA)
- Australia, Canada, China, Costa Rica, Chinese Taipei, the European Union, Hong Kong (China), Japan, Korea, New Zealand, Norway, Switzerland, Singapore, United States, Israel, Turkey and Iceland
- Negotiating countries represent the majority of world trade in environmental goods

WTO Environmental Goods Agreement



- Remove tariffs on goods that are necessary for environmental protection and climate change mitigation, e.g., carbon dioxide scrubbers, recycling machinery, heat pumps, air pollution measuring equipment, wind turbines and solar panels
- Negotiators built on a list of 54 products agreed upon by member countries of APEC (Asia-Pacific Economic Cooperation)
- APEC members agreed to reduce their tariffs to 5% or less by 2015
- EGA negotiations do not include trade remedies, e.g., AD/CVD duties

WTO Environmental Goods Agreement



- Parties met in Geneva on December 3-4 with the goal of concluding the negotiations
- On December 4, China presented a new list of goods which conflicted with the list most other parties had already agreed upon, causing the talks to collapse
- China indicated that the original product list failed to reflect the balance of interests of all participants
- Timing for next steps will depend on how the incoming Trump Administration approaches the issue



WTO Environmental Goods Agreement

Member Discussion

2017 Action Plan – Overview



- Mission is to encourage the rapid and wide-scale adoption of solar energy through cooperation, education and training
- Build upon 2016 foundation
- Expand communications activities
- Increase Member cooperation
- Develop new educational tools, while laying the groundwork for future training activities

2017 Action Plan – Committees



- **Strategy Committee** - responsible for drafting GSC policy positions and recommendations and developing the GSC's long-term planning
- **Corporate Leadership Committee** - provide advice and counsel on principal activities and policy positions and recommendations
- **Standards & Harmonization Committee** - recently established to develop, implement and promote internationally-recognized solar codes and standards

2017 Action Plan – Communications



- Principal communications channels in 2017 will include weekly social media posts, monthly newsletters, **Quarterly Reports**, public presentations, webinars and other educational materials, e.g., fact sheets
- GSC messaging will be derived from the GSC's Policy Positions
- Each of these Policy Positions and related 15 Recommendations will be highlighted at specific events and within a Quarterly Report
- Quarterly Reports will also include education materials

2017 Action Plan – Ambassador Program



- GSC Board members will be encouraged to take a more active role in representing the GSC at key solar events around the world, including chairing GSC Committee meetings
- Help expand the GSC's advocacy and network
- GSC "Ambassadors" agree to: (i) give a public presentation, e.g., keynote address, or lead a GSC Committee meeting; (ii) promote GSC activities and proactively seek new members; and (iii) prepare a brief post-event report for inclusion in the monthly newsletter

2017 Action Plan – Seminars



- As part of its Global Seminar Series, the GSC will also host roundtable discussions and VIP networking receptions at the above noted events
- Seminars will provide multiple opportunities for members to participate as keynote speakers, moderators and/or panelists
- Corporate members, in particular, will be encouraged to help organize and lead the roundtable sessions

2017 Action Plan – Webinars



- The GSC will also host approximately four webinars in 2017, beginning with a Q1 webinar on the Argentinian solar market
- Additional webinar topics could include “Corporate Sourcing,” “Solar Advocacy Best Practices” and “The Solar Supply Chain (from polysilicon to operations & maintenance)”
- GSC members will also play a role, and be able to attend for free, the quarterly webinars organized by SolarPower Europe as part of the Global Market Outlook



2017 Action Plan – KPIs

- Grow membership to 50
- Grow and diversify the revenue streams of the organization
- Enter formal partnership with the International Solar Alliance
- Organize three *GSC Global Seminar Series* events
- Organize annual *GSC Technology & Innovation Forum*
- Host three VIP networking receptions
- Host four educational webinars
- Secure GSC leadership role at 10 events
- Grow LinkedIn contacts to 500 and Twitter followers to 1,000
- Publish 12 Monthly Newsletters
- Publish four Quarterly Reports



2017 Action Plan

Member Discussion

Trump Administration – Policy Implications



- Much greater influence for oil and gas, coal and nuclear industries
 - Rex Tillerson, CEO of ExxonMobile and State Dept. nominee
 - Scott Pruitt, Oklahoma Attorney General & EPA nominee
 - Department of Energy transition team questionnaire
- Sharp decrease in U.S. focus on climate change initiatives
 - climate change skeptics
 - terminate Clean Power Plan
 - abandon Paris Agreement?

Trump Administration – Policy Implications



- Increased focus on manufacturing
 - Lower corporate tax rate to 15%
 - "What the Next President Should Do About U.S. Manufacturing: An Agenda for the First 100 Days," September 14, 2016
 - Dan Dimicco, former CEO of Nucor Steel
 - Carrier Corporation move to Mexico
 - Andrew Liveris, CEO Dow Chemical and Chair, American Manufacturing Council (Hemlock Semiconductor)

Trump Administration – Policy Implications



- International trade
 - USTR transition team
 - Wilbur Ross, Chairman WL Ross & Co. and Secretary of Commerce nominee
 - increased use of trade remedies
 - customs enforcement
 - balanced trade



Trump Administration – Policy Implications

Member Discussion