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Solar and Storage Priorities

Abigail Ross Hopper
President & CEO

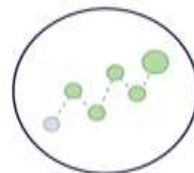
The Case for Solar Energy in America

The story of solar energy is one of American **ingenuity and innovation**. It's a story of **job creation** and economic development. And it's a story of **clean, efficient, and affordable electricity** to power our collective future.



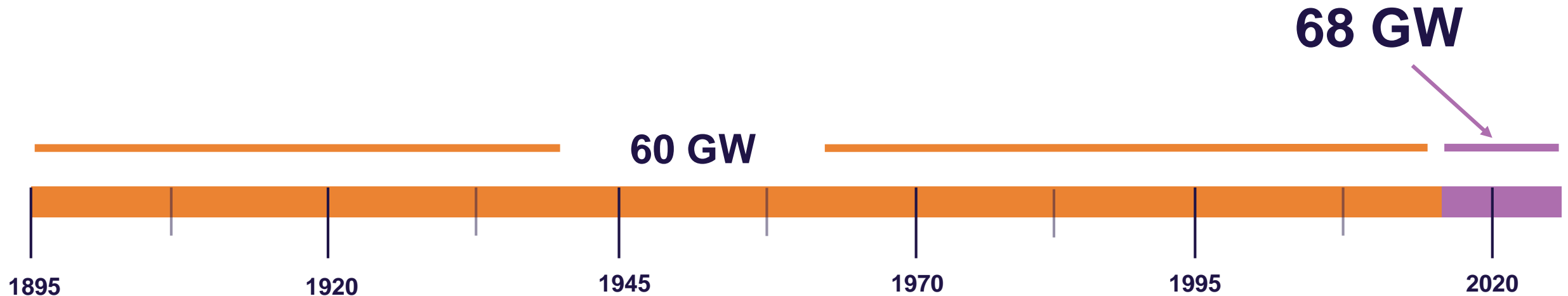
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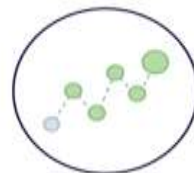
America's Fastest-Growing Energy Sector

- Over the next five years, the U.S. will install a staggering 68 gigawatts (GW) of solar capacity, 14% more than has been installed in the industry's entire history



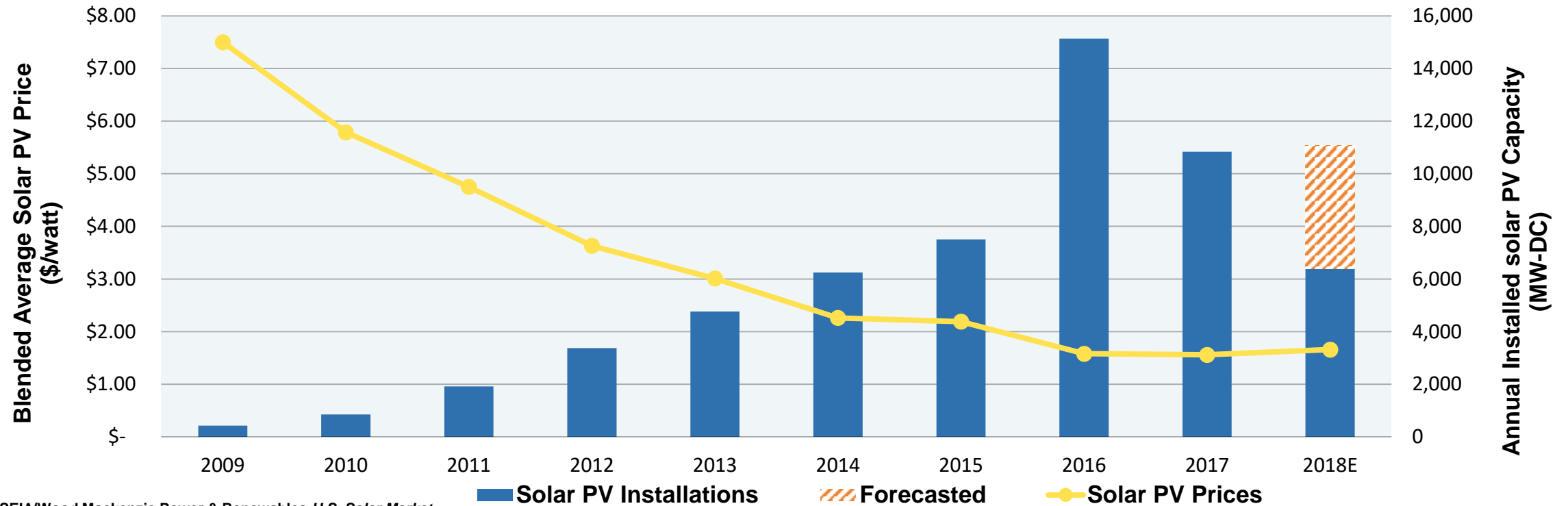
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Falling Prices Drive Solar Forward

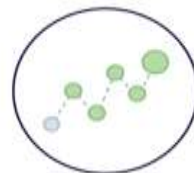
- The solar industry's rapid growth is largely due to declining prices. PV prices have fallen 80% in the last decade and 52% over the last 5 years alone



Source: SEIA/Wood Mackenzie Power & Renewables *U.S. Solar Market Insight*;
Lawrence Berkeley National Laboratory. *Tracking the Sun*

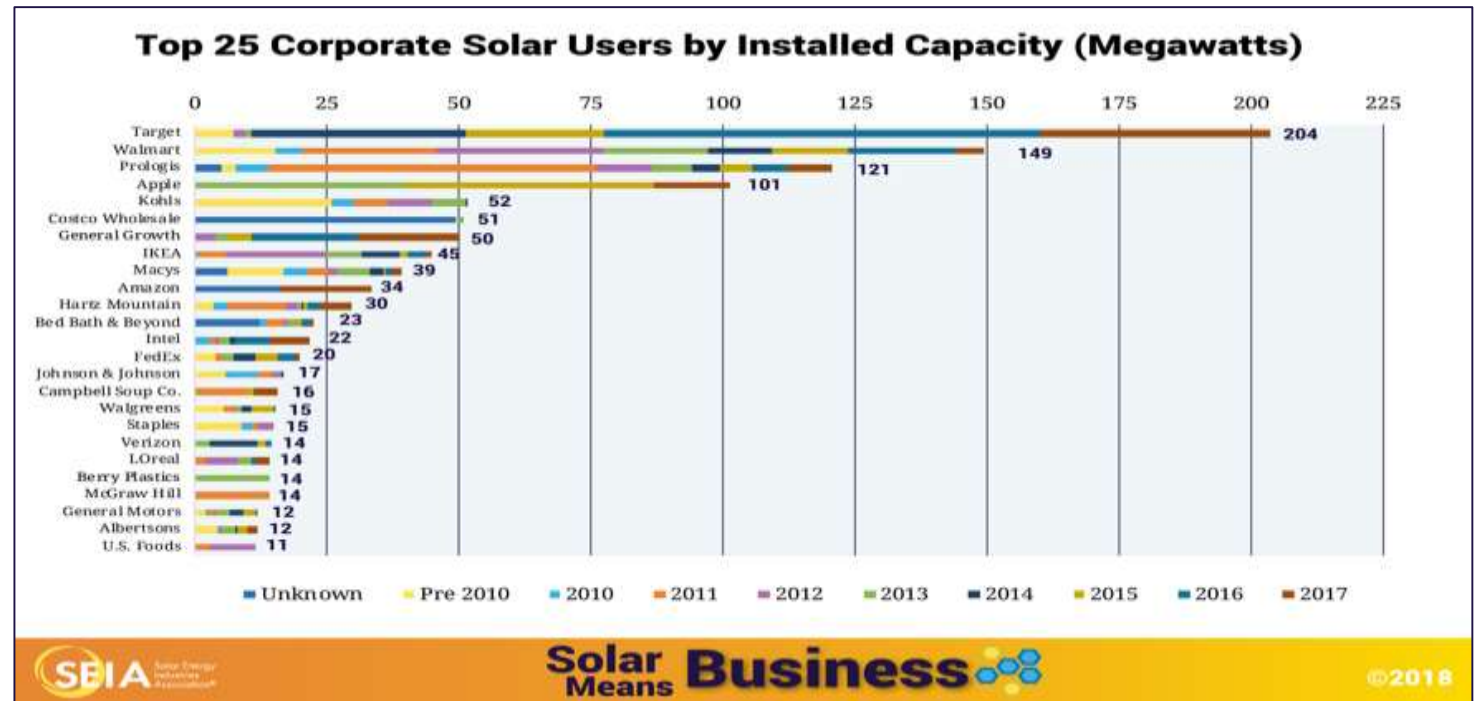
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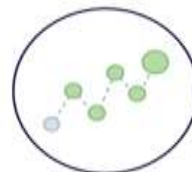
Major Corporations Choose Solar

- Some of America's top brands have installed significant amounts of solar energy, including Target, Walmart, Apple, and Amazon
- More than 4,000 individual companies have gone solar, across nearly 7,400 installations



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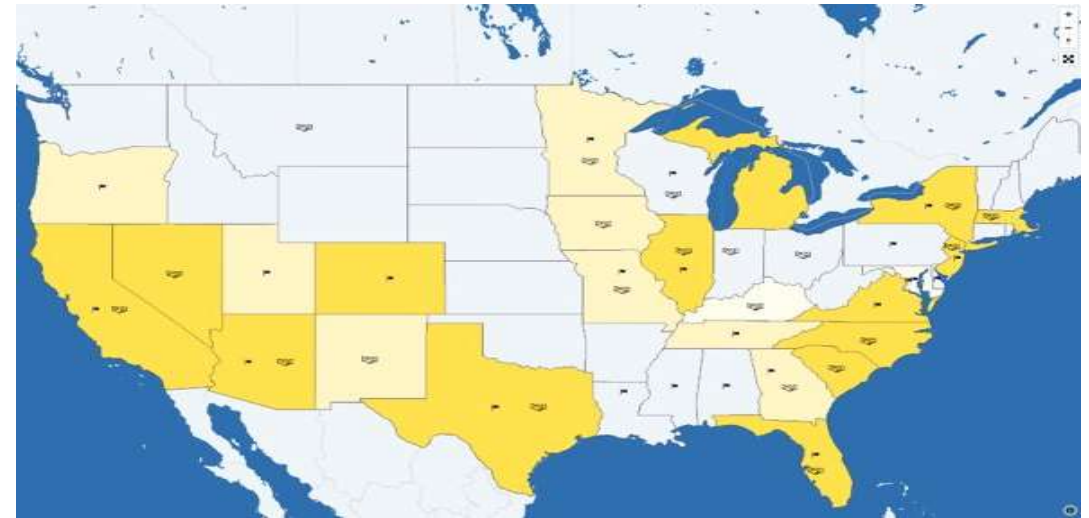
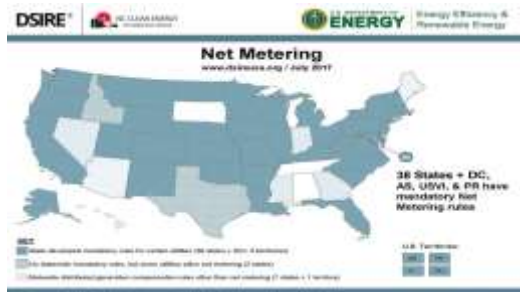
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Advocacy & Public Policy – State Affairs

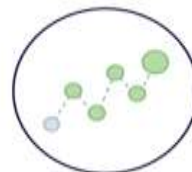
SEIA works with local affiliates and partners in priority states to support strong solar policy

- Net Metering
- Grid Modernization
- Solar + Storage
- Renewable Portfolio Standards



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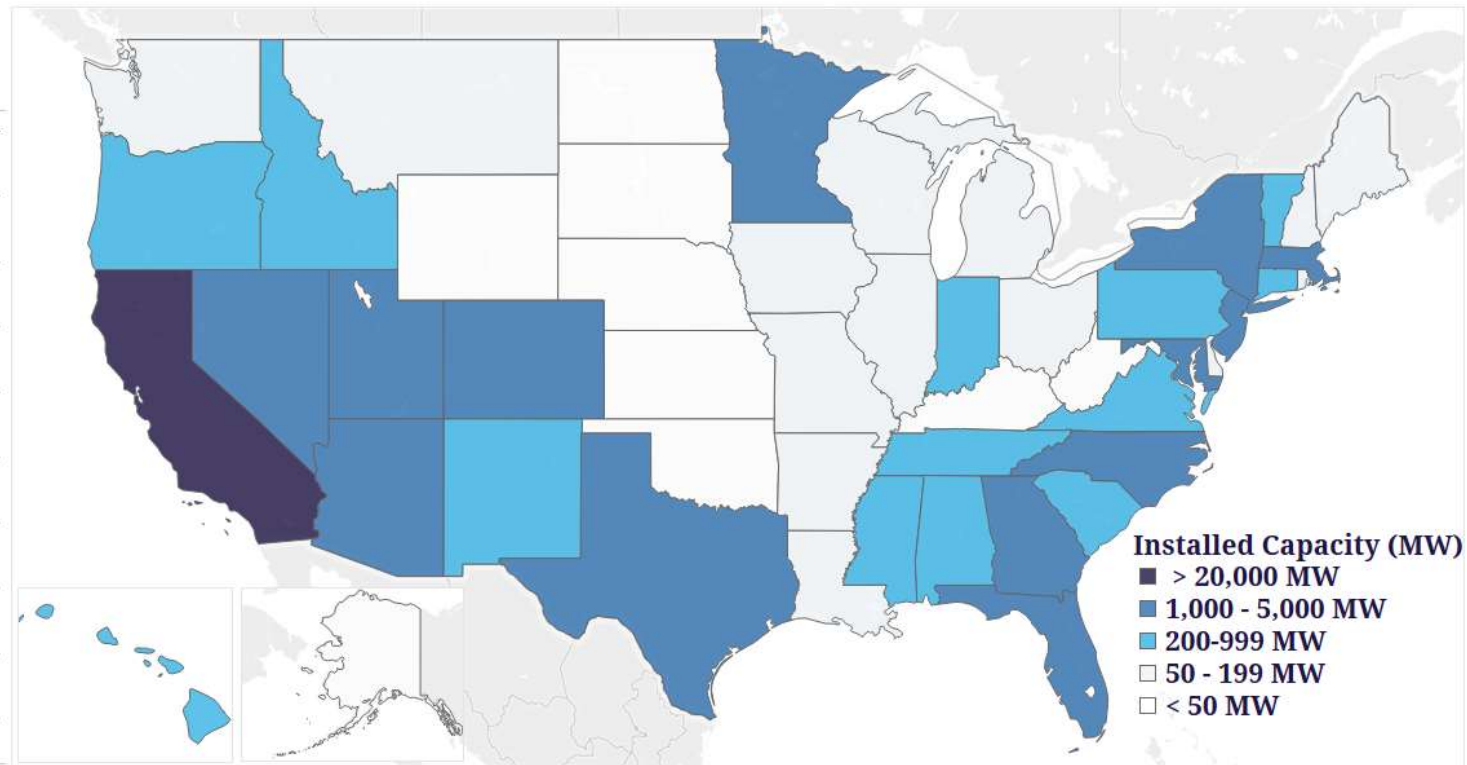


U.S. Solar Industry – a 50 State Market

Thanks to newcomers Minnesota & Maryland, there are now **14 states with at least 1 GW** of cumulative solar capacity installed

Top 10 States

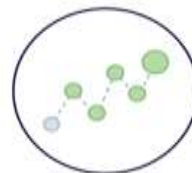
California	23,185.66 MW
North Carolina	4,671.36 MW
Arizona	3,663.92 MW
Nevada	2,706.96 MW
New Jersey	2,646.93 MW
Texas	2,465.75 MW
Massachusetts	2,319.23 MW
Florida	2,158.77 MW
Utah	1,636.34 MW
New York	1,569.79 MW



Source: SEIA/Wood Mackenzie U.S. Solar Market Insights

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An American Economic Success Story

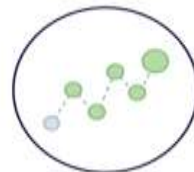
The solar workforce has grown by 168% since 2010

In 2016, 1 out of every 50 new jobs in the U.S. was a solar job



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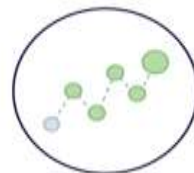
Building a Diverse Workforce



- The solar industry is **more diverse than similar industries** such as construction, oil & gas extraction, and electric utilities.
- Women make up 27% of the solar workforce, a **22% increase since 2014**.
- **9% of the solar workforce are U.S. veterans**, compared to just 7% nationally.
- **We have a long way to go** before our workforce reflects the diversity of our customer base and broader U.S. population

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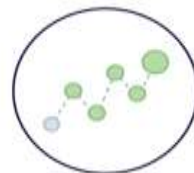
A Winning Combination



- Solar and storage go hand in hand. Solar must deploy storage to meet ambitious power generation goals.
- **3/4 of registered voters** believe solar + storage can reduce reliance on incumbent energy sources.

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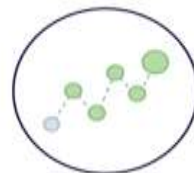
Driving Pro-Solar Policies

SEIA is the **voice of solar and storage**

- Pushing for the expansion of the ITC for storage – a key federal policy priority
- Helped secure legislation (SB 700) and rate designs in California that support growth of energy storage
- Engaging in rate cases and policy development in South Carolina, Florida, Colorado, Michigan, Illinois, Nevada, California and New York, among others.

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Federal Infrastructure Legislation

- Incorporate ITC for storage
- Improve **national grid resilience** with solar energy
- **Encourage microgrids and solar + storage** to power infrastructure during storms.



Tesla solar + storage project at a children's hospital in Puerto Rico following Hurricane Maria

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