



2010 - What a great year it was for solar - globally, nationally, and especially right here in Pennsylvania!

We saw the 2010 US national market exceed 800 MW, with an amazing 40 MW of that built in our state. We leapfrogged from outside of the top ten, to third position as the best solar state market in the country. The 40 MW of solar built in PA last year equates to a solar market value of approximately \$250 MILLION. We all should be proud.

But everything we have built is at risk.

We are victims of our own success. By building so much new solar in 2010, we have far surpassed the 18 MW required for the 2010-11 Solar Year in PA's Renewable Portfolio Standard (RPS). Even though the RPS rises to about 44 MW in June, the total installed solar base in PA is now approximately 53 MW. We have so many PA generated SRECs, that SREC supply far exceeds regulatory SREC demand. PA SREC pricing has dropped by 50% in the past 90 days, with no firm "bottom" yet in sight.

With reduced SREC values, and no new rebate funds, the excellent nascent solar industry we have collectively built in PA is at serious risk. We must have a reasonable SREC value to ensure the PA solar industry is not decimated in 2011.

PASEIA can Help

The Pennsylvania Solar Energy Industry Association (PASEIA) is an organization of manufacturers, developers, contractors, installers, architects, engineers, consultants and other industry professionals dedicated to advancing the interests of solar energy in our State. Our aim is to develop a strong, state-wide industry that commercial and residential customers trust to offer high quality installations and professional services. PASEIA is the Pennsylvania division of Mid-Atlantic SEIA, which was formed in 1997.

In the Pennsylvania division, members and advocates have worked since before 2000 taking on key roles with shaping net metering and interconnection laws and regulations, as well as spearheading the solar share requirement in Pennsylvania. **PASEIA** was formed in 2010 to address the specific needs of the PA solar community, working towards state as well as regional solutions to effective solar policy. Through our affiliations with the national Solar Energy Industries Association and other regional SEIA groups, we have access to a nationwide network of data, resources and support.

Our recent initial overtures to the current PA Legislative body and Governor's office for relief of the situation have not been warmly received. As you know, there are those who oppose our goals and feel threatened by our success. Our opponents have the spending power to halt our progress if we do not stand together with a clear message: solar in PA is here to stay!

We need you to join PASEIA today

Only if we all join together can we "scale-up" the fight for the future of solar in the Keystone State! Membership dues are on a tiered system based on your company's industry sector and annual revenue.

PASEIA is volunteer-run and meets in donated space, meaning your membership dues go directly towards promoting our industry. Hiring experienced lobbyists that can fight for our causes in Harrisburg is one of the most effective ways we can use our collective resources, but there is more each of us can do. We all need to be meeting with our state representatives and educating them about our businesses. In the current political climate, our strongest argument is about job creation. Luckily the economic case for solar is a strong one and we have data that supports us, but we need to keep in mind that having a strong, unified message is important.

PLEASE JOIN TODAY!! Go to www.mseia.net and download the membership application.

Sincerely,

PASEIA Membership Committee