

CALSEIA ANNUAL REPORT 2015



CAL  **SEIA**
CALIFORNIA SOLAR ENERGY
INDUSTRIES ASSOCIATION

2015

A BANNER YEAR

“It was the best of times, it was the worst of times.” It was a year in which we installed over a gigawatt of consumer-driven solar, and three gigawatts overall; it was a year in which net metering came under attack and we saw other solid western markets—Nevada, Hawaii, Arizona—crumble overnight.

How did California stay intact and readied for continued growth? A strong governor helps. A supportive public and powerful business allies are also key. But a reason that cannot be overstated is the engagement and collaboration of California’s solar industry.

As this report illustrates, CALSEIA members turned out for California Public Utilities Commission hearings from San Diego to Chico. We rallied at the State Capitol in a sea of yellow t-shirts. We lobbied Congress, picking up cell phones and microphones to win bipartisan support for solar. And we expanded our team of top-notch advocates and experienced organizers to enable the solar industry to speak with one unified voice.

No stone was left unturned. We stared down the barrel of a gun and, instead of backing away with hands in the air, we stood our ground and intensified our efforts. We took bullets and our market will continue to grow as a result.

Looking ahead, we cannot rest on our laurels. NEM 2.0 represents a big “haircut,” making cost reductions critical. It also established new battlegrounds such as Time-of-Use (TOU) rate structures. Barriers for commercial solar must be removed. Thermal technologies need a growth path. And, last but not least, giving consumers the tools they’ll need to invest wisely, namely storage, and building a modernized grid that allows for high penetration of solar will be the important work of 2016 and beyond.

While waging these highly successful and highly visible campaigns, CALSEIA also continued its long history of helping our individual members tackle interconnection disputes, permitting obstacles, HOA barriers, and other sundry licensing and regulatory issues. Altogether, this work is helping grow members’ businesses and the California market overall.

Thank you for helping us accomplish so much.

Sincerely,



Richard “Rick” Reed
Board President



Bernadette Del Chiaro
Executive Director

Saving Net Energy Metering



Net metering petition signatures were wheeled into the CPUC by CALSEIA and our allies on Nov. 5

Utilities Attempt to Kill Solar

It was the battle of a decade. The Legislature had directed the CPUC to end the current net metering tariff and create something new. CALSEIA proposed continuing net metering with minimal changes, and the utilities proposed changes that would have decimated the market. We went blow for blow inside the CPUC on technical filings while launching a campaign to mobilize public support.

CALSEIA wrote or collaborated on more than 700 pages of technical and legal analysis. We cross-examined utility witnesses, presented oral arguments, and funded outside research. We presented our case in direct meetings with CPUC staff.

Demonstrating Popular Support

The public campaign reached far and wide. We got the media solidly on our side and generated 86 stories. This included favorable editorials from major papers throughout the state. Together with our solar allies, we sent the CPUC letters of support signed by farmers, local elected officials, affordable housing groups, job training organizations, environmental justice groups, faith communities, and tribes. We turned in 150,000 petition signatures, nearly three times as many as the CPUC had ever received on any issue. We helped organize five rallies with hundreds of cheering supporters.

In the end, the CPUC ordered three changes to net metering – an application fee, a fee to support public-purpose programs, and mandatory time-of-use rates for residential customers. But it preserved net metering rather than changing to a structure that values solar at a low rate. After the ITC was extended there was tremendous pressure to weaken the proposed decision, but we were able to convince the CPUC to stay strong.

Bipartisan Support for ITC



Nic Stover, CalCom Solar, Rep. David Valadao (R-CA), Brian Medeiros, CALSEIA's Bernadette Del Chiaro and Kelly Knutsen at Medeiros Dairy ribbon cutting. Photo: Fresno Bee

Keep Solar Jobs Growing

On December 18, 2015, Congress passed a multi-year extension of the federal solar investment tax credit (ITC). Thanks to an extensive campaign by CALSEIA, the policy received broad bipartisan support by California's congressional delegation and was backed by consumers from farmers in the Central Valley to high tech in Silicon Valley.

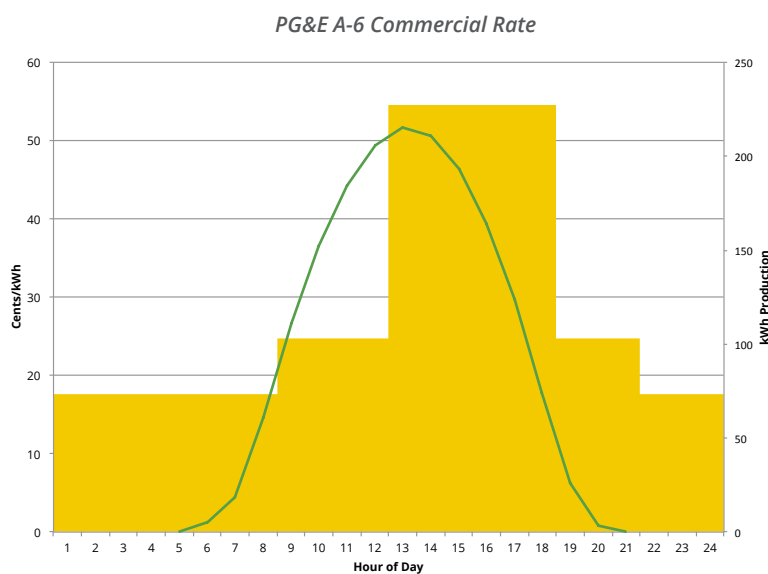
The ITC is a 30% federal tax credit for solar installations on both residential and commercial properties, and is one of the most important policy mechanisms to support the deployment of solar energy in the United States—helping create good-paying jobs, spur economic growth, and lower energy bills. The 30% ITC was scheduled to expire on December 31, 2016, posing a serious threat to the growing California solar market and our 75,000+ solar workers.

To keep our solar jobs growing, CALSEIA launched our "Fight for the ITC Campaign." We worked closely with CALSEIA members and our SEIA colleagues in D.C. to secure the support of the ITC from our U.S. Representatives. We helped coordinate district meetings, tours and events with Representatives and staff; organized letter and phone campaigns; and secured local press coverage by Bakersfield NBC 17, Fresno ABC 30, and Valley Public Radio. We built state and local support—even in unexpected places. The state legislature passed a solidly bipartisan ITC resolution, Bakersfield became the first city in the nation to officially support the ITC, and the Bakersfield Chamber of Commerce also endorsed its extension.

The ITC wasn't passed with California support alone, but our effort was a major component of this national victory.

Supporting Solar-Friendly Rates

Customer savings from solar are directly related to rates, and net metering does not provide value without favorable rates underneath it. CALSEIA is committed to maintaining rates that work for solar while also creating new tariffs that work for storage.



PG&E'S A-6 COMMERCIAL RATE

PG&E proposed to reduce eligibility in A-6, their most solar-friendly commercial rate. Currently, customers with maximum demand up to 500 kW can use the tariff, but PG&E proposed to reduce the threshold to 75 kW immediately. CALSEIA intervened to support continuing the current rules.

A CPUC judge proposed to rule in favor of PG&E. After we protested that action a different judge sided with us. Medium-sized commercial customers will continue to be able to opt into A-6 until December 31, 2016, and all customers on the tariff will be grandfathered for at least five years after that. In 2016, we turn our attention to creating a good alternative to A-6 after it closes.

SDG&E AND TOU

SDG&E proposed to change its summer peak period in all TOU rates to 2-9 pm. CALSEIA argued that the change would go too far too fast, and that SDG&E's data simply did not support its proposal. The judge agreed, but directed SDG&E to make another proposal in its next general rate case. Their new proposal will be discussed throughout 2016.

RESIDENTIAL RATES

AB 327, which passed in 2013, opened the way for a flatter tier structure in residential rates in order to reduce the bills of high usage customers. It also gave the CPUC the ability to consider new fixed charges for residential customers. CALSEIA supported the concept of tiered rates, but did not protest loudly about tier flattening because steeper tiers would have hurt us on maintaining net metering. We did fight against fixed charges, and the CPUC adopted a minimum bill instead of a fixed charge.

Removing Interconnection Obstacles

If you ever feel like you get the runaround from utilities when trying to interconnect large customer-sited solar systems, you are not alone. After hearing many complaints about utilities taking too long and charging too much, CALSEIA launched an initiative to address the problem systematically.

We have met repeatedly with the utilities and the CPUC. The direct meetings with PG&E have been productive. They have cleared some specific hurdles and are making efforts to improve efficiency. Our next focus will be SCE.

The CPUC has been solidly helpful, particularly in clarifying the rules for NEM Aggregation. Meter aggregation has opened the door to solar for many customers, especially farmers, who previously were unable to make solar work. Utilities have resisted meter aggregation by disallowing properties with canals running through them, denying applications due to spelling differences in account holder names, and more. CALSEIA convinced the CPUC to clarify the rules in our favor.

CALSEIA also worked collaboratively with all three IOUs to increase predictability of interconnection costs. We filed a joint motion in November to expand the pre-application report to make more information available before submitting an application and going through engineering studies. The motion also proposes a unit cost guide. If approved, utilities will publish an annual list of cost benchmarks that will help us develop accurate proposals and make their cost estimating more transparent.

For smaller systems, after a multi-year debate PG&E and SCE began following SDG&E's lead with an online NEM application system that automates much of the process. Interconnection timelines have improved dramatically as a result.

"CALSEIA's success in removing barriers to interconnection has allowed our company to build projects that would not have been possible otherwise." – Nic Stover, CEO, CalCom Solar



Solar Water Heating

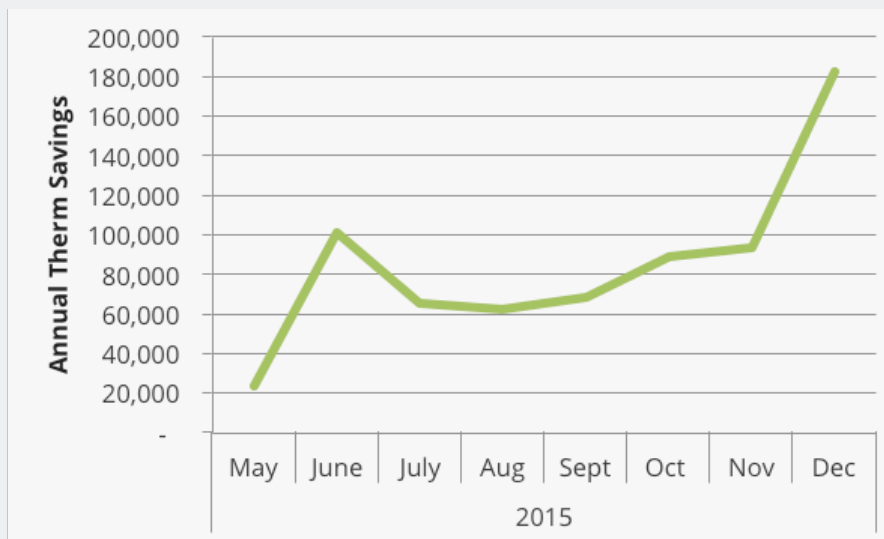
CALSEIA's petition to increase rebate levels in the CSI-Thermal program was approved in January 2015. It then took another five months to implement the decision and incorporate changes into the rebate calculator.

In the end, we finally achieved a program that is functional for some market segments in the context of low natural gas prices. Since rebates were raised, program activity has increased greatly. Customer adoption of solar water heating is still far below its potential, but the recent trend is encouraging. December saw eight times as much solar activity as when the incentive increase took effect, measured in energy savings.



Now that the program offers incentives that work, CALSEIA has begun exploring options for extending rebates beyond the current funding, which expires at the end of 2017. The California Public Utilities Commission has resisted our attempts to dedicate cap and trade revenue to programs that reduce emissions, so we have been developing support at the California Air Resources Board and the California Energy Commission to create incentives for solar water heating. Zero net energy building codes could be a strong policy in the long run, but bridge funding is still needed to continue developing the industry.

CSI-THERMAL PROGRAM ACTIVITY



"My business got a major boost after CALSEIA successfully pushed for higher rebate levels...quite necessary to counter the low cost of natural gas."
- Ted Bavin, President/CEO, All Valley Solar

Cutting Red Tape & Maintaining Safety

HEALTH & SAFETY

CALSEIA was well represented in regulatory decisions made by the California Division of Occupational Safety and Health (Cal/OSHA) in 2015. We petitioned and won passage of first-ever fall protection rules for skylights, protecting our workers and industry from unnecessary accidents. We also provided solar industry comments on new heat illness rules and repeat violations rules, and began work on residential fall protection rules that will be continued in 2016.

HIS LICENSING REFORM

CALSEIA led the charge on reforming the way that the Contractors State Licensing Board (CSLB) licenses home improvement sales persons. Obtaining a HIS license can take anywhere from five weeks to six months. We met with the CSLB staff and mapped out a plan to streamline and modernize the process. We passed SB 561 (Monning) that decouples the HIS license from the contractor's license, making it possible for sales agents to move from company to company without having to re-apply for a license. And we set the stage for the CSLB to move all of their solar licensing to a web-based interface to further speed up the process.

Streamlined Solar Permitting

AB 2188 (Muratsuchi), which mandated streamlined permitting, is now in effect throughout the state. While compliance in many jurisdictions is promising, too many jurisdictions have fallen short of the requirements outlined in the California Solar Permitting Guidebook. In 2015, CALSEIA worked with a team of experts on implementation problems, and found that in most cases, a little education went a long way.

AB 2188 compliance is an ongoing process. Unfortunately, we have seen some AHJ's implement new and complex requirements that often increase costs while offering little value. To resolve these issues, CALSEIA has joined SEAC (Solar Energy Action Committee) and is working with building officials from Southern California to establish clear guidelines on codes, standards, and permitting requirements to help our members resolve common permitting issues. In 2016, we hope to extend this work throughout the state.

Putting Out the Fire on UL 1703

CALSEIA was on the front lines of fire guidelines in 2014 and worked with the California State Fire Marshal to delay implementation of the new fire classification rules until the PV systems could complete the new testing procedure. In 2015, CALSEIA launched an education campaign using online and in-person trainings. CALSEIA also developed an on-line database of fire-classified systems with a comprehensive explanation used by many building officials throughout the state to evaluate fire classification compliance. Our proactive work to help ease the debut of new fire classification requirements was successful, and feedback from building officials and industry members was overwhelmingly supportive of our training resources.

Go to www.calseia.org/ul-1703-compliance-database to view a comprehensive list of 1703-compliant products.

Expanding the Market

Not all Californians live in single-family homes. And, not all of them have perfect credit scores. Yet, our political leaders want to see solar in all California neighborhoods, and so do we! However, despite all of our progress expanding access to solar, California policies still exclude or even create barriers to our ability to put solar in the hands of everyone. In 2015, CALSEIA worked to address this problem on multiple fronts and to great effect.

\$1 Billion Over 10 Years

CALSEIA worked closely with allies in the environmental justice community to pass AB 693 (Eggman), “the biggest quietest bill of the year,” creating a dedicated \$1 billion pot of money to incentivize solar on low-income multi-family housing projects through 2030. The program is designed to directly benefit tenants more effectively than MASH, as well as help cover common-area load. The CPUC will begin a proceeding to implement the new program in 2016 with rollout expected in 2017.

Virtual Net Metering

CALSEIA has teamed up with the Center for Sustainable Energy (CSE) and Interstate Renewable Energy Council (IREC) to study California’s market for virtual net metering projects on market-rate multi-family housing. While the NEM-V tariff has been available since 2011, very few contractors are using it. To study why, and lay out recommendations for how to overcome the market entry barriers, we published a white paper on the topic and worked with CSE to begin a pilot project, Friends of NEM-V, in Santa Monica. As part of NEM 2.0, CALSEIA was already successful at removing one key barrier to NEM-V adoption by relaxing the eligibility requirements for participating customers.



Assembly Member Susan Eggman (D-Stockton) authored AB 693

Enabling More Solar



Smart Grid Reform

As the percentage of solar in the state electricity mix goes up, the electric grid will need to evolve. If we do not make progress on grid modernization quickly enough, it will limit our ability to interconnect systems.

The CPUC is currently undertaking multiple initiatives to head toward a smarter grid. A roadmap on distribution system planning is pushing the utilities to account for the local benefits of distributed generation. A separate proceeding is developing tariffs to encourage the right resources in the right places. The Smart Inverter Working Group is developing standards for advanced inverter functionality. CALSEIA represents the solar voice in these forums.

Storage Rebates

The 2014 legislation reauthorizing the Self-Generation Incentive Program called for multiple reforms to the program. This includes requirements that rebates are limited to technologies that reduce greenhouse gas emissions and technical standards for system operation.

Last year, CALSEIA successfully argued for the SGIP budget to be set at the full authorized amount of \$83 million per year. We have since advocated reducing the number of eligible technologies to focus spending on energy storage and other technologies that have the potential to become major elements of the state energy mix if they are given a financial boost.

Looking forward, we will be engaged in developing tariffs that create a value stream for investments in energy storage and making sure that solar paired with storage gets fair treatment in implementation of the new net metering tariff.

Some manufacturers are already programming advanced functionality into inverters sold today. This will become mandatory next year, and tariffs to compensate customers for grid support are under development.

Mobilizing the Grassroots



Lobby Days

CALSEIA held two lobby days in 2015. The first one, in March, was attended by industry executives who met with 50 members of the Assembly and Senate. In August, we helped organize the Solar Worker Lobby Day that brought over 200 workers from 60 companies to Sacramento. Together, we met with over 90 offices and educated legislators and their staff about the need for legislative certainty for the rooftop solar market.

SOLAR JOBS

75,598

people are employed in California's solar industry according to The Solar Foundation - that's **more than the 5 largest utilities combined!**

#DontBlockTheSun

Along with a large coalition of supporters, CALSEIA helped organize rallies across the state in San Diego, LA, and San Francisco, with the battle cry of "Don't Block The Sun" to stand up to the utilities' proposals to gut net metering. CALSEIA also took part in a historic delivery of 130,225 written public comments in support of net metering. This is the largest outpouring of public support for any issue deliberated by the CPUC - so much in fact that the signatures had to be wheelbarrowed into the hearing by solar supporters. Over 20,000 more were gathered in the subsequent weeks. This was the largest grassroots effort in CALSEIA history.



CALSEIA Member, Don Osborn (Spectrum Energy) speaks to Sacramento media about the importance of net metering.

CALSEIA

LEADERSHIP

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Vice President

Jeanine Cotter, Luminalt

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Ed Murray, Aztec Solar

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Benjamin Airth, Center for Sustainable Energy

Bill Stewart, SolarCraft

Cecilia Aguillon, Kyocera

Gary Gerber, Sun Light & Power

Hilary Pearson, Sungevity

Jeff Spies, QuickMount PV

Les Nelson, IAPMO

Nic Stover, CalCom Solar

Pat Redgate, AMECO Solar

Sanjay Ranchod, SolarCity

REGIONAL CHAPTERS

Thanks to our regional chapter leaders:

Alistair McCabe, SunUp - San Diego

Tara Kelly, Sullivan Solar Power - San Diego

Ryan Carney, Center for Sustainable Energy- San Diego

Martin Learn, Home Energy Systems- San Diego

Eddie Price, Grid Alternatives- San Diego

Ron Mulick, Solartronics - Los Angeles

Michael Kahn, Kahn Solar- Los Angeles

Stephen Jenkins, Advanced Conservation Systems- Inland Empire

Jack Ramsey, Altsys Solar- Central Valley

Jeff Brown, Sol-Tek- Central Valley

Ed Lainez, Mounting Systems Inc. - Sacramento

Becca Russel, Grid Alternatives- Sacramento

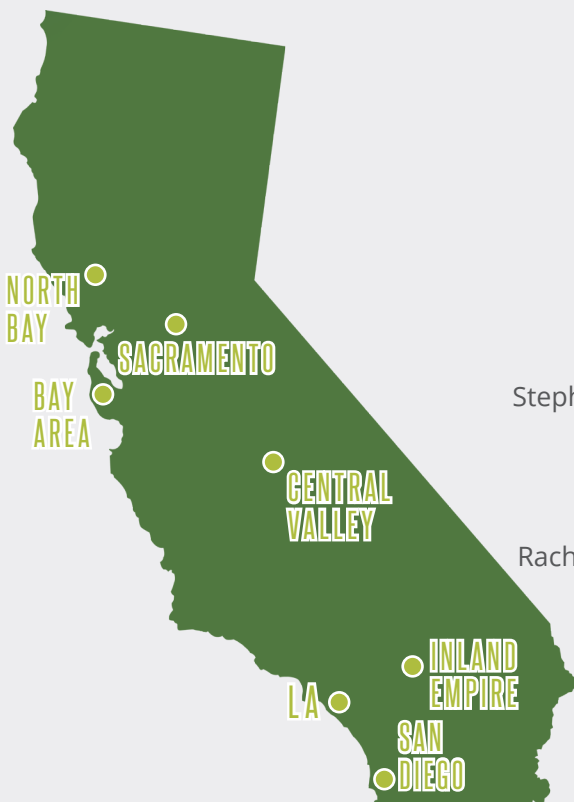
Rachel Van Wert Bird, Leadership for a Clean Economy- Bay Area

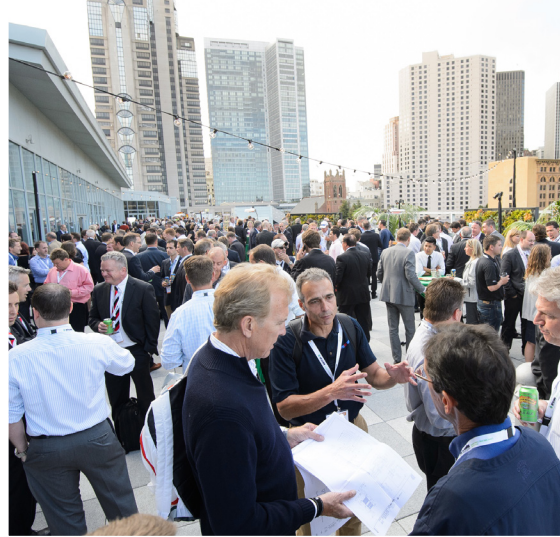
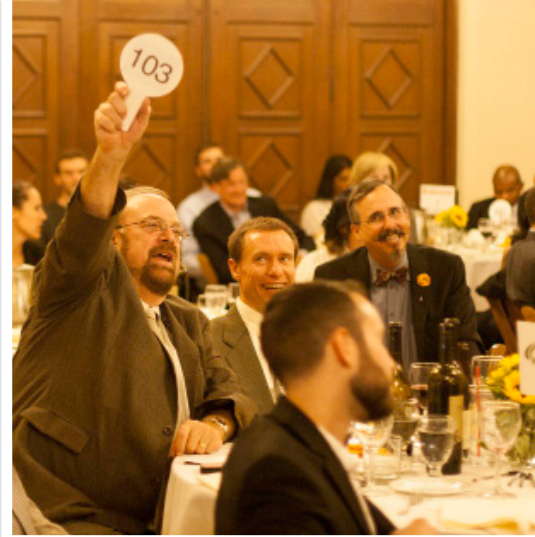
Randy Zechman, Clean Solar- Bay Area

Jeff Mathias, Synergy Solar- North Bay

John Parry, Solar Works- North Bay

Peter Renfro, Westcoast Solar Energy- North Bay





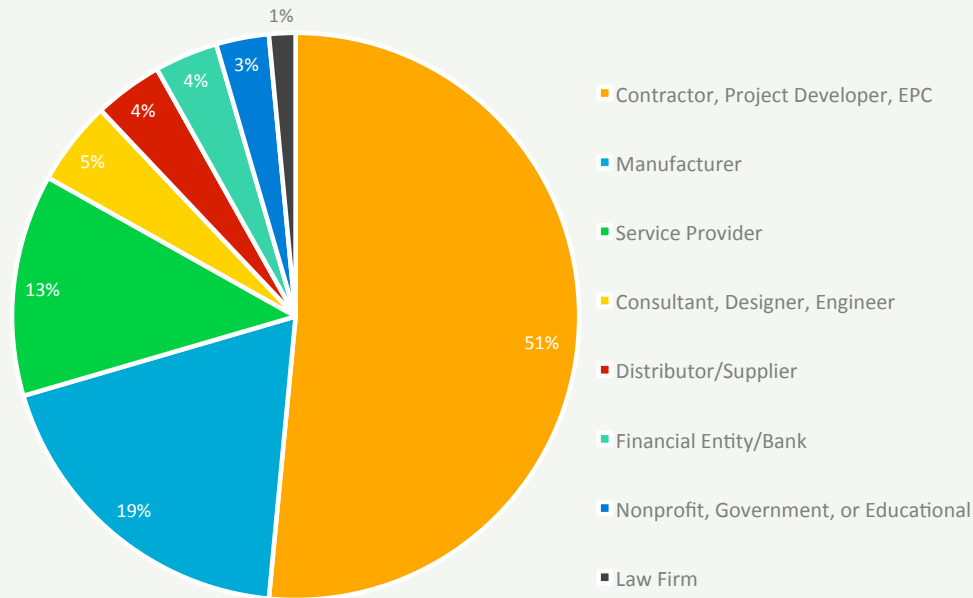
2015 EVENTS

In 2015, over 3,000 people attended CALSEA's many events throughout the state. In addition to continuing successful events like Solar Summerfest and the holiday parties in San Diego and Oakland, we added two new events including the North Bay Golf Tournament and the Annual Dinner. These events raised \$390,213 combined.

A special thanks to Intersolar for outstanding support of CALSEA and California's solar market



OUR MEMBERS



2015 Members by Business Type

4 S.T.E.L. Engineering, Inc.
 510 Solar
 A-C Electric Company
 A.M. Shine Solar
 Absolutely Solar, Inc.
 ACR Solar International, Corp.
 Advanced Conservation Systems, Inc.
 Advanced Solar Solutions Inc.
 AgEnergy Systems
 Agua Del Sol
 All Valley Solar Inc.
 AllianceNRG Program
 Alpha Energy Management Inc.
 AlsoEnergy
 Alternative Energy Systems
 Altsys Solar Inc.
 Ameco Solar Inc
 American Solar Direct
 American Solar Power Inc.
 APG Solar
 Applied Energy Technologies
 Applied Solar Energy Solutions
 Apricus, Inc
 Aquatherm Industries
 Aram Solar Inc.
 Arise Solar
 Arraycon
 Artisan Design Group
 ATE Solar Corp
 Avail Services
 Avalon Battery

AWS Electrical & Solar Inc.
 Aztec Solar
 Baker Electric Solar, Inc.
 BannerSolar
 Battery Systems Inc.
 BayWa r.e. Solar Systems LLC
 Bland A/C and Heating, Inc. dba
 Bland Solar and Air
 BMC Solar
 Booth Construction
 Bozzuto & Company Insurance Services
 Bright Harvest, Inc
 Bright Power
 BrightCurrent
 Brightline Defense Project
 Brighton Energy
 Brooks Engineering
 BTA Solar
 Burnham Energy Inc.
 California Commercial Solar
 California Solar Electric
 California Solar Electric Co.
 California Solar Systems, Inc.
 Capital City Solar
 CED Greentech
 Cenergy Power
 Centauri Energy, LLC
 Center for Climate Protection (Solar Sonoma County)
 Center for Sustainable Energy
 CertainTeed Corporation

Chaolysti
 Chico Electric
 Chico Solar Works
 Chint Power Systems
 CitiWatt
 CivicSolar
 Clean Energy of America Group
 Clean Energy Solutions of CA
 Clean Power Research, L.L.C.
 Clean Solar
 Cleantech Law Partners
 Coastal Constructors, Inc.
 Cobalt Power Systems
 CohnReznick LLP
 Conergy
 Cosmic Solar
 Darfon America Corp.
 Davis Wright Tremaine
 Diablo Solar Services
 Direct Energy Solar
 Dirt-Free Power, Inc.
 Domino 2030 Inc.
 Draker
 DRH Solar and Electric
 Ecolibrium Solar
 EcoVolt Finance LLC
 Element Power Systems, Inc.
 Elite Solar
 Energy Toolbase
 Enphase Energy Inc.
 EnSync Energy Systems
 EnterSolar
 Environmental Solar Design
 Everest Solar Systems

Everyday Energy
 Extensible Energy
 FAFCO
 Feather River Solar Electric
 Fusion Power Design, LLC
 GAF
 GCI Solar, LLC.
 Geli
 Gestamp Solar
 Gigawatt
 GMA Solar Inc.
 Golden Gate Power
 GoSolarPros
 Graybar
 Green Charge Networks
 Greenwired
 GRID Alternatives
 Hanergy America Solar Solutions
 Hansol Technics
 Harrison Electric & Solar
 Haskell & White LLP
 Hecate Energy
 Heliodyne Inc.
 Helios Renewables
 Heritage Solar, Inc.
 Highlands Energy
 HiQ Solar
 Home Energy Systems, Inc.
 Honey's Air & Solar Inc.
 Hot Purple Energy
 Hot Sun Industries Inc
 Humless
 IAPMO
 Indaspec, LLC
 Independent Energy Solutions
 Inovus Solar
 Integra Insurance Services, Inc.
 International Code Council (ICC)
 IRFTS Easy Roof
 IronRidge
 iTek Energy
 Itron
 JKB Energy
 Judy Staley
 JuiceBox Energy
 Kahn Solar
 Keyes, Fox & Wiedman LLP
 Kinsman Solar Power Systems Corporation
 Krannich Solar West
 Kurios Energy
 Kyocera Solar Inc.
 LA Source Consulting
 Laplace Systems, Inc.
 Leadership for a Clean Economy
 Legacy Risk and Insurance Services
 Lifestyle Solar, Inc.
 Luminalt Energy Corporation
 Magic Sun Solar Inc.
 Matadors Community Credit Union
 McCalmont Engineering
 Mendocino Solar Services
 Meteocontrol North America
 Mid-State Solar
 Milholland Solar & Electric
 Mimeoos Sustainability Consultants
 Mission Solar Electric
 Mitsubishi Electric, US Inc.
 ModSpace
 Mohr Power Solar
 Mosaic
 Mounting Systems, Inc.
 NABCEP
 Namaste Solar

Natron Resources Inc.
 Natural Energy
 New Day Solar
 New Energy Structures (NESCO)
 NEXTracker, Inc.
 North Coast Solar
 Nova West Solar
 Novasolix
 Nuance Energy Group, Inc.
 Occidental Power Solar & Cogen
 Offline Solar Electric
 OMG Roofing Products
 OnGrid
 OpTerra Energy Services
 Optony
 Owen Dunn Insurance Services
 Pacific Energy Company
 Pacific Land & Energy, LLC
 Pathways Energy
 Pegasus Solar, Inc.
 Peltons Solar Service
 PetersenDean
 PFMG Solar LLC
 Pick My Solar Corp.
 Platt Solar
 POCO Solar Energy Inc.
 Professional Solar Products
 Promise Energy, Inc.
 ProQuality Contracting, Inc.
 Pure Power Solutions
 PVComplete
 Quabbin Solar (UTR West L.L.C.)
 Quality Home Services
 Quick Mount PV
 R.T. Maher Construction
 Radiant Solar Technology
 RBI Solar, Inc.
 RCH Cable
 REC Solar
 Renewable Funding
 Renewable Power Conversion
 Renova Solar
 ROAM Solar, Inc.
 Roof Integrated Solar Energy
 Roof Tech Inc.
 Rosendin Electric
 Roy E. Hanson Jr. Mfg. Inc.
 Run on Sun
 S-Energy America
 Sage Renewables
 San Diego City College
 San Diego County Solar

Santa Cruz Solar
 Savenia Solar Ratings
 Scatec Solar North America, Inc
 Scudder Solar Energy Systems
 Scurfield Solar & Heating
 Shorebreak Energy Developers
 SIC USA LLC
 Sierra Pacific Home & Comfort
 Sighthen
 Silfab Solar
 Siva Power
 Skelly Electric
 Sky Power Systems
 Slingshot Power, PBC
 Smart Solar Solutions, Inc.
 Sol Systems
 Sol-Tek Industries, Inc.
 Solar Census
 Solar Energy Marketing
 Solar FlexRack
 Solar Forward
 Solar Guys San Diego
 Solar Hydronics Corporation
 Solar Optimum
 Solar Point Energy Group
 Solar Revolution
 Solar Roof Dynamics
 Solar Unlimited Inc
 Solar UV Solutions
 Solar Vast
 Solar Works
 Solar-Oversight
 SolarCity
 SolarCraft
 Solare Energy, Inc.
 SolarEdge Technologies
 SolarNexus
 Solaron
 Solaropoly Inc. (REPOWER)
 Solaronics
 SolarPV International
 SolarReviews.com
 Solartronics
 SolarWorld Americas
 SolEd Benefit Corp
 Soixel
 SolFuture LLC
 Soligent
 Sollega Inc.
 Solmetric Corporation

SoloPower Systems Inc
 Solstice Power
 Sonnen
 Southwestern Solar Systems
 Spectrum Energy Development
 Spectrum Solar Energy
 Spice Solar, Inc.
 Spruce Finance Inc.
 Standard Solar
 Stanford Transportation Group
 Staten Solar Corporation
 Stellar Solar
 StoutPower Consulting, LLC
 Sullivan Solar Power
 Sun Action Trackers
 Sun Light & Power
 Sun Pacific Solar Electric, Inc
 Sun X Solar Inc
 Sunchiller, Inc.
 Suncrest Solar
 SunEarth, Inc.
 Sungevity
 Sunlight Energy Systems Inc.
 Sunmizer Solar Roofing Systems
 SunModo Corporation
 Sunpower Corporation
 SunRun
 SunSolar U.S. Inc.
 SunStreet Energy Group LLC
 Sunthurst Energy, LLC
 Suntrek Industries, Inc.
 SunUp Systems
 SUNworks
 Sutton Enterprises
 Swell Energy
 Synapse Wireless
 Synergy Solar & Electrical
 Systems Inc.
 TerraVerde Renewable Partners
 The Energy Loan Network, Inc.
 The Solar Company
 ThinkWire Energy Services
 Trina Solar (U.S.) Inc.
 UC Solar/UC Merced
 UL LLC
 UMA Solar Inc.

UNIRAC, Inc.
 Unlimited Solutions, LLC
 Uptown Solar
 US Solar Distributing Inc
 UtilityAPI
 Vasco Solar Energy
 Villara Building Systems
 Vision Solar
 Vista Solar
 Walter Mortensen Insurance
 Wendel Rosen Black & Dean LLP
 Westcoast Solar Energy
 Western Sun Systems, Inc.
 Wilson Sonsini Goodrich & Rosati
 WINAICO USA
 Wing Solar & Wood Energy, Inc.
 Xero Solar
 Yaskawa - Solectria Solar

331
MEMBERS

169
NEW
MEMBERS

77%
MEMBERSHIP
GROWTH

56
STARTUP
MEMBERS

**MEMBERS
INSTALLED
81K
SYSTEMS***

646MW
INSTALLED
BY MEMBERS*

*IOU territories only.

THANK YOU TO OUR
2015 PRESIDENT'S
CLUB MEMBERS



CALSEIA STAFF

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EXECUTIVE DIRECTOR



Brad Heavner

POLICY DIRECTOR



Kelsea Jones

MEMBERSHIP &
MARKETING DIRECTOR



Elise De Grande

OPERATIONS
DIRECTOR



Kelly Knutsen

POLICY ADVISOR



Will Gonzalez

LOBBYIST
GONZALEZ, QUINTANA, & HUNTER LLC



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LEGAL COUNSEL
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