

## The Issue

On March 28, 2022, the U.S. Department of Commerce initiated an investigation for circumvention tariffs on solar products from Cambodia, Malaysia, Thailand and Vietnam. This decision comes just four months after the agency rejected a similar petition that increased solar prices and threatened the livelihoods of tens of thousands of workers.

This is an all hands on deck moment. Your legislators need to hear from you about the impacts of this decision. SEIA is asking member companies across the country to meet in-district with their legislators or legislative staff to encourage quickly ending this investigation to mitigate the harm it will cause for American workers and our nation's efforts to tackle climate change.

It is important to remember that the relationships legislators value the most are those with their own constituents and with the companies in their district/state. You are the people that help them achieve their legislative, personal, and political goals. That is why your involvement critical on this issue.

## Requesting a Meeting

Consider which members of Congress you want to meet with. We encourage you to reach out to both Senators and the Representative for your Headquarters location. You may also want to consider requesting meetings with members of Congress where you have other offices or operations. There is a congressional recess **April 11-22**. We recommend you schedule a meeting during this time.

Once you have identified the meetings you would like to request, reach out to SEIA and we will provide the contact information for the local congressional staff, as well as a template meeting request.

You should receive a response within a few business days. If you do not, politely reach out again in reference to your request. It is likely that the members of Congress themselves will not be available for a meeting, and the office will offer a meeting with Congressional staff instead. This should not be considered as a slight. Meetings with congressional staff are often more productive than meetings with the member of Congress.

Once you have a meeting scheduled, please let SEIA know, so that we can keep track of the combined efforts.

**Find your legislators at:**

**<https://www.seia.org/find-your-legislators>**

**To get contact information for your members of Congress, or if you have any questions during the process, please contact:  
Scott Greenler - [sgreenler@seia.org](mailto:sgreenler@seia.org)**

## Preparing for a Meeting

- You will want to ensure that the visit is concise and impactful. SEIA will provide a talking points document for your review. We suggest collecting a list of statistics and information about your company, and how you will be impacted.
- You may want to consider including:
  - Your mission statement/what your company does
  - Number of MW in state/district
  - Jobs/projects endangered by the Department of Commerce decision
  - Number of Jobs in state/district
  - Economic investment in state/district
  - Projects in development in state/district
  - Percentage of your business is at risk given the Department of Commerce decision
- Determine your agenda for the meeting. Prior to the meeting you should review specific policy items to be discussed and the general legislative ‘ask’ of the legislator. If more than one person is attending the meeting, determine beforehand who is going to say what and in what order; it will help make the meeting run smoothly.

## The Meeting

- Be professional and courteous during the meeting – remember that we are trying to build allies on this issue.
- Make sure to emphasize the ask and reiterate the ask before ending the meeting.
- Make it personal and bring it all back home. All legislators want to improve the economy and quality of life in their district/state.
- Don’t feel that you have to be an expert on every detail. If you don’t know the answer to a question, say so, and offer to look into the question and get back to them. This provides a good opportunity for follow up. SEIA staff can also help provide answers to detailed policy questions.
- SEIA will provide you with a leave-behind document for you to leave with the staffer.

## Following Up

- Follow up with the staff by email after the meeting to thank them for their time, and for their continued support. Be sure to reiterate the ask.
- Let SEIA know how the meeting went. After your meeting, please email Scott Greenler – [sgreenler@seia.org](mailto:sgreenler@seia.org) with a brief summary or any key points from the meeting. This information will help us conduct more effective advocacy on behalf of the solar industry.

**If you have any questions during the process, please contact SEIA’s Legislative Campaign Liaison:  
Scott Greenler - [sgreenler@seia.org](mailto:sgreenler@seia.org)**