THE CHALLENGES FACING 
SOLAR BUSINESSES

The COVID-19 pandemic has fundamentally altered the demand for solar energy, causing plummeting sales, financing challenges, layoffs and disruptions across all market segments during a year that would have otherwise seen record installations for the U.S. solar industry.

To address these issues, we need policy solutions from Congress that will add certainty for customers and investors, keep workers employed and allow new and stalled projects to move forward. As the national trade association for the U.S. solar industry, SEIA is working closely with state and federal governments to ensure these policy outcomes are included in economic recovery measures, and has been developing critical resources and other efforts to combat the harm caused by this crisis.

DECREASED DEMAND IS LEADING TO LAYOFFS & LIQUIDITY ISSUES

The Solution
Falling demand, combined with other factors, including shelter-in-place orders that restrict solar installation work, is placing tremendous financial strain on solar businesses. SEIA is providing information and guidance to our members and the broader industry about policies and programs that can help them weather the crisis.

FINANCING FOR SOLAR PROJECTS IS DRYING UP

The Solution
SEIA is lobbying Congress to pass legislation allowing solar companies to fully utilize the Investment Tax Credit (ITC) during this crisis. A stimulus package that monetizes solar tax credits will help move solar deals move forward, creating jobs and stimulating the economy.

SUPPLY AND CONSTRUCTION DELAYS ARE PUTTING ITC DEADLINES AT RISK

The Solution
SEIA is lobbying to extend the safe harbor delivery requirement back as much 12 months, effectively extending the ITC at 30% for one year. Legislative fixes to safe harbor requirements and placed-in-service deadlines are top priorities for SEIA's federal stimulus advocacy.

Access all COVID-19 resources & updates at www.seia.org/covid-19
STATE ORDERS ARE RESTRICTING SOLAR INSTALLATIONS

The Solution

- SEIA worked with the U.S. Department of Homeland Security (DHS) to designate renewable projects as essential work. Many states are incorporating the DHS guidance into their own shelter-in-place orders.
- SEIA has worked directly with top officials in California, New York and other states to engage in a constructive way to protect workers and keep the industry functioning, where possible.
- SEIA is providing the latest information on state orders to the industry through live updates on our website.

PERMITS FOR SOLAR PROJECTS AREN’T GETTING PROCESSED

The Solution

- SEIA is supporting the International Code Council’s request to drive additional funding for local programs.
- SEIA has been working with state and local jurisdictions to implement remote permitting procedures over the past several months, even before the COVID-19 pandemic.
- SEIA assured funding for the Solar Automated Permit Processing (SolarAPP) program in the last federal appropriations bill. NREL has used that funding to write software to help states and local jurisdictions conduct automated permitting.

SOLAR CAN PUT AMERICA BACK TO WORK

We know that the ITC has triggered $140 billion in investment and created hundreds of thousands of jobs. As Congress considers measures to stimulate the economy and help recover from this economic crisis, SEIA will continue to lobby for an extension of the ITC and we believe that any bailout for other fuels must be paired with favorable solar policies.

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