

## Sample Talking Points

- The U.S. solar industry employs 250,000 Americans and provides above-national-average wages, including more than 7,000 Coloradans in our state.
- This is not just a number – these are a quarter million American families like mine who rely on a healthy solar industry to put food on the table and pay their bills. The COVID-19 crisis poses an immediate threat to every one of these jobs at a time when we need them most.
- Either use the impact examples below or provide your own examples of how the crisis is affecting your workers and their families.
  - We are seeing contraction in the residential installation sector – cancellations or delayed installations were initially up by 20% in some local markets and could reach 50% in many places.
  - Due to uncertainty in financial markets, supply chain shortages from this global pandemic, and restrictions on large gatherings, utility-scale solar projects are also facing serious challenges and slowdowns.
  - Some jurisdictions have stopped processing building permits or doing final inspections, which puts thousands of jobs in immediate danger.
  - As a result of all this, we are facing serious liquidity/cash flow issues. Keeping our companies solvent and paying our employees during a protracted period of dramatically fewer projects is a major concern.
- How Congress Can Save Jobs and Investment in the Colorado Solar and Storage Industries
  - Congress can use existing policy mechanisms to address these issues and allow solar companies to retain employees through the COVID-19 crisis.
  - Give taxpayers the option of claiming the existing Investment Tax Credit (ITC) as a direct cash payments (in lieu of the ITC on tax filings next year) for all qualified solar energy projects.
  - Pass a multi-year extension of the solar ITC and postpone the corresponding placed-in-service deadlines. Pass a stand-alone ITC for energy storage to mirror the solar ITC.
  - Extend deadlines for placing solar systems in service to qualify for the ITC.