

# MDV-SEIA's SOLAR FLARE

ALL ABOUT THE SOLAR WORLD WE LIVE IN

## HAPPY HOLIDAYS!

### BEST WISHES

MDV-SEIA sends its best wishes to members, friends, and family this holiday season. Because of you, events like Solar Focus 2013 were a huge success this year.

On November 11th and 12th, over 250 solar industry leaders gathered in Washington D.C. for MDV-SEIA's 7th annual Solar Focus Conference. The event brought together some of the biggest names in solar including Jon Wellinghoff, Chairman of FERC; Jigar Shah, Founder of SunEdison; Ron Binz, Principal of Public Policy Consulting; and Jeff Eckel, CEO of Hannon Armstrong as well as speakers from Chadbourne and Parke, Dominion Virginia Power, Washington Gas Energy Systems, Sol Systems, Skyline Innovations, Standard Solar, SEIA, the Maryland Energy Administration, SunEdison, and many more. The attendees hailed from around the country and represented solar financiers, developers, manufacturers, utilities, government officials, and service providers. **Continued on page 5**

### MEMBER SPOTLIGHT: MOUNTAIN VIEW SOLAR



Solar panels atop three homes at the Habitat for Humanity community along Humanitarian Way in Martinsburg, WV.

**Who is Mountain View Solar?** mtvSolar got its start in the custom home building industry, and over the years became known as one of the Eastern Panhandle's premier builders of custom green homes. Building homes designed to use less energy inspired the idea to also create some of the energy the houses would use. This led them to their transition to renewable energy systems in 2006. MDV-SEIA had a chance to catch up with the mtvSolar team and learn more about their work. **Continued on page 6**

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### NOT A MEMBER YET?

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Have questions? We're here to help! Email us to learn more at [director@mdvseia.org](mailto:director@mdvseia.org)



## MARYLAND POLICY PROGRESS

### Anne Arundel County

MDV-SEIA received word from the Anne Arundel County Council that they were considering new zoning restrictions for solar energy systems. Board members Stadlin and Murchie, together with the MEA, met with the County Zoning staff, who walked through the County's concerns and intentions. The Council's idea was to create a "conditional use" environment, wherein the default assumption would

be that solar panels were permitted provided that they met certain criteria.

MDV-SEIA's concern was that these new restrictions would add another layer of administrative discretion, approval, and expense. However, we worked to refine the language of the restrictions, and now believe the final policy is supportive and progressive of solar in Anne Arundel County.

Continued on page 8

## ROOM FOR GROWTH IN VIRGINIA

### Democrat Terry McAuliffe Elected

Environmental and green energy advocates propelled Democrat Terry McAuliffe to victory over his Republican opponent, Ken Cuccinelli. Environmental groups put up \$3.8 million to help McAuliffe defeat Cuccinelli, according to the Virginia Public Access Project. That's about four times as much as fossil fuel interests gave Cuccinelli.

Energy and environmental

concerns became a major focus during the campaign, as McAuliffe planned to jump-start Virginia's renewable energy production and bring green jobs into the state. Boardmembers Healy and Hodsoll worked closely with the McAuliffe campaign throughout the election cycle and, though the vision of many MDV-SEIA members, raised over \$25,000 for Governor McAuliffe. They continue to work closely with the McAuliffe team and are now serving in a

Continued on page 8

## THE FUTURE OF TRANSPORTATION

In 2010, the number of cars on the road passed the one billion mark with a grand total of 1.015 billion vehicles worldwide. The U.S. takes up the largest percent of these vehicles, with 239.8 million as of 2011 or about 660 vehicles for every 1000 people. The total number of vehicles worldwide is estimated to increase to 1.7 billion by 2035. How will we be able to support the energy demand for these machines and control the increased amount of pollutants released?

There have been major advancements in the field of solar power, and the incorporation of solar panels into our vehicles may be the answer to our problems. **Continued on page 4**



Honda dream, the winning car in the 1996 World Solar Challenge. The custom made cells for the car are greater than 20% efficient. (Photograph PVSRC)

## DC DRIVES SOLAR FORWARD

### DC Community Renewable Energy Act

The DC Council unanimously approved the Community Renewables Energy Act, which establishes a new program to help renters and thousands of other District families, schools and businesses go solar for the first time. Advocates applauded the Councilmembers for giving DC residents more ways to participate in and benefit from our growing solar economy. Our friends at DC

SUN have worked tirelessly on this effort, and we'd like to again extend our congratulations to all those who supported this act.

For more information on this exciting new law in DC, read the article "A Big Step for DC Solar Advocates" on page 4. You can also visit the DC SUN webpage [here](#). Vote Solar's [blog post](#) on the legislative victory and an NPR [news story](#) are also great resources.

Community Power Network has also compiled a [resource guide](#) to community solar.

## POWERED BY SOLAR: MD WASTEWATER TREATMENT

Two large fields of several solar panels were unveiled at the Western Branch Wastewater Treatment Plant in Upper Marlboro, MD, and the Seneca Wastewater Treatment Plant in Germantown, Md., by the Washington Suburban Sanitary Commission (WSSC).

The two 2-megawatt (MW) ground-mounted

installations, each with nearly 8,500 solar panels spanning several acres, will power the two facilities -- both a result of a public-private partnership (PPP) with Washington Gas Energy Systems and Standard Solar, Inc.

Working together, MDV-SEIA members **Washington Gas Energy Systems** and **Standard Solar** have enabled more than 11MW of solar power throughout Maryland.

Want to learn more? [Read the press release](#) at [waterworld.com](#).

## CAN A HISTORIC COAL STATE LIKE VIRGINIA CREATE A REAL SOLAR MARKET?

Virginia is on GTM's list of "hidden" solar markets. Will it stay in hiding—or finally bloom?



With permission from: Stephen Lacey

In an off-year with no national political races, this fall's election season was far tamer than last year's. But it still turned out to be a very important election for energy and environmental groups.

Environmental advocates spent millions of dollars in the lead-up to November's state and local elections in order to influence coal exports in Washington state, grid municipalization in Boulder, Colorado, and fracking in four cities across Colorado.

One of the most watched (and well funded) races was in Virginia, where Democrat Terry McAuliffe ran against the

state's Republican Attorney General Ken Cuccinelli, a man who has devoted the latter part of his career to battling the scientists he sees as engaging in a frenzied "climate-change witch hunt."

Billionaire climate activist Tom Steyer led a spending bonanza in Virginia, where he threw down \$8 million of his own money to defeat Cuccinelli. Environmental groups like the League of Conservation Voters and Sierra Club accounted for roughly \$2 million more, making these activists the second-biggest donors to McAuliffe, just behind the Democratic Governor's Association.

Read more on solar in VA on [greentechmedia's website](http://greentechmedia.com).



**CLEAN ENERGY BUSINESS**

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**Clean Energy Business Lobby Day on Wed., Jan. 22**

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**Welcome and Briefing on Clean Energy Legislative Agenda**  
*SPEAKERS: Delegates Randy Minchew and Scott Surovell, Mike Healy, MDV-SEIA, Bob Matthias, VA Offshore Wind Development Authority*  
**Appointments with Individual Legislators**

**Clean Energy Press Conference, House Briefing Room**  
*SPEAKERS: Tony Smith, Secure Futures, Francis Hodson, Advanced Energy Industries and Kerinia Kusick, SunEdison (invited), and others*

**Recognition of Lobby Day in House & Senate**  
**Invitation Only Reception with Legislators, Richmond Marriott**  
*"New Energy for the New Administration", emcee Scott Sklar, The Stella Group, KEYNOTE SPEAKER: Governor Terry McAuliffe (invited)*

**For sponsorship info, please contact [eileen@va4wind.com](mailto:eileen@va4wind.com).**



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## OBAMA SIGNS ENERGY MEMORANDUM

On December 5<sup>th</sup>, President Obama signed the energy efficiency and sustainability, most notably Presidential [Memorandum \(PM\) Federal Leadership on Energy Management](#) through 2009's Executive Order 13514 on *Federal Leadership in Environmental, Energy, and Economic Performance*. This effort reinforces this commitment and will contribute to a clean energy economy that will increase our Nation's prosperity, promote energy security, combat climate change, protect the interests of taxpayers and safeguard the health of our environment.



### \$1 MILLION AVAILABLE IN COMPETITIVE GRANTS FOR MARYLAND'S CLEAN ENERGY INNOVATORS

The Maryland Energy Administration (MEA) released \$1 million in second round funding for its Game Changer Energy Innovation Competitive Grant Program (Game Changer 2.0). MEA anticipates awards to be in the range of \$50,000-\$250,000 per project with applicant cost shares of at least 70%. The competitive grant program invites applications to develop innovative Maryland-based projects that support the deployment of "game changing" renewable and clean energy generation and storage technologies. Ultimately, the enhanced deployment of clean renewable energy generation will assist the State to meet its aggressive Renewable Portfolio Standard and Greenhouse Gas Reduction goals while also spurring local economic development.

For more information visit <http://energy.maryland.gov/Business/gamechanger/index.html>.

Continued **THE FUTURE OF TRANSPORTATION**

Examples of these new advancements, like Solar Impulse Plane, which successfully crossed the US in five stages – from San Francisco to New York, or the Turanor Planet Solar, a solar boat that not only circumnavigated the globe in 2012, it also made the fastest solar-powered crossing of the Atlantic. All of these new developments are encouraging, and show how new developments are tackling the growing problem of keeping up with our demand

for power while also reducing the carbon footprint we leave. New projects like these are a good indicator for what will most likely become a very common trend in the near future.

Tony Seba, an energy expert, states that he is “incredibly optimistic that by 2030, nuclear, coal, gas, big hydro, and oil will be all but obsolete,” and that “the world will be mostly powered by solar and wind.” His estimation is based on the fact that the cost of solar power is decreasing while the demand

for fossil fuels and other non-renewable sources will drive the price of these energy sources up.

With the growing trend and success of more eco-friendly electric vehicles, like the Tesla’s Model S (which won the 2013 Motor Trend Car of the Year Award), the world is already learning towards a future where oil and gas are superseded by renewable sources. New developments in the solar industry will continue to drive down the cost of solar energy, and it will be no surprise when solar powered

vehicles start arriving on the market in growing numbers in the very near future.



Yu-Wen Chio, MDV-SEIA Intern

**A BIG STEP FOR DC SOLAR ADVOCATES**

Despite the government shutdown, the DC Council, in a legislative session, passed The Community Renewable Energy Act. This piece of legislation makes it possible for people who do not have their own roofs to benefit from reductions in energy bills through solar power. Previously, in order to receive such benefits homeowners would have to install rooftop solar panels and connect them to a meter. So, this would

count out any people who were living in apartments or condos.

The bill allows for people to invest into solar power in locations that they do not own, and then they can reduce their bills virtually. So, a customer can buy into a solar installation in the city and then a portion of the energy produced at that site will be deducted from their energy bill. People that are interested simply have to sign up online.

The bill is representative of a greater trend in the solar

community that allows for people to benefit from the financial benefits of investing in solar on a community-wide basis as opposed to just individually.

This bill speaks volumes to the voice of solar power advocates in the region. DC is making renewable energy a priority by allowing it to become more appealing and obtainable to the masses, making the region an even more exciting place to be in the solar industry.



Olivia Pallissard MDV-SEIA Intern



A special thanks to our friends at DC SUN for their hard work on this piece of legislation.

**WHITE PAPER: SOLAR BUSINESSES, JOBS AND INVESTMENT OPPORTUNITIES FOR VIRIGINA**

The solar industry is the fastest growing industry in the U.S., creating jobs – nearly 14,000 new U.S. jobs in 2012 – driving investment and developing resilient economies. Neighboring states are rushing to invest in the solar industry by supporting policies that encourage dramatic job

growth and business opportunities in state. Yet for Virginia, job growth and investment are inhibited by outdated policies, closing the door on businesses and resulting in one of the worst industry environments for distributed generation throughout the U.S.

Want to learn more?  
Read the full report:




**White Paper:**  
Solar Businesses, Jobs and Investment Opportunities For Virginia

*The solar industry is the fastest growing industry in the U.S., creating jobs and investment – nearly 14,000 new U.S. jobs in 2012. Neighboring states have embraced this industry and are experiencing dramatic growth in jobs and investment. Yet Virginia is losing out on these opportunities because of policies that close the door on businesses and result in one of the worst industry environments for distributed renewable energy generation throughout the U.S. Virginia has the people and the opportunity, and by supporting the right policies, Virginia can jump on board this economic growth train.*

Virginia is sitting at the bottom of the solar market as it lacks the policy support to infuse investment and increase job growth in the Commonwealth:<sup>1</sup>

State	Solar Jobs per Capita Rank	Solar Jobs Through 2012	MW Installed Total	Solar Investment (2012) Millions
Delaware	12 <sup>th</sup>	360	44 MW	\$47
Maryland	16 <sup>th</sup>	1,900	110 MW	\$273
North Carolina	27 <sup>th</sup>	1,400	322 MW	\$307
Virginia	39 <sup>th</sup>	740 <sup>2</sup>	15 MW	~\$5 (total)

Virginia is not only losing solar jobs but it is also subsidizing other states' use of the Federal Investment Tax Credit for solar. Virginia residents received **0.1 cents of every dollar** paid out in solar federal tax credits, and received only 3.5 cents back of every dollar paid in federal taxes by VA residents for solar, the balance subsidizing solar in other states.<sup>3,4</sup>

## Continued **BEST WISHES**

### **Kickoff Reception**

The event kicked off on Monday, November 11th with an opening reception where attendees mingled with new and old friends over drinks and appetizers. The kickoff reception along with the welcome dinner and after-party are much anticipated each year as attendees look forward to the good food and great conversations.

### **Welcome Dinner**

Following the reception, attendees enjoyed a gourmet dinner with a keynote by Jon Wellinghoff, Chairman of FERC.

Chairman Wellinghoff, who has been at the helm of FERC for the past four years, discussed what the U.S. can do to plan for the future of solar in a streamlined and cost effective way. Chairman Wellinghoff has had a tremendous impact on advancing solar in the U.S. during his tenure and his insight during this talk was invaluable. Following dinner, attendees moved to a nearby hotspot to enjoy late night drinks and networking.

### **Conference Welcome Remarks**

The official conference kicked off on Tuesday, November 12<sup>th</sup>, with welcome speeches by Rick Peters, President of MDV-SEIA's Board of Directors and Dana Sleeper, MDV-SEIA's new Associate Director. MDV-SEIA has been in existence since 1984 and represents the interests of photovoltaic and solar thermal equipment manufacturers, installers, distributors and component suppliers. Rick and Dana provided an overview of the organization, its work on policy formation and advocacy, and benefits to its 180+ members.



### **Lunch and Featured Talk on Disruptive Solar Policy Design**

Lunch brought attendees together for more networking as well as a thought provoking dialogue on solar policy design by Mike Healy, Director of Market Development for Skyline Innovations; Ron Binz, Principal of Public Policy Consulting; Tom Kimbis, General Counsel and VP of External Affairs for SEIA, and Jason Rooks, Director of Government Affairs for GSEA.

The theme of the 2013 conference, "The Sun Rises in the East" provided a unique backdrop for the event. Speakers and attendees discussed the immense growth of solar on the East Coast, opportunities in the coming months, and what challenges still exist.

### **Keynote Speech**

Sam Brooks, Director of Energy and Sustainability at D.C.'s Department of General Services, was our 2013 keynote speaker.

Sam provided an inspiring look at the work D.C. is doing to set a model for other cities on promoting carbon reduction strategies and the city's plan to invest in more renewables.

### **Featured Talk**

Jigar Shah, Founder of SunEdison, spoke to a packed room on "Why Solar Is Winning." Jigar discussed how companies can create climate wealth by combating climate change with profitable new business models and how lessons from the solar industry

could be applied to a multitude of other sectors. Given Jigar's history with the Mid-Atlantic area and with MDV-SEIA, we were happy to have him return home and join us for the event.

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### **Breakout Sessions**

MDV-SEIA brought together over 45 industry experts to lead 9 breakout sessions. Each session was part of one of three tracks – the Mid-Atlantic Track, the Technology Track, and the Project Development and Finance Track.

Sessions in the Mid-Atlantic Track covered opportunities

and challenges in D.C., Maryland, and Virginia with local developers, government officials, and utility executives discussing strategies for progressing solar in MDV-SEIA's home footprint.

Sessions in the Technology Track covered the latest advancements in solar technologies such as solar thermal equipment, modules, and inverters. In addition, these sessions also discussed price forecasts as well as market trends and opportunities.

Sessions in the Project Development and Finance Track covered Federal procurement opportunities, managing SREC volatility, and new financing structures such as REITs, MLPs, and yield cos.

### **Greentech Media's First Live Energy Gang Podcast**

This year brought a special treat to Solar Focus. Greentech Media's Energy Gang, comprised of GTM Senior Editor Stephen Lacey, 38<sup>th</sup> North Solutions Founder

Katherine Hamilton, and SunEdison Founder Jigar Shah held the first ever live taping of their weekly energy podcast. Stephen, Katherine, and Jigar launched their podcast this past summer and are known for their lively, and sometime heated debate on current industry issues.

For the live taping, FERC Chairman Jon Wellinghoff also joined them as a special guest. We were honored that the Energy Gang chose MDV-SEIA's Solar Focus 2013 as the backdrop for their first live session and loved the engaging discussion they led on how East Coast solar is really doing.

If you haven't listened to it yet, you can access the recording and read the article by Stephen Lacey on [Greentechmedia's website](#).

**Closing Reception**

Solar Focus 2013 capped off with a closing reception where attendees were energized after a day of lively sessions.

We hope you enjoyed the recap of Solar Focus 2013. For a full list of all speakers and sessions from this year, please [visit our website](#).

Preparations for Solar Focus 2014 have already begun. If you have suggestions on what topics you would like to hear next year, please let us know. We value your input and ideas. If you are interested in partnering on the event or would like to speak, we would love to discuss that as well. Conference related inquiries can be sent to Dana Sleeper at: [director@mdvseia.org](mailto:director@mdvseia.org).

**Congratulations to Jeff Nicholson of Sigora Solar, you won the free ticket raffle to next years' conference!**

**Thank you to all of our sponsors, partners, speakers, and attendees for making Solar Focus 2013 a huge success. We look forward to seeing everyone next year!**

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Continued **MEMBER SPOTLIGHT**

**MDV-SEIA: Tell us a bit about your company.**

mtvSolar is a team of ambitious, generous, honest, determined, inspiring and motivated individuals. From the top down, you will find these qualities permeate the entire company, including the owners, sales team, installation crew members and all the staff from phone contact through accounting. You can consider yourself in good hands with us.

**MDV-SEIA: What types of solar projects do you complete?**

To date, mtvSolar is the largest solar power generating installer in West Virginia. Our installations include residential, agricultural, commercial and municipal solar PV. These projects include battery back-up, grid tied, and off grid systems as well as generator installations. The company continues to grow and advance into

surrounding states including MD, VA, PA and DC.

**MDV-SEIA: Are there any projects you'd like to share with the community?**

mtvSolar has successfully completed several large scale projects, including WV's largest solar parking canopy in Ranson. The parking canopy project included a 1,600 panel array and 15 electric vehicle charging stations. Our most recent project was a 6,000 panel ground mount system in Salem, VA, the largest solar energy project in southwestern VA. The array is located at the Veterans Affairs Medical Center on what used to be a landfill at the eastern edge of the hospital campus. Because the six-acre field of solar panels sits atop a capped landfill, special environmental precautions were taken. The panels are mounted on a "floating system" of supports that does not penetrate the ground below them.

**MDV-SEIA: Aside from its commitment to solar, what does the company strive to do?**



mtvSolar President Mike McKechnie and Daughter Sofia pose with the Raines Family in front of their new Habitat Home in Martinsburg, WV.

As part of its commitment to the community, in 2013 mtvSolar contributed to ten Habitat for Humanity Projects. The panels were provided by SOLARWORLD and installed by Mountain View Solar.

**MDV-SEIA: Can you tell us more about your work with Habitat?**

The Habitat homes changed the lives of the recipients and those volunteering their time, money and expertise. We want to extend our thanks to the Habitat for Humanity of the Eastern Panhandle, and the volunteers, individuals, and businesses that made this possible. Without them, Army veteran Robert Scott would not have received the keys to his new home in May of last year. Habitat builds affordable homes, and adding SOLARWORLD panels lowers the cost of energy, reducing the expense for homeowners.

**MDV-SEIA: Do you have any thoughts you'd like to share about solar in our region?**

We're excited about a strong solar market on the east coast and **Continued on next page.**



mtvSolar Vice President Colin Williams with the Carr family, pose in front of their new Habitat home in Martinsburg, WV.

mid-Atlantic area as well as on a global scale and remain optimistic in the growing need for grid-tied and off-grid energy in the quad-state area. Saving Energy-It's what we do together!

MDV-SEIA extends its thanks to Mountain View Solar for its membership, support of the association, and interest in

sharing more about their work through our member spotlight.

If your company wants to join Mountain View Solar and other members in the spotlight, consider submitting photos of a recent project for our next issue of Solar Flare to [director@mdvseia.org](mailto:director@mdvseia.org).

## Continued **MARYLAND** **POLICY PROGRESS**

### Prince George's County

MDV-SEIA was notified in late September about the proposed CB-83-2013 bill regarding Clean Renewable Energy Technology in Public Buildings and submitted a letter of support as well as provided member representation at the hearing. MDV-SEIA supported the project because it increases the development and deployment of cost-effective and environmentally sustainable renewable power resources in Prince George's County; will benefit publicly owned or leased buildings; and will provide for public-private partnerships that result in the development and deployment of clean renewable energy technology projects as defined under Subtitle 10A. The Clean Renewable Energy Technologies in Public Buildings' bill is an integral and important part of Prince George's County.

In mid-November, Prince George's County became the first jurisdiction in Maryland to fund clean energy systems in all new county buildings as well as major renovations for existing public buildings.

### Aggregate Net Metering

MDV-SEIA, along with MEA, strongly supported the implementation of ANM as a permanent program in 2014 during committee hearings. Thanks to the support of CJ Colavito (Standard Solar), for representing MDV-SEIA and Ken Stadlin (Kenergy Solar), Kerinia Cusick (SunEdison) and Colin Murchie (Solar City) for staying engaged and advising on the issue.

## Continued **ROOM FOR** **GROWTH IN** **VIRGINIA**

new role as members of the Natural Resources and Energy transition committee.

Additionally, MDV-SEIA Virginia members are working closely with the McAuliffe transition team and legislators to outline priorities and steps to grow solar in Virginia. Through a rigorous and highly collaborative process the MDV-SEIA Virginia Policy Committee has established the following policy priorities: raise awareness of the solar energy sector in VA, develop a tax credit for solar, the reclassification of solar related to machinery and tools tax and the establishment of a mandatory RPS.

## JOB POSTINGS



### URBAN GRID SEEKS PROJECT AND MARKETING ADMINISTRATOR

Urban Grid is a leading developer and financier of commercial solar projects throughout the Mid-Atlantic and North-East. We work with commercial, educational, government and non-profit organizations to provide long-term renewable energy solutions. Urban Grid is positioned for strong growth in the mid-sized to large solar development market, and is offering an outstanding opportunity to an individual seeking an exciting work environment in one of the most important industries in the 21<sup>st</sup> century.

**Job Title:** Project Administration

**Job Location:** Stevensville, Maryland (Across the Bay Bridge from Annapolis)

**Basic Job Purpose:** Provide project and marketing administrative support for all levels of Urban Grid's management team. This will include support for 1) existing project asset management 2) business development/sales 3) project administration and 4) marketing.

**Additional Information:**

Additional information is available at [www.urbangridco.com](http://www.urbangridco.com). Urban Grid is looking to fill this position commencing in early January, 2014. To apply, please submit a resume, cover letter, and references to [info@urbangridco.com](mailto:info@urbangridco.com).



### PRINCE GEORGE'S COUNTY SEEKS ADMINISTRATIVE ASSISTANT

The Department of Environmental Resources, Policy Section, is currently seeking qualified applicants to fill an Administrative Assistant IV position, grade G27.

This is a high level of professional, administrative and supervisory staff work with primary responsibility for handling complex policy and legislative assignments. The incumbent in this position will report directly to the Director of Environmental Resources.

For more information, [view the full job listing online](#).