

MARYLAND RENEWABLE PORTFOLIO STANDARD



MDV-SEIA



PROTECT MARYLAND'S SOLAR JOBS INCREASE THE RPS AND SOLAR CARVE-OUT

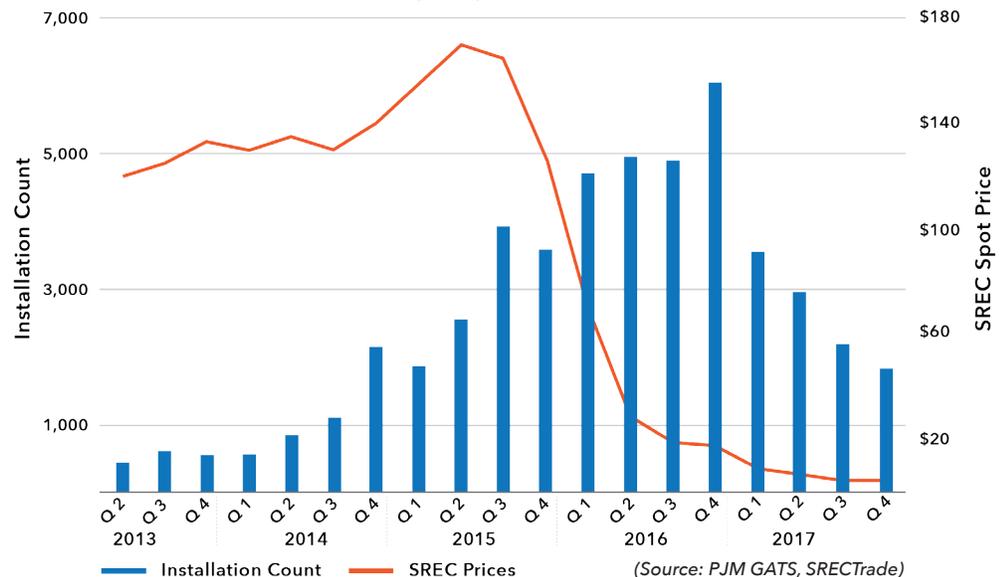
MEET THE MARYLAND SOLAR INDUSTRY:

- Over **5,300 solar workers** in 2017
- They are: rooftop installers, sales managers, electricians, skilled technicians, engineers, and other full time workers
- Nearly **\$2.3 billion in solar investment since 2007**, deploying enough solar for over 90,000 homes per year
- The national median wage for a solar installer is **\$26 per hour**

MARYLAND IS LOSING SOLAR JOBS

- There was a 49% decline in Maryland solar installations last year, the largest drop in the country, triggering widespread job losses
- The Maryland Renewable Portfolio Standard (RPS) that supported solar isn't keeping up, and now restricts future solar growth
- Installers and developers are laying off employees and/or shifting focus to other states with better markets
- In January 2018, President Trump issued import tariffs on solar panels; a move that is expected to cost nearly 800 solar jobs in Maryland unless our state strengthens the RPS

Declining Maryland Solar Market



WHAT HAPPENS IF WE DO NOTHING?

The solar decline **will** continue, with Maryland losing more jobs and investment. Unless the solar targets in the RPS are increased, there will be low demand for solar. Solar will only be available for those who can afford it.



CREATE THOUSANDS OF JOBS AND ATTRACT INVESTMENT

- *Maryland's Climate Action Plan found that the existing RPS is expected to produce \$6.4 billion to \$6.6 billion in net economic output, and \$4.3 billion in wages over the lifetime of the program*
- *63% of the combined Fortune 100 and Global 100 companies have set a renewable energy or greenhouse gas reduction goal*
- *Businesses like Amazon, Marriott, and Lockheed Martin are committing to meet their energy needs with 100% renewable power. A strong RPS will retain and attract major companies to Maryland*
- *The solar industry supports men and women of all education and vocation levels, from the rooftop installer in Baltimore to the project manager on the Eastern Shore*

HOMES AND BUSINESSES SAVE MONEY

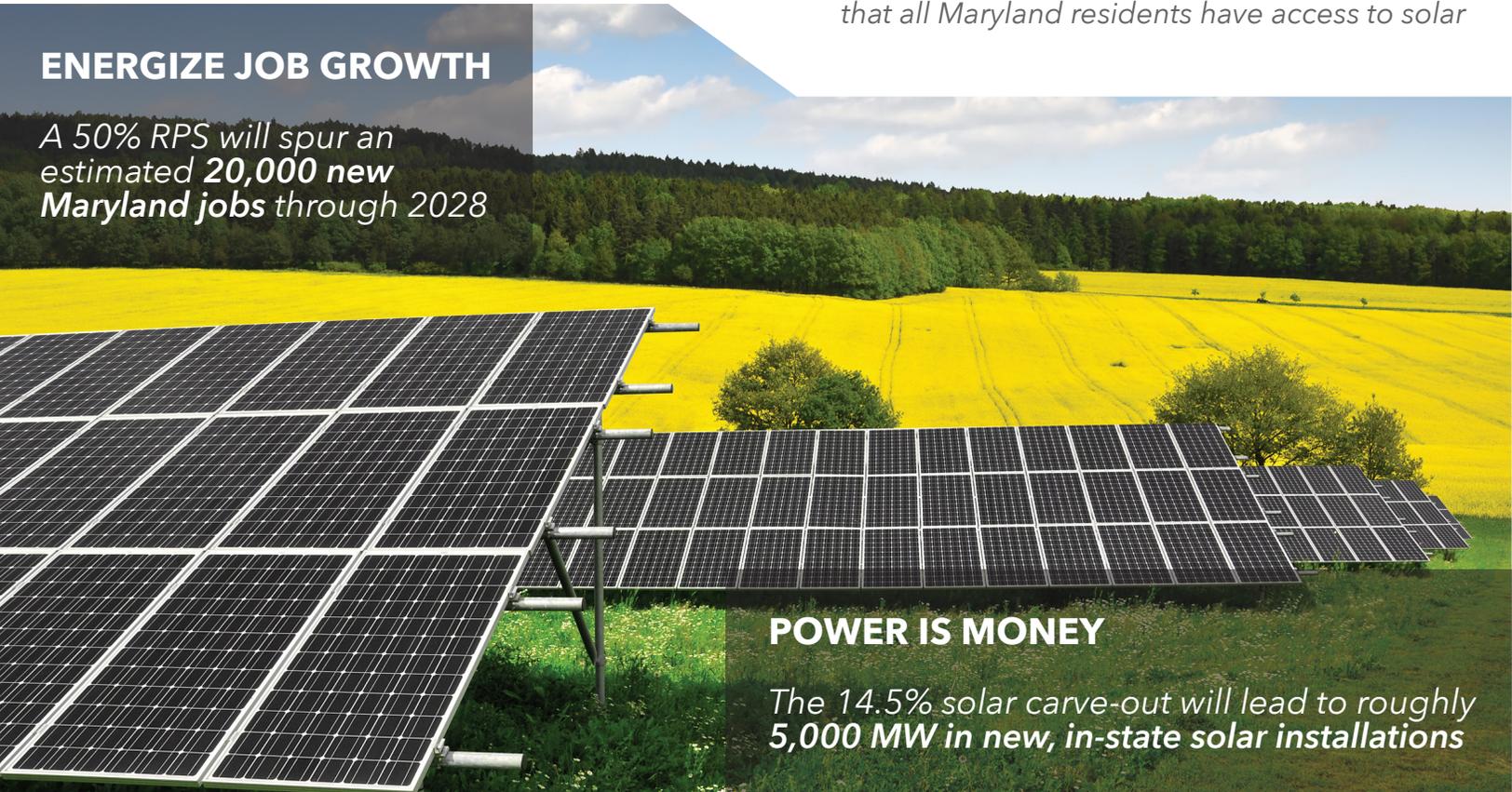
- *Investing in solar drastically reduces electric bills*
- *Solar protects communities from rising energy costs and provides an opportunity for homeowners to potentially boost property values*
- *Businesses can lock in low electricity prices for years by investing in a solar array*

ENSURE SUCCESSFUL COMMUNITY SOLAR

- *Maryland created a 3 year pilot community solar program that expires in 2019*
- *Community solar makes it possible for anyone to access solar energy, including renters and low income residents*
- *The current RPS market is a barrier to low and medium income residents participating in community solar*
- *A successful community solar pilot will ensure that all Maryland residents have access to solar*

ENERGIZE JOB GROWTH

*A 50% RPS will spur an estimated **20,000 new Maryland jobs** through 2028*



POWER IS MONEY

*The 14.5% solar carve-out will lead to roughly **5,000 MW** in new, in-state solar installations*



FOR IMMEDIATE RELEASE

Virginia Solar Jobs Increase 10% in 2017, Faster Growth Remains on the Horizon

The Maryland-DC-Delaware-Virginia Solar Energy Industries Association (MDV-SEIA) welcomed [a new report from the Solar Foundation](#) that found the number of solar jobs in the Commonwealth [increased 10% in 2017](#). According to the national solar jobs census, Virginia added 329 solar jobs. The state now employs 3,565 solar workers, which includes rooftop installers, engineers, sales and marketing professionals, developers, and electricians.

Virginia has become an emerging solar market as businesses and residents alike recognize the cost savings of renewable energy. Last year, Amazon brought five new solar projects online to power its cloud data centers. The [arrays totaled 180 megawatts](#), enough to power 34,000 homes. In October, Facebook announced it would invest \$1 billion toward a [data center in Henrico County](#) and build multiple solar facilities to meet all the data center's electricity needs.

Devin Welch, co-founder of Charlottesville-based Sun Tribe Solar, notes, "The solar industry is a major driver of job growth nationally and especially here in Virginia. The last two years have seen an explosion in the demand for renewable energy. To meet that demand, tens of thousands of new clean energy jobs have been created. Many of these jobs are high-paying and don't require a college education, bringing opportunity to a segment of the job market that has been contracting for decades. We added over a dozen full-time positions to the Sun Tribe team this year. Put simply, the solar industry is hiring."

Despite recent growth, [Virginia lags behind other states](#) when it comes to a strong policy portfolio. The Commonwealth [ranks 31st in solar jobs per capita](#) – this could improve should the legislature address barriers to solar deployment. For example, households that install a system above 10 kW incur [a standby charge](#) on their electricity bill, reducing the cost savings solar homeowners enjoy in other states. Net energy metering – which enables solar homeowners to be credited for the electricity they send back to the grid – [is capped at just 1%](#) of aggregated electricity demand.

Paul Risberg, President of Altenergy in Staunton and Charlottesville, remarks, "While the challenges of building solar in Virginia are significant, Altenergy has grown our staff within the Commonwealth from 18 to 28, and nationally to 54. We are confident that growth will continue, as the demand for clean energy and the desire to limit environmental exploitation grows each day."

To make Virginia a leader in solar policy, MDV-SEIA has been building policy consensus among investor-owned utilities, co-ops, environmental advocates, and manufacturers in a process now referred to as [the Rubin Group](#). This year, the association helped craft legislative language to declare 4,500 MW of solar power in the public interest, representing a direct investment of \$7



billion in the Virginia economy, generating millions in tax revenue for localities, and saving ratepayers money in the long run. The General Assembly is slated to vote on the legislation as part of the “Grid Modernization” bill, [SB 966](#) and [HB 1558](#), which passed out of the House Commerce and Labor Committee on Thursday and then passed the senate on Friday.

In 2018, MDV-SEIA will reconvene with other energy stakeholders to improve rate design for households and businesses that want to go solar, and increase customer access to clean, renewable electricity.

ABOUT MDV-SEIA

MDV-SEIA represents solar installers, developers and manufacturers throughout Maryland, D.C., Delaware, and Virginia. The association analyzes and communicates the market impacts of state and local energy policy, and helps to shape these policies in the region. MDV-SEIA’s leadership has resulted in expanding community solar programs, increasing state-level incentives, and providing education to further expand development and access to clean energy technologies. Visit us at <http://www.mdvseia.org>

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CNFA TECHNICAL PROPOSAL

FEED THE FUTURE MALAWI AG DIVERSIFICATION

RFP NO. SOL-612-16-000008

Inclusive Growth of Agricultural
Incomes and Employment

Offeror:

CNFA, DUNS Number: 153876610
1828L Street NW Suite 710
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www.cnfa.org

Submitted to:

USAID/Malawi
Mr. Craig Riegler, Mr. Rajab Banda & Mr. Armando Espinosa

May 23, 2016



Resiliency of Smallholder Farming
Systems Strengthened



MALAWI

Authorized Point of Contact

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Women Empowered



Nutritional Status of Women and
Children Improved



CNFA
Cultivating New Frontiers
in Agriculture



KENYA



Agrodealer Strengthening Program

The three-year Kenya Agrodealer Strengthening Program (KASP) project, made possible by a grant from the Alliance for Green Revolution in Africa (AGRA), strengthened Kenyan agrodealers by providing training in business management and productive farming methods, as well as increased farmer access to agrodealers in remote areas, ultimately raising rural incomes and increasing household productivity.

CNFA worked to improve the input supply and output marketing distribution channels available to smallholder farmers in rural Kenya by expanding a commercially viable network of rural retail enterprises. Through KASP, we built on the foundation of existing agrodealers in Kenya and expanded the network to cover 85 districts located in targeted agricultural areas across the country.

Expansion of this network benefited smallholder farmers by greatly reducing the distance traveled to obtain needed equipment and farm inputs. Many such items are difficult to transport long distances, especially in areas where roads and other infrastructure are lacking.

OUR IMPACT

1,976
Agrodealers trained and certified through CNFA's six-module Business Management Training Course

\$2.6 million
Credit leveraged by 756 agrodealers

142,789
Farmers attended 332 field days, demonstration plots, and exhibitions featuring 52 companies supplying inputs and other agricultural services

169,734
Metric tons of seed and fertilizer sold through KASP agrodealers



CNFA

PARTNER: Alliance for a Green Revolution in Africa (AGRA)

Program Approach

- Strengthened the business and technical skills of agrodealers to better serve the needs of smallholder farmers;
- Improved rural access to finance to jump-start agrodealer enterprises in areas where none existed;
- Increased smallholder farmer access to larger markets in which to distribute their products by working with agrodealers to develop and deliver basic output marketing training;
- Increased farmer awareness of market opportunities, helping to link them to existing market channels;
- Advanced agricultural policy advocacy by creating a mechanism for sustaining a public-private policy dialogue.

Agrodealer Surveys: CNFA carried out agrodealer surveys in all 85 districts of KASP operation. Through AGMARK, CNFA's local affiliate, we developed a comprehensive database with 5,156 agrodealers, representing 52% of the estimated 10,000 agrodealers in Kenya at the time.

Business Management and Technical Training: We certified, 19,976 agrodealers through a six-module business management training program that included sessions on managing working capital, managing stocks, costing and pricing, selling and marketing, record keeping, and managing business relationships.

National Accelerated Agricultural Input Access Program: Since its inception in 2008, KASP was involved in the program by preparing agrodealers with business and technical skills, as well as financial

support to enable the agrodealers to provide farmers with the correct information and inputs. The subsidy program worked with more than 60 districts (over 95,000 farmers) in the country. Those who benefited from the program received seeds and fertilizers valued at \$7,757,478.

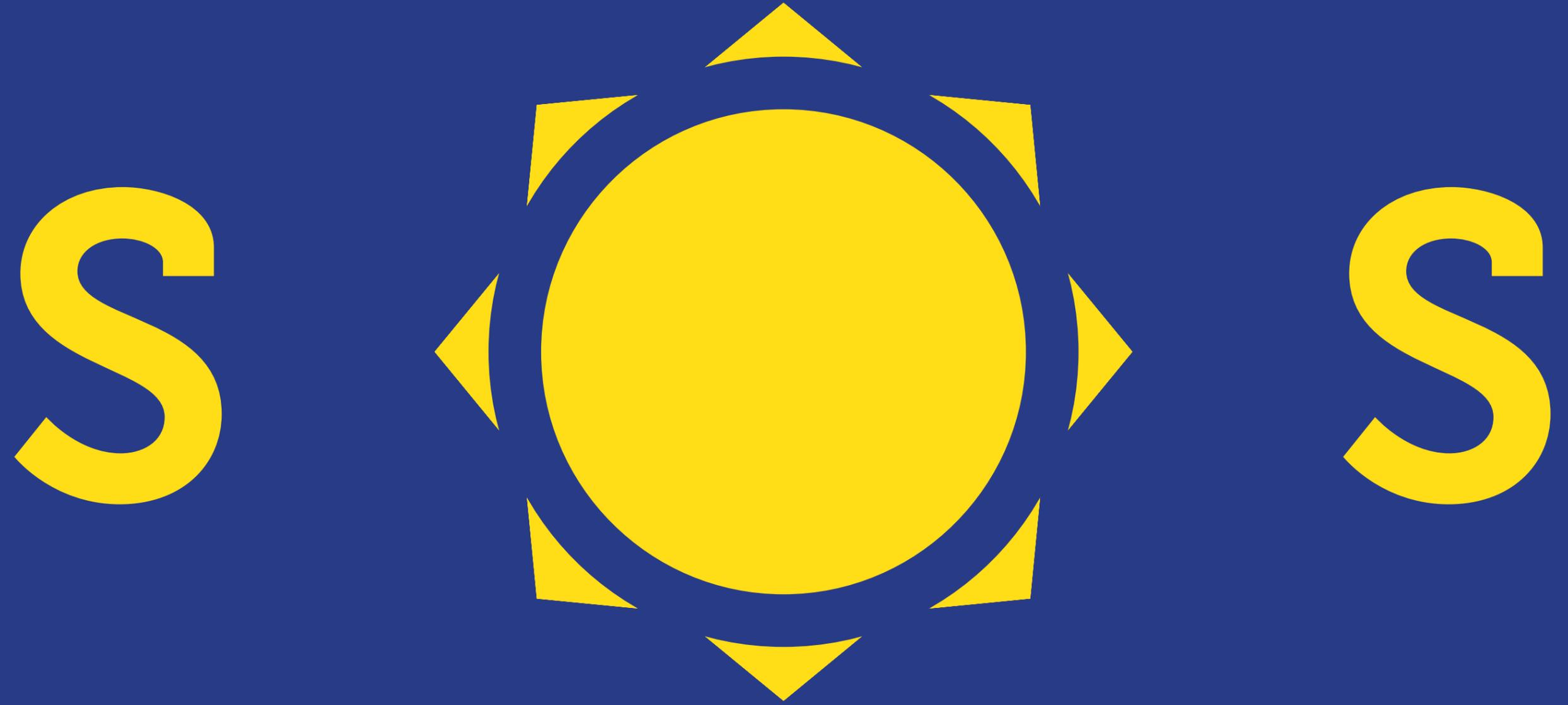
Technical Training: CNFA/AGMARK facilitated agrodealer training on technical knowledge of inputs by input supply companies, in addition to project training on seeds, agrochemicals, veterinary and fertilizer companies, product knowledge, and safe use.

Output Marketing: CNFA strengthened the linkage between input and output distribution channels, and used the rural retailer as a link back to cash markets for their farmer customers. The agrodealer served as a strategic point in the value chain. KASP additionally provided agrodealers with small matching grants to improve their storage facilities, added small-scale processing capacity, and invested in transportation, packaging, and handling equipment for farmer outputs.

Demand Creation: Demand creation activities were crucial in the KASP program. Through these activities, farmers were exposed to the different methods of growing crops, the use of hybrid seeds, the use of veterinary products, and the proper handling of fertilizer and other farm products.

Association Development: Association development was at the core of KASP activities by creating a sustainable forum for advocacy on behalf of small businesses and agrodealers throughout the target districts and more broadly, nationwide. CNFA/AGMARK activities led to the formation of 25 agrodealer associations, including one national-level association.





SAVE OUR SOLAR

★ SOLAR ★

★ FEEDS MY ★

★ FAMILY ★

★ SOLAR ★

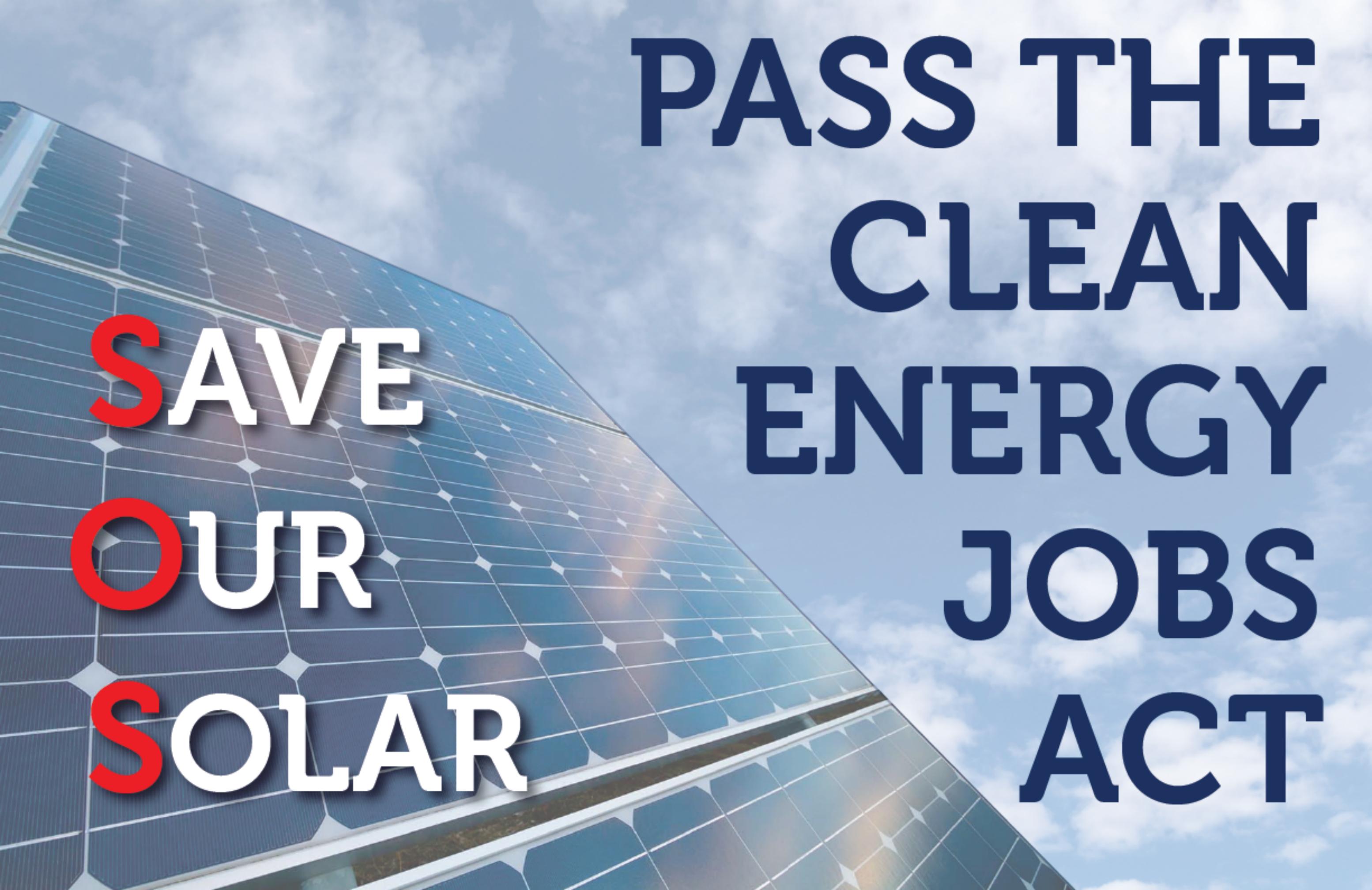
★ FEEDS MY ★

★ FAMILY ★

MARYLANDERS



SOLAR ENERGY



**PASS THE
CLEAN
ENERGY
JOBS
ACT**

SAVE
OUR
SOLAR