

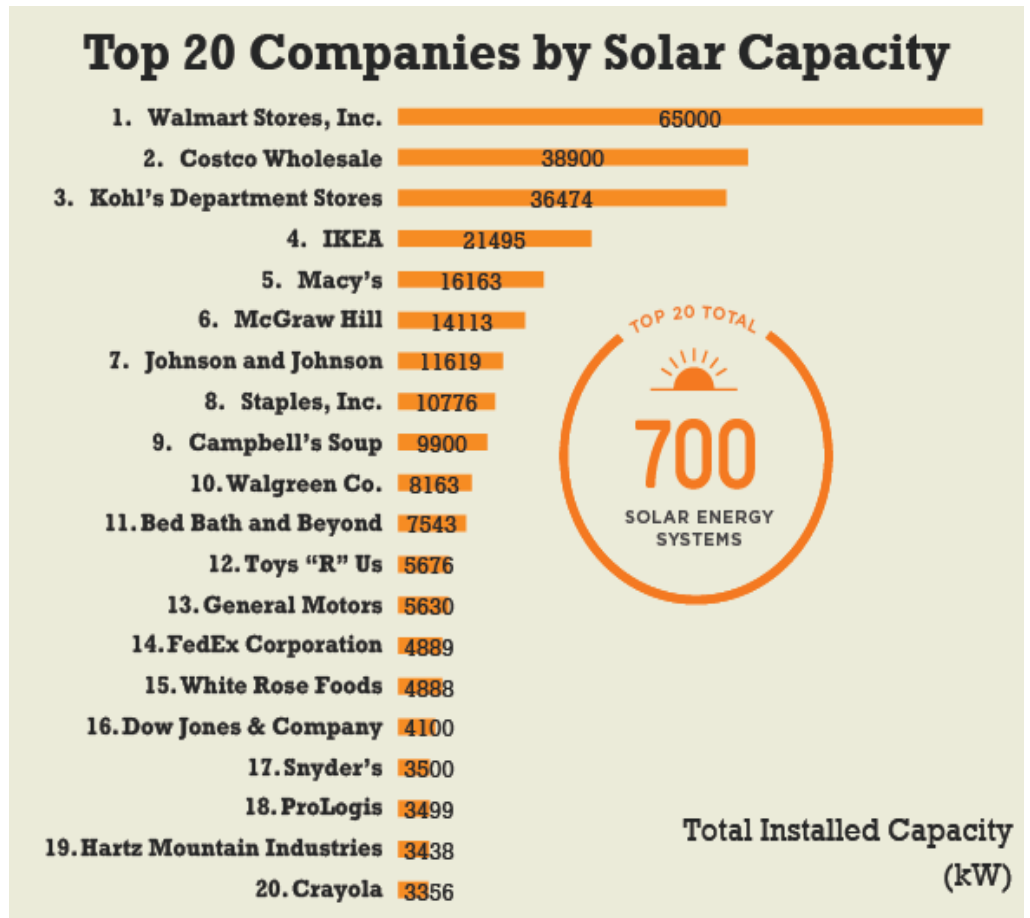
Solar Means Business: Top Commercial Solar Customers in the U.S.

What do Walmart, Costco, IKEA, Kohl’s, Johnson & Johnson, and FedEx have in common? They know a smart investment when they see one, and they are all adopting solar energy in a big way. From the largest corporations to small businesses, U.S. companies are installing solar energy to take control of their energy costs and improve their bottom line. As of mid-2012, businesses, nonprofit organizations, and governments agencies across the U.S. have deployed more than 2,300 megawatts (MW) of solar electric (photovoltaic or PV) systems on more than 24,000 individual facilities. SEIA and Vote Solar’s *Solar Means Business* report highlights those companies that have deployed the most solar energy at their facilities for on-site consumption. And more is coming; these companies continue to install hundreds of solar projects nationwide.

Solar Value Proposition

Energy can make up a significant portion of a business’ operating costs. Companies are installing solar at record rates because it reduces operation expenses, improves their bottom line, and allows them to focus resources on their core business strategies.

The price of solar energy systems has dropped rapidly over the past five years. In some places, it is more cost-effective to deploy solar than to buy electricity from the local utility. And no matter where the company is located, solar provides predictably-priced electricity for 20 to 30 years. This hedge against utility price volatility is highly valuable to businesses that are focused on managing long-term budgets. Combined with innovative financing options that further reduce upfront costs, solar has a new value proposition that makes good business sense for major companies nationwide.



Rankings by Installed Capacity

Companies across the country have made enormous investments in solar to manage their operating costs. The list above ranks the top 20 of these companies by the installed capacity, or the maximum power potential measured in kilowatts (kW, 1,000 kW= 1 MW), of all of their on-site solar installations.

Rankings by Number of Systems

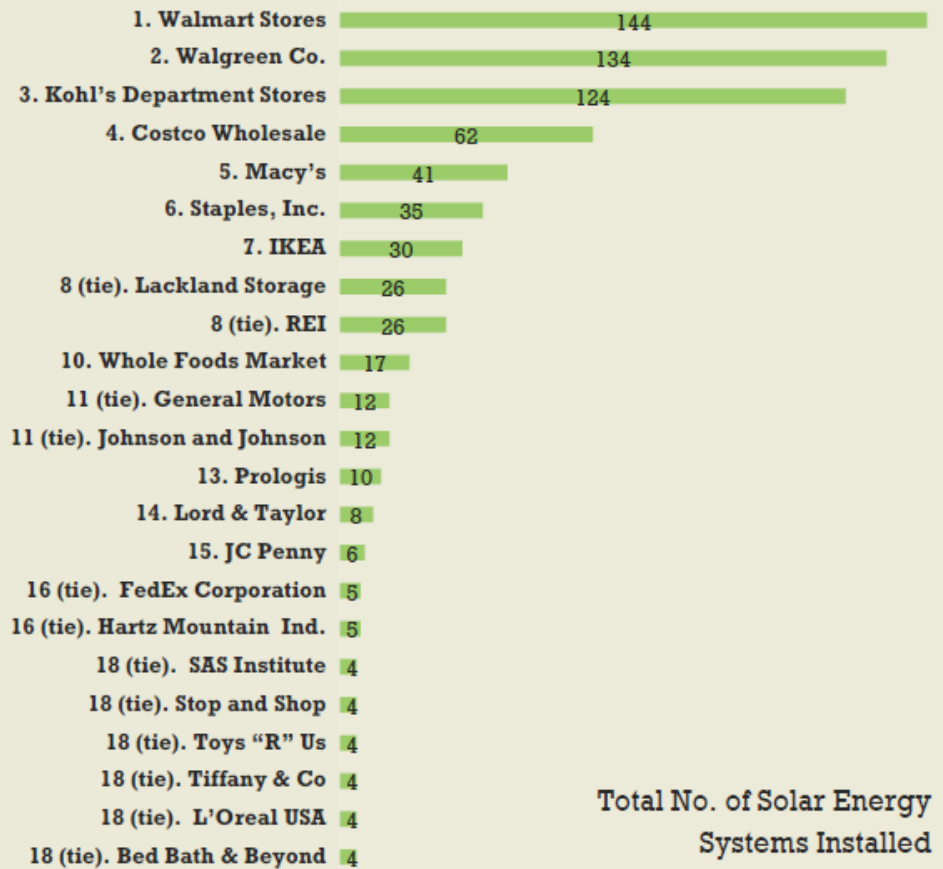
Some companies have high energy demand at a single facility and build one or two large systems to meet that need. Others have dozens or hundreds of stores and facilities that could benefit from solar. The rankings to the right list the top 20 companies by the number of solar installations at company locations.

Big Plans

The companies ranked here and many more continue to expand their investments in solar energy at a rapid pace. Companies such as Apple, which has a 20 MW system under construction at a datacenter in North Carolina, have announced plans for major solar deployment. General Motors has ambitious plans to install 125 MW of renewables by 2020 as well.

Businesses as well as other large energy consumers like non-profits, schools, and public agencies are expected to add 7,000 MW of additional PV systems over the next five years. That's enough to replace seven retiring coal power plants.

Top Companies by Number of Systems



Please note these rankings are as of August 2012. Please visit <http://www.seia.org/top20solar> for the full report.

About the Solar Energy Industries Association®

Established in 1974, the Solar Energy Industries Association is the national trade association of the U.S. solar energy industry. Through advocacy and education, SEIA® and its 1,100 member companies are building a strong solar industry to power America. As the voice of the industry, SEIA works to make solar a mainstream and significant energy source by expanding markets, removing market barriers, strengthening the industry and educating the public on the benefits of solar energy.

For more information, please visit www.seia.org.