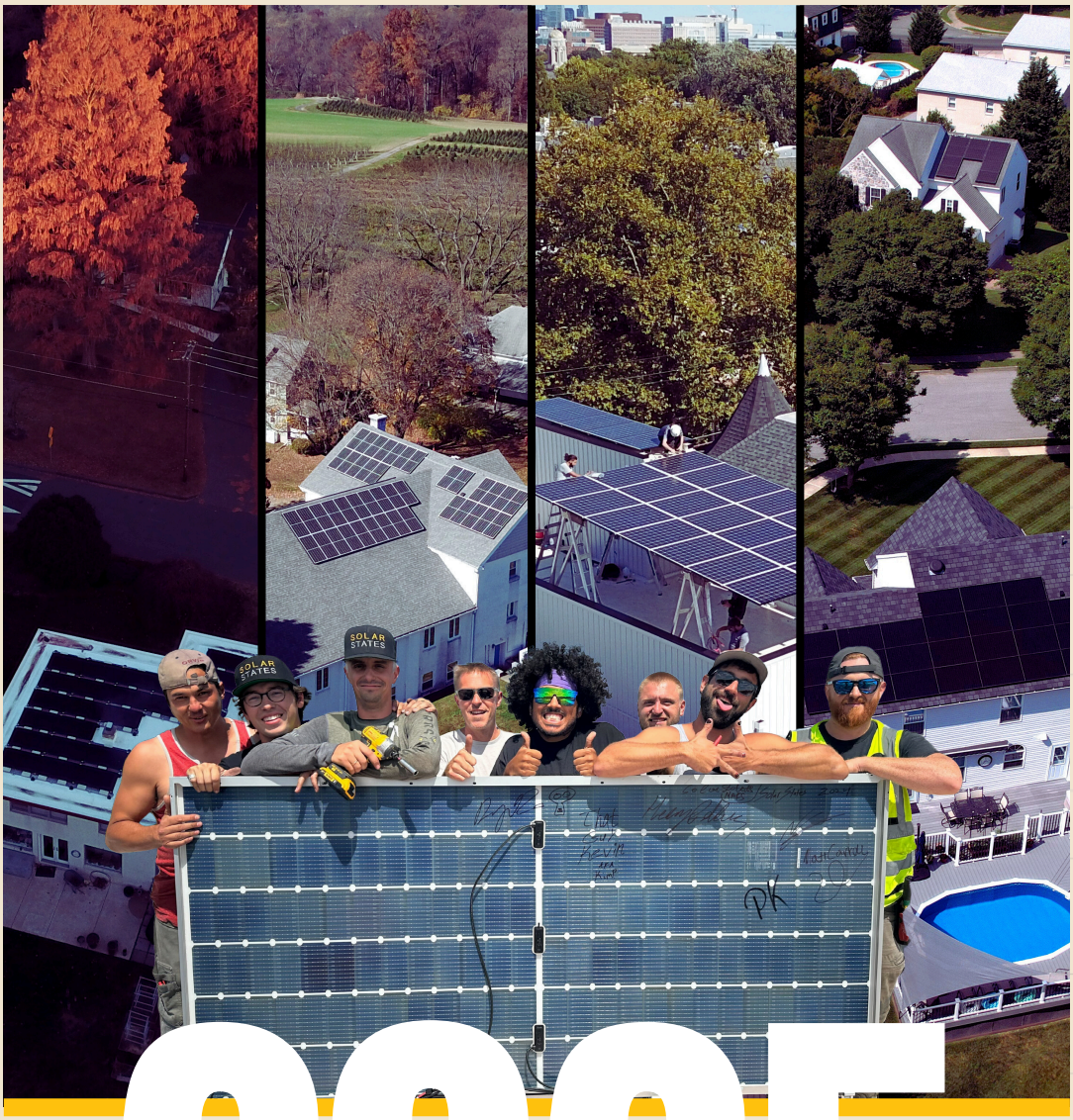
The Dual-Mission Solar Company Since 2008



2025 POWER REPORT

SOLAR STATES

FIND YOUR POWER

2025 POWER REPORT

Proud...

Trained 132 students: accepted 27 as interns, hired 10 full-time. Expanded education programs to Chester County and Harrisburg. Completed nearly 300 installations, including a year's worth of solar in just 3 months.

Lobbied DC, pushed for change with friends on Capitol Hill and in front of Philly's City Hall. Change came and the work rush ensued. Crews worked weekends and staff worked nights. *All* records fell: most employees ever, most modules installed in a month, in a year, most systems serviced, and so on. "*Overtime Approved*" was the theme of the year.

Setting records is a stress test. We learned a *lot,* and I look forward to improved systems in 2026 that enable us to expand our dual-mission further - more opportunities provided, more systems installed. 18 years in this is only the start!

Looking back, we're a *little* tired, a lot of grateful, and above all - proud.

Micah Gold-Markel, Founder



2025 POWER REPORT

Scan ▶ to play

Let's Get Down!

Solar States became a Certified B-Corporation in 2017. This year, **B-LAB'S PODCAST *GET DOWN TO BUSINESS* MADE A STOP IN PHILLY TO TALK CORPORATE GOVERNANCE WITH MICAH AND JAEL.** This was Micah's first experience in a Hair & Makeup chair. Scan the QR to watch the full conversation on YouTube!

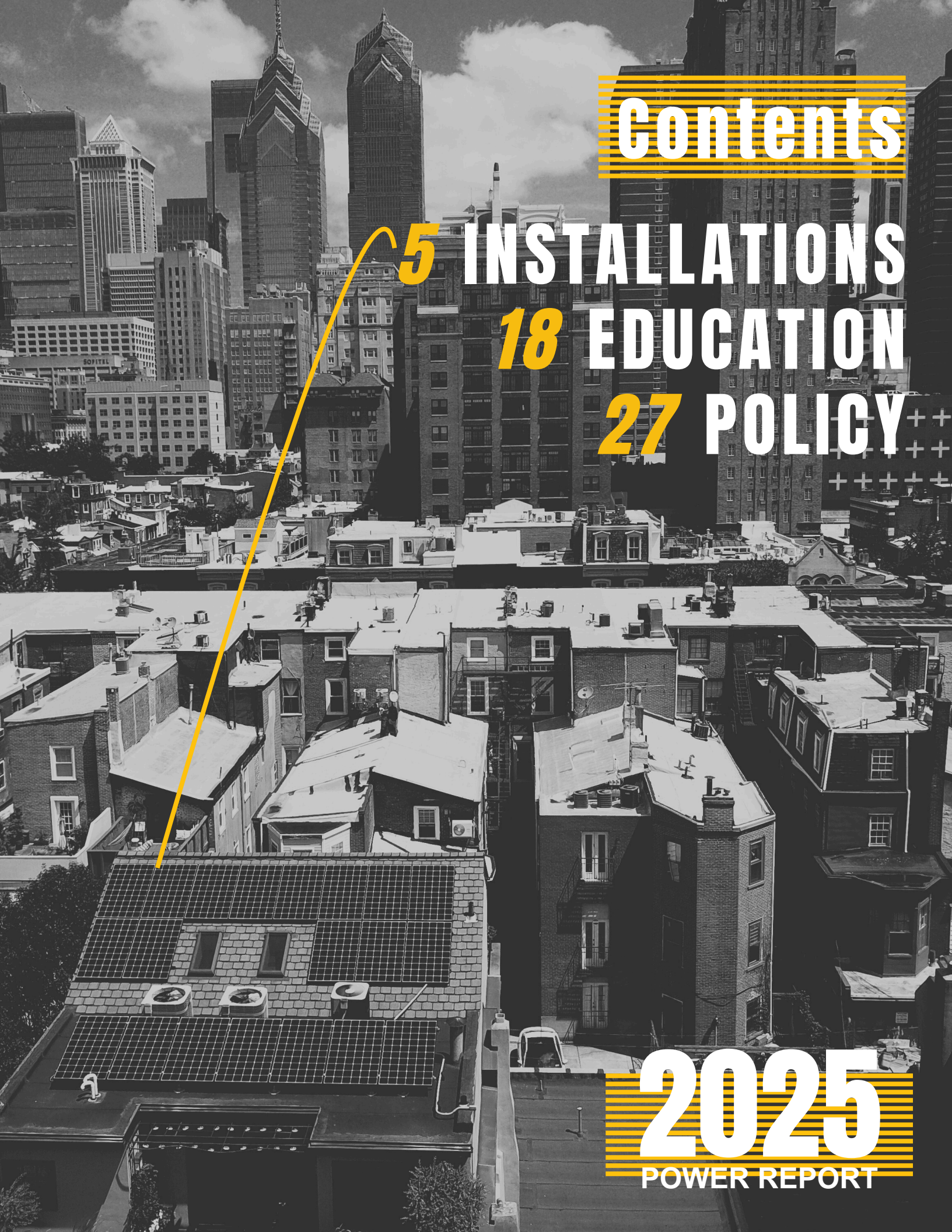
Our Overall B Impact Score



- **107** Solar States B Impact Score
- **80** Qualifies for B-Corp Certification
- **50** Median Score for Ordinary Business

Jael
CFO / DOER OF B-CORP RE-CERTIFICATION PAPERWORK!





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2025 POWER REPORT



PART 1

INSTALLATIONS

2025 POWER REPORT

INSTALLATIONS

FIND YOUR POWER

The Climb

The residential tax credit was set to expire December 31st. That meant one thing: every system sold needed to be installed by year's end.

In June, July, and August, we sold a full year's worth of solar. In October, November, and December, we installed it all.

Sales signed a record number of clients while staying honest about timelines. Pre-Construction engineered, permitted, and interconnected a record number of systems working days, nights, and weekends. Warehouse & Procurement added shipping containers and *quadrupled* daily install prep. Directors and project managers even left their desks to work alongside field crews! Finally, Install teams reached the summit, working Saturdays, in cold, in snow, in rain without not a single major incident.

We had a mountain to climb. We climbed it together!

INSTALLATIONS

FIND YOUR POWER

BY THE NUMBERS

253
RESIDENTIAL INSTALLATIONS

37
COMMERCIAL INSTALLATIONS

5.5
MW INSTALLED

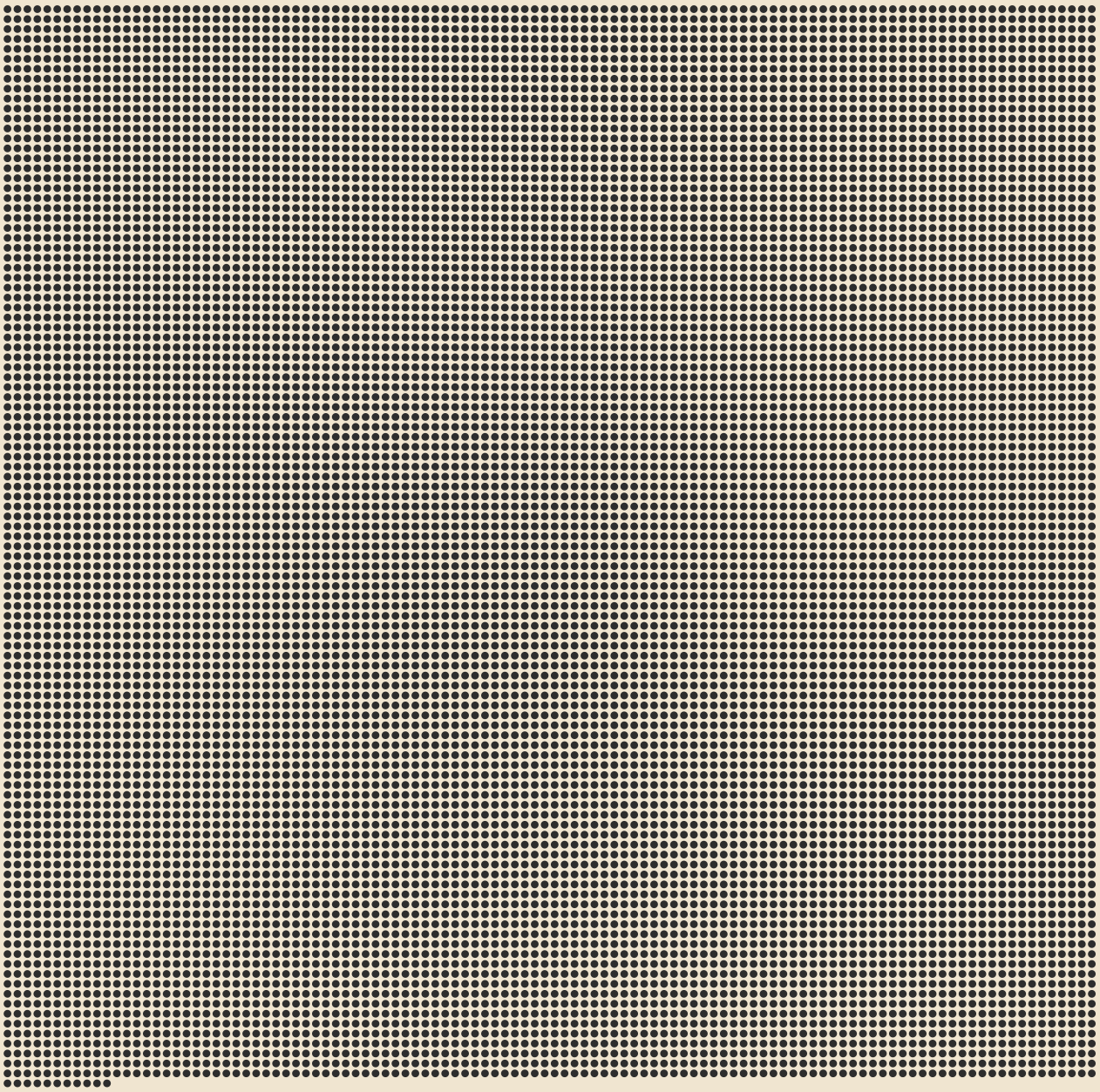
194
SYSTEMS SERVICED

2025
POWER REPORT

SOLAR STATES
FIND YOUR POWER

BY THE NUMBERS

11,891 panels installed in 2025



Yes, that is 11,891 dots.

INSTALLATIONS

FIND YOUR POWER

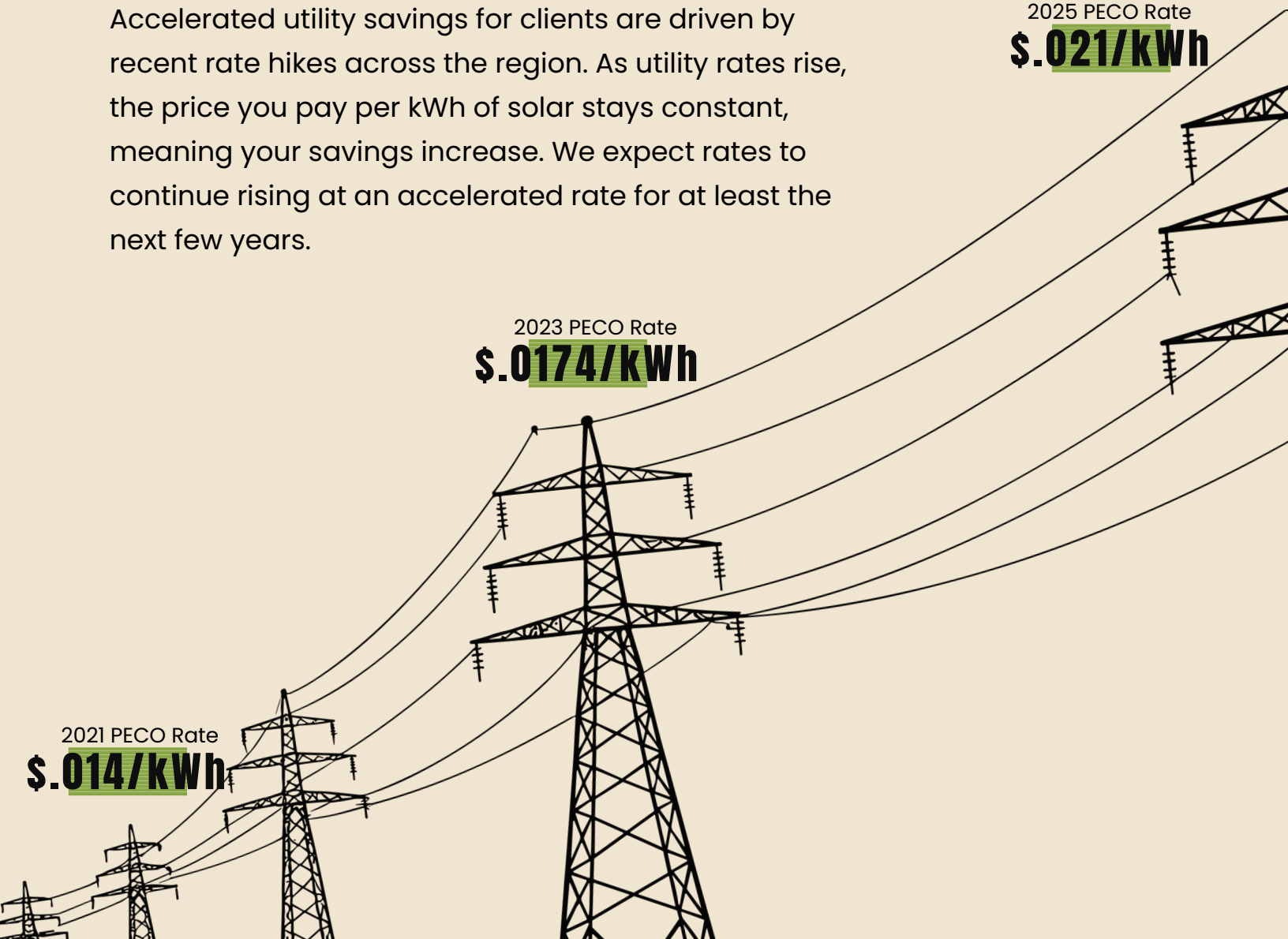
BY THE NUMBERS

$15,000,000+

IN LIFETIME UTILITY SAVINGS FOR CLIENTS

Massive Rate Hikes

Accelerated utility savings for clients are driven by recent rate hikes across the region. As utility rates rise, the price you pay per kWh of solar stays constant, meaning your savings increase. We expect rates to continue rising at an accelerated rate for at least the next few years.



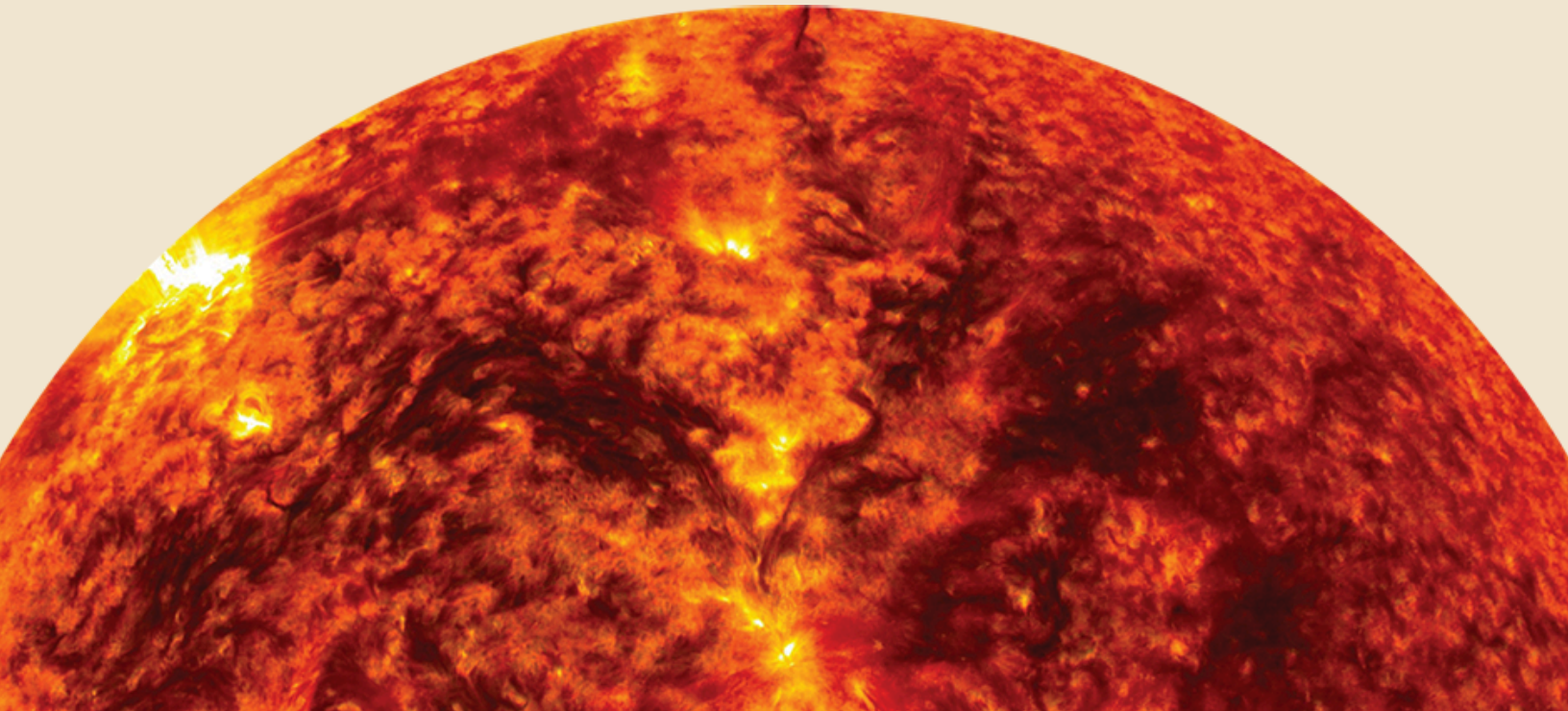
BY THE NUMBERS

BETTER THAN THE ENERGIZER BUNNY

IT'S NOT AS CUTE AS THAT RESTLESS LITTLE BUNNY,
BUT YOU CAN'T ARGUE WITH THE SUN'S RESULTS!

60,000+

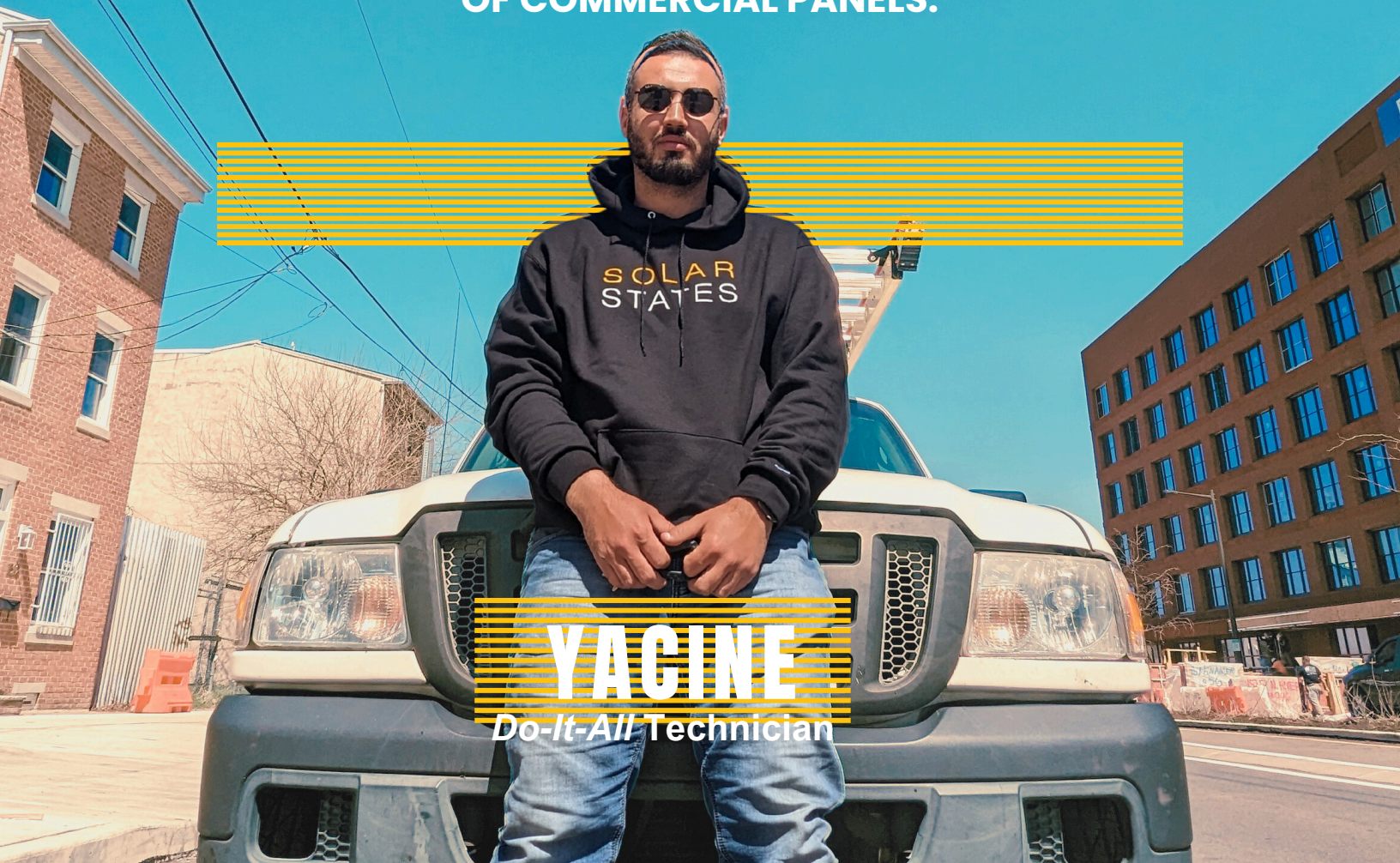
METRIC TONS OF CO2 EMISSIONS AVOIDED ACROSS ALL SYSTEMS, ALL-TIME



COVERAGE FOR ALL

A NUMBER OF SOLAR INSTALLERS ACROSS THE REGION CLOSED SHOP IN 2025, LEAVING THOUSANDS OF SYSTEMS STRANDED. WE MADE ENORMOUS PROGRESS EXPANDING OUR OPERATIONS & MAINTENENCE DEPARTMENT TO ACCOMODATE THE INFLUX OF INQUIRIES FROM THESE FOLKS.

WE CAN SERVICE ANY SIZE SYSTEM, FROM ROWHOMES TO ROWS AND ROWS AND ROWS OF COMMERCIAL PANELS.



YACINE
Do-It-All Technician



CHECK-IN

GERMANTOWN JEWISH CENTRE

Background & Summary

In 2023, the Germantown Jewish Centre (GJC) partnered with Solar States to install a 117-panel solar array on its Education Building — a living example of Tikkun Olam, the Jewish call to "repair the world." Within a year, the system was outperforming projections, cutting costs, and inspiring other congregations. "This is an exciting opportunity for the Germantown Jewish Centre community to continue our work to reduce CO_2 emissions, save operating costs every month, and support the mission of our Early Childcare Program," said Sherman Aronson of GJC's Green Team.

"We don't always see it working up there every day," said Eric Wrod, "but it's making a difference for the future of our shared world."

Community Leadership

Backed by its Green Team and member fundraising, GJC hosted a zero-waste Solar Celebration Concert to mark the project's success. In 2024, the Pennsylvania Solar Center honored the congregation with the Lodestar Award for leadership in renewable energy.

System Impact & Savings

The array produces about 67,000 kWh of clean power annually, reducing Education Building electricity use by 50%. The project saves roughly $8,000 per year, and as PECO rates climb, those savings are rising too, helping GJC stabilize costs while strengthening its environmental mission.



1 YEAR IN...

CHECK-IN
Elmwood Park Zoo

Background & Summary

Elmwood Park Zoo's new Welcome Center and Frank & Paige Engro Veterinary Health Center runs on a 449-panel solar array installed by Solar States across two segmented roofs. The system generates over 350,000 kWh annually—equivalent to the carbon captured by 215 acres of forest—and saves the Norristown zoo more than $30,000 per year. PECO's solar rebate programs provided over $40,000 in incentives for the project, which was completed in summer 2024.

The solar installation complements other sustainability features in the building, including bird-safe glass etched with stripes to prevent collisions and a rainwater recycling system that irrigates plants and flushes toilets.

In **August 2025**, the Zoo partnered with Solar States for a Solar Safari event that educated visitors about the energy system, inverters, and electrical infrastructure—turning the visible rooftop array into a teaching tool for the community.





5 YEARS IN..

CHECK-IN
GREENFIELD

Background & Summary

Greenfield Manufacturing in Northeast Philadelphia proves what's possible when industrial buildings go solar. This warehouse—once powered by coal, the old smoke stack still standing as a reminder—now runs entirely on sunshine. The large, flat rooftop was a natural fit for an array that powers the facility directly, turning unused space into a clean energy engine.



6ABC & THE MANUFACTURING BILL

State lawmakers joined Solar States and PennEnvironment at Greenfield to announce new legislation that was recently proposed to make new warehouses across Pennsylvania solar-ready. With over 16,000 warehouses across Pennsylvania, Greenfield is a glimpse of what commercial solar at scale could look like. 6ABC was on the scene - scan the QR to watch the segment!

NEW IN 2025

MEASURE YOUR IMPACT



New in 2025, Solar States clients can track their production and impact in the Solar States app, available on both the Google Play and Apple App Stores. The app also enables you to view important documents, make referrals, open support tickets and more!

GET IT ON Google Play

Download on the App Store



2025 WAREHOUSE BBQS

TEAM WORK MAKES THE DREAM WORK.

2025 POWER REPORT



NEXT UP

PART 2 **EDUCATION**

PART 2

EDUCATION

2025 POWER REPORT



EDUCATION

FIND YOUR POWER

NEW LOGO!



EDUCATION

Building Careers, Not Just Skills

In mid-2024, Solar States had a workforce development program—but not a clear pathway from training to lasting employment. We offered opportunities, but lacked the data, supports, and processes to ensure long-term success.

In 2025, that changed.

Our Education Department restructured the program around paid 8-week internships, because building a career shouldn't mean working for free. Drawing on feedback from installation crews, the team paired each intern with a dedicated mentor and developed an on-ramp schedule to help new hires acclimate to the job and their crews.

The results speak for themselves:	**2024**	**2025**
Interns Employed	5	27
Full-time Offers	3	10

The Education team itself has grown from 2 instructors to 9 staff members—including 5 instructors, an electrician, a safety manager, and 3 NABCEP-certified solar installation professionals. This expanded team continues to challenge and improve the curriculum, elevating the participant experience at every step.

This is what workforce development looks like when you invest in people from day one!



EDUCATION

FIND YOUR POWER

BY THE NUMBERS

100
STUDENTS TRAINED

Safety Prep!



100
CERTIFICATIONS PROVIDED

27
INTERNS ACCEPTED

10
FULL-TIME HIRES MADE

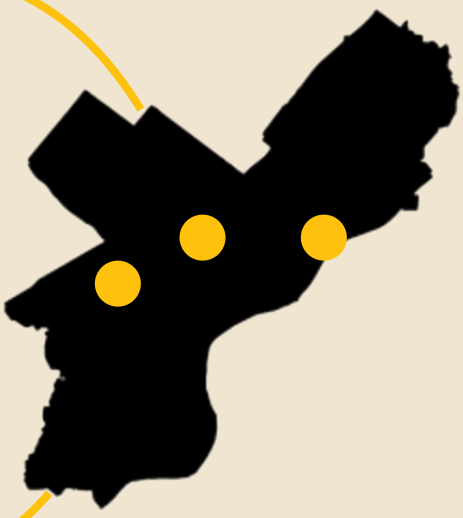
BEYOND THE CITY



HARRISBURG



CHESTER COUNTY



Our FIND YOUR POWER training programs reached beyond city limits this year, into Chester County and Harrisburg!

A special shout-out to the organizations that helped our programs GO this year: OIC Philadelphia, Tri-County OIC, Chester County OIC, Philadelphia JobCorps Center, Energy Coordinating Agency, PowerCorpsPHL, Philadelphia Energy Authority, Egg Harbor Township High School, Belmont Charter High School, Revolution School, YouthBuild Philly Charter School, and City of Philadelphia's Office of Safe Neighborhoods.

Graduates



One Hope

Find Your Power graduates—pictured here on the rooftop—shadowed Solar States installers on this Hunting Park church project, which sidesteps Pennsylvania's community solar restrictions by funding $600 annual grants to neighbors from the array's savings. Read more about the One Hope project in WHYY by scanning the QR code!

DAVID'S STORY

David graduated from our program with JobCorps PHL in 2024 and has been a Solar States Operations Specialist ever since. 40 of our 72 employees came through free training programs!



DAMYAN'S STORY

Big Picture Alliance provides filmmaking opportunities to Philadelphia youth. Their team followed one of our students, Damyan, through his program experience with Solar States. The 5-minute video features Solar States teachers, staff, and Damyan's perspective on solar education.

Scan to play





NEXT UP

PART 3 **POLICY**

PART 3

POLICY

2025 POWER REPORT





Policy Update

Christo Rey High School

Solar for Schools!

Background & Summary

Pennsylvania's Solar for Schools Grant Program, established under the Solar for Schools Act signed in July 2024, provides state funding to help schools across the Commonwealth offset the cost of going solar. Eligible institutions—including public school districts, charter schools, career and technical schools, intermediate units, and community colleges—can receive grants covering 30–50% of project costs, with maximum awards ranging from $300,000 to $500,000 based on each school's financial need. Funding supports equipment, installation, permits, energy storage, and utility interconnection. Governor Shapiro has committed to continuing the program with funding for 2026, reinforcing Pennsylvania's investment in clean energy for education.



With PennEnvironment & Co. at City Hall

Solar States joined PennEnvironment at City Hall to celebrate the release of their Solar for Schools report. The analysis focused on the transformative benefits to going solar for Pennsylvania schools, finding that adequate funding could save schools over $342 million in avoided utility costs over the lifetime of the systems. Philadelphia City Councilperson Kathering Gilmore-Richardson and Representative Elizabeth Fiedler were present at the ceremony, and we're grateful for their advocacy on the matter.



Policy Update

SECOND BAPTIST CHURCH OF GERMANTOWN

MAJOR CHANGES

The Big, Beautiful Bill

The federal landscape shifted significantly this year. In response to expiring tax credits and new rules that make solar less accessible to Americans, we adapted our model—most notably by launching our new lease offering.

The changes were challenging, but the path forward remains clear, as solar is still the cheapest form of electricity in a nation facing rapidly rising utility costs.

Letter-Writing & Lobbying Efforts

We hosted a letter-writing gathering at the office, traveled to Washington, D.C. with our Amicus Solar Cooperative partners to meet with senators, and met frequently with local representatives throughout the year. We appreciate everyone who showed up and made their voices heard!



Gathered with our Amicus Cooperative Partners and other solar advocates in D.C.



2025 BOWLING NIGHTS

TEAM WORK MAKES THE DREAM WORK.

2025 POWER REPORT

Rooftop solar canopies are a popular solution for city rooftops when clients want to preserve precious roof space while accessing the benefits of solar energy. This system was installed by Solar States founder Micah Gold-Markel in 2025.

ROOFTOP OASIS

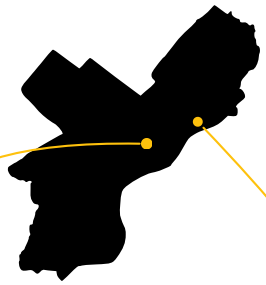


THANK YOU!

IMPT. REMINDER!

You thought you would escape this Power Report without a referral reminder? Think twice: Solar States pays you $500 when you refer a client to us. And it's not only profitable, it's easy: go to solar-states.com/refer to make your referral or, if you're an existing client, use your Solar States app (see page 15 to download)!

NOT HARD TO FIND.



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