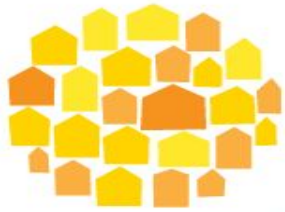


SunCommon Testimony in support of S. 267

Senate Committee on Finance

January 31, 2020





SunCommon at a glance

- Market solution to climate change
- Vermont's largest renewable energy business
- 8 years old, based in Waterbury
- Helped 5,000 VT families and businesses go solar
- Grown to 200 employees - 150 Vermont, 50 New York
- Continued growth, but mostly NY





Strong Local economic engine

- \$10 million annually on VT payroll & benefits
- \$ 9 million annually with other Vermont businesses

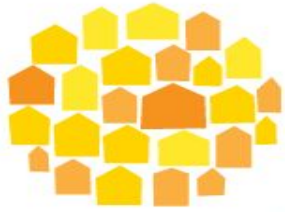




Changing Vermont demographics

- Governor Scott: average VT tradesperson is 56
- SunCommon employee median age is 32





Changing Vermont demographics

- 150 employees + 132 VT dependants cared for with full benefit package





Changing Vermont demographics

- Employ more women in solar engineering, project management, installation than any other VT company





Changing Vermont demographics

- Providing opportunities for Vermonters and bringing young people back home





Solar is just the beginning

Residential solar - roof, ground, canopy



Heatpumps



Energy Storage



EV Promotion

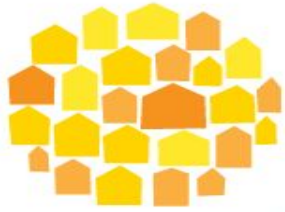


Onsite and in community

~~Community Solar~~

Commercial Solar - roof, parking canopy





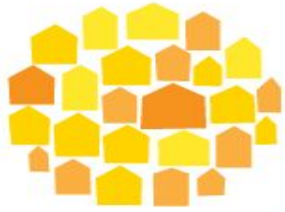
Onsite generation delivers huge value

1. Local economic engine
2. Drives adoption of other clean energy solutions
3. Delivers maximum resiliency benefit, moving beyond grandpa's grid

Importing energy, exports these benefits

Tier 2 will be probably 25% onsite DG





Vermonters Want This

1. Vermonters want to be/have to be part of the climate solution.
2. We have to meet them where they are at, and with available technology.
3. Solar energy in Vermont directly offsets fossil fuel burning in New England





Yet Vermont Hit the Breaks

800 clean energy jobs lost

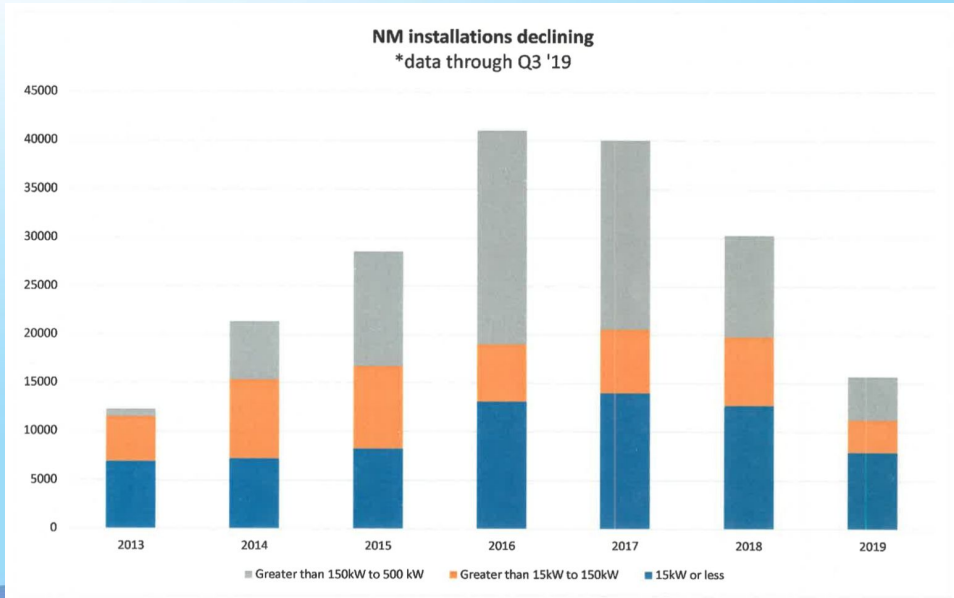
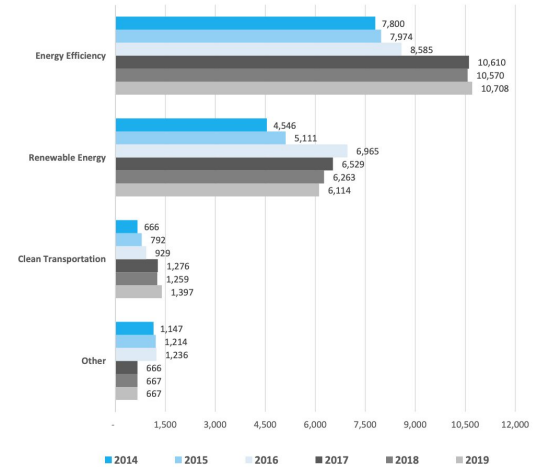


Figure 4. Clean Energy Employment Growth by Technology, 2014-2019²²



The decline in solar employment over 2018 is 8%, or 175 clean energy workers. Despite recent employment declines the state remains a leader in solar employment per capita, and solar energy generation workers still constitute nearly 33% of renewable energy generation workers in Vermont, at almost 2,000 solar workers. Modest increases in woody biomass (16 clean energy workers), bioenergy/biomass (19 clean energy workers), hydropower (22 clean energy workers), and wind (9 clean energy workers) offset some but not all of the solar worker losses.



S. 267

Reverse the Downturn

- Vermont businesses and homeowners want solar
- Industry in place to build clean energy
- Workers are eager to join this movement
- Policy drives this sector
- Vermont lagged, time to catch up





On behalf of our fellow Vermonters,

SunCommon Co-Presidents

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