



The Energy and Technology Committee
Public Hearing

HB 6635, An Act Concerning Solar Power
Testimony of Trinity Solar
Bill Granger, VP Sales

March 10, 2009

Good afternoon Chairman Fonfara, Chairman Nardello, and Members of the Energy and Technology Committee. Thank you for this opportunity to speak briefly today. I am Bill Granger, VP of Sales for Trinity Solar. Trinity Solar markets, sells, engineers, procures and builds solar power systems for residential, commercial and non-profit clients. Our customers are located throughout the Mid-Atlantic and Northeast regions and we have offices in Connecticut, New Jersey and Maryland. Since 2005, we have installed over 700 solar power systems making us one of the largest installers on the East Coast for that time period. In 2008, we established a partnership with Bernies to market and sell solar power systems out of their retail outlets. Bernies is New England's largest independent retailer of TVs and Appliances ranked nationally as the 28th largest Appliance and 82nd largest Electronics retailer in the United States and they are represented here today by Mr. Tom Kroeber.

My comments today will focus on the importance of promoting the usage of solar power throughout Connecticut and the ancillary benefits energy from the sun provides.

Since the 1950s, solar electric systems have been used to power satellites in space, telecommunication relay stations in remote mountainous regions, and signs on the side of highways. More and more, we are seeing them provide power to our homes, businesses and schools. Historically, solar power has been incredibly expensive, but with technological advances, the cost of solar power has been rapidly declining since those early days. By 2020, we predict that solar power will be the economic choice of Americans for powering their everyday needs. However, we still need your help in making that a reality.



the past. It creates certainty of financial returns; thus lowering the risk to investors and lowering the overall cost to end-users. The incentives reward true energy production rather than capacity built. The bill recognizes the long life of a solar power system with a 15 year minimum SREC contract life. This coupled with SREC contracts declining in value at 7% per year create a glide path toward a time when no incentives will be required for solar to compete against fossil fuels.

We urge you to support this bill. It is comprehensive and inclusive. It will result in job growth within Connecticut and is the right thing for the environment as well as the citizens of Connecticut.

Thank you for the opportunity to provide testimony. I would be happy to answer any questions that you have.