



Testimony of PosiGen Solar re Governor's Bill No. 9 – An Act Concerning Connecticut's Energy Future before the Energy and Technology Committee on March 1, 2018

Members of the Energy and Technology Committee, thank you for the opportunity to share my thoughts about Governor's Bill No. 9, An Act Concerning Connecticut's Energy Future. My name is Elizabeth Galante, Vice President of Business Development and Government Relations at PosiGen Solar, a residential solar and energy efficiency provider in Connecticut that serves primarily low to moderate income homeowners. I am submitting testimony in support of this proposed legislation because of the positive impact that it will have on the financial wellbeing of lower income families in Connecticut and the exceptional job creation and economic development benefits that it will provide to the state.

Before commenting on the bill, I want to provide you with some background about Connecticut's only low income solar provider. PosiGen is a nationally recognized clean energy financing company that focuses on providing accessible and affordable clean energy to all homeowners. Through our outstanding partnership with the Connecticut Green Bank over the past 3 years, PosiGen has enabled more than 1000 lower income homeowners throughout the state to dramatically lower their energy costs and improve their household finances through a solar lease and energy efficiency upgrades.

In addition to delivering significant financial benefits to our solar customers, PosiGen creates good quality jobs for 46 Connecticut residents, and is in the process of hiring an additional 12 team members in the state. Most of our employees come from the lower income communities that we serve, and our jobs do not require advanced degrees or education, so are accessible to all. We and our Connecticut subcontractors provide on the job training and advancement opportunities to our staff, including solar installers, energy efficiency services, sales, customer service, and administrative services.

Further, due to the Green Bank's investment in inclusive clean energy, PosiGen has been able to attract significant private investment to support the opening of our Connecticut headquarters in 2014, and to allow our expansion over the past 3 years to serve the entire state. Notably, PosiGen's Connecticut operation has received more than \$50 million in private investment from major investment partners including Goldman Sachs, U. S. Bank, and Capital One.

The Connecticut Green Bank has been an unwavering supporter of the solar industry, has worked hard to get the state to the laudable goal of 200 MW of installed solar to date, and is well on its way to achieving the current 300 MW goal which marks the end of the RSIP. Currently, the Legislature is reviewing an additional 400 MW of residential solar PV beyond the RSIP. The clean energy industry recognizes also that the State of Connecticut is currently in fiscal trouble. If the State of Connecticut, through the Legislature, is sending a long-term assurance to our industry that the State of Connecticut intends to support the continued growth of the solar industry, then PosiGen believes that the industry should do what it can to help the state.

Given this situation, PosiGen believes that a tax on solar lease and/or power purchase agreements (PPA), instead of the Green Bank's proposed sales tax on solar materials, will allow the industry to flourish and continue to grow and create jobs while giving Connecticut a long term reliable revenue source.

We oppose the sales tax on materials, as a onetime revenue generator for the State, because we believe that a lower, but recurring, tax on lease and/or PPA offers a better long term financing plan. However, PosiGen will support the Connecticut Green Bank if the upfront sales tax is the only option to move forward in order to restore the Regional Greenhouse Gas Initiative funds that were taken in last year's budget sweep.

Thank you for your consideration of PosiGen Solar's recommendations in support of Governor's Bill No. 9. If you have any questions about this testimony or PosiGen can provide any further information to assist in the consideration of this bill, please contact me at 504-339-5544.

Beth Galante

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