

# Arcadia

**HB908 Electricity – Community Solar Energy Generating Systems Program**  
**Maryland House of Delegates**  
**445th Session of the General Assembly**  
**February 23, 2022**  
**Position: Favorable**

## Testimony of Arcadia on HB908

Thank you for the opportunity to submit testimony on this legislation. Arcadia urges the Senate Education, Energy and the Environment Committee to favorably report out this important legislation. Below is an introduction to Arcadia (or “the Company”) and an explanation of why we support this legislation.

### **Introduction to Arcadia**

Arcadia is building the software necessary for Marylanders to realize the full benefits of clean energy. Today, customers face a bewildering assortment of energy technologies – ranging from energy efficiency and renewable energy to battery storage and electric vehicles – all of which have unique capabilities, costs, and user experiences. Arcadia’s software makes it possible for energy technology providers to delight their customers and move clean energy forward by enabling a simple user experience that saves people money.

The Company’s software is revolutionizing community solar, making it easy for people to sign up with guaranteed savings and without any risk. Today, Arcadia manages more than 84 MW across 54 projects in Maryland. Once fully energized, these projects will serve approximately 14,700 Marylanders. Nationwide Arcadia works with more than 40 developers to manage 475 community solar projects representing a combined 1 gigawatt of capacity, making it the largest subscriber manager in the country.

### **Support for HB908**

The Community Solar Energy Generating Systems (CSEGS) program allows all Maryland families who pay a power bill to access local renewable energy while receiving guaranteed savings on their power bills, each month, for the life of the project. Most notably, this program is accessible to families that cannot participate in rooftop solar, including renters, those with low credit scores, or those with unsuitable roofs.

The existing CSEGS pilot program has been a success and has generated a number of lessons learned. This thoughtful legislation would make permanent key features of the program that were successful and also includes an array of programmatic improvements based on the industry’s experience in Maryland and from leading community solar markets.

In particular, this legislation would require that 40 percent of project output be reserved for low and moderate- income (LMI) subscribers. This ensures all Marylander can participate in the clean energy transition.

This legislation includes the pragmatic improvements needed to facilitate such a high level of LMI participation. Most importantly, Arcadia would like to draw attention to the following bill provisions:

- Additional methods for verifying customers as LMI are necessary, including through:
  - Proof of participation in any official income assistance program;
  - A customer's written attestation that their income is below the required income threshold. *(page 3 lines 16-27 and page 4 lines 1-2; and page 10 lines 22-33 and page 11 lines 1-24)*
- A requirement for the timely application of community solar credits to the customer's monthly amount due to ensure a reliable customer experience where the generated credits are enjoyed each month. *(page 13 lines 1-3)*
- Implement utility consolidated billing to ensure customers receive only one bill, and improve the community solar program's ability to interact better with other assistance programs including LIHEAP and budget billing. *(page 3 lines 5-13, and page 8 lines 13-23)*

Leading community solar programs continue to expand and improve. New York, Massachusetts, and California have all undergone substantial programmatic improvements and expansions in recent years, and a number of other states, including New Jersey and Maine, are actively considering such changes. By passing this legislation Maryland may once again be a community solar leader.

### **Conclusion**

Arcadia asks for a favorable report on HB908. The Company appreciates the opportunity to provide this testimony and would be happy to answer questions. Please do not hesitate to contact me at [James.Feinstein@arcadia.com](mailto:James.Feinstein@arcadia.com) or 202 999 8916 if you would like to discuss further.

Sincerely,



James Feinstein  
Senior Policy Manager  
Arcadia