

February 2, 2021

Delegate Dereck E. Davis  
Chair, Economic Matters Committee  
House Office Building, Room 231  
Annapolis, MD 21401

Dear Delegate Davis:

**I am writing to request your favorable support for HB 0419 “Economic Development – Advanced Clean Energy and Clean Energy Innovation Investments and Initiatives.”**

I lead PulseIQ, an innovative energy management and information service focused on master-meter multifamily properties. We also manufacture a unique smart thermostat right here in Maryland.

In 2020, I participated in a Maryland Clean Energy Center program called the Maryland Energy Innovation Accelerator. This unique program accelerates the commercialization of new technologies created in Maryland-based universities and Federal Labs with the goal of creating new Maryland-based technology and manufacturing businesses that will have a positive impact on Maryland’s climate goals.

The MEIA connected us with a range of experts and service providers that helped us take our company from demonstration to commercialization. Together they helped us to develop a customer service contract, develop a financial plan, create sales collateral and marketing materials, and hone our value proposition. The MEIA also connected us with what became our first paying client in Maryland; a 250-unit high rise condominium building.

This legislation provides baseline funding for the Maryland Clean Energy Center so that the Maryland Energy Innovation Accelerator can continue to accelerate Maryland-based technology and manufacturing businesses.

**Your consideration and favorable support of HB 0419 will be much appreciated.**

Sincerely,

Adam Landsman, CEM, AMS, CMCA  
President  
Pulse IQ!, LLC