

February 12, 2021

Senator Delores G. Kelley
Chair, Finance Committee
Miller Senate Office Building, 3 East
Annapolis, MD 21401

Dear Senator Kelley:

I am writing to request your favorable support for SB 0460 “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 SB 0460 will be much appreciated.

Sincerely,

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