



March 5, 2021

Chair Delores Kelley and Members  
Finance Committee  
Miller Senate Building  
Annapolis, MD 21401

**Re: SUPPORT – SB 810 – Renewable Energy Portfolio Standard and Geothermal Heating and Cooling Systems (Feldman)**

Dear Chair Kelley, Vice Chair Feldman and Members of the Senate Finance Committee:

On behalf of Dandelion Energy, I ask for your support for Senate Bill 810, which will provide meaningful incentives for homeowners in the state of Maryland interested in going geothermal, increasingly open the market to lower-to-middle class homeowners, and attract new geothermal installers such as Dandelion to bring jobs and economic development to the state of Maryland.

The Dandelion team began working on creating a more cost-effective geothermal solution while working at Google parent company Alphabet's X lab. In May 2017, Dandelion launched as an independent company and has since grown to become the largest residential geothermal installer in the United States.

Our goal is simple: to make geothermal energy affordable and accessible to any homeowner across the United States. Our product and operational innovations have cut costs and improved system performance. However, upfront cost barriers remain one of the primary factors limiting the adoption of geothermal technology today, even when homeowners see large savings over a 20-year period.

Should this bill become law, we would take action to enter the State of Maryland, open a warehouse in the state, and make our solution available to all homeowners, not just the top tier income earners. Going geothermal is not just an environmental decision, it's an economic one. With proper state incentives, like the ones contemplated in this bill, Dandelion can offer homeowners the option to finance the system and see savings on day one. This is what has truly opened the market in states such as New York and Connecticut where we currently operate.

Typically, more than 70% of energy usage in homes comes from heating, cooling, and water heating. Installing a geothermal heating and cooling system can reduce annual energy bills by \$1,500 to \$2,000 or more, reduce a home's carbon emissions by as much as 80%, and eliminate the need to buy heating fuel.

Today, 17.5% of Maryland's greenhouse gas emissions come from fuel use in buildings. We cannot reach our climate goals and without cleaning up residential heating and cooling — and geothermal is the most efficient solution for decarbonizing homes.

Dandelion Energy asks that you pass this critical piece of legislation to help Maryland meet its climate targets, open the market to lower-to-middle class homeowners, and attract new installers such as Dandelion to the state.

Sincerely,

A handwritten signature in black ink that reads "Kathy Hannun". The signature is written in a cursive style with a long horizontal flourish at the end.

Kathy Hannun

President and Co-Founder

Dandelion