



Solar Energy Services, Inc.

Over 40 Years

The Honorable Brian J. Feldman
Chair, Senate Education Energy & Environment Committee
2 West Miller State Office Building
Annapolis, Maryland 21401

RE: Senate Bill 664 - Maryland Strategic Energy Investment Program - Tier 1 Renewable Sources, Solar Energy Systems, and Alterations - FAVORABLE

2-27-23

Dear Chairman Feldman and Members of the Senate Education Energy & Environment Committee,

Rooftop solar needs help if we are to meet the state's RPS goals. It is that simple.

As the president of a local, independent solar installer, I have 15 years of experience in Maryland rooftop solar. In that time, we've seen lots of ups and downs in our industry. One thing that has been consistent is that our residential sales lag significantly when the typical residential simple payback period exceeds eight years. Today, that payback is typically more than eleven years and often longer, for small systems.

These economics have slowed residential solar installations dramatically over the past several years, limiting our sales largely to upper income homeowners. Many of these homeowners would proceed with solar regardless of the current \$1000 grant. However, very few LMI homeowners are going solar, because the economics are not compelling. Further, many LMI property owners are not solar-ready because they may need a structural upgrade, a new roof, or an electrical upgrade. These prospective solar customers and the broader population need more assistance to make the solar investment that will benefit us all.

The large balance of ACP funds is the result of our need to build more solar and faster. It is essential that those funds play a role in advancing more rooftop solar. Rooftop solar creates almost twice as many jobs as large scale solar on a per unit basis. It also provides tremendous grid benefits and energy savings value when energy is generated on-site, where it is used.

The solar industry has been a reliable provider of good paying jobs in Maryland over the last decade. We have not been able to scale in the past few years due to rooftop economics. If our industry is to build what we need to, we need to scale again now. SB664 will provide the demand to build that scale. I and our 40 employees at Solar Energy Services respectfully request your favorable report on this important legislation.

Thank you for your consideration.

Sincerely,

Rick Peters
President & CEO
Solar Energy Services, Inc.