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Archer Power Solutions

Testimony on HB1220 for Maryland State House Appropriations Committee

Wednesday, March 6, 2024

Good afternoon. I am Yvonne Thurman, here today to speak in favor of House Bill 1220.

I am co-founder, co-owner and vice president of Archer Power Solutions, and here with my partner, Onat Dogruer.

Archer Power Solutions is developing sustainable, off-the-grid clean energy solutions -- cooling products which eliminate the dependency on fossil fuels. We invented an algorithm, developed software, and designed and built electronics to make the most efficient battery-operated air conditioner on the market. Our technology enables the dream of having an air conditioner running off of solar panels a reality.

Last month we started manufacturing in Beltsville in Prince George's County, onshoring our manufacturing from overseas. Small businesses like ours are in need of greater financial support at this pivotal stage in order to create jobs in Maryland, and I believe an increase in funding to the Climate Technology Founder's Fund could provide such vital support.

The first model in our product series is the Kingfisher MA37X12, which is a water-cooled, 12 volt Direct Current air conditioner. We have sold directly to consumers after having exhibited at the US Boat Shows in Annapolis for the last three years. Every boat that has a Kingfisher marine air conditioner onboard eliminates fossil fuel-hungry generators, saves the Chesapeake Bay from pollution and reduces Maryland's carbon footprint.

We have developed the next version of the Kingfisher and are struggling right now to assemble them quickly enough here in Maryland to get them to market. The demand is there and our market is quickly becoming global; orders have come to us from as far as French Polynesia. We receive inquiries from original equipment manufacturers on a regular basis. And yet, our business remains in start-up mode because we are in need of funding to catapult us to the next stage. We are post-revenue, but do not yet have capital resources to expand our current footing.

We are in our third year operating in the great state of Maryland. Our business was originally formed in the District of Columbia but we moved our operations to Maryland because of the pro-business environment and support for small business. Maryland Clean Energy Center's Energy Innovators Accelerator program opened for us a network of tactical resources. Now we need to hire Maryland workers to get the units built and sold. The potential for a multiplier effect is significant for Maryland's economic development as we will work with more and more local and domestic suppliers and grow more jobs here. We are in talks with eight vendors already in the Maryland supply business.

The future for Archer Power Solutions is developing air-cooled versions which would be applicable to residential off-grid, emergency use, recreational vehicle, defense, and disaster mitigation market segments. Providing early-stage funding for clean energy start-ups like our can propel both our business and Maryland's economic development exponentially and rapidly.

Thank you very much for your time.