



**Before the General Assembly of the State of Maryland
House Health and Government Operations Committee
March 10, 2020**

**Testimony of David W. Murray
Executive Director**

**Maryland-DC-Delaware-Virginia Solar Energy Industries Association (MDV-SEIA)
HB 1370: State-Funded Construction and Major Renovation Projects - Solar Panels -
Requirement
FAVORABLE**

Thank you for the opportunity to provide testimony on HB 1370. My name is David Murray and I serve as Executive Director of MDV-SEIA, the local solar trade association representing over 4,500 solar installers, developers, manufacturers, and other solar workers in Maryland.

MDV-SEIA appreciates Delegate Forbes and Senator West’s leadership and strongly supports the HB 1370, which would require new and renovated public buildings to contain solar arrays. The requirement will accomplish three key priorities of the state, described below:

Lower the Cost of Rooftop Solar: Adding solar panels to a new or renovated building is significantly cheaper than deploying the array on an existing structure. First, the array is factored into the construction process, removing inefficiencies in the installation and speeding up the process. Second, as the solar installation is now a public requirement, customer acquisition costs – which are a major cost to the industry - are removed from the equation. Third, if a company is awarded the opportunity to install multiple arrays under one RFP, they will pass on savings to the customer, which in this case in the state of Maryland. Thus, the solar systems installed by this legislation will be installed at significantly cheaper price than other arrays.

Yield Savings to the State: As more rooftop solar energy is deployed on public buildings, the state will benefit from cheaper electricity costs over a generation. Typically, public entities use power purchase agreements (PPAs) to install solar, which enable deployment at little to no upfront cost and result in cost savings over time. This means cheaper energy for Maryland schools, agencies, hospitals and universities. For example, the 2017 400kW solar installation for the Salisbury School expects to save the district \$23,000 each year in electricity costs. A 2016 Solar Foundation report, [Brighter Maryland](#), found that 1,867 public and private K-12 schools in the state could cost-effectively deploy solar energy systems and could produce electricity valued at \$18.3 million per year, equivalent to 421 annual teacher salaries.

Meet Climate Goals: HB 1370 “normalizes” solar on rooftops, thereby making local, renewable energy an expectation for new households and businesses across the state. As the state set a target to meet 14.5% of its electricity needs with solar power by 2030, this legislation would ensure it will do so in a cost-effective way that reduces the need for solar on existing greenfield properties.

Thank you for your consideration.