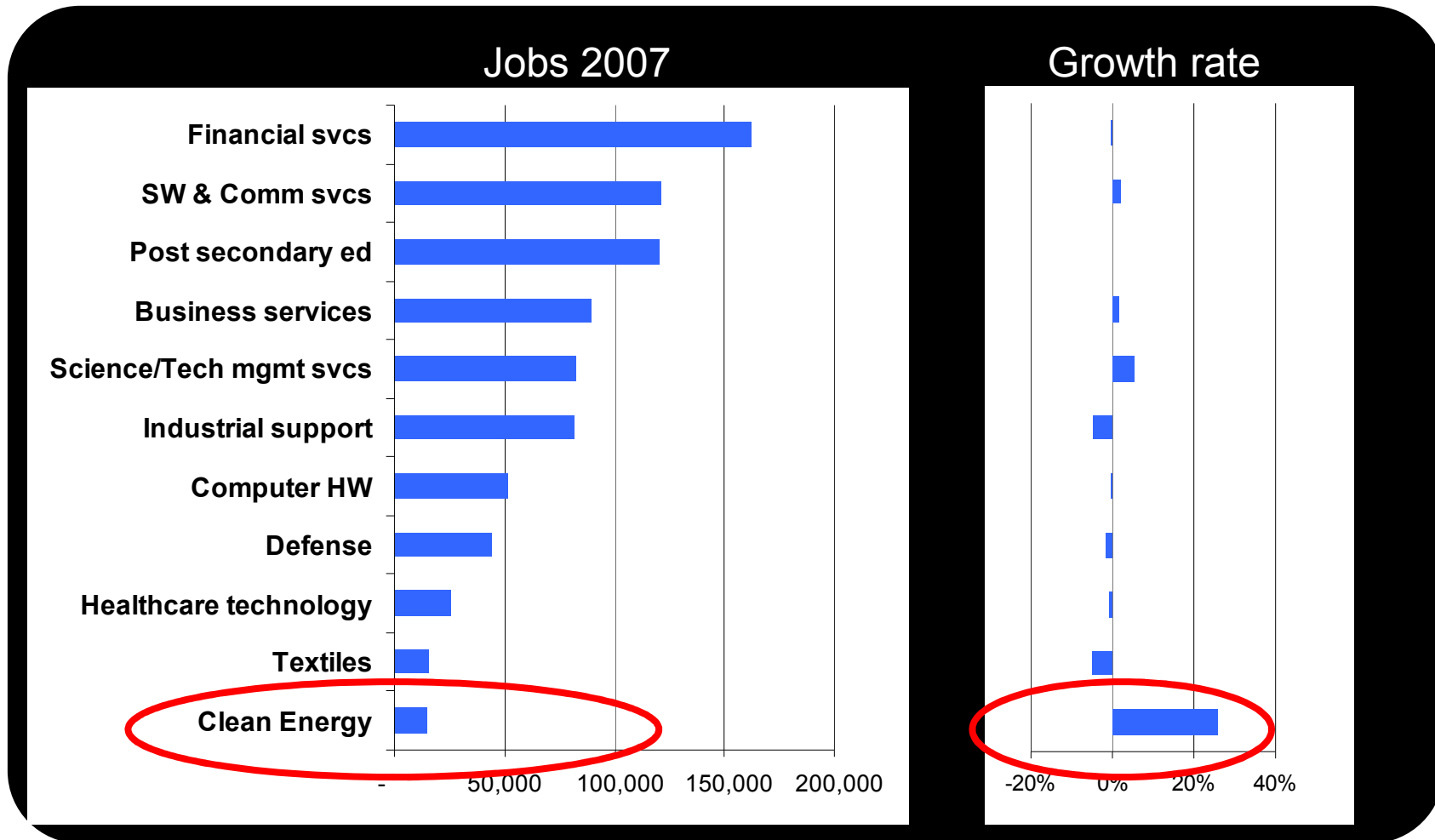


Growing the Green Economy in Massachusetts

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Visit NECEC online at www.cleanenergycouncil.org*

Clean energy: Top 10



America's Green Waves



Wave One: Saving wild places for our spiritual salvation

Wave Two: Natural resource management of soil, forests, and fish and game stocks

Wave Three: Controlling pollution of air, water and soil for better health of people and the natural world.

Wave Four: Integrating previous waves for broader ecosystem protection via preventative methods.

Wave Five: Global sustainability and a green economy.

Environmental "Industry"* Employment: 2007



<u>Segment</u>	<u>Revenue</u>	<u>Entities</u>	<u>Employment</u>
<i>Analytical Services</i>	\$ 1.8 billion	1,110	20,000
<i>Wastewater Works</i>	\$35.6	26,000	141,000
<i>Solid Waste Mgmt.</i>	\$47.8	10,450	256,500
<i>HazWaste Mgmt.</i>	\$ 8.4	680	43,700
<i>Remediation</i>	\$10.8	2,300	94,500
<i>Consulting/Engineer</i>	\$22.4	3,650	220,800
<i>Equip/Chems/Instrum.</i>	\$59.7	6,200	410,900
<i>Water Utilities</i>	\$35.1	61,400	145,200
<i>Resource Recovery</i>	\$20.8	4,700	155,100
<i>Clean Energy Systems</i>	\$22.3	1,300	100,400
	-----	-----	-----
	\$264.6 billion	117,790	1,588,200

* ~30,000 private companies, ~88,000 public or quasi-public agencies

Selected Federal Government Employment 2007



<u>Agency</u>	<u>Perm</u>	<u>NonPerm</u>	<u>Total</u>	<u>Hires</u>	<u>Separations</u>
Forest Service	29,873	9,039	38,948	14,658	16,325
NRCS	12,158	335	12,493	957	1,388
Land Managm't	9,591	1,795	11,380	2,979	3,159
Reclamation	5,498	196	5,694	547	721
Geo. Survey	7,607	1,212	8,819	1,012	1,397
Park Service	15,901	6,357	22,258	8,282	9,001
Fish & Wildlife	8,213	1,039	9,252	1,225	1,417
Energy	14,523	426	14,950	1,312	1,271
Int'l Development	1,766	645	2,413	189	200
Environ. Protect.	17,097	1,146	18,248	1,180	1,139
NASA	17,229	1,225	18,457	963	1,187
Food & Drug	8,298	2,992	11,315	762	749
Nat'l Inst. Health	14,324	3,393	17,733	2,192	1,432
Disease Control	6,847	903	7,768	485	407

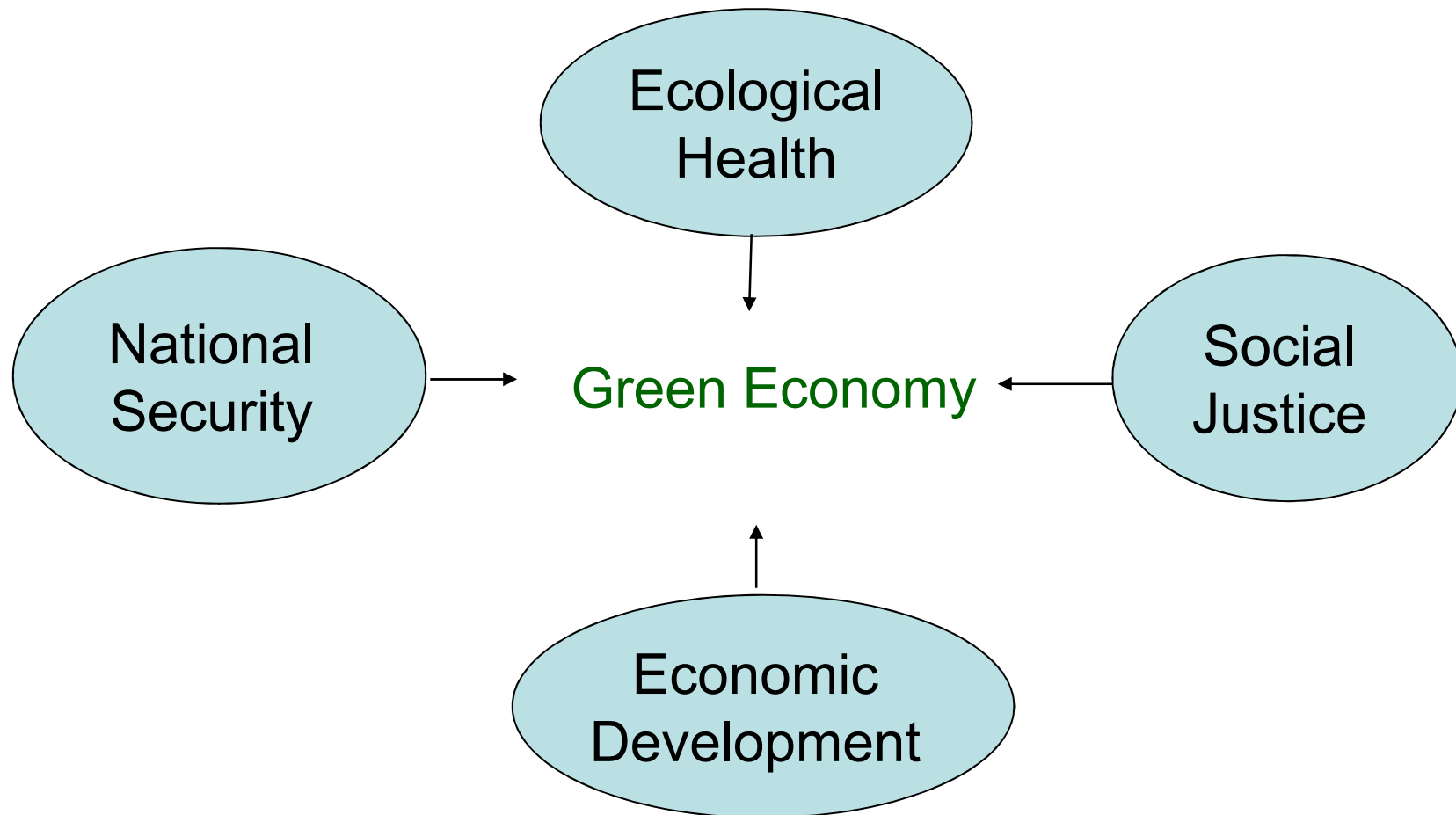
					199,734

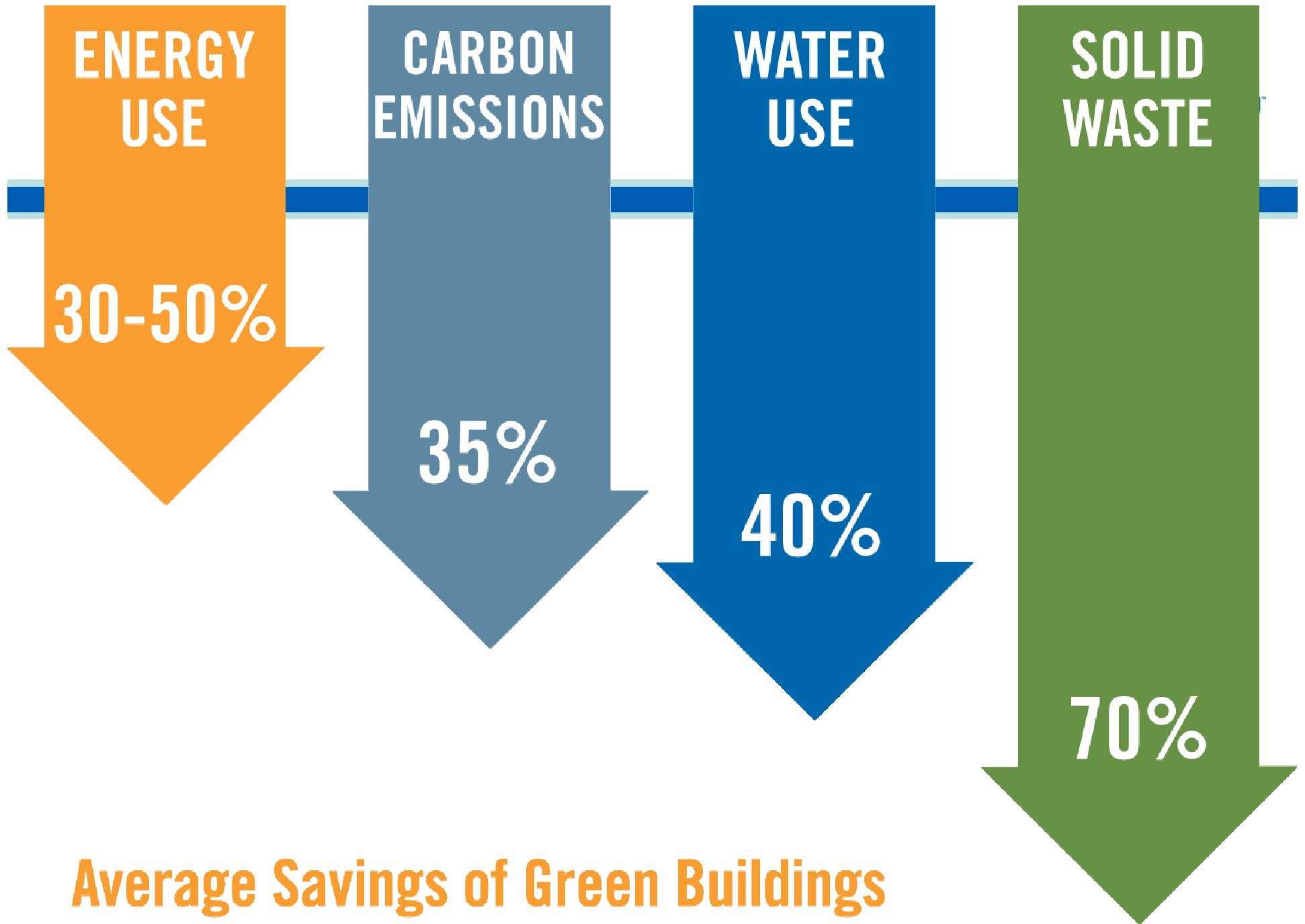
Local and State Government Employment: 2007



<u>Department</u>	<u>State Gov't</u>	<u>Local</u>	<u>Total</u>
Highways	240,300	306,904	547,204
Public Health	189,054	250,163	439,217
Solid Waste	1,930	107,506	109,436
Sewerage	1,769	125,795	127,564
Parks & Recreation	39,170	233,213	272,383
Community Develop.	?	114,100	114,100
Natural Resources	161,481	41,715	203,196
Water Supply	711	165,221	165,932
Electric Power	4,055	73,580	77,635
Transit	33,201	195,656	228,945
K-12 Instruction (10%)	4,132	458,000	462,132
High Ed Instruction (10%)	76,500	13,500	90,000
Other	21,000	10,000	31,000
	-----	-----	-----
Total	773,394	2,095,356	2,868,747

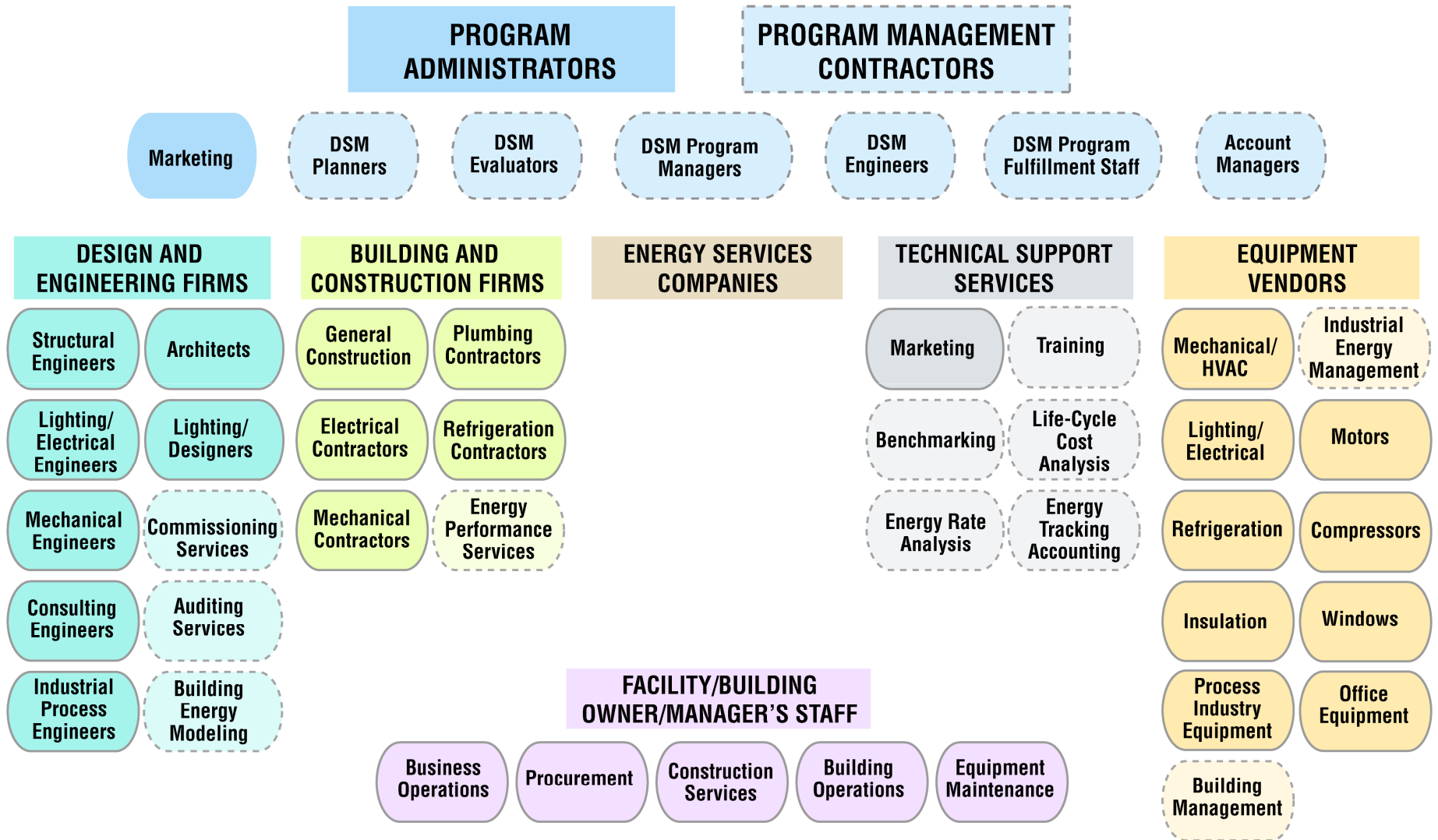
Why do we care?





Average Savings of Green Buildings

Energy Efficiency Industry



Existing Field
 New Skills Needed

New Specialization
 on Development

NAICS, SOC and Defining Green Jobs



NAICS: North American Industry Classification System

All employers are assigned a 6-digit industry code

SOC: Standard Occupational Code System

All workers are classified into one of over 820 occupations according to occupational definitions.

Greening of the World of Work **Sectors Identified as “Green”**



- Renewable Energy Generation
- Transportation
- Energy Efficiency
- Green Construction
- Energy Trading
- Energy and Carbon Capture and Storage
- Environmental Protection
- Agriculture and Forestry
- Manufacturing
- Recycling and Waste Reduction
- Governmental and Regulatory Administration

How to Think About “Green Jobs”



(1) “Green Enhanced Demand” Occupations

The impact of green economy activities and technologies is increasing employment demand for an existing occupation, but the **tasks and work requirements do not change.**

(2) “Green Enhanced Skills” Occupations

Green economy activities and technologies result in a significant change in an existing occupation, perhaps in tasks, skills, knowledge, and/or credentials.

(3) “Green New and Emerging” Occupations

New occupations are created or evolve from existing ones.

New and Emerging “Green” Jobs: Sector: Renewable Energy Generation



Biofuels Production Manager
Biofuels Processing Technician
Biomass Plant Engineer
Biomass Production Manager
Biomass Plant Technician
Geothermal Production Manager
Geothermal Technician
Hydroelectric Plant Technician
Hydroelectric Production Manager
Methane/Landfill Gas Collection
System Operator
Methane/Landfill Gas Generation
System Technician

Solar Energy Installation Manager
Solar Power Plant Technician
Solar Sales Rep/Assessor
Solar Energy Systems Engineer
Solar Thermal Installer/Technician
Solar Thermoelectric Plant Operator
Wind Energy Operations Manager
Wind Energy Project Manager
Wind Energy Engineer
Wind Turbine Service Technician

Sector: Transportation



Automotive Engineering Technician
Automotive Engineer*
Freight Forwarder*
Fuel Cell Engineer*
Fuel Cell Technician*
Logistics Analysts*
Logistics Engineer*
Logistics Manager*
Supply Chain Manager*
Transportation Engineer*
Transportation Planner*

* found in multiple sectors

Sector: Energy Efficiency
Sector: Energy Trading
Sector: Carbon Capture and Storage



Energy Efficiency

Energy Auditor*

Energy Engineer*

Testing, Adjusting and Balancing (TAB) Technicians

Weatherization Installers and Technicians

Energy Trading

Carbon Credit Traders

Carbon Trading Analysts

Energy Brokers

Investment Underwriters

Securities and Commodities Traders

Energy and Carbon Capture and Storage

Carbon Capture and Sequestration Systems Installers

Sector: Research, Design, and Consulting

Sector: Manufacturing



Automotive Engineer*
Biochemical Engineer*
Electrical Engineering Technologist*
Electromechanical Engineering Technologist*
Electronics Engineering Technologist*
Energy Engineer*
Financial Quantitative Analyst*
Fuel Cell Engineer*
Geographic Information Systems Technician
Geospatial Information Scientist/Technologist
Green Marketer
Industrial Engineering Technologist*
Investment Underwriter*
Logistics Analyst*
Logistics Engineer*
Logistics Manager*
Manufacturing Engineer*

Risk Management Specialist
Robotics Engineer*
Robotics Technician*
Manufacturing Prod. Technician*
Mechanical Engineer Technician*
Mechatronics Engineer*
Microsystems Engineer*
Nanosystems Engineer*
Nanotechnology Tech*
Photonics Engineer*
Photonics Technicians*
Precision Agriculture Technician*
Remote Sensing Scientist
Remote Sensing Technician
Securities/Commodities Trader*
Supply Chain Manager*
Validation Engineer*

Sector: Recycling/Waste Reduction
Sector: Government/Regulatory Admin.



Recycling and Waste Reduction

- Recycling and Reclamation Worker
- Recycling Coordinator
- Sustainable Design Specialist

Governmental and Regulatory Administration

- Air Quality Control Specialist
- Chief Sustainability Officer
- Compliance Manager
- Energy Auditor*
- Greenhouse Gas Emission Permitting Consultant
- Greenhouse Gas Emission Report Verifier
- Regulatory Affairs Manager
- Regulatory Affairs Specialist
- Sustainability Specialist
- Transportation Planner*

Ten Skills Employers Want Applicants to Have

- Communication skills
- Collaboration abilities – team orientation
- “Customer” orientation
- Creativity, innovative thinking
- Broad environmental sciences understanding
- Analytical ability, critical thinking, problem-solving
- Work orientation, professionalism, positive attitude
- Occupation-specific skills and knowledge
- Mastery of information technology, including GIS
- Leadership ability

Source: USEPA Workforce Assessment Project

Contact Us!



For more about NECEC workforce needs projects, contact:

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Co-Chair, New England Clean Energy Council

Workforce Development Group

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kevinldoyle@gmail.com

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Workforce Impacts of C&I EE Funding Increases



KEY QUESTIONS:

- Is there sufficient work force “infrastructure” to accommodate a ramp up in utility-funded C&I EE activity?
- Would service providers increase their existing staff to respond to an increase in utility funds?
- What is the role of sub-contractors in energy services provision; how would increased utility funding affect them?
- Is the availability of qualified personnel seen to be a significant obstacle to increased service provision?
- Are there particular job categories that will be harder to fill?

Survey Participants



Company name	Survey Classification	Contact	Position	Utilities Worked With	Business Lines
Atlantic Energy Solutions	NGrid expediter	Giusti, Jerry	President	1, 3	A, E, I, J, K
Bluestone Energy	NGrid expediter	Fairbanks, Peter	President	1, 2, 3, 4, 8	A, B, C, E, F, G, H, I, J, K
ConEd Solutions	ESCO	Nathanson, Ken	National Accts Manager	1, 2, 3, 4, 5, 6, 7, 8	A, B, C, D, E, F, G, H, I, J, K
Constellation Energy Projects & Services	ESCO	David Braslau	Vice President	1, 2, 3, 4, 5, 6, 7	D, E, F, G, H, I, J, K
DMI, Inc.	Technical specialist	Stevens, Alec	President	1, 2, 3, 4, 8	A, B, I, J, K, L, P
EMC Energy Management Consultants	NGrid expediter	Hanson, Jeff	President	1, 3, 5, 7, 8	A, B, C, E, F, G, H, I, J, K
Enercon	NGrid expediter	Jerry Helbis	President	1, 3, 7	A, C, E, I, N
Groom Energy Solutions	NGrid expediter	Bob Kirby	Principal	1, 2, 3, 4, 5, 6, 7, 8	A, B, C, D, E, F, G, H, I, J, K
Horizon Lighting	NGrid expediter	Quintal, Rob	Director	1, 3	A, B, C, E, F, G, J, K
ICF International	Technical specialist	Mernick, Mike	Sr. Vice President	1, 2, 3, 4, 5, 6, 7, 8	A, B, I, K
Johnson Control	ESCO	Cotton, James	Regional Manager	1, 2, 3, 4	A, C, D, E, F, G, H, I, J, K
Lighting Retrofit Service	Lighting supplier	Cohee, Rick	President	1, 3	A, D, E, J
Munro Electric	Equipment supplier	Munro, Brian	President	1	A, B, E, F, G, J, K
National Resource Management	NSTAR agent	Staley, Jim	COO	1, 2, 3, 4, 5, 7, 8	A, B, C, E, F, J, K
NORESCO	ESCO	Davis, Alan	Project developer	1, 2, 3, 4, 6	D, K
Northern Energy Services	NGRid expediter; NSTAR agent	Mallet, Paul	President	1, 2, 3, 4, 5, 8	A, B, C, D, E, F, G, H, I, J, K
Prism	NGRid expediter; NSTAR agent	Simmons, Wendy	President	1, 3, 5, 7, 8	A, E, F, G, H, I, J, K
RISE	NGRid expediter; NSTAR agent	Graziano, Vin	President	1, 2, 3, 4, 6, 8	A, B, E, F, G, H, I, J, K
Seimans	ESCO	Armstrong, Jim	Energy Services Manager	1, 2, 3, 4, 6, 7, 8	A, B, C, D, E, F, G, H, I, J, K, M
Sylvania Lighting Services	Lighting supplier	Ciampa, Frank	National Accounts	1, 3, 7	A, E
TNT Energy	Expediter	Blanchard, Tim	President	1, 3, 7, 8	A, C, D, E, F, G, H, J, K
UTS Consulting	Technical specialist	Guertin, Jim	Owner	1, 2, 3, 4, 8	A, B, L, O

KEY: Utilities working with

1. NSTAR Electric
2. NSTAR Gas
3. National Grid Electric
4. National Grid Gas
5. Fitchburg Gas & Electric
6. Bay State Gas
7. Western Massachusetts Electric
8. Cape Light Compact

KEY: Business lines

- A. Energy audits
- B. Engineering
- C. General contracting
- D. Performance contracting
- E. Lighting replacement
- F. Motors replacement
- G. Drives
- H. HVAC upgrades
- I. Controls and BMS
- J. Industrial energy efficiency
- K. State and local projects
- L. Commissioning
- M. Controls optimization
- N. Pre- and post-inspections
- O. Metering
- P. Impact evaluation

Findings: General

- C&I EE relies primarily on engineers, construction managers, and licensed technicians to identify and deliver services
- These specialties continue to be educated and trained as part of the general, ongoing workforce development process, though it takes many years for an individual to be certified
- The future C&I EE workforce is already trained and certified, but is not necessarily applying itself to EE objectives and goals
- True EE expertise and cost effectiveness emerges from extensive field experience
- Continuity and gradual increases in EE funding, coupled with a perception of business opportunity, should encourage this workforce to continue to move into this business niche

Findings: Labor Employed

- Skills sets and labor categories employed by companies in this market vary significantly with specific business model and markets segments pursued
- **ESCOs** heavily emphasize in-house engineers and project development skills, with auditing, design, and M&V expertise, as well as construction management and financial expertise
- **Expeditors** and **Agents** have few engineers since measures are more prescribed for smaller customers, but sales and auditing are very important as is project management
- **Specialized installers** personnel are often sales people and auditors, with project managers and in-house installers and licensed technicians

Findings: Workforce Gaps

- Engineers proficient in energy efficiency strategies will be the most difficult to find and hire, according to all
- University engineering programs do not equip most candidates to be productive team members in this market, where the focus is on identifying opportunities and solutions
- Sr. Project Developers and Sr. Engineers are very valuable, but very hard to recruit; qualified auditors and project managers were also mentioned as hard to find
- Companies using subcontractors for engineering and auditing also anticipate difficulty finding needed support
- Few express confidence that training programs can fill the gap in a timely fashion, but may be a long term solution

Focus of NECEC Residential Retrofit Energy Efficiency Workforce Study



This study focused narrowly on job creation/retention from funds/programs that directly supported residential retrofitting of existing single family homes and 1-4 unit multiple family units.

It did **not** include an examination of:

- Residential energy efficiency programs aimed at new construction
- Commercial/industrial energy efficiency programs
- Residential energy efficiency for buildings with more than 4 units
- Expected pilot programs aimed at deep retrofits
- New municipal programs funded with Energy Efficiency Community Block Grants through ARRA (such as “Renew Boston”)

Regulators and Utility Companies are Developing 2010-2012 EE Plans Now



Residential EE Funding from Electric and Gas Utility Plans

Low-Income Residential + Other Residential are combined

Utility plans do not include ARRA (stimulus) funds

Utility plans do not include DOE funds to the low-income program

July 16, 2009 draft version

<u>Year</u>	<u>Total</u>
2010	\$ 163,273,425
2011	\$ 201,987,407
2012	\$ 240,355,004

Visit <http://www.ma-eeac.org/plan716.htm> for draft plans

Estimating Funding Increases RCS and Low-Income Programs*



Funding Sources Include:	2008:	\$ 86,155,556
Systems Benefit Charge	2009:	\$ 166,225,643
Forward Capacity Market	2010:	\$ 232,368,605
Regional Greenhouse Gas Initiative	2011:	\$ 310,749,938
Energy Efficiency Reconciliation Factor	2012:	\$ 322,336,608
US Department of Energy		
ARRA (Low Income Program actual)		
ARRA (other – estimated)		

*Final 2010-2012 Utility Energy Efficiency Plans for Massachusetts are expected by November 1, 2009. These numbers will certainly change by then.

Statewide Verification of Employment Need Projections Via Contractor Survey



Who was surveyed? Identified contractors and subcontractors serving the Low-Income and RCS programs in all parts of Massachusetts.

What questions were asked? The survey included questions about:

- *Work load*
- *Interest/ability to expand production by 25%, 50%, 100%, 150%*
- *Current number of employees*
- *Preferred recruiting sources*
- *Training needs*
- *Opinions related to need for an energy efficiency training center*
- *Inventory of trucks, insulation blowers, blower doors, infrared cameras*
- *Open question for opinions/commentary related to ramp-up needs*

Work Load Questions



Contractors selected answers from a 5-point scale.

1 = Strong Yes; 2 = Yes; 3 = Neutral; 4 = No; 5 = Strong No

<u>Question</u>	<u>Avg. Score</u>
(1) Are you <i>interested</i> in expanding to meet expected work load?	2.26
(2) Are you <i>able</i> to meet expanded work load?	1.73
(3) Are you able to expand your work by 25%?	1.79
(4)by 50%?	2.10
(5)by 100%?	2.90
(6)by 150%?	3.34
(7) If a group of jobs (e.g. 200, 300) were guaranteed, would this encourage you expand production?	2.33

Recruitment and Training Questions



Contractors selected answers from a 5-point scale.

1 = Strong Yes; 2 = Yes; 3 = Neutral; 4 = No; 5 = Strong No

<u>Question</u>	<u>Score</u>
What is the best source for recruiting new crew members?	
Relatives?	3.39
Friends?	2.04
Advertising	2.79
Unemployment office	4.25
Educational institutions	2.92
Co-Workers/Network	2.45
Would a partially subsidized training center be useful to you in expanding your production?	2.16

2008 Massachusetts Residential Energy Efficiency Workforce



2008 Low-Income Program Employment (298 FTEs)

CAP Agency Managers:	28
CAP Agency Administrative Staff:	28
CAP Agency Auditors:	56
Contracted Field Staff (Weatherization):	97
Contracted Field Staff (Windows):	N/A
Contracted Field Staff: (Heating Systems):	70
Contractor Administrative Staff:	21

2008 Residential Conservation Service (498 FTEs)

Lead Contractor Managers:	37
Lead Contractor Administrative Staff:	50
Lead Contractor Auditors:	39
Lead Contractor Project Coordinators:	42
Lead Contractor Air Sealing Technicians:	17
Subcontractor Insulation Installers:	162
Subcontractor HVAC/R Installers:	114
Subcontractor Administrative Staff:	38

Auditors are Exceptionally Productive



We were struck by the productivity level of the auditing professionals, in both the low-income and RCS programs. For example, we found that only 39 auditor FTEs were required in the RCS program to complete 19,444 residential audits.

This is a productivity rate of ~500 audits annually per Auditor FTE.

Weatherization/Insulation Installers are Also Extremely Productive



As with auditors, we noted that the productivity of these subcontractors is fairly high.

Records indicate that at least 9,318 installments were completed in 2008 by an installation workforce that totaled about 259 FTEs. This is a rate of 36 completed installations, per worker FTE, per year.

HVAC Installers are a Big Part of the Residential Energy Efficiency Workforce



In popular “green job” discussions about the residential energy efficiency workforce, the bulk of attention often goes to energy auditors and insulation/weatherization workers. We noted with interest that the subcontractor HVAC/R workforce is a large part of the total. 184 total field FTEs were required to complete a wide variety of heating replacement, repair and “cleaning and tuning” jobs for the low-income and RCS programs combined.

So, while 46% of the total residential energy efficiency workforce FTEs were devoted to auditing and weatherization/insulation field work (the largest plurality), 23% of the FTEs were dedicated to HVAC/R related field work.

Managerial and Administrative Staff Are Nearly 1/3 of the EE Workforce



Residential energy efficiency work in the RCS and Low-Income Program requires a significant amount of marketing, “in-take”, management, evaluation, and paperwork.

It’s not surprising, then, that nearly one-third (31%) of the total FTEs were devoted to these activities.

FTEs per Million Dollars of Investment (2008)



In 2008, each million dollars of residential EE investment supported 8.9 direct FTEs.

Each million dollars of investment includes expenditures on supplies, equipment and other costs in addition to labor expenditures on salaries and benefits.

We did not estimate indirect and “induced” FTEs.

Factors to consider in calculating future residential EE workforce needs



- **Funding** (expected funding available for different activities from various sources);
- **Production** (audits performed, insulation jobs completed, heating systems replaced, windows replaced, etc.);
- **“Uptake” rates** (percentage of audits which result in energy efficiency actions);
- **Worker productivity** (of auditors, insulation techs, HVAC/R techs, air sealers, etc.);
- **Average cost of selected measures** (insulation, air sealing, audits, HVAC actions, etc.);
- **Utility/Government Incentives** (amount of total cost of selected measures subsidized);
- **Consumer co-pays** (amount paid for by consumers under various incentive programs)
- **Staffing structures** (including distribution of work among “leads” and subcontractors).

Projected Low Income Residential Efficiency Programs Workforce 2008-2012



		FTE	FTE	FTE	FTE		FTE Field	FTE Field	FTE Field	FTE Field
Program Year	Total \$	Total Employee	Mngr	Adm Ast	Auditors		WAP Empl	Windows Empl	HWAP Empl	Adm Asst
2008	33,500,000	300	28	28	56		97	0	70	21
2009	60,850,646	525	37	37	74		226	16	95	41
2010	86,531,935	736	47	47	96		343	41	104	59
2011	95,813,935	801	52	52	110		365	41	117	63
2012	88,563,645	683	55	55	124		241	13	145	49
2013										

Projected Residential Conservation Services Program Workforce 2008-2012



Year	Total \$	Total Employees	Mngrs	Adm Ast	Auditor	Project Coord.	Insulate Installers	Air Sealing Installers	HVAC Contract Installers	Admin Staff
2008	52,655,556	498	37	50	39	41	162	17	114	38
2009	105,374,997	911	67	83	51	92	211	51	285	71
2010	145,836,670	1239	91	111	61	132	253	81	412	98
2011	214,936,003	1758	127	153	79	188	329	105	637	140
2012	233,772,963	2020	150	183	103	214	427	137	646	160

Combined Total of Massachusetts Residential EE Workforce Needs 2009-2012



<u>Year</u>	<u>Low-Income Program</u>	<u>RCS Program</u>	<u>Total</u>	<u>Change</u>
2008	300	498	798	
2009	525	910	1,435	+ 637
2010	736	1,239	1,975	+ 540
2011	801	1,758	2,559	+ 584
2012	683	2,020	2,703	+ 683

Combined Totals of Workforce Needs by Selected Job Categories



Year	Auditor FTEs	Change	Insulation/AS FTEs	Change	HVAC/R FTEs	Change
2008	95	----	276	----	184	----
2009	125	+30	488	+212	380	+196
2010	157	+32	677	+189	516	+136
2011	189	+32	799	+122	754	+238
2012	227	+38	805	+6	791	+37

Recruitment and Training Response of the Energy Efficiency Industry



- (1) Auditors have been (and are being) hired, trained and deployed.
- (2) Existing contractors are preparing to ramp up production.
- (3) New weatherization/insulation contractors are being recruited.
- (4) Contractors from related fields are being recruited to pursue EE.
- (5) The RCS and Low Income Programs have jointly supported an EE contractor “boot camp” in Fitchburg.
- (6) Leading energy efficiency employers and government officials are discussing the possibility of a Boston area training center.
- (7) Industry employers are assisting in the development of the Massachusetts Clean Energy Center’s emerging MassGREEN Energy Efficiency Training Centers, coordinated by Springfield Technical Community College (STCC).
- (8) Several industry employers are writing support letters for “green job” training proposals to the US Department of Labor’s “green job” training fund solicitation.

Additional reforms to the Residential Energy Efficiency system are likely



Utilities, regulators and other stakeholders are ultimately seeking a system which can do an even better job of:

- Targeting homes/neighborhoods that need retrofits
- Using creative social marketing/community approaches
- Increasing the “uptake” rate on audits
- Providing energy efficiency services at time of audit
- Assuring that consumer co-pays are affordable
- Assuring that energy efficiency results are high quality
- Guaranteeing a high “ROI” from energy efficiency work
- Involving more contractors in the state’s system
- Recruiting, training and retaining a high quality workforce

Study Conclusions

- (1) Under current assumptions, the residential retrofit market will be a good job supporter from 2010-2012, but not phenomenal.
- (2) Of those jobs that are supported, many will go to incumbent workers at contractors already in the field, and/or to workers at contractors in the building trades who will migrate to residential energy efficiency work.
- (3) Many of the training programs currently operating and/or planned for the immediate future are aimed at these contractors and “would be” contractors.
- (4) Community-based job training programs for auditors, weatherization/insulation techs, air sealers, and HVAC techs should be building relationships with employers now so that there is a good fit between training and employment.
- (5) Regulators and utility companies are making changes to the state’s residential energy efficiency retrofit system and dramatically increasing funds for all forms of energy efficiency. It’s critical to track these changes and to let decision makers know about your ideas for innovations that can create more jobs.
- (6) A federal “cap and trade” system would likely produce lots of additional money for the state’s residential energy efficiency retrofitting system.