

Notes for Governor's Roundtable

- Introduction, Peter Van Buren, President Baltimore Based company, TerraLogos Energy Group
- We are in the energy efficiency business. We help our customers to shrink their energy bills while making their properties more comfortable and more healthy And reducing their impact on global warming..... all at the same time.
- We are in the Home Performance Contracting industry providing audits to correctly diagnose the issues in each building and then performance the cost-effective energy improvements recommended by the audit. Our company and industry are poised to grow green jobs.
- On average we reduce energy bills 29% with a range from 18-50%. Together, we have saved our customers almost 3 million dollars in utility costs. We have proven that this method is successful.
- As the chair of our local Mid-Atlantic chapter, I also represent Efficiency First, the national trade organization for HP contractors. Our local chapter represents 35 companies, while the national organization has over 1,000 member companies.
- The Home Performance Industry has a very large goal – reduce the energy use of all residential buildings in by 25% by 2030 through Home Performance.
- To achieve such a goal, our industry needs to expand over 200 fold. That's a lot of green jobs. And they are local well-paying jobs that can't be out-sourced over seas. Even the products we use are mostly manufactured in the US.
- When we make energy efficiency improvements on this scale we gain many benefits. I already mentioned the benefits the homeowners attain on their own properties including increased value. In addition, through energy efficiency we reduce our reliance of foreign oil and the terrorism and wars that come with that reliance, we make our environment more healthy for ourselves and our children by reducing our need for dirty coal and oil, and we transition to a strong local green economy.



Peter at Forum with members of Baltimore's Green Jobs Coalition, Jeffrey Smith and Beth Strommen



Peter speaking on energy efficiency as part of the roundtable

So what do we need to accomplish this goal?

- We have one critical piece already in place – vision. MD is at the forefront nationally on energy efficiency issues as well as sustainability in general. This is due to the leadership of our present administration – the governor, his staff and the legislature. Thank you I truly applaud your efforts.
- The programs we have in place such as REGGI and EmPOWER MD powerful and provide the direction and tools for us to obtain our goals.
- However, we all falling short on accomplishing those goals. REGGI's funds have been diverted away from their original intent to spur energy efficiency improvements. These funds must be restored.
- And we are far behind on our Empower MD goals. We need to hit these goals and go even further.
- So we need a sense of urgency that will ramp up the action toward these goals. We need action NOW.
- Through this sense of urgency, I propose 3 areas of concentration:
 - Promote successes – everyone needs to know about these programs and how successful they are. We need to get the message out loud and clear.
 - Take control of our energy future by demanding that the PSC and Utilities create programs that achieve our goals. This may involve new and increased incentives to homeowners and businesses that involve less red tape. I will suggest that we need to provide incentives to the Utilities so that they benefit if the job is done well. We need to get everyone working as hard as possible to hit our goals.
 - Create financing mechanisms so that you can leverage private investment by property owners.