



EESI

Environmental and
Energy Study Institute

Materials will be available at:

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CONGRESSIONAL BRIEFING

Unlocking Capital For Climate Solutions: The Benefits of a National Climate Bank

Tuesday, June 08, 2021

About EESI...



NON-PROFIT

Founded in 1984 by a bipartisan Congressional caucus as an independent (i.e., not federally-funded) non-profit organization



NON-PARTISAN

Source of non-partisan information on environmental, energy, and climate policies



DIRECT ASSISTANCE

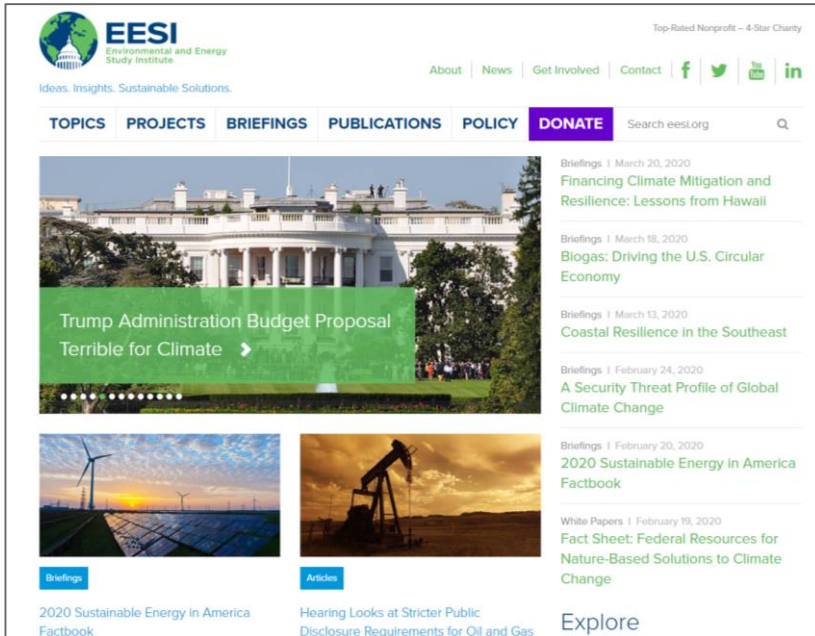
In addition to a full portfolio of federal policy work, EESI provides direct assistance to utilities to develop “on-bill financing” programs



SUSTAINABLE SOCIETIES

Focused on win-win solutions to make our energy, buildings, and transportation sectors sustainable, resilient, and more equitable

...About EESI



HILL BRIEFINGS

Video recordings and written summaries of Congressional briefings



CLIMATE CHANGE SOLUTIONS

Bi-weekly newsletter with all you need to know including a legislation tracker



SOCIAL MEDIA (@EESIONLINE)

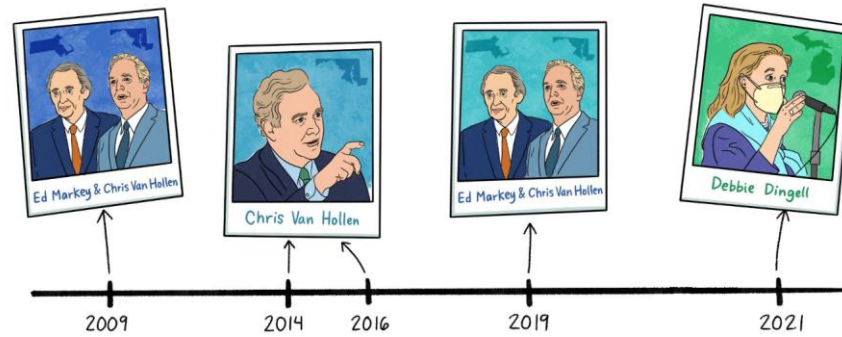
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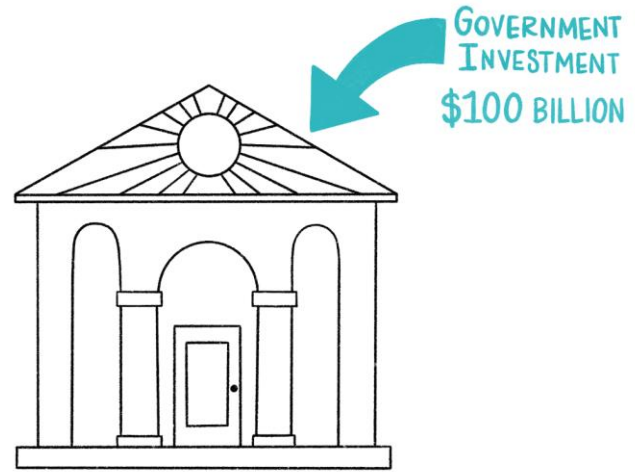
FACT SHEETS

Timely, science-based coverage of climate and clean energy topics

Clean Energy and Sustainability Accelerator



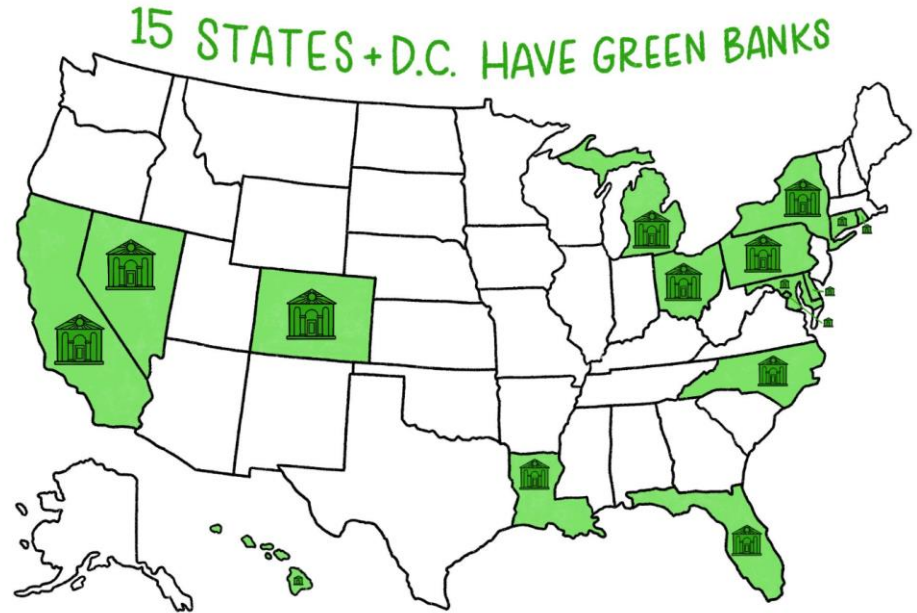
Green Banks combine
**\$1 public money with
\$3 private money**



Green banks succeeding for last decade

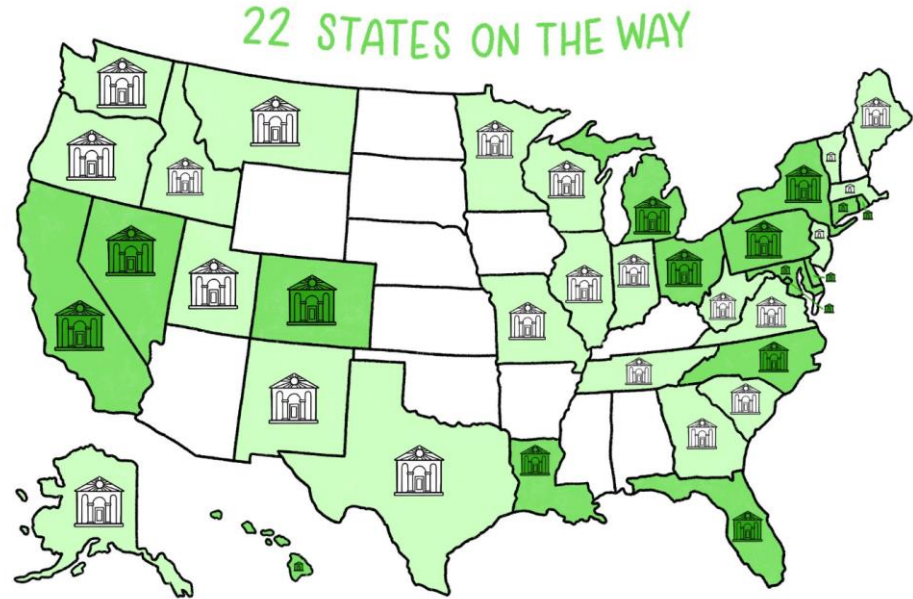
21 green banks in 15 states & D.C.
during last 10 years.

They have spent \$1.9 billion,
causing **\$7 billion total investment**
in clean power platform.



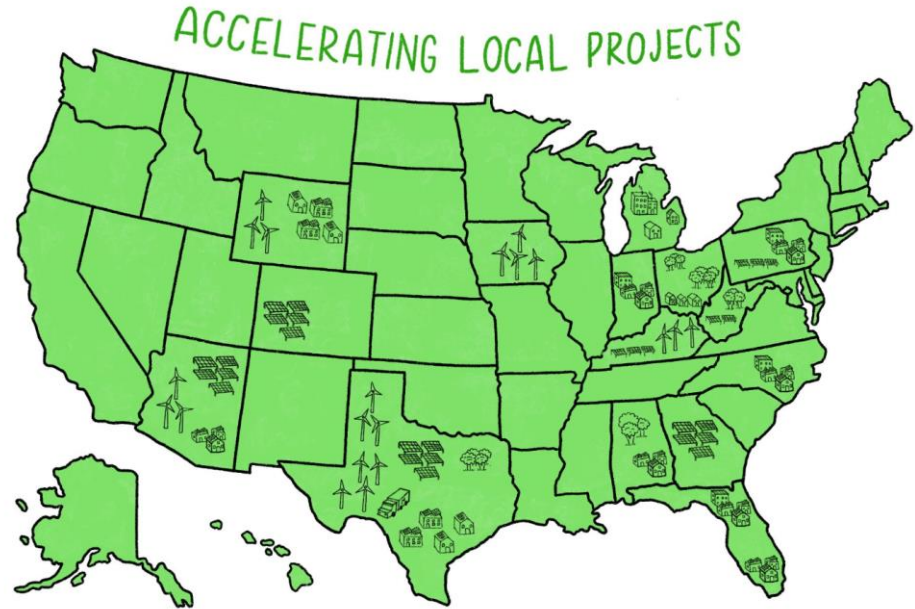
Time for green banks in every state

Currently 22 more states asking
for green banks



Day 1: Accelerator funds state green banks

- Local solutions to local problems
- Involve private investors, utilities, contractors
- Involve mayors, city councils

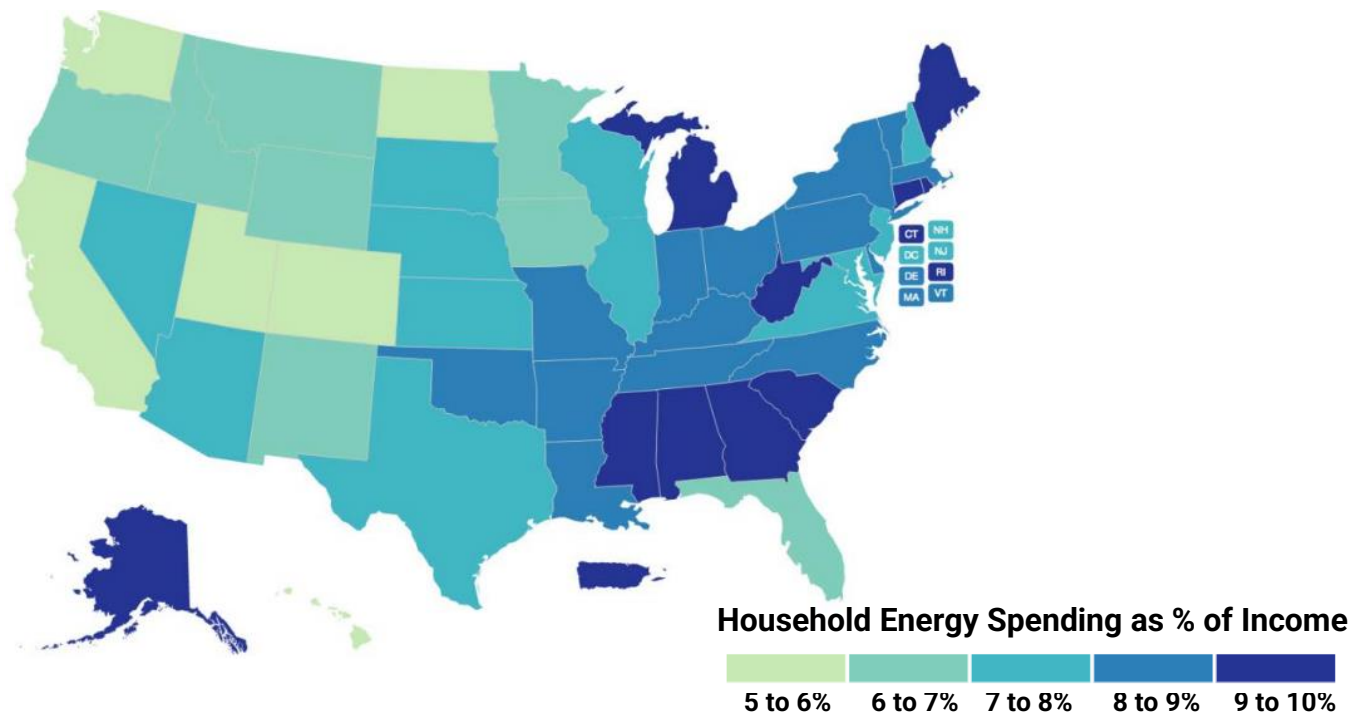




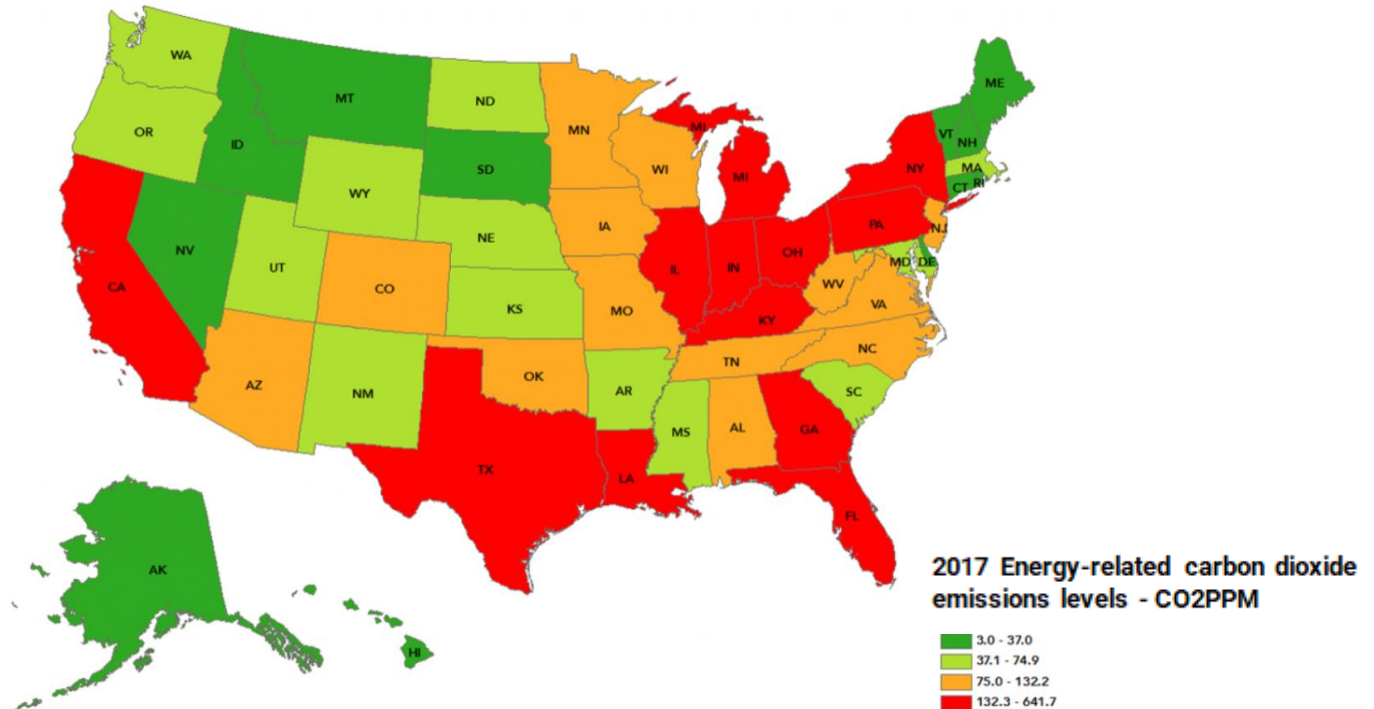
The Problem

Explained in 4 U.S. maps

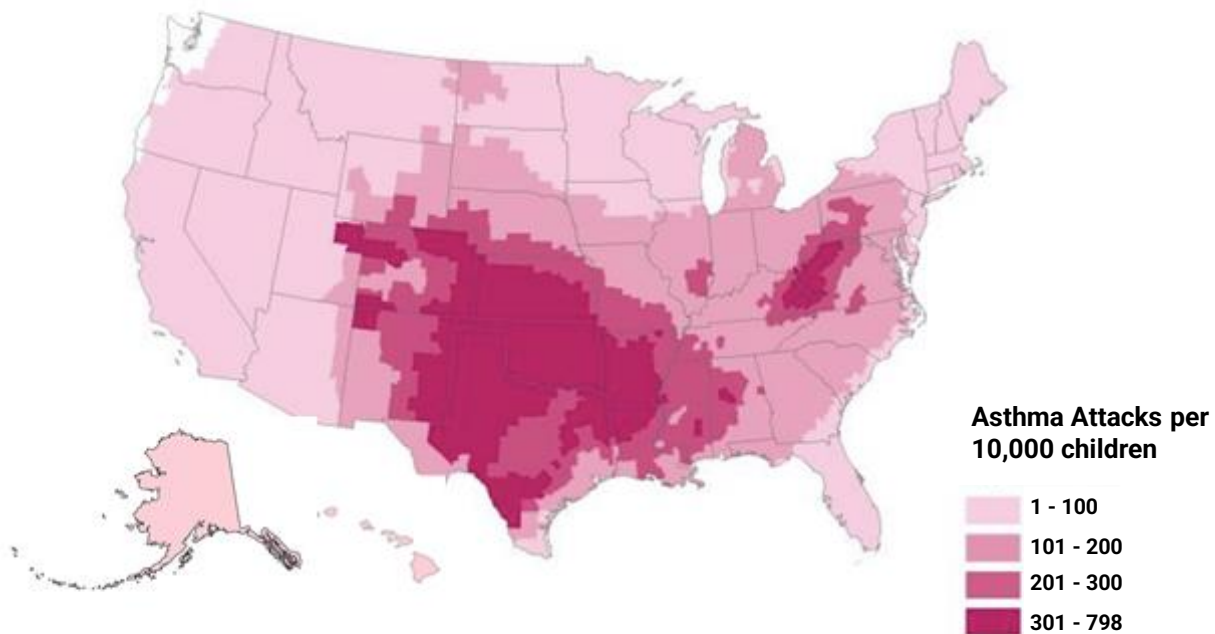
1. Carbon power hits consumers harder, differently in different states



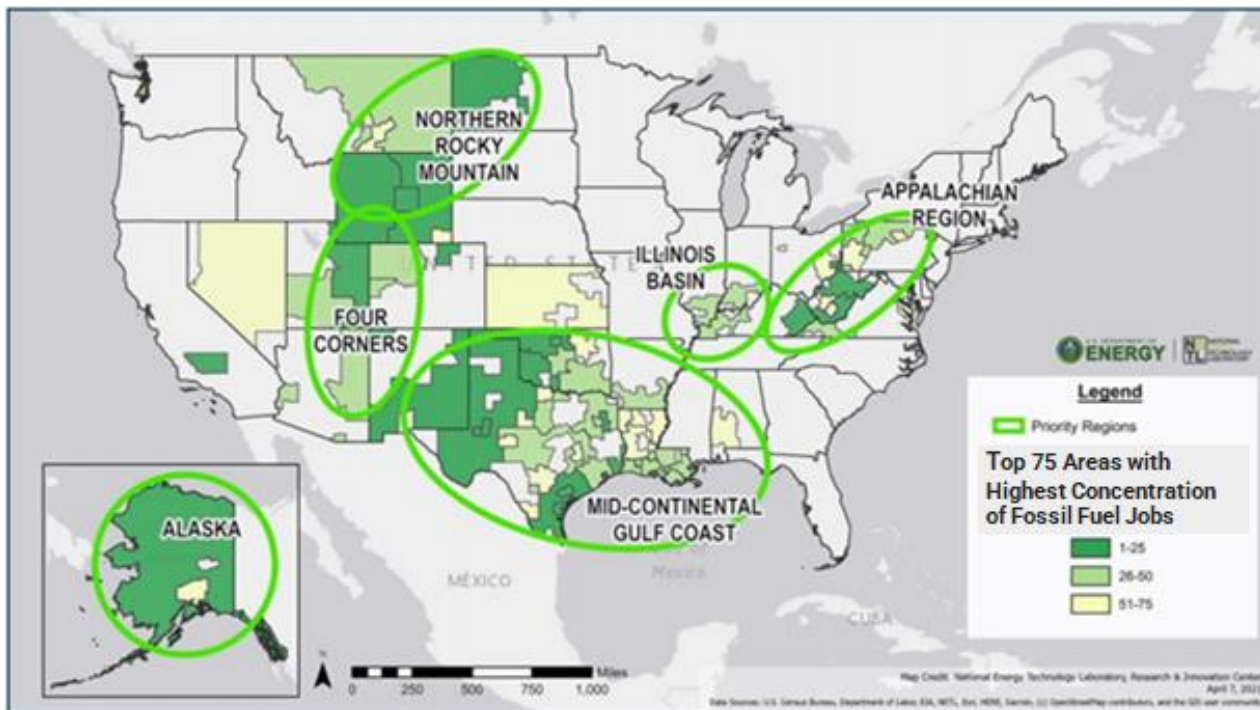
2. States differ in dependence on carbon power



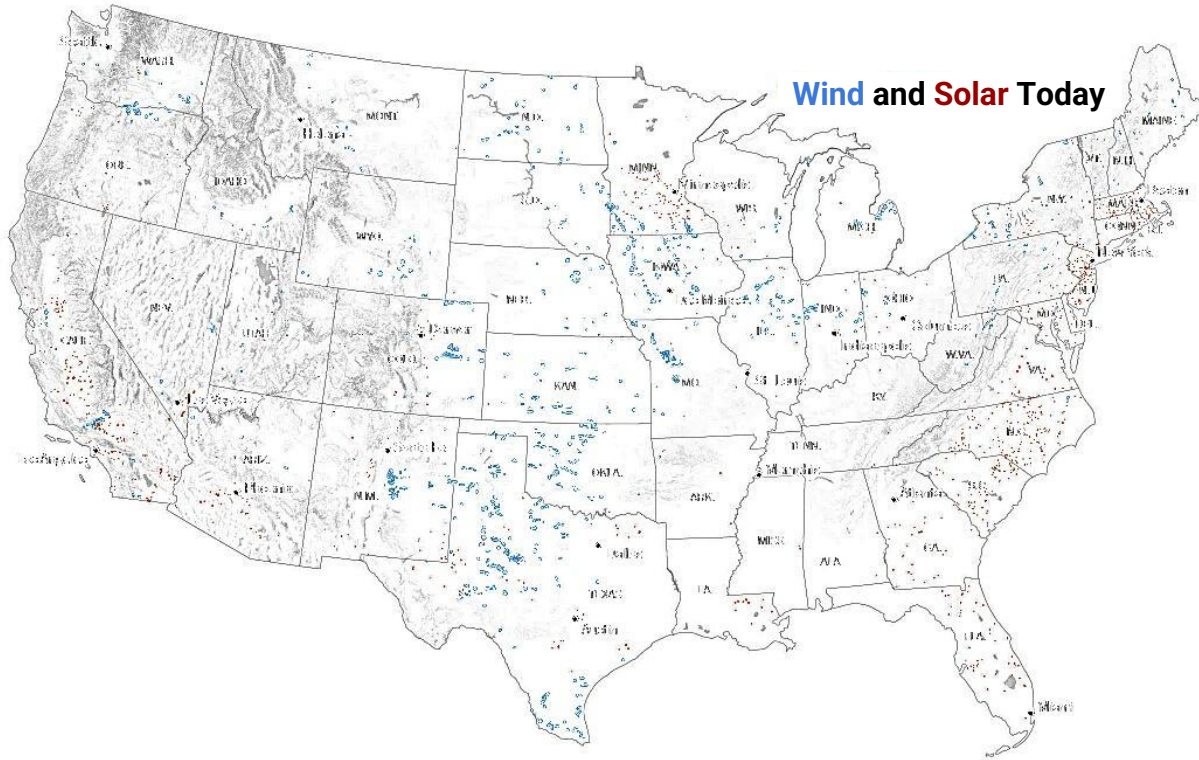
3. Leaving some children worse off than others



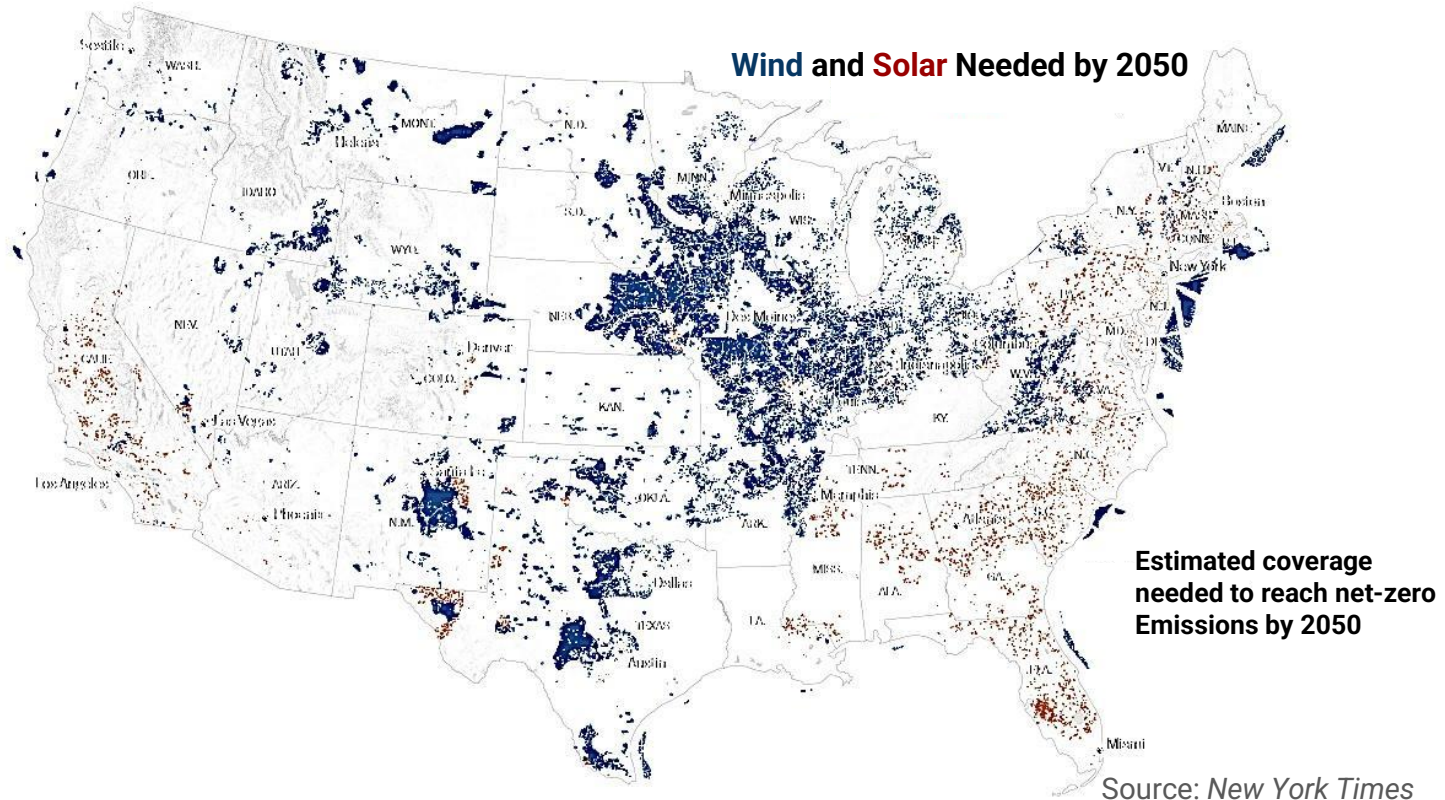
4. While transition hits workers differently in different states



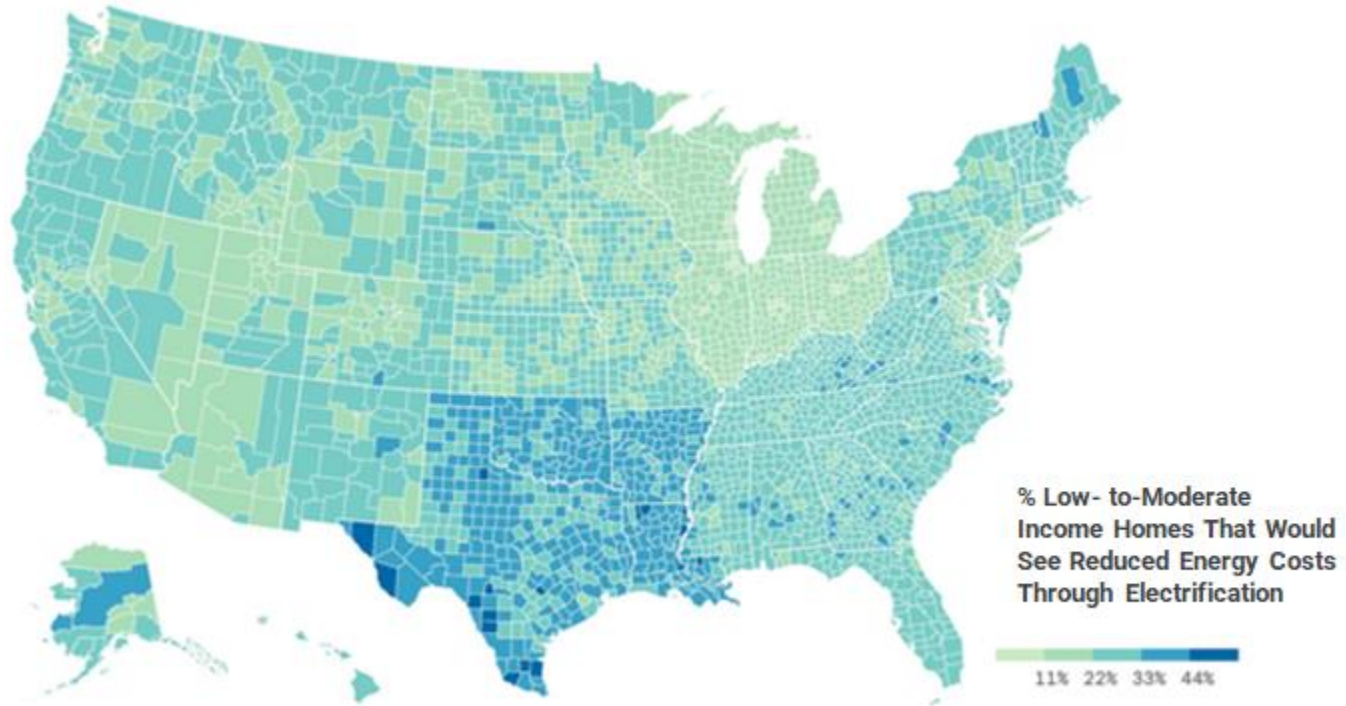
Today: Clean, Safe Power for Some



Solution: Clean, Safe Power for Everyone



... lowering energy costs for everyone



....moving from carbon to clean, cheap, safer power

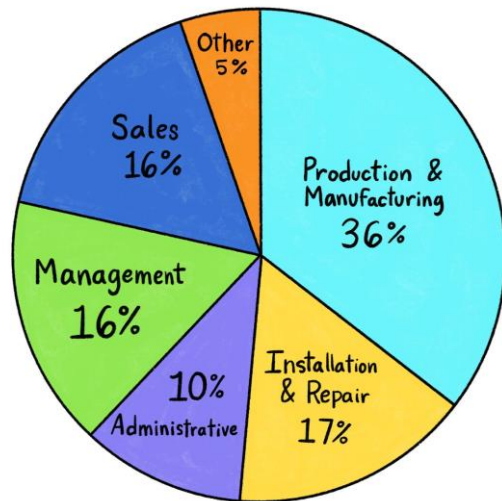


\$100B Accelerator Vital to Critical Objectives

- Wind and solar power electricity multiply market share by 6x
- High-voltage lines link offshore, Great Plains wind and desert solar to every distribution utility
- Battery storage in every regional grid
- Heavily-driven vehicles use electric motors

...creating jobs for everyone

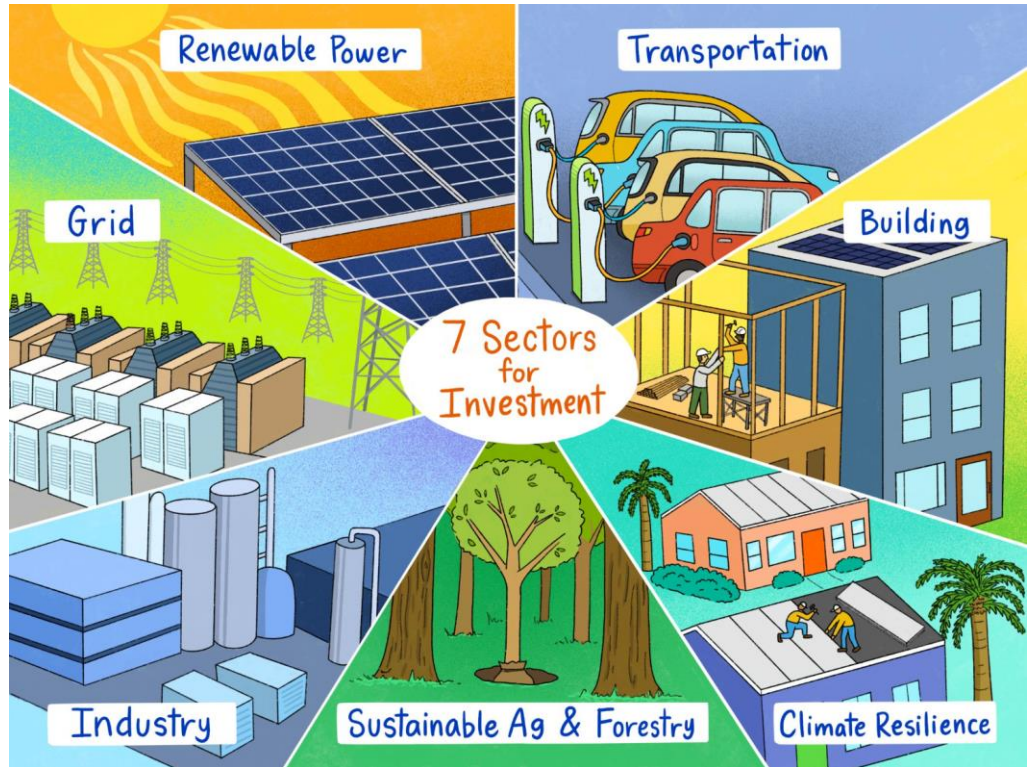
Jobs for Range of Skillsets



SOC Code	Job Classification	SOC Code	Job Classification
17-2040	Chemical Engineers	13-1071	Human Resource Specialists
51-2022	Electrical and Electronic Equipment Assemblers	13-1051	Cost Estimators
17-2071	Electrical Engineers	13-1041	Compliance Officers
17-2112	Industrial Engineers	13-2011	Accountants and Auditors
17-2131	Materials Engineer	13-2031	Budget Analysts
17-3012	Electrical and Electronics Drafters	13-2040	Credit Analysts
17-3012	Electrical and Electronics Engineering Technologists and Technicians	13-2053	Insurance Underwriters
17-3026	Industrial Engineering Technologists and Technicians		
17-3027	Mechanical Engineering Technologists and Technicians		
41-4011	Sales Representatives, Wholesale and Manufacturing Sales		
49-9041	Industrial Machinery Mechanics		
49-9043	Maintenance Workers, Machinery		
51-1011	First-Line Supervisors of Production and Operations		
51-2022	Electrical and Electronic Equipment Assemblers	11-1010	Chief Executives
51-2092	Team Assemblers	11-1021	General and Operations Managers
51-2099	Assemblers	11-2011	Advertising and Promotions Managers
51-4041	Machinists	11-2022	Sales Managers
51-4081	Multimedia Artists	11-2021	Marketing Managers
51-4121	Welders	11-3012	Administrative Service Managers
51-4122	Welders	11-3013	Facilities Managers
51-4193	Plating and Coating Machine Operators	11-3021	Computer and Information Systems Managers
51-4199	Metallurgical Workers	11-3031	Financial Managers
51-8012	Powerplant Operators	11-3051	Industrial Project Managers
51-9032	Cutting	11-3061	Purchasing Managers
51-9061	Inspectors, Coating, and Surface Finishing	11-3071	Transportation, Storage, and Distribution Managers
51-9124	Coat	11-3111	Compensation and Benefits Managers
		11-3121	Human Resources Managers
		11-3130	Training and Development Managers
		23-1011	Lawyers
		23-2011	Paralegals and Legal Assistants
			Specialist
			and Clerks
			Assistants
			Administrative Assistants
			Development Specialists
			Collectors
			Clerks
			Accounting, and Auditing Clerks
			Receiving Clerks
			Managers
			Checkers, and Clerks
			Representatives
			Information Clerks
			Management, and Inventory Clerks
			Administrative Supply Workers

...in 7 key sectors

- Renewable Power
- Grid Infrastructure
- Transportation
- Buildings
- Climate Resilience
- Industry
- Sustainable Ag & Forestry



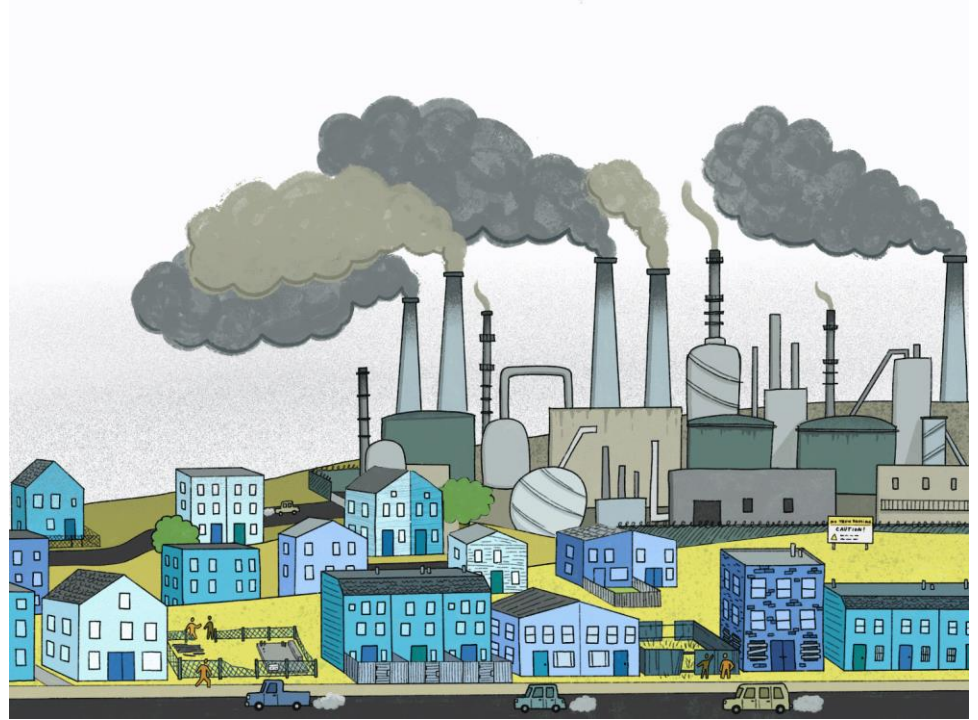
...in every community

- Accelerator \$100 billion + \$800 billion in private sector money = **\$900 billion invested in 10 years**
- **4 million jobs in 4 years**
- **Work in every community**



Justice for all

- “True” carbon to clean transition delivers **victory in climate crisis, justice for communities** harmed by pollution, hit by job loss, left out of gains enjoyed by the rest of country
- **Accelerator invests 40% into front-line, low-income communities**



...so America can lead world.

- Accelerator-driven investment **reduces 20% of American emissions**
- Single biggest **climate reduction program per dollar** in American Jobs Plan
- “**Biggest investment opportunity of century**”



Contact us

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Policy Director: Meghan Conklin, meghan@coalitionfогreencapital.com

Learn more at <https://coalitionforgreencapital.com/accelerator/>

Follow us @CGreenCapital



Connecticut Green Bank

Unlocking Capital for Climate Solutions

Environmental and Energy Study Institute

June 8, 2021

Connecticut Green Bank



About Us

- **Quasi-public organization** – broad enabling statute and powers set forth in Conn. General Statute 16-245n
- **Focus** – Finance clean energy (e.g., renewable energy, energy efficiency, and alternative fuel vehicles and infrastructure) by leveraging public capital with multiples of private capital
- **Support** – from a variety of sources, including:
 - **State Support** – \$0.001/kWh surcharge (i.e., Clean Energy Fund) on electric ratepayer bills (about \$7-\$10 per household per year \approx \$25 MM per year) and RGGI allowance proceeds about \$3-5 MM per year (renewable energy)
 - **Federal Support** – competitive solicitations (e.g., SunShot, SEEDS), non-competitive resources (e.g., ARRA-SEP, etc.), and maybe Accelerator
 - **Other Support** – issue “green bonds,” interest income, and foundations (e.g., PRI’s)

Connecticut Green Bank

Mission Statement and Goals

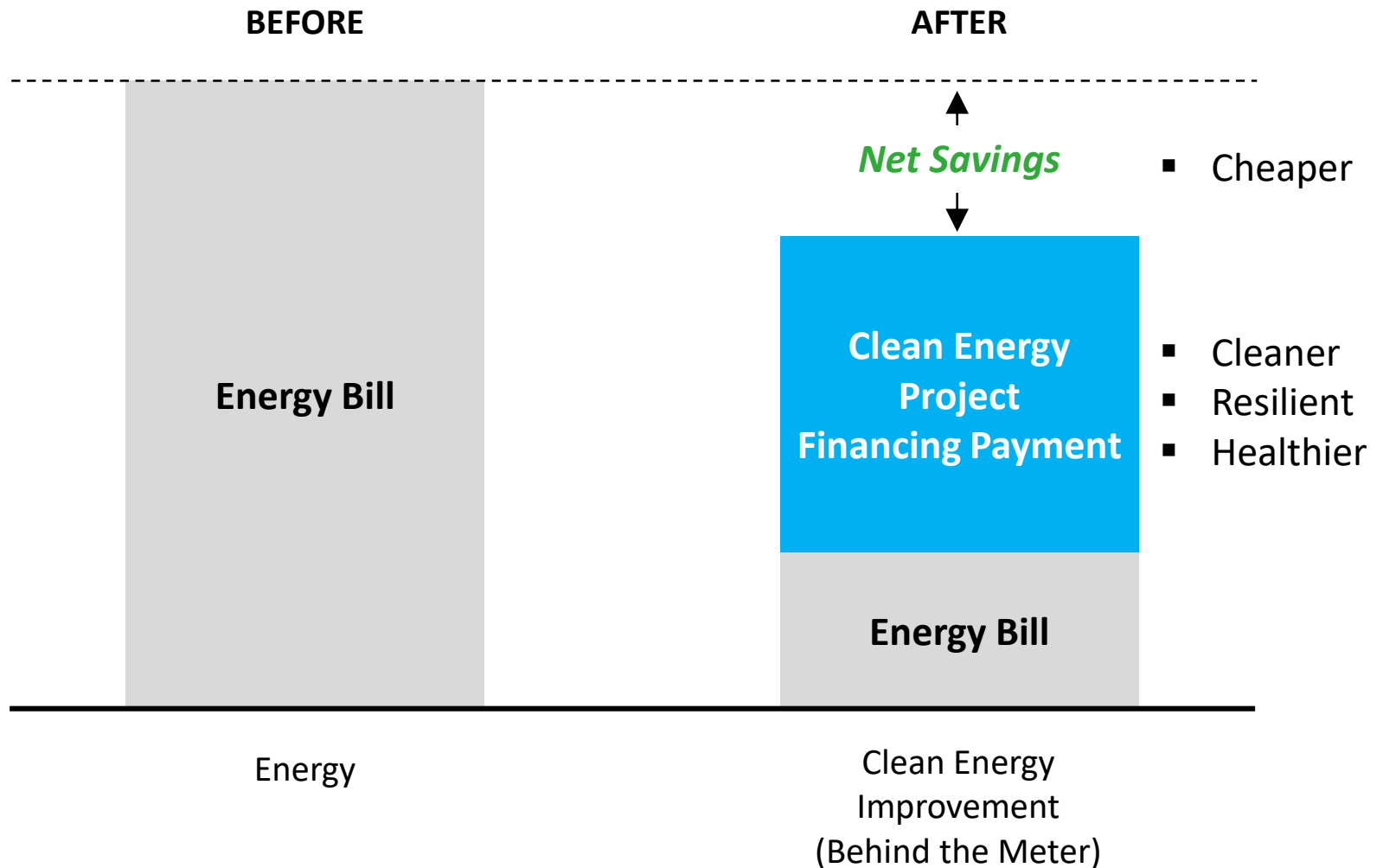


Confront climate change and provide all of society a healthier and more prosperous future by increasing and accelerating the flow of private capital into markets that energize the green economy.

1. Leverage limited public resources to scale-up and **mobilize private capital investment** in the green economy of Connecticut.
2. Strengthen Connecticut's communities, **especially vulnerable communities**, by making the benefits of the green economy inclusive and accessible to all individuals, families, and businesses.
3. Pursue investment strategies that **advance market transformation in green investing** while supporting the organization's pursuit of financial sustainability.

Green Bank Model

Reduce Costs – Increase Customer Demand

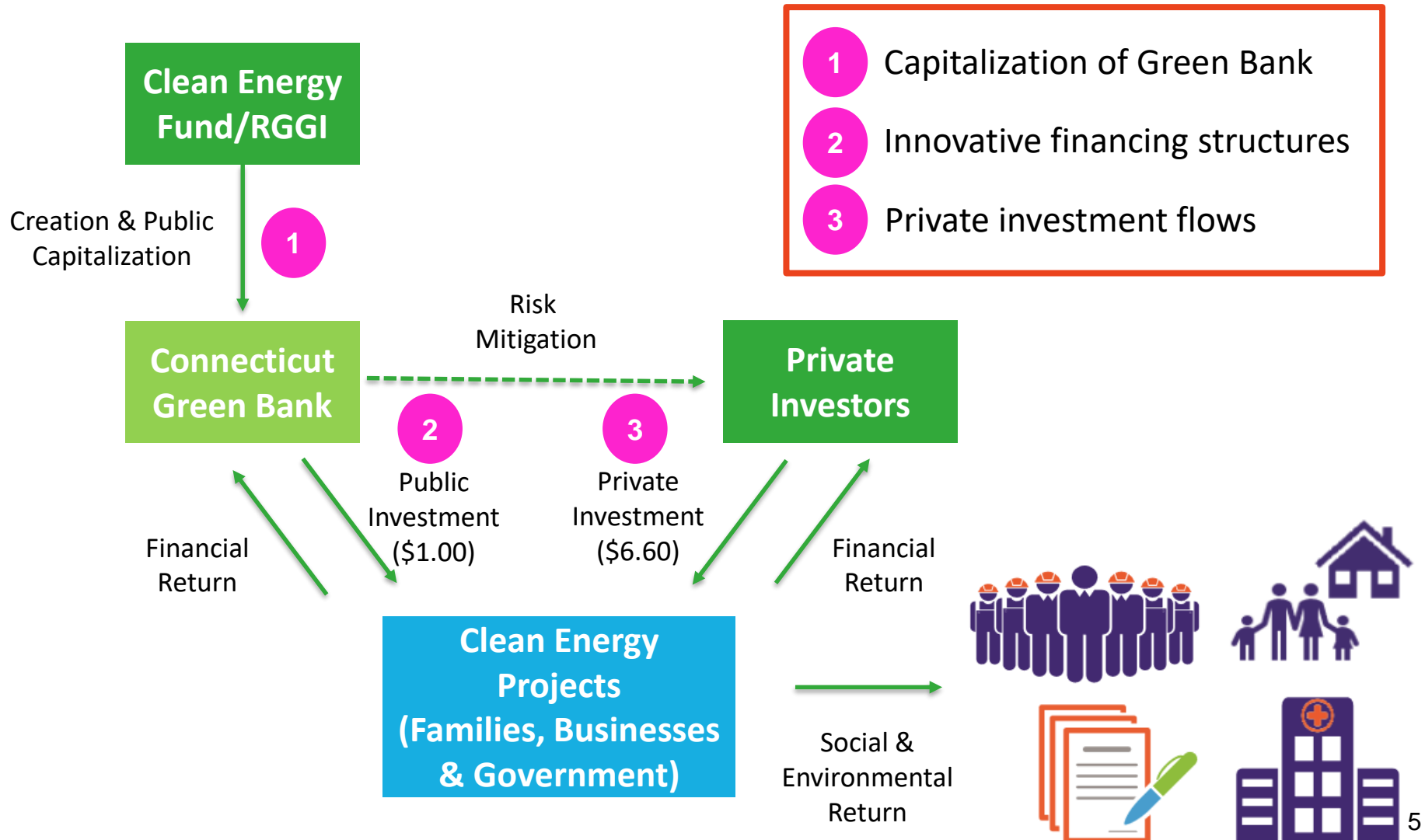


REFERENCE

Definition provided by the Coalition for Green Capital and adapted by the Connecticut Green Bank

Green Bank Model

Reduce Risk – Increase Supply of Private Capital

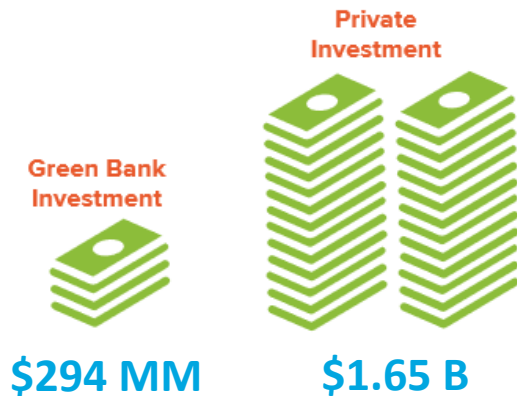


Connecticut Green Bank



Impact Investment – Social and Environmental

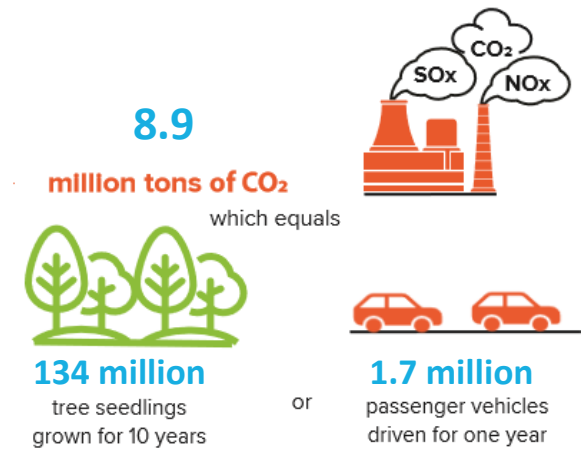
INVESTMENT



ECONOMIC DEVELOPMENT



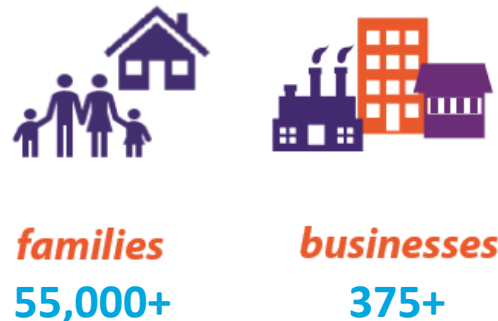
ENVIRONMENTAL PROTECTION



TAX REVENUES



ENERGY BURDEN REDUCED



PUBLIC HEALTH SAVINGS



REFERENCES

Comprehensive Annual Financial Report for FY2020 (p. 110)

Public-Private Partnerships



>\$800 Million¹ in Private Capital Raised (5 Years)

\$80 MM
CLOSED
15:1



Grid-Tied

\$60 MM
CLOSED
4:1



Residential Solar & Energy Efficiency

\$105 MM
CLOSED
7.5:1



Residential Solar
Commercial Solar

\$30 MM
CLOSED
4:1



C-PACE

\$60 MM
OPEN
17:1²



Residential Energy

\$100 MM
OPEN
5:1



Residential Solar

\$50-100 MM
CLOSED
9:1



C-PACE

\$60+ MM
CLOSED
6:1³



Commercial Solar

\$77 MM
PROJECT FINANCE
8:1



\$40 MM
CLOSED
100%



CT Green Bank
REC Securitization

\$67 MM
Open
10:1



Small Business
Energy Advantage

\$17 MM
CLOSED



CT Green Bank
Green Liberty Bonds

REFERENCES

1. Several transactions such as small hydro, wind, microgrid, CHP and anaerobic digestors not represented on slide
2. LLR of \$3.3 MM yields high leverage – and it is 2nd loss and thus with no to low defaults (i.e., 10 loans out of 3,447 have defaulted as of 12/31/18 with \$22K in LLR). IRB's using ARRA-SEP not considered in the leverage ratio.

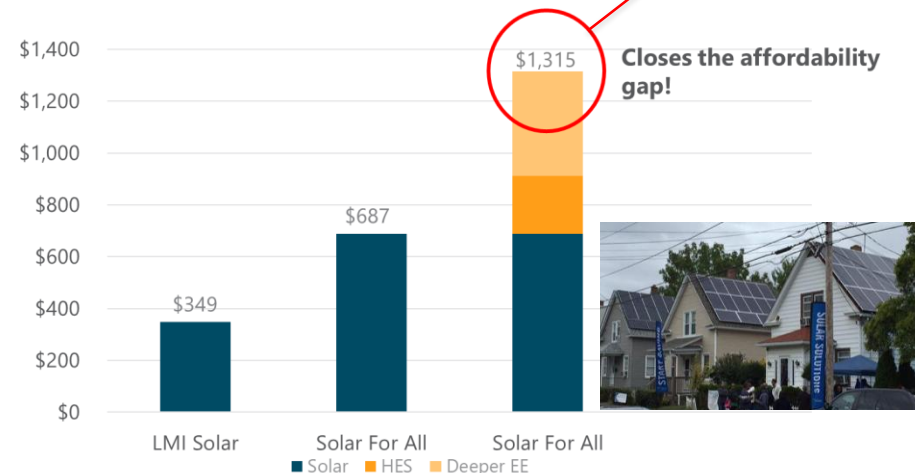
Energy Infrastructure

Residential Solar PV and Energy Efficiency Lease

Market Segment	Residential Single Family LMI (Co-Investment)
Product Summary	Solar lease + energy efficiency package (fixed 20 years) to reduce energy burden with alternative underwrite/no credit score using community based marketing approach
Support Needed	<ul style="list-style-type: none"> ▪ Good solar economics including tiered LMI incentive ▪ Municipal, community and nonprofit introductions ▪ Subordinated debt capital – if available, but not required
CT Results	3,328 leases for \$91.8 MM investment, 21.9 MW, 99.9% get EE (HES), 63% ESA, and reached 75% LMI



Income Band (% State Median Income)	# Households	Energy Spending	Burden	Household Income	Affordability Gap per Household
0-30	201,146	\$2,119	19%	\$11,152	\$1,450
>30-60	238,018	\$2,550	8%	\$31,875	\$638
>60-80	93,792	\$2,753	6%	\$45,883	No gap
>80-100	149,272	\$2,933	4%	\$73,325	No gap



REFERENCES

Waste Infrastructure

Food Waste to Energy AD Project

Market Segment	Project Finance (Co-Investment)
Project Summary	Provided long-term subordinated debt (i.e., 15 years) at low interest rate (i.e., 2%) for 20% of the capital structure to finance the 1 st AD project of its kind in CT
Support Needed	<ul style="list-style-type: none"> ▪ Links to food waste collection policy (PA 11-127) ▪ Attracted local lender as a senior debt provider (i.e., Peoples Bank) along with equity and tax equity
CT Results	\$10 MM project, 1 MW, diverts organic materials from waste stream while producing renewable energy



Water Infrastructure

New England Hydropower

Market Segment	Virtual Net Metering – Municipality (Investment)
Project Summary	Long-term PPA (i.e., 30+ years) for behind the meter (VNM) for this run-of-the-river hydro facility in Meriden – first of its kind in the U.S.
Support Needed	<ul style="list-style-type: none">▪ Project finance▪ Support for start-up developer using European technology▪ Working capital (Webster Bank), construction financing (Key Bank), and green bonds (BAML)
CT Results	\$3 MM investment using federal CREBs and 193 kW hydro project



Green Liberty Bonds

Celebrating the 50th Anniversary of Earth Day



Connecticut Green Bank

Vision Statement



...a planet protected
by the love of humanity



REFERENCES

Vision Statement inspired by the Innovations in American Government Awards at the Ash Center of Harvard University's Kennedy School of Government, Mayor Muriel Bowser of Washington, DC, Maya Angelou's "On the Pulse of Morning," and the powerful words of Mary Evelyn Tucker on "inclusive capitalism".

Green Bonds US



Thank You

Connecticut Green Bank
75 Charter Oak Avenue, Hartford
(860) 563-0015

www.ctgreenbank.com

www.greenbondsus.com



**CONNECTICUT
GREEN BANK** SM



Solar and Energy Loan Fund

"CLIMATE" LOANS THAT TRANSFORM LIVES



Non-Profit Community Development Financial
Institution (CDFI)



Background

First and only Non-Profit “Green” Bank in Florida

Started with a \$3 million grant from the U.S. Department of Energy under the Obama American Recovery Act (2009).

Certified by U.S. Treasury as a Community Development Finance Institution (CDFI), in 2012.

SELF’s Innovation

- Underwriting loans based on “**ability to repay**”- **NOT credit score , income or assets**

Results

- **\$25 Million in Loan and Grants for CDFI raised** to date;
- **\$18 Million** deployed for unsecured home improvement loans **2,050** home-improvement projects in FL, AL, SC.
- **74%** of SELF clients are low-moderate income (LMI).
- Average Default rate **BELOW 2%**
- **600+** Contractors for SELF network (Green Jobs)
- **Received \$5 Million** JPMorgan Chase Pro Neighborhood Grant leveraging **\$65 Million in investments for 300 affordable housing**
- **Up to \$50 Million** Capital commitment for Commercial and Residential PACE (St. Lucie County only)



MISSION

TO REBUILD AND EMPOWER UNDERSERVED COMMUNITIES BY
PROVIDING ACCESS TO AFFORDABLE AND INNOVATIVE FINANCING
FOR SUSTAINABLE PROPERTY IMPROVEMENTS, INCLUDING:
ENERGY EFFICIENCY; RENEWABLE ENERGY; WIND-HAZARD
MITIGATION; WATER QUALITY AND DISABILITY AND AGING IN
PLACE HOME ADAPTATIONS, AND MORE.





LENDING PROGRAMS (Unsecured Loans)

**Personal Loans based on "Ability to Repay. No Income or credit score requirements.*

- | | | |
|---|-----------|---|
| 1 | CDFI | No minimum Credit Score or Income; Unsecured , 5% – 10.99 % ; 3- 10 yr. term. |
| 2 | KIVA | Unsecured, Worldwide Crowdfunded Loans focused on Veterans & Women with zero (0)- 500 credit scores 5%- 5yr term loans. |
| 3 | SAFE HOME | Resilience loans (i.e. roofs, impact windows, door, hurricane shutters) for increased safety, equity and reduced insurance costs. 8%-9.75%, up to 7 year terms. |
| 4 | HALO | Home adaptation loans for elderly or residents with disabilities. Unsecured 5.5% -7% 7 yr. term |
| 5 | WQL | Water Conservation and Water Quality Loans i.e., Septic-to-Sewer conversions. 5%-9.5% up to 10 yr. term. |

More than just Loans SELF provides:

- Financial Inclusion: SELF loans can help build or rebuild, credit
- Project Management: SELF loans ensure quality work and compliance with code.
- Jobs : Contractor Network. SELF loans protect homeowners from unscrupulous contractors, and scammers through a pre-vetted contractor network





Multifamily, Non-profit and Community Energy Improvement Loans

- **Housing and Community Impact Fund (HCIF) – CLEAR LOANS** (Clean Energy and Resilience loans) -
- New Loan Program to provide a line of low-cost, flexible unsecured, or “lightly secured” financing options for : Affordable Housing, Multifamily, Non-Profit and Community Development projects.



“Gib-Sun Plaza” FIRST ROOFTOP SOLAR ON A PUBLIC HOUSING BUILDING IN FLORIDA

Leon Lowenstein \$200K Grant

Leveraged \$600K

Total \$800K

Scope:

- Solar System and Battery Storage for emergency response to Climate Impacts
- 65 units of low-income rental housing
- 132 elderly residents, mostly Hispanics



CAROL: Widow; Recovering from Back Surgery

High Efficiency A/C Loan

Impacts: Energy Savings; Health; Dignity





**Pamela Turner: U.S. Veteran; Single Mother of 4.
Roof Loan (Resilience)
Impacts: Health, Safety, Quality of Life**





Mark Stanhope- U.S. Post Master SOLAR LOAN

"Its almost like you have to be rich to have solar but SELF makes it so everyone can have solar"

Impacts: Reduced Carbon Footprint; Long term savings





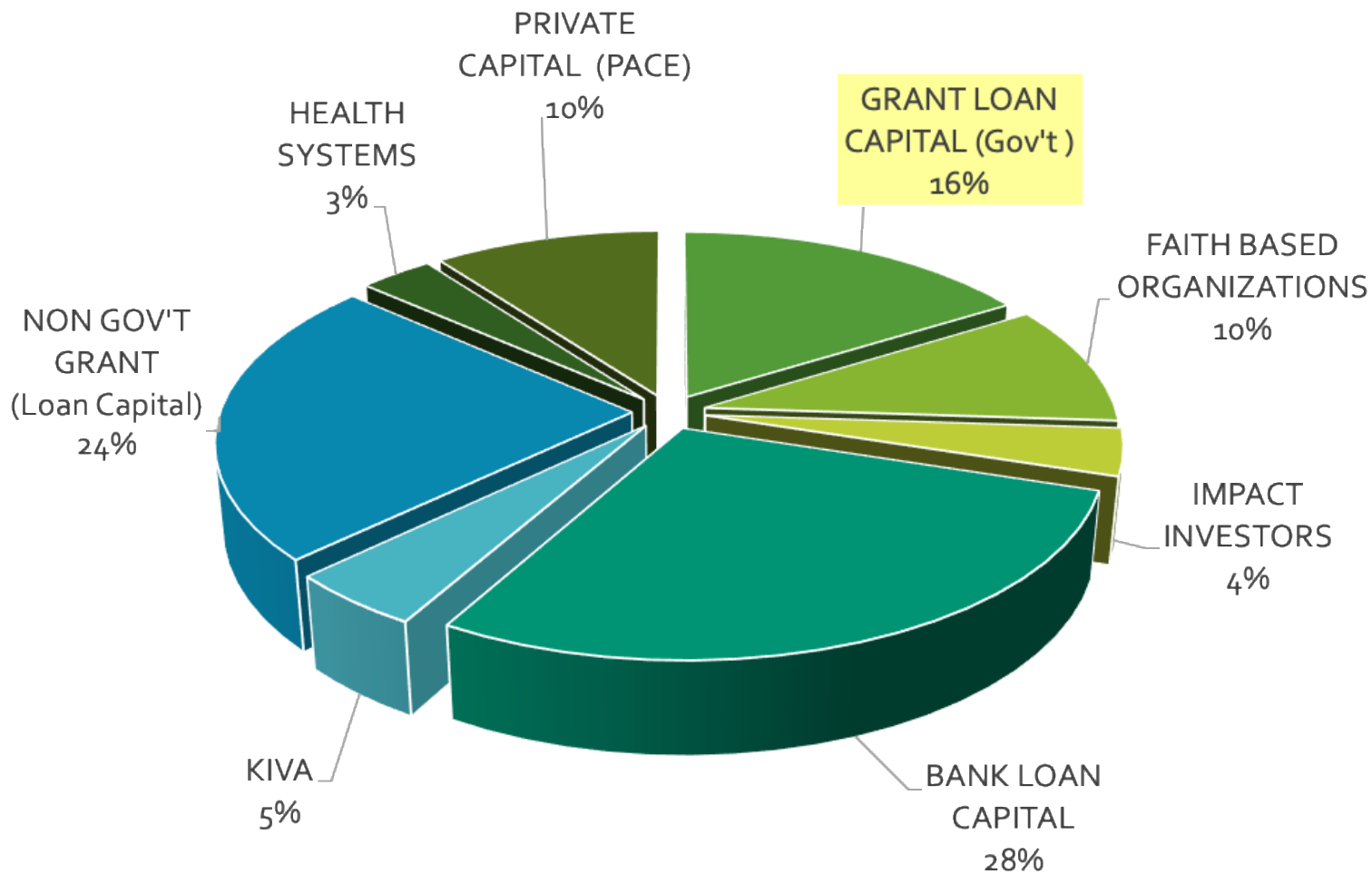
CAPITAL PROVIDERS

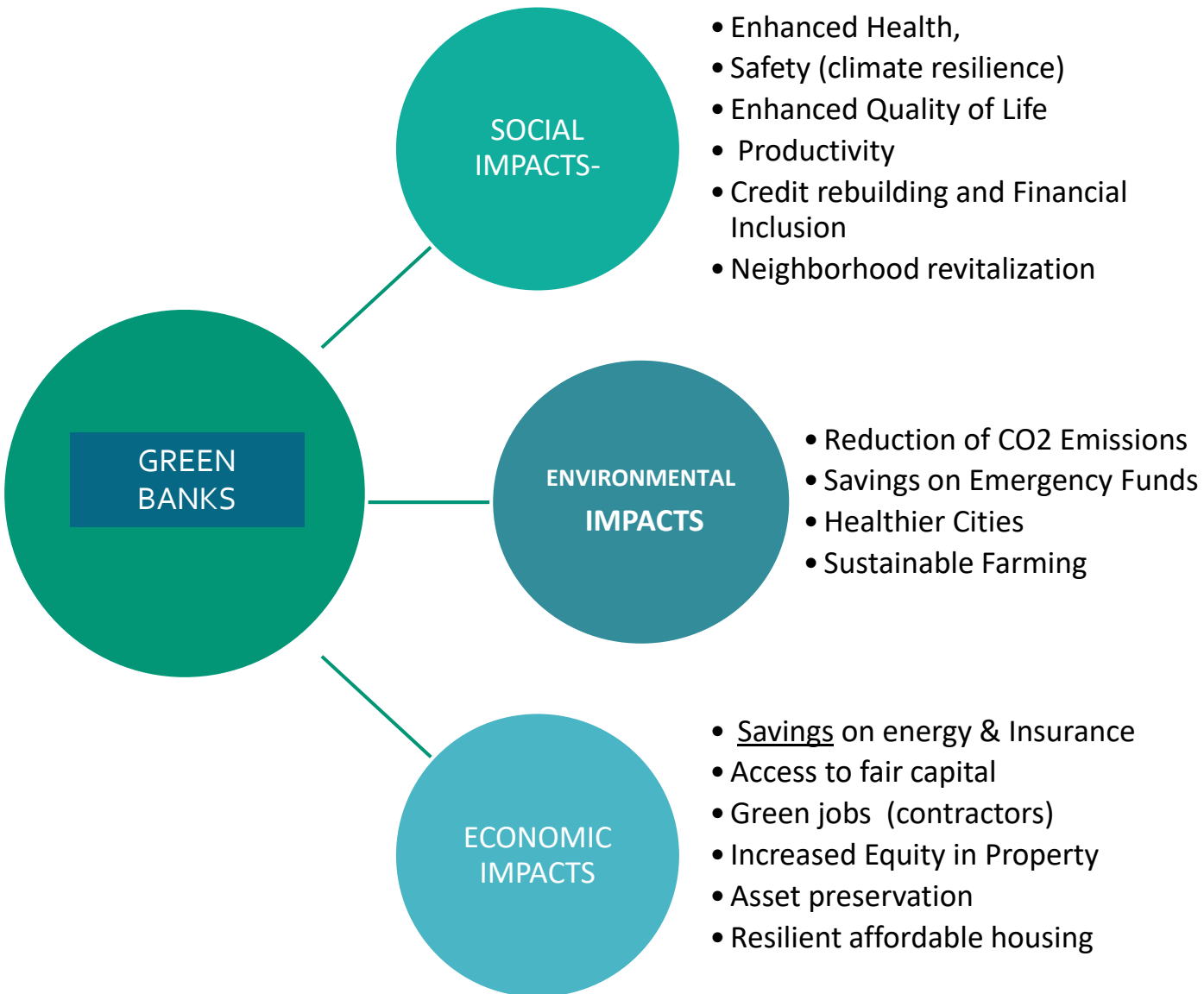
SELF's Investors

www.SolarEnergyLoanFund.org



Cumulative Loan and Grant Capital	(\$\$)
Total Loan Capital	\$19,549,203
TOTAL GRANTS (OPERATING)	\$4,996,115.39
TOTAL GRANTS AND LOAN CAPITAL	\$24,545,318.01







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Unlocking Capital for Climate Solutions

June 8, 2021

People. Planet.
Employment.





GRID Alternatives' Mission

We build community-powered solutions to advance economic and environmental justice through renewable energy.

Our work includes:

- Direct solar project development & technical assistance
- Workforce development
- Low-income solar policy leadership



At GRID Alternatives,
we believe that a
successful transition to
clean energy must
include everyone.





Our work is making a difference. Since 2004, GRID Alternatives has:

- Installed solar for 19,540 households who qualify as low-income
- Engaged 45,469 people in solar education and training
- Helped families save over \$500M in energy lifetime savings
- Prevented 1.3M tons of GHG emissions from being released into the atmosphere
- Provided nearly 261,000 job training hours focused on installs

Renewable energy can drive economic growth and environmental benefits in communities most impacted by underemployment, pollution, and climate change.

Colorado project example: Ute Mountain Ute Tribe 1.2MW Community Solar Array



GRID Alternatives provided workforce training to 14 Tribal members, 11 of whom were hired as interns to help install the array.

Solar Deployment Hits Record Levels Despite Job Loss

Despite employment reductions, annual solar installations reached a record **19.2 GWdc in 2020**.

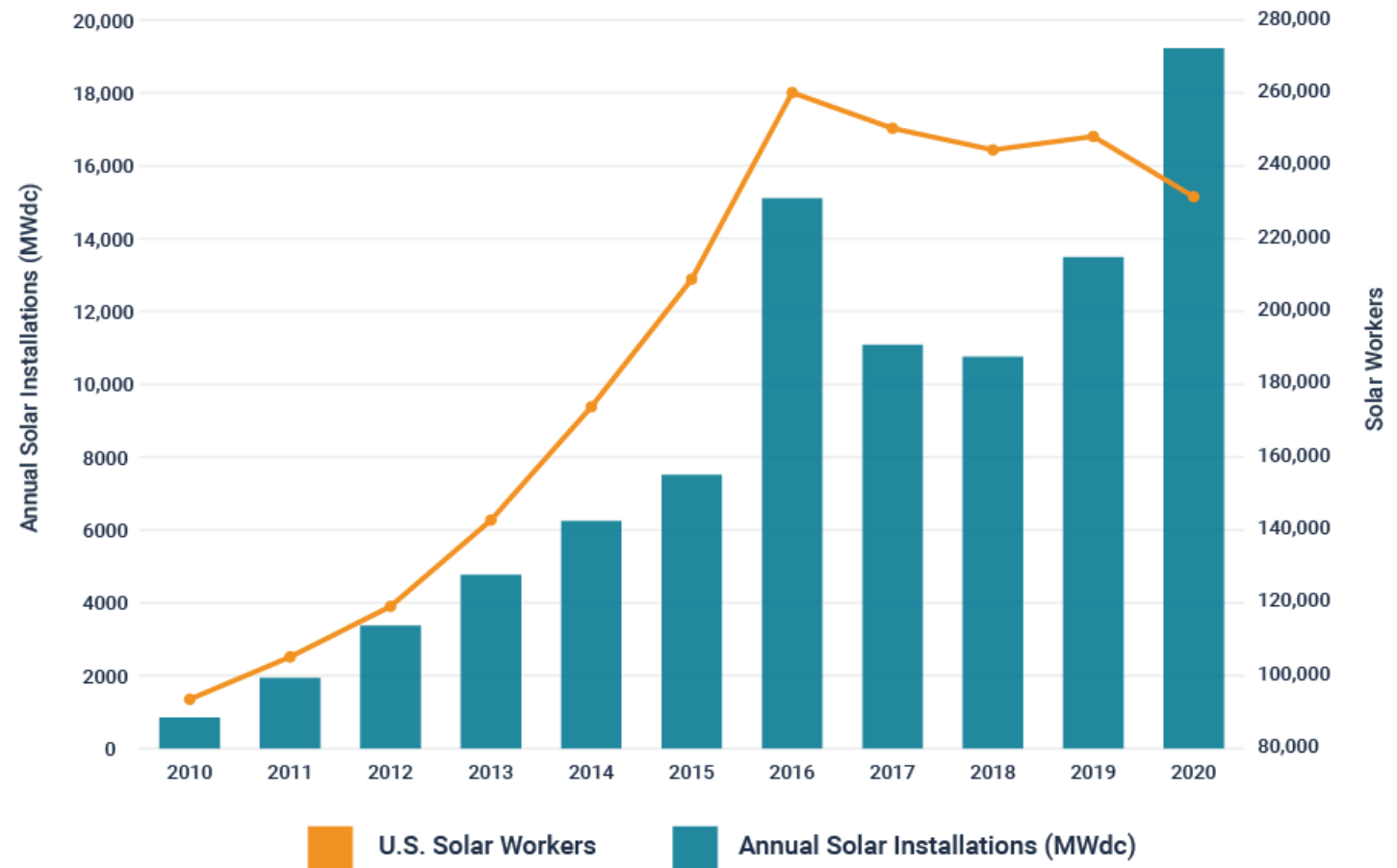
The industry was able to achieve these totals despite reduced employment in part due to a rapid increase in the share of utility-scale deployment.

- Utility-scale installations represented **73% of all solar capacity installed in 2020**, a new record
- Because utility-scale projects use fewer installation workers per kilowatt deployed, the increase in utility-scale market share allowed for greater deployment with lower labor intensity

However, equally important was an **increase in labor productivity** across all market segments.

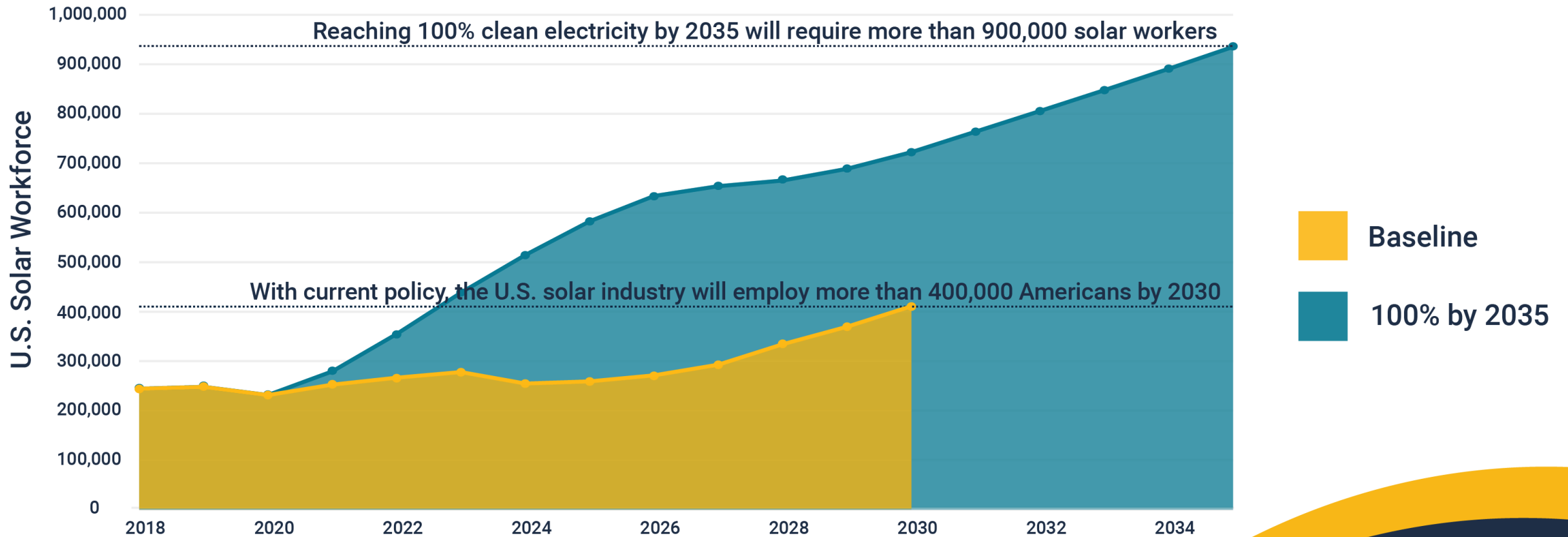
- Residential productivity increased 19%.
- Non-residential productivity increased 2%
- Utility-scale productivity increased 32%

Labor Productivity Increased Allowing Increased Deployment



Sources: National Solar Jobs Census 2020, SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight 2020 Year in Review

Baseline Solar Employment Forecast vs. Workforce Needed to Reach 100% Clean Electricity by 2035



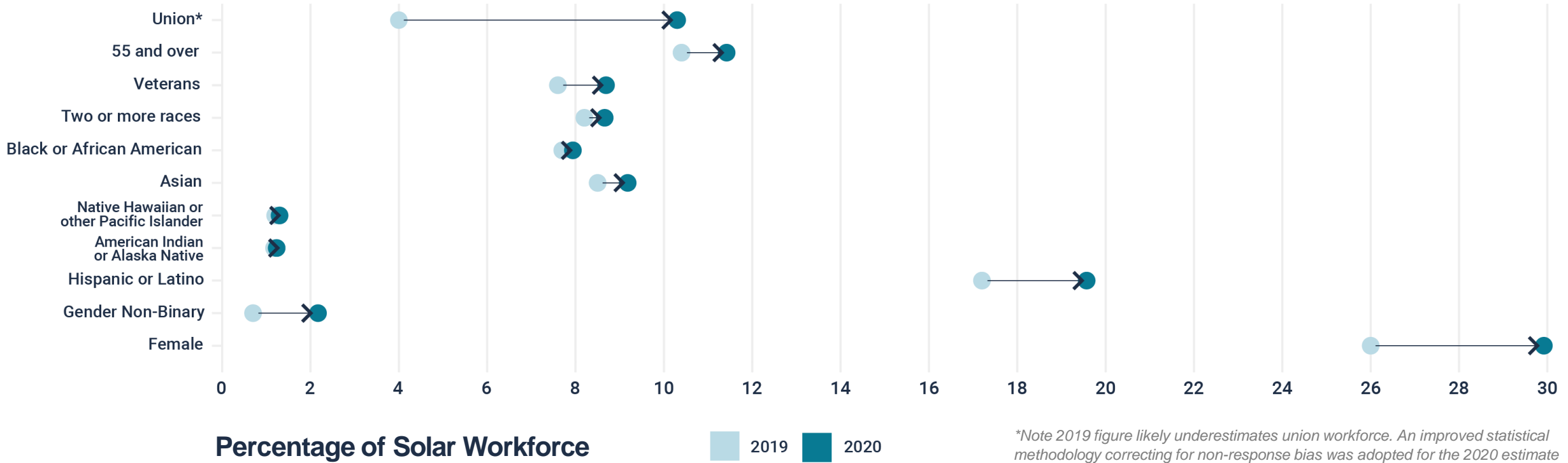
Sources: National Solar Jobs Census 2020, SEIA approximation of Biden Clean Energy Goal

Under the current trajectory, and without significant policy shifts, the solar+ storage industry will employ **400,000 workers in 2030**.

The path necessary to achieve President Biden's goals to decarbonize the grid and expand domestic manufacturing will require more than **900,000 solar workers** across the supply chain by 2035.

Future
Workforce
Needs

Solar Workforce Grew More Diverse in 2020



Nearly all demographic measures of diversity in the solar workforce saw modest increases in 2020, bringing numbers to an all-time high across most categories.

Women in solar grew from **26% to 30%** of the workforce.

- While the industry overall lost workers in 2020, the number of women employed in solar increased by nearly **4,800 to over 69,000**

Since 2015, solar industry employment has increased by **39%** for women, **92%** for Hispanic or Latino workers, **18%** for Asian workers, **73%** for Black or African American workers, and **19%** for veterans.

- Over that same time, overall solar industry employment has risen by 11%

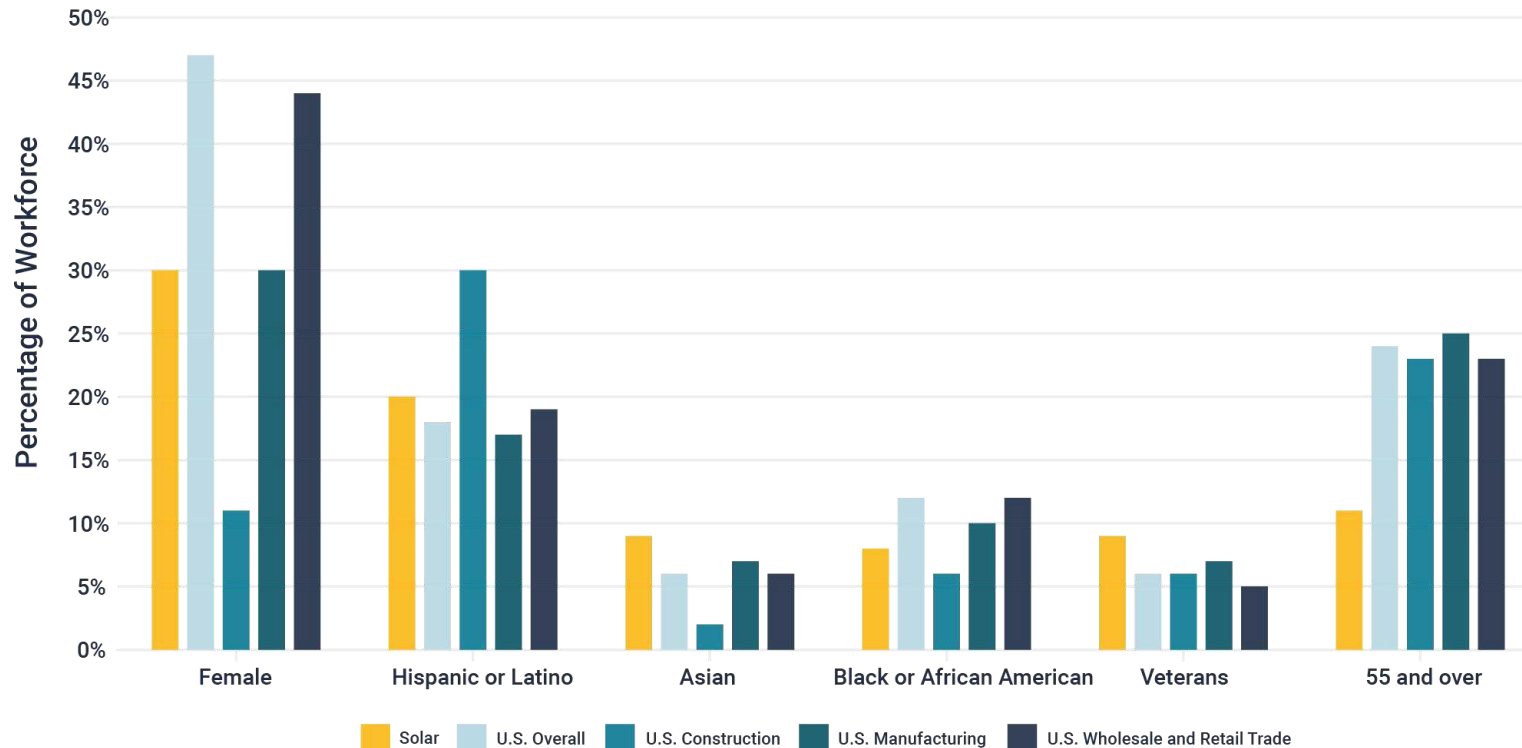
The share of workers who are members of labor unions now stands at **10.3%**.

Though the solar industry has made significant progress in diversifying over the past 5 years, there is **still significant work to be done** before the solar industry matches the diversity of the country.

Diversity in Solar Is Comparable to Other Industries

- Solar workers identify as “female” at almost **three times the rate** as the overall construction industry
- **Veterans make up a larger share** of the solar workforce (9%) than the overall economy

Environmental justice and equity are embedded in solar industry policy priorities and growth planning and will be critical as the industry rises to meet the joint challenges of climate change, the energy transition and social and environmental justice.



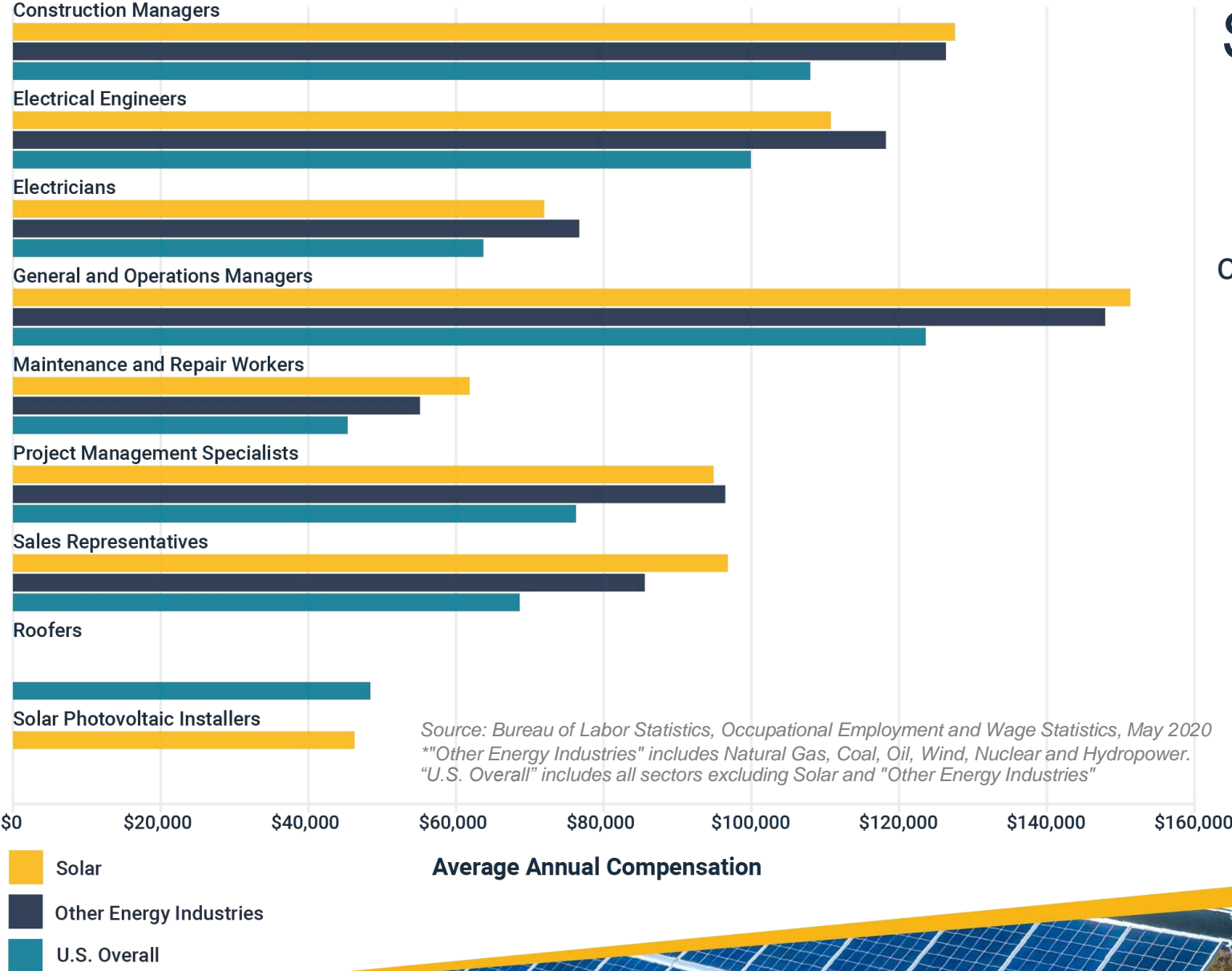
Solar Compensation is On Par with Similar Trades

Compensation in the solar industry is comparable with similar occupations in other energy industries and higher than U.S. averages for most of the same positions.

Solar installers make similar amounts to their peers in the **roofing industry**.

Solar electricians make more than the **average electrician**.

Construction managers in solar make more than average and more than peers in other energy industries.



Slide credit: National Solar Jobs Census 2020



Top States for Solar Jobs

State	2020 Rank	2019 Rank	2020 Jobs	Change from 2019
California	1	1	68,677	-7.5%
Florida	2	2	11,219	-8.1%
New York	3	3	10,214	-4.9%
Texas	4	5	10,088	-1.7%
Massachusetts	5	4	9,495	-8.7%
Arizona	6	6	7,346	-5.5%
Utah	7	9	6,926	-2.5%
Colorado	8	8	6,771	-5.6%
Ohio	9	7	6,532	-10.3%
Nevada	10	10	6,174	-11.8%

Top States for Employment Growth Since 2015

State	Employment Growth Since 2015	Percent Change
Florida	4,659	71%
Utah	4,246	158%
Texas	3,058	44%
Virginia	2,352	120%
Minnesota	2,003	101%
New York	1,964	24%
Pennsylvania	1,810	72%
Indiana	1,794	114%
Illinois	1,779	51%
Colorado	1,771	35%

Top States for Solar Jobs per Capita

State	Jobs per Capita
Utah	1:473
Nevada	1:503
California	1:576
Vermont	1:615
Hawaii	1:617
Massachusetts	1:741
Colorado	1:854
Arizona	1:974
Rhode Island	1:1,087
New Mexico	1:1,128

State Overview

Primarily as a result of the pandemic, solar employment **dropped in 44 states in 2020**, representing the most broad-based labor reduction on record.

The pandemic had uneven impacts at the state level, however. States with large distributed solar markets experienced the most employment loss, as residential and commercial segments were hit hardest by work restrictions and have yet to fully recover. Markets with larger shares of utility-scale deployment fared somewhat better, though those labor forces were also reduced by workers missing time due to the pandemic.

In a handful of markets, rapid year-over-year increases in deployment, often in utility-scale solar, **helped to offset job losses in distributed markets**, leading to modest levels of employment growth or lower levels of job loss.

Of the top 10 states for solar employment growth percentage in 2020, 8 of them also rank in the top 20 for solar deployment growth rate in 2020.



Colorado's
commitment to a
renewable energy
future

In Colorado:

- In 2019, Polis Administration unveiled a Roadmap to 100% renewable energy by 2040 and Bold Climate Action
- From 2014-2019, Colorado saw a 15% growth in energy jobs, which are projected to grow another 9% through 2024 – outpacing national growth of 5.6%
- Colorado was ranked 13th in the nation for installed solar capacity as of Q3 2020. The state is home to 346 solar companies employing 7,000 people throughout the state

Success Story

Michael Martinez

Graduate:

2020 GRID Alternatives Colorado
Installation Basics Training Program

Current Occupation:

Solar Installer, ARE Solar



“Being able to work with and be a part of GRID these past 5 weeks has been one of the biggest blessings in my life. Before coming to my first class, I was out of work 4-5 months with barely enough money to make rent...the fact that GRID gave me the chance to come out here with them to better myself, not only by putting rent money and food on my table, but it gave me something to do with my time, a chance at expanding my knowledge in this field, a good atmosphere to be in daily, and a whole new outlook on life and my current situation for the better.”



Success Story

Paul Matthews

Graduate:

2020 GRID Alternatives Colorado
Installation Basics Training Program

Current Occupation:

Site Surveyor, Avolta Solar and
Owner, Black Star Drone Solutions



Paul was the first in line to be enrolled in GRID Colorado's first ever cohort of Installation Basics Training, launched in 2020. Paul was looking to blend his military and drone pilot experience to be a part of the booming clean energy transition.



People. Planet. Employment.

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