



Proponent Testimony by KEVIN ADLER on House Bill 197
CEO AND HEAD OF STRUCTURING, AFI SOLAR CAPITAL SOLUTIONS
House Public Utilities Committee
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Chairman Stein, Vice-Chair Blasdel, Ranking Member Weinstein, and members of the House Public Utilities Committee, thank you for the opportunity to submit proponent testimony on behalf of House Bill 197 (HB 197). I appreciate the opportunity to submit proponent testimony on behalf of House Bill 197 (HB 197), a transformative piece of legislation poised to bring a new era of sustainable energy to Ohio.

My name is Kevin Adler, and I am the CEO and Head of Structuring for AFI Solar Capital Solutions. With over two decades of experience in energy and finance, including roles at prestigious institutions such as Merrill Lynch and Morgan Stanley, I have dedicated my career to advancing renewable energy solutions with Gigawatts of clean energy developed or in development across the United States.

House Bill 197 represents an incredible opportunity for Ohio to embrace sustainable energy through the introduction of Community Solar initiatives. This legislation, if enacted, will have far-reaching effects, including significant job creation right here in our state. I would like to emphasize the vital role that local energy projects play in generating employment opportunities for Ohioans.

According to the Solar Foundation National Solar Jobs Census for 2020, small-scale solar projects, including residential, commercial, and community solar, were responsible for supporting a total of 124,594 jobs during that year. In contrast, utility-scale installations, despite their large scale, only supported 30,017 jobs. This stark contrast underscores the job-creating power of small-scale "local energy" projects. The Solar Energy Industries Association (SEIA) reported in 2020 that 5,268 megawatts were installed through local solar projects. This equates to an impressive 23.7 local energy jobs created per megawatt installed. In contrast, there were 14,000 megawatts of utility-scale solar installed in the same year, but it resulted in only 2.1 utility energy jobs per megawatt—a mere fraction of the employment opportunities generated by local solar projects.

HB 197's focus on Community Solar initiatives aligns with these statistics. By encouraging the growth of small-scale solar installations, we can catalyze job creation across Ohio. These projects, often sited on brownfields, industrial areas, and other preferred locations close to the communities they serve, have the potential to breathe new life into underutilized spaces while simultaneously reducing our carbon footprint.

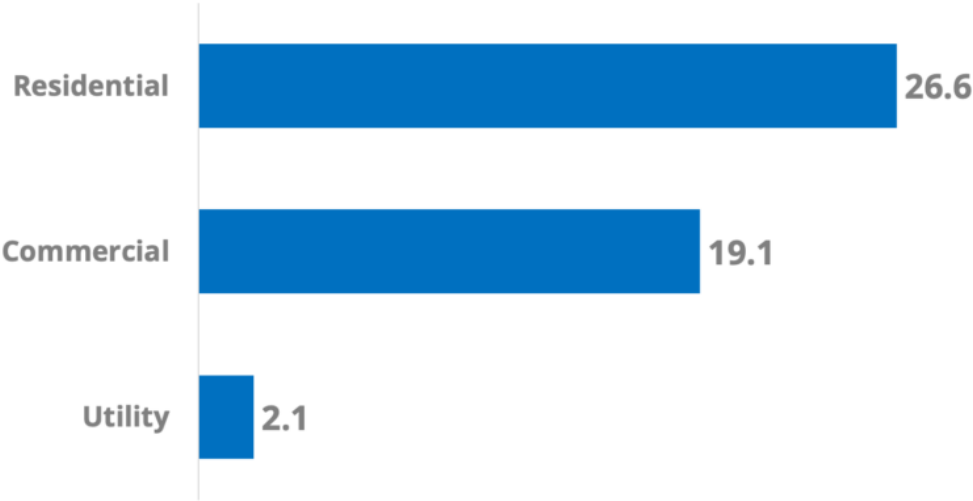
As a business leader deeply committed to sustainable energy and with a track record of successful renewable energy projects, I wholeheartedly endorse House Bill 197. Not only does it promise to transform Ohio's energy landscape, but it also represents a unique opportunity to boost job creation and invigorate local economies.

I kindly request your support for HB 197, recognizing that it holds the potential to make Ohio a leader in Community Solar initiatives while fostering employment growth for our citizens. Thank you for your time and consideration.

Sincerely,
Kevin Adler
CEO and Head of Structuring
AFI Solar Capital Solutions]

Small-scale solar installations create 10x more jobs

(Jobs per MW installed 2020)



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Sources: Solar Foundation National Solar Jobs Census 2020 and SEIA Solar Market Insight Report 2020 | [fep.link/g207](https://www.freeingenergy.org/epc2020)