



Introduction

- Good afternoon. My name is Andy Frank and I am the Founder and President of Sealed, an energy efficiency company that Sealed finances key home improvements using the money homeowners currently waste on energy.
- Sealed reaches homeowners through digital marketing and strategic partnerships, remotely coordinating projects from beginning to end. We also work closely with local contractor partners who install these energy efficiency projects. By sending them more business, we help them hire more people and pay their workers more for good work.
- I'm here to voice strong support for RGGI on behalf of Pennsylvania's business community, and to encourage the DEP to swiftly implement a RGGI ruling that prioritizes energy efficiency investments.
- My company and similar ones make decisions on where to invest based on how states invest in and treat energy efficiency. Joining RGGI would be a strong signal that Pennsylvania is open for business when it comes to energy efficiency and local clean energy job creation.

First, RGGI investments in Energy Efficiency will encourage innovation and economic growth.

- By allowing the market to determine the most efficient means of reducing carbon emissions, cap and invest programs like RGGI drive investment and spur innovation in cleaner technologies.
- Energy efficiency investments achieve greater carbon reductions and additional economic benefits.
- Participating RGGI states have invested over half their proceeds into energy efficiency, generating over \$4 billion in economic benefits. These benefits have taken the form of new jobs, customer utility bill savings, and public-private investment.
- For example, Sealed typically invests 5-10x more of our own money than any utility or public investments, leading to better outcomes and more jobs.
- But we need help, especially in investments in workforce training and education as well as additional incentives to grow the market.

Investing RGGI proceeds in energy efficiency will create jobs.

- The bottom line is that energy Efficiency is the biggest, most reliable job creator among all the energy sectors.
- Once Pennsylvania officially joins RGGI, energy efficiency workers will be in increasing demand to build, install, monitor, repair, and improve equipment.
- These jobs offer a higher-than-average salary and cannot be outsourced.
- Auction proceeds can fund training centers that provide the necessary coursework for new energy workers to succeed at energy efficiency careers.
- PA can also develop career pathways with vocational and community schools across the state using RGGI proceeds
- Over time, this will help meet the workforce development needs of an aging energy workforce.

In our current recession, it is also important to mention that investing RGGI proceeds into energy efficiency can make the energy landscape more equitable.

- Support for low and middle income customers is critical right now.
- Some economic and structural inequities still prevent residents and small businesses from participating in state-offered energy efficiency programs.
- RGGI money can be used to fill in gaps in existing low-income and small business energy efficiency programs.
- Removing barriers to access should be a priority for RGGI funding. When more people are able to participate in energy efficiency programs, more energy is saved, more emissions are curtailed, and the cost of energy drops for more people.

Optional personal story: What would substantial, sustained investment in energy efficiency mean to your company?

- This is not an academic exercise for my company. We are actively analyzing different markets to invest in, and how much to invest in each market. DEP voting to join RGGI and investing the market proceeds into energy efficiency will enable us to invest many millions of dollars in energy efficiency projects that will ensure Pennsylvania homeowners can be comfortable and efficient, and that local contractors can grow their businesses and hire more workers that are paid a fair and honest wage.

Thank you for your time today. Above all, I encourage the DEP to act quickly to develop a RGGI rule that prioritizes investment in energy efficiency, which is best positioned to lower customer bills, reduce emissions, create jobs, and power Pennsylvania's economic recovery.