Solar Workforce Training

Presented by Nick Hylla, Executive Director, MREA
MREA Overview

- Founded in 1990
- 3,000 members
- Offices in Custer and Milwaukee, WI
- Professional Training
- Grow Solar Program
- PV Technical Assistance
- Solar on Schools
- The Energy Fair
- Rise Up Midwest!

Source: https://www.midwestrenew.org
Solar Workforce Development: A National View

- Workforce Development System
- Services for Hiring and Recruitment
- Public Resources for Training
- Career Pathways
- Sector Partnerships
- Workforce Development Plans

https://www.americansolarworkforce.org/
Solar Workforce Development Opportunity

https://www.americansolarworkforce.org/
Reducing Solar “Soft Costs”

“SOFT” COSTS

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<tr>
<th>Category</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>2% Permit Fee</td>
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<tr>
<td>2% Permitting, Installation,</td>
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<td>Interconnection Labor</td>
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<td>5% Sales Tax</td>
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<td>6% Transaction Costs</td>
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<td>9% Installer/ Developer Profit</td>
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<td>9% Indirect Corporate Costs</td>
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<td>9% Customer Acquisition</td>
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<tr>
<td>11% Installation Labor</td>
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<td>12% Supply Chain Costs</td>
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https://www.americansolarworkforce.org/
Solar Career Pathways

PV Associate Credential Education or Experience Pathways

- PV Installer Specialist Certification
- PV Design Specialist Certification
- PV Installation Professional Certification
- PV System Inspector Certification
- PV Technical Sales Certification
- PV Commissioning & Maintenance Specialist Certification

Steps:
1. BASIC PHOTOVOLTAICS (PV 101)
2. PV SITE ASSESSMENT (PV 201)
3. PV SYSTEM DESIGN (PV 202)
4. NABCEP PV ASSOCIATE EXAM

NABCEP Photovoltaic Associate
2019 Training

1,127 Students trained with MREA from July 2018 - July 2019.

- 189 Students participated in classroom and hands-on lab courses.
- 668 Students took online courses.
- 48 Students completed our Solar Training Academy.
- 222 Students participated in our Contract Trainings.

Students earned their NABCEP PV Associate credential through MREA!

Veterans participated in solar training with MREA. Select courses are approved by the Wisconsin State Approving Agency for GI Bill® education benefits.
MREA: Training for Equality of Opportunity

- The Chicago Urban League (IL)
- The Aurora Urban League (IL)
- The SAFER Foundation (IL)
- National Latino Ed. Inst. (IL)
- The MN Dept. of Corrections (MN)
Solar Corps

Integrating workforce development into real world installations for people who need it most.

4
Technical College partnerships, connecting students with hands-on experience putting solar on non-profit organizations.

8
Partnering solar employers participating in our Solar Ready Internships to provide hands-on education to future employees. Nine students have completed internships.

3

10
High-impact, high-visibility solar installations on schools and non-profits will be powered by solar, assisting under-served populations in Wisconsin.
Grow Solar ‘Solarize’ Programs

11 MW
Total solar contracted through our Group Buy programs.

8,400
People attended our Solar Power Hour information sessions.

1,500
Properties have gone solar!
Grow Solar ‘Solarize’ Programs

- Jurisdiction Partnerships
- Specific Geographic Area
- Free Consumer Education
- Competitive Procurement
- Negotiated Pricing
- Rebates Scale with Program
- Limited Term to Commit
- Free Site Assessments
- Matching Funds
Support for Rural Jurisdictions

To date, we’ve helped a total of 18 communities achieve SolSmart designation!

Gold Designations
City of Eau Claire
City of Stevens Point
City of Wisconsin Rapids
Johnson County, IA

Silver Designations
Ashland County
City of Ashland
City of La Crosse
City of Wauwatosa
Village of Amherst
Village of Egg Harbor
Village of Plover

Bronze Designations
Bayfield County
City of Bayfield
City of Racine
City of Sheboygan
La Crosse County
Portage County
Support for Schools

SOLAR ON SCHOOLS
Through a vision, and generous support from the Couillard Solar Foundation, Solar on Schools provides a range of free resources to Wisconsin K-12 schools interested in pursuing a solar PV system.

The time is now for solar PV, and Wisconsin schools are going solar! This initiative includes a grant, an online course, and webinar series.

midwestrenew.org/solar-on-schools • amandas@midwestrenew.org

Helping Wisconsin K-12 schools on their solar PV journey.
Support for Institutions

FREE TOOL: Solar Project Builder

To further assist organizations considering deploying PV projects on their facilities, we’ve created a free online PV financial modeling tool. The tool helps organizations compare financing options and model financial returns of PV investments. Explore the tool at solarprojectbuilder.org!

From July 2018 - July 2019 the tool has seen the following user data:

- 8,727 Sessions
- 6,991 Users
- 13,599 Page Views
- 5,248 Organic Searches

Source: www.SolarProjectBuilder.org
Our New Motivation

Call To Action:
A people’s movement to stimulate “Main Street” energy investment and grid modernization in response to the COVID-19 recession.

Source: www.RiseUpMidwest.org
Rise Up Midwest!

We need a swift and strategic response to stem a widespread economic downturn: The COVID-19 threat and the public response to it have created conditions for a recession that will put stress on public services and private businesses, dramatically increasing unemployment.

The clean energy industry has the capacity: Energy efficiency and distributed energy technologies and applications are proven, affordable, and market ready. The industry is widespread and has the capacity to grow quickly in rural and urban areas.

Source: www.RiseUpMidwest.org
Rise Up Midwest!

Home performance and energy use are now critically important to household and business budgets:
Physical distancing requirements and working from home have placed priority importance on home comfort, performance, and efficiency as critical to business operations.

The public and many state leaders support clean energy:
Investments in clean energy are strongly supported by the public and state policymakers. The benefits to home, business, and utility ratepayers are well documented.

Source: www.RiseUpMidwest.org
This Is Our Call To Action

We are calling on state, local, and electric utility leadership throughout the Midwest to expand current programs, remove market barriers, and advance policies that facilitate the widespread deployment of energy efficiency and distributed energy resources to boost local investment, businesses growth, employment, and energy resiliency in rural and urban areas throughout the Midwest.
Questions?

Nick Hylla
Executive Director
715-592-6595 x107
nickh@midwestrenew.org