



The State of Florida's Solar Industry (Q4-2020)

Presenter:

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Industry Association (FlaSEIA)



About FlaSEIA

FlaSEIA was established in 1977 as the industry's non-profit trade association. Our Membership consists of:

- **Solar Energy Contractors**
- **Electricians**
- **Roofers**
- **Engineering Firms**
- **Distributors**
- **Manufacturers**
- **Financiers**
- **Law Firms**
- **and End Users**

What Does Florida's Solar Industry Look Like?

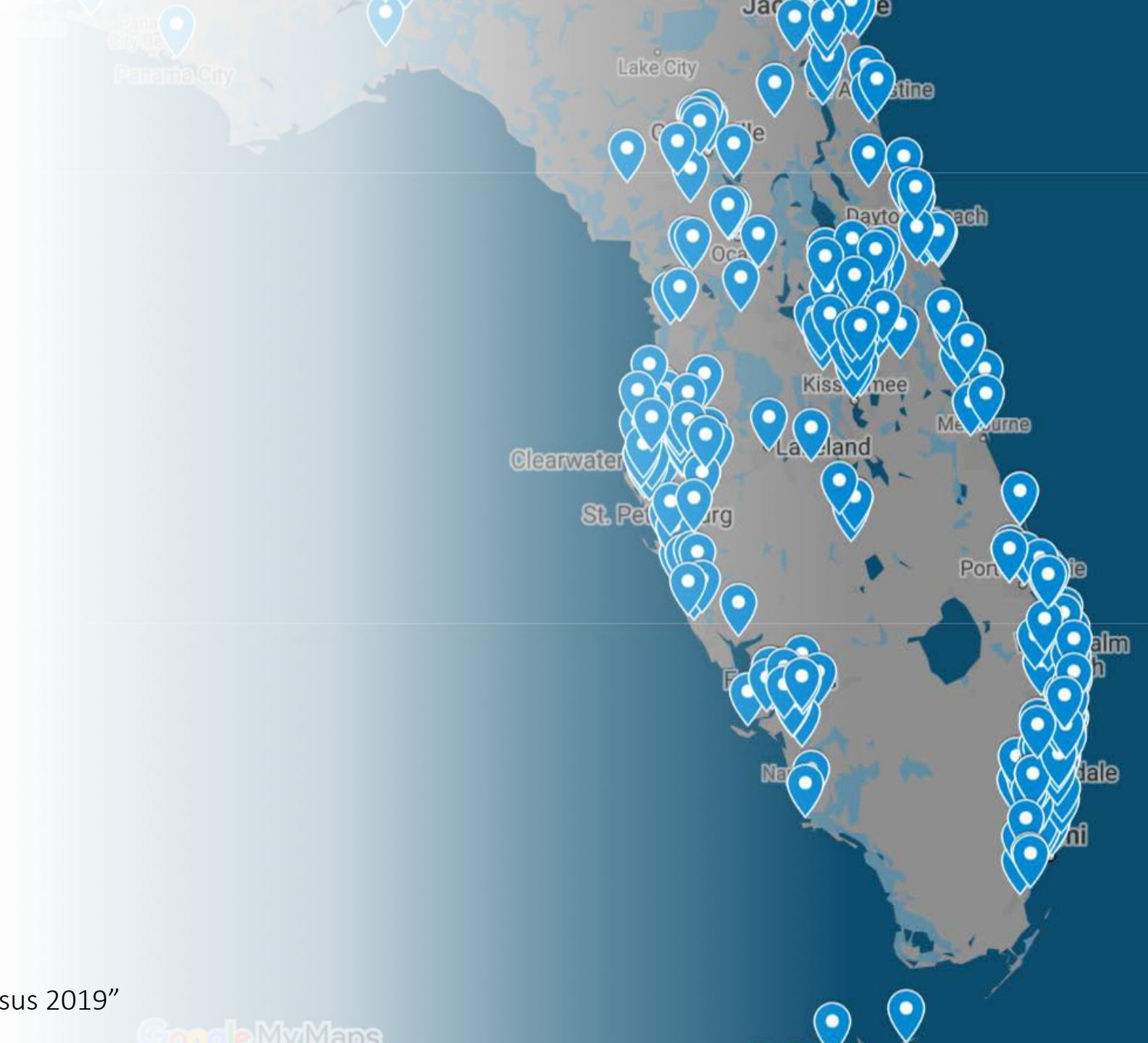
- **Over 12,000 solar workers**
- **A diverse workforce**
 - ~ 10% Veterans
 - ~ 29% Women
 - ~ 26% Latino or Hispanic
 - ~ 8% Asian
 - ~ 10% African American
- **Well paying jobs**
- **59,000+ solar homes**

Source: The Solar Foundation, "Solar Jobs Census 2019"

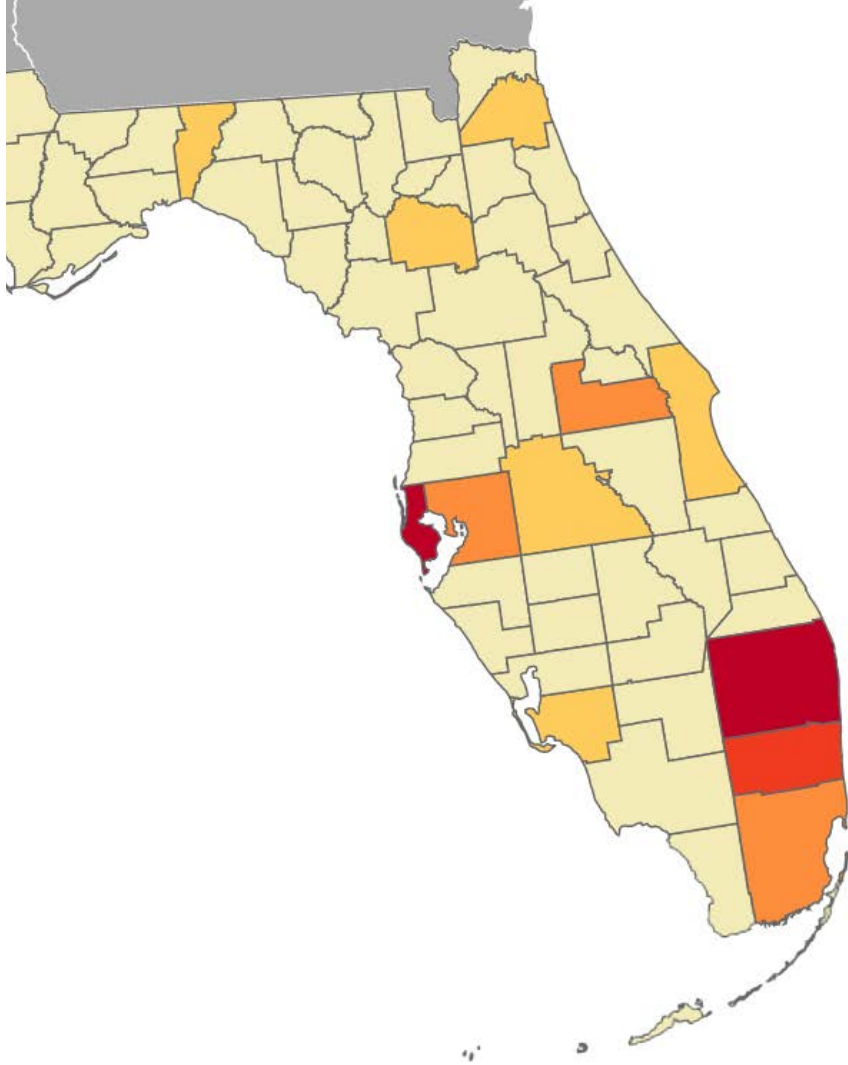


Local Solar Energy is Universal

- **Over 300, Diverse, Small Local Solar Energy Contractors**
- **Not including Electrician or Roofers**
- **All within a 50-mile radius of nearly every City in Florida**



Source: The Solar Foundation, "Solar Jobs Census 2019"



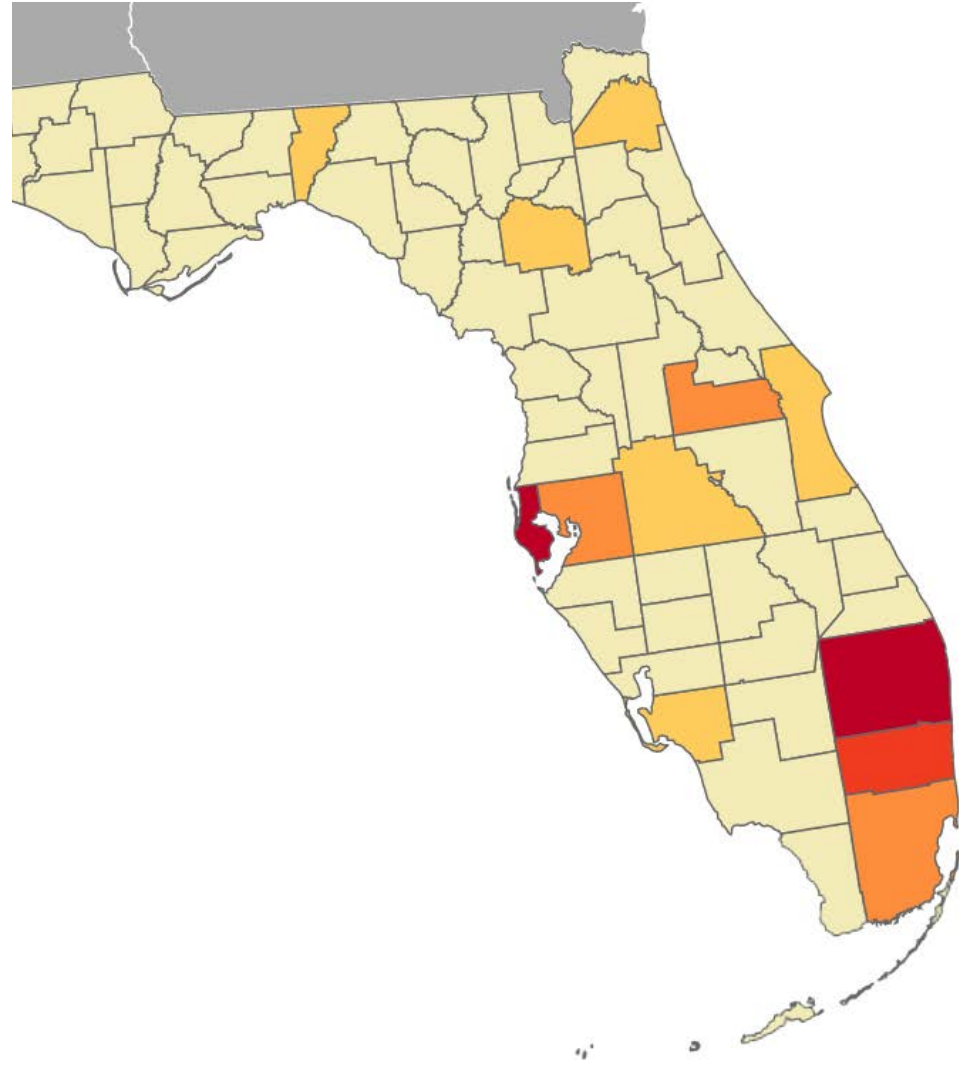
Where are the jobs?

Below are the top five counties for employment of solar workers:

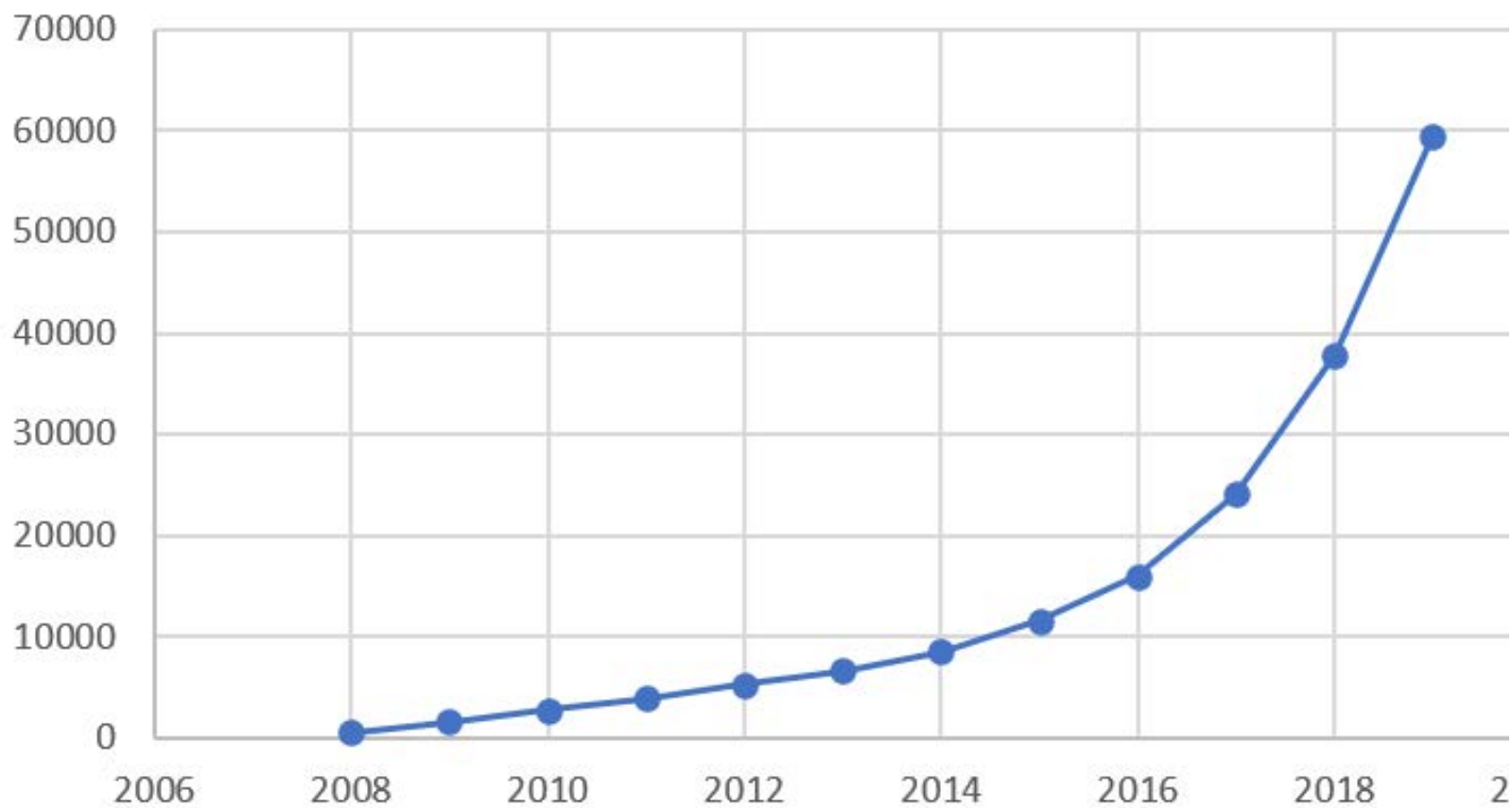
- 1. Palm Beach**
- 2. Pinellas**
- 3. Broward**
- 4. Hillsborough**
- 5. Orange**

What types of jobs?

- 1. Solar Installation (74.5%)**
- 2. Manufacturing (9.6%)**
- 3. Wholesale Trade & Distribution (7.6%)**
- 4. O&M (5.9%)**
- 5. Other (2.5%)**



Number of Net Metered PV Systems (Cumulative)



Net
Metering is
Growing

79,560

**Doak Campbell Stadium Seating
Capacity**

Source: I'm an alumni





The average annual net new residents per year that Florida is expected to gain between 2018 – 2024.

330,605



So what are the current trends and technical innovations?

- 1. Massive build out of largely rate-based utility-scale solar by the IOU's**
- 2. Financing solar has never been cheaper and more accessible**
- 3. Residential battery storage attachment rates increasing**
- 4. Regenerative Energy**



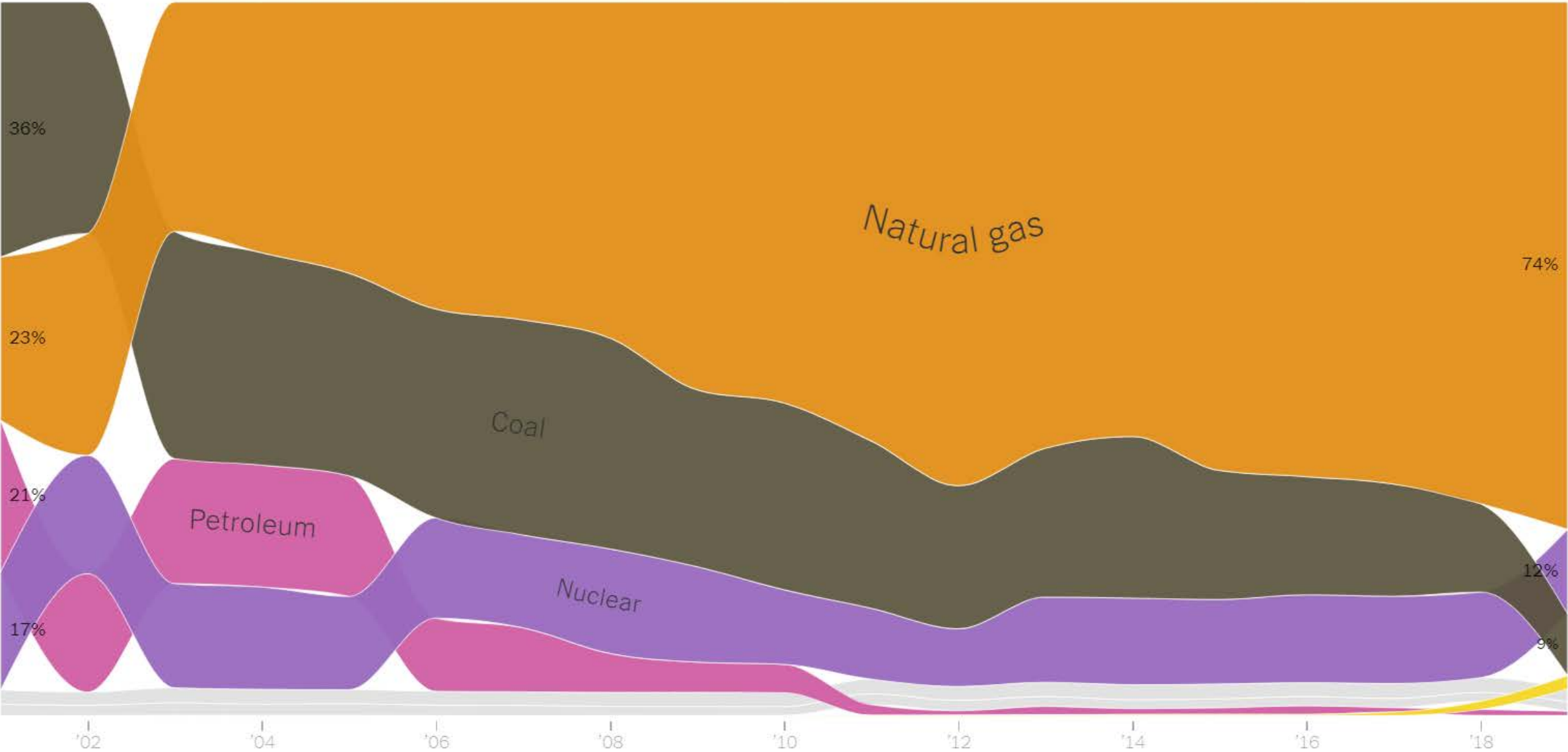


Putting the Utility in Utility-Scale Solar for Florida

- **FPL, TECO and DEF and their SoBRA programs 3 GW+ of solar by 2022.**
- **FMPA and Seminole Electric adding an additional 500 MW via Florida Renewable Energy Partners (NextEra subsidiary)**
- **SolarTogether and similar programs opening the MUSH market to solar**

How **Florida** generated electricity from 2001 to 2019

Percentage of power produced from each energy source



Financing Solar with Infrastructure and Pension Funds

- **Solar as an asset class has become a much better understood product**
- **Many of these funds are providing low cost debt and development capital**
- **According to SEIA, as of Q2 2020, there is approx. 62 GW of utility-scale solar contracted with most of it slated for completion by the end of 2024**



GLOBAL
INFRASTRUCTURE
PARTNERS



MACQUARIE



STONEPEAK
INFRASTRUCTURE PARTNERS



HANNON
ARMSTRONG



MOSAIC

“Mosaic, a provider of financing solutions for residential solar and energy-efficient home improvement projects in the U.S., announced two new competitively priced solar loan products — a 0.99% APR 20-year loan and a 1.99% APR 25-year loan.” (October 2020)



30%+ Attachment Rates

We're seeing a greater adoption of solar + storage among residential customers.



The storage product selection is rapidly growing.



By 2030, utility-scale solar could cover almost 2 million acres

With holistic land management, we can:

- 1. Improve soil health**
- 2. Increase water infiltration and help retain water**
- 3. Nurture native species**
- 4. Support livestock production while still providing low-cost clean energy**







Thank you

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