Friday, June 11: Healthy Housing, Healthy Families

Opportunities for Future-focused Green Jobs for New Jersey

isles.org/forum
Hello!

Peter W. Rose, Isles Inc.

Kyle Haddock, CLEAResult

Patrick McNamara, Solar Landscape

Andre Thomas, Isles Center for Energy and Environmental Training
Oppunities in the Field

Challenges for Growth

Skills Needed

Employers

Employees

History

Talk
Isles’ Mission

To foster self-reliant families...
Isles’ Mission

and healthy, sustainable communities.
Isles – 40 Years of Innovation and Impact

➢ Revitalizes communities by working alongside local residents to plan their neighborhoods’ future and to develop energy efficient, affordable and healthy homes, parks, gardens, shared facilities, and more

➢ Trains and educates adults and youth through an alternative high school, green job training center and family support services

➢ Builds wealth through innovative financial services and loans that help restore credit and increase savings

➢ Promotes healthy living by tackling environmental hazards, fostering energy efficiency, improving open space, and expanding access to locally grown food

• You can learn more about this work at isles.org.
Opportunities for Future-focused Green Jobs for New Jersey

Kyle Haddock
Director
CLEAResult
# Serving the Low-Income Sector is Core to Our Industry

Target and serve hard-to-reach customers using a **collaborative approach** to maximize funding and results.

## Our Mission

<table>
<thead>
<tr>
<th>Guiding Principle</th>
<th>Nationwide Service Experience</th>
<th>Creating Local Jobs</th>
</tr>
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<tbody>
<tr>
<td>• 10% of portfolio dedicated to serving low-income programs and customers</td>
<td>• California, Maine, Massachusetts, Rhode Island, Indiana, New York, New Jersey, Oregon, Pennsylvania, Michigan, Tennessee, and more</td>
<td>• Live in communities we serve  • Actively invest in our people</td>
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## Delivery Expertise

| 700,000+ Low-income customers served  
30+ Years’ in low-income markets  
20+ Years’ in collaboration with relevant stakeholder groups  
700+ BPI certified energy assessors on staff | $27,000,000 Savings to low-income customer on energy bills |

## How We Do It

<table>
<thead>
<tr>
<th>Experienced, In-House Program Delivery Teams</th>
<th>Continuous Improvement</th>
<th>Intelligent and Informed Analytics</th>
</tr>
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<tbody>
<tr>
<td>• Subject matter expertise to design and deliver programs that best serve low-income communities’ needs</td>
<td>• Innovation, weatherization, health and safety</td>
<td>• Using data, research, and market intel to target eligible customers</td>
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Job Opportunities

Residential Field
- Weatherization Apprentice
- Energy Technicians I-III
- Crew Leaders

Energy Auditor
- Residential Specialist
  - HVAC
  - Plumbing
  - Electrical
  - Roofing
  - Home Improvements

Support and Leadership
- Customer Service
- Enrollment Support
- Program Assistants
- Program Coordinators
- Community Outreach

- Analytics
- Marketing
- Technology Solutions

CAREER ELEMENTS VS. JUST A JOB...
- Paid training
- Specialized certifications
- Benefits
  - Health/Medical
  - Paid Holidays
  - Paid Vacation
  - 3Vs; PTO to Volunteer, Vote, Vaccinate
- 401k
- Career growth
Utilities are eager to create job opportunities and economic development but need assistance.

- Growing the Energy Efficiency Economy and Resilient Communities
- Defining the Energy Efficiency Jobs
- Finding quality skilled labor continues to be a challenge
- Creating opportunities for MWVBE and LGBTQ+ within Target Cities

TARGETED SOLUTION:
Workforce development partnerships in action

- State Department of Labor (DOL)
- Community Organizations
- Utility
- Education Institutions
- Vendors
Vision for Workforce Development in New Jersey

- Utility Support
- NGO Relationships
- Community Candidates
- Trades
- Training
- Deploy Skilled Labor

Workforce Development
Thank you...

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Opportunities in Community Solar
Isles Workforce Development Forum
Community Solar - How it Works

- Brand new state initiative to bring environmental justice to communities
- Guaranteed discount 20-25% every year on electricity cost
- Access for All apartments, condos, high rises, with no solar panels needed
- Enroll on-line. No long-term contracts. No hidden fees www.gosolarlandscape.com
- 51% of the electricity generated must be sold to low to moderate income households
- We partner with local non-profits to help with their fundraising efforts through our project

www.gosolarlandscape.com
The New Way to Go Solar in **New Jersey**

**Old Way**

- No fee to sign up
- No fee to unsubscribe
- No long term contracts
- Guaranteed discounts

**New Way**

20% - 25% Discount

*The Utility Company*
Our Community Solar Projects

In the first year of New Jersey Clean Energy’s Community Solar Energy Pilot Program, Solar Landscape was awarded more than half of the rooftop solar projects.

- **Perth Amboy - 1**
  - Project Size: 4.33 MW DC
  - kWh = 5,355,000
  - Powers: 700 Homes

- **Perth Amboy - 2**
  - Project Size: 2.68 MW DC
  - kWh = 3,100,000
  - Powers: 400 Homes

- **North Bergen**
  - Project Size: 2.05 MW DC
  - kWh = 2,500,000
  - Powers: 330 Homes

- **Edison, NJ**
  - Project Size: 3.16 MW DC
  - kWh = 3,830,000
  - Powers: 500 Homes

- **Wood Ridge**
  - Project Size: 2.3 MW DC
  - kWh = 2,850,000
  - Powers: 380 Homes
BENEFITS OF COMMUNITY SOLAR

ENERGY GENERATION
Each project generates kWh of clean electricity to the grid to be sold to local residents.

ENERGY SAVINGS
Subscribers will receive a 20-25% reduction on their energy bills. 51% of our project subscribers are low to moderate income households.

CARBON OFFSET
Community Solar projects are already preventing millions of tons of carbon dioxide from entering the atmosphere every year.

JOB TRAINING
This is part of our commitment to the organizations we partner with and the NJ Board of Public Utilities.
The Community Solar Opportunity

225
Megawatts
The total amount of solar capacity allocated in the first two years of the NJ Community Solar Energy Pilot Program.

+35,000
NJ Residents
The number of NJ residences powered by clean solar energy without the need for panels on residential rooftops.

+198,000
Metric Tons
The amount of carbon dioxide that will be prevented from entering the NJ atmosphere each year by projects from NJ Community Solar’s first two years.

"Transitioning our state to clean energy will not only reduce the harmful emissions polluting our air, but it will also spur much needed economic growth and create career opportunities for a diverse workforce to participate in the clean energy innovation economy."

NEW JERSEY GOVERNOR, PHIL MURPHY
Commercial Rooftop Opportunities

1,000,000,000 SF
Of 40 k SF + Commercial Rooftops in NJ
Construction of large commercial/Industrial facilities are growing

1,500 (100k SF) Bldgs.
Prevailing Wage Opportunities
More than $1 billion in prevailing wages available to solar professionals from installing commercial and industrial projects

Environmental Impact
Reduction of Carbon Emissions
Every project built has a positive impact on air quality – community minded individuals can take pride in the work they do
Community Solar Support

Job Training

Education and Subscriber Support

[Logos of various organizations]
WORKFORCE DEVELOPMENT

EDUCATE – TRAIN - DEVELOP

80 Trained
We adapted to COVID-19 restrictions by remotely training 80 NJ residents in 2020

200 Enrolled
Our Green Energy Ambassador Program has 200 student enrollees

By the end of 2021 we will have provided Solar Installation Training to more that 250 NJ residents and provided high school students with renewable energy education, internships and scholarship funds
Solar Installation Training

Edison Jobs Corp
Manny, Ricky, Juell
Mr Ganguly,
Mr Staynings

Duke Realty,
Perth Amboy
All three students helped construct this project

Driscoll Foods
NJ Prevailing Wage Laws - +$60
SOLAR INSTALLATION AND ROOFING TRAINING

Helping train New Jersey’s clean energy workforce

WOODBRIDGE – PERTH AMBOY – TRENTON – PENNSAUKEN – ASBURY PARK – SECAUCUS
Andre Thomas
Center for Energy & Environmental Training
Isles Center for Energy & Environmental Training

- Support high quality “green” job opportunities for un-employed
- Revitalize the economy
- Improve the environment and community health
- Educate community about indoor environmental health issues
Isles Training Opportunities

Energy Efficiency
• BPI training for entry and advanced level certifications

Environmental Health
• Lead Hazard Control
• Healthy Homes for Home Visitors
• Community workshops: 8 Keys to a Healthy Home
Ensuring long-term success for new workers

- “Soft” skills as important as “Hard” skills
  - Behavior, attitude, teamwork, diversity
- Hand’s on and experiential training
- National certifications
- Supportive Services
  - Transportation
  - DL restoration
  - Financial capability
To ask a question, please:

- Click the chat function at the bottom of the screen and type your question.

- Click the “raise hand” icon at the bottom of the screen and the moderator will call on you and unmute you.
Thank you for attending!

Questions or Comments?

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Sign up for more sessions at isles.org/forum