

New Mexico Jobs Council Solar Jobs Presentation

Nov 2016

Agenda

- Solar State Tax Credit Results
 - New Mexico Energy Minerals and Natural Resources Data
- 2015 Solar Jobs Census Report
- Summary of State Tax Credit Benefits to New Mexico

New Mexico Solar State Tax Credit Results

Private Investment 10X Solar Credit

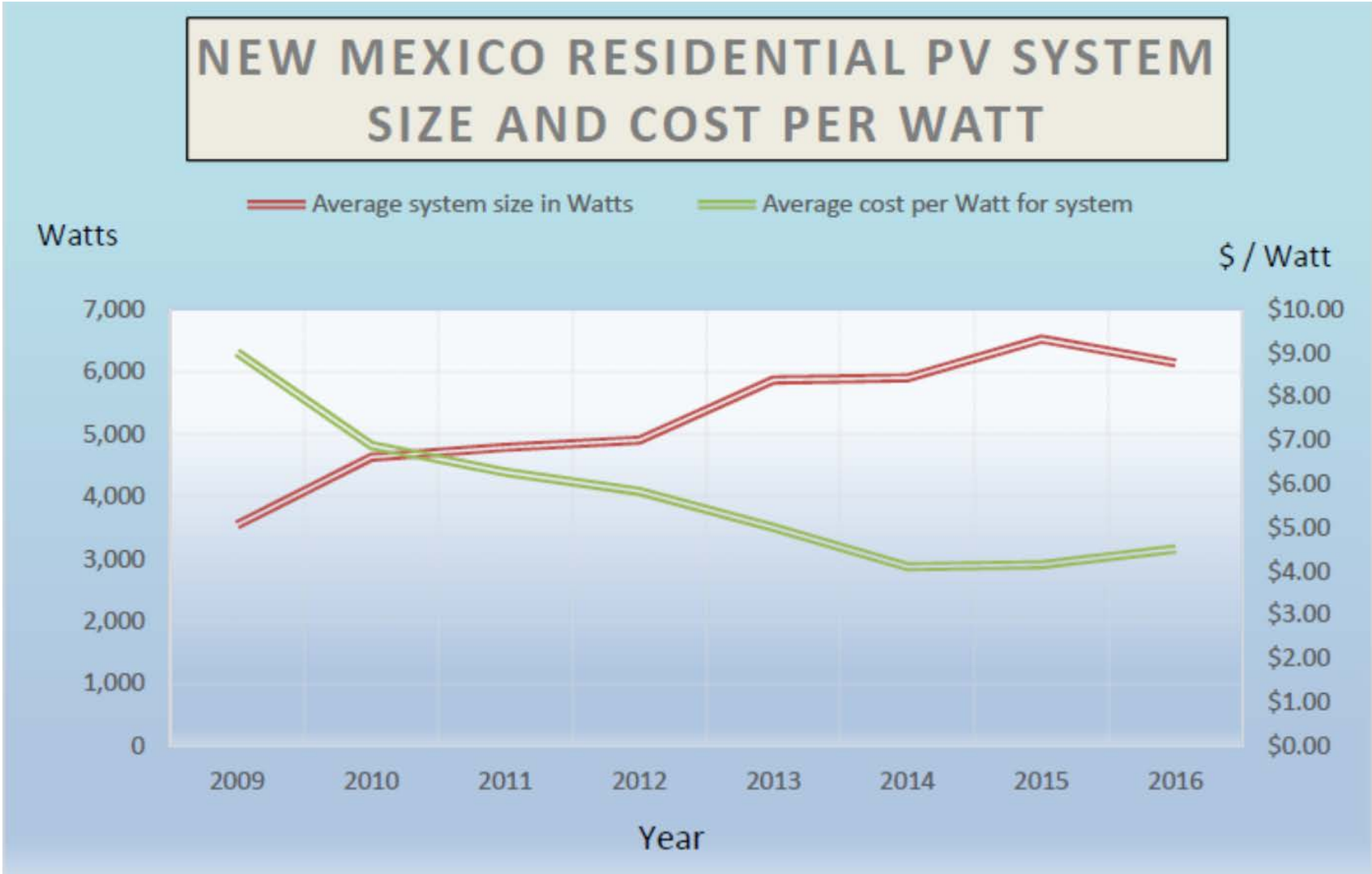
NM State Solar Tax Credit Data*

Totals for tax year 2008 through 2015

Private Investment in Residential PV Systems	\$191,176,785
PV DC MW Capacity Installed	40.32 MW
State Tax Credit Issued	\$18,390,999
Labor Dollars Spent	\$35,646,448

* data from NM EMNRD 03/16/16

Residential PV Prices Drop 50% During Tax Credit



Top 10 Solar Installers in New Mexico

2016 New Mexico Solar Market Development		Statewide	
		Systems by Contractor	System Value by Contractor
Rank	Contractor		
1	Positive Energy, Inc.	198	\$6,161,231
2	Consolidated Solar Technologies	139	\$3,995,718
3	Solar City	130	\$3,100,883
4	Affordable Solar	121	\$3,047,203
5	Sol Luna Solar, Inc.	50	\$1,301,356
6	Energy Concepts	45	\$1,065,755
7	GWGS, LLC.	40	\$928,800
8	Solar Smart Living, LLC.	37	\$1,228,479
9	Sunspot Solar Energy Systems, LLC.	36	\$790,187
10	Osceola Inc.	23	\$504,515

Solar Installations by County 2015 Report

Residential Solar Installations in New Mexico						
Tax Year 2015 January 1, 2015 through December 31, 2015						
Counties Ranked by Solar Installations per capita	Projects Approved by ECMD for Tax Year 2015	County population - 2010 census	Systems per 1000 capita	Sum of System Dollars Spent by Owners	Dollars Spent on Labor to Install Systems	Tax Credits Approved for System Owners
Grant	43	29,514	1.46	\$943,297.85	\$248,376.90	\$78,975.00
Santa Fe	167	144,170	1.16	\$5,343,923.21	\$1,086,214.97	\$430,083.00
Dona Ana	165	209,233	0.79	\$4,092,621.21	\$623,204.91	\$383,374.00
Sandoval	89	131,561	0.68	\$2,687,568.00	\$692,578.03	\$241,931.00
Los Alamos	12	17,950	0.67	\$331,494.94	\$78,236.73	\$30,785.00
De Baca	1	2,022	0.49	\$27,892.00	\$4,028.83	\$2,789.00
Bernalillo	326	662,564	0.49	\$9,271,836.83	\$2,146,431.63	\$808,575.00
Taos	16	32,937	0.49	\$366,137.98	\$79,832.66	\$30,121.00
Sierra	5	11,988	0.42	\$161,649.74	\$37,822.93	\$11,545.00
Torrance	6	16,383	0.37	\$342,030.76	\$98,411.83	\$18,823.00
Colfax	5	13,750	0.36	\$120,218.61	\$16,256.41	\$9,905.00
Rio Arriba	14	40,246	0.35	\$730,842.21	\$151,779.81	\$38,385.00
Socorro	6	17,866	0.34	\$149,230.52	\$32,518.85	\$14,923.00
San Miguel	8	29,393	0.27	\$315,069.56	\$90,828.15	\$28,202.00
Catron	1	3,725	0.27	\$27,758.80	\$8,327.64	\$2,776.00
Otero	15	63,797	0.24	\$422,425.05	\$69,487.15	\$42,245.00
Union	1	4,549	0.22	\$46,042.00	\$5,250.00	\$4,604.00
Mora	1	4,881	0.20	\$24,960.00	\$7,160.00	\$2,496.00
Hidalgo	1	4,894	0.20	\$175,517.81	\$67,626.00	\$9,000.00
Luna	5	25,095	0.20	\$97,574.00	\$16,923.39	\$8,026.00
Valencia	14	76,569	0.18	\$415,980.04	\$106,131.64	\$38,592.00
Quay	1	9,041	0.11	\$35,382.00	\$6,885.00	\$3,538.00
San Juan	8	130,044	0.06	\$206,285.58	\$40,005.63	\$20,629.00
Eddy	2	53,829	0.04	\$362,767.00	\$47,873.37	\$16,685.00
Lea	1	64,727	0.02	\$24,950.00	\$2,142.00	\$0.00
McKinley	1	71,492	0.01	\$37,173.77	\$8,927.00	\$3,717.00
Lincoln	0	20,497	0.00	\$0.00	\$0.00	\$0.00
Chaves	0	65,645	0.00	\$0.00	\$0.00	\$0.00
Cibola	0	27,213	0.00	\$0.00	\$0.00	\$0.00
Curry	0	48,376	0.00	\$0.00	\$0.00	\$0.00
Guadalupe	0	4,687	0.00	\$0.00	\$0.00	\$0.00
Harding	0	695	0.00	\$0.00	\$0.00	\$0.00
Roosevelt	0	19,846	0.00	\$0.00	\$0.00	\$0.00
Sums for TY 2014	914	2,059,179		\$26,760,629.47	\$5,773,261.46	\$2,280,724.00

2015 Solar Job Census

New Mexico Solar Jobs 2015 – Key Data Points

Total Solar Jobs, 2015 1,899	Growth in 2015 300 jobs (18.7%)	Projected Growth 2016 234 (12.3%)
651 establishments throughout state employ solar workers	Ranked 7 th in solar jobs as share of total employment	Solar job growth rate far exceeds overall state job growth

2015 Solar Jobs Census conducted by The Solar Foundation with peer review by NM EMNRD and George Washington Univ

Bureau of Labor Statistics method of interviewing companies.

Solar Employs Trades, Manufacturing and Professionals

Solar Jobs Census 2015

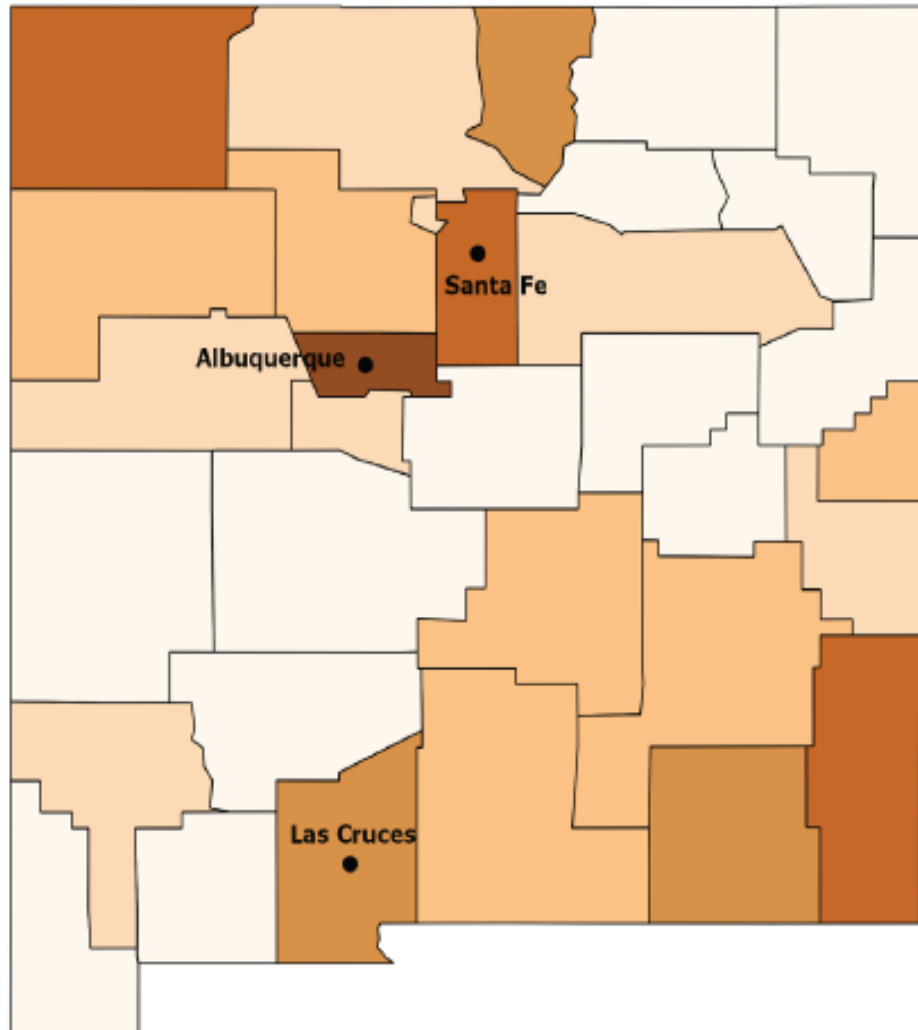
Installation Jobs 578
Manufacturing Jobs 396
Sales & Distribution Jobs 346
Project Development Jobs 250
Other Jobs 330

Sector	NM Solar Workforce	U.S. Solar Workforce
Installation	30.4%	57.4%
Manufacturing	20.9%	14.5%
Sales & Distribution	18.2%	11.7%
Project Development	13.2%	10.8%
Other	17.4%	5.7%

Solar Jobs Pay

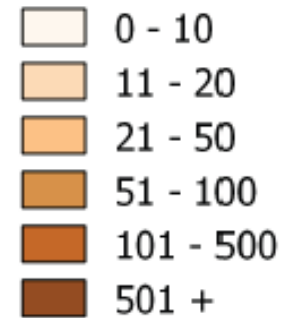
POSITION	MOUNTAIN DIVISION MEDIAN WAGE	U.S. MEDIAN WAGE
SOLAR INSTALLER	\$20.00	\$21.00
SOLAR SALES REPRESENTATIVE	\$33.65	\$28.85
SOLAR SYSTEM DESIGNER	\$25.50	\$26.92
SOLAR ASSEMBLY WORKER	-	\$18.00

Solar Jobs Across New Mexico



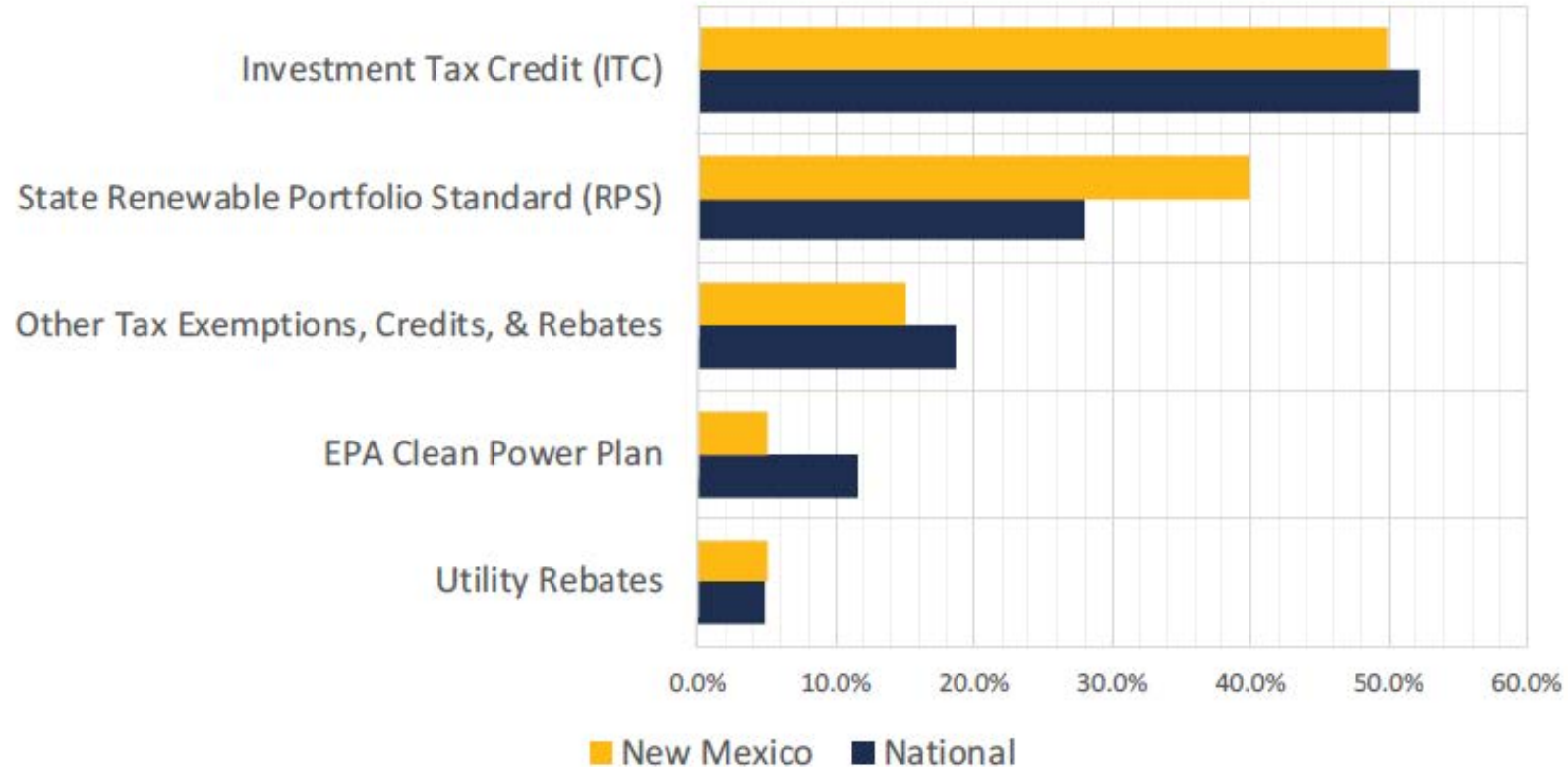
New Mexico Solar Jobs

Employment by County



Credit Leverages Existing Policy

Businesses Citing Policies Contributing to Success



- Interviews with NM Solar Companies, 2015 Solar Jobs Census

Summary of Industry and Benefits to New Mexicans

Is State Tax Credit Important?

- Is end of Tax Credit in 2016 hurting industry?
 - Slowing industry – was growing near 30% per year, this year flat
- Return on investment for NM
 - Manufacturers export equipment, but rely on strong industry in NM
 - 10X private investment, 3X wages paid for installation only
- Reduces costs for working class New Mexicans
 - Solar prices drop and state tax credit makes even more affordable

Solar Industry Benefits to New Mexico

- **Local Job Creation**

- 1900 Solar jobs across New Mexico
- Solar job growth exceeds state job growth
 - 62% of CABQ building permits were for solar by Aug 2016
- Rooftop solar jobs cannot be outsourced since installations occur locally
- Employs trades and professionals across New Mexico

- **Consumer choice**

- New Mexicans support solar energy

Thank You

Let's change the way our world is powered.