Solar Opportunities in West Virginia

Evan Hansen
President

2017 Governor’s Energy Summit: Advancing Energy Development

October 18, 2017
Downstream Strategies

- Started in 1997
- Staff of 13
- Based in Morgantown and Alderson, WV
The go-to source for objective, data-based analyses, plans, and actions that:

- strengthen economies
- sustain healthy environments
- build resilient communities
Clients

- Government agencies
- Cities and counties
- Nonprofits and foundations
- Universities
- Attorneys
- Individuals
- Private businesses
Corporate sustainability

100% renewable energy for global operations, including data centers and offices, in 2017

Long-term: 100% renewable energy usage for global infrastructure footprint

50% renewable energy by the end of 2017

By 2020: 100% renewable energy

Currently: 25% of the company’s energy use is supplied by renewables
Powering American Jobs

SOLAR

In 2016 . . .

- 260,077 solar workers, a 25% increase over 2015
- Solar jobs have increased at least 20% per year for the past four years
- One in 50 new U.S. jobs were in the solar industry

Solar Jobs Per Year

<table>
<thead>
<tr>
<th>Year</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>93,502</td>
</tr>
<tr>
<td>2011</td>
<td>105,145</td>
</tr>
<tr>
<td>2012</td>
<td>119,016</td>
</tr>
<tr>
<td>2013</td>
<td>142,698</td>
</tr>
<tr>
<td>2014</td>
<td>173,807</td>
</tr>
<tr>
<td>2015</td>
<td>208,859</td>
</tr>
<tr>
<td>2016</td>
<td>260,077</td>
</tr>
</tbody>
</table>

Source: The Solar Foundation
Large-scale solar PV sites on post-mined land
Opportunity to tie solar to industrial jobs at Morgantown Industrial Park
Capturing the Sun’s Rays: 
An Economic Impact Assessment of 
Solar Development in Southwest Virginia

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Average Annual Jobs Created through Solar Development in Southwest Virginia

- Project Development and Onsite Jobs: 102
- Supply Chain Jobs: 66
- Induced Jobs: 44

Residential: 10, 7, 4
Commercial: 9, 8, 5
Utility: 102
Energy Source: Solar and wind
Conversion: Electrolysis-generated hydrogen
Storage: Underground chambers
Regeneration: Turbines or fuel cells
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