

EC testimony, February 11, 2019. Salem

Good evening Co-Chairs Dembrow and Power, and members of the Joint Carbon Reduction Committee,

My name is Andrew Beyer. (No relation to Sen Beyer, so far as we know...)

I am the President and CEO of EC Electric, a member of Oregon Business for Climate.

EC Electric is one of the largest privately-held electrical contracting companies in the United States, serving the Pacific Northwest for over 75 years. EC is a fully integrated electrical construction company with an extensive portfolio across a variety of market sectors: commercial, industrial, solar, service, high tech and low voltage.

We are headquartered in Oregon and also serve Washington, Idaho, Colorado, Utah and Montana. In Oregon, we have operational offices in Portland, Albany, Tillamook, Eugene, Boardman and Prineville. We have extensive experience working with rural and coastal Oregon communities. We employ 1,200 people with family wage jobs, 800 of those in Oregon. We are proud to be a union contractor, and members of both NECA/IBEW and the Oregon-SW Washington chapter of AGC. I am, in fact, a past president and current board member of AGC. It will not surprise you, perhaps, that I do not speak on their behalf, although I am hopeful if you scratch the surface a bit you will find other contractors who share my opinions, like Walsh Construction Oregon, Hoffman and Skanska, all members of Oregon Business for Climate.
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EC has remained successful partly because we have diversified our work to meet our clients' increasing demand for energy efficiency and renewable power upgrades. Regardless of the project, energy efficiency is a universal concern of **every client we serve**. We design and install new and emerging power technologies and control systems that positively impact our client's bottom line and also benefit the environment.

Work in the renewable energy market once represented \$2 million in annual revenue for our company; it now accounts for over \$20 million annually.

- In recent years we have built 26 solar projects with 289,000 solar panels, representing 73,000 hours of labor and \$30.4M of revenue for EC. Collectively these systems produce over 120,000 Mega-Watt hours per year which results in over 10 million dollars per year in either energy savings or power our clients choose to sell back to the utilities.
- We upgrade lighting and controls for LED fixtures (Light Emitting Diode) which are 5X more efficient than incandescent bulbs, with doubled light levels and a 20 year life expectancy.
 - On 111 recent lighting projects businesses are saving 4.2Megawatts per year, worth approximately \$400,000 per year, representing \$4M over 10 years. The

average pay-back takes 2.5 to 3 years. That is a conservative 25% return on investment.

- For example, we have been and are still working with Alaska Airlines to design and upgrade lighting for their maintenance facilities, corporate offices and exteriors. We replace existing lighting with LED units and controls, providing better, safer lighting while saving 50% in power usage.
- Other upgrades have included car dealers throughout the Willamette Valley and in Medford; hospitals like OHSU and many others across Oregon; warehouses in Eugene, Salem and Portland; State of Oregon buildings; manufacturing plants like Tillamook Creamery and Columbia Steel; data centers; and hotels. Companies across Oregon have invested in both solar and lighting upgrades in the cities of Medford, Eugene, Springfield, Tillamook, Pendleton, Bend and Klamath Falls.

Our public institutions have also invested in advanced technology.

- EC was the electrical contractor for two major historic high school renovations, Franklin and Roosevelt High Schools in Portland. Both were built in the early 1900's. In addition to rewiring and installing state-of-the-art lighting, data, and audio-visual technologies, EC installed solar arrays on both facilities to offset future energy costs and qualify the schools for energy credits and LEED certification.

Electric vehicles are now an important part of our transportation system.

- We designed, fabricated, and installed 43 charging stations for the City of Portland to charge its hybrid fleet vehicles on the Portland State University campus.
- We are currently installing Electric Vehicle charging stations across the Northwest in shopping malls and for various businesses in a multi-state partnership with Volta.

As a company engaged at the ground level to help infrastructure, industry and individuals transition to a low-carbon future, I can tell you that HB 2020 offers tremendous potential for our customers and employees. We have seen how current climate policies, energy efficiency measures and clean energy upgrades save our client's money and help them increase the efficiency of their operations, all while doing what's right for our environment. HB 2020 will create an increased demand for these projects and we think that's a good thing. Companies like ours will be able to employ more Oregonians across the state with family-wage jobs. We also understand, with a fleet of over 400 vehicles, that there will be costs involved for us, and we believe this legislation is important enough for our state, and the world's atmosphere, that the benefits substantially outweigh the costs to our economy.

That said, we are living in the 21st century but still largely operate with a 20th-century mindset when it comes to climate volatility and the need to reduce our carbon emissions. Energy-saving incentives are important tools, like those Energy Trust and PUDs offer, but they are not enough and limited in scope. Establishing limits and specific carbon targets is essential for business.

Without clear targets to improve, we risk becoming complacent, mediocre, or worse - irrelevant. HB 2020 sets clear goals and helps move us into the 21st century, to prepare us for and begin the process of increased constraints on carbon emissions that we will all experience. This policy is a win/win for Oregon's economy and our environment and will inspire investment in carbon reduction technology by and for business.

In closing, I am proud to report that our first granddaughter was born 5 days ago.
[PAUSE].

She arrived 7 weeks early to get a head start in life, and to remind me as I prepared this testimony, with her fragile lungs and fluttering heart in the NICU, that life is fragile, that we are responsible to care for those who follow us. I am here today for her, and the next 6 generations of our families. We cannot continue operating with short-term myopia, caring too much about ourselves and short-term financial returns.

Our atmosphere is degrading, and we have a responsibility to protect it for future generations, for my granddaughter and yours. Please do not weaken the provisions of HB 2020. Hold the line and restore Oregon's commitment to environmental sustainability. We all need to demonstrate persistence and courage, leading the way for our state and country into a brighter and cleaner future. We urge you to pass this legislation, this year, so we can get on with the business of keeping Oregon's great legacy intact; building a better tomorrow for our children, grandchildren and, with luck, great-grandchildren.

Thank you.