

Sandra Vences

From: Andy Gallagher <agallagher@bakerhomeenergy.com>
Sent: Thursday, May 22, 2025 4:19 PM
To: Clerk of Board
Subject: SDCP Successes

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Dear San Diego Community Power's Esteemed Board of Directors,

We are an 86 year old, fourth generation family-owned solar contractor who would like to express our highest praise for the SDCP Solar Battery Saving Program (SBSP).

In addition to providing resiliency and lower utility bills for your SDCP members, especially including the outreach to communities of concern, we'd like to highlight the positive effects the SDCP Solar Battery Saving Program (SBSP) has had on our business and employees.

In a time when our industry has been under attack ever since the transition from NEM 2 to NBT in April of 2023, our company has been searching for opportunities that still make sense for customers to move forward with the wise choice to install solar and battery on their house. With the additional 2024 headwinds of stubborn interest rates and the generally larger up-front cost behind systems with batteries included, the first half of 2024 contained a much more grim outlook than many in our industry expected.

Enter the much-anticipated and highly successful SBSP. Even though the program was only available for the second half of the year, projects Baker placed in the SBSP constituted 27% of our annual sales for the entire year. In the first half of the year, like many solar contractors, we had gone through reductions in force. The SBSP allowed us to keep more jobs in our local community. Additionally, all of our labor force are union electricians and this program helped us keep them gainfully employed throughout the year.

We commend SDCP on their forward-thinking action around this issue and look forward to a long and prosperous future whereby the members of SDCP experience resiliency and lower utility bills, and companies like ours continue to provide valuable jobs and livelihoods in San Diego County.

Thank you again and enjoy your evenings,

-Andy Gallagher, on behalf of Baker Home Energy

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