

In The Matter Of:
House Floor Debate
In Re: Senate Bill 124, Act to Amend Title 26

Transcript from Audio Recording
June 23, 2011

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HOUSE FLOOR DEBATE

June 23, 2011

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RE: Senate Bill Number 124, An Act to Amend
Title 26 of the Delaware Code Relating
to Delaware's Renewable Energy Portfolio
Standards and Delaware Manufactured
Fuel Cells

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-- Transcript of Proceedings --

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1 THE SPEAKER: Representative
2 Schwartzkopf.

3 REPRESENTATIVE SCHWARTZKOPF: Thank
4 you, Mr. Speaker. I would like to go to Item Number
5 6, Senate Bill 124, Representative Kowalko.

6 THE SPEAKER: Representative Kowalko?

7 REPRESENTATIVE KOWALKO: Thank you,
8 Mr. Speaker, I would like Senate Bill Number 124
9 read for the third and final time.

10 THE SPEAKER: Mr. Vansant, please
11 read in Senate Bill Number 124 by title.

12 MR. VANSANT: Mr. Speaker, Senate
13 Bill Number 124 as amended by Senate Amendment
14 Number 1, sponsored by Senator DeLuca and
15 Representative Gilligan -- I know the
16 representatives and senator -- an act to amend Title
17 26 of the Delaware Code related to Delaware's
18 Renewable Energy Portfolio Standards and Delaware
19 Manufactured Fuel Cells.

20 Mr. Speaker, this constitutes the
21 third and final reading of Senate Bill Number 124 as
22 amended by Senate Amendment 1 by title.

23 THE SPEAKER: Mr. Vansant, thank you.
24 Representative Kowalko, Senate Bill Number 124, as



1 amended by Senate Amendment Number 1, is before us.

2 REPRESENTATIVE KOWALKO: Thank you,
3 Mr. Speaker. I just want to briefly state that,
4 very simply, this is enabling legislation. It's not
5 a reformulation or a new definition of a renewable
6 portfolio standards or renewable energy credits or,
7 in fact, the term renewable. We are not redefining
8 that. In the vernacular that it's expressed now, it
9 stays the same.

10 But it is a reconsideration of these
11 terms and values so that we might apply existing
12 code to facilitate -- facilitate new technology
13 manufacturing that Bloom Company will be bringing to
14 this state and 1,500 new jobs that will be brought
15 to this state.

16 This is a, very simply put, renewable
17 portfolio standards are a complicated new
18 terminology that occasionally needs a
19 reinterpretation, not of the facts, of the basic
20 underlying factors, but to enable industry such as
21 the Bloom industry to grow and have a substantial
22 investor confidence in their growth.

23 If there are no questions, I would
24 ask for a roll call.



1 THE SPEAKER: Representative George.

2 REPRESENTATIVE GEORGE: Thank you,
3 Mr. Speaker. Due to a possible conflict, I will be
4 going not voting.

5 THE SPEAKER: Representative Willis?

6 REPRESENTATIVE WILLIS: Thank you,
7 Mr. Speaker. I just want to rise in support of the
8 bill and say that while I don't support all of our
9 energy policies, that I do support job growth it
10 will create.

11 THE SPEAKER: Thank you,
12 Representative Willis. Any other comments or
13 questions? Representative Hocker?

14 REPRESENTATIVE HOCKER: Um, I stand
15 as a businessperson and can't support this bill. I
16 can't support any other additional expenses on the
17 businesses that really can't afford any additional
18 expenses.

19 The main reason why I'm saying is I
20 remember when we debated the RGGI bill. And when we
21 debated it, they said that the average ratepayer
22 would not pay any more than a dollar a month. And
23 with that, I think the average ratepayer now is
24 paying about 38 cents a month.



1 But when you look at what it has
2 added to businesses, and businesses that are
3 closing, businesses that are pulling out, businesses
4 that are filing bankrupt, I can't subsidize another
5 new business on the backs of other businesses that
6 may not make it because of paying these higher
7 rates. I think if you opened dialogue with a
8 sponsor, I think --

9 THE SPEAKER: Open dialogue with the
10 floor manager and sponsor, sir.

11 REPRESENTATIVE HOCKER: Isn't the
12 average price per ratepayer now estimated to be a
13 dollar a month?

14 REPRESENTATIVE KOWALKO: The average
15 rate is to be determined by the PSC. I believe that
16 the request will be somewhere in that area. But the
17 PSC, it's their representation of the interests of
18 ratepayers and of businesses, and it will be doing
19 due diligence to determine what the minimal amount
20 that needs to recover for this industry to have a
21 productive level from Delmarva's purchase of
22 30 megawatts of this energy resource.

23 REPRESENTATIVE HOCKER: And what is
24 that figure?



1 REPRESENTATIVE KOWALKO: What's --
2 I'm sorry. I didn't understand.

3 REPRESENTATIVE HOCKER: What are they
4 estimating that figure to be?

5 REPRESENTATIVE KOWALKO: The estimate
6 is that the tariff that's going to be requested is
7 somewhere around a dollar a month.

8 REPRESENTATIVE HOCKER: Right. And
9 that's the same thing we were told with RGGI, and
10 look what it's costing some of the businesses today
11 paying RGGI.

12 And I know that many of my
13 constituents and many other constituents in here are
14 saying it's time to do away with RGGI, and we can't
15 seem to get that done.

16 And what is going to happen with
17 adding this on top of the business community who
18 can't afford -- we are having suppliers telling us
19 now that they had more business with past due
20 accounts than ever in history and more businesses
21 going to be closing than they have ever seen, and we
22 are adding another fee to them to subsidize another
23 project company?

24 REPRESENTATIVE KOWALKO: Might I



1 respond, Mr. Speaker?

2 THE SPEAKER: Please do so, sir.

3 REPRESENTATIVE KOWALKO: At the risk
4 of going off point, the RGGI money at 38 cents a
5 month (inaudible) you know, and it's a substantial
6 amount for businesses has certainly been offset by
7 our willingness of this body to cut utility taxes.

8 So I think the point you are making
9 is certainly something to be considered, where is
10 money coming from, how is it being applied. But
11 when you consider 1,500 job growth -- and those
12 people will be coming into your stores and spending
13 their money, and those people will be paying into
14 the tax coffers of this state, I think it's a
15 worthwhile investment.

16 And I think that it's something that
17 we have to do, because we are the first state. And
18 moving forward with this new technology -- not
19 unproven -- proven technology such as this -- moving
20 forward is the best thing we can do for the economic
21 climate of Delaware. I think it's the most business
22 friendly bill that I have ever presented to the
23 energy area.

24 REPRESENTATIVE HOCKER: And yes we do



1 need new jobs. But one of the biggest questions new
2 manufacturers ask when they come into a location is
3 what are the electric rates.

4 And you are talking about a state now
5 that is almost 50 percent higher than its
6 surrounding states, and now we are going to make
7 that even higher.

8 I don't know if we are creating more
9 jobs or losing jobs. I would say right now we are
10 losing more jobs than we are creating because of not
11 dealing with our high electric rates.

12 REPRESENTATIVE KOWALKO: Thank you,
13 sir. If there are no further questions, I would ask
14 for a roll call.

15 THE SPEAKER: Representative Lavelle?

16 REPRESENTATIVE LAVELLE: Thank you,
17 Mr. Speaker. Just some comments. First of all,
18 acknowledging the significance of this issue and
19 perhaps a limited debate here, what appears to be a
20 limited debate on the floor, I would just like to
21 state for the record that -- state my appreciation
22 for the record that our caucus has fantastic access
23 to the Governor's Office, to Bloom, to DEDO.

24 On numerous occasions they asked very



1 detailed questions down our caucus to get answers to
2 those questions that may not have changed any minds,
3 but this has been, at least in our caucus alone,
4 debated for multiple hours on multiple occasions.

5 So I don't want the public to think
6 that this just hasn't been talked about. This has
7 been talked about tremendously, and we appreciate
8 the access that we have had to do that.

9 I will be voting for the bill. It is
10 not an easy vote for some of the reasons
11 Representative Hocker just stated. But if you look
12 at this additional source, the renewable portfolio
13 standard that is less expensive than some of the
14 other contemplated sources for the RPS, the solar
15 and wind and those types of things, it is lower in
16 that sense.

17 And it is also an opportunity to have
18 Delaware-manufactured products be part of this
19 process. I know there was a lot of thought and hope
20 that somehow we would be manufacturing wind turbines
21 and wind parts. And that not only has not happened
22 here in Delaware; it's not likely to happen here in
23 Delaware. We are very limited in the United States,
24 for that matter.



1 But, hopefully, this will be an
2 opportunity to address -- and I believe that DEDO's
3 director knows this -- to address some of the issues
4 that Representative Hocker raised around the cost of
5 electricity, particularly to businesses, that this
6 is not an end but a beginning that we can
7 investigate some of those issues and provide
8 solutions to some of those issues, either through
9 the reduction of the RPS requirement, a lower
10 percentage, the elimination of RGGI, or something
11 that we can do legislatively to help reduce the
12 costs, particularly for business community. And we
13 would hope to engage the administration on that.
14 Thank you, Mr. Speaker.

15 THE SPEAKER: Thank you,
16 Representative Lavelle. Representative Blakey.

17 REPRESENTATIVE BLAKEY: Thank you,
18 Mr. Speaker. I would like to question some of the
19 representatives from the organization that we are
20 talking about instead of having a dialogue with the
21 floor manager. The company that wants to come to
22 Delaware?

23 REPRESENTATIVE KOWALKO: I don't -- I
24 think it would be proper if you ask the question of



1 the economic development. I would like to have Alan
2 Levin with him, if that's possible, sir. (Two
3 people are talking at once -- indecipherable) Will
4 you bring Alan Levin also with them, sir?

5 UNIDENTIFIED SPEAKER: Yes.

6 THE SPEAKER: The floor has been
7 requested for officials or an official from Bloom,
8 along with Alan Levin, Director of Economic
9 Development.

10 Gentlemen, would you please approach
11 the podium. Please identify yourselves.

12 MR. RICHMAN: Josh Richman with Bloom
13 Energy. Josh Richman, Bloom Energy.

14 MR. LEVIN: Alan Levin, Delaware
15 Economic Development.

16 REPRESENTATIVE BLAKEY: Thank you,
17 gentlemen, for the opportunity. Now, I just have a
18 couple of questions. And I really probably want to
19 put them on record rather than -- I think I know the
20 answers, but I still want to ask them.

21 You are expecting to create how many
22 jobs for Delawareans or how many jobs total for the
23 State of Delaware? Then, how many jobs will be held
24 by Delawareans, and what kinds of jobs are we



1 talking about in terms of levels of salary and
2 things like that?

3 MR. LEVIN: Why don't I -- as their
4 applications state right now, the REC hires would be
5 900 jobs by Bloom Energy. There would be an
6 additional 600 jobs by (inaudible) the amount to
7 (inaudible)

8 THE SPEAKER: Mr. Levin, please speak
9 in the miche.

10 MR. LEVIN: Oh, I'm sorry.

11 THE SPEAKER: You may have to hold
12 it.

13 MR. LEVIN: Sorry, Mr. Speaker.

14 THE SPEAKER: Thank you, sir.

15 MR. LEVIN: There would be 600
16 contemplated by six suppliers, so that would be 100
17 per supplier if they come to the site.

18 The only ones that we are concerned
19 about today are the initial 900 that are
20 contemplated. And that is direct hires by Bloom
21 Energy.

22 The salary range currently is
23 anywhere from \$62,400 to \$42,000 is what is
24 contemplated by Bloom. Am I correct, or was that



1 (inaudible)?

2 UNIDENTIFIED SPEAKER: There will be
3 a play in there between those two. Representative,
4 you asked about whether they are all going to be
5 Delawareans or how many are going to be Delawareans.
6 I can't answer that for sure.

7 REPRESENTATIVE BLAKEY: Would you
8 suggest that there would be a majority of
9 Delawareans, do you think?

10 MR. LEVIN: Well, that is part of our
11 negotiation with Bloom. I can assure you that is
12 one of the things we encourage in all of our
13 agreements with DEDO and companies coming in.

14 We do that also on the contractors,
15 as well. We put a requirement of a minimum of
16 50 percent of the contractors and subcontractors be
17 from the State of Delaware. Because, quite frankly,
18 as you know, Representative, this is taxpayer money,
19 and Delaware taxpayer money, and it can be spent in
20 Delaware.

21 REPRESENTATIVE BLAKEY: Could you
22 speak to the connection that the company will have
23 with the University of Delaware, I mean how that's
24 going to benefit us?



1 MR. LEVIN: The manufacturing
2 facility will be located at University of Delaware
3 at the former Chrysler facility.

4 We have had preliminary conversations
5 with the University about multiple different types
6 of partnerships moving forward, as well. But I
7 think that the proximity to all of the (inaudible)
8 as well as the university made that site really
9 ideal.

10 If you want specific, you know,
11 internship details, we haven't gotten to that level.
12 Hopefully, this legislation will enable that
13 conversation.

14 REPRESENTATIVE BLAKEY: Is the
15 University of Delaware going to retrofit the
16 building or the industry that was there for your
17 benefit or what?

18 MR. LEVIN: The Chrysler facility is
19 being raised, and we will build a brand new facility
20 right there on the grounds where the former Chrysler
21 facility will be. We anticipate a 200,000 square
22 foot building.

23 UNIDENTIFIED SPEAKER:

24 Representative, if I could clarify.



1 Everybody that drives by the Chrysler facility looks
2 at the administrative building that's on 896 and
3 says, you know, that is the Chrysler.

4 Their facility is not at the old
5 administrative building on 896. Their land will be
6 cleared. It will be a new site entirely for them.
7 The administrative building will be retained by the
8 University for a period of time as an incubator, if
9 you will. They have talked about using that for
10 biotech and the like for a period to come, so that
11 we're clear on what that is, what they are intending
12 to do.

13 REPRESENTATIVE BLAKEY: We are all
14 hoping that any venture that's brought into the
15 state is going to be profitable in terms of jobs and
16 also profit and in terms of its industry.

17 But we also know that many industries
18 brought in don't make it; they fail. I don't know
19 what the ratio is or will be, but they do fail.
20 They have failed here in Dover.

21 What losses do we occur or incur
22 should this happen that this company might not make
23 it?

24 MR. LEVIN: Well, that's a very fair



1 question. As far as I can tell you -- first of all,
2 this is a successful company today. They are
3 providing services to Wal-Mart, to Adobe, to Fed-Ex,
4 to Staples, Coca-Cola.

5 Their bloom boxes are in use today at
6 those facilities, and they have a pipeline orders
7 for the next year and a half already in place. So
8 that -- I'm not concerned about short term.

9 Obviously, long term, there could be other
10 technologies that come out that cause their model to
11 change or whatever. I get that.

12 But at the same time, protection for
13 the State of Delaware is reserved to callbacks if
14 they should fail. Representative Lavelle sat on the
15 Council of Development Finance. Representative
16 Scott sits there now representing this body.

17 We have callbacks in each of our
18 agreements which basically say if they do not live
19 up to their agreements, the state gets their money
20 back, our investment for the period on a pro rata
21 basis.

22 Quite frankly, we don't want the
23 money back; we want them to succeed. That's our
24 objective. So, as far as I can tell you, we are not



1 going into this with the intent that they are going
2 to fail. We think they are going to be successful.
3 We looked at their sales volume. We looked at what
4 they are doing on a day-to-day basis and what their
5 pipeline is. We think they have a pretty bright
6 future. But you are right, I mean, anything can
7 happen in any business.

8 REPRESENTATIVE BLAKEY: Thank you.

9 THE SPEAKER: Are there other
10 questions of Mr. Levin, Mr. Richman, questions of
11 these two gentlemen? Representative Hudson, then
12 Representative -- or Representative Hudson?

13 REPRESENTATIVE HUDSON: Thank you,
14 Mr. Speaker. This really isn't a question as much
15 as since you're here and you're standing there, I
16 think it's a good time, and O'Mara and Mr. Sawyer.

17 I have gotten a lot of e-mails from
18 people, scientists and engineers that have thought
19 this through, and they know more than I do about
20 this subject. And some of them are happy, and some
21 of them aren't.

22 But this is the time as a legislator
23 where I'm on the bill, so I have been fussed with
24 for that. But I am committed to your experience, to



1 the due diligence you put into this, and I have
2 faith that you did all that you can do.

3 And I think it's important for you to
4 know, because I think there are some other people
5 like that. And it just sounds wonderful, and I hope
6 that it works. And maybe I can even forward you
7 some of the e-mails from some of these people so
8 that you can dissect what they have said. But it
9 sounds wonderful, and I just hope it keeps on going
10 that way.

11 THE SPEAKER: Representative Hudson,
12 thank you. Representative Ramone, do you have
13 questions of either Mr. Richman or Mr. Levin?

14 REPRESENTATIVE RAMONE: Yes. I just
15 would like to open dialogue.

16 THE SPEAKER: Open dialogue.

17 REPRESENTATIVE RAMONE: I just would
18 like to go on the record with some dialogue that we
19 had a little earlier. As a businessperson and a
20 person whose business is adjacent to the area, the
21 amount of jobs that you may bring to the area both
22 by hiring people in our state that are unemployed,
23 but even bringing some people in from outside the
24 state who may buy houses and bring an economic punch



1 to the area, I think, is admirable and very
2 necessary for the deal to be successful from our
3 standpoint.

4 But, having said that, the additional
5 costs, the people who are on a fixed income
6 (inaudible) now are going to be paying more for
7 this, and some of the stigma with deregulation not
8 necessarily coming out the way everyone would have
9 hoped.

10 And more importantly to me personally
11 is the impact it has on a lot of small businessmen
12 who are nearly at their breaking point. They are
13 digging into their kids' college education, into
14 their savings funds and all to keep these businesses
15 going for the future.

16 Your initiative for that future, I
17 think, is extremely important. But the issue that
18 concerns me most is, you know, you got to remember
19 taxpayers are paying a little bit, but ratepayers
20 are paying a little bit of this, too. Ratepayers
21 are getting dinged because their fees are going up
22 every month, and taxpayers are already sort of
23 already dinged because we pay our taxes and we are
24 using it to make good calls to bring money into this



1 state.

2 Having said that, the access you have
3 given us to both the proprietors of the company and
4 to the Governor's Office to help us through this are
5 admirable and very important. And I know it has
6 affected many of our decisions. I am on the bill.
7 It does help me.

8 But you had brought up something in
9 our caucus about the checks and balances. And my
10 words, not yours, was, you know, Bloom is going to
11 fail or Bloom is going to boom, or Bloom is going to
12 get moved to another state.

13 Our goal is that it blooms and goes
14 crazy and stays home and develops an incredible
15 business.

16 But I had brought up my concerns that
17 a lot of this isn't addressed in that bill. It's
18 addressed in the agreement between DEDO or your
19 office -- I'm not sure how this worked -- and our
20 proprietors.

21 And I know the bills or that portion,
22 that contract isn't signed yet. And it gives me a
23 lot of angst. It makes me very nervous, you know.
24 Often, before you are coming to this point, the bill



1 is already signed. And I know you have a lot of
2 moving parts.

3 My point of all of this is it brings
4 a lot of trust. You both have spoken to me
5 personally, and I respect and appreciate that. But
6 for the record, for the floor, would you at least
7 articulate what that contract date of signing is,
8 the fact that that contract is already drawn up and
9 will not be adjusted, and the fines or the fees for
10 leaving it at the 25 million and all are already
11 agreed upon? Could you at least each independently
12 enter into your personal commitment to that for the
13 record? Thank you.

14 MR. LEVIN: If I can, Representative,
15 explain to you our process. We give an offer letter
16 from DEDO to the prospective company, in this case
17 Bloom. That offer letter has been given.

18 It will then be presented to the
19 Council on Development Finance on this coming
20 Monday, the 27th, for their approval. They have the
21 opportunity to interview Mr. Richman or other
22 representatives from Bloom and ask their questions
23 on the deal. They have a copy of everything that we
24 have for their decision-making purposes.



1 At that time, once that deal or they
2 vote to approve it, we then work out the term, the
3 term sheet, if you will. The terms are basically
4 done, but the -- this is not aimed at any attorneys
5 in the room -- but the boilerplate language is not
6 done. And so that is what we enter into after that.

7 But the basic terms have all been
8 negotiated. All of the payments that would be
9 received, they will not change. They will change if
10 they don't meet their goals, if they exceed their
11 goals. They change. They go up; they go down.
12 They float with how it goes. But there is a
13 per-employee number for each individual involved.
14 There is also the capital expenditure number that
15 they propose, which is \$50 million and may increase,
16 and they would get compensated for that spent on
17 their part, as well.

18 Basically, our offer is pretty
19 simple, which is the job creation, it's the capital
20 expenditure, and it's the job training (inaudible).

21 The other regulatory issues
22 that you are dealing with in 124 and the (inaudible)
23 are different. That's not handled by DEDO or the
24 Council on Development Finance. That is handled by



1 you all and by the PSC. That's basically the
2 reason.

3 MR. RICHMAN: And I also will go on
4 the record confirming that we have agreed to all the
5 principal terms of the agreement.

6 THE SPEAKER: Are there other
7 questions of Mr. Richman or Mr. Levin?
8 Representative Quinn Johnson, then Representative JJ
9 Johnson. Quinn Johnson.

10 REPRESENTATIVE QUINN JOHNSON: My
11 question is for Mr. Richman. We had discussed
12 earlier in our hearing for the Energy Committee the
13 issue that was brought up concerning some of the
14 materials that are used in the production of your
15 Bloom box and a concern that it would come from one
16 particular nation, China. And the concern was that
17 we do not enter into an issue with our oil
18 dependency that we are also product dependent.

19 Now, through conversations and
20 information, again, just for the record, you shared
21 that that's not a concern of your particular product
22 and the technology, and yours is different.

23 Would you just, for the record, just
24 briefly elaborate on that and that we don't have



1 that dependency concern?

2 MR. LEVIN: Yeah, absolutely. As we
3 discussed, you are right. We have established
4 multiple sources globally for any non-commodity
5 items that are in our boxes.

6 As you know, the majority of the
7 components in the box really come from readily
8 available products, and that's what distinguishes
9 the technology from the legacy technologies or prior
10 platinum, catalyst, and other precious metals.

11 But, yeah, we are not dependent on
12 China for, you know, any one particular product.

13 THE SPEAKER: Representative JJ
14 Johnson.

15 REPRESENTATIVE JJ JOHNSON: Thank
16 you, Mr. Speaker. I would like to begin by thanking
17 the floor manager, Representative Kowalko, for
18 facilitating this legislation. I would also like to
19 thank Mr. Richman and Mr. Levin.

20 I feel compelled to get up and speak
21 in regard to this legislation, simply because, as a
22 former Chrysler employee, where this site is -- this
23 site, this new Bloom site is going to be built, it
24 was the best news that I have heard since 2008 when



1 they decided to build Chrysler.

2 I cannot tell you how disappointing
3 it has been for me to ride past that facility where
4 I worked at for 37 years, see it torn down,
5 remembering when there were four to 5,000 people
6 working there, providing income for their families,
7 buying homes, sending their kids to school, and
8 going into the mom and pop stores throughout
9 Delaware, as well as Ramone Floors on Mother's Day.
10 (Laughter)

11 THE SPEAKER: Is that the only day
12 they went there, sir?

13 (Laughter)

14 REPRESENTATIVE JJ JOHNSON: You know,
15 ever since then, I was wondering what would be the
16 new industry, what would be the new manufacturing
17 for the 21st Century.

18 The Jeannie was out of the bottle as
19 far as the auto industry is concerned, basically the
20 way we built it. But when this project came along,
21 I was overwhelmed that this is the new technology
22 for the future, that this type of job, our children
23 and grandchildren will be able to -- be able to have
24 the same type of life that we had in the past.



1 I think that this industry, that
2 Bloom Energy is a thing had of the future. I saw a
3 presentation earlier, probably a year ago, when it
4 was on 60 Minutes television show. I saw then that
5 this was the new technology that would benefit not
6 only Delaware but the United States.

7 So I can't tell you how pleased I am
8 that we see a future for the industry for the
9 manufacturing. And so thank you for your work.
10 Thank you.

11 THE SPEAKER: Thank you for your
12 comments, Representative JJ Johnson. Are there
13 other questions for Mr. Levin or for Mr. Richman?
14 Gentlemen, thank you. We believe there are some
15 other questions. Representative Miro.

16 REPRESENTATIVE MIRO: Thank you,
17 Mr. Speaker. I do not have a question. I have a
18 couple of comments. I'm on the bill, and I won't be
19 supporting this bill.

20 I think that we are making a
21 significant financial investment that may prove to
22 be a boom or a bust for the State of Delaware. Only
23 time will tell.

24 But the potential that has been



1 strived here and in other areas for the job
2 creation, the expansion of our revenue streams.

3 And to be part of a new technology,
4 the emerging of a new technology where the State of
5 Delaware could very well be at the front end of the
6 development, solar energy technology by having the
7 Bloom producing those boxes here in Delaware would
8 probably could give us a significant advantage over
9 some of the other states.

10 There are some risks, no question
11 about it, but I think that you are only going to be
12 successful if you take a risk. And in this
13 particular case, I think that it's -- if we are
14 going to err on the wrong side, I think the side
15 here is to take the risk and go move forward,
16 because I think that what has been presented was
17 overall a significant value for the State of
18 Delaware.

19 So I'm happy with what I have heard,
20 and I do want to echo the comments and thanks to the
21 Governors Office and the Secretary who were very
22 much open to questions and to dialogue from the very
23 beginning so that we would know what was going on,
24 to be informed and be able to make a decision with



1 all the facts in front of us. Thank you.

2 THE SPEAKER: Thank you,
3 Representative Miro. Representative Atkins, then
4 Representative Peterman, then Representative Brady.

5 REPRESENTATIVE ATKINS: Thank you,
6 Mr. Speaker. I also rise in support of this bill.
7 And I want to speak very briefly about something
8 that hasn't been mentioned yet. Obviously, we're
9 all happy about the jobs that will come to the State
10 of Delaware.

11 But, number two, I want to remind
12 people that I have spoken with Mr. Richman on at
13 least two occasions. And the technology is there.
14 We have a two-part problem downstate with a lot of
15 our poultry growers. The first thing, obviously,
16 the high cost of energy; and the second, the
17 inability to move a lot of the poultry and litter
18 waste from Sussex County off the Delmarva Peninsula.

19 And just about 25 or 30 miles outside
20 of Delaware down in Princess Anne, Maryland, the
21 state of Maryland is powering the Eastern
22 Correctional Center with all their electricity and
23 heating and air conditioning by burning the excess
24 poultry litter and manure from the surrounding



1 farms.

2 And I see this as a good deal,
3 obviously for the jobs, but also for the technology
4 in the hope that in the very near future with Bloom
5 Energy that we can put these Bloom boxes, maybe some
6 sort of a test or trial ran on some of our poultry
7 farms and help those farmers, again, lower their
8 energy costs and be able to move some of their
9 excess litter safely. Thank you, sir.

10 THE SPEAKER: Thank you,
11 Representative Atkins, for your comments.
12 Representative Peterman?

13 REPRESENTATIVE PETERMAN: Thank you,
14 Mr. Speaker. I am in favor of a lot of things in
15 the proposal that this energy company is proposing.
16 I learned a lot more today in our talking than I
17 have learned in the last month that we have talked
18 about this. I think that's a shame.

19 My biggest problem is that I tried to
20 have an amendment written to the contract. And that
21 is the contract, Your Honor.

22 THE SPEAKER: Thank you.

23 REPRESENTATIVE PETERMAN: And there
24 was no room whatsoever. That contract was written



1 so tightly and done so well that there is no way you
2 can get an amendment in there.

3 And I guess the biggest concern that
4 I really had is that the next generation of
5 representatives that will be sitting here will not
6 be able to have one thing to say about this
7 particular contract, and I think that we are giving
8 some of our authority away. And that really, really
9 concerns me.

10 So if everybody else is satisfied
11 with it, so be it. They will vote their conscience,
12 I'm sure. But I'm also concerned about small
13 business. Small business is really a big concern.

14 I think -- and I have heard two
15 different numbers. One number is that small
16 business starts -- creates about 80 to 85 percent of
17 the jobs here throughout the whole United States.
18 And we need to be involved. And I just do not
19 believe that I was involved in getting all the
20 facts. Thank you.

21 THE SPEAKER: Representative Brady,
22 then Representative Scott. Representative Brady.

23 REPRESENTATIVE BRADY: Thank you,
24 Mr. Speaker. Just a couple of comments. I share

1 many of the emotions and comments that have been
2 expressed here tonight.

3 I consider this and the last several
4 months rather historic moments for the State of
5 Delaware. I was elected here in 2007, and I guess
6 many of us could say in some ways we have seen the
7 best of times and the worst of times.

8 It is comforting to know that we are
9 here tonight discussing something that's very
10 promising and about to happen. I look beyond this
11 particular piece of legislation and the language
12 that's within this, and I think of the jobs that
13 will be required in the next several years in terms
14 of infrastructure.

15 I was very pleased several weeks ago
16 to read on a Friday morning that our governor
17 considered infrastructure one of his primary
18 considerations for this budget and the future
19 budget.

20 And that very day at lunchtime,
21 Former Governor Rendell spoke at a (inaudible)
22 meeting in Wilmington and had said to all of us, or
23 those that were there, that the equation is rarely
24 simple with infrastructure. And it is the



1 businesses and the small businesses that are
2 appreciating the benefit of the larger businesses,
3 but all of those are supported by an infrastructure
4 that ages regardless of time. And I am very pleased
5 to know that we have focused on that.

6 And that's where some of the real
7 long-term sustaining jobs are and will continue to
8 be, and I'm just proud to be part of that in these
9 last several years, and I would rather be talking
10 about good news tonight than otherwise. Thank you.

11 THE SPEAKER: Representative Scott?

12 REPRESENTATIVE SCOTT: Thank you,
13 Mr. Speaker. I rise in support of the legislation,
14 but I wanted to just address a couple of things.

15 Having had the opportunity to travel
16 and visit Bloom's existing manufacturing facility,
17 they are moving on a very aggressive schedule
18 because they have demand that exceeds their current
19 capacity.

20 So we are very fortunate to have an
21 organization that's going to move quickly, put
22 people to work building their facility, and has a
23 backlog that requires them to move quickly through
24 this process.



1 So they are a top-notch organization
2 and with world-class people from around the world
3 working on cutting-edge technology, and they have
4 made incredible advances in the short time they have
5 been producing a product as they have gone from one
6 generation to the next. I think we're going to be
7 proud to have them as part of our corporate
8 citizenry here in Delaware.

9 So the question that Representative
10 Peterman raised about the process and the contract,
11 I think are (inaudible) And I can attest to this:
12 The CBF is comprised of a couple legislators, one
13 from the House and one from the Senate, attorneys,
14 bankers, and other people that help review and
15 evaluate the proposals that DEDO is putting forth to
16 bring companies or incent companies to come here and
17 expand and grow their business.

18 And so the terms that are being
19 proposed are consistent with deals that have been
20 proposed in the past. The callback provisions will
21 be similar. If they meet their objectives, they
22 will get their money. If they don't, then the State
23 will have those protections in place.

24 And there is a process to monitor the

1 progress as we go through this. So I think that,
2 you know, if there are questions, that those
3 questions can be raised to me as your representative
4 on CDF or look to Representative Lavelle for his
5 experience in the years on that council.

6 But, again, the work that's been put
7 forth between the administration, DEDO, Secretary
8 O'Mara and his organization, and Bloom Energy has
9 been incredible to get to this point. And I would
10 like to thank everybody for their involvement and
11 contribution.

12 THE SPEAKER: Thank you,
13 Representative Scott. Are there any comments or
14 questions from any members? Representative Kowalko.

15 REPRESENTATIVE KOWALKO: May I have a
16 roll call, sir?

17 THE SPEAKER: Mr. Chief Clerk, please
18 call the roll on Senate Bill Number 124 as amended
19 by Senate Amendment Number 1.

20 THE CLERK: Mr. Atkins? Mr. Atkins,
21 yes. Mr. Barbieri? Mr. Barbieri, yes. Mr.
22 Bennett? Mr. Bennett, yes. Mr. Blakey?
23 Mr. Blakey, yes. Ms. Bolden? Ms. Bolden, yes. Mr.
24 Brady? Mr. Brady, yes. Mrs. Brigstein? Mrs.



1 Brigstein, not voting. Mr. Carson? Mr. Carson,
2 yes. Ms. George? Ms. George, not voting. Mrs.
3 Heffernan? Mrs. Heffernan, yes. Mr. Hocker? Mr.
4 Hocker, no. Ms. Hudson? Ms. Hudson, yes.
5 Mr. Jaques? Mr. Jaques, yes. Mr. J. Johnson? Mr.
6 J. Johnson, yes. Mr. Q. Johnson? Mr. Q. Johnson,
7 yes. Mrs. Keeley? Mrs. Keeley, yes. Mr. Kenton?
8 Mr. Kenton, no. Mr. Kowalko? Mr. Kowalko, yes.
9 Mr. Lavelle? Mr. Lavelle, yes. Mr. Lee? Mr. Lee,
10 yes. Mrs. Longhurst? Mrs. Longhurst, yes. Mr.
11 Mandalakas? Mr. Mandalakas, yes. Mr. Miro? Mr.
12 Miro, yes. Mr. Mitchell? Mr. Mitchell, yes.
13 Mr. Mulrooney? Mr. Mulrooney, yes. Mr. Osienski?
14 Mr. Osienski, yes. Mr. Outten? Mr. Outten? Mr.
15 Outten, yes. Mr. Peterman? Mr. Peterman, no.
16 Mr. Ramone? Mr. Ramone, yes. Mrs. Schooley? Mrs.
17 Schooley, yes. Mr. Schwartzkopf? Mr. Schwartzkopf,
18 yes. Mr. Scott? Mr. Scott, yes. Mr. B. Schwartz?
19 Mr. B. Schwartz, yes. Mr. D. Schwartz? Mr. D.
20 Schwartz, yes. Mr. Viola? Mr. Viola, yes. Mrs.
21 Walker? Mrs. Walker, yes. Mr. D. E. Williams? Mr.
22 D. E. Williams, yes. Mr. D. P. Williams? Mr. D.P.
23 Williams, yes. Mr. Willis? Mr. Willis, yes.
24 Mr. Wilson? Mr. Wilson, no. Mr. Speaker?



1 THE SPEAKER: Yes.

2 THE CLERK: Mr. Speaker, yes.

3 THE SPEAKER: Does any one member
4 wish to change their vote? Please announce the roll
5 call.

6 THE CLERK: Mr. Speaker, the roll
7 call goes 35 yes, four no, two not voting.

8 THE SPEAKER: Having received the
9 constitutional majority, Senate Bill Number 124, as
10 amended by Senate Amendment Number 1, is declared
11 passed the House. Representative Kowalko.

12 REPRESENTATIVE KOWALKO: Thank you,
13 Mr. Speaker. If you will indulge me just for a
14 second.

15 I want to recognize Mr. Richman, who
16 obviously has to come to the charms of the business
17 friendly climate here in Delaware, a wise business
18 decision, sir.

19 And I just want to reassure my
20 colleagues that have concerns. You know, we are
21 always growing jobs and looking to the future. A
22 lot of jobs that we grow are in massive research
23 facilities that maybe employ a dozen people, and
24 there are a thousand computers in there.



1 This is a manufacturing facility.
2 This is a rebirth that's necessary, not only in
3 Delaware, but in this country. We are recapturing.
4 We are making the product here. That's the source
5 of pride. That's also the source of economic
6 growth.

7 We can't rely on the service
8 industry. We can't rely on just the high-tech,
9 small job for providing it. What we have to have is
10 jobs for people.

11 And this is a manufacturing facility.
12 The State of Delaware labor getting work done, we're
13 going to be proud of this, we're going to make money
14 on this, and we're going to be successful on this in
15 bringing other businesses here. Thank you very
16 much, everybody, for their support.

17 (Applause)

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1 CERTIFICATE

2 I, Lorena J. Hartnett, a Notary Public and
3 Registered Professional Reporter, do hereby certify
4 that the foregoing is as accurate and complete a
5 transcription as possible from the audio of the
6 proceeding held at the time and place stated herein.

7 The said proceeding was recorded by another
8 party and then reduced to typewriting under my
9 direction. I was not present at said proceeding and
10 am transcribing only that which is audible by means
11 of audio recording.

12 I further certify that I am not a relative,
13 employee, or attorney of any of the parties or a
14 relative or employee of either counsel, and that I
15 am in no way interested directly or indirectly in
16 this action.

17 IN WITNESS WHEREOF, I have hereunto set my
18 hand and affixed my seal of office on this 30th day
19 of November 2015.

20
21 

22 _____
23 Lorena J. Hartnett, R.P.R.
24



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