

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

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*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 from Audio Recording

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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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## CERTIFICATE

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

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

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

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



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Lorena J. Hartnett, R.P.R.



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