



Scott Viciano – Ventower Industries

Thank you, Scott, and thank you members of the Committee for giving us the opportunity to speak.

- My name is Scott Viciano, I am the Vice President for Sales and Business Development at Ventower Industries. Our company is a full-service fabricator and supplier of wind turbine towers. Our state of the art fabrication facility is strategically located at the Port of Monroe. In Monroe, every day, we manufacture some of the continent's highest quality towers for all of the major OEM's within our wind energy space.
- Over the years, we also have hosted legislators for production tours that have included Rep. Sheppard, Senator Zorn, plus many others. Our team would like to invite any of the committee members to visit the facility and see our operations too.
- We were founded in Michigan in 2008, broke ground on a 115,00 square foot facility that sat on a Brownfield site in 2010, began commercial production in 2011 and at our high-water mark had grown to more than 160 employees.
- I come to you today to share with you our story of jobs and investment in Monroe. We located in Michigan for the logistical assets, the talent pool here for sure but in large part because of the renewable portfolio standard. This policy signal

demonstrated Michigan's long term commitment to renewable energy and kicked off what, in our minds, has been an impressive investment by the private sector here in the state.

- The certainty provided by the RPS and knowing Michigan had a multi-year commitment to renewable energy was a critical part of our company's decision to locate in Michigan. It also created the pathway to make long-term energy investments, ensuring long-term rate affordability and securing jobs in Michigan. We explored other locations and took into account many different factors to come to our decision to be here. The result that both Ventower and the state of Michigan share, have served our industry, our business and our employees well. We are also proud to call Monroe home and proud to be members of the Monroe community.
- Our skill set and production accolades have matured over the years too. Ventower Industries has been called on many times to help support cost out efforts and process improvements in order to support our customers and their end user customers continued efforts of bringing clean, cost conscious generated electricity to Michigan residents.
- In addition to wind turbine tower fabrication, we have diversified our product offerings while leveraging our customer relationships and current employee's skill set. As these areas of our business continue to grow too, our company will remain

economically sustainable and continue look towards potential expansions when called upon.

- Ventower is excited to be a key company that has invested in renewable energy in Michigan. Our piece of the pie is in advanced manufacturing and we are pleased to be part of this growing industry. This private sector growth has sparked competition which has undoubtedly driven down the cost of wind energy, benefitting ratepayers across the state. This commitment has provided Michigan with 87,000 clean energy jobs, which is actually the second highest in the Midwest.
- To fill out our workforce, we partner closely with our community, especially Monroe Community College. Ventower Industries has a close relationship with the welding program and non-destructive testing programs at MCCC. Not only for hiring graduates, but for also supporting the programs curriculum development and supporting professional teachers as well via our Ventower staffers.
- Economic benefits within the community have also been realized with our industry partners in Monroe County as well. These industry partners, the local businesses that keep our weld wire and flux on the shelves or deliver paint on a weekend or fill our snack machines daily – can be felt too. We are very proud of these relationships we have developed locally.

- Over the past 9 years we have seen success, spurring investment and helping to create jobs while supporting the dramatically reduced cost of renewable energy for Michiganders.
- Since 2008, the cost of wind has declined by more than 50% in Michigan, and long-term wind contracts today are being signed at between \$45-50/ megawatt hour.
More GREAT news for Michigan ratepayers.
- Wind is a part of a diverse portfolio to help ensure we continue to see the benefits of adding fixed-price, long-term, low-cost renewable energy into Michigan's energy mix.
- Because the current program is working, and by adding \$3.3 billion in economic benefits related to renewable energy development – we can and should do more.
- The benefits can be seen. These benefits are exciting, not only to a company like Ventower, but to others. That's why you see companies like Amazon and GM investing in wind and demanding renewables power their facilities.
- It's not just the business community that likes renewable energy. According to a January poll by ClearPath, almost 90 percent of voters across America support accelerating the development and use of clean energy technologies to build economic growth and American jobs, while become less dependent on foreign resources, and to promote a healthier environment. All good things – all good things for Michigan.

- So, on behalf of a growing manufacturing company that is based in Michigan and adding jobs in state, I ask Committee members to support the positive momentum we've seen over the last nine years.
- Thank you and we'd be happy to answer any questions the committee might have.

