Energy Efficiency Jobs in America

2.3 MILLION AMERICANS WORK IN ENERGY EFFICIENCY
For the second year in a row, America’s energy efficiency businesses led the nation’s energy economy in creating jobs—accounting for about half (76,000) of the sector’s entire job growth in 2018 (151,700). Energy efficiency employs more Americans than the entire fossil fuel industry in 41 states and the District of Columbia, and twice as many nationwide.

Energy efficiency’s consistently strong year-over-year job growth—and growing integration in the economic value chain and built environment—is turning the industry into the energy sector’s most viable (and efficient) job creator. Across every time zone, state, county line, and even zip code, energy efficiency solutions are advancing economic opportunities for American workers and their families. Jobs that will grow locally, jobs that become careers, and jobs that cannot be outsourced.

A BIGGER PICTURE

This report focuses solely on the energy efficiency sector of the economy. Jobs in retail trade, vehicle efficiency-related work, and the 4.2 million jobs related to efficient manufacturing processes are excluded from these numbers.
Energy efficiency businesses are not only creating more jobs than traditional energy sectors now, but are on track to outpace future growth across industries. Energy efficiency businesses are projecting 7.8% growth in jobs for 2019—the highest among all energy sectors...and the job gains are expected across all major industries.

### 2019 Expected Growth Across All Energy Efficiency Industries

- **Manufacturing**: 5.8%
- **Construction**: 8.8%
- **Wholesale Trade**: 8.9%
- **Professional Business Services**: 6.4%
- **Other**: 7.7%

### Future Growth

Energy efficiency businesses are projecting **7.8% growth in jobs for 2019**—the highest among all energy sectors.

### 2018 Job Growth

- **Fuels**: +52,355
- **Electric Generation**: -8,258
- **Transmission, Distribution, and Storage**: +31,726
- **Energy Efficiency**: +76,342

**TOP STATES FOR GROWTH IN 2018**

- **New Mexico**: 11.5% Growth
- **Nevada**: 8.1% Growth
- **Oklahoma**: 7.2% Growth
- **Colorado**: 7.2% Growth
- **New Jersey**: 7.1% Growth
ENERGY EFFICIENCY WORKERS—WHERE ARE THEY?

They work in factories, offices, design studios, and data centers. Energy efficiency workers do much more than reduce energy use. They improve operations of existing buildings, and they design and build a better future. Consumers, municipalities, and business owners incorporate lower energy consumption options into everyday procurement decisions; in homes, offices, schools, and municipal infrastructure. Squeezing out waste drives job creation.

ACROSS INDUSTRIES

- Manufacturing: 321,582
- Wholesale Trade: 180,337
- Construction: 1,295,783
- Professional Services: 484,482
- Other*: 46,682

*Other such as maintenance, and business and nonprofit organizations

ACROSS POSITIONS

- Production & Manufacturing: 17.7%
- Installation & Repairs: 31.7%
- Administrative: 25%
- Sales: 7.3%
- Management: 13.9%
- Other: 4.2%

TECHNOLOGIES

- ENERGY STAR Appliances: 167,828
- LED, CFL, and Other Efficient Lighting: 370,562
- Trad. HVAC: 582,108
- High Efficiency Heating & Cooling: 427,503
- Renewable Heating & Cooling: 128,896
- Advanced Materials & Insulation: 357,765
- Recycled Building Materials: 82,423
- Water Efficiency Products: 91,555
- Other*: 116,225

*Other such as energy audits, building certifications, and software services
JOBS ACROSS THE COUNTRY

// These jobs are local. **99.7%** of U.S. counties have energy efficiency jobs.
// America’s top 25 metro areas employ **928,000** workers in energy efficiency.
// **28%** of U.S. energy workers are involved in energy efficiency.
// 40 states employ at least **11,000** energy efficiency workers each, with only Alaska at fewer than 5,000.

### TOP 10 STATES FOR ENERGY EFFICIENCY JOBS

<table>
<thead>
<tr>
<th>RANK</th>
<th>STATE</th>
<th>TOTAL</th>
<th>ENERGY STAR &amp; EFFICIENT LIGHTING</th>
<th>HVAC, RENEWABLE HEATING &amp; COOLING</th>
<th>ADVANCED BUILDING MATERIALS/INSULATION</th>
<th>OTHER*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>California</td>
<td>318,542</td>
<td>71,893</td>
<td>187,297</td>
<td>20,074</td>
<td>39,278</td>
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<td>2</td>
<td>Texas</td>
<td>162,816</td>
<td>59,650</td>
<td>67,346</td>
<td>21,096</td>
<td>14,724</td>
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<td>3</td>
<td>New York</td>
<td>123,292</td>
<td>36,848</td>
<td>69,412</td>
<td>8,244</td>
<td>8,788</td>
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<td>4</td>
<td>Florida</td>
<td>118,412</td>
<td>32,499</td>
<td>41,381</td>
<td>31,455</td>
<td>13,077</td>
</tr>
<tr>
<td>5</td>
<td>Illinois</td>
<td>89,469</td>
<td>13,311</td>
<td>59,722</td>
<td>7,834</td>
<td>8,601</td>
</tr>
<tr>
<td>6</td>
<td>North Carolina</td>
<td>86,559</td>
<td>42,893</td>
<td>32,358</td>
<td>6,222</td>
<td>5,086</td>
</tr>
<tr>
<td>7</td>
<td>Massachusetts</td>
<td>86,473</td>
<td>14,494</td>
<td>42,558</td>
<td>11,032</td>
<td>18,388</td>
</tr>
<tr>
<td>8</td>
<td>Michigan</td>
<td>85,061</td>
<td>14,775</td>
<td>9,197</td>
<td>47,613</td>
<td>13,476</td>
</tr>
<tr>
<td>9</td>
<td>Ohio</td>
<td>81,676</td>
<td>16,290</td>
<td>35,515</td>
<td>19,650</td>
<td>10,221</td>
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<tr>
<td>10</td>
<td>Virginia</td>
<td>78,670</td>
<td>20,733</td>
<td>31,522</td>
<td>10,764</td>
<td>15,652</td>
</tr>
</tbody>
</table>

* Other such as energy audits, building certifications, and software services

**ENERGY EFFICIENCY NOW EMPLOYS MORE WORKERS THAN THE FOSSIL FUEL INDUSTRY IN 41 STATES AND THE DISTRICT OF COLUMBIA**

**BEYOND THE BIG CITIES**

- **317,890** Americans living in rural areas work in energy efficiency
- **308,375** U.S. energy efficiency jobs are in counties with fewer than 100,000 residents
- **1 Million+** energy efficiency jobs are outside America’s top 50 metro areas
ENERGY EFFICIENCY JOBS IN AMERICA 2019

MORE ENERGY EFFICIENCY = MORE CONSTRUCTION JOBS

More than 1 out of every 7 U.S. construction workers spend 50% or more of their time on energy efficiency (13.5%)

56% of energy efficiency’s 2.3 million employees work in construction (1.29 million)

79% of energy efficiency construction businesses say employees spend a majority of time on energy efficiency

POLICY LEADERSHIP

To continue creating hundreds of thousands of jobs for Americans across all states and counties, Congress should:

// Properly fund policies that advance energy efficiency and workforce development
// Invest in related infrastructure, e.g., smart meters to enable interval data analytics and efficiency building upgrades to boost resilience
// Renew and update the 179D and 25C Commercial and Residential building tax credits
// Fund strong State Energy Programs, Residential Building Programs, and Weatherization Assistance Programs
// Support ENERGY STAR which helps people make smart energy choices

State leadership on energy efficiency plays a vital role in driving America’s energy economy. To keep energy efficiency jobs growing, state policymakers should support:

// Strong energy efficiency building and appliance standards with consistent funding
// Broader use of performance contracting in public buildings
// Innovative commercial and residential PACE programs
// Modernized regulation to align utilities’ incentives with energy efficiency investments and assure transparent and comprehensive cost-effectiveness evaluation

SMALL BUSINESSES FUEL SUCCESS ACROSS AMERICA

THERE ARE 361,329 ENERGY EFFICIENCY BUSINESSES IN AMERICA

100+ EMPLOYEES: 3%
20-99 EMPLOYEES: 18%
6-19 EMPLOYEES: 34%
1-5 EMPLOYEES: 45%

GOOD JOBS FOR VETERANS

Energy efficiency leads the energy sector in employing veterans

122,869
Fuels

77,168
Electric Power Generation

100,031
Transmission, Distribution, and Storage

235,384
Energy Efficiency

219,560
Motor Vehicles

NUMBER OF MILITARY VETERANS EMPLOYED BY ENERGY SECTOR
WHAT DO ENERGY EFFICIENCY WORKERS DO?

EE workers:

// Manufacture and install high efficiency systems, controls, windows, and insulation in existing and new homes, commercial & industrial buildings
// Design and construct high performance buildings such as those earning LEED certification
// Upgrade and repair heating, air conditioning and ventilation (HVAC) and water heating equipment
// Manufacture and install ENERGY STAR-certified appliances, lighting, ceiling fans, commercial cooking equipment, refrigerators and boilers
// Save money for businesses, homeowners, schools, states, counties, municipalities, U.S. armed forces, and more

538,390 JOBS
ENERGY STAR® Appliances & Efficient Lighting
// 62% of jobs are in manufacturing and construction
// +26,457 jobs in 2018 (5.2% growth)
// Includes household and commercial appliances, e.g., refrigerators, dishwashers, ceiling fans, and various advanced lighting types; ENERGY STAR market penetration continues to increase
// More than the number of real estate agents, telemarketers or librarians in the U.S.\(^4\)

357,765 JOBS
Building Materials & Insulation
// 76% of jobs are in construction and manufacturing
// +6,244 jobs in 2018 (1.43% growth)
// Advanced materials create higher-performance buildings; recycled materials mitigate waste stream issues, among other benefits
// More jobs than the number of pharmacists across the U.S.\(^4\)

290,203 JOBS
Vital Energy Efficiency Services
// 72% of jobs are in construction and manufacturing
// +1,184 jobs in 2018 (0.5% growth)
// Includes energy audits, building certifications, software services, recycled building materials, and water efficiency products and services
// Nearly equal to the number of taxi drivers and chauffeurs across the U.S.\(^4\)

1,138,507 JOBS
HVAC (Heating Ventilation & Air Conditioning)
// 70% of jobs are in construction and manufacturing
// +42,456 jobs in 2018 (3.9% growth)
// Heating, Ventilation, Air Conditioning of higher than standard efficiency. Includes renewable heating and cooling technologies
// More than the number of all U.S. legal professionals combined, including lawyers, court reporters, paralegals, and judges\(^4\)
ABOUT THE REPORT
The job numbers come from the national 2019 U.S. Energy and Employment Report (USEER), which focuses on all energy jobs. The USEER analyzes data from the U.S. Bureau of Labor Statistics (BLS) Quarterly Census of Employment and Wages (QCEW) to track employment across many energy production, transmission, and distribution subsectors. In addition, the 2018 USEER relies on a unique supplemental survey of 23,000 business representatives across the U.S. Created and conducted by BW Research and approved by the Office of Management and Budget and U.S. Department of Energy (DOE), this survey is used to identify energy-related employment within key subsectors of the broader industries as classified by the BLS and to assign them into their component energy and energy efficiency sectors.

For further questions regarding this report, visit the Energy Efficiency Jobs in America FAQ at to:

www.e2.org/reports/energy-efficiency-jobs-in-america-faq

or contact E4TheFuture or E2 directly.

ENDNOTES

2 Projected growth rates and employee size numbers are based on a 15-minute, supplemental survey of approximately 23,000 employers that enriches the employment data published by the U.S. Bureau of Labor Statistics (BLS) in its Quarterly Census on Employment and Wages (QCEW). More information on this survey can be found in Appendix B in the USEER 2019 report at www.usenergyjobs.org.


ABOUT BW RESEARCH
BW Research Partnership is a full-service, economic and workforce research consulting firm with offices in Carlsbad, California and Wrentham, Massachusetts. It is the nation’s leading provider of accurate, comprehensive energy and clean energy research studies, including the United States Energy and Employment Report (USEER), National Solar Jobs Census, wind industry analyses for the National Renewable Energy Laboratory and the Natural Resources Defense Council, and state-level clean energy reports for Massachusetts, New York, Illinois, Vermont, Iowa, Rhode Island, Florida, and Missouri, among others.