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July 11, 2017

Judith Judson, Commissioner
MA DOER
100 Cambridge Street
Suite 1020
Boston, MA 02114

RE: Solar Massachusetts Renewable Target ("SMART") Program, 225 CMR 20.00

Dear Commissioner Judson:

Please accept these comments in response to the emergency regulations on the Solar Massachusetts Renewable Target ("SMART") program. CleanChoice Energy ("CleanChoice") is a leading renewable energy company empowering residential and commercial customers to reduce emissions and support clean energy through 100% renewable electricity. We operate in eight states and the District of Columbia and our mission is to make clean energy accessible for everyone by offering customers renewable energy via retail supply and community solar. CleanChoice is a founding and Board member of the Coalition for Community Solar Access ("CCSA") and supports the Joint Comments filed by CCSA and other solar industry advocates. In addition, CleanChoice would like to highlight the following issues of particular concern to us regarding the SMART Program and hope that you will adopt these changes in the final regulations and tariffs.

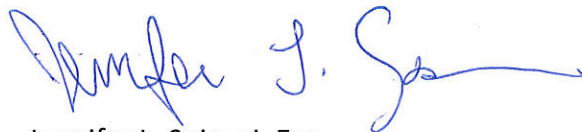
The SMART program should be improved by:

- 1. Setting the base compensation rates at a level that will encourage continued solar development and protect solar jobs in the Commonwealth.** The competitive process to set these levels should be allowed a higher ceiling, \$0.175 per kilowatt-hour, to insure the entire program will work in the years to come. While Massachusetts has been a strong market for solar in the past, development costs in Massachusetts are considerably higher than a number of other states. As a relatively new market entrant that operates in a number of different jurisdictions, CleanChoice must routinely compare the costs of doing business in Massachusetts to other states. Unfortunately, several variables contribute to significantly higher development costs in Massachusetts, including: land scarcity; older infrastructure resulting in increased interconnection costs; strict environmental regulations that (while supporting important public policy goals) increase permitting costs; and high labor costs. Setting base compensation rates at a higher level will help ensure continued solar development in Massachusetts and offset the comparatively higher development costs. At the same time, additional support (adders) for community solar, low-income solar and other priority development should be protected from decline over time to ensure continued and accelerated growth of these types of projects.

2. **Removing the hard caps on these adders, so that community solar, low-income solar and solar with storage are encouraged as much as possible.** While Massachusetts has had a very successful solar program to date, the majority of larger projects installed have been virtual net metering or behind the meter projects, not community solar projects. Of those installations that are community solar, commercial customers, not residential customers have often been the primary offtakers. Expanding community solar access to residential customers poses additional costs to developers and owner/operators because of the inherent differences between residential and commercial customer acquisition and management. Specific examples of such costs include, but are not limited to, the following: identifying and acquiring residential customers that meet all project requirements, specifically underwriting requirements such as minimum credit scores; billing, managing, and providing ongoing relationship management services to customers; replacing customers who relocate, cancel or otherwise discontinue service during the course of a 20+ year term. The proposed caps on the total capacity of projects that can qualify for these adders, 320 megawatts, conflict with the purpose of the legislation in promoting these important projects. The caps and decline in adder value should be eliminated, or modified to initiate a more gradual decline in adder value instead of a sharp cliff.

CleanChoice Energy appreciates the opportunity to provide comments on the new SMART program and urges you to adopt the changes recommended above to demonstrate Massachusetts' continued leadership in solar development.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Jennifer L. Spinosi".

Jennifer L. Spinosi, Esq.
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