

This email is in regard to public comments on the upcoming SMART program.

I work for a local solar and home improvement company, Cazeault Solar and Home, and upon learning some of the proposed details of the SMART program I grew incredibly concerned for the future of the industry. Although I can see and appreciate that the plans goal to promote diversity in solar installs, the structure of the program brings many concerns.

The base incentives with numerous adders are slightly complex, but logical, but with the numerous limiting caps they are cut down. The declining blocks are made off of arbitrary kW numbers, and group all types of solar to decline together. The incentives are meant to decline as technology and labor rates decrease, but rather than the declining blocks changing chronologically, they are fixed on, again, arbitrary values of installation size. This will promote a surge of large commercial and industrial projects eating up all the kW for the sake of the incentives, moving the entire state and all its solar projects into lower declining blocks, prior to the actual decrease in cost of materials and labor.

This program is going severely damage residential solar especially. One of the greatest hurdles that residential sales teams must overcome is the common perspective of a lack of stability in the solar industry. This new program decapitates the foundation of stability that we work so hard to convey to a customer. Imagine trying to instill confidence to a client about incentives with a confusing system, and using a return on investment that can change without anything in their or our control. Try to imagine telling a homeowner that their payback just shifted from 7 years to 11 because a solar farm just went up on the other side of the state. Residential clients do not have the financial flexibility to afford these drastic changes, it will push them away and take out the legs of a vital facet of the industry.

I hope that you heed these concerns gravely, as it is the future of our industry, and our state at stake.

Cheers,

Sam

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**Ask me about solar energy!**

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