

Please consider the following as my public comments on the SMART Program as outlined.

As a small solar and roofing contractor based in Massachusetts we have doubled our business each year. With this growth we have been able to hire local talent employed here in Massachusetts. Through our growth in solar we have been able to grow our roofing business which is not measured by KW solar growth but is definitely an offset of the current Massachusetts SREC program.

We have also switch our distributor to California to a Massachusetts distributor hiring Massachusetts residents. So through our growth we have been able to increase our workforce with the hiring of Massachusetts residents. We also give back to the community through contributions but more importantly through education giving seminars on renewable energy to high schools and middle schools throughout the Greater Boston area.

So as a contributor to local communities and a contributor to the solar industry in Massachusetts we provide you with the following feedback on the Smart Program as currently outlined.

We object to the Caps, the blocks and the dramatic incentive step down within the blocks. It is confusing to all of us why the blocks are all inclusive for Commercial, residential and industrial. Imagine sitting with a home owner explaining the benefits of solar and the payback with incentives only to have them go secure financing and then have the incentives change prior to our submittals. The certainty you strive for becomes uncertainty. The visit with the homeowner and small business owners becomes abstract. There is no structure and certainty to the conversation and financial plan we build with the homeowner. NONE.

Secondly, with the dramatic financial drop within the blocks and what we all know to be fact – the large investments will flock to the be in block 1 and 2, we as installers will find ourselves in yet another difficult situation to maintain our slight margins. We will have to cut prices to compete! So we either cut labor costs, cut equipment costs (go with a tier 2 or tier 3 product) or we exit the business. I would hope that the State of Massachusetts would like to grow solar but not on the backs of the small solar companies. Undoubtedly, the major solar installers will exit the state as they are now currently doing. The CAPs, Blocks and the dramatic financial drops proposed in SMART may cause the regional solar companies to leave the business as well.

It is our hope that you will rethink this aggressive and abstract plan and develop a longer term strategy which decreases the incentives over a more extended period and does not penalize the homeowner at the expense of larger solar projects.

Respectfully,

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Ask me about solar energy!

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