

ORIGINAL

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Sheila Stoeller

OPEN MEETING AGENDA ITEM



From: Andy Clemans [Andy@simplysolaraz.com]
Sent: Wednesday, March 31, 2010 2:52 PM
To: Mayes-WebEmail
Subject: I SUPPORT the APS Solar Rebate Reduction!!!!

Hi Kris,

This is probably an unlikely opinion from an installer, but I SUPPORT a reduction in the APS rebate. \$2.15 MIGHT be too steep right now, but it needs to be done. I know this may "slow" the industry initially, but it will curb the rampant FRAUD that is currently affecting our industry. There are many installers that are currently using the incentive funds to pay for insulation, KVAR units, solar attic fans and other BS that DOES NOT address the RES. They price a system at \$6.00 per watt, claim the full \$3.00 per watt, and "throw in" the other freebies. Installers like American Solar, myself and others are selling at drastically lower prices.

In addition, as an installer, there is ABSOLUTELY NO REASON to have an installation above \$6.00 per watt. Module prices have come down so fast, that installed prices SHOULD BE between \$4.80 (Cheap foreign made products) to \$5.75 per watt MAXIMUM. Anything more expensive than that is almost thievery. A reduction in rebate will put the money where it should go, in the hands of honest, well intentioned installers who are in the industry to make a difference, not those looking to retire after two years. It will also help curb the spread of "Solar Leasing", which allows a third party investor to use 100% of the APS incentive to pay for the entire install and in reality, become cash flow positive DAY ONE, even without the federal tax credit. Leasing is a positive for the investment company only. Not APS or the homeowner.

That's my two cents...thanks.

Andy Clemans

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