

ORIGINAL



0000110555



www.arizonasolarsociety.com

1 TO: The Arizona Corporation Commission

2  
3 FROM: Arizona Solar Power Society

4  
5 DATE: April 28, 2010

6  
7 DOCKET NO.: E-00000J-09-0505

8  
9 REGARDING: Arizona Solar Feed-in Tariff

10

11 Dear Madam Chairman and Commissioners:

12

13 The Arizona Solar Power Society (ASPS) would like to provide some important feedback for  
14 the ongoing discussions and workshops the Arizona Corporation Commission (ACC) has been  
15 hosting to prepare for the possible establishment of a Solar Feed-in Tariff in Arizona.

16

17 The ASPS has a membership of more than 800 members that are actively involved in building a  
18 solar power industry in Arizona. A large portion of our members work for solar installation  
19 companies and/or their ancillary support companies.

20

21 As much as our members would like to be present to participate in the Arizona Feed-in Tariff  
22 workshops, our members spend the majority of their time during business hours installing solar  
23 power arrays in cities and towns throughout Arizona.

24

25 Most of our member companies do not participate in the ACC's workshops or open meetings  
26 because they do not have the requisite experience to prepare the proper documentation and/or  
27 public comments for open meetings nor do they have the time it takes to review all the  
28 documentation that is filed under each docket.

29

30 However, in the light of recent developments such as APS and SRP significantly reducing their  
31 solar incentive plans without warning, our members have realized that participation in the  
32 ACC's open meetings and workshop proceedings is of vital importance.

33

34 In our association's humble opinion, we do not believe a solar incentive program should be  
35 able to be changed, reduced or eliminated without at least thirty days of written notice to all  
36 solar installation companies that have been approved for one or more solar reservations.

37

38 The time it takes to sign a contract, process the required engineering drawings and file a solar  
39 reservation form takes several weeks of preparation. Providing thirty days of notice would  
40 allow solar installation companies to complete all contracts in the pipeline and prevent them  
41 from having to inform their customers that they cannot honor their signed contracts.

42

Arizona Corporation Commission

DOCKETED

APR 30 2010

DOCKETED BY [Signature]

AZ CORP COMMISSION  
DOCKET CONTROL

2010 APR 30 P 4: 31

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43 Our membership is also very concerned and would like to voice our opinion on the failure rate  
44 of utilities such as Sulphur Springs Valley Electric Cooperative and TRICO to pay the  
45 mandated solar incentives in a timely manner. Solar reservations received, reviewed and  
46 approved by the respective utility companies should be paid within 30 days of commissioning.

47  
48 We believe that it is totally unacceptable for solar installation companies to carry the risk of  
49 financing and installing a solar system only to be told at the end of the process that their  
50 companies will not be paid or that they may have to wait up to two years to receive their solar  
51 rebate checks. Our member companies simply cannot ask their employees to work for free.

52  
53 Our members would like to see the Commission address the cost-prohibitive nature of the  
54 utilities' Performance Based Incentive (PBI) programs. We would like to add our voice to the  
55 sentiment that recently was shared in the Commission's Arizona FIT workshop regarding the  
56 hardships that the RFP process places on solar installation companies and financial investors.

57  
58 The majority of our members do not participate in most of the Performance Based Incentive  
59 (PBI) programs due to the parasitic costs involved with drafting, filing and time constraints on  
60 gaining approvals in a timely manner. As pointed out during the FIT discussion, the Request  
61 for Proposal (RFP) process has many flaws which are evident in the amount of solar  
62 installations that are receiving winning bids, but then failing to secure sufficient funding to  
63 bring these projects to fruition.

64  
65 In addition, allowing a utility company to exhaust their entire solar incentive program through a  
66 utility controlled RFP process seems to defeat the purpose of implementing a successful solar  
67 incentive program for widespread residential and commercial solar deployment.

68  
69 For the reasons stated above, our members fully support the ACC's initiative to alleviate these  
70 challenges by passing a well-written FIT that will simplify the solar installation process and  
71 make it easy for every rooftop owner in Arizona to install a solar power array and receive a fair  
72 return on investment for generating clean electric power where it will benefit ratepayers the  
73 most, near the source of the demand.

74  
75 Please review the following list of pros and cons that we feel are important for consideration  
76 before drafting a successful FIT that will continue to develop a thriving solar industry in  
77 Arizona.

78  
79 Advantages of an Arizona Solar Feed-in Tariff:

- 80  
81
- 82 1. Simplifies the bidding process on all projects regardless of size
  - 83 2. Reduces the Commission's work load to manage renewable energy tariffs
  - 84 3. Opens the customer base to any roof top owner regardless of tax status
  - 85 4. Opens solar projects to every solar installation company regardless of size
  - 86 5. Lets the FIT set the price and the market to determine the quantity
  - 87 6. Provides a guaranteed rate-of-return for a known period of 20+ years
  - 87 7. Allows a wide range of investors to see a quicker return on investment



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- 88 8. Will attract an unprecedented flow of investment capital to Arizona
- 89 9. Will facilitate the wide-spread deployment of solar in short time frame
- 90 10. Will fund the creation of a multi-billion solar industry in Arizona
- 91 11. Will create tens of thousands of jobs benefiting all ratepayers
- 92 12. Will provide an ample supply of RECs to be purchased by all Arizona utility companies
- 93 13. Will allow every Arizona utility company to meet their RES requirements
- 94 14. Will eradicate the problem of radically changing up-front incentive programs without
- 95 warning or professional notice
- 96 15. Will solve the problem of utility companies refusing to pay approved solar rebates in a
- 97 timely manner

98  
99  
100  
101 Disadvantages of Arizona's PBI Programs:

- 102 1. Limits customer participation due to tax status or lack thereof
- 103 2. Allows utility companies to maintain complete control of the industry, which should not
- 104 be allowed for obvious reasons
- 105 3. Overwhelming failure to put steel in the ground for solar installations
- 106 4. A 90-93% failure rate to finance projects due to poorly written RFPs
- 107 5. Parasitic costs associated with drafting RFPs by all but the largest solar installation
- 108 companies
- 109 6. Propensity for cutthroat vendors to underbid RFPs in order to win
- 110 7. Sealed bids that allow a secretive RFP process that allows utility companies to select
- 111 RFPs based on something other than the best return-on-investment for rate payers, i.e.
- 112 Sulphur Springs Valley Electric selecting an RFP for 41 schools at a cost of \$11.77 per
- 113 installed watt, which completely exhausted their Sunwatts incentive program
- 114 8. Intentional or not, the RFP process serves as an effective roadblock to widespread solar
- 115 installations when considering the length of the typical RFP process, failure of winning
- 116 RFPs to fund and the additional time requirements needed for subsequent rounds of
- 117 RFPs to be processed
- 118 9. The lack of checks and balances of an open bidding system to verify that RFPs selected
- 119 by utility companies are indeed awarded based on the best return on investment for rate
- 120 payers
- 121 10. The unwillingness of financial investors and banks to commit financial resources to
- 122 renewable energy projects during the extensive length of time required to evaluate RFPs
- 123 11. The unwillingness of financial investors and banks to finance projects due to the
- 124 extreme uncertainty that a project will actually come to fruition
- 125
- 126
- 127

128 To sum things up, a well written FIT that is based on the actual cost to generate renewable  
129 energy, allows a fair return on investment for investors and allows rooftop owners to offset  
130 their requirements for carbon-based electricity would provide a serious jumpstart to Arizona's  
131 slumping economy just as it did in Germany.

132



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133 At the same time, a FIT would provide hundreds of millions of savings to ratepayers through  
134 the year 2025. According the RW Beck report, a FIT that leads to high penetration levels of  
135 solar has the potential to save APS ratepayers more than \$375 million over the next 15 years.

136  
137 And unlike up-front or performance-based incentives which are extremely undependable, a FIT  
138 will streamline the solar installation process and make it easy to open up every single rooftop to  
139 global investors seeking to mine Arizona's vast amount of solar energy.

140  
141 After careful consideration and formal and informal discussions with our more than 800  
142 members who are actively involved in the solar power, solar thermal and energy efficiency  
143 industry, we submit our public comments for your consideration.

144  
145 To demonstrate our members' concerns and support for a feed-in tariff, we have included a  
146 small sampling of signed support letters that represent the largest to the smallest solar  
147 installation companies in Arizona that in aggregate are installing close to one megawatt per  
148 month of residential solar installations.

149  
150 The only thing preventing our members from installing solar on every rooftop in Arizona is the  
151 complex maze and parasitic costs associated with the utility companies' request for proposal  
152 process and the poor management of the utilities' existing incentive programs that have been  
153 reduced or eliminated overnight without a professional notice.

154  
155 Respectfully submitted on this 28<sup>th</sup> day of April 2010.

156  
157 Robert Hoskins

158  
159  
160 By  \_\_\_\_\_

161  
162 Robert Hoskins  
163 Executive Director  
164 Arizona Solar Power Society  
165 Phone: (602) 326-0940

April 28, 2010

Submitted in tandem with the Arizona Solar Power Society's Solar Feed-in Tariff Comments:

Dear Madam Chairman and Commissioners:

As a member of the Arizona Solar Power Society (ASPS), we would like to state for the record that we are in agreement with the Arizona Solar Power Society's Arizona Solar Feed-in Tariff public comments filed under docket number: E-00000J-09-0505.

We encourage the Arizona Corporation Commission to:

1. Establish a statewide Renewable Energy (Solar) Feed-in Tariff that will provide a simplified solar contract process and guaranteed payment system.
2. Require Arizona Public Service companies to give 30-days advanced written notice to all solar installation companies that have filed and received an approved solar reservation rebate form before revising any renewable energy/energy efficiency rebate program.
3. Require Arizona Public Service companies to open their Performance Based Incentive (PBI) Request for Proposal (RFP) process for peer and ratepayer review.
4. Require Arizona Public Service companies to fund a solar reservation rebate check within 30-days of the system's commissioning date.

Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Your Name

By

Mike Fricke

General Manager/Owner  
Salt River Solar & Wind  
13370 W Fox Fire Dr #104  
Surprise Az 85374  
623 975-2313

April 28, 2010

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Dear Madam Chairman and Commissioners:

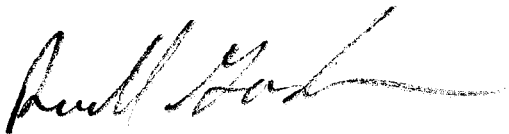
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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Russell Gardner

A handwritten signature in black ink, appearing to read "Russell Gardner", with a long, sweeping horizontal stroke extending to the right.

Russell Gardner  
President / CEO  
Arizona Energy Pros Inc  
3143 E Greenway Rd #601  
Phoenix, AZ 85032  
602.863.6900

April 28, 2010

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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

By \_\_\_\_\_

Jerry Lenhart  
Sales

Arizona Solar Concepts  
1415 E. University Dr. Suite A109 Tempe Az. 85281  
Company Phone: 480-446-3600

April 28, 2010

Submitted in tandem with the Arizona Solar Power Society's Solar Feed-in Tariff Comments:

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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Your Name

By 

Nichole R Koontz  
President  
EnergyPro, Inc  
557 E. Juanita Ave, Suite 8  
Mesa, Az 85204  
(480) 634-7336



April 28, 2010

Submitted in tandem with the Arizona Solar Power Society's Solar Feed-in Tariff Comments:

Dear Madam Chairman and Commissioners:

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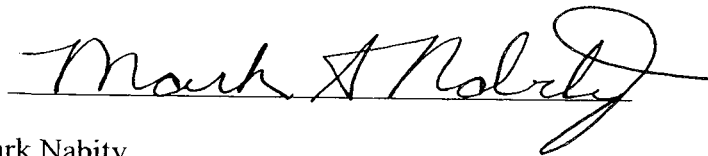
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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Mark A. Nabity

By



Mark Nabity  
General Manager  
SDC Energy  
P.O. Box 2647 Carefree, AZ 85377  
(623) 842-6700 F (623) 842-6710

April 28, 2010

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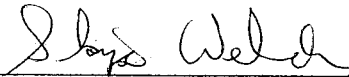
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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Skip Welch

By 

Skip Welch  
President  
My Solar, LLC  
16615 S 37<sup>th</sup> Street, Phoenix, AZ 85048  
(480) 227-1783

April 28, 2010

Submitted in tandem with the Arizona Solar Power Society's Solar Feed-in Tariff Comments:

Dear Madam Chairman and Commissioners:

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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Nathan Barba

By  \_\_\_\_\_

Nathan Barba  
President  
Solarmax Arizona, LLC  
961 N. Eliseo Felix Jr. Way Ste 101  
(623) 882-0100

April 28, 2010

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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Your Name

By

Jason Reis

Arizona Pro Solar

General Sales Manager

13415 W Westgate Dr #101

Surprise Az 85374

623 594-4760



REGULATING RENEWABLE ENERGY

April 28, 2010

Submitted in tandem with the Arizona Solar Power Society's Solar Feed-in Tariff  
Comments:

Dear Madam Chairman and Commissioners:

As a member of the Arizona Solar Power Society (ASPS) and members of the American Solar Energy Society Arizona Chapter, we would like to state for the record that we are in agreement with the Arizona Solar Power Society's Arizona Solar Feed-in Tariff public comments filed under docket number: E-00000J-09-0505.

We encourage the Arizona Corporation Commission to:

1. Establish a statewide Renewable Energy (Solar) Feed-in Tariff that will provide a simplified solar contract process and guaranteed payment system.
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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Glenn France

By Glenn France

Glenn France  
Director of Energy Efficiency  
Sundial Energy, Inc.  
P.O. Box 1309  
Tucson, AZ 85702  
520-884-5166

April 28, 2010

Submitted in tandem with the Arizona Solar Power Society's Solar Feed-in Tariff Comments:

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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Lee Winsor

By 

Lee Winsor  
Senior Solar System Designer  
Arizona Discount Solar, LLC  
PO Box 13002  
Casa Grande, AZ 85122  
(520) 423-6556

April 28, 2010

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Les Beaman

By 

Les Beaman  
General Manager  
13410 W. Foxfire Rd. #100  
Surprise, Arizona 85374  
(623) 516-9401

April 28, 2010

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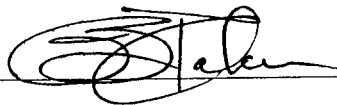
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Keith Parker

By

A handwritten signature in black ink, appearing to read "Keith Parker", is written over a horizontal line.

Keith Parker  
General Sales Manager  
13410 W. Foxfire Rd. #100  
Surprise, Arizona 85374  
(623) 516-9401



April 28, 2010

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Your Name

By 

Dave De

Sales Manager

Salt River Solar & Wind

13370 W Fox Fire Dr #104

Surprise Az 85374

623 975-2313

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Your Name

By

  
Chris Gordon

Arizona Pro Solar

Sales Manager

13415 W Westgate Dr #101

Surprise Az 85374

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Your Name

By 

Dan Rasio

Arizona Pro Solar

Internet Department Sales Manager

13415 W Westgate Dr #101

Surprise Az 85374

623 594-4760

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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Your Name

By 

Sean O'Brien

Arizona Pro Solar

Sales Representative

13415 W Westgate Dr #101

Surprise Az 85374

623 594-4760

April 28, 2010

Submitted in tandem with the Arizona Solar Power Society's Solar Feed-in Tariff Comments:

Dear Madam Chairman and Commissioners:


As a member of the Arizona Solar Power Society (ASPS), we would like to state for the record that we are in agreement with the Arizona Solar Power Society's Arizona Solar Feed-in Tariff public comments filed under docket number: E-00000J-09-0505.

We encourage the Arizona Corporation Commission to:

1. Establish a statewide Renewable Energy (Solar) Feed-in Tariff that will provide a simplified solar contract process and guaranteed payment system.
2. Require Arizona Public Service companies to give 30-days advanced written notice to all solar installation companies that have filed and received an approved solar reservation rebate form before revising any renewable energy/energy efficiency rebate program.
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Your Name

By 

Mike Hansen

Arizona Pro Solar

Sales Representative

13415 W Westgate Dr #101

Surprise Az 85374

623 594-4760

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Your Name

By 

Ty Sharp

Salt River Solar & Wind

Sales Representative

13415 W Westgate Dr #101

Surprise Az 85374

623 594-4760

April 28, 2010

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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Your Name

By 

Jim Walker

Arizona Pro Solar

Sales Representative

13415 W Westgate Dr #101

Surprise Az 85374

623 594-4760

April 28, 2010

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Respectfully submitted on this 28<sup>th</sup> day of April 2010.

Your Name

By 

David Baum

CFO/Owner

Salt River Solar & Wind

13370 W Fox Fire Dr #104

Surprise Az 85374

623 975-2313