

DE 10-024

**From:** John Kondos [<mailto:jkondos@solarsourcene.com>]  
**Sent:** Tuesday, July 19, 2011 11:50 AM  
**To:** Executive Director,  
**Cc:** Osgood, Jon; Ruderman, Jack  
**Subject:** State Rebate for Solar Hot Water

Dear Director Howland,

As a solar contractor with over 15 years of solar industry experience I am submitting comments about proposed changes to this program.

By far the most important consideration is a consistent program, as dramatic changes and particularly the unexpected expiration of rebates disrupt the marketplace. For example, the NH residential PV program has been considered a success by some measurements but from an industry perspective it was great for awhile then a source of frustration and embarrassment. The rebate was so generous that the funds were spent in a short time. It would have been far better to ratchet down the incentive to prolong the funding, which was attempted but too late. For almost a year we have had no NH residential PV incentive, which has negatively impacted our business.

For this reason I discourage you from increasing the SHW rebates to the levels proposed. In order to extend the funds, smaller rebates in the \$800; \$1000; \$1200 range would be sufficient. In my opinion there is no need to lower the BTU threshold since smaller systems are typically less economical, but I do not consider this issue vital.

In addition, I encourage the consideration of the transfer of some SHW funds to the residential PV incentive fund and the setting of a lower level of incentive such as \$1.00/WP for the first 3KWP and \$.75 for the next 4 KWP peak with a new cap at \$7000 with no limit on system size. This could be reduced if funds are being reserved at a rate that would deplete the funds before July replenishment.

In any case the incentives should be reduced well in advance of funds being exhausted as we have seen in Vermont, where incentives have been reduced several times which has kept the program running. Thank you for your consideration.

With wishes for sunshine, success & good health,  
John Kondos

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