



June 30, 2021

Dear Georgia Public Service Commissioners:

In re: Solar Monthly Netting Pilot Program in 2019 Georgia Power Rate Proceeding

We write this letter representing businesses that are eager to continue operating in the State of Georgia.

We appreciate this Commission's leadership in creating a pilot program in Georgia Power's 2019 rate case to offer monthly netting to Georgia consumers who install rooftop solar. This pilot program has been a success by any measure – there has been steady, healthy growth in the rooftop solar market for the first time in our industry, with nearly 2,300 customers currently participating in the new program (up from about 1,000 before the shift).

It's hard to fully explain how important this pilot offering has been during a very dark time in our industry – and in the economy as a whole. The solar industry, like others, has been deeply impacted by the COVID-19 economic downturn. The RNR pilot has helped our businesses to get back on our feet. We are hiring, growing and most importantly – we are delivering a product to Georgia families that brings real value to their lives in the form of bill stability, energy security and resilience.

We are eager to continue growing our businesses and serving consumers in Georgia. As many of you know, being business owners yourselves, having clear market signals is critically

important to businesses when we are deciding whether to make investments. The closure of the RNR pilot will have devastating impacts on our industry, at a time when we have just begun to recover.

We ask for relief in the form of an extension of the pilot – specifically, we request that you continue your support for this growing market **by extending the RNR pilot through the conclusion of Georgia Power’s next rate case on an uncapped basis**. This will allow the industry to continue its steady growth, provide clear market signals to promote additional investments, and allow the pilot to continue until the Commission is able to fully review it. Without an extension, jobs will be lost and much of the investment that has resulted from the pilot will be undone before the Commission even has a chance to evaluate it. We believe that a continuation through next year best accomplishes the Commission’s goals in establishing the pilot, and will continue to allow our market to serve the state during a time when economic recovery is paramount.

While there may be opposition to this approach, we believe it is unfounded. There’s room for growth. This market will only serve 5,000 customers – a drop in the bucket compared to Georgia Power’s total base of more than 2.5 million customers. The pilot will support an additional 32 megawatts of rooftop solar – a tiny sliver of Georgia Power’s overall generation capacity on its system. Moreover, further growth won’t hurt Georgia Power or its customers. Georgia Power is earning more than sufficient revenue from its business,¹ while customers are eager for solutions that help them to better control their electricity costs.

We are deeply appreciative of this Commission’s support for solar power, and we thank you for your leadership in helping this market to grow. Thank you for the opportunity to address this issue, which is of critical importance to our businesses.

Sincerely,

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¹ In 2018-2019, Georgia Power averaged \$138 million dollars in over-earnings. The Company’s annual retail return has climbed from just under \$1.2 billion in 2011 to \$1.69 billion in 2019. Its retail ROE in 2019 was 12.88%, and its average actual ROE for the past 8 years has been about 12 percent.

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