

Please accept my following testimony.

My name is Jennifer Hall and I am the Operations Manager and Co-Owner of Synchro Solar, a general contractor with headquarters in Portland. We are a turn-key solar electric contractor providing design and installation expertise to residential, commercial, and agricultural customers throughout the state. In addition to working directly with homeowners and business-owners we also work with architects, contractors and state agencies as an integral part of their design team. Some groups we have worked with include: Bonneville Environmental Foundation (BEF), Portland Public Schools, Portland Metro, Green Hammer, Emerick Architects, and Right Angle Construction to name a few. Synchro Solar is 50% woman owned and registered as an Emerging Small Business (ESB #8028). We were founded in 2009 by four owners with experience in various parts of the solar industry who were dedicated to providing efficient and high-quality solar installations. Synchro Solar is made up of four owners and two part-time employees.

Since its inception in 2010, we have installed 17 systems under the Feed-in-Tariff program. The Feed-in-Tariff has accounted for 30-40% of our annual gross revenue each year. Because the Feed-in-Tariff works best for larger system sizes than are typical for residential systems, our commercial and agricultural customers choose the FiT for their projects. Since the reinvention of the Business Energy Tax Credit (BETC) the Feed in Tariff has been the incentive of choice for commercial customers interested in investing in solar electric systems. Without the feed-in-tariff option we do not hold much hope of salvaging a small commercial solar market.

The proposed changes pose a couple of problems as we see it:

- It appears to be combining the traditional net-metering program and the feed-in-tariff program, but in the current market each program serves a different customer. Combining the FiT with the Residential Energy Tax Credit (RETC) leaves small business owners and family farmers with no access to incentives.
- The best incentive structures are simple and transparent. An incentive that is easy to understand and explain to customers and does not change suddenly is an incentive that will be used. Complicating the incentive structure by combining a feed-in-tariff with production tax credits will create a program that is difficult to understand, difficult to explain, difficult to administer and ultimately unusable.

In closing, we request that you extend the feed-in-tariff pilot until an adequate replacement can be more fully considered.

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**Jennifer Hall**  
*Operations Manager*

503.609.0215 mobile  
503.208.4786 office  
[synchrosolar.com](http://synchrosolar.com)