

February 23, 2026

Dear Chair Sollman, Vice-chair Brock-Smith and members of the committee,
My name is Tristan Kuenzi, Director of Sales and Operations for Earthlight Technologies. We are a family owned and operated solar contractor, servicing most of Oregon with offices in Silverton and Redmond.

Over the past several years we have seen other solar companies enter the Oregon market and use deceptive sales practices. Not only is this bad for solar customers, but it also hurts the industry. If the solar industry receives a bad reputation it hurts all of us good actors as well. Most recently I received a call from an elderly lady looking for help, she had been told "Solar is free, it will not cost you anything". Now she is stuck with a solar loan she did not know she signed up for, as well as part of her PGE bill and is paying about \$50/month more than she was before going solar. The company that installed her project is no longer in business and she is left behind with no support. Our bill requires all fees to be disclosed, including lender fees, where she would have had to been told there was a loan involved. It also includes a recommendation that the customer wait for loan approval before a customer signs the contract.

Washington state has a very similar consumer protection law for solar customers and what I've heard from companies that work in Washington, it has been relatively easy to implement. This bill requires a new disclosure form to ensure that the customer fully understands the installation process and the solar system they intend to purchase. It retains the current three-day right of rescission if a customer changes their mind. For our company, this bill will level the playing field for all solar companies and will give our customers a renewed sense of trust in the industry. We urge you to support HB 4029.

Sincerely,
Tristan Kuenzi
Director of Sales and Operations