



To: Senate Utilities Committee
Re: SB 124 "The Energy Fairness Act"

February 25, 2019

Chairman Masterson and members of the committee,

I am here today to ask for your support of SB 124, "The Energy Fairness Act". My name is Andy Rondon and I work for Good Energy Solutions, a solar installer based out of Lawrence, KS. Over the past year, we have had a cloud of uncertainty hanging over our business. As you may know, last year the KCC approved Westar and KCP&L's request to charge residential solar customers an additional fee, in the form of a demand charge. As you may also know, the demand charge in Westar's territory is retroactive back to the Fall of 2015, which threw over 50 of our existing customers into a whirlwind. This additional charge effectively punishes residential customers who have solar panels on their home.

Over the past several weeks, I have been speaking with several of our residential who have been recently subjected to these charges. I have been very overwhelmed by the stories that I have heard. We have customers who walk around their home with a flashlight to avoid turning on too many lights. One customer cooks dinner on a portable stove in his garage in order to avoid using the electric stove in his kitchen. I have customers who avoid keeping their home at comfortable temperatures despite their achy joints. I joined the solar industry so that I could help make people's lives better, not to make them uncomfortable in their own home. We have customers who now live on a fixed income, that went solar in preparation for retirement so that they could control their costs. Their preparations have now backfired.

The majority of our business is in the Westar and KCP&L territories. From Q3 & Q4 of 2017 to Q3 & Q4 of 2018, our residential sales in Kansas fell 70%. Residential sales in Kansas remain stagnant as we have zero new residential customers in Kansas thus far in 2019. I personally have been faced with the question of whether or not I can, in good faith, recommend that any homeowner in Westar or KCP&L move forward with a solar project. After speaking with our existing customers and hearing their stories and what they have gone through, I have to say that I cannot recommend that people who purchase electricity from Westar or KCP&L put solar on their homes.

Despite all of this we have been experiencing growth because of what happening on the other side of Missouri border. Our business in Missouri is growing enough to offset our loses in Kansas and then some. We are currently hiring in Kansas City Missouri and Saint Louis. Until The Energy Fairness Act is passed, I do not see there being enough growth in Kansas to merit growing our workforce in Kansas.

Thank You,

Andy Rondon
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