

Joy Seitz – American Solar

Subject: American Solar Letter to the SRP Board

President, Vice President

Bcc: Board and Council

Joy Seitz of American Solar Roofing requested that the SRP Board receive a separate copy of potential amendments (attached) to the current pricing proposal. This letter has been added to the Price Process public comment documentation and will be added as a customer communication to the portal.

Ms. Seitz requested phone numbers and contact information for all the SRP elected officials, but the Corporate Secretary office declined to provide private contact information and will only relay information. In a second email she requested that the elected members be asked to directly provide their personal contact information so that she can discuss the attached proposed amendments. Her contact information is provided in the attached letter if Board members want to reach out to Ms. Seitz. I am also happy to relay questions through my office if needed.

Please reference the note from Michael O'Connor sent from my email on Friday, February 14th about communications and open meeting concerns during the price process.

Thanks,

John

John M. Felty | SRP Corporate Secretary
Mail Station PAB215 | P.O. Box 52025 | Phoenix, AZ 85072-2025

To ensure compliance with the open meeting law, information provided in this message should not be forwarded or discussed among a quorum of the Board, the Council or any Committee thereof. This matter will be addressed in a formally noticed open meeting, where such can be discussed and debated as necessary.



February 10, 2025

Salt River Project Board of Directors
c/o Corporate Secretary
1500 N. Mill Ave.
Tempe, AZ 85288

RE: Act Now to Protect Rooftop Solar and Its Customers

Dear Salt River Project Board of Directors,

Founded in 2001, American Solar & Roofing is Arizona's original solar installation company and a SRP Preferred Solar Installer. The "solar rates" proposed by Management (E-16 and E-28) necessitate battery integration for customer adoption to occur. While AS&R strongly advocates for the deployment of utility-scale energy storage as a critical component of a resilient, sustainable energy grid, we do not recommend, nor do we sell, residential batteries.

SRP must not turn its back on its solar customers while industry makes a more reliable battery solution. **We urge the SRP Board of Directors to motion for and adopt the following amendment language at the next board meeting:**

- 1. Preserve the E-14 rate structure for solar-only customers (with or without EVs). Cap participation of 5,000 customers per year.**
- 2. Adopt Management's recommendation for calculating the Export Rate.**
- 3. Align the E-14 basic service charge with other rate structures.**

Below are several key reasons why we do not support residential battery adoption currently:

- Between 70-90% of residential battery systems contain cells manufactured in China. With the new administration proposing additional tariffs on Chinese products, the cost of cells will rise, making the adoption of residential batteries less economically viable.



- Installing a functional residential battery system is complicated. Whether they exist in a Virtual Power Plant (VPP) network or are stand-alone, battery systems require competent management and technical support.
- Solar installers throughout the nation are experiencing high failure rates with reputable battery solutions. This places the installation company at financial and legal risk.
- Some battery solutions are on back order for up to six months, making deployment unpredictable.
- At least one study from Australia shows that capacity degradation occurs quickly when batteries are cycled often. This degradation impacts the financial viability of the system. Ratepayers being encouraged to adopt Management's proposed "solar" rate will begin to experience financial losses within a few years of cycling their battery.
- Safety.

Since SRP proposed the E-32 rate back in 2014, AS&R has been dedicated to finding a reliable and safe battery solution for our customers. Our customers ask for a solution regularly. SRP's grid reliability does not necessitate the adoption of batteries for self-consumption and SRP's E-14 rate is "equitable" for a solar-only homeowner and SRP.

Sincerely,

A handwritten signature in blue ink that reads "Joy E. Seitz". The signature is fluid and cursive, with the first letters of each name being capitalized and prominent.

Joy E. Seitz

CEO

American Solar & Roofing

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