

From: Cherry, Brian K
Sent: 10/1/2012 9:46:55 AM
To: Zafar, Marzia (marzia.zafar@cpuc.ca.gov) (marzia.zafar@cpuc.ca.gov)
Cc:
Bcc:
Subject: FW: Moving beyond net metering?

FYI. You should be working with these folks on net metering issues.

From: Julia Hamm [<mailto:jhamm@solarelectricpower.org>]
Sent: Friday, September 28, 2012 6:49 AM
To: Cherry, Brian K
Subject: Moving beyond net metering?

Dear Brian,

Earlier this month I had the privilege of sharing the stage with President Bill Clinton at Solar Power International 2012 where we both delivered speeches with a common theme – that cooperation and collaboration are critical for a successful transition to a modernized electric grid and a diversified energy portfolio.

President Clinton was very direct, telling the solar industry that they must understand that utilities have to be able to make money – that rather than viewing utilities as enemies, they need to be willing to “strike deals” with utilities that make good business sense for both parties.

With 400 utility and 600 solar companies as members, SEPA has a unique view of the critical issues and can provide unbiased insight to find and recommend win-win solutions for both the utility and the solar industries. To that end we are advancing work on strategies to help utilities more fully integrate solar into their business and operations, creating new revenue opportunities and tighter synergies with customer interests. Just one example is our work on options to **move beyond net metering** as it exists today.

I encourage you to review a recent [white paper](#) we produced in collaboration with EPRI that explores impacts of net metering on utility revenue collection and the utility customer. The paper includes revenue loss and ratepayer equity issues as well as brief case studies that explore alternatives to net metering.

SEPA is also in the process of developing a “collaboration” paper developed by an advisory council of key stakeholders that creates a consensus around terms and concepts that are at the heart of the net metering debate. Rhetoric from either side won’t drive solutions, and we believe an important first step is to get everyone speaking the same language with a common understanding of the lexicon. That paper is scheduled for release early next year.

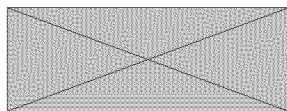
If you would like to learn more about how we might assist your utility with the consideration of alternatives to net metering or other solar issues, please contact me directly via email or at 202-559-2025.

Best regards,

Julia

Julia Hamm | President & CEO | [Solar Electric Power Association](#)

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