



February 22, 2019

RE: The Energy Fairness Act 2019, HB 2190 / SB 124

SunSource Homes strongly supports the passage of the Energy Fairness Act of 2019, (HB2190/SB124) in order to reverse solar demand charges imposed on Westar and KCP&L customers in Kansas.

This solar demand charge is an unfair penalty imposed on honest, hardworking Kansans who simply want to produce clean, renewable energy, benefiting the environment, and keeping more money in their pockets to care for their families. The charge has eliminated nearly all of the financial advantage to having solar, diminishes the value of the system as an asset.

Because of the demand charge, SunSource stopped installing solar in the KCP&L and Westar territories. We turn away dozens of Kansas inquiries each week, as we believe selling systems subject under this billing structure is unethical, and cannot provide the value that solar should deliver. We advise these potential customers to wait for the solar demand charges to be overturned.

Instead, we've expanded our business east, throughout Missouri with another office in southern Illinois, as well as opened an office in eastern Colorado. We're dismayed to watch less ethical solar companies moving into the Westar and KCP&L territory, effectively scamming residents into purchasing systems "rigged" to work under the solar demand charge, making false claims, and/or not fully conveying the impact of those charges to the customers.

We hope to be able to do business again in our own backyard, so to speak, but will not do so until solar customers are treated and charged fairly.

A few other points about SunSource:

- We are a solar installer, headquartered in Kansas City, Missouri since 2011.
- We've installed over 300 systems, with nearly 50 of those installations in Kansas.
- 36 of our Kansas installations are in Westar and/or KCP&L territory.
- We have 9 customers who installed prior to the Westar demand fees starting, who are now being charged new demand fees because it was enacted retroactively.
- Our customers have shared bills with us, and we have at least one customer whose demand charge was \$40 during the winter months.

- We believe the estimates that these demand fees will amount to are low.
- We have 6 employees, and our owner, who currently reside in Kansas.
- We pay our employees a respectable, living wage. We're growing rapidly, and hope to expand our Kansas business in order to employ many more local people, many of whom will undoubtedly be Kansas residents.

On behalf of SunSource Homes' president, Keith Graepler, and our Kansas clients, we urge you to pass the Energy Fairness Act.

A handwritten signature in black ink that reads "Emily J. Parnell". The signature is written in a cursive, flowing style.

Emily Parnell  
Marketing Director  
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