



**GOOD ENERGY SOLUTIONS, INC.**  
*Energy with Integrity*

February 7, 2023

ORAL Testimony - PROPONENT

HB 2228

My name is Malcolm Proudfit, and I am the CEO of Good Energy Solutions. Good Energy Solutions has been providing residential and commercial solar systems to customers in Kansas and Missouri since 2007. Our mission is to provide our customers with honest, real solutions to lower their long-term energy costs. Our motto is “Energy with Integrity.” We care about our customers, and only install top-tier products according to the highest industry standards.

I started my career in solar back in 2016, and have been in love ever since. Growing up as a Boy Scout, I gained an appreciation for nature, and became passionate about conservation efforts that I was involved in with this organization. I love that solar allows us to be good stewards for our environment, while also providing economic utility. I have been involved with the installation of over 30 MW of solar over the course of my career, and it is an industry that I plan to be in for a long time.

Net metering is an essential component of the solar ecosystem, but not all net metering policy is created equal from state to state. Frankly, Kansas has lagged behind when it comes to net metering policy, and has created an environment that constricts solar growth in the state. Good Energy Solutions has been fortunate to experience growth regardless of these circumstances, but many opportunities have been missed due to the state’s net metering policy. I will provide some examples of situations that we run into all too often.

We provide premium solar products, and we often have customers with large electric bills. The current net metered system size limit in Kansas is 15kW. I would estimate that about 30% of our residential customers need a system larger than 15kW to adequately offset their electrical consumption. These customers are not allowed to install a system larger than 15kW, and therefore we just have to settle for installing 15kW of solar, and in these instances, we leave money on the table.

The same issue applies commercially as well. We had the opportunity to bid a solar system for a grocery store near Lawrence. The system that they truly needed to offset their electrical consumption was 500kW, but the net metering limit is 100kW. With a system that small, the returns to solar were not enticing enough for them to have a system installed. If the net metering limits commercially were larger, we would close a larger percentage of these projects.

In Kansas, utility providers do not have to abide by a uniform set of rules regarding net metering. Investor Owned Utilities like Evergy still offer net metering, but there are many cooperatives or

municipal utility providers that have stopped offering net metering, or have never offered it in the first place. This limits our sales territory and our ability to grow.

In the face of these challenges, we have had to be adaptable and scrappy to be successful. Often times this means that we install a system that conforms to net metering system size limits, and forfeit the potential revenue of installing a bigger system. Other times, this means focusing our marketing efforts on selling systems in more solar friendly states, such as Missouri. In recent years, the state of Missouri has offered incentives for going solar, which have caused tremendous growth in the solar industry over the border. While Kansas doesn't need state level incentives, what we do need is a net metering policy that makes sense, and is not overly restrictive.

In the three years that I have run Good Energy Solutions, our staff has doubled to nearly 50, and I hope to double my staff again over the next 3 years. This is an industry that is primed to explode in this part of the country, creating jobs and economic prosperity for hardworking Kansas.

Solar has an important role to play in the energy mix of our community, adding to collective energy resilience. I will welcome any opportunity to speak with legislators on this important issue, as the proliferation of solar in our state can only be a good thing. Thank you for your consideration.