



TOWNLINE EQUIPMENT SALES, INC

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Located on Route 12A
South of Plainfield New Hampshire



3/17/2010

Debra A. Howland
Executive Director
New Hampshire Public Utilities Commission
21 South Fruit Street, Suite 10
Concord, New Hampshire 03301

Re: Docket No. DE 10-024
Comments Regarding Staff's Recommendation

Dear Ms. Howland,

My name is Matt Marrazzo and I'm the General Manager at Townline Equipment Sales in Plainfield, New Hampshire. Founded in 1971 and operated in the State of New Hampshire ever since, Townline has been a full sales and service solution for farmers, contractors and homeowners for almost 40 years. We currently employ 30 people, maintain a base of about 6,000 active customers and have recently put the finishing touches on a brand new three million dollar sales, parts and service facility.

Currently, we are in the process of seeking funding support for a proposed 80.48kW solar PV system that will be installed on the roof of our building. This system will generate approximately half of our power and save our business over \$12,000 a year in electricity costs. A renewable energy project like this will require a significant amount of up front investment, with the payback coming over a longer period of time. There are some solid Federal incentives available, but simply put; we need additional state funding in order to have an investment like this make sense for our business.

We are here today to express our full support for the PUC staff's recommendation of setting "aside \$1,000,000 for a C&I incentive program." Modest as the amount may be, it's important that businesses in the State of New Hampshire be afforded an immediate opportunity to apply for incentives for renewable energy projects. As rate payers in the State of New Hampshire, it is only fair that businesses are given a renewable energy incentive similar to the residential opportunity put forth by the mandatory program embodied in RSA 362-F:10(V).

With respect to how a commercial incentive program could be set up, we suggest a tiered rebate plan for commercial and industrial systems of up to 100kW. The first 1 to 25kW would be eligible to receive \$1.25 per installed watt. From 26 to 75kW the incentive would be \$1.00 per installed watt and from 76 to 100kW, the incentive would be \$.50 per installed watt. While we realize that allowing larger systems to apply for incentives might affect the total number of commercial customers served, systems in the 50 to 100kW range are installed at a lower cost per watt than smaller systems and are a more efficient use of the dollars available in the Renewable Energy Fund.

Commercial and industrial customers interested in installing renewable energy systems present a tremendous opportunity for the future of renewable energy in the State of New Hampshire. Businesses who invest in green technologies will not only reduce their own carbon foot print, but they will also have the ability to connect with, inform and influence their customers on the importance of renewable energies. Strong businesses almost always know how to market themselves well, and there should be no doubt that businesses that make renewable energy investments will help spread the word about the benefits of renewable energy to the thousands of customers they serve in the State of New Hampshire.

In closing, we hope that the Commission will decide to support the setting aside of \$1,000,000 for a C&I incentive program and we look forward to a program being launched in the near future.

Thank you for your time and consideration.

Sincerely,



Matthew Marrazzo
General Manager
Townline Equipment Sales, Inc.