

Our Business here in Adelaide sells about 200 grid connect systems per year
Previously the average system size was about 1,400 Watts
Initially when the means test was announced we had around 15 cancellations of appointments and had 10 signed customers whose paperwork was not done, withdraw
Due to the publicity surrounding the decision, there was still a spike in interest and sales of systems stayed steady
Because the applicants have a lower mean income the systems sold are nearly all 1kW. This reduces the value of our sales.
This also reduces the Watts of solar installed for the Government dollars spent.
Ironically, very few of our customers are families now
Most are single or retired – as you might expect, the most likely demographic that can afford a solar system on an income of under \$100k
Now the publicity spike is over. We have put off one electrician and one salesman
Sales are down around 25% in numbers 40% in value
South Australia is probably well insulated from the worst of this because of the lower incomes and the relative size of the industry
Since the decision we have not sold one system to a client with an income over \$100k
The current rebate is very generous for those who are eligible
Too generous perhaps, especially given the step to no rebate at the \$100k point
I propose a sensible alternative
Move the means test to \$150k
Change the rebate to \$4 per Watt to 2000 Watts
This will maintain the ethos of no middleclass welfare while doubling the solar power installed per dollar of Gov money
Hanks for taking the time to read this

Troy Ryan

Adelaide Hills Solar & Solar Depot