

Presenter; Troy Ryan

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Key points

- We have seen an increase in sales since the means test in May; has the “overheated scheme” cooled? Or has the market changed?
- This is due to the publicity surrounding the means test and the FIT (opinion)
- 15 customers cancelled appointments following the Budget; citing the means test
- 4 Customers who had paid deposits cancelled their orders
- South Australians are insulated from the worst of the means test because of lower average wages and a more established solar industry (opinion)
- The chart below, although a small sample, shows the means test is driving families out of the solar market. Our customers are now mainly singles and retired couples.

GCPV Sales April 15th to May 15th 2008	
Total sales	26
Average size	1.15kw
Single occupants	6
Couple, no children	5
Children at home	8
Unknown	7

GCPV Sales June 15th to July 15th 2008	
Total sales	34
Average size	1.21kW
Single occupants	14
Couple, no children	5
Children at home	5
Unknown	10

Broader issues affecting the SHCP

- Since the rebate moved to \$8 per Watt, the average system size has shrunk from around 1.6kW to 1.2kW. This reduces the Watts of solar installed for Government dollars invested. Offering rebates to lower income groups promises to keep it this way
- The \$8 per Watt rebate pays for 65% of a 1kW system creating a large gulf between the \$99k and \$101k income brackets.
- Systems installed without a rebate can be done by non-accredited installers and with non-certified materials.
- The accredited designer and installer system has dramatically increased the standard of our industry.

Proposal

- Increase the means test to \$150K in line with other means tests to bring families back into the scheme, while keeping to the “no middle class welfare” commitment
- “Cool” the market by reducing the SHCP to \$4 per Watt for 2kW of solar thus maintaining the solar industry while reducing Government funding.
- There’s no need to give systems away, we’re quite happy to sell them.
- Use the FIT legislation to make sure all systems are built to a high standard by appropriately qualified people

Thanks very much for your time