

To the Senate Inquiry,

I would like to have my submission included in the 'Save our Solar' inquiry.

I have worked in the solar industry for the past 9 years & 6 months. I feel I can offer valuable insight, perspective and information for this inquiry.

#### Immediate Sales Loss and Future Loss

Within 48 hours I witnessed an immediate loss of 12 sales. This could represent about 2 months work for a typical small solar business.

However, there has been an increase in buying from other customers wanting to purchase before their 'cap' changed at the end of the financial year. This will most likely result in a corresponding drop in sales later in the year, and possibly may coincide with closure of some businesses.

#### Poorer Industry Confidence

All this contributes to serious uncertainties within the solar industry, with attendant wariness to invest in business and industry development.

Solar would otherwise become a viable and fast-growth industry – business closures reduce the amount of companies in the market place, reducing competition, product choice and market confidence. 'Rock the boat' and the public loses confidence!

#### Voter Backlash

Most importantly, I witnessed the disappointment, frustration and anger of customers who were made ineligible for the rebate. To them this is an environmental issue. They saw the rebate as a joint effort between the community and the government to begin to address climate change.

This effective loss of the rebate was felt like a slap in the face to those who voted for the Labor Government. They felt there was a lack of commitment on climate issues, and that this could result in a backlash at the next election.

#### Lack of Consultation

The industry had no idea the change to the rebate was coming, and very few if any were asked their perspective, if they had been they may have suggested or negotiated a more reasonable change, for example: \$8,000 under \$100,000 and \$4,000 for over \$100,000.

#### Negative effect for Lower Income Purchasers

Individuals who earn over \$100,000 are more inclined to purchase systems, both large and small. This will result in lower turnovers for solar businesses, and corresponding reduction in bulk purchasing, which leads to static prices, ie there is less likelihood of lower market prices. This disadvantages the remaining buyers, ie the lower income earners.

Thank you for allowing me the opportunity to voice my concerns.

Sincerely

Michelle Drummond  
Business Coordinator  
EcoSouth Solar.