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Lower Costs and Greater Reach of Australia’s Rooftop Solar

- No permitting required to install
- Generous solar feed-in tariffs (FIT)
- State support and leadership

AUS solar installations cost $1.34/W and cover 23% of households.

US solar installations cost $3.25/W and cover 2% of households.
## Why Is Rooftop Solar In Australia Cheaper Than In The U.S.?

<table>
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<tr>
<th>Codes</th>
<th>Permitting</th>
<th>Customer Acquisition</th>
<th>Overhead</th>
<th>Tariffs</th>
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<td>AUS Clean Energy Council accredits all installers and has an optional code of conduct.</td>
<td>There is no installation approval in AUS.</td>
<td>The likelihood of customer cancellation rises with the length of time it takes to install a system. Cancellations are thus lower in AUS than in the US, making each customer less expensive to acquire and retain.</td>
<td>Varies by project and US installer. AUS installers leverage costs and overhead across more installs and more revenue.</td>
<td>Not an issue in AUS because &quot;it’s obvious to all that the jobs in solar are in sales and installation, not in manufacturing.&quot;</td>
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Policies Options to Reduce Impediments and Costs and Expand Access to Rooftop Solar in the U.S.

Costs And Process Delays

- Installation delays from permission to build (utility) and inconsistent building permits (multiple AHJ) rules
- Activation delays from permission to operate (utility) and electrical sign off (AHJ)
- High application fees
- Property tax burdens

Cost Reduction And Process Solutions

- Pre-approved components and design practices/templates.
- Uniform permitting laws
- Clear design rules that promote the use of site conditions
- Online application processes with automated install approval and reduced fees
- Property tax exemptions or reductions
Lack of Regulatory Certainty in the States Adds Costs and Impedes Access

- 84 utility requests in 35 states + D.C. to increase fixed charges on customers
- 28 states considered or enacted changes to NEM policies
- 19 utility requests in 10 states to add or increase solar specific charges
- 249 solar policy and rate changes proposed, pending or enacted; 45 states (plus DC) took solar policy action
- 14 states considered third-party ownership laws or regulations
In Hawaii, California, Massachusetts and Puerto Rico, solar & storage have potential to improve the grid and improve people’s lives--unless impeded with excess costs and delays.