



Anne Hoskins, Chief Policy Officer

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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.?



Codes

AUS Clean Energy Council accredits all installers and has an optional code of conduct.

US Electric Code doubles timelines and adds hardware expenses.

Permitting

There is no installation approval in AUS.

US utilities and AHJs (sometimes HOAs) control installation approval, adding 2-6 months to install timelines.

Customer Acquisition

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.

Overhead

Varies by project and US installer.

AUS installers leverage costs and overhead across more installs and more revenue.

Tariffs

Not an issue in AUS because "it's obvious to all that the jobs in solar are in sales and installation, not in manufacturing."

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.

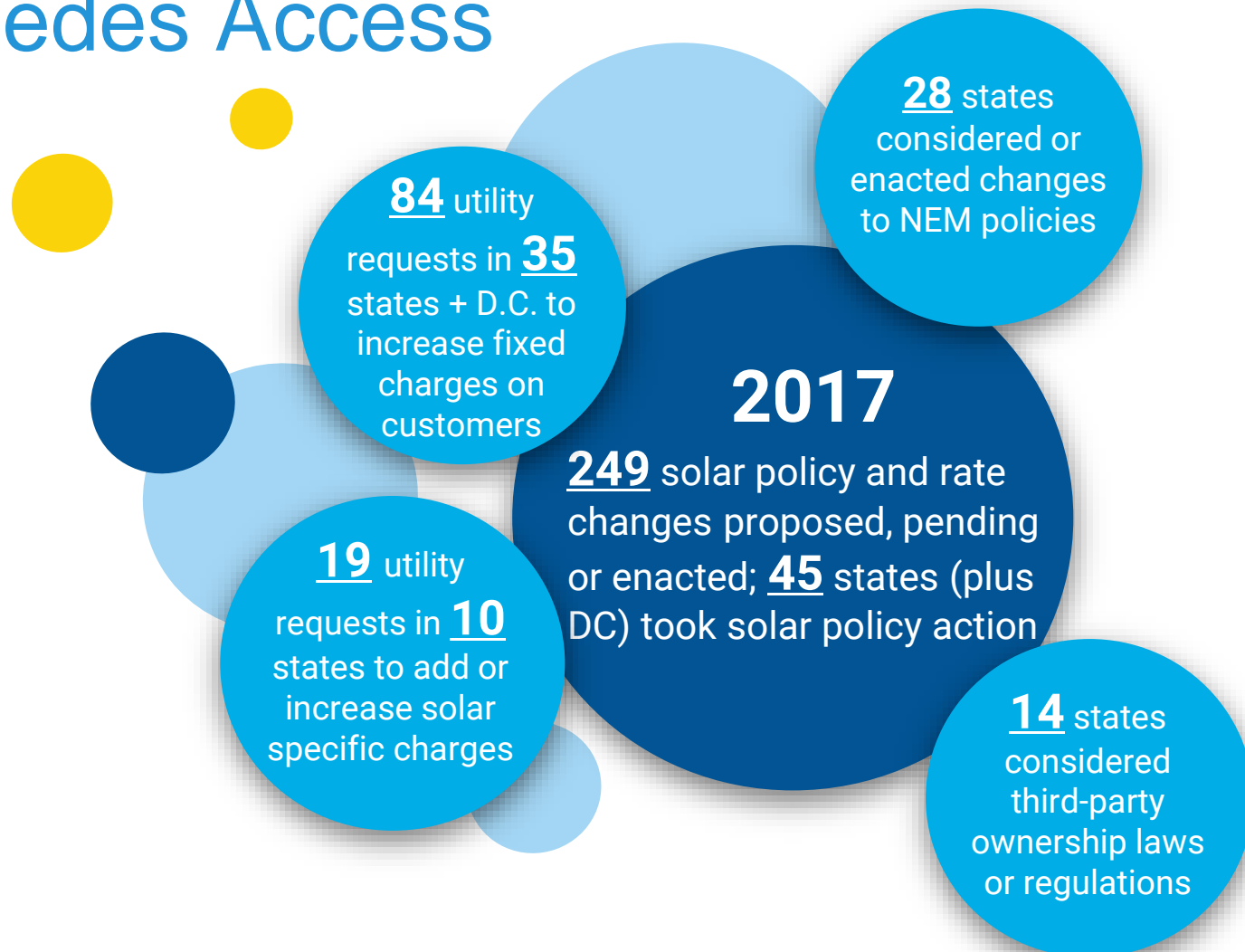
Uniform permitting laws

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



Solar & Storage: Fueling the Future



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.