

Hi,
I have been active in the solar power industry since 1989.

It has always been very difficult to stay in the industry during most of this time. Solar Power has a very high retail capital cost and without some form of subsidy Business just falls away, at times to virtually zero.

It is an industry still in its infancy and most likely will need support for Some time yet. But it must be smart help.

In the old days there was a 50% off grid subsidy and a miscellaneous other Rebates that over the years created a boom and bust roller coaster ride for The industry.

It seems that nothing has been learned in the past twenty years in this regard. The subsidies and rebates that have been put forward during the past few years have again set the seeds for a continuation of boom and bust.

This is just intolerable.

It is very clear that the solar power subsidies offered by governments have been aimed primarily at political Expediency rather than a genuine nurturing of a very promising new technology. I say this because the rebate cycle during the past twenty years closely aligns with Various election cycles, rather than, as it should, a genuine long term fostering Aimed at getting the industry up and running and standing on its own feet.

I am employing at present two apprentices in addition to two tradesmen, and misc. Admin, marketing and other staff.

The apprentices in particular worry me. They are in their early twenties and are embarking on Careers that are far from certain. Boom and bust is no way to live a safe and secure life. I've enjoyed the booms and loathed the busts myself, and there aren't too many old time solar industry stayers Such as myself who during the past 20 or more years didn't seriously consider a career change when The funds dried up and the work disappeared.

Please can you consider a much longer term subsidy program aimed at the industries best interests Rather than one aimed at the next election. To build a successful business from the ground Up is a very long term project. It really is a 20 plus year undertaking to create something that will self sustain And provide quality employment for future generations. The job is not made easier with massive influxes Of government cash followed by a rapid reduction and major chopping and changing of schemes as governments Come and go.

I don't want subsidies at all, but the industry still needs assistance until we are at the position Of being in price parity with conventional electricity generation costs.

Future subsidy programs should consider the following key points:

Very long term 20 years min. locked in so those who choose to borrow and invest heavily have some degree of stability and certainty

Include all sectors:

- a. residential
- b. small business
- c. large business
- d. all 3 tiers of government
- e. urban
- f. rural
- g. utilities

Start the subsidy aggressively and taper off gradually over 20 years.

If a 20 year plan can't be implemented, please consult industry extensively before making any significant changes
To any short term subsidy programs

Hope this helps,

Regards,
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