



Greenbank SOLAR

We Are The Business September 7th

Solar, Energex regs, Tax, ROI and why every business needs it.

SOLAR

- Budget
- Good
- Better
- Best

Budget

- Heavily marketed
- Mainly sold by sales companies
- High pressure sales
- Sold on premise of removing your bill and huge warranties.
- Price driven 50c / watt average



Good

- Absolute minimum suggested
- Does support their warranty somewhat
- Price range marketed 80c / watt average



Better

- Well warranted products
- Sold by reputable businesses
- Not price driven \$1.10 a watt average



Best

- Top of the market
- Great back end
- Well warranted
- Retailer must have strong knowledge to sell and back the products
\$1.40 /watt average



ENERGEX

- What are the rules with export?
- What is a GSD?
- Demand pricing

Export Rules

- Put simply 5kw per phase
- Single phase up to 5kW
- 3 Phase up to 15kW
- CAN BE LIMITED FROM 0 to 5kW depending on site and transformer capacity.

GSD – General Signalling Device

- A GSD must be fitted to ANY site with an inverter capacity over 9.9 kW
- The general signalling device is a pulse controlled on off switch for your solar
- The GSD is designed to shut down solar if the DNSP has an over supply in power.

Demand pricing

- Demand is being introduced as meters are being upgraded
- Demand is a charge ON TOP of existing usage
- Demand is a snapshot of your power between 5pm and 9pm taken at half hourly increments
- The largest amount of usage in any half hour increment over a month becomes that months demand amount. It is then multiplied by 2 – to give hourly, then multiplied by how many days in that month.
- Say 3kW x2 x31 183kWh demand, pricing say 20c \$36.60 that month!

TAX

- TALK TO YOUR ACCOUNTANT
- Solar is a tax deduction for your business
- Chattel mortgage – claim your payments

Now the fun bits! Return on investment

- Businesses run 9 to 5 Monday to Friday – Through sunshine hours!!
- Say your bill is \$1000 a quarter
- \$140 of it is service charge \$860 is usage
- That's about 40kW a day weekdays – 12kW system say \$14000 buy price or roughly \$50 a week over 7 years – power at 30c is \$66 a week
- \$16 a week in savings straight up, plus tax deduction.
- Solar makes sense

Solar Air Conditioning

- Another great option is solar air conditioning
- Turns on when sun up, turns off when sun down
- A Larger power user can do solar and solar air conditioning and cut their power costs way down.
- Huge marketing benefit for your business with net zero 2030 on the horizon