
Definition of a small business Code amendment proposal

From Bailey Pickstock [REDACTED]
Date Fri 21/11/2025 11:50 AM
To TaskForce <TaskForce@ea.govt.nz>

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Dear Committee,

Lightforce Solar is proud to be the largest installer of rooftop solar in New Zealand. As a vertically integrated business, we manage every stage of the process in-house. From sales and installation to maintenance and ongoing support. This unique position gives us deep insight into the needs and challenges of solar customers across the country.

Rooftop solar is the most cost-effective form of electricity generation in New Zealand, yet it remains one of the least utilized. A major barrier to wider adoption is the restrictions imposed by lines companies (EDBs). Communities are eager to invest their own capital to install rooftop generation, which provides significant benefits to the country, including distributed generation capacity that strengthens energy security in the most efficient way possible.

These efforts should be supported and not limited based on system size. A typical home can easily generate up to 20 kW, while small businesses can produce between 50 kW to 200 kW. Lightforce Solar is already installing systems up to 1 MW for small businesses including farms, maraes, community centers, stadiums, and public buildings. For this reason, we strongly advocate increasing the export limit for rooftop solar to 1 MW.

Unfortunately, EDBs have underinvested in their networks for decades, creating what are essentially “one-lane highways” in our electricity infrastructure. This lack of capacity is a key reason New Zealand has the lowest rooftop solar uptake among all 32 OECD countries, despite having sunshine hours comparable to Melbourne and Sydney. Increasing the allowable offtake to 1 MW would drive the necessary upgrades and unlock transformative change in our energy system.

We have gone from selling batteries to 10% of our customers to selling batteries to 60%. This resilience can be utilised and supported by the EDBs to give stability to the grid, financial security to the owner of the system and major benefits to the community at large.

Kind Regards,
John Harman
CEO and Owner of Lightforce Solar



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