

OCN - THE INDEPENDENT VOICE OF STRATA OWNERS

~ Celebrating ~

20 YEARS

2002-2022

ocn

THE INDEPENDENT
VOICE OF STRATA
OWNERS

Celebrating Over
20 YEARS
Est 2002



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Shared Solar for Apartments

18 April 2024

12:00pm – 1:00pm

SUPPORTED BY



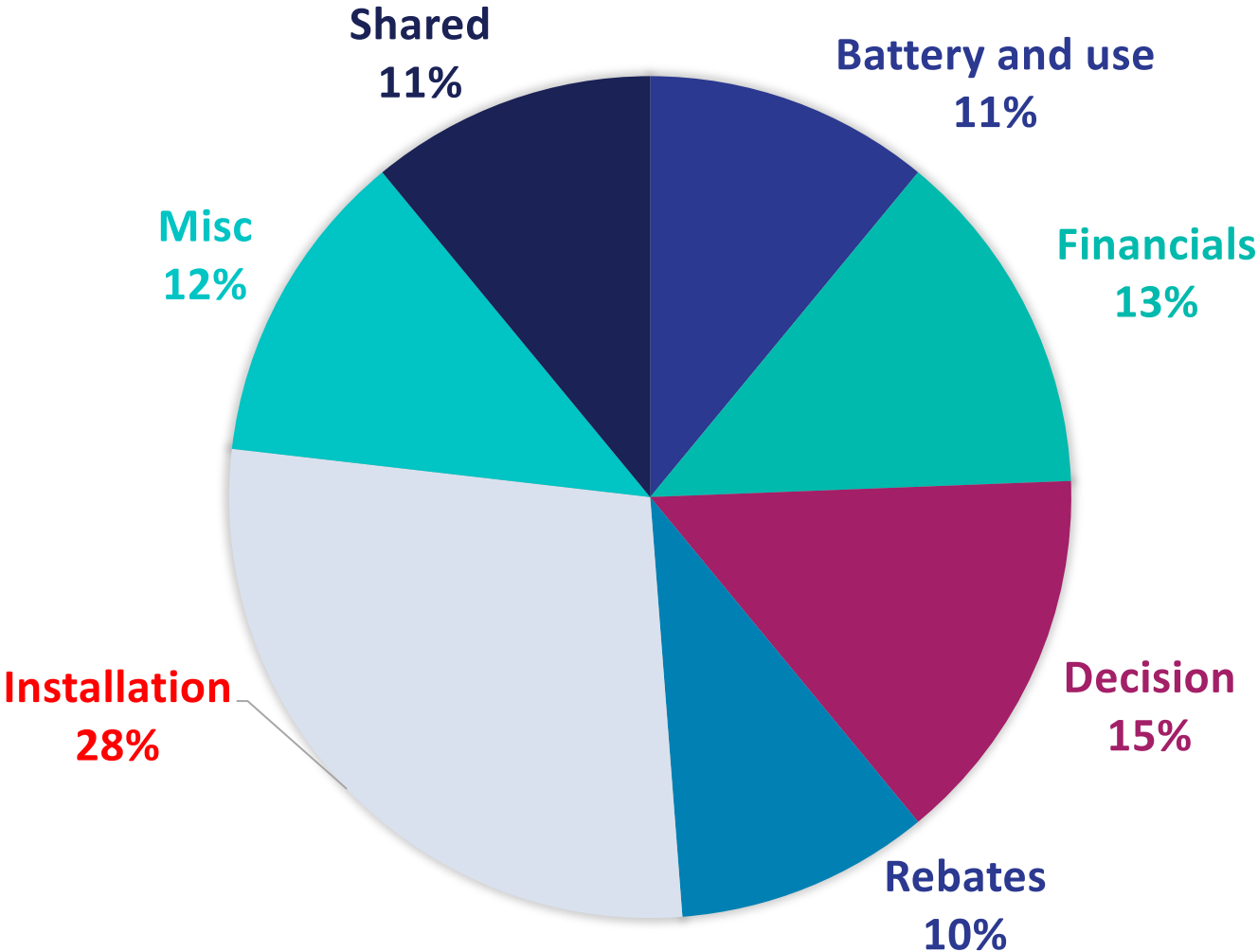
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Questions



THE INDEPENDENT
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Agenda

1. Introduction
2. People Power Plan
3. Solshare journey and overview
4. OCN and Electrification
5. Decision making and funding
6. Question time

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People Power Plan

Allegra Spender, Independent Federal Member for Wentworth



- People Power Plan
- Focus on solar in apartments
- High density of apartments and renters


Solshare Journey and Overview

Will Anstee, Allume Energy

Allume



OCN Webinar – April 2024
Introducing Allume Energy

An aerial photograph of a modern, multi-story building with a flat roof. The roof is covered with a grid of solar panels. The building has large windows and a balcony area. The surrounding area includes trees and a parking lot with several cars. The image is framed by a thick green circular border.

Why shared solar

Turn your idle roof into a money saver

Avoid ever increasing electricity costs by accessing free solar energy.

Future proof your building

With solar on your roof, you will have made the first step to being ready for future electrification, from heat pumps to EV chargers.

Increase the value of your building

We've tracked actual sales of apartment units with shared solar and they sell for \$20-30k more.

Increase your independence

Using the energy you make on your own roof means you're not enthralled by the vagaries of big energy retailers, inflation, or the volatility of global commodity prices.



Meet SolShare



SOLSHARE



Over 2,500 apartments and counting



How it works

Share solar with your neighbours

Distributes solar from a single rooftop system to multiple apartments within a building.

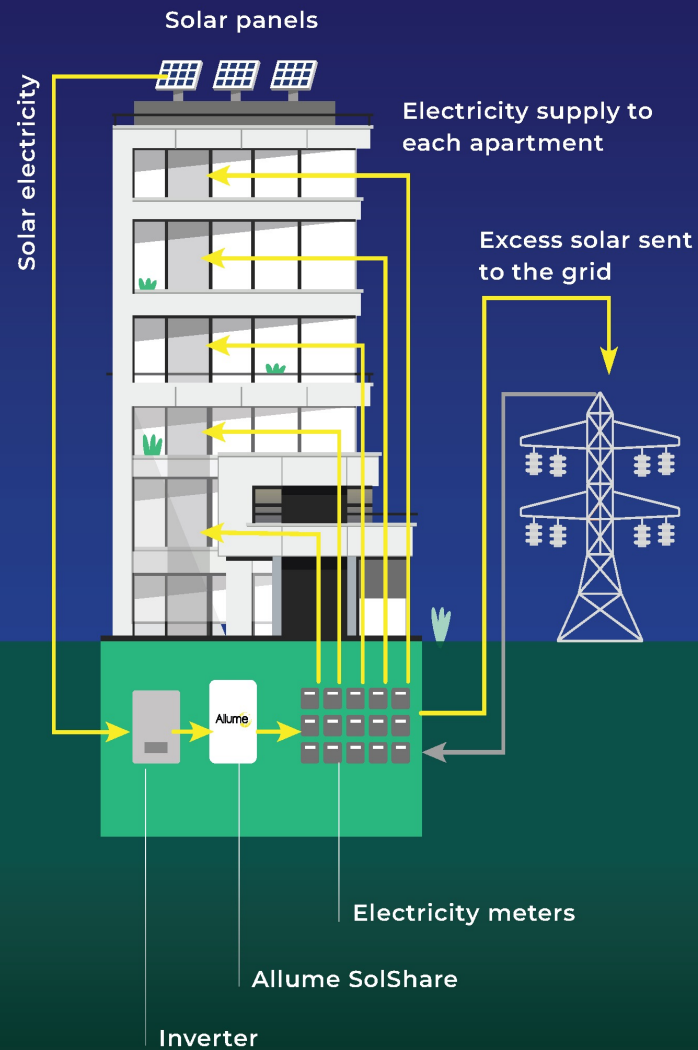
Increase the percentage of solar used on site, rather than exporting back to the grid.

Connected centrally

SolShare's outputs wire at the central meter panel, making for a non-invasive and cost effective installation process.

Dynamically shares

SolShare dynamically controls the solar distribution to maximise the savings for the residents, sending them their solar allocation at a time that will save them the most money.



Why sharing is better

Without the Solshare



With the Solshare





A photograph of a residential roof covered in solar panels, set against a background of green trees. The image is framed by a green circular border.

The case for investor owners

- Home energy ratings will be required for apartments from later this year. When landlords go to sell or find new tenants, those with solar will look better and those without will look worse.
- The rental increase required to cover the cost of solar is small - \$5-10/ week. This is less than the energy savings tenants enjoy from solar so everyone wins.
- Solar increases unit property values by several times the cost of a system.
- Tenants with shared solar stay longer and look after the property better.
- There are already a number of buildings with large investor-owner percentages that have come to this conclusion and adopted solar.

Solar Banks makes the decision even easier



Improving access to solar for apartment buildings

Householders from up to 5000 apartments will soon be able enjoy the benefits of solar energy, thanks to a new \$16 million partnership between the Victorian and Commonwealth Governments.



Householders from up to 5000 apartments will soon be able enjoy the benefits of solar energy, thanks to a new \$16 million partnership between the Victorian and Commonwealth Governments.

This new partnership will be delivered by Solar Victoria and will be implemented later this year.

Related links

- [Solar for Apartments Program](#)
- [Cheaper, cleaner energy for more Victorians \(media release\)](#)
- [Community solar banks](#)

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Victoria live

- Up to \$2,800/ apartment (no cap on %)
- Well-designed, practical and user-friendly program
- Capped at 5,000 apartments (< 2 % of total)
- Direct funding to strata/ owners corporations

NSW expected later this year

Allume provides feasibility assessments free of charge to OCN members

YOUR SHARED SOLAR ASSESSMENT

14 SEP 2022

BUILDING INFO
 Xth Avenue,
 Suburb, NSW 2000
 ·10 units
 ·Suitable Roof Space: XXm²
 ·Solar System Size¹: 24kW
 ·Estimated Annual Solar Production: 702,567 kWh



YOUR FINANCIAL BENEFITS

\$ 600 +
 Estimated annual savings per unit²

2 - 5 X
 Expected increase in property value³

PROJECT COSTS (BEFORE STATE REBATES)

Project Budget ⁴ :	Cost Per Unit:	Payback Period ⁵ :
~\$39k	~\$3,000	X Years

ENVIRONMENTAL IMPACT IN NUMBERS

- Helpful document to familiarise committee members and other owners with shared solar
- Contains all inputs required for the pre-approval application
- Allume has decided to provide for committees at no charge as an acknowledgement of the tight timelines



Some
common
questions

- Roof types and Roof access
- Convincing owners that aren't interested
- Typical financials

Allume



SCAN ME

<https://info.allumeenergy.com/ocn-webinar-solar-assessment>

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OCN recent submissions

1. Federal inquiry into the transition to electric vehicles
2. Federal inquiry into residential electrification, provided evidence to the ensuing Senate Committee and provided a supplementary submission.
3. NSW Review of Short Term Accommodation
4. NSW Consumer Energy Strategy
5. Review of the Australian Energy Regulator exemption framework for embedded networks.
6. NSW Fire safety Reforms and Round table meetings
7. IPART review of Embedded Networks in NSW
8. Australian Consumer Law regarding unfair contract terms
9. Protecting Consumers from Unfair Trade Practices
10. NSW Parliamentary Inquiry into Electric and Hybrid Vehicle batteries and provided evidence at a recent parliamentary inquiry.

OCN and Electrification Submissions - Key Positioning statements

Energy Efficiency

- Strata should be treated as a special case
- Level playing field
- Funding options and feasibility
- Batteries and Solar behind the meter
- Renters

Electric Vehicles

- Principles – Cleaner future and let the facts speak
- Real electric vehicle fire risk
- E-bike/ e-scooter regulation

Embedded Networks

- Developer initiated embedded networks are not supported

Decisions and Funding for Solar

Paul Morton, Lannock Strata Finance

Decision Making

- What's your goal?
 - Unanimity?
 - Consensus?
 - Mere approval?
 - Consider and refine your goal
- Who's on your side?
- What collateral do you have?

Decision Making

- Do the numbers:
 - Who will attend the meeting?
 - What is their “base” position? Where are they coming from?
 - If negative, what will they need to get to yes?
 - Time?
 - More information?
 - Different information?
 - Different format?
 - Different proposal?

Decision Making

- Prepare
 - In person or video or both?
 - An information session?
 - Less stress when a decision is not required on the spot
- No surprises
 - People react adversely
 - Become part of the furniture

Decision Making

- Have clear time lines
 - Decision
 - Implementation
 - On the job
- Have a clear articulation of the benefits
 - WIIFM? (including the 'emotional' benefits)
 - ROI
 - Payback period
- Let them know your process, how much hard work you've done

Decision Making

- Be open about the concerns
 - Disruption whilst works are on
 - Unequal benefits?
- Conduct of the meeting
 - Who will present?
 - Does it need an introduction?
 - Will a picture tell a thousand words?
 - How will you handle questions?

The Money

- Always three options:
 - Sinking Fund
 - Special Levy
 - Borrowing(or any mix of these three)
- Each has positive and negative attributes
- There is no right or wrong form of finance
- IT ALL DEPENDS ON YOUR SPECIFIC SITUATION

Benefits of Borrowing

- Often the cheapest (opportunity cost and tax reduce the benefits of capital works funds)
- Tax advantages for many owners
- No cash out upfront by owners
- The reduction in energy costs:
 - Will be an offset to the finance charges
 - May end up positive

Questions?