



THE INDEPENDENT  
VOICE OF STRATA  
OWNERS

# 20 MARCH 2025 SOLAR GRANTS WEBINAR

NSW Solar grant program for apartment buildings



Premium Partners



Major Partners

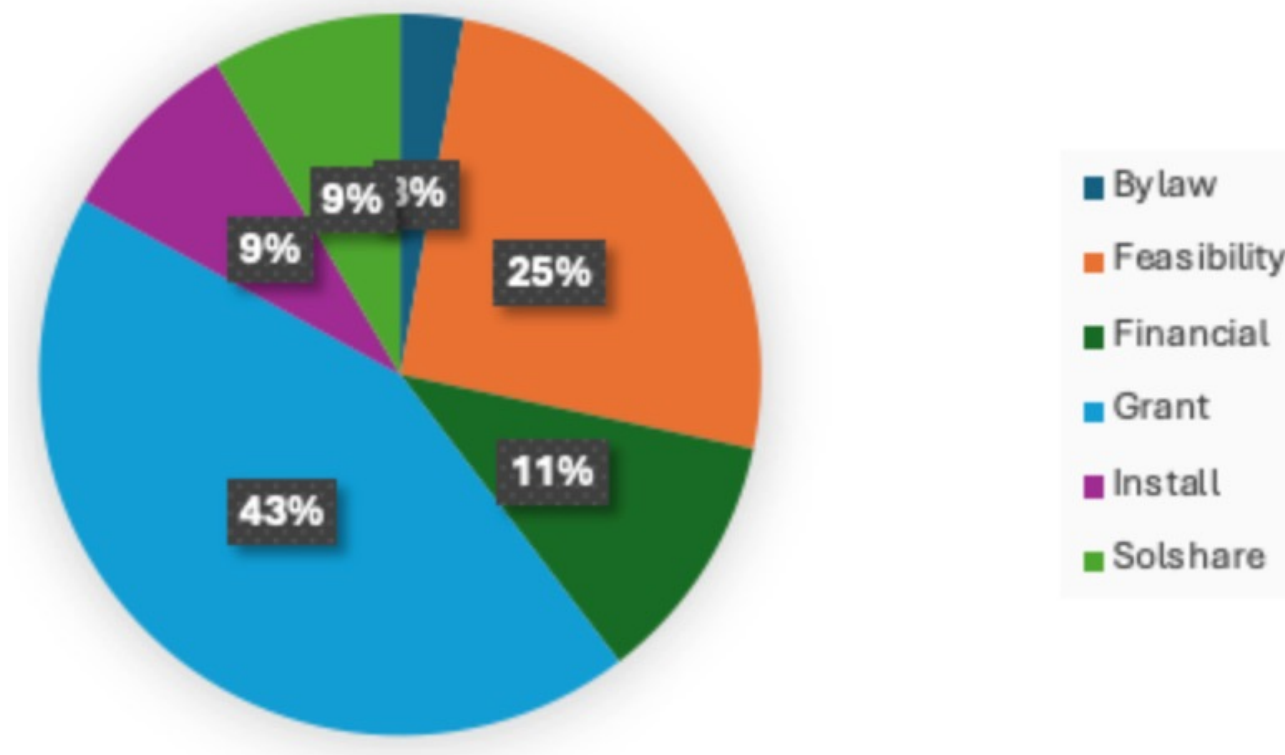


# What we will cover today

- Introduction
- NSW Grant Program – James Balzer, Senior Project Officer, DCCEW
- Feasibility process and case studies – Jeff Sykes, Solar Choice
- SolShare overview and case studies – Will Anstee, Allume
- Funding options – Gemma Davey, Lannock Strata Finance
- Q&A



# Your questions





# **James “Jimmy” Balzer**

**Senior Project Officer, Energy  
Programs Team**

**Department of Climate Change,  
Energy, the Environment and  
Water (DCCEEW)**



# Solar for Apartment Residents (SoAR)

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Summary Presentation  
20 March 2025

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James Balzer  
**Senior Project Officer,  
Energy Programs team**

# Acknowledgement of Country

The Department of Climate Change, Energy, the Environment and Water acknowledges that it stands on Aboriginal land.

We acknowledge the Traditional Custodians of the land and water, and we show our respect for Elders past, present and emerging.

We do this through thoughtful and collaborative approaches to our work, seeking to demonstrate our ongoing commitment to providing places in which Aboriginal people are included socially, culturally and economically.

Artist and designer Nikita Ridgeway from Aboriginal design agency – Boss Lady Creative Designs, created the People and Community symbol.



# Overview

# 1

## Overview

- Only 2% of apartments in NSW have solar installed
- This grant provides up to 50% of the funding to eligible owner's corporations (OC), or strata managers to install shared solar systems on apartments or other multi-unit dwellings with 3-55 residential lots
- Must allocate a maximum of 40% of solar energy to common areas, and the rest proportionately to residential lots
- Up to \$150,000 of grant funding per project
- Demand-driven grant
- Supports cost savings and emissions reduction



# Eligibility Criteria

# 2

# Eligible Properties



To be eligible for funding, the building must:

- be a class 2 domestic building under the National Construction Code
- have a minimum of 3 residential lots and no more than 55 residential lots
- be a completed development at the time of application
- have not had a solar PV system installed in the last 10 years<sup>1</sup>
- be in New South Wales
- be registered as a residential strata under the *Strata Schemes Development Act 2015*
- have an active strata insurance policy.

# Eligible products

The grant funding can pay for the following products and services:

- solar panels
- solar inverters
- solar mounting
- solar gateway and splitter technology
- labour for installation
- safety equipment
- essential meter board upgrade, where there is clear evidence that it is required for the solar system to function effectively
- wiring upgrade for solar connection purposes only
- roof waterproofing only where required due to the solar installation.

The majority of the funding must be used on the solar PV system purchase and installations itself. Enabling works, such as meter board upgrades, wiring upgrades, waterproofing, etc) must not exceed 10% of the total project cost.



# Timeline

# 3

## Overarching Timeline

- Applications **opened** 28 February 2025
- Applications **close** on 1 December 2025, or sooner, if the funds are fully allocated.

# Questions?

For more information:

visit our website: [energy.nsw.gov.au/solar-for-apartments](https://energy.nsw.gov.au/solar-for-apartments)

email us at [solar.banksnsw@dcceew.nsw.gov.au](mailto:solar.banksnsw@dcceew.nsw.gov.au)



# Jeff Sykes, CEO Solar Choice





# Apartment Solar Feasibilities: Solar Choice

March 2025





# Some Context on Solar Choice



Solar Choice has helped over 400,000 Australian households buy Solar, Batteries, EV Chargers, Air Con and Hot Water Systems since 2008.



Assisted over 3,000 strata schemes via a feasibility study or tender management across every state of Australia.

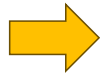


Our advice is **independent** and aligned with the best-interests of all owners

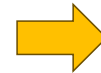
# Apartment Solar Feasibility Studies

## What's involved in a feasibility study?

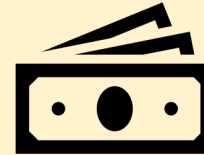
1. Collect site info and electricity bills



2. Assess all options to install solar



3. Develop business case and estimate ROI



4. Support owners to make informed decision



Solar Choice acts as an independent advisor to Owners Committee all the way through the design, grant application and decision-making process.

Cost to the body corporate = \$850 + GST

## Do you need to complete one?

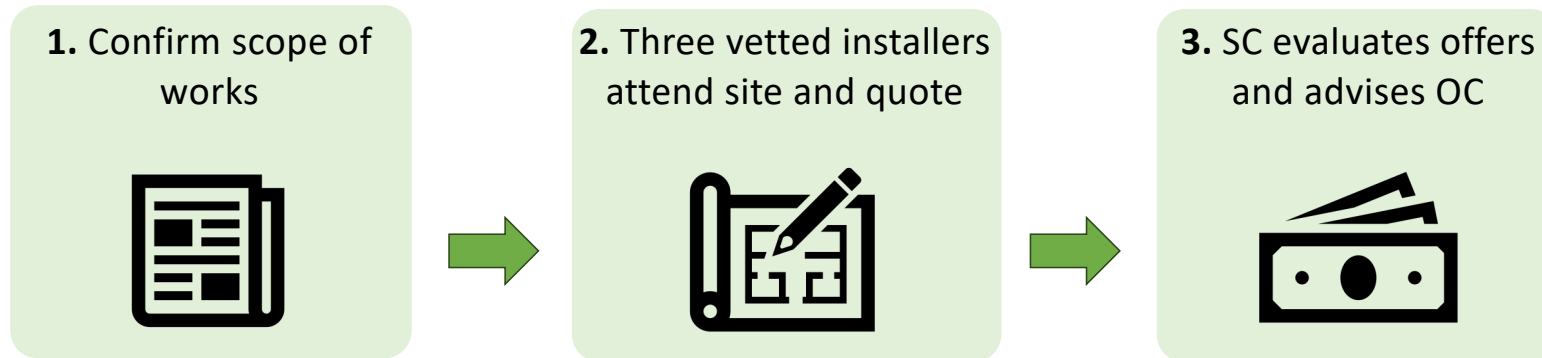
Our advice is ideal for OCs with limited experience with solar, complex install requirements (e.g concrete roof, partial shading) or buildings with strong opinions in their owner's group

# Tender Management

Over the past 17 years Solar Choice has developed an intimate knowledge of solar contractors across NSW:

- Solar Choice has vetted over **2,000 solar companies** (many of which have now gone out of business)
- Solar Choice has a curated list of **400 contractors** that we recommend for residential and/or commercial projects
- In NSW there are **less than 10** contractors that we would recommend for installations on strata buildings

## Tender Management Process



## What does it cost?

Solar Choice manages tenders under a broker model. There are no costs or obligations to the Owners Committee.

# Contact Solar Choice

Jeff Sykes – CEO

[jeff@solarchoice.net.au](mailto:jeff@solarchoice.net.au)

0403 277 680

Or visit our website:

[www.solarchoice.net.au](http://www.solarchoice.net.au)

[\*\*Solar for Strata Apartment Buildings: Complete Guide\*\*](#)





**Will Anstee**  
**Allume Energy**





# Unlocking Solar for Apartment Residents

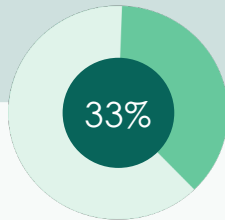
*OCN - March 2025*



William Anstee  
Housing Partnerships Manager



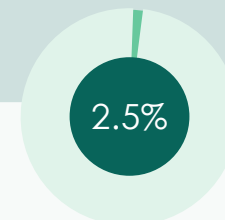
Australia leads the world in rooftop solar, but not everyone has had access.



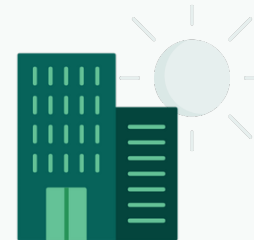
- ✓ Lower electricity bills
- ✓ Lower carbon footprint



In Australia, our homes have a higher solar penetration than any other country.



- ✗ No ability to take control of their electricity



But our apartment residents have been missing out.

# How Allume **shared solar** works



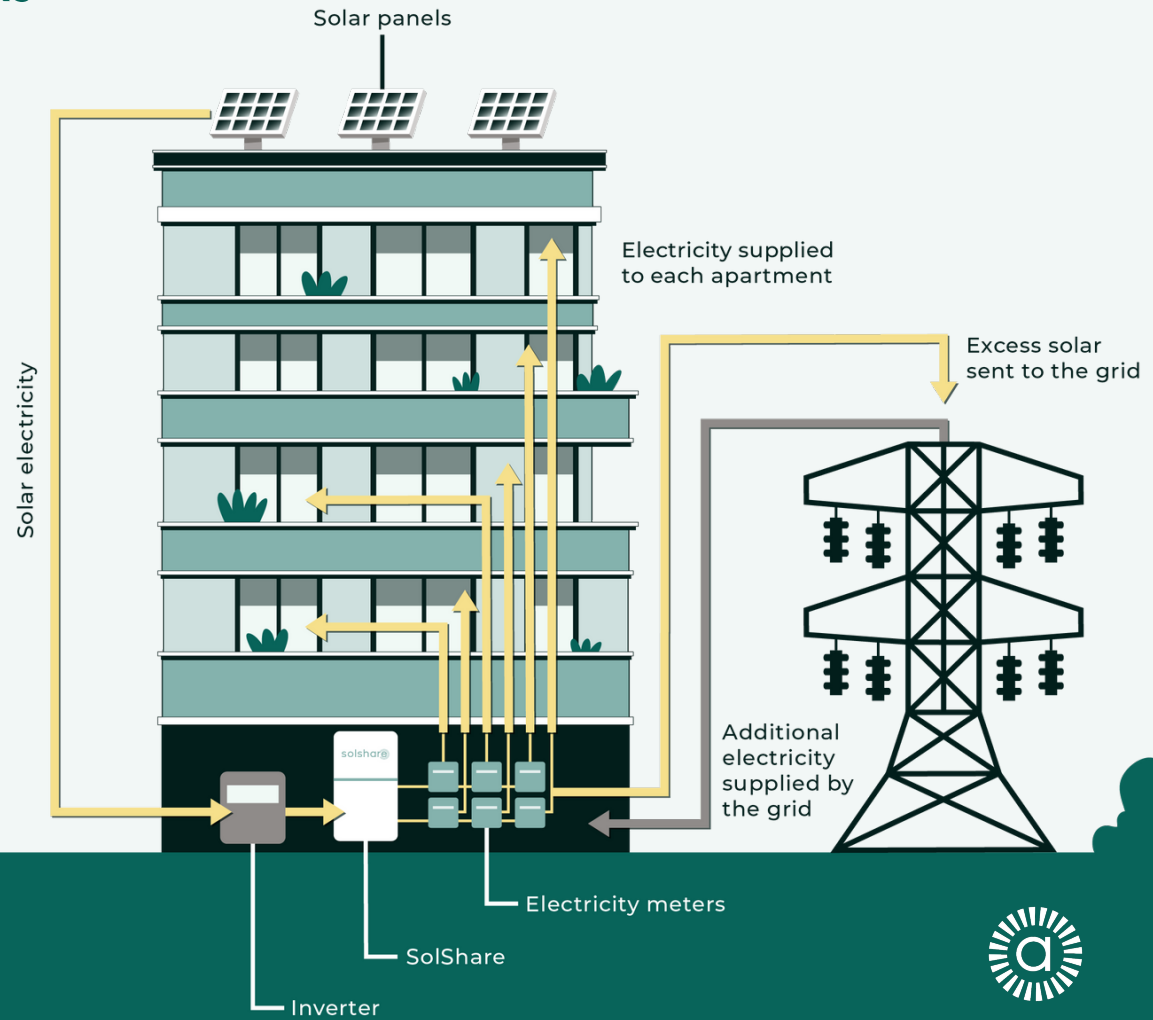
Physically splits the solar energy from a shared solar system and allocates it fairly to apartments.



Ensures solar energy consumption is maximised on-site and as little as possible is fed back to the grid.



Free SolCentre portal access to easily monitor energy usage - adapt behaviour to maximise savings.





# How SolShare maximises bill savings



Sends solar to residents **when they need it**.



Ensures each unit gets an even allocation every month, prioritizing sending it when they are actively using electricity.

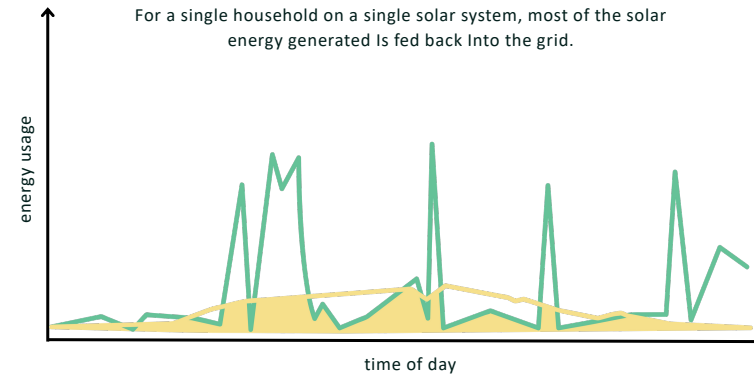


Up to 55% more solar is consumed on-site, compared to each apartment having an individual solar system.

Solar power consumed is **20-40% higher** with SolShare than with individual systems

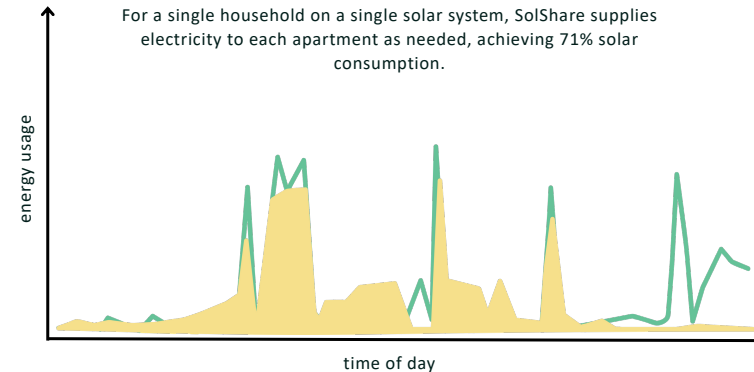
## Traditional Solar System vs Energy Demand

For a single household on a single solar system, most of the solar energy generated is fed back into the grid.



## SolShare Solar System vs Energy Demand

For a single household on a single solar system, SolShare supplies electricity to each apartment as needed, achieving 71% solar consumption.

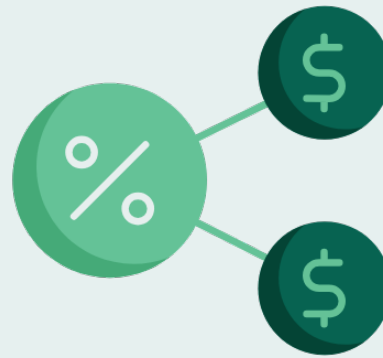


# Financing Options



## Capital Works Fund

Existing funds set aside for upgrades and maintenance.



## Special Levy

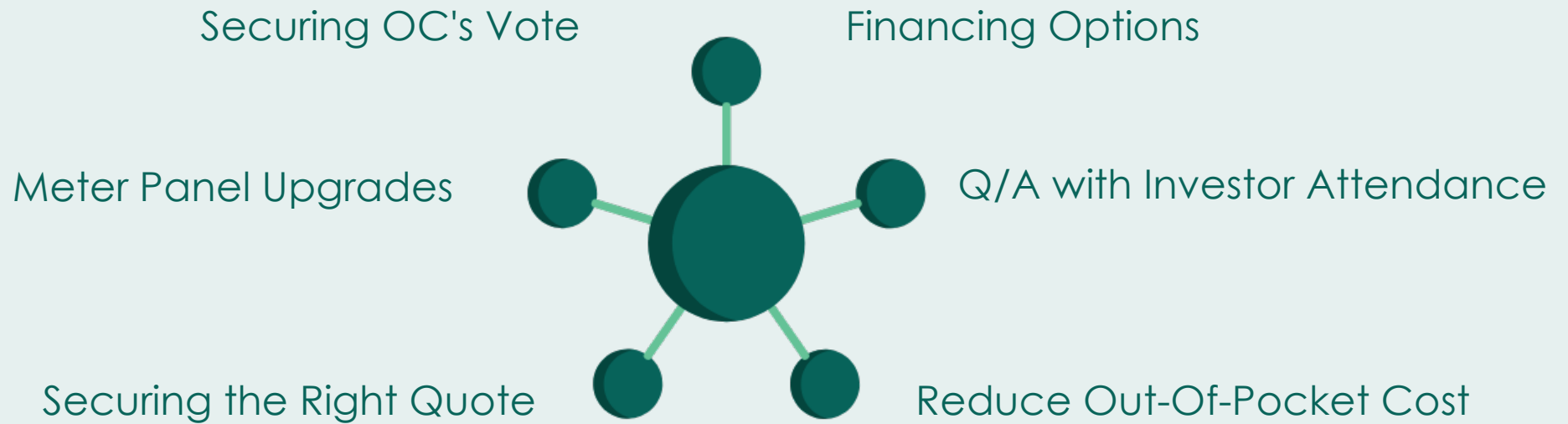
New funds provided by owners (proportional to lot entitlement) to fund solar.



## 3rd party finance

Strata finance to fund upfront cost of solar (e.g., variable rate, 7-year term).

# Tips to **secure solar** sooner



# Voting regulations

SolShare installations require only a **sustainability resolution** be passed for full project approval under NSW strata law

## How do you pass a sustainability resolution?

An EGM or AGM can be utilised to pass the required resolution for the both the solar but also finance (if required).

## How to reach a quorum?

A quorum can be automatically called with 25% of owners attending a meeting. However, if after 30mins 25% attendance is not reached, a quorum can be called for those attending, and a decision made from there.

## What votes are required of those that attend?

The No votes must not make up half or more of all votes of the meeting.  
*Yes + abstain votes > no votes.*

It should be noted that all owners are provided the opportunity to attend and vote on the project.

## Example scenario:

A strata building of 50 apartments have called an EGM to decide on a shared solar installation project — 12 owners attend. As this is not a quorum, after 30mins the committee nominates they have a quorum.

## A vote is executed and there are:

4 – Yes, 3 – Abstain, 5 – No

## Total yes and abstaining votes = 7

As this forms the majority, the vote is approved. The OC can then apply for NSW SoAR funding.

# Happy SolShare building — Alexandria, NSW



Featured on  
SBS News



“ If you can have solar, then you should. For this apartment the consumption has gone down by about 60%, which is huge. ”

*Nathan Hage,  
Resident of the  
Zinc Building*



Apartments  
45



SolShare Units  
3



Solar Capacity  
69 kWp

## Estimated average **annual outcomes**

*Date range: August 2023 - July 2024*



**\$346**

electricity bill savings per unit



**57.2**

tonnes of CO<sub>2</sub> saved



**30%**

grid consumption reduction



# Comprehensive **Step by Step** Brochure

## NSW SoAR Application Process

- Simplified steps
- Expected time frames
- Responsible parties for each step

Shared after this webinar!

allume 

NSW Solar for  
Apartment  
Residents

Application process



Get a quick solar assessment



Get started



[allumeenergy.com.au](https://allumeenergy.com.au)

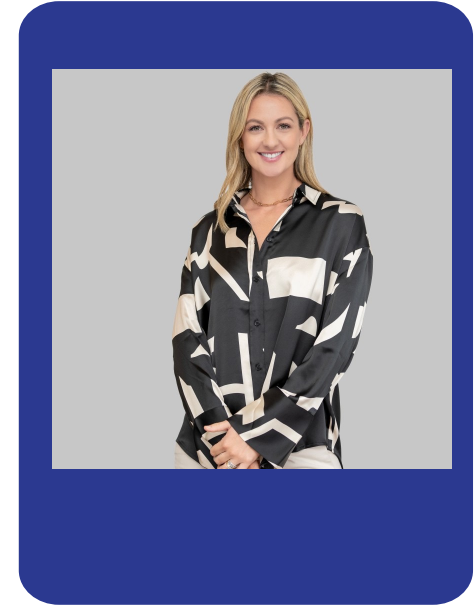
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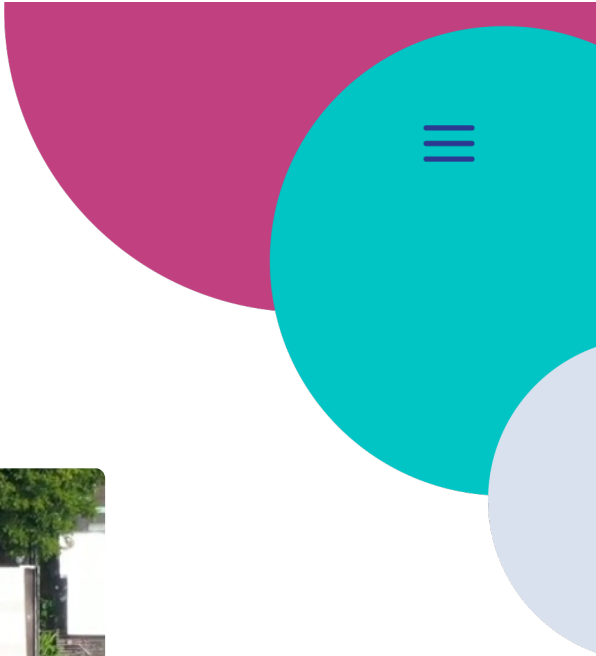
# **Gemma Davey Lannock Strata Finance**





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# Q&A



## How to get in touch



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# THANK YOU

## SEE YOU NEXT TIME



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