City of STONNINGTON

Apartment Solar Made Simple

Information session

26 February 2026

Welcome

Acknowledgement of Country

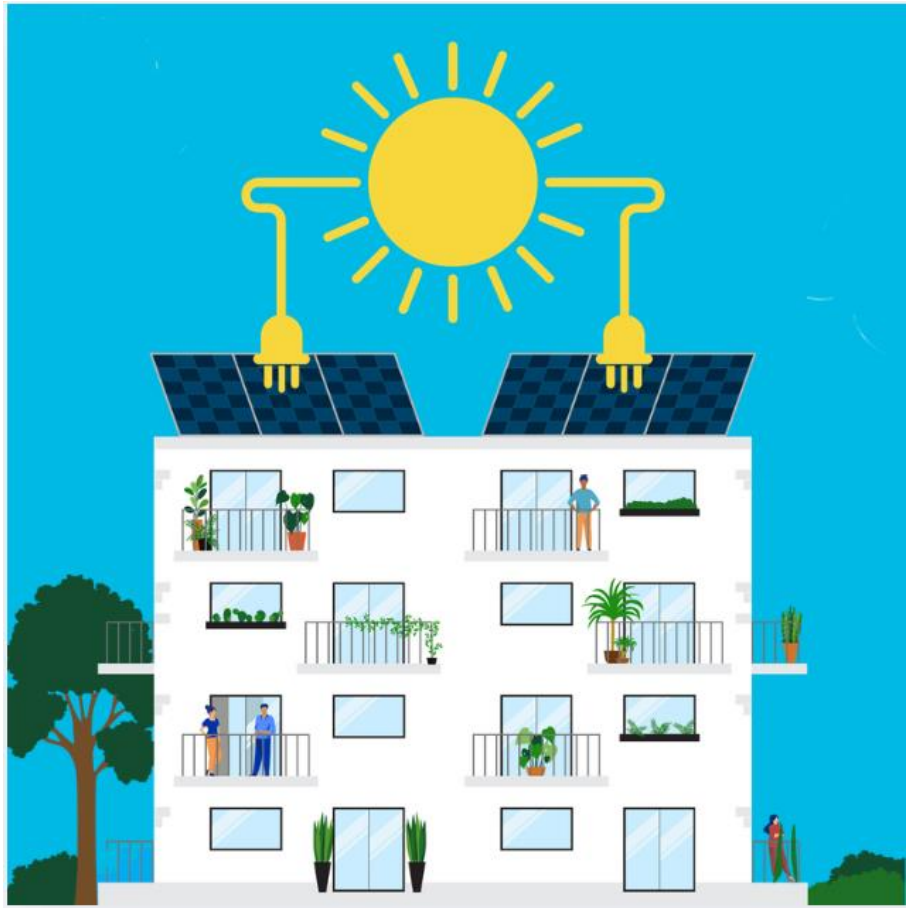
We acknowledge that Stonnington is located on the lands of the Wurundjeri Woi-Wurrung peoples, and that we are meeting on Wurundjeri Country today.

We pay our respect to Elders past and present.

Sir Zelman Cowen Playground Mural (2024)
Artist: Simone Thomson

City of STONNINGTON

Agenda



1. **What & why of apartment solar**
2. **Incentives available**
   - **Solar for Apartments rebate**
     Solar Victoria
   - **Sun Share subsidy**
     Council +Solar Savers
3. **How to apply**
4. **Supplier options**
   ZECO Energy
   Specialized Solar & Electrical + local case study
5. **Q&A**

SPECIALIZED SOLAR & ELECTRICAL

ZECO ENERGY

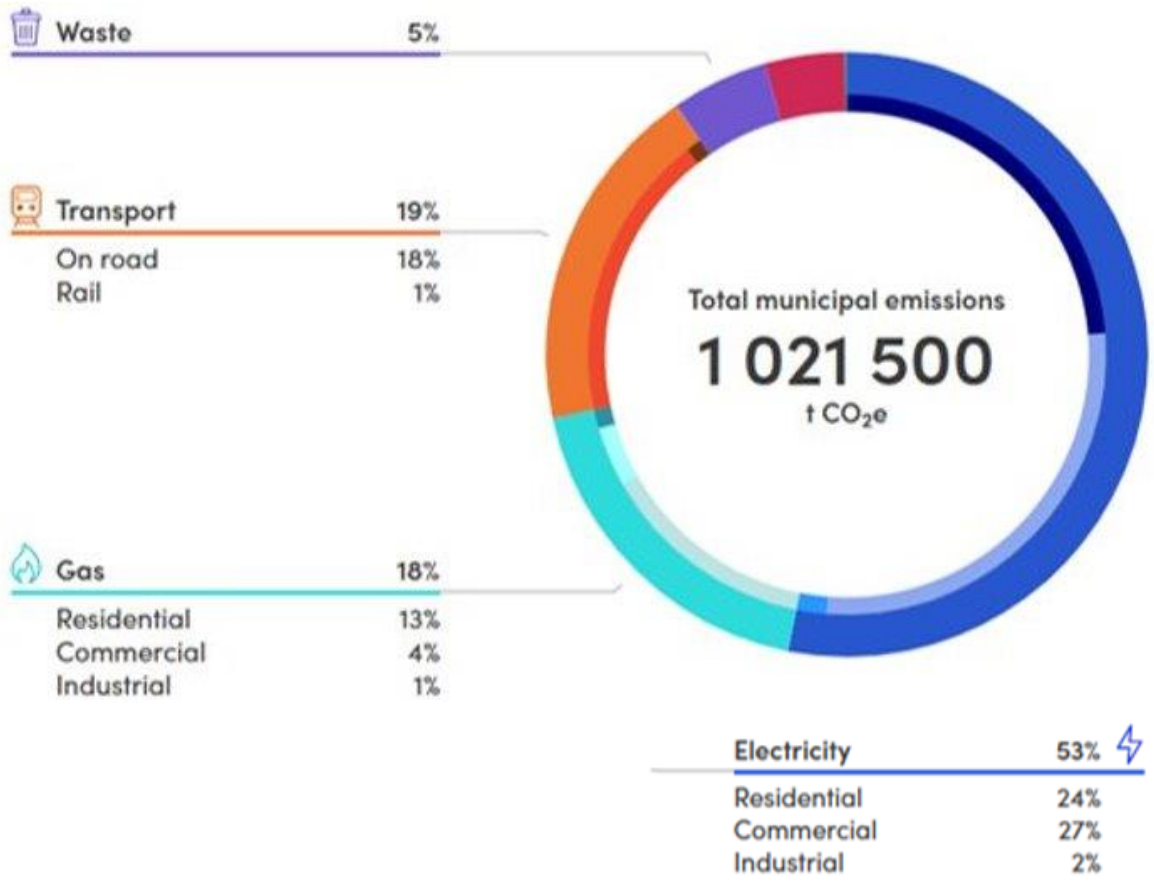
Solar SAVERS

Solar Victoria

City of STONNINGTON

Why support apartment solar?

- Council's target: net zero community emissions by 2030
- 37% of emissions are from electricity and gas use in homes
- Electrification and installing solar can reduce emissions
- ¾ of homes are apartments
- Apartments residents face more barriers to installing solar



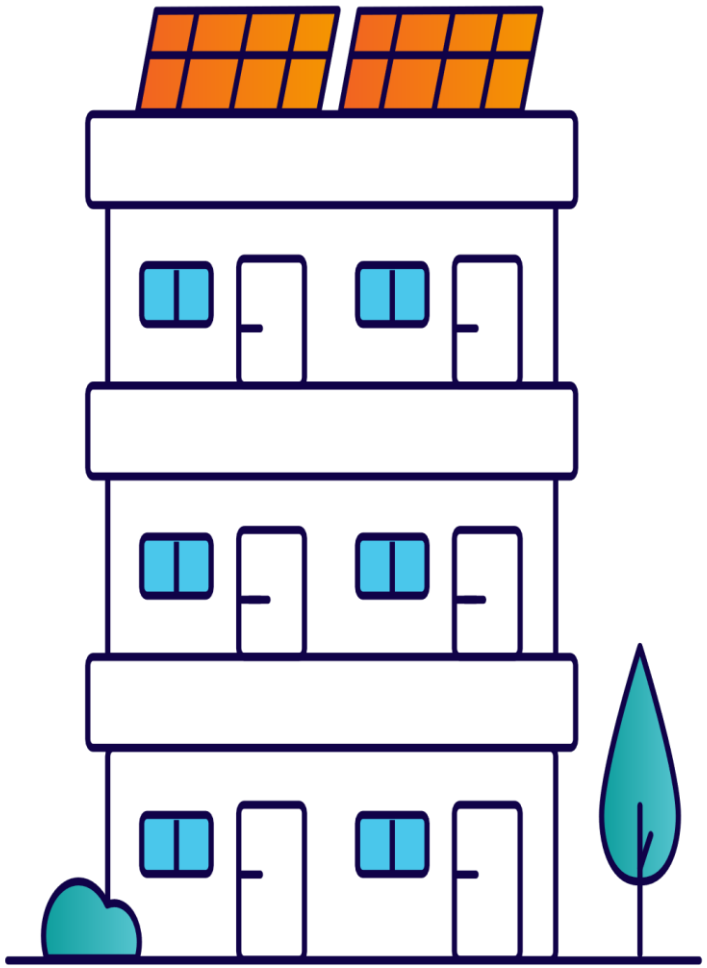
Solar options for apartments

	Direct connect	Shared solar
Installed on common property roof	✓	✓
Solar PV system	Individual systems for each apartment	One shared system for all participating apartments
Lower electricity bills, increased comfort, better health	✓	✓
Future-proofing building	✓	✓
Energy shared fairly between neighbours	Depends	✓
Eligible for **Sun Share subsidy**	No*	Yes
Eligible for **Solar for Apartments rebate**	Yes	Yes

* Exceptions on a case-by-case basis, where majority of participating apartments are connected to shared solar.

Photo: Allume

Solar for Apartments



Solar for Apartments is jointly funded by the Victorian and Commonwealth Governments.

The program aims to:

- help existing Victorian apartment buildings move towards electrification, and
- provides more opportunities for low-and middle-income apartment households to access the benefits of solar.

The program reduces the cost of installing solar PV on apartment buildings, by providing rebates of up to **$2,800** per apartment for buildings of up to 50 lots, with a maximum of **$140,000** per building.

Solar for Apartments is delivered in rounds, with Round 3 launched on the 19 September and closing **30 April 2026**, or when all rebates are taken up, whichever comes first.

Program Eligibility - Customer

Eligible customers

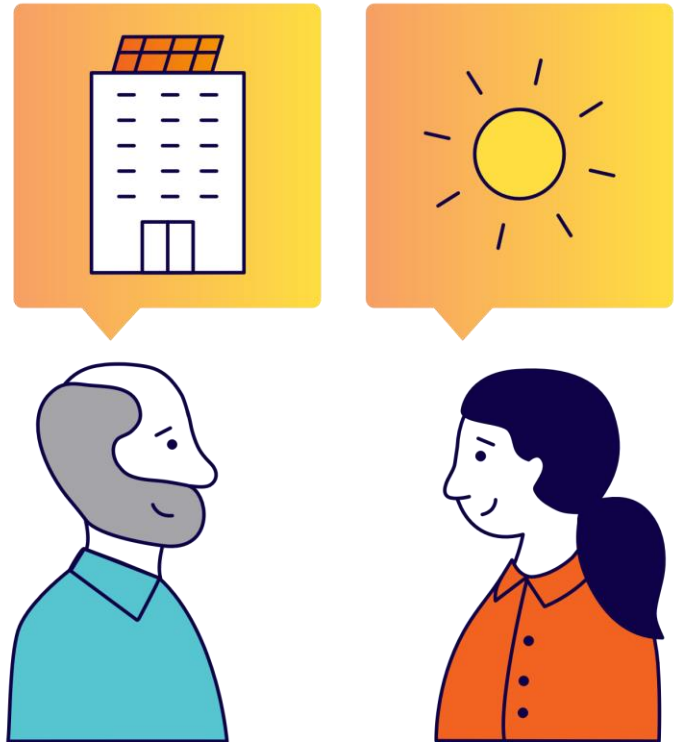
Victorian Owners Corporations (OCs) with 5-50 occupiable apartment lots can participate. Must:

a) be a Victorian tier 3 or 4 owners corporation; and

b) have not previously received a grant under the program.

Note: The OC must have authority to make decisions on roof space as common property.

Ineligible customers: Individuals, government agencies, private sector businesses, educational institutions, local government authorities, and not for profits.
Does not include 'services only Owners Corporations'



- **Note** There is an Eligibility exemption later in presentation.

Program Eligibility - Properties

Eligible properties

a) be no more than **8 storeys tall**;

b) be a completed development at the time of application;

c) be classed under the National Construction Code as a **Class 1a** horizontally attached **(e.g. townhouses or row units)** or **Class 2 (e.g. an apartment complex)** domestic building

d) have a median capital improved apartment value not exceeding **$950,000;**

e) have not had solar installed in last 10 years; and

f) be located in the State of Victoria

Ineligible properties: retirement villages, commercial buildings or those owned by a local council, property developer or community housing organisation. Buildings connected to an embedded network for electricity supply. Social housing covered separately by Homes Victoria programs

Program Eligibility - Systems

Eligible systems

a) supply power, behind-the-meter, to **a minimum of 5 and no more than 50 residential lots;**
b) demonstrate a **payback period** for the system and installation cost within **10 years**;
c) equitably share the benefits with participating residents;
d) limit energy supplied to common areas to the equal proportion available to each residential lot;
e) supply power to residential lots behind the meter;
f) be installed on **common property roof;**
g) use Solar Victoria's Eligible Products; and
h) Solar Victoria's Authorised Retailer and Installer lists.

Solar sharing technologies can be used where agreed.
It will not be mandatory for all apartments within a building to participate.

Ineligible systems: Systems installed through a third-party Power Purchase Agreement; that exclusively provide energy to common areas; that connect to apartments with an existing solar installed in the last 10 years; or that have already been installed.

Solar sharing technologies

Solar sharing technologies are supported. Solar Victoria will require a minimum 5-year warranty.

Solar sharing technologies that are considered Inverter Power Sharing Devices and required to install an interface protection in line with AS/NZS 4777.1:2016 Grid connection of energy systems via inverters

Benefits sharing with common areas

Connection to common areas permitted to incentivise participation, particularly by landlords. Supply to common areas cannot exceed the equal proportion available to each residential lot.

Payback period

Payback period will be assessed using total installation costs (minus STCs) and total energy cost savings for residents prior to application of the rebate value.

Funds

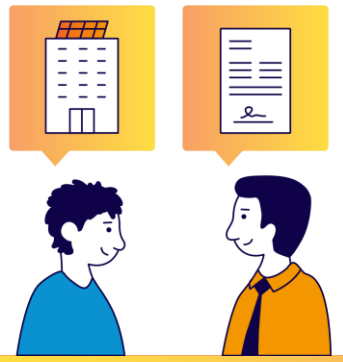
Successful applicants may receive funding for up to 100% of system purchase and installation costs, to a maximum of $2,800 per participating apartment.

Eligibility Exemption

- OCs with more than 50 but fewer than 100 lots or over 8 storeys can apply for an exemption to the eligibility criteria on the condition that they:
    - Install a system with a minimum capacity of 1 kW per participating lot
    - Meet all other eligibility criteria, including demonstrating a 10-yr payback period
    - Funding is capped at $140,000, as per current funding criteria
    - OC is to nominate up to 50 lots that the funding is to be allocated against
    - To get an exemption, the OC will need to email: apartments@team.solar.vic.gov.au

Example:

- ❑ 90 lot building
- ❑ 65 participating lots
- ❑ Minimum 65kW system
- ❑ Maximum $140k Funding
- ❑ Has 10 year or less payback period
- ❑ Meets all other SFA eligibility criteria



Council's Sun Share subsidy

Sun Share

Shared solar for apartments

Up to $1000 per apartment

Solar SAVERS

Available until funds are exhausted (each financial year, until **30 June 2028)**

<u>Can be combined with Solar for Apartments rebate</u>

Released once OC formally accepts quote, can use towards paying deposit

Eligibility

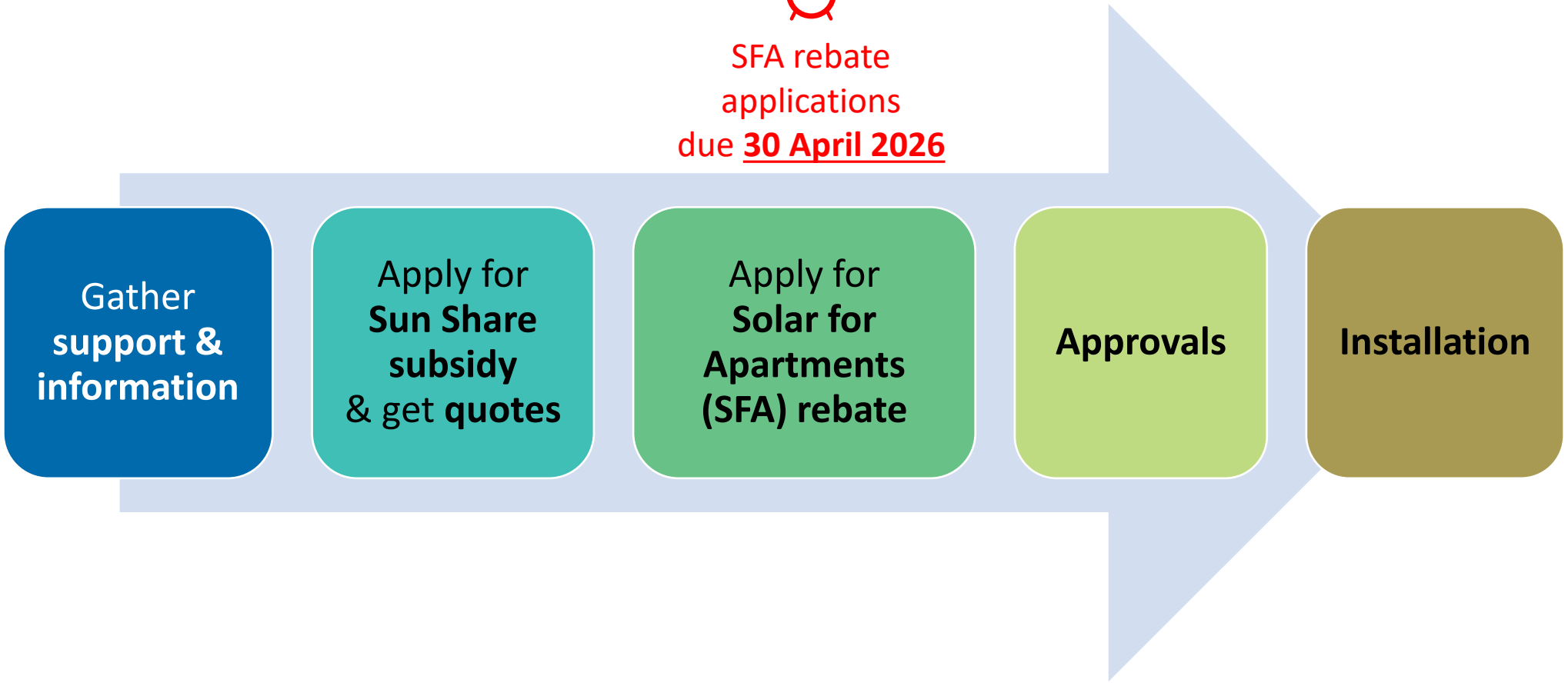
✓ Solar for Apartments criteria

+

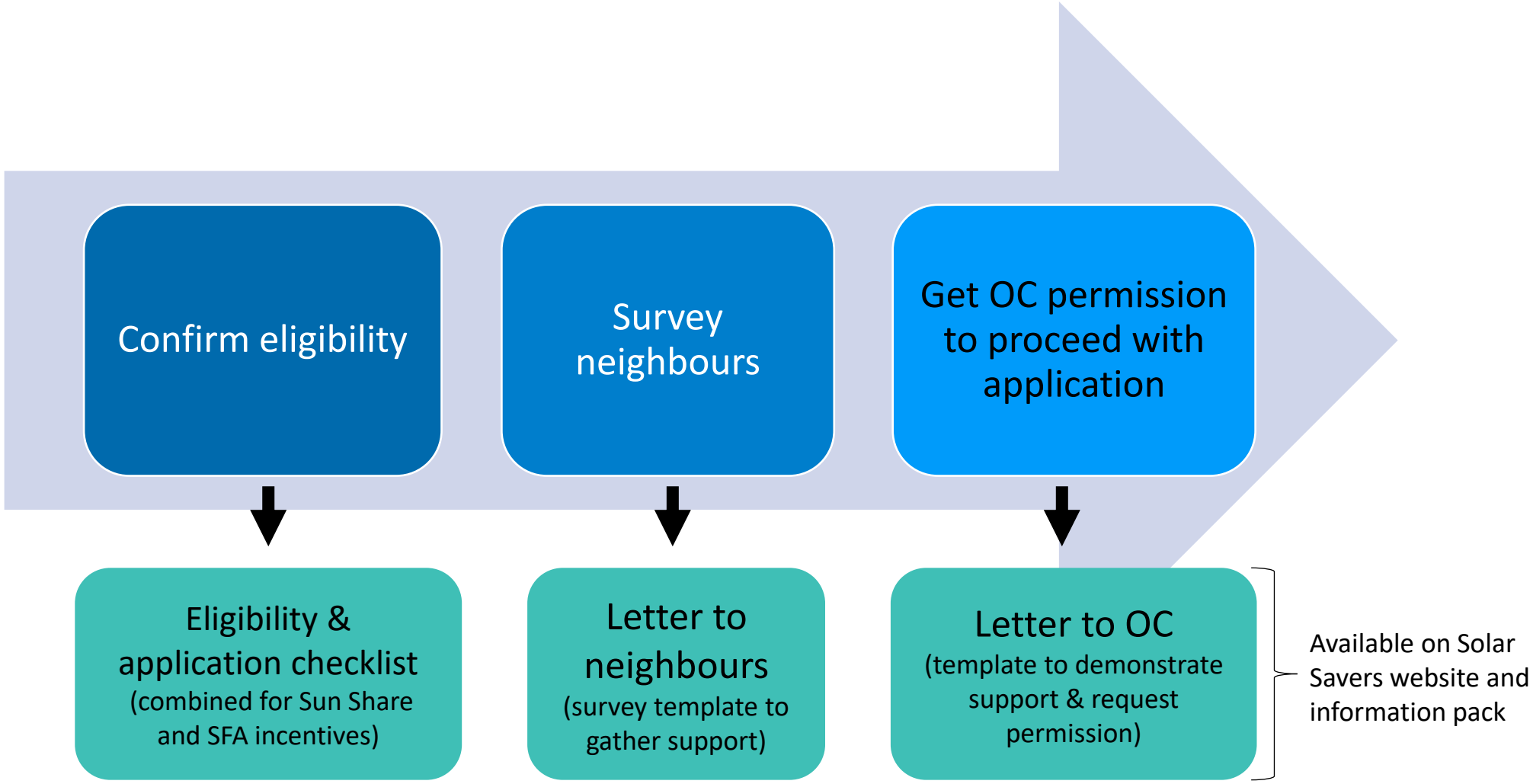
- ✓ Building located in Stonnington
- ✓ Class 2 buildings (apartments) only
- ✓ Install via Solar Savers suppliers
- ✓ Prefer shared solar rather than direct connect
- ✓ Commercial/common property lots are not eligible

How to apply for both incentives

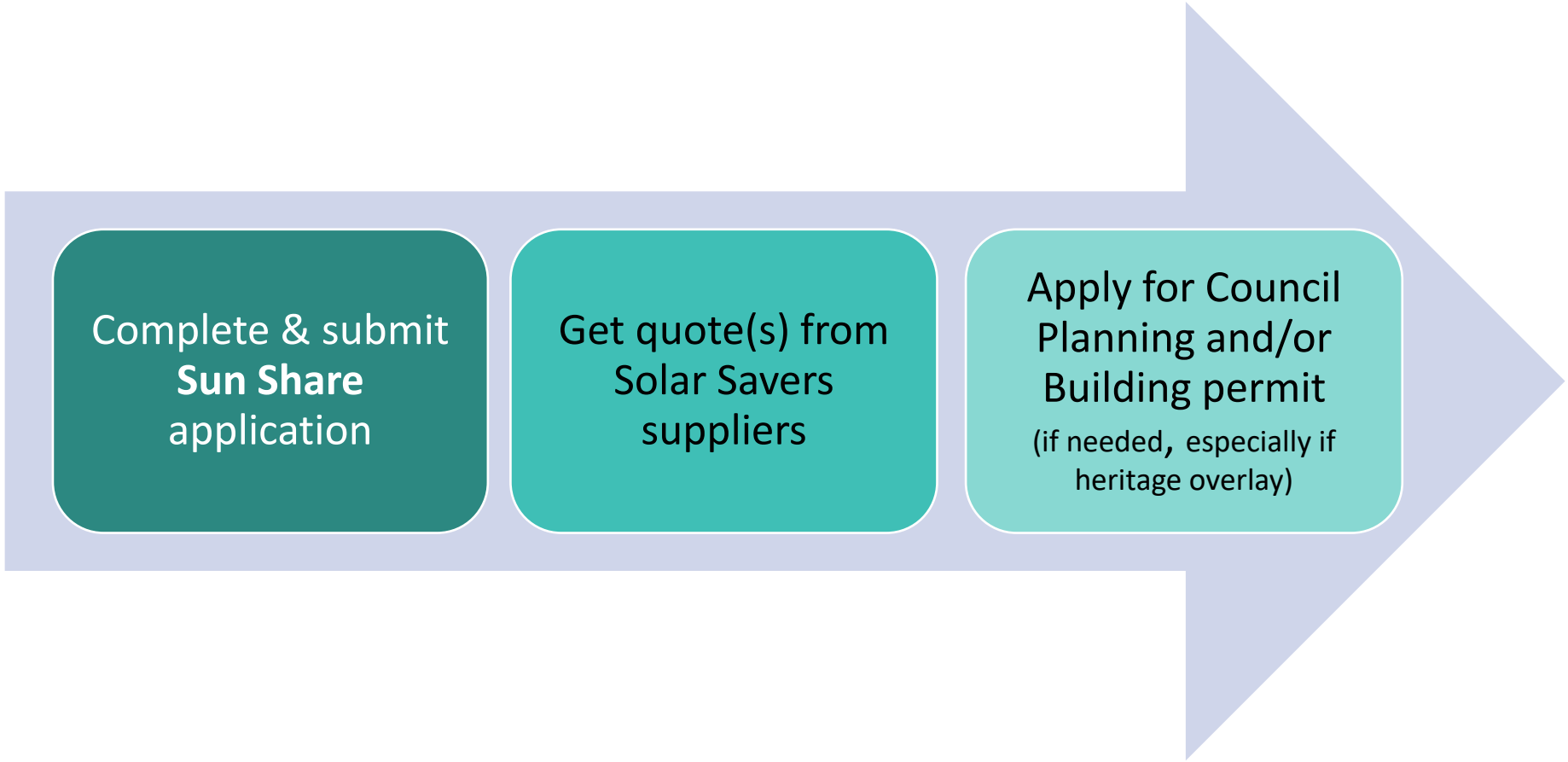
SFA rebate applications due **30 April 2026**



1. Gather support & information



2. Apply for Sun Share & get quotes



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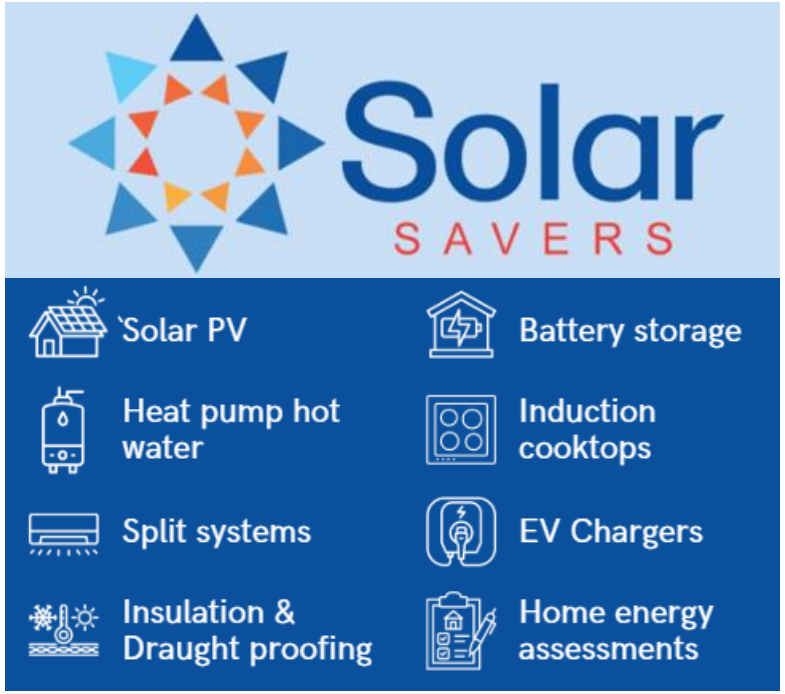


Solar Savers is a joint **council-led program** for residents and businesses delivered across 20 Victorian councils. **Trusted installers** are selected for quality products, fair pricing, safe installations, longevity, and customer service.

Additional project costs can include:

- Switchboard upgrades (inspection by licenced electrician)
- Distributed Network Service Provider (DNSP) approval costs

Thorough physical site inspections help identify potential obstacles early to provide realistic project costs and avoid delays and frustration.

For **mandatory** quote inclusions, refer to:

Eligibility & application checklist
(combined for Sun Share and SFA incentives)

City of STONNINGTON

3. Finalise and submit SFA application

OC reviews quote(s) & nominates supplier

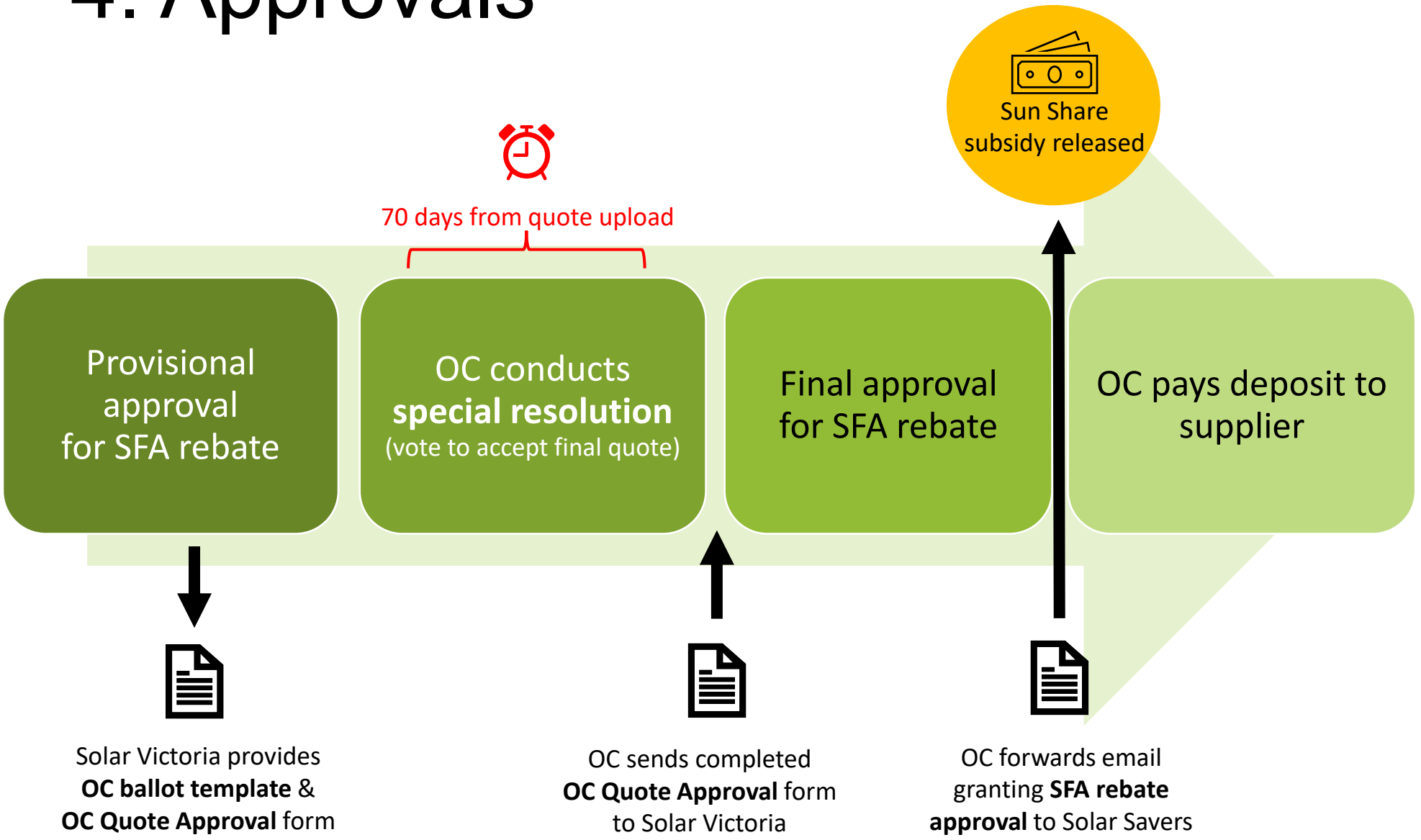
Complete and submit **Solar for Apartments (SFA)** application (2 parts)

Supplier uploads final quote

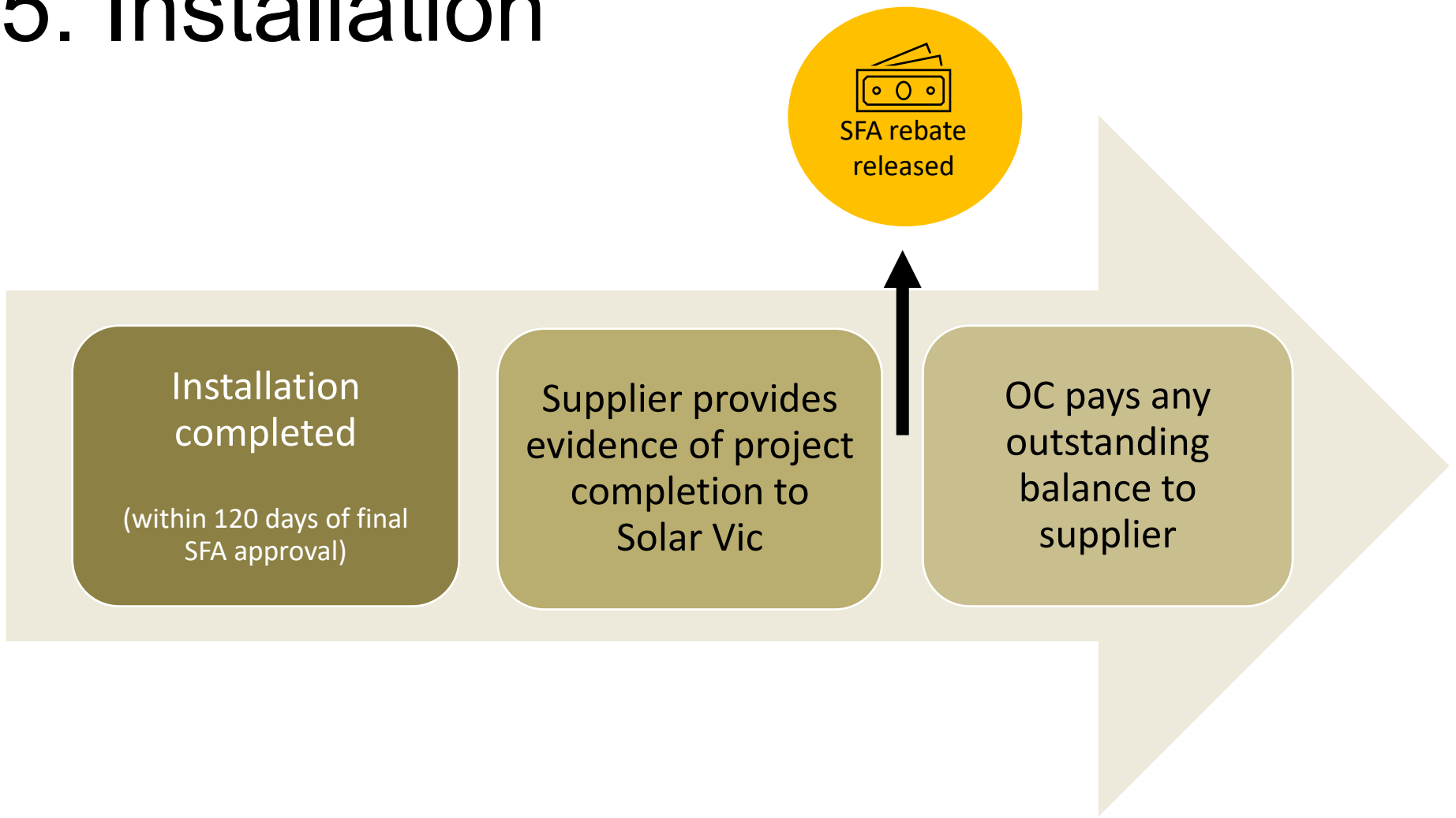
(SFA rebate reserved for 70 days)

OC forwards confirmation email with **SFA application number** to Solar Savers

4. Approvals


Sun Share subsidy released
70 days from quote upload
Provisional approval for SFA rebate
OC conducts **special resolution** (vote to accept final quote)
Final approval for SFA rebate
OC pays deposit to supplier
Solar Victoria provides **OC ballot template** & **OC Quote Approval** form
OC sends completed **OC Quote Approval** form to Solar Victoria
OC forwards email granting **SFA rebate approval** to Solar Savers

5. Installation



Resources & support to help you

Apply for Sun Share subsidy here

For application support or supplier issues contact the Solar Savers team

Website: solarsavers.org.au
Tel: 1300 548 598
Email: info@solarsavers.org.au

Apply for Solar for Apartments rebate here

Website: solar.vic.gov.au/apartments
Email: SFA@team.solar.vic.gov.au

Eligibility & application checklist
(combined for Sun Share and SFA)

Letter to neighbours
(survey template to gather support)

Letter to OC
(template to demonstrate support, request permission)

Available on Solar Savers website and information pack

Factsheets

- Making it happen
- Purchasing solar panels
- For Owners Corporations
- Saving with solar guide

Guide to solar for apartments

(Yarra Energy Foundation)

Available on SFA website

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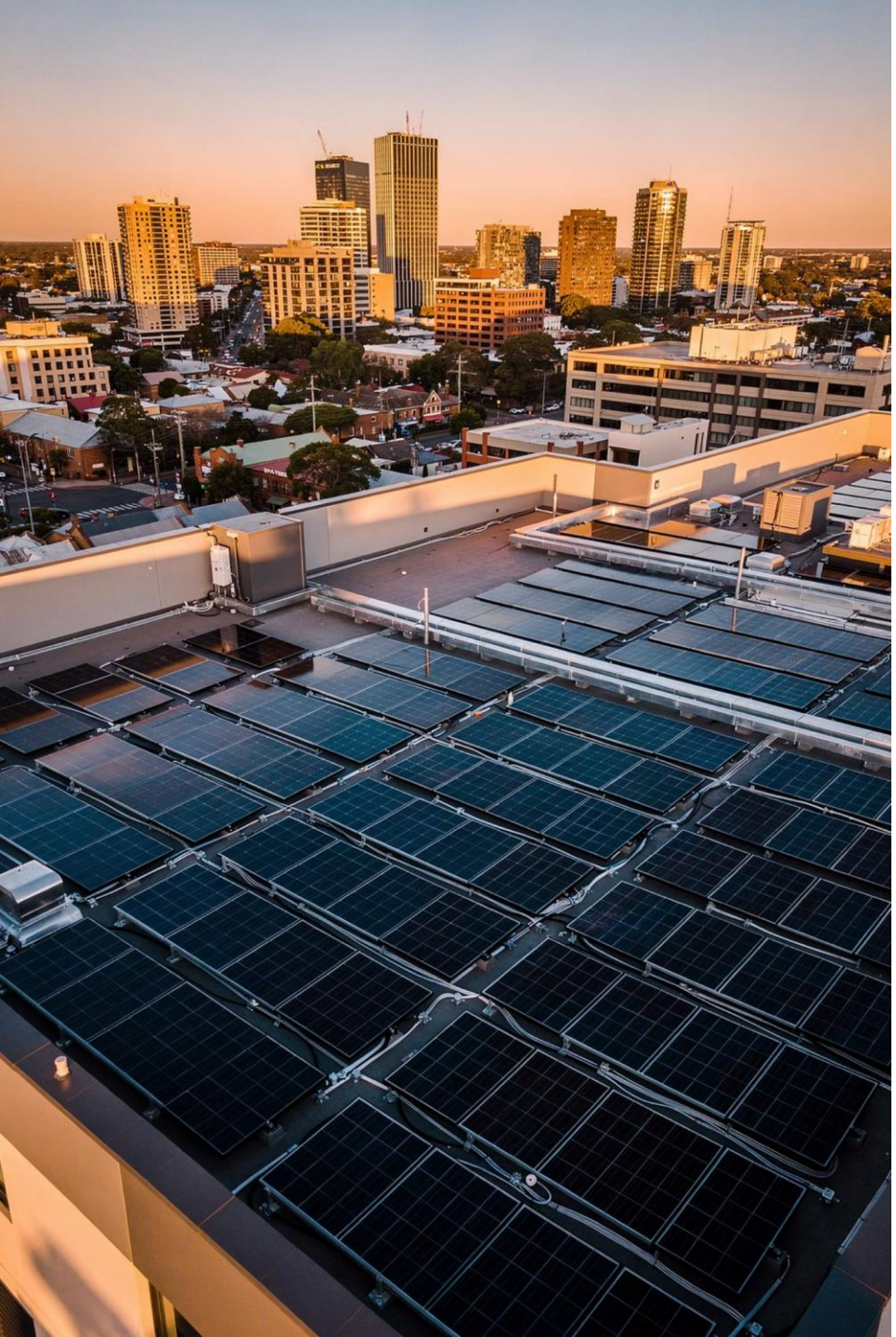


POWERED BY MARSHALL

Solar for Apartments: Choosing the Right Renewable Energy Model

ZECO ENERGY

A practical decision guide for Owners Corporations, strata managers, and property developers navigating renewable energy in multi-unit buildings.

Four Key Decisions

That shape every apartment solar project

Four Solution Types

Architectures available in strata today

Marshall Platform

Allocation, compliance & optimisation

Two Case Studies

Frankston & Magnetic Island

Apartments Have Barriers That Standard Solar Quotes Don't Address

Shared Roof Space

Limited area, competing priorities, and future expansion needs must all be resolved before design begins.

Shared Governance

OC approvals, by-laws, funding rules, and maintenance responsibilities add layers of complexity.

Split Incentives

Owners, landlords, and tenants benefit differently — misalignment creates conflict if not addressed early.

Metering & Billing

Fair, auditable allocation is the difference between a harmonious building and a disputed one.

Electrical Constraints

Switchboard headroom, feed-in limits, and rising peak demand require careful assessment.

Export Limits

DNSP rules and curtailment risk mean "install and forget" no longer works in today's grid environment.

Start With Decisions, Not Products

The model you choose determines technical design, governance, economics, and rebate alignment. These four decisions come first.

1. Electrification

Which gas loads shift to electric, and what load growth follows?

2. EV Strategy

Individual vs shared charging, and how residents are billed.

3. Market Participation

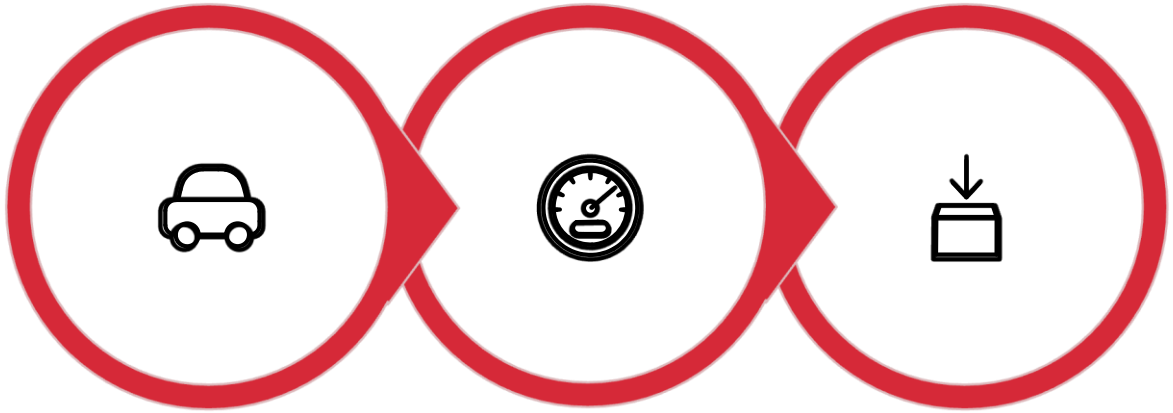
Bill savings only, or advanced revenue opportunities where feasible?

4. Generation & Storage

Shared system vs individual systems on shared roof space.

PILLAR 2

EV Charging Is Often the Largest New Electrical Load in Strata



Unmanaged simultaneous charging drives sharp demand peaks and increases switchboard upgrade risk. Load management and clear OC rules for access and fairness are essential design requirements.

PILLAR 3

What Does the OC Want the Energy Assets to Do?

Bill Savings (Baseline)

Maximise self-consumption and reduce grid imports — the foundation of any project.

Tariff-Aware Optimisation

Shift and shape loads around time-of-use pricing to deepen savings further.

Revenue Pathways (Advanced)

VPP and grid services participation — site dependent, requires robust governance and asset ownership clarity.

PILLAR 4

Shared System vs Individual Systems on a Shared Roof

Roof space is scarce. Define allocation rules and future opt-in pathways now.

Shared PV & Battery

One system, many beneficiaries. Allocation method determines fairness and trust. Battery enables peak shaping, self-consumption, and potential revenue pathways.

- Auditable allocation layer is essential
- Larger battery may unlock grid services

Individual PV on Shared Roof

Participating lots receive individual benefit. Simpler to explain, but roof entitlement must be defined upfront.

- Preserves optionality for future opt-in
- Each lot manages its own economics

What's Actually on the Market Today

Three solution types — differentiated by **who participates** and **how benefits are allocated**.

1.

Direct Connect (Opt-in Lots)

Participating owners receive individual benefit from dedicated rooftop allocation.

2.

Shared — Optimised by Load

Everyone participates; allocation maximises onsite use and savings based on real demand.

3.

~~Common Area Only~~

PV serves OC loads only — lifts, lighting, pumps. Generally not aligned to Solar for Apartments intent.

OPTION 1

Direct Connect: When Not Everyone Wants to Participate — and That's OK

Best for: Mixed ownership buildings with varied appetite to invest, or staged adoption strategies.

Rooftop entitlement is allocated to participating lots; benefits flow directly to those lots only.

Pros

Simpler governance, faster delivery, preserves optionality for future opt-in.

Watch-outs

Define roof allocation and future participation rules upfront; keep strata admin simple.

OPTION 2

Shared Optimised: Maximise Savings by Matching Energy to Real Demand

Best For

Buildings prioritising the best possible economics — especially those that are electrification and EV-ready. Allocation is based on measured, real-time demand to maximise onsite use.

Pros & Watch-outs

- Typically highest self-consumption rate
- Benefits align with actual usage
- Supports demand management across the building
- Requires robust metering, data governance, and transparent reporting to maintain trust

CASE STUDY — FRANKSTON

6 Townhouses | Shared Optimised | Predominantly Self-Supplied

<10%

of total site consumption from the grid

System: PV 31.54 kW | Battery 20 kWh | Marshall Switchboard

Model: Shared — everyone participates, allocation optimised by real-time load. Six townhouses with common walls on a shared roof.

- High onsite utilisation with demand shaping across all six lots
- Export actively managed for DNSP compliance
- **Lessons:** tighter upfront modelling is key; a larger battery would open revenue pathway options

CASE STUDY — MAGNETIC ISLAND

3-Storey | Direct Connect | Daytime Imports Slashed

98%

reduction in daytime grid imports

System: Individual PV 2.35–4.23 kW per lot | No Batteries

Model: Direct Connect (opt-in) — chosen because of mixed ownership with more landlords than owner-occupiers. High wind, salinity, and reliability concerns shaped the technical design.

- HVAC-led daytime load profile made Direct Connect highly effective
- **Key lesson:** target the site's highest-cost consumption periods — load shapes vary significantly by building type

The Only Way to Get the Best Outcome

Every building is different. The right model can only be confirmed through an **on-site assessment** — roof constraints, switchboard capacity, metering realities, and OC governance all shape the recommendation.

→ ZERO COST On-Site Assessment

Confirm roof, switchboard, metering, and OC governance requirements **in person**.

→ Data Capture

Gather interval data, load profiles, tariff structures, and **existing infrastructure details**.

→ Modelling

Model all viable pathways — Direct Connect, Equal Share, Optimised, and **revenue options** where feasible.

→ OC-Ready Pack

Deliver a recommendation pack that **supports OC approval** and avoids costly rework.

We generally discount Common Area Only as the primary solution — it doesn't deliver meaningful value to residents. Choose a partner not tied to one solution, so the building's outcome drives the model, not a product preference.

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SOLAR & ELECTRICAL

2 GORDON STREET
ELSTERNWICK

Case Study & OC Process Insight
2 Gordon Steet

Peter Tregilgas
Owners Corporation Chairman

What is the OC's role in installing solar?

- The OC is responsible for the management of the property.
- Key issue - legislated requirement ... 75% of the owners commit to a capital improvement
- Owners Communication & Engagement
- Owner/Occupiers & Owner/Investors
- Process of SV - information/quote from supplier Voting process - commitment to change was managed

Lessons for Other OC's

- Projects – need champions
- Ensure proper feasibility of the building
- Flexibility of supplier to work with changing dynamics (participation numbers … variation - original to end. Can't buy without a known price)
- Work with experienced, reliable suppliers
- Focus on long-term building improvement value, not simply upfront cost
- Understand the cost implication, incentives, and reasons to invest for differing owner occupier/investors.

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Case Study & OC Process Insight
2 Gordon Steet

Scott Degabriele
Head of Commercial

Conclusion

"We don’t just provide indicative estimates - we undertake detailed site and infrastructure assessments to deliver comprehensive, infrastructure-backed proposals that identify all technical, compliance and cost considerations upfront."

“If you follow a structured process and partner with the right team, apartment solar is not complicated - it’s achievable.”

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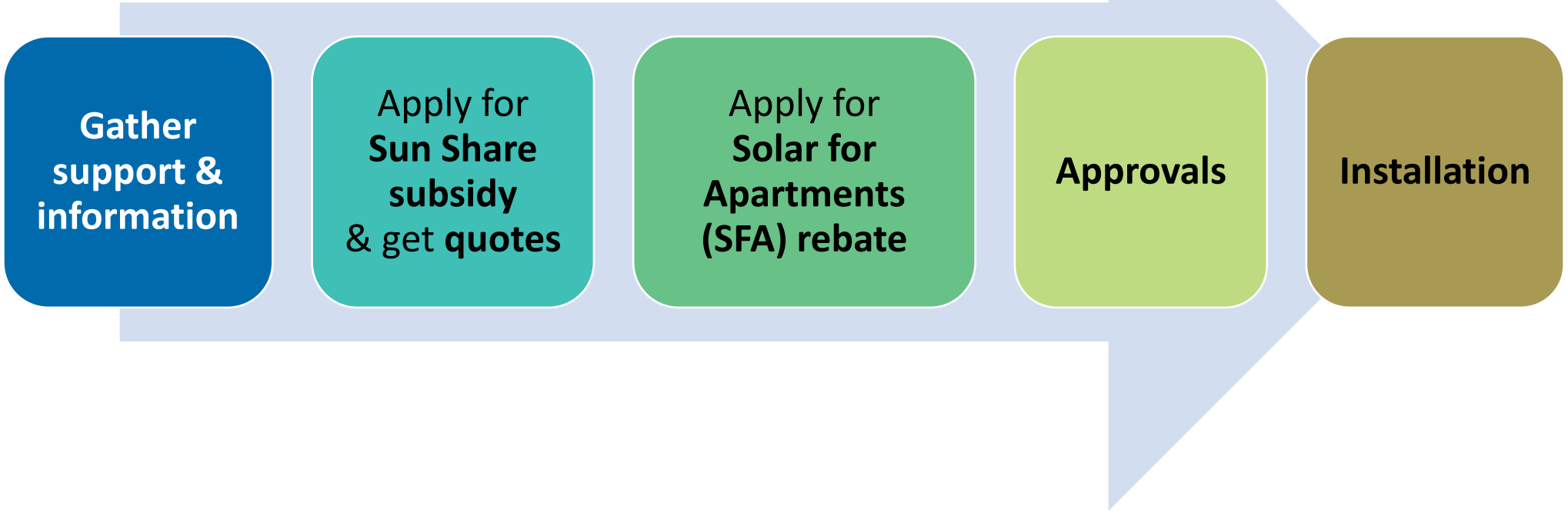
Recap & next steps

SFA rebate applications due **30 April 2026**

OC Special Resolution (70 days)



Other Stonnington subsidies

Energy Insights

Home energy assessments

50% off = all Stonnington residents
75% off = concession card holders

AVAILABLE NOW

Energy for Everyone

Energy upgrades for vulnerable households

Up to $2500 per household per year

50% off = any priority group*
75% off = concession card holders

COMING SOON

City of STONNINGTON

Thank you!

Solar Savers: info@solarsavers.org.au
Stonnington Council: environment@stonnington.vic.gov.au
Solar Victoria: SFA@team.solar.vic.gov.au