

Solar for Apartments Round 3 Webinar



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Solar
Victoria



Contents

- Program update
- Solar for apartments eligibility
- Application Process
- Industry Safety, Guidance and Audits
- Resources



Solar for Apartments

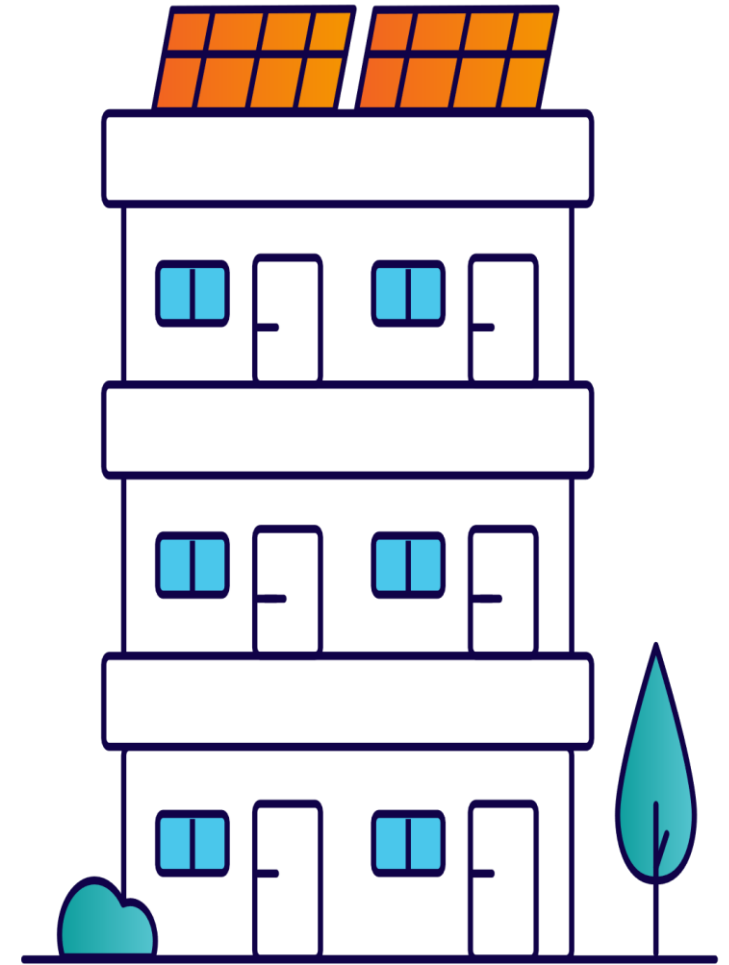
Solar for Apartments is jointly funded by the Victorian and Commonwealth Governments.

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.



Apartments Overview

46%



of households receiving funding are **rental properties**

81%

of approved buildings had a 100% lot participation (round 1 only)

19 lots



per building, on average. **67%** have 3 storeys or less.

\$53,343

Average grant amount per Owners Corporation

71%



of project costs covered by the grant, on average

1.4 kW

per lot average installed capacity. 27.9kW average total system size.

\$943

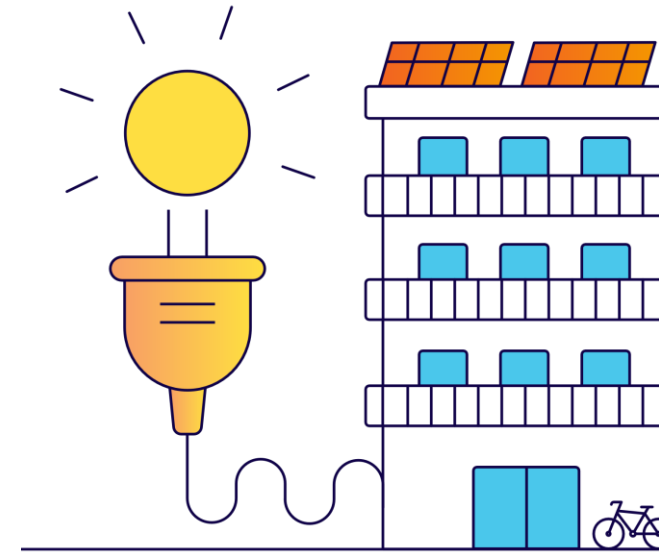


average out-of-pocket cost per household (~2.5-year payback period)

69%



of projects opt for **solar sharing technology**



Uptake by LGA

- Uptake has been strongest in:
 - Merri-Bek (28)
 - Port Phillip (25)
 - Yarra (24)
 - Darebin (16)
- Demand has not been limited to a single demographic, both renters and owner-occupiers are benefiting.
- The program has shown consistent growth in interest, demonstrating that apartments can successfully share the benefits of solar.



Regional Pool of Opportunity

- Across regional and rural Victoria, **583** properties, representing **5,593** households, are likely to be eligible for the Solar for Apartments Program.
- Round 2 expanded eligibility to include townhouses and row units, broadening opportunities for regional households to access and benefit from the program.
- The inner city is performing well, and there is now potential for all LGAs, both in Melbourne and regional areas, to extend these benefits more broadly.



Program Eligibility - Customer

Eligible customers

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

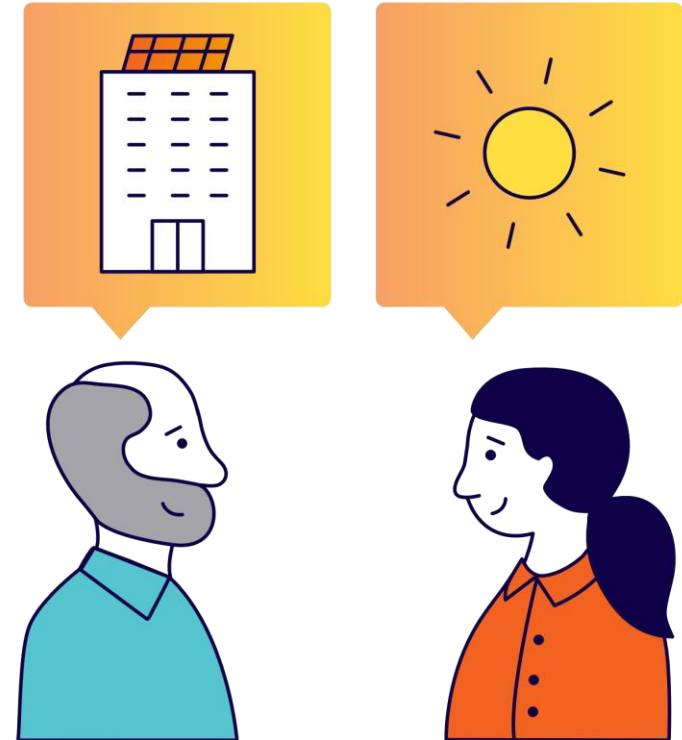
- a) be a Victorian tier 3 or 4 owners corporation; and
- b) have not previously received a grant under the program.

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.



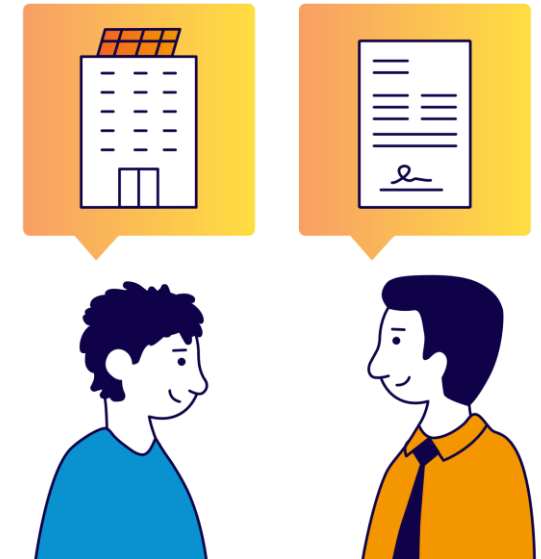
Funds

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 (example: 70 apartments must have a system 70kW or greater)
 - 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



Application process for Round 3

Champion Self Check



OC Champion

- 1. Online Self Check** A Building Champion (Strata manager, building owner/renter) can check if the OC and building are eligible to participate. This will include a Valuer General property value check.
- 2. Resources on getting 'solar ready':** Applicants are provided information on next steps to installing solar on apartments, such as information on technology options, obtaining 3 quotes from retailers, and talking with owners before progressing to a formal application.

OC Application



OC applicant submits:

- 1. An Application form** providing details about the applicant, the building, the number of participating lots (incl. renters vs owners), and other project details.
- 2. A plan of subdivision** is uploaded
- An **Authorised Retailer is nominated**

Retailer Quote



Rebate held until exhausted:

Retailer Portal

- 1. The final quote** with system design, cost and connection parameters is uploaded by the nominated retailer.
- 2. The rebate is reserved** (per participating apartment lot) for the building (for 70 days).

Solar Vic sends OC resources to support final application submission:

- Template to conduct OC ballot
- Evidence of OC project approval form

OC Accepts Quote



OC Champion

OC has **70 days** from quote lodgement to **Accept the quote**

1. OC project approval form :

- Confirms a OC ballot was held (where relevant)
- Solar is approved by OC to be installed on common property
- Solar PV benefits will be shared equitably.
- Common property energy supply is proportional to each residential lot
- Signed by two parties

*If eligible, Solar Victoria approves project funds and project progresses to installation

Install and pay



Retailers

- 1. Notify Solar Victoria of scheduled installation date.**
- 2. Request Payment** including supply of installation documentation (tax invoice, STC and CoES).

Solar Victoria makes payment to the Retailer



Application and quote process

Authorised retailers must use the Solar Victoria retailer portal to upload applicant quotes and claim rebate payment.

Once you submit the quote, once accepted rebate funding is held for 70 calendar days.

Please allow sufficient time for the OC to approve the quote when you set the quote expiry date.

For a step-by-step process please download the

[User Guide](#)



Solar Victoria Retailer Portal

**Retailer
user guide for
Solar for
Apartments**

Current as at 14.01.25

 Solar Victoria 

Application process – DNSP

Pre-approval to connect and export to the grid

- Retailers must seek approval from the applicant's Distributed Network Service Provider (DNSP) to connect and export self-generated solar to the grid.
- The process and technical details for grid connection vary depending on the DNSP.
- Retailers must also advise the applicant of any export constraints.
- This needs to happen before you submit the quote through the portal.



Application process – Quote requirements

The nominated authorised retailers will be contacted to upload a quote in the portal. Information you must provide at this step includes:

- the final solar PV system design (including the eligible products to be installed and the system's capacity and expected energy generation)
- the total costs for supply and installation of the solar panel (PV) system
- the value of small-scale technology certificates (STCs) applied to the project
- the location on the building where the solar panel (PV) system will be installed
- the final number of participating lots
- any relevant connection details
- the annualised return on investment/payback period for the total purchase and installation in accordance with the New Energy Tech Consumer Code (NETCC)
- quote expiry date (please allow sufficient time for the OC to approve the quote when you set the quote expiry date).



Company name Pty. Ltd.
ABN XX XXX XXX XXX
T: 03 9000 0000
E: info@samplecompany.com.au

Tax Invoice

Invoice number: 000002
Date: 31/12/2024

Bill to:
John Smith
Owners Corporation 565656PS
123 Sample Street, Suburb, 3000

Installation address:
123 Sample Street, Suburb 3000

Installation date:
20.04.24

Description*	QTY	Price (incl. GST)	Total (incl. GST)
Installation of solar connecting 44 apartment units to 3 solare units and 3 inverters.	1	\$198,000.00	\$198,000.00
Example Panel P12345 (440 W)	54	(incl.)	
Example Inverter I98765 (20 kW)	3	(incl.)	
Solar Sharing unit	3	(incl.)	
Interface Protection		(incl.)	
Electrical components including mounting frames, racking and cabling		(incl.)	
Installation & labour – Including certificate of electrical safety on completion		(incl.)	
Balance of system		(incl.)	
Network pre-approval		(incl.)	

Notes: This quote is applicable for 44 apartments plus common property meter

Warranty information:

10-year workmanship warranty
10-year inverter product warranty
25-year panel performance warranty
10-year from date of installation for solar sharing technology warranties

Subtotal incl. GST	\$198,000.00
Included GST	\$18,000.00
STC Discount (664 STCs × \$38.20)	\$25,364.80
Total incl. GST	\$172,635.20
Less Deposits Paid	\$51,790.56
Balance Due	\$120,844.64

*Amounts displayed are for demonstration purposes only and not indicative of actual costs involved

501267_Sample Milestone 2 Invoice_06.05.24

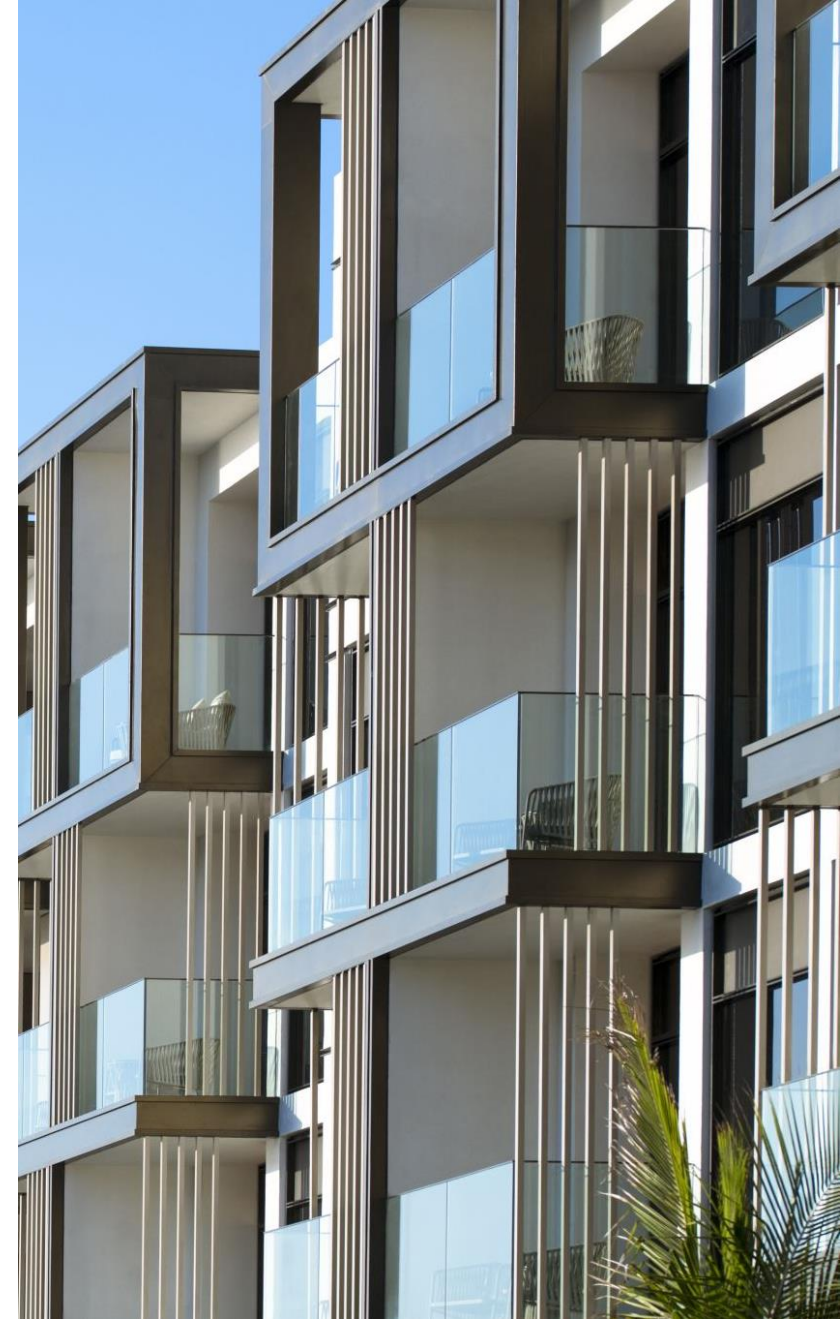
Application process - Quote Approval

- Solar Victoria will email the applicant with the quote details. The applicant's Owner's Corporation (OC) will need to approve the quote or ask for any changes.
- When the quote is uploaded, Solar Victoria will allocate funding towards the installation. The applicant then has 70 days to approve the quote by completing an OC Quote Approval Form (mandatory) which Solar Victoria will email to them.
- If the quote is not approved within this timeframe the rebate funding allocation will be cancelled.
- If the quote expiry date is set earlier than the 70-day rebate expiry date, the retailer must update/cancel the quote. The applicant will then be prompted to approve the new quote.



Arrange the installation

- Solar Victoria will assess the application and notify the applicant and retailer of the outcome. The installation must be completed within 120 days of the funding being approved.
- At least 24 hours before the installation, the retailer notify Solar Victoria of the installation, and enter this information in the retailer portal:
 - the installation location
 - the installation date
 - certifications of the installer involved.
- Solar Victoria may take compliance action if this information is not provided. Information on how to provide this information is in the user guide.



Application process – Payment

Once the installation is complete, the retailer needs to submit a payment request and upload compliance documentation with the final invoice.

For direct connected and solar sharing systems you must provide:

- 1x STC Assignment form for the building/whole system
 - the OC must sign the STC Assignment form as the system owner
- 1x CoES per residential lot
- Itemised Tax Invoice

For guidance on STC Assignment forms, go to the [Clean Energy Regulator website](#).

For guidance on COES, go to the [Energy Safe Victoria website](#).

Solar Victoria will then pay the retailer, and the OC will pay any outstanding balance to the retailer.



Key Learnings



Final Quoting

Desktop quotes, and quotes that have not had a physical site inspection, often leads to significant issues down the track. These quotes typically miss installation complexity and omit critical site-specific details.

This may include **site and roof conditions**, **system design and required materials**, **electrical considerations** such as **switchboard condition and compliance**, **meter setup**, as well as **working-at-heights requirements** and any **specialised equipment** needed

Without a thorough site inspection, projects based on not fully inspecting a site frequently require revisions, re-scoping, and re-quoting, leading to delays, cost blowouts, and frustration for both residents and installers.

Switchboard

A common oversight is underestimating or overlooking the building's main switchboard. Failing to account for switchboard upgrades at the outset can significantly affect project feasibility and budget.

Upgrade to switchboards can easily become costly making solar installations unviable for low-income or smaller apartment blocks. It's essential to have a licenced electrician inspect the switchboard and provide the costs of upgrade in the early quoting and planning stages to avoid last-minute surprises.

Liaise with the electricity distribution company

Building this into feasibility assessments from the start ensures more accurate funding applications and better-informed stakeholders. Not engaging with the electricity distribution company (e.g. AusNet, Jemena, Powercor) early in the process can result in serious delays or missed requirements, including cost blowouts.

Each distributor has specific technical and application requirements. These can include approvals, connection agreements, export limits, or special metering arrangements. Projects that fail to plan for this, can face major roadblocks late in the process. Best practice is to consult with the distributor during project scoping to clarify connection rules, timelines, and any required

Why install on Apartment Buildings

Untapped Market

With so many apartments still to take the step, this is your chance to lead the change.

High Volume, High Impact

Unlock at scale, a single project delivers solar for multiple homes at once.

Government-Backed Incentive

Solar for Apartments offers funding support, making it easier to convert leads into sales.

Growing Demand

As energy prices rise and sustainability becomes a priority, apartment residents are actively seeking solar solutions.

Repeat Business

Building Strata managers often oversee multiple properties, creating recurring opportunities if the experience is positive.



Solar Industry Safety Guidance

Use this guidance to help keep workers and customers safe and put industry leading standards into practice

Solar Victoria has developed a series of technical solution sheets with WorkSafe Victoria to support industry under all programs.

This guidance covers issues that may arise when installing solar on apartment buildings, including:

- Safe work practices using elevated platforms
- Working safely at height (including specific references to increased risks for multi-level buildings)
- Edge protection
- Manual handling of heavy items
- Fall risks
- Working near asbestos-containing material

Please note our solar industry guidance webpage [safety installation guidance](#) that provides information to support all solar homes programs.



Solar for apartments Audit Checklist

Solar for Apartments audit checklist has been developed specifically for the Solar for Apartments program.

The Solar for Apartments checklist is available to view via the industry page at www.solar.vic.gov.au.

The checklist will provide information on what our independent auditors look at, what ratings are applied to each question and ensuring the installation complies with the current standards, regulations, safety and quality of systems installed.

This checklist covers system performance, safety measures (isolation and disconnection points), equipment and wiring standards, documentation requirements, and inverter power sharing device.

Solar for Apartments Audit Checklist (version 1.0)

Auditors for the Solar for Apartments program use this checklist when they conduct audit inspections of solar PV installations on apartments, units and townhouses.

**Click to Download the Solar
for Apartments audit
checklist 1.0**

Or Scan



solar.vic.gov.au



Notice to Market

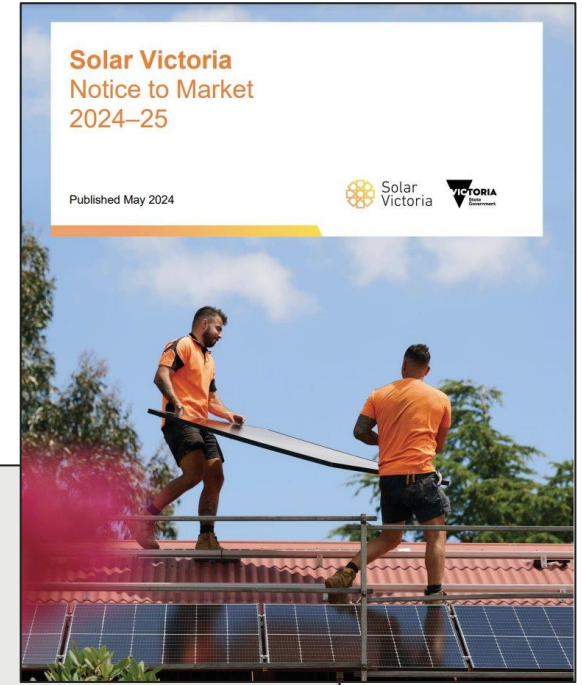
Solar Victoria's Notice to Market sets out the mandatory requirements and recommendations for retailers and installers to participate in the Solar Homes Program.

NETCC:

- Approved Sellers have obligations to their customers regarding the quality of the technical information and service provided during the **quotation**, **installation**, and **post-installation** stages of the delivery of the new energy tech.
- Ensure that products, systems, services and documentation provided under the Code are suitable and **fit for purpose**
- Recommended to use actual customer energy usage data (meter data) to inform system benefits/savings estimates
- Use of factors to estimate self-consumption is acceptable, but must be realistic and demonstrable



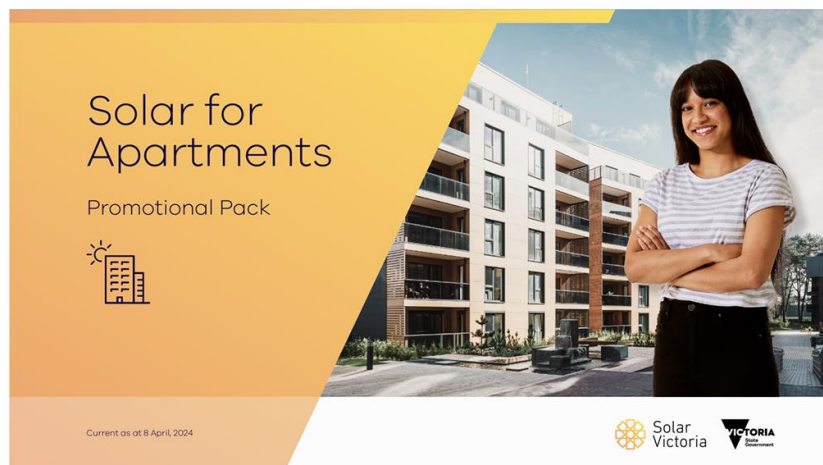
Technical Guidance -
New Energy Tech
General



Resources and Promotional Materials

Promotional Resources Pack

Download here: [Solar for Apartments Promotional Pack](#)

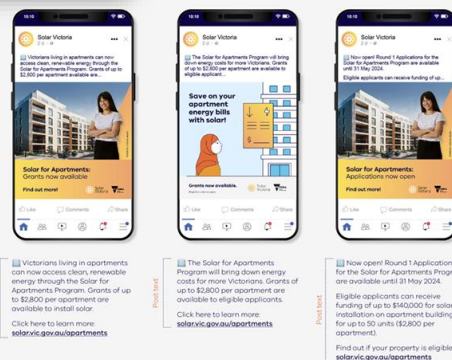


Social media

Here are some social media posts that you can use to let Victorian apartment households know that they can save on installing solar on their apartment.

- Simply copy the post text (below right)
- Download the images (link below)
- Publish it on your social channels

Download



Request a copy:
E: comms@team.solar.vic.gov.au

Consumer educational resources

Related links

[Solar for your apartment: Making it happen](#)

[Solar Systems for Apartment Buildings](#)

[Building classifications](#)

[Yarra Energy Foundation advice for your home](#)

[Make the Switch](#)

[Solar for Apartments program terms and conditions](#)



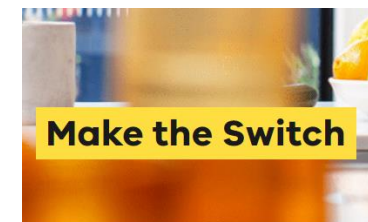
[Solar Systems for Apartment Buildings](#)

Learn more about the different types of solar systems eligible for apartments.



[Solar for your apartment: Making it happen](#)

Useful information on what you need to know before contacting your Owners Corporation about installing solar for your apartment.



[Make the Switch](#)

[Start your journey to an all-electric home](#)

All-electric homes use electricity instead of gas for heating and cooling, cooking and heating water. Upgrading to an all-electric home can save you thousands on energy bills every year.

Read on to find out everything you need to know about making the switch.

Helpful Links

Solar Victorias Terms and Conditions	<u>Retailer terms and conditions</u> <u>Installer terms and conditions</u>
Retailer user guide for Solar for Apartments	<u>Retailer User Guide for Solar for Apartments</u>
Notice to Market	<u>Notice to Market 2025-26</u>
NETCC	<u>New Energy Tech Consumer Code Website</u>
Audit Checklist	<u>Solar-for-Apartments-Audit-Checklist-version-1.0</u>
Energy Safe Victoria	<u>Energy Safe Victoria website</u>
WorkSafe	<u>WorkSafe Victoria</u>
Clean Energy Regulator	<u>Clean Energy Regulator website</u>
Product List	<u>Product lists for our programs</u>



Thank you



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