



# Share the Power Welcome!



17th July 2023



4pm-6pm



Fossix Gateway, Lounge  
& Events, Sydney NSW



# Solar Choice – Independent Experts in Solar Power

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JEFF SYKES



CEO  
Solar Choice



# Solar Choice – Independent Experts in Solar Power



## Residential Marketplace

Australia's online solar comparison service serving 350,000+ customers since 2008



## Commercial and Strata Consultants

Providing impartial advice to 15,000 businesses and over 1,000 residential strata committees across Australia



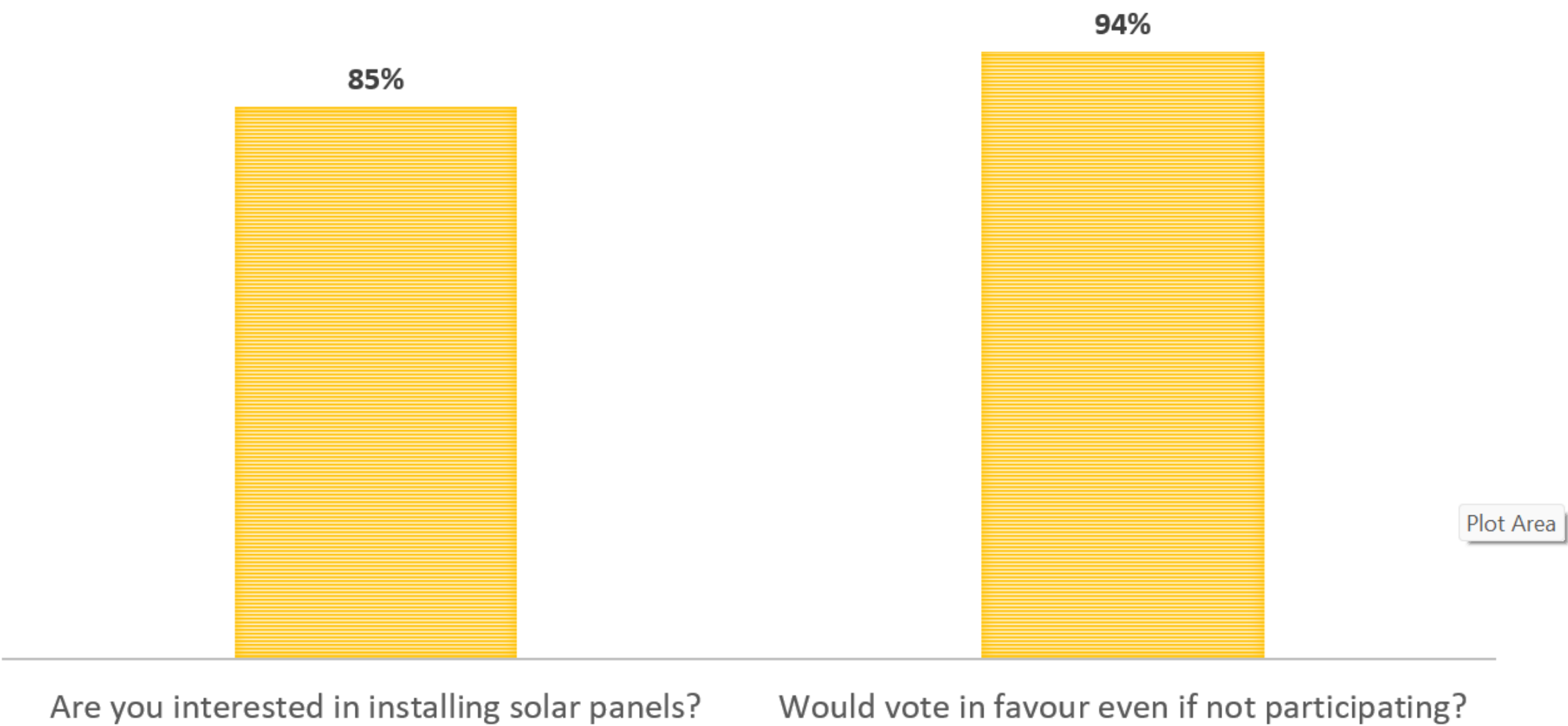
## Solar Farm Developer

750MW of solar farm projects in completed construction across NSW, QLD, VIC and ACT



# Interest in solar is high and projects are likely to pass voting requirements

*Apartment owners surveyed in 2023*

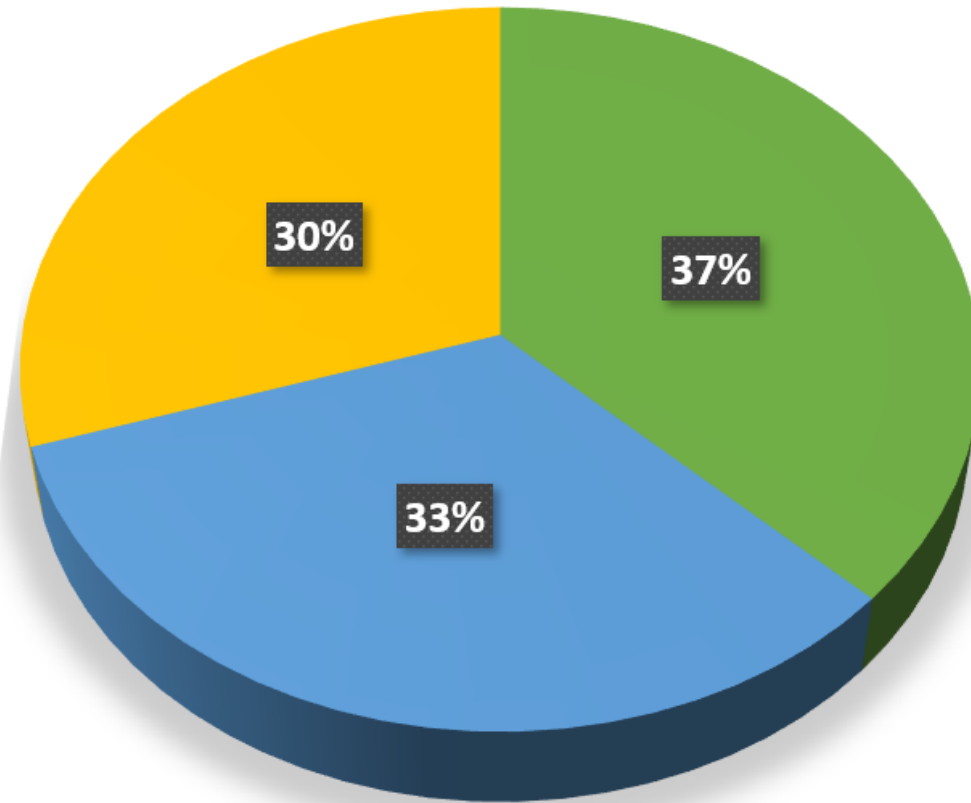




# The main goal is to tackle individual energy bills

*Apartment owners surveyed in 2023*

In a solar project, what is most important to you?

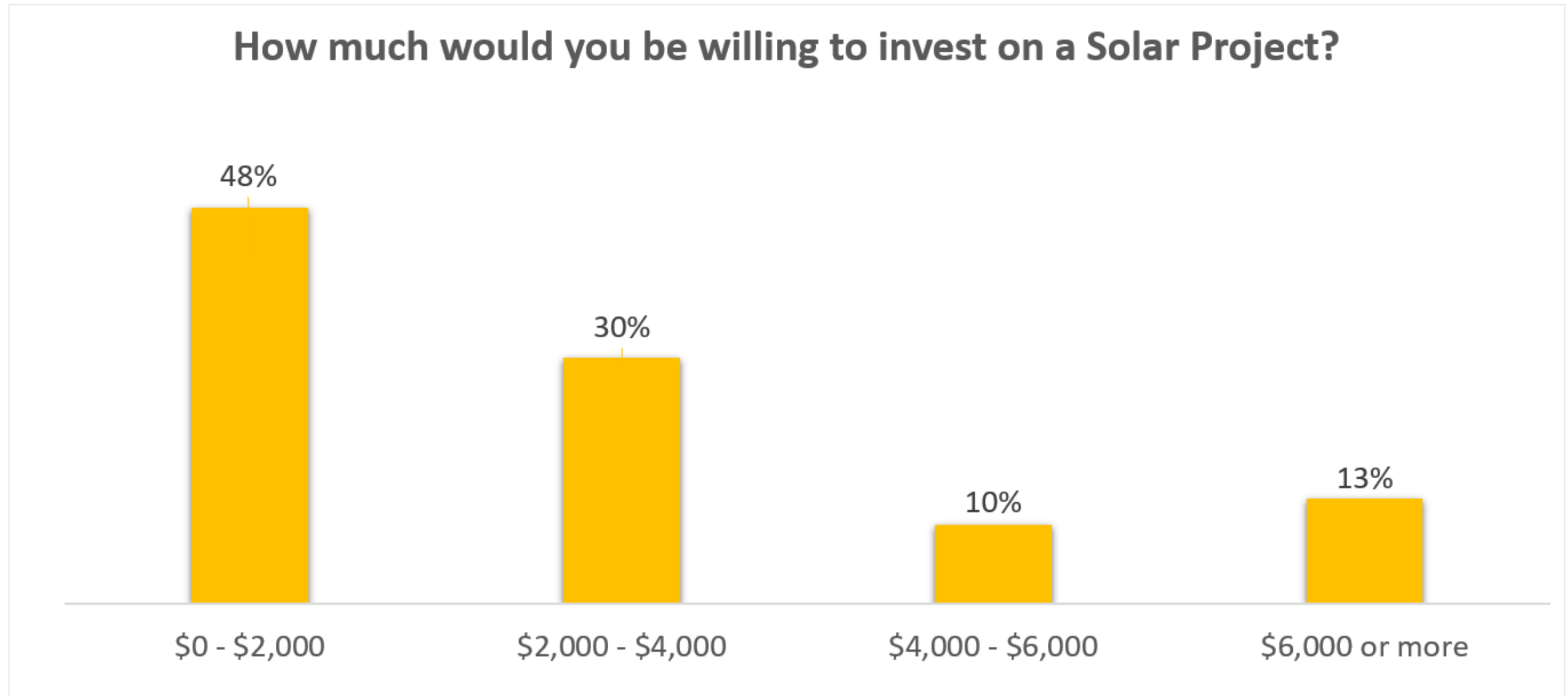


- Lowering individual bills
- Lowering common area bills
- Lowering carbon emissions



# Willingness to invest is typically low, but can increase once they see the savings

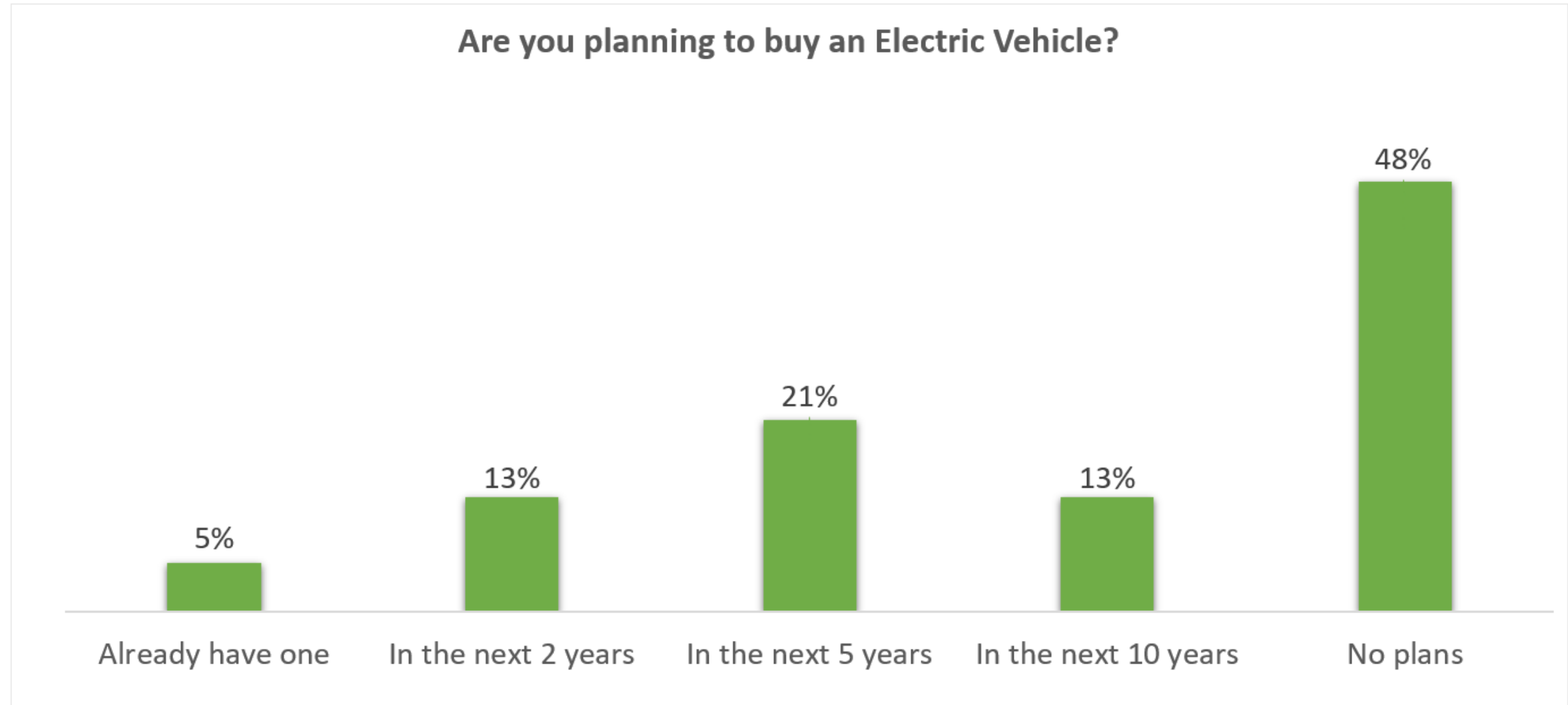
*Apartment owners surveyed in 2023*



# Many Owner's Corporations are already working out plans for EV Charging

*Apartment owners surveyed in 2023*

50





# Electrify Strata North Sydney 2060

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BRENT CLARK



CEO  
Wattblock

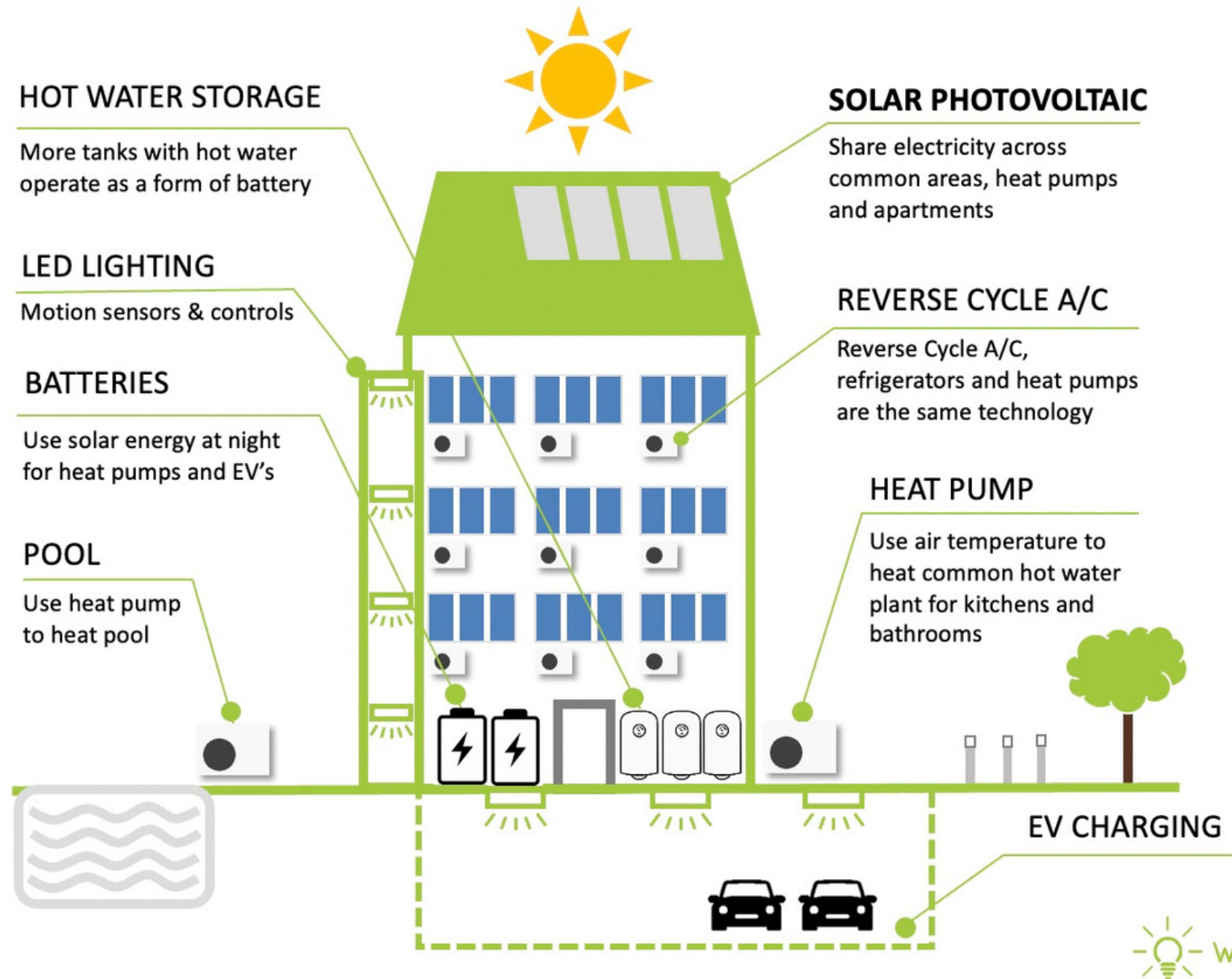




# **Electrify Strata North Sydney 2060**



# Wattblock's goal is to Electrify 360,000 strata buildings in Australia



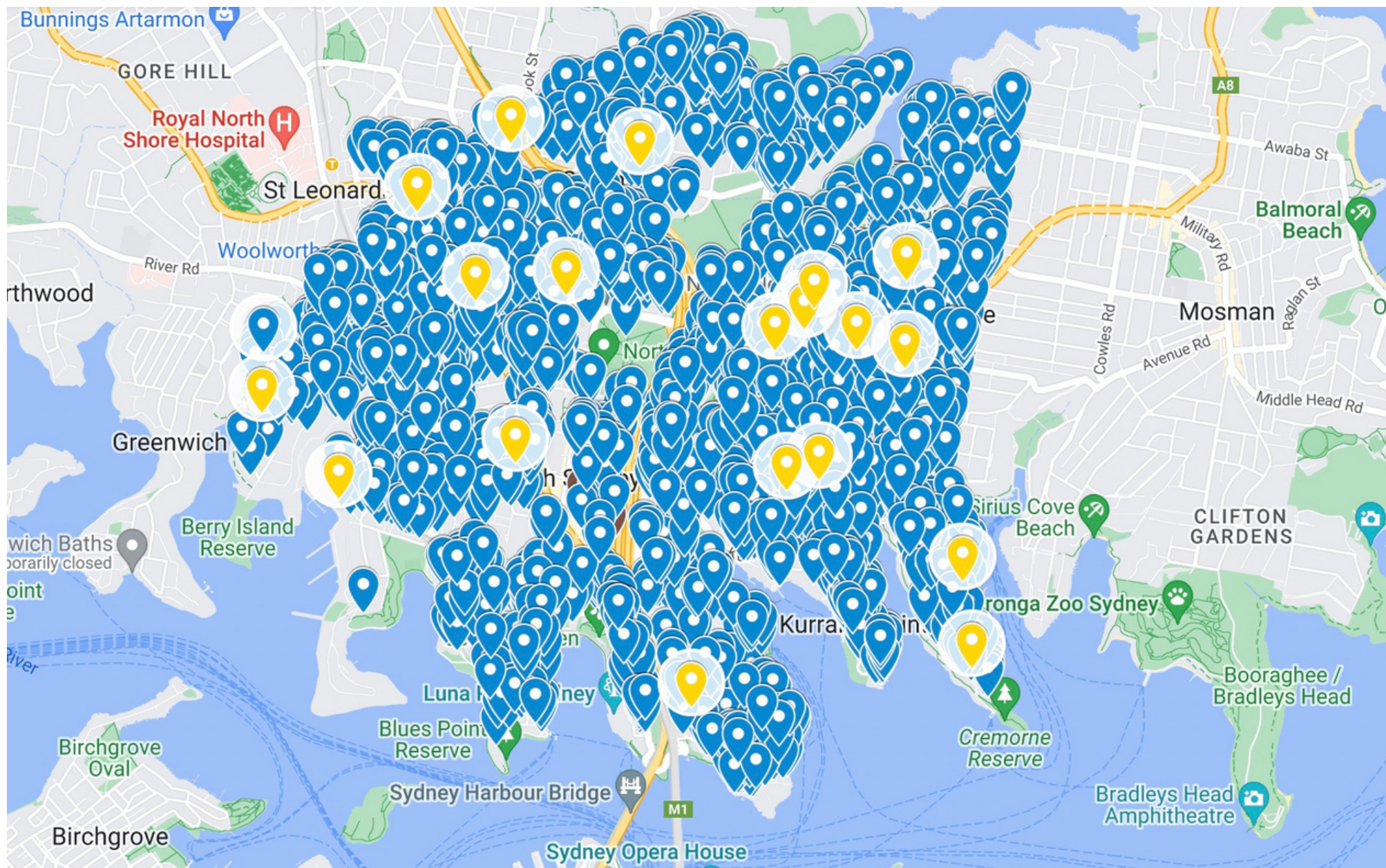
# Electrify Strata North Sydney 2060 targets 2,400 strata properties

North Sydney CBD  
Crows Nest  
Camberay  
Neutral Bay  
Cremorne/Cremorne Point  
Wollstonecraft  
Waverton  
McMahons Point  
Milsons Point  
Lavender Bay  
Kurraba Point  
Kirribilli (where “the Lodge” is)



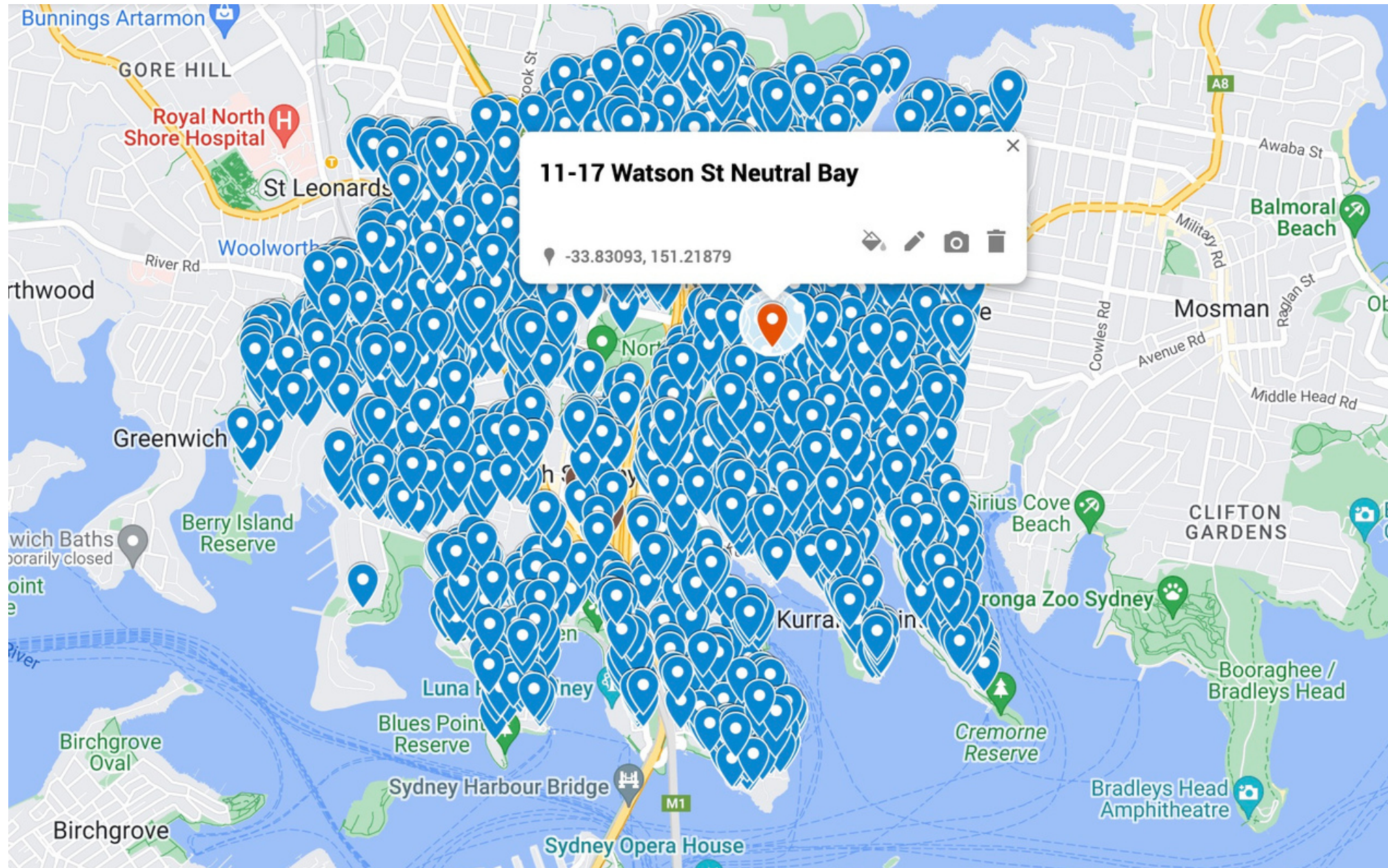


## Solar for common areas



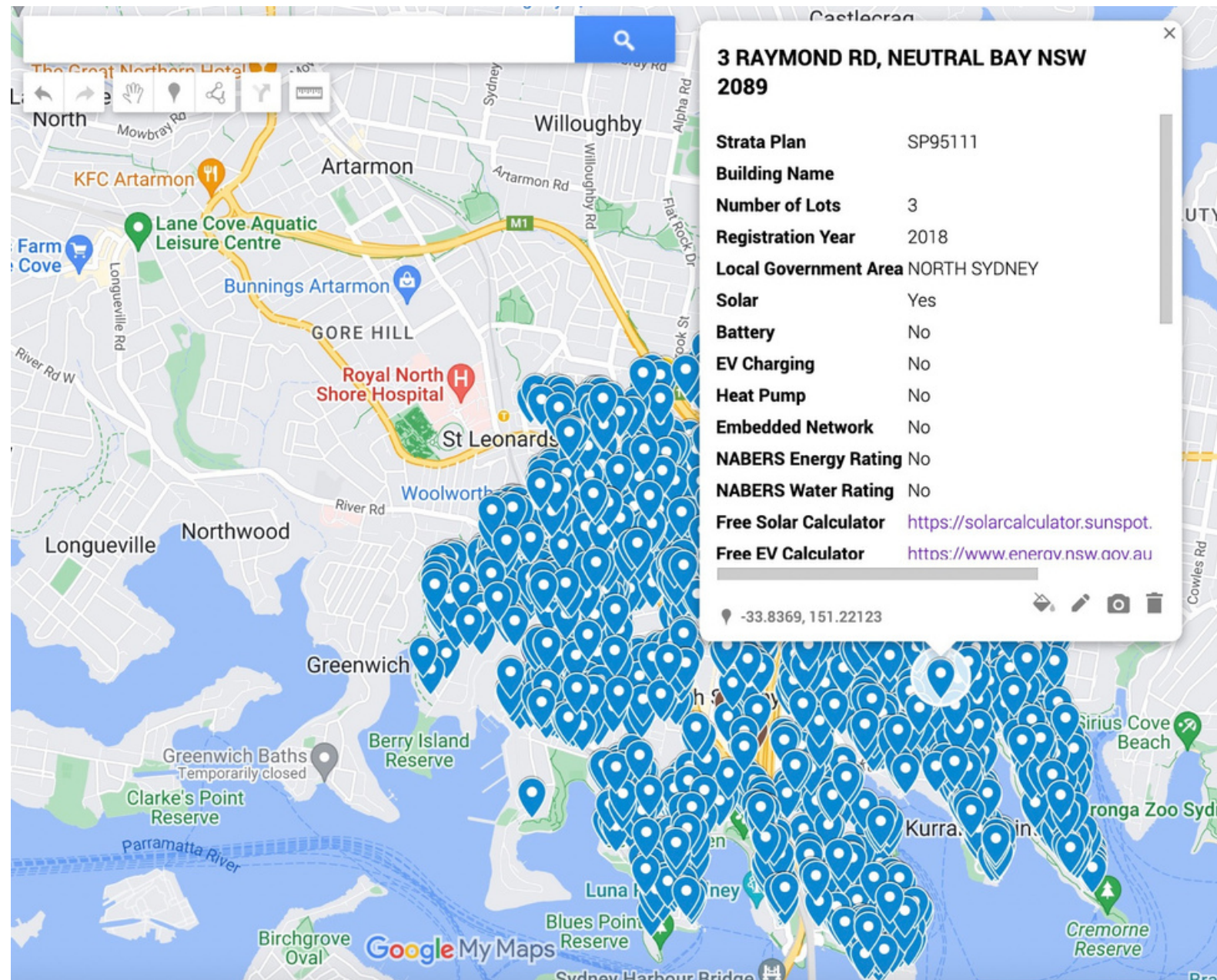


# Solar and battery for common areas



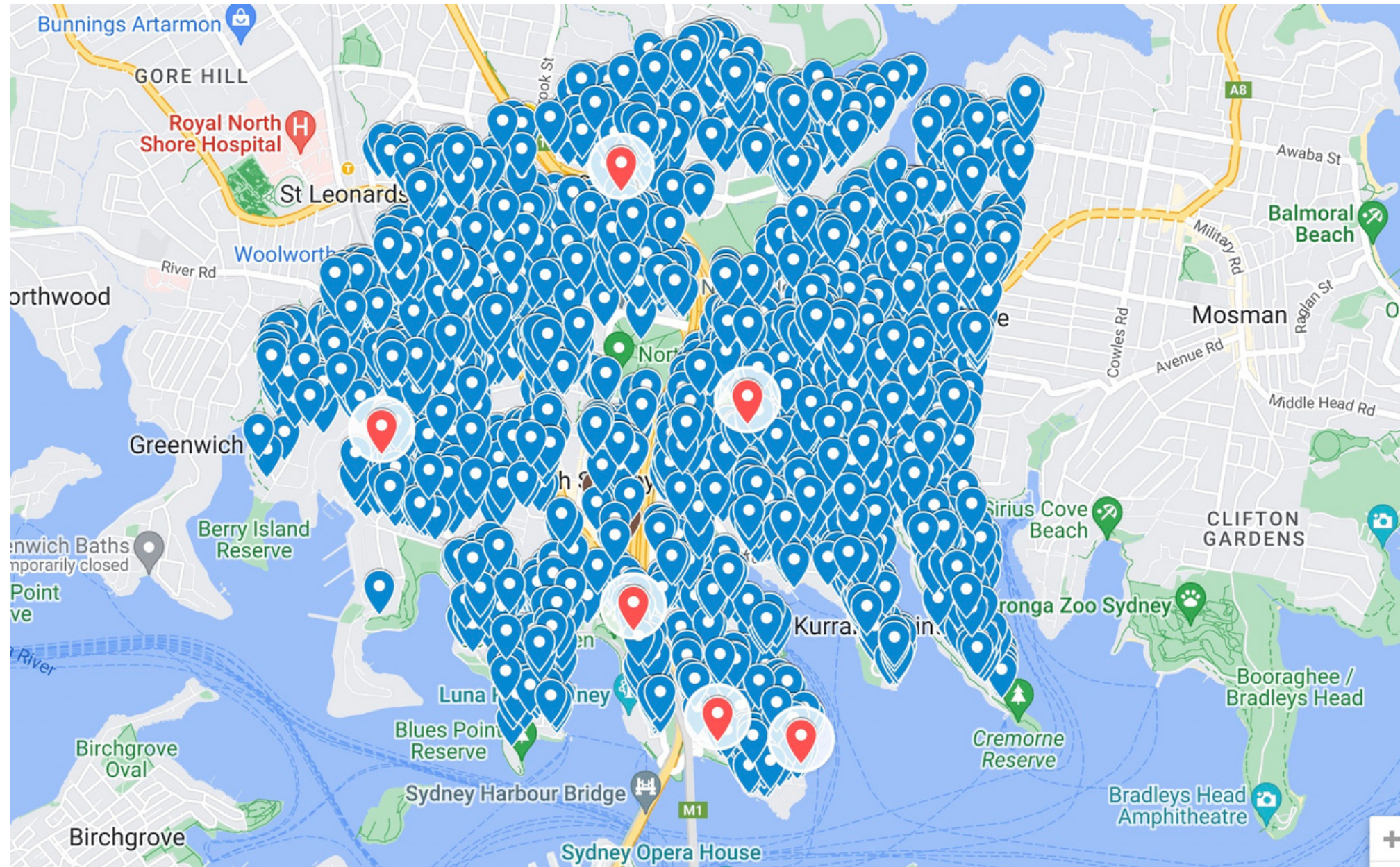


# Solar sharing using Allume Energy Solshare



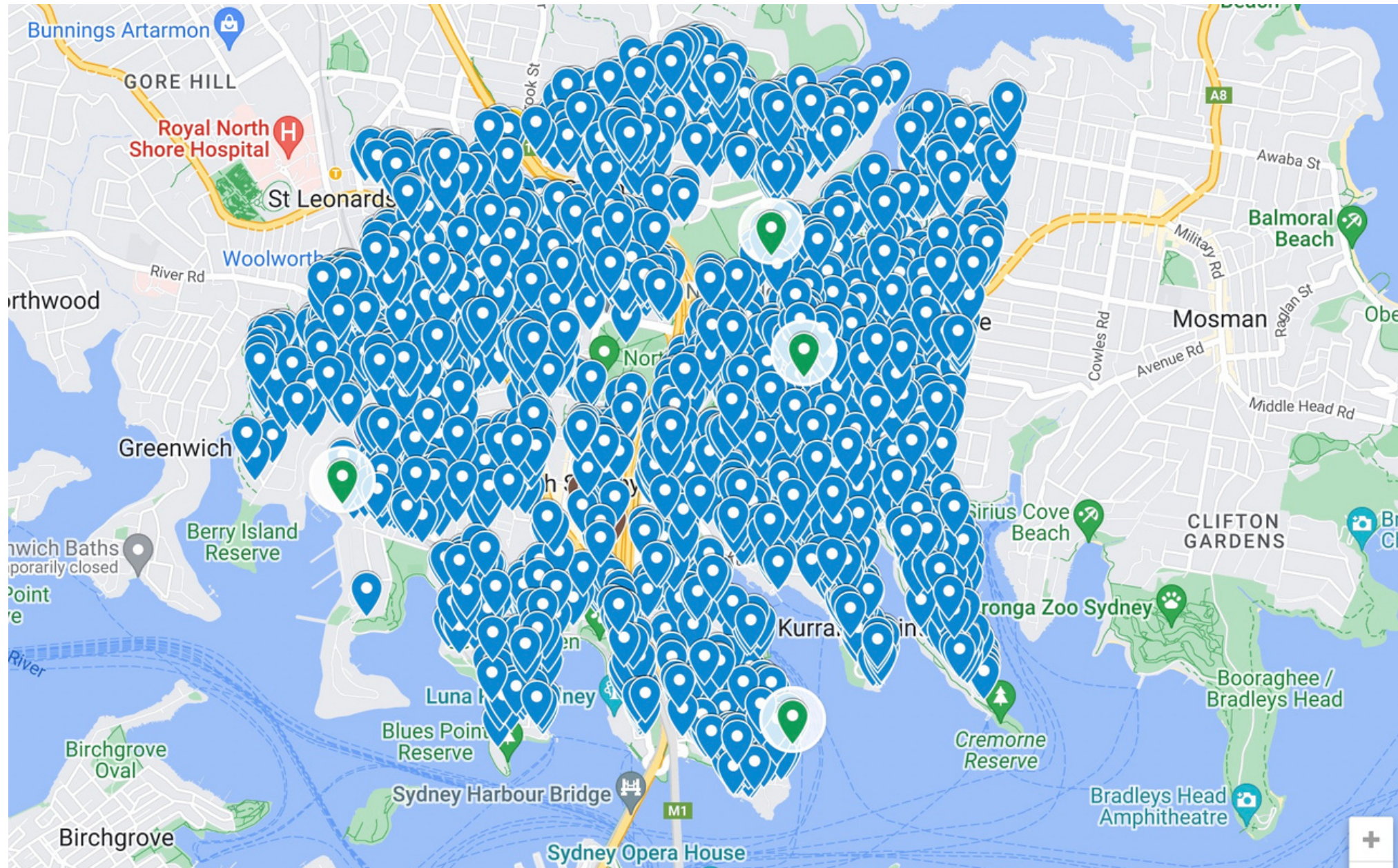


# EV Charging



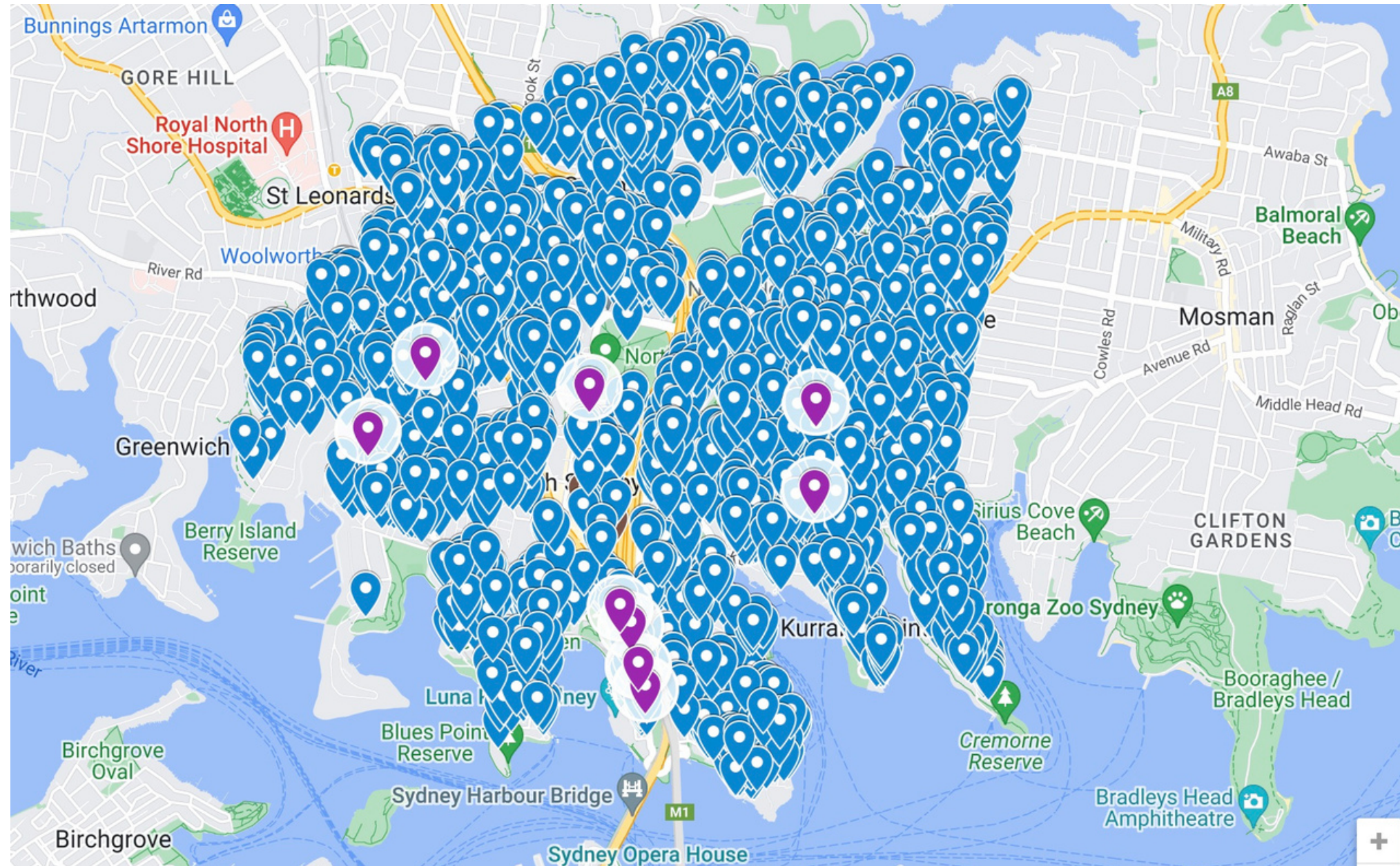


# Heat Pumps for Domestic Hot Water



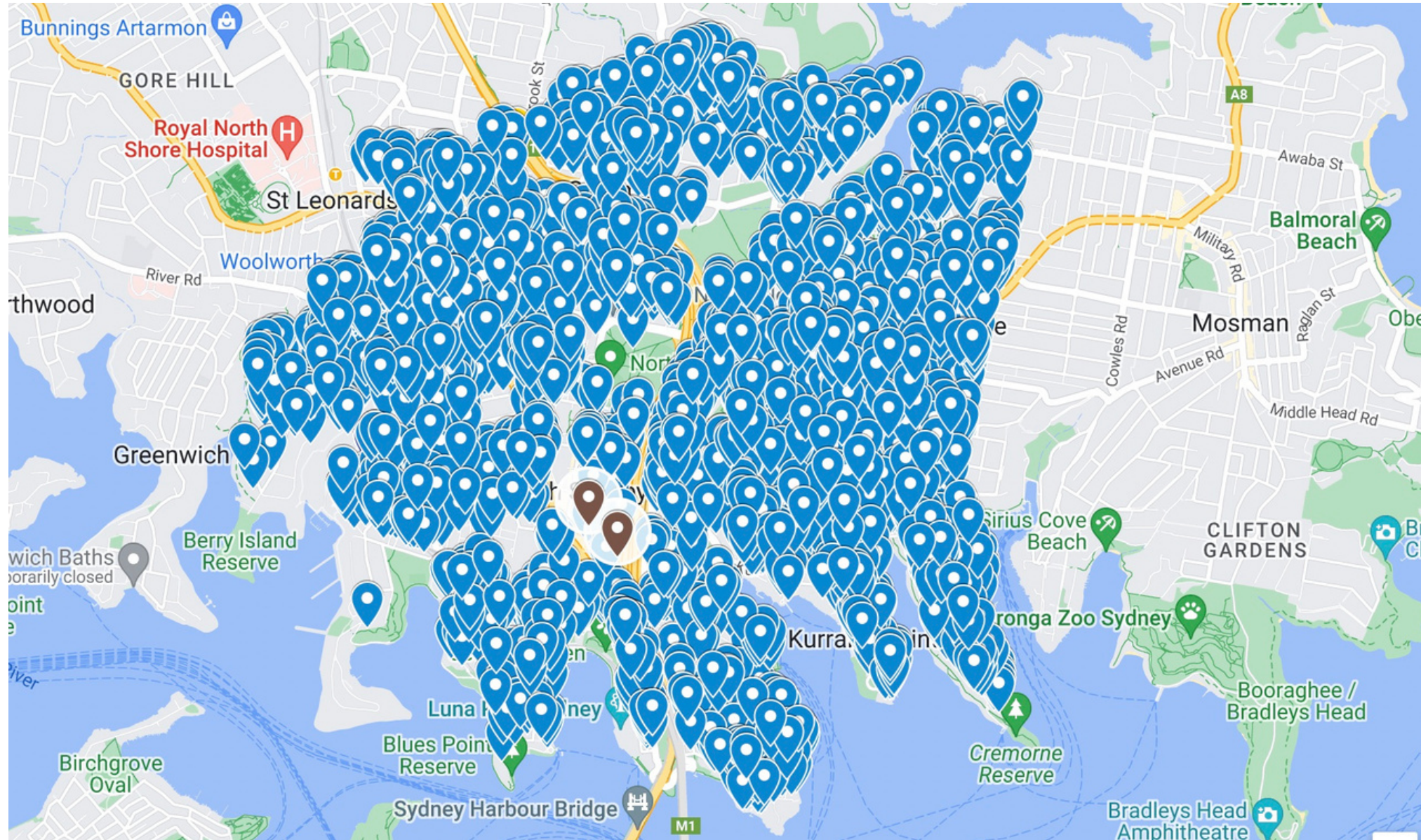


# Electricity Monitoring Devices





# EV Carshare





# Strata committee archetypes needed

For a strata committee to successfully pass an electrification project, it needs at least one, if not two of the following **archetypes** on the committee to invest the time in research and educating the other strata committee members and Owners.

## Bean counter



### **“Most important skill”**

The energy savings from solar panels, if converted to an interest rate might be up to 14% p.a., compared with a capital works fund of 0.45% p.a. Also, financing solar is fine as long as return outpaces the lending interest rate e.g. 8% p.a.

## The Tinkerer



### **Procurement assistance**

The Tinkerer is often a current or retired engineer on the strata committee who can understand the technical detail of quotations from different vendors and provide a view of the value offered by competing quotations.

## Sustainability Champion



### **Carbon emissions**

The sustainability champion (formerly known as ‘the greenie’) provides the willpower to keep going when the electrification project seems too hard. They know they are playing a small, but significant part, at a local level in providing a better place for their children and their children’s children.



# Property Valuation Uplift through 'Energy Features' like solar, EV, etc.

**Table 3a. The price premium of EE homes compared to non-EE homes, Australia.**

Year	Houses		Units	
	\$ Difference	% Difference	\$ Difference	% Difference
2022	\$125,000	17.1%	\$72,750	12.7%
2021	\$115,000	18.0%	\$81,000	15.6%
2020	\$85,000	15.6%	\$81,000	16.8%
2019	\$78,625	15.3%	\$60,000	13.3%

Source: Domain (2022)



## Further Information



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<https://www.wattblock.com/solar-training.html>

<https://www.wattblock.com/ev-charging-training.html>

<https://www.youtube.com/c/WattblockAu/videos>

<https://www.wattblock.com/electrify-strata-north-sydney-2060.html>



# Sustainability Rebates

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SAM KELLEY



Sustainability  
Projects &  
Reporting Officer  
Randwick  
City Council



# SUSTAINABILITY REBATES

**Sam Kelley**  
Randwick City Council





# Content

## 1. About

## 2. Results

## 3. Apartments




# About

*Sustainability Rebates supports properties in Randwick to implement energy and water saving initiatives.*


- Households, apartment blocks and businesses can apply for the 12 rebates post-installation.
- Rebates are higher for apartment blocks to reflect their increased costs and complexities.
- 50% of Randwick's dwellings are medium or high density, and they are responsible for 25% of LGA's electricity use.
- Partnered with [Rebately](#) 12 months ago to make Sustainability Rebates scalable to other councils.



# About

**Rebately**

Claim cash back on green products

Randwick City Council  
a sense of community

[Home](#) [Randwick City Council](#) [About](#)

### Sustainability Rebates

Sustainability Rebates supports properties in Randwick to implement energy and water saving initiatives.

As part of this program, properties in Randwick can receive up to \$5,000 in rebates for purchasing rooftop solar, rainwater tanks, pool pumps, insulation, and more.

[edit](#)



UP TO \$250  
REBATE PER HOUSEHOLD

#### Electric Vehicle Charger

Was the charger installed for your own household, for a whole apartment block or for a business?

☒ Household  
☐ Apartment Block  
☐ Business

Learn more



UP TO \$150  
REBATE PER HOUSEHOLD

#### Energy Assessment

Was the energy assessment for your own household, for a whole apartment block or for a business?

☒ Household  
☐ Apartment Block  
☐ Business

Learn more



UP TO \$500  
REBATE PER HOUSEHOLD

#### Hot Water System

Was the hot water system installed for your own household, for a whole apartment block or for a business?

☒ Household  
☐ Apartment Block  
☐ Business

Learn more



# About

Rebates are % of invoice cost up to a maximum ...

Sustainable Product	%	Household	Apartment Block	Business
Electric Vehicle Charger	25%	\$250	\$5,000	\$1,000
Energy Assessment	50%	\$150	\$1,000	\$500
Hot Water System	25%	\$500	\$5,000	\$1,000
Induction Cooktop	25%	\$250	\$250	\$250
Insulation	25%	\$500	\$2,000	\$1,000
Lighting	25%	\$250	\$5,000	\$1,000
Pool Pump	50%	\$250	\$250	\$250
Rainwater Tank	25%	\$250	\$2,000	\$1,000
<b>Rooftop Solar</b>	<b>10%</b>	\$500	<b>\$5,000</b>	\$1,000
<b>Solar Battery</b>	<b>10%</b>	\$1,000	<b>\$2,000</b>	\$1,000
Solar Health Check	50%	\$100	\$100	\$100
WaterFix®	25%	\$250	\$2,000	\$1,000



# Results

Accounts for 22% of all solar capacity ever installed in Randwick LGA



1000  
REBATES

\$200,000  
FY23 BUDGET

\$6,574,445  
LEVERAGED

12.8  
LEV. FACTOR

4,538 kW  
SOLAR

1,007 kWh  
BATTERY

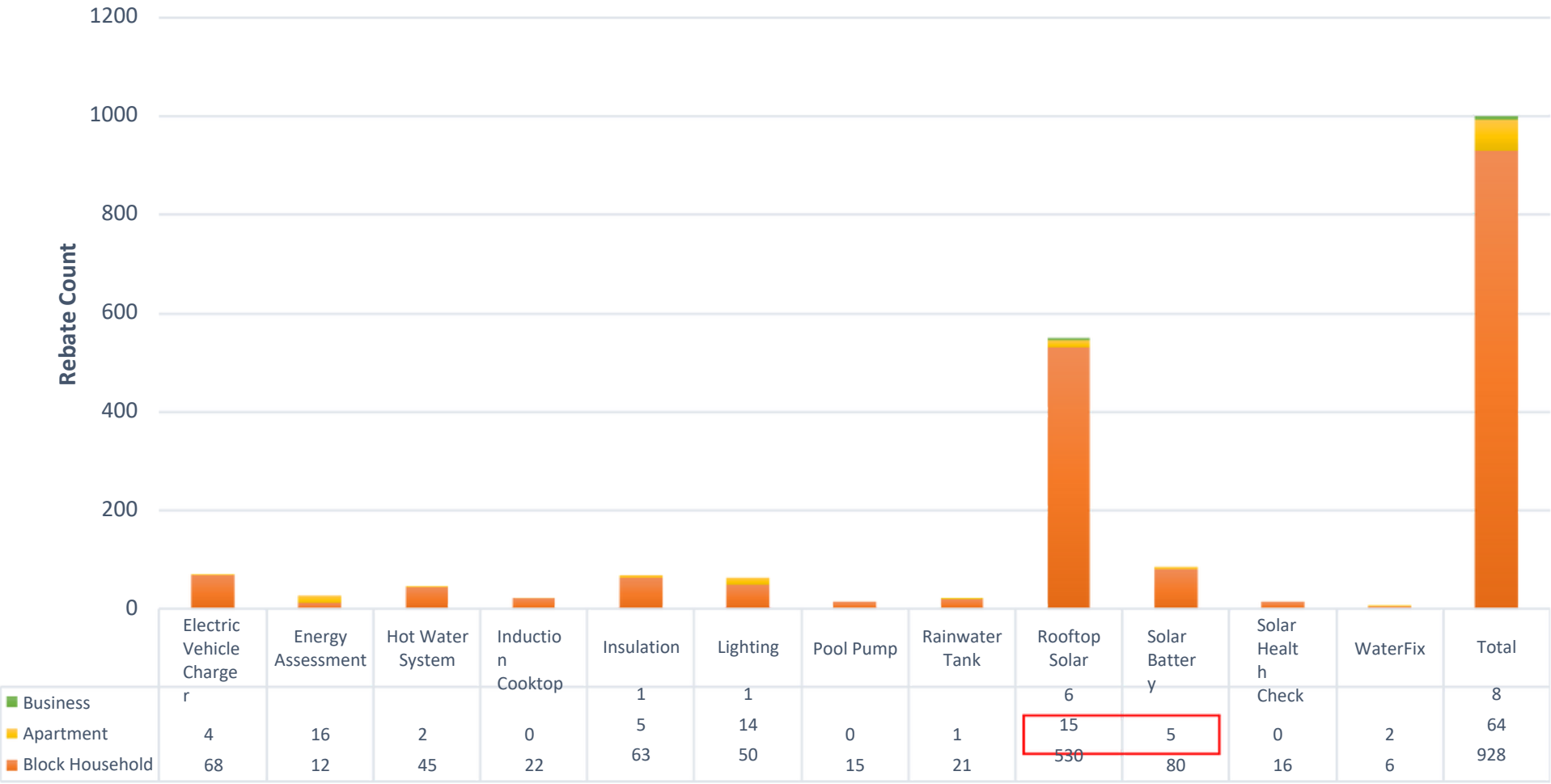
1,647  
KL / YR

7,233  
MWH / YR

6,224 t  
CO2 / YR

\$1,121,714  
BILLS / YR

Rebate Type vs Property Type





# Apartments

**Barriers:** knowledge, interest, structural, electrical, strata committees, installers, **cost**, etc

*Roughly* twice the price (and payback) to install solar on apartments because:

- Scissor lifts
- Safety equipment
- Longer cabling
- Meter board upgrades
- Less competition from installers
- Etc



# Apartments

In many cases there is still a strong need for access to – and promotion of – funding such as:

1. Low or ‘zero’ interest finance
2. Rebates
3. Grants

to add to the value stack for our ‘strata champions’



# Hot Water Systems

*"I am very fortunate to be a Randwick ratepayer"*  
(SR11)





# Rainwater Tanks

*"This is a great achievement from council for the community."  
(SR131)*





# Insulation

*“An outstanding program  
for the older buildings in  
Coogee.”*  
(SR8)





# Lighting

*“An excellent program that should continue as long as possible. I am happy mentioning it to everyone I see that lives within Randwick Council.”  
(SR68)*





# Rooftop Solar

*"Thanks for this great initiative! It was a big factor in deciding to purchase solar, as it's all about a good ROI."  
(SR63)*





# Solar Batteries

*"I think this is a fantastic initiative and hope that other councils in Sydney can follow suit. Well done Randwick Council!"  
(SR19)*





# EV Chargers

*"This is a great rebate system! I am keen to upgrade my hot water system and pool pump in the near future with the help of this program"*  
(SR253)





# Panel Discussion

WILL ANSTEE



Housing  
Partnerships  
Manager  
Allume Energy

DAI LE MP



Federal Member  
for Fowler

KATE MINTER



Rewiring Australia  
Managing Director

SUSANNA  
SAVOLAINEN



NSW Land and Housing  
Corporation  
Manager Environmental  
Sustainability





Share the Power  
Reach out with questions!

[allumeenergy.com/contact-us/](https://allumeenergy.com/contact-us/)





Share the Power  
Enjoy some food and  
drinks!

