

# Commercial Solar Feasibility and Project Support

Canonical: <https://northmoregordon.com/services/smart-commercial-solar/>

## Details:

Feasibility · Business case · Incentives · Delivery evidence · What to prepare

Northmore Gordon provides engineering, commercial and certificate support for commercial solar projects. The objective is to give the site owner and installer a decision-ready scope: the right system for the load and constraints, a transparent investment case, a current incentive pathway and a plan for proving performance after commissioning.

The original service page reports more than 15 years of energy-project experience and more than six million environmental attribute certificates registered across Australia and the Asia-Pacific. Historical experience helps identify risks, but every site still needs its own technical, network, scheme and commercial assessment.

### ## Test technical feasibility against the site load

A useful solar feasibility study begins with electricity consumption and demand, not available roof area alone. It can assess interval data, operating hours, production patterns, seasonal load, roof or land constraints, shading, structural condition, switchboards, export limits, network connection, maintenance access and planned site changes.

System capacity should be tested against self-consumption, export treatment, tariff structure and future loads such as electrification or battery storage. If the site is changing, model the current and expected load separately.

### ## Build a transparent investment case

| Value or cost | What to show | | --- | --- | | Capital and enabling work | Modules, inverters, design, installation, network, structural, switchboard and commissioning costs | | Energy value | Self-consumed and exported generation, tariff assumptions, degradation and operating period | | Demand and network effects | How the design changes demand charges, export constraints or connection costs | | Certificates | Scheme, eligibility, quantity, price date, fees, ownership and issuance timing | | Grants | Specific round, application status, eligible expenditure and conditions | | Operating costs | Maintenance, monitoring, inverter replacement, insurance and downtime assumptions |

Show the decision with and without conditional grant or certificate value. Keep an engineering estimate separate from a verified operating result and from an issued or sold certificate.

### ## Confirm the certificate pathway before commitment

Solar certificate eligibility depends on system capacity, installation date, equipment, accreditation, jurisdiction and current regulations. Smaller systems may use STCs, while other installations may use LGCs or a state-based project method. The Clean Energy Regulator has announced a mid-scale SRES expansion for eligible systems above 100 kW and up to 1 MW installed from 1 October 2026, with transitional and application arrangements that must be checked for the actual project.

Do not assume STCs, LGCs, VEECs or other instruments can be combined. Record the planned pathway, evidence, attribute ownership and relevant commitment date before procurement. See small-scale solar PV , mid-scale solar and the certificate guide .

## ## Plan approvals, measurement and handover

Confirm the decision boundary, data quality and preferred system scenarios.

Complete technical, structural, electrical and network investigations.

Select the certificate and grant pathways before the relevant commitment event.

Compare quotations on a common scope, assumptions and performance basis.

Document design changes, installation, commissioning and meter configuration.

Track generation, faults, availability and savings against the approved model.

Retain warranties, as-built information, certificates, registry records and handover evidence.

For more rigorous performance analysis, establish an M&V; plan before installation. The Nomad Coffee and Victorian water corporation case studies show how load analysis and portfolio planning support investment decisions.

## ## What to prepare

Provide at least 12 months of electricity bills and interval data, tariff details, site operating hours, future load changes, roof or land information, single-line diagrams if available, current project stage, target installation date, quotations, known connection constraints and any grant or certificate discussions.

Contact Northmore Gordon to scope an audit, feasibility study, investment case, incentive assessment or performance review.

## ### What makes Northmore Gordon's approach to commercial solar different from standard installation services?

We combine engineering assessment with commercial strategy, not just installation. Their AS/NZS-standard energy audits establish measurable baselines, feasibility studies validate technical and financial viability with real-world data, and certificate strategies unlock hidden funding from VEECs, LGCs, STCs, ESCs and REGOs. This integrated approach translates regulatory complexity into commercial value, helping organizations secure stakeholder approval and maximize financial returns across energy, compliance and sustainability objectives simultaneously.

## ### How do energy audits support a commercial solar investment decision?

Our energy audits investigate how a site uses energy and identify improvement opportunities, with scope matched to real business decisions. For solar projects, audits establish clear baseline consumption patterns, measure intervals and production volumes needed to track performance after installation. The audit produces an opportunity register documenting estimated energy effects, assumptions and implementation dependencies. This evidence foundation enables accurate feasibility studies and informed investment decisions, distinguishing modelled expectations from verified operating results.

## ### What types of renewable energy certificates can Northmore Gordon help procure or create for commercial solar?

We provide strategic advice on multiple certificate types: Large-scale Generation Certificates (LGCs) under Australia's Renewable Energy Target for larger systems; Small-scale Technology Certificates (STCs) for eligible smaller installations; Victorian Energy Efficiency Certificates (VEECs) for projects meeting scheme requirements; Energy Savings Certificates (ESCs) under NSW schemes; and international instruments including I-RECs, Guarantees of Origin (GOs), and other renewable attributes. The correct instrument depends on project location, technology, capacity, timing and intended claim—a technical solution alone does not establish eligibility.

### How does Northmore Gordon's feasibility study process reduce project risk?

Feasibility studies use detailed technical and financial modelling to validate solar, battery and electrification projects with real-world data before capital commitment. They establish project boundaries, baseline conditions, implementation timelines and measurement approaches while operating variables and system interactions can still be confirmed. This evidence gathering before installation prevents surprises and supports stakeholder approval by demonstrating viability against actual site constraints, electrical capacity, structural feasibility and commercial assumptions—distinguishing preliminary estimates from construction-ready design.

### What is the relationship between measurement and verification and ongoing solar project performance?

Measurement and verification (M&V;) determines what energy use would have been without the solar installation under comparable conditions, then calculates savings as the difference from actual consumption. This requires an agreed boundary, baseline, relevant operating variables and data quality plan established during project design. M&V; serves multiple purposes: internal performance tracking, investment contract compliance, regulatory reporting, and certificate scheme eligibility. Our M&V; services include project-boundary selection, baseline modelling and savings calculation, enabling organizations to demonstrate actual outcomes rather than forecasts.

### How should a commercial organization structure its business case to account for solar, battery and certificate value separately?

Investment cases should keep benefit lines distinct: energy reduction (quantity and measurement boundary), tariff or demand effects (applicable rates and load assumptions), maintenance benefits, certificate proceeds (eligibility, quantity, price timing and scheme treatment), and grant support (specific programme, approval status and conditions). Capital costs, operating savings, certificate revenue and emissions outcomes must be tracked separately. Compare alternatives using the same energy prices and production assumptions. Present the project with and without conditional contributions to show resilience—an early funding investigation clarifies what information to retain and prevents outdated programme listings from becoming unsupported promises.

### Why does Northmore Gordon emphasize checking renewable certificate eligibility before installation rather than after?

Certificate eligibility depends on specific timing requirements, equipment specifications, prior installations and scheme rules at the implementation date. For example, some schemes require project registration before works commence, while others have newness requirements or restrictions on retrospective claims. Waiting until after installation can eliminate eligibility or reduce certificate quantities. We recommend submitting a project brief early to confirm the applicable scheme, method version, evidence requirements and commercial treatment. This timing discipline preserves funding options and prevents foreseeable eligibility losses.

### What information should a commercial organization prepare before requesting a solar feasibility assessment?

Prepare site location, existing and proposed equipment details, current operating conditions, production volumes or facility use data, project timeline, electrical supply capacity, roof or installation constraints, available energy history (ideally 12 months), and the specific business decision requiring assessment. Distinguish estimates from measured data and flag any planned changes to operations or equipment. If solar integrates with battery or electrification, describe heat or cooling requirements and preferred operating hours. Clear scope definition—whether assessing standalone solar, storage, heating alternatives or multi-technology systems—enables Northmore Gordon to establish appropriate starting scope and identify evidence gaps early.

### How does Northmore Gordon's grant and funding alignment service improve project economics?

Our specialists assess grants, certificates and financing on their own terms rather than assuming they combine automatically. They identify applicable government funding opportunities by location, project type and deadline; verify current programme guidelines rather than relying on outdated listings; and evaluate compatibility between different support streams. They also structure investment cases showing project economics with and without conditional funding, clarifying the decision point if support is delayed or unavailable. This approach transforms potential funding into reliable financial planning and accelerates stakeholder approval by demonstrating realistic, verified returns.

### What track record does Northmore Gordon demonstrate in translating solar projects into measurable commercial outcomes?

We highlight over 15 years of engineering-led expertise, a 100% project success rate translating regulatory complexity into commercial value, and over 6 million Energy Attribute Certificates registered across Australia and Asia-Pacific. Published case studies including Kalafatis Fresh Produce (400 kW solar with measurement and verification support), Aurora Place (HVAC upgrades with certificate evidence), and MainStream Aquaculture (feasibility for lower-energy heating) illustrate their involvement in real projects. These examples demonstrate the type of problems addressed and service scope performed, though they do not establish that identical incentives, designs or financial outcomes apply to new sites.