



## Transparency and control



28 February 2017

Community Energy Congress





- Add a markup to the cost of goods, and sell at profit
- Sell as many units as possible

We don't really consider ourselves to be a retailer





- Social enterprise
- 50% profit to communities, charities and into new, local renewable energy
- Service provider to our partners
- Enable partners to create and profit from retail energy, without being a retailer

For everything we do :

1. Is it cleaner?
2. Is it fairer?
3. Is it cheaper?

## Our service provider role



Help you keep most of the profit in your community

- Let you customise a local energy plan
- Give you branding ability
- Buy your locally-produced energy
- Help customers reduce their reliance on grid/traditional energy
- Share open source data on marketing effectiveness
- Pass you the net profit after a small, fixed, per-customer per-month service fee



- Simple pricing
- No made up or conditional discounts
- Standing offers = Market offers
- Promise of no price changes for profit
- 10c Feed in Tariff (11c incl GST)
- Fixed service fee

## Questions to ask potential retailers



- Will they make it simple?
- What's in it for them?
- Who 'owns' the customer?
- Will customers find it fair?
- Are they open book with you?
- Are you an acquisition channel or a partner for them?



 100%renew





Thank You