



clean energy

for eternity





Office of
Environment
& Heritage



ClearSky
SOLAR INVESTMENTS

Empowering communities to benefit financially and environmentally from the creation of renewable energy



Clean Energy for Eternity's Warren Yates and Christina Kirsch.

Powering an investment

RESIDENTS will be soon be able to invest money in local community-owned solar projects thanks to a State Government grant.

The northern beaches

negotiate with owners to use their roofs.

Small scale investors and self-managed super funds will be able to invest money to help install the panels.

ment opportunity later this year.

It was one of nine groups to receive a total of \$411,000 from the NSW Office of Environment and Heritage.



- We connect Community Investors to solar projects
- The Rooftop Owner receives cheaper clean energy
- Investors get paid for the energy generated for 7-10 years
- Rooftop owner is gifted the solar system after the contract





Paul C.
\$ 17 000,- invested

Warren Y.
\$ 50 000,- invested

Henry B.
\$ 10 000,- invested

Jaden H.
\$ 1 000,- invested

Ghulam A.
\$ 25 000,- invested

Henry B.
\$ 10 000,- invested

Linda H.
\$ 5 000,- invested

- Each project is organised as a trust with maximum 20 investors
- Investors can invest different amounts
- Solar system is limited to a maximum of 2 Million \$
- Repayments (incl. interest) are made proportionally to investment
- After the contract period, the rooftop owner is gifted the solar system



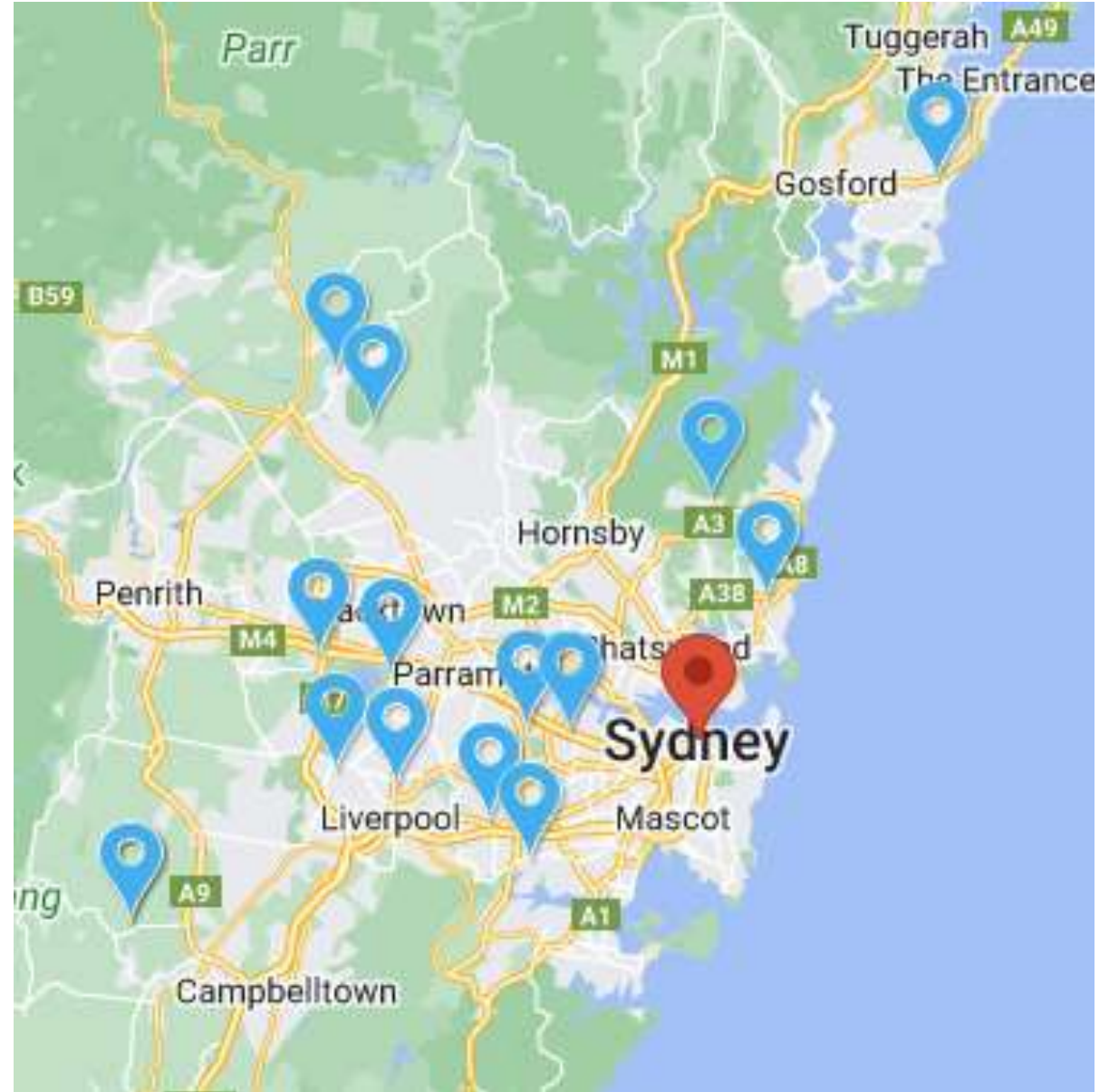
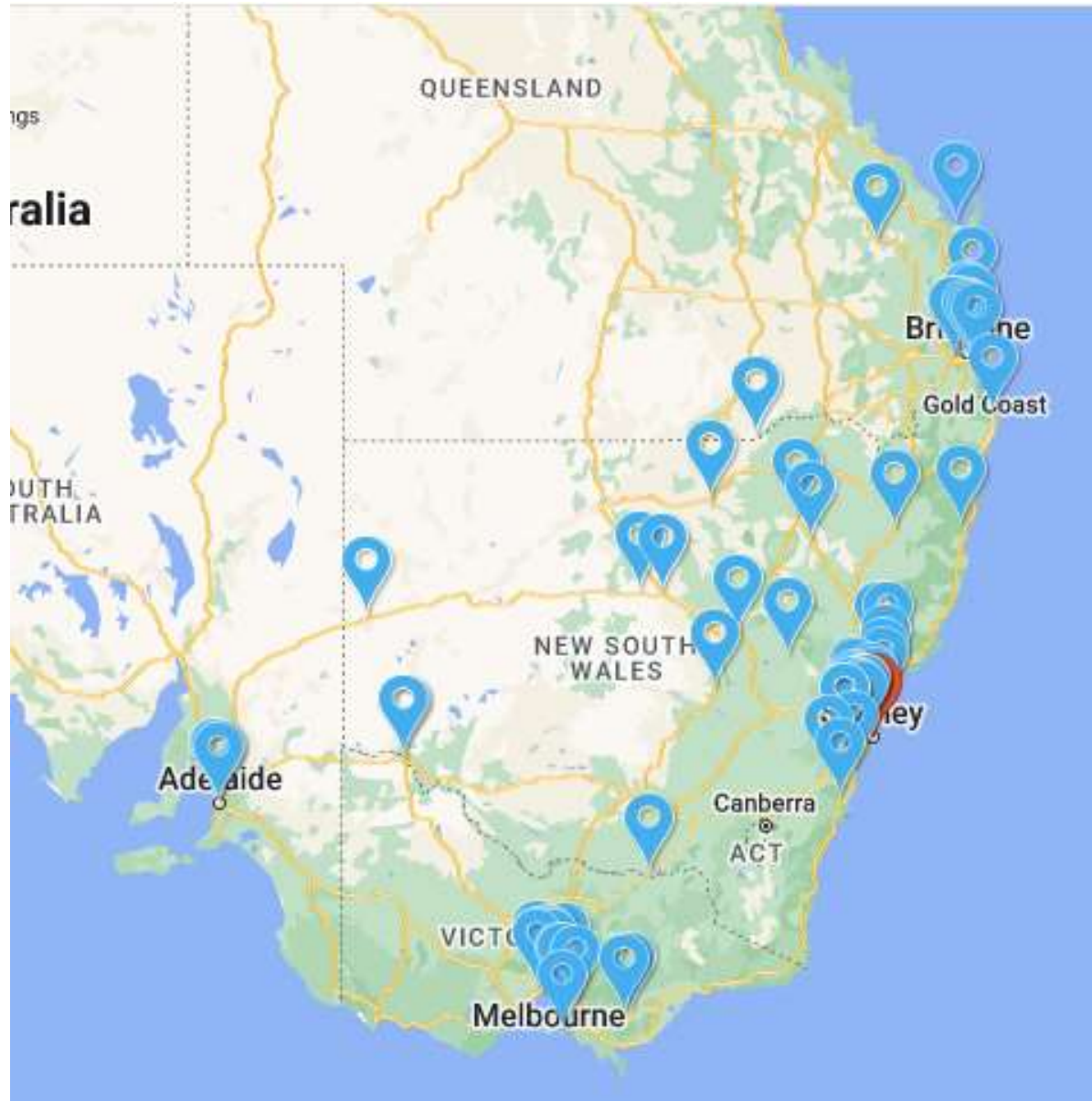
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ROYAL HOTEL

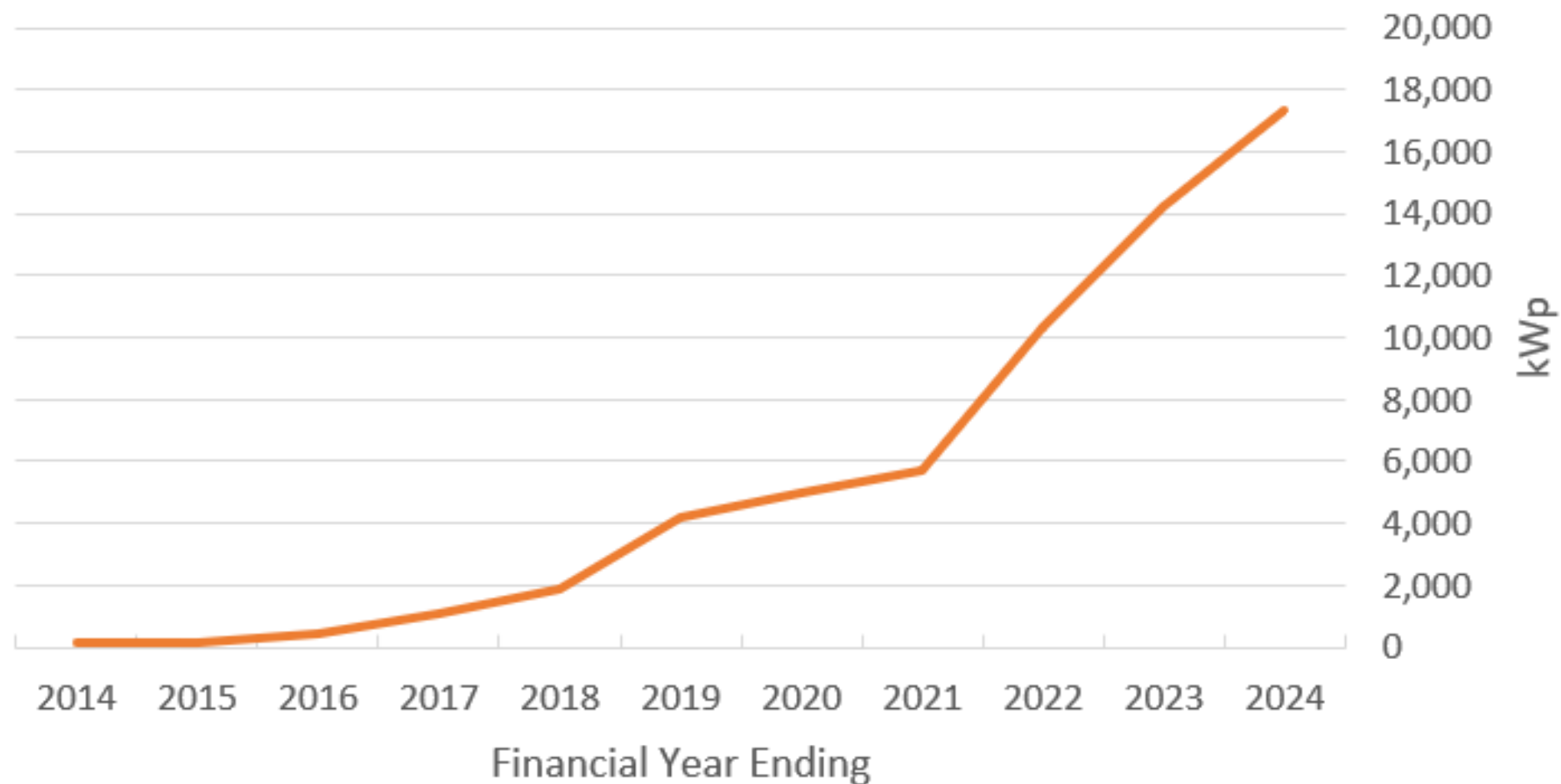
ROYAL HOTEL

ROYAL HOTEL

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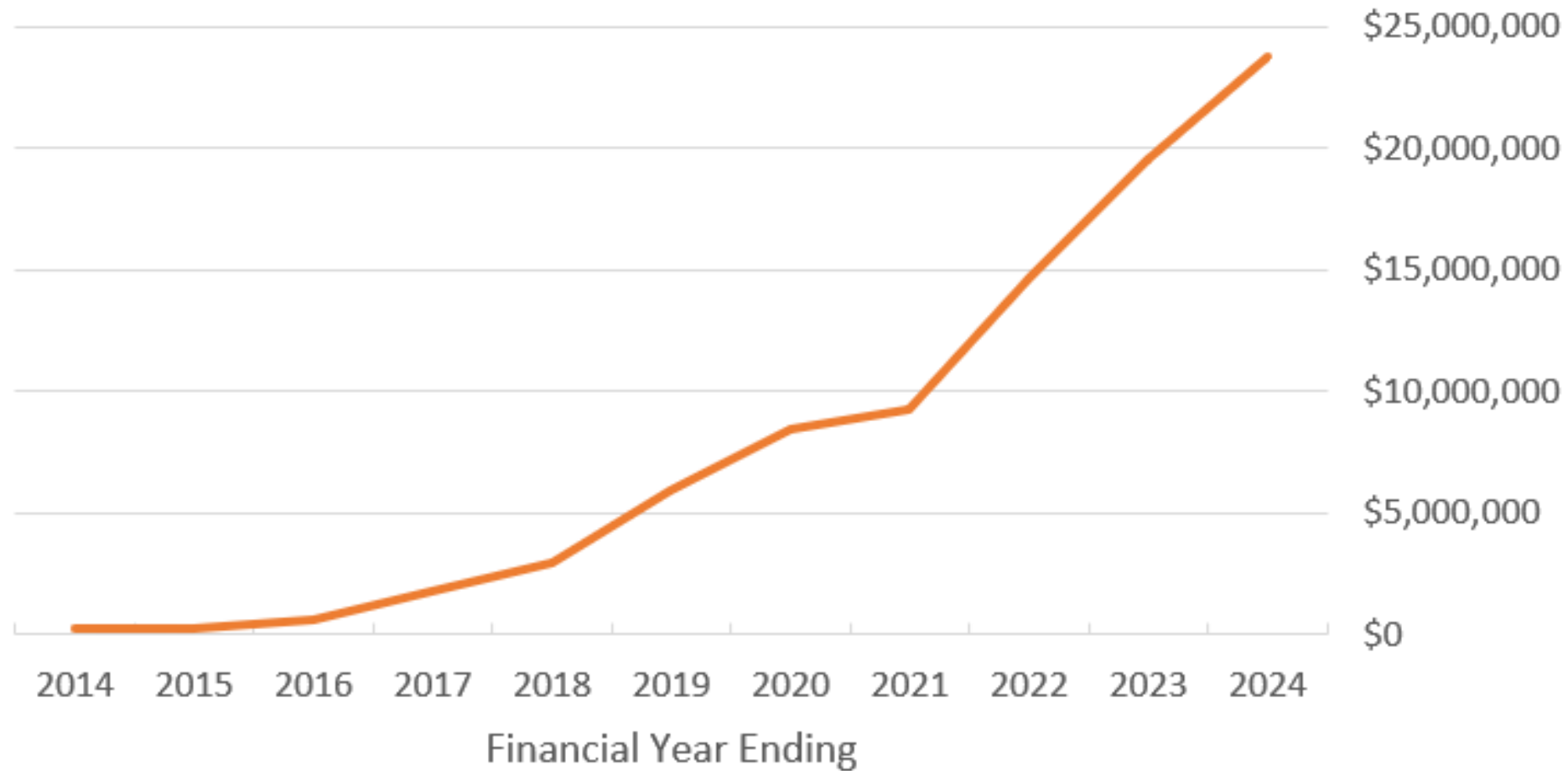


Cumulative kWp per Financial Year



— Cumulative kWp

Cumulative Funding per Financial Year



— Cumulative Funding



SOLAR
▲ ALLIANCE

Urban Renewable Energy Zone Pilot Brookvale

The Team

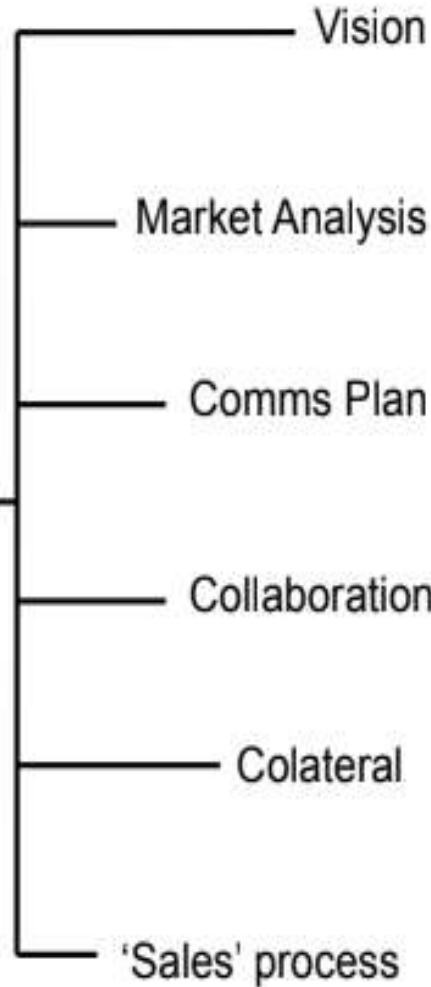


zero
emissions
SYDNEY NORTH



Strategy

Making the vision happen together



Technical – i.e. network, control technology, batteries etc
Commercial – i.e. who pays whom, how much for what ¹
Regulatory – i.e. potential rule changes ²

Details of all businesses by type, size of roof, address, ownership, rent/own, and likely daily consumption

Messages, channels and content
Events

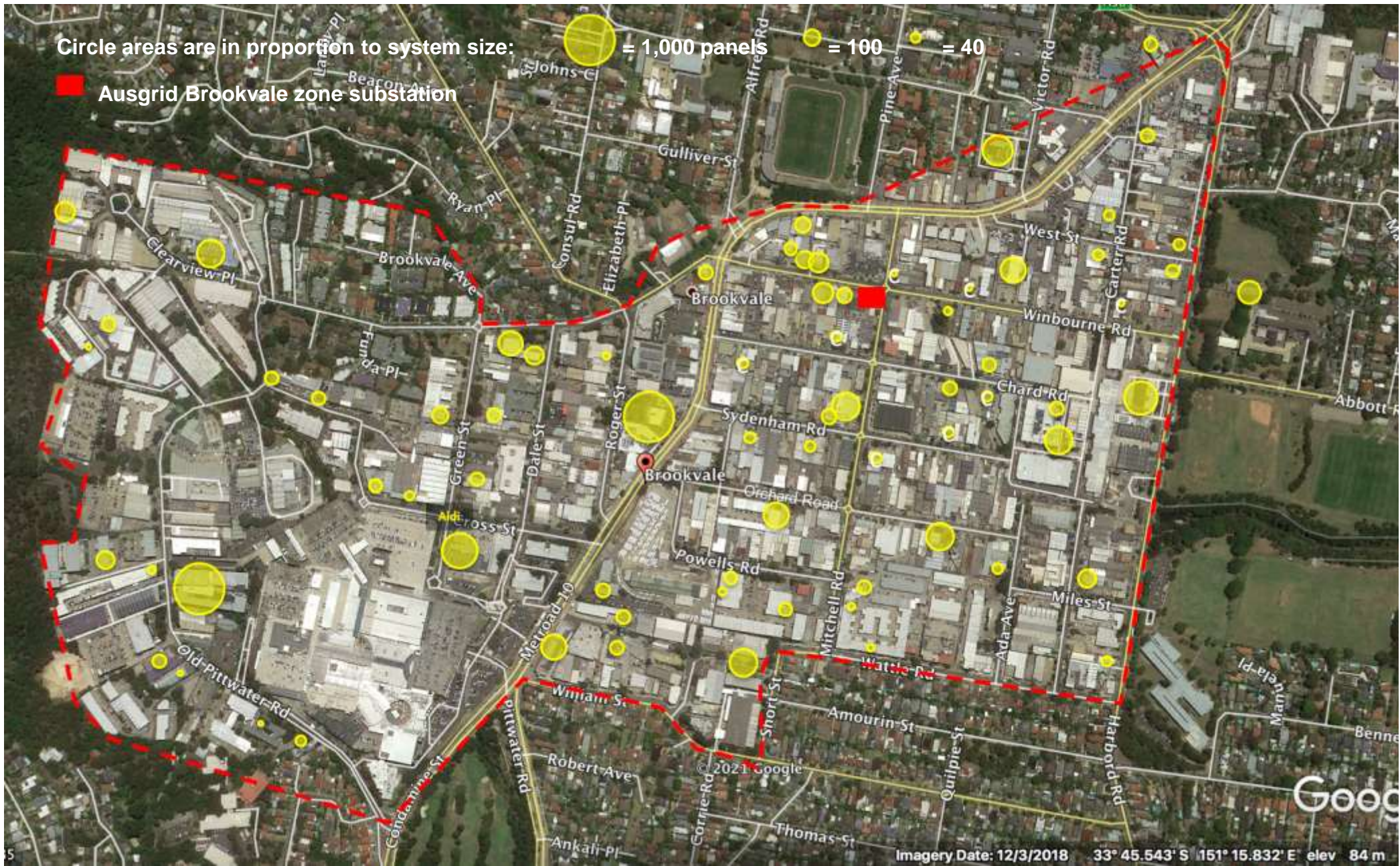
Partnerships, complementary roles, and joint planning

General support materials: e.g. CEC Buying Solar; NBC Simplifying Solar; ZESN Solar My Business, etc
Specific support materials: business specific analyses

Proposed contact, engagement and support process to point of self-start on the 'road to solar'

Notes: 1. This includes DNSP compensation for energy export in addition to import, feed-in-tariffs etc
2. Regulatory changes are needed to manage the future network with multiple DER and a high proportion of renewables

Over 10,000 panels have been installed across the area



A Solar Farm of 30 Brookvale Ovals



The Big Idea



Imagine a mini-power plant in the city where local businesses get paid for energy they collect from their roof, where cars and trucks are powered by the sun, where businesses share energy storage, where having solar panels on your roof is not just smart, it's normal.



Brookvale, an industrial zone on Sydney's Northern Beaches, is already a powerhouse for renewable energy. There are panels on car showrooms, hotels and office blocks, boutique brewers and coffee roasters. But there is room for so much more.



If we can cover 50% of Brookvale's suitable roofs, we'll have 70,000 solar panels creating a virtual power plant of up to 23 MW. That's the size of a small power station.



That is **Powerhouse Brookvale**,
Australia's first urban renewable energy zone.

Solar Champions

Solar Champions

- Local heroes at the forefront of the transition to clean energy and net zero
- Available to share their journey and experience with others
- Provide inspiration and leadership





Solar Ambassadors

Support local Businesses interested in getting solar by:

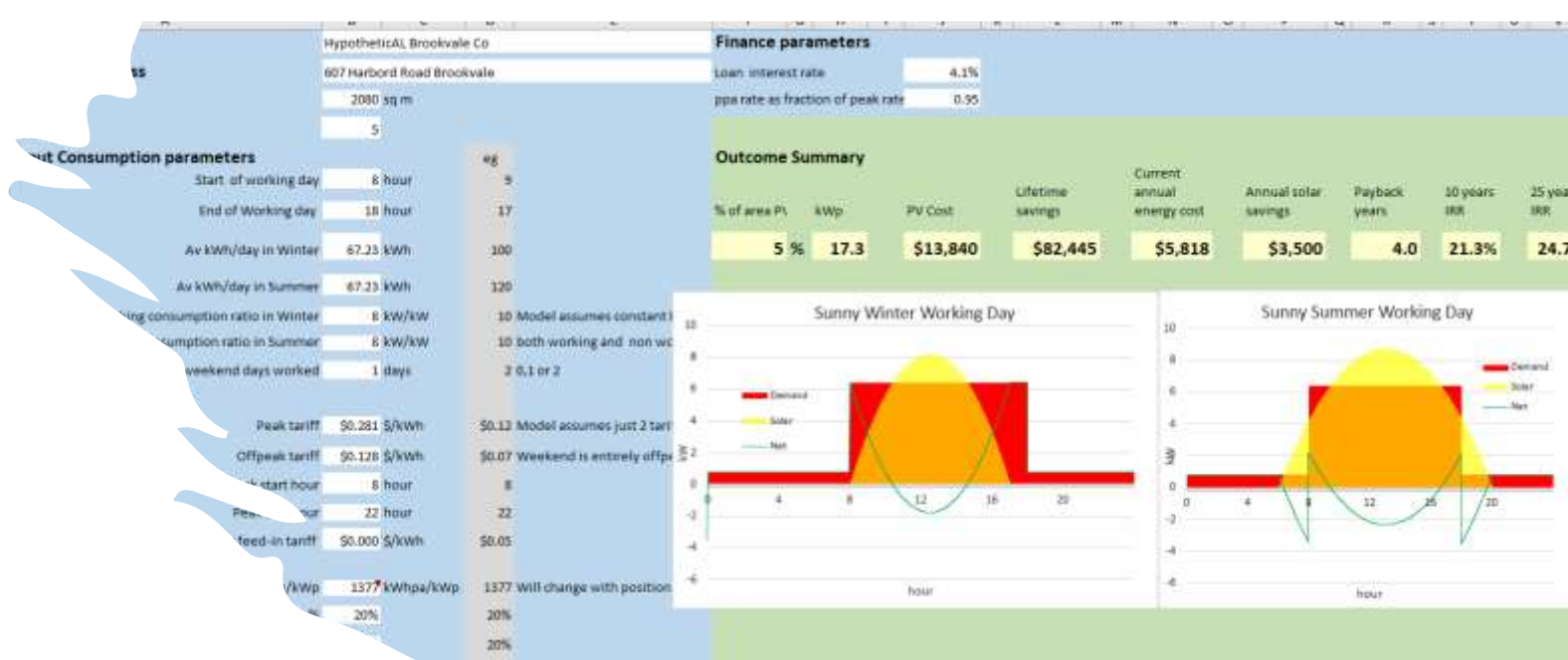
- Analysing solar potential and expected payback period and ROI of a solar system
- Getting several quotes
- Reviewing the quotes
- Being available to support during contracting and installation

Who are our customers?

Customer Category	Characteristics
Owner Occupier	Businesses that also own the premises from which they operate
Tenant	Businesses that have a lease of a property from which they operate
Strata Owner	Businesses that own and operate from a strata property
Strata Lease Holder	Businesses that lease and operate from a strata property
Property Owner	Entities that own properties and lease those to businesses
Solar Ambassadors	Community volunteers that would like to support the uptake of solar PV in local industrial areas
Council	Local council of the respective industrial area
Other Community Groups	Other community groups interested in replicating the program

Solar Ambassador Program

- Solar Ambassador Training
- Solar Ambassador Tools (Solar Business Calculator)
- Templates (PPT presentation, Invitations for Quotes etc.)
- Checklists (e.g. for reviewing quotes)
- Draft MOU for working with council
- Solar Champion case studies and videos





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