

COMMUNITY ENERGY CONGRESS

Fast Fair & Vital



We acknowledge the **Gadigal people of the Eora Nations**, and all **Aboriginal people and lands** that everyone is meeting on from across Australia.

Financing and Partnerships



Chaired by
Vikki McLeod, Rewiring Aust



Briony O'Shea
CORENA



Jonathan Prendergast
Komo Energy



Christina Kirsch
Clearsky Solar

Funding Community Energy Projects

2024 Community Energy Congress



By Jonathan Prendergast

Funding Options

Funding Types	Vehicle	Raise Documentation	Approval or Regulatory Body	Examples
Small Scale Offer	Various	N/A	N/A	Repower Shoalhaven, Clearsky Solar
Equity - Shareholding	Pty Ltd or Ltd Company	Prospectus	ASIC	Solarshare Canberra
Crowd Equity	Pty Ltd Company	Offer Document	Intermediary (e.g. Birchal)	Grong Grong Solar Farm

Komo Energy Current Live Projects

Project	Details
Grong Grong Solar Farm	1.5 MW Community Solar Farm \$5 million project \$1.9 million Grant Hosting Haystacks Solar Garden
Goulburn Community Solar Farm	1.4 MW Community Solar Farm with 2 MWh battery Community Coop have raised \$2.6 million \$2.3 million grant
Manilla Community Solar Farm	5 MW Solar Farm \$10 million Solar \$8 million battery storage \$4 million NSW Government Grant
	5 MW Town battery with 1 MW Solar 25 Year Lease secured Early Development funded by Sustainability Victoria

Case Study - Grong Grong Solar Farm



Grong Grong Solar Farm

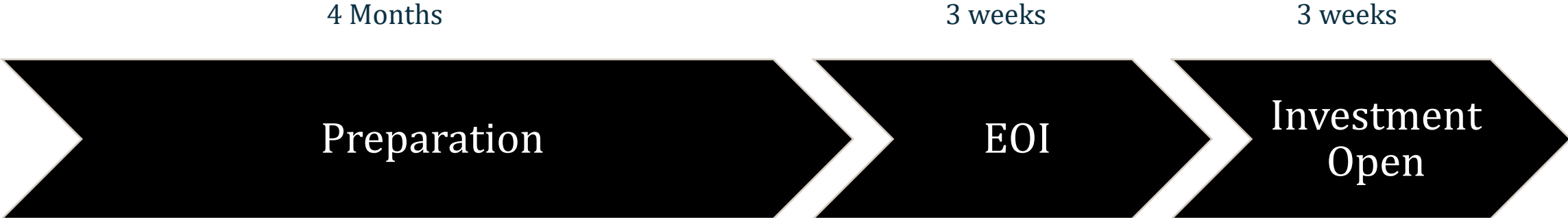


Grong Grong Solar Farm



Grong Grong Case Study – 2022

Crowd Funding Process



4 Months

Preparation

- Logo & Brand
- Messaging & Comms
- Website
- Campaign Video
- Facebook page
- Webinars

3 weeks

EOI

- Webinars
- Sponsored Facebook Ads
- Finalise Offer Document

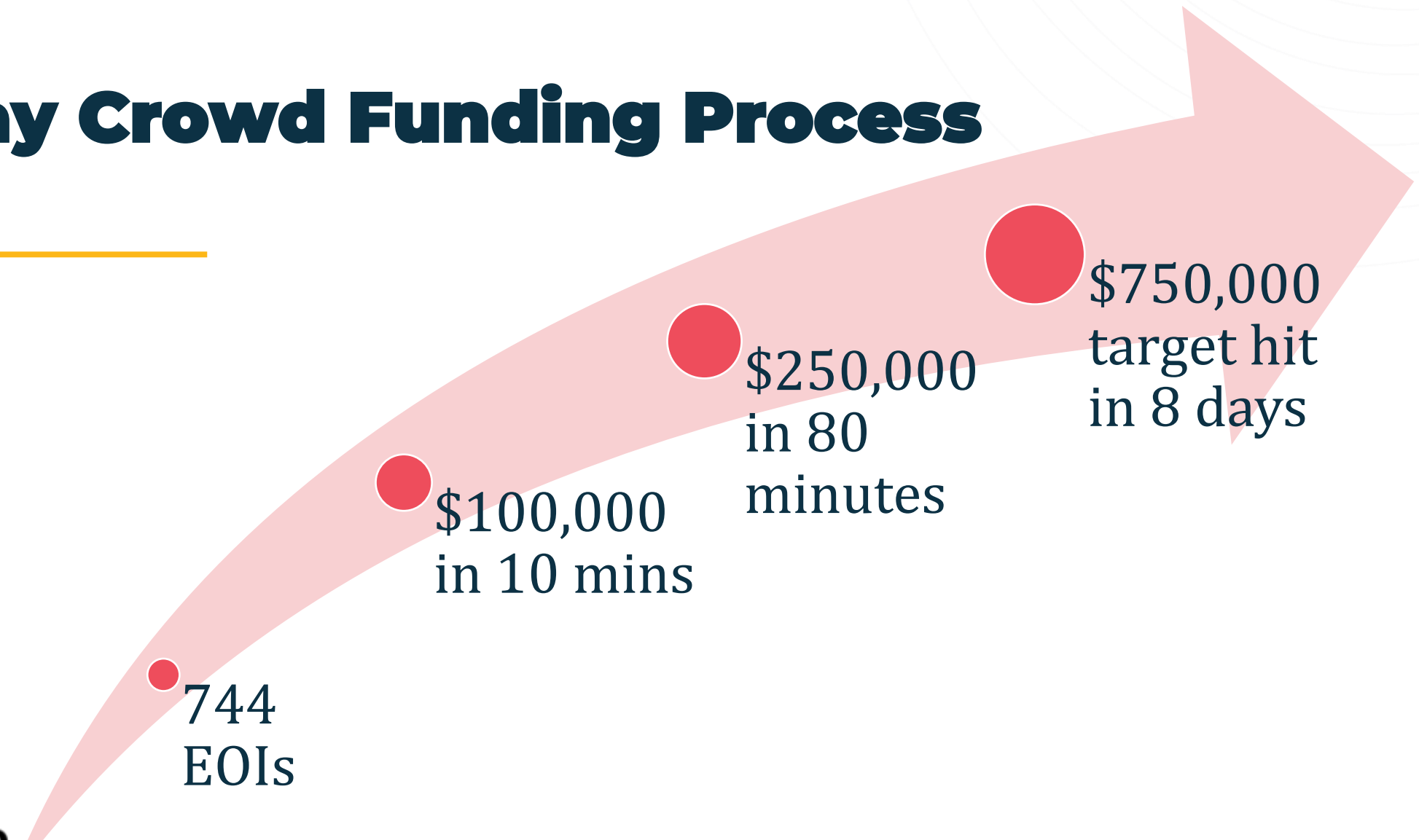
3 weeks

Investment Open

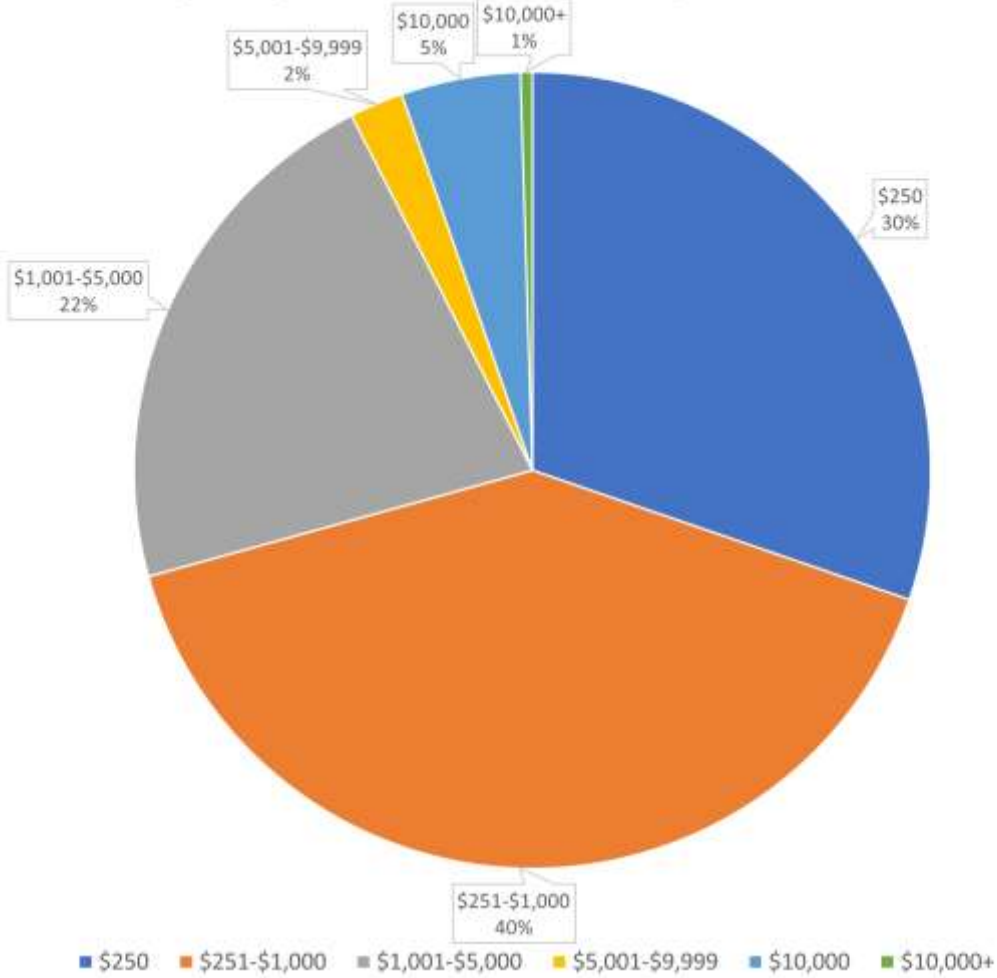
- Webinars
- Sponsored Facebook Ads
- Phone calls



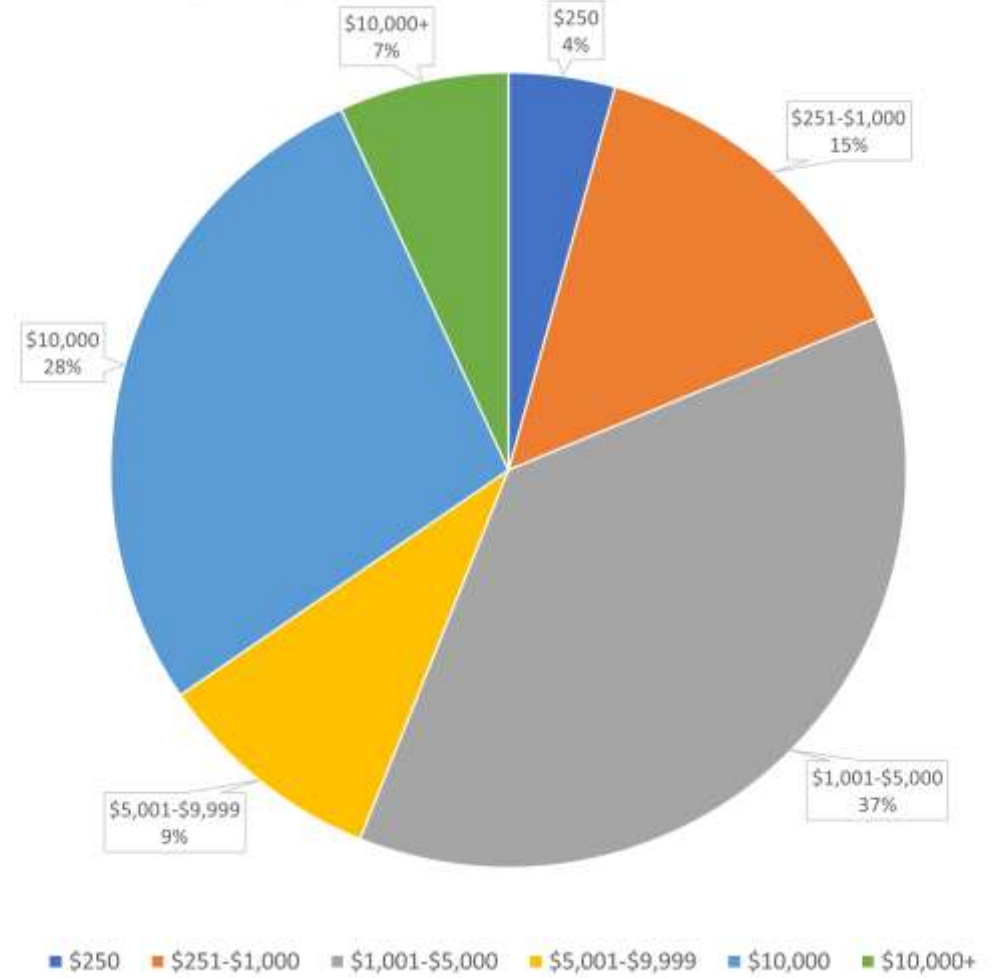
8 Day Crowd Funding Process



Grong Grong Solar Farm - No of Investors per Investment Scale



Grong Grong Solar Farm - \$ funding per Investment Scale



Crowd Equity - Learnings

The good

- Enjoyable campaign
- Can publicise widely
- Intermediaries take care of admin
 - CRM, collection of investments
- Low setup cost

The bad

- Comes with additional reporting requirements
- Cannot provide forecasting unless contracted
- Strict requirements on related parties

Debt Models - Benefits

Why use this loan note structure....

The Company's investment structure has the following features:

Readily understood by investors. Returns are classified as principal and interest (not capital return, dividend, or franking credit);

Easier for investors to process their annual tax returns. Only interest income is assessed as taxable.

Principal is returned in predetermined amounts.

Easier company accounts. Streamlined processing of company tax return and investor returns thereby minimising administration charges.

Source: Repower Shoalhaven

Discussion

- On Bill Credits – Solution to the “Energy Divide”
- Crowd Equity vs Ltd Company vs Cooperative
- Pros and Cons of Debt
- Additionality – ensuring impact from your efforts







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





- 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



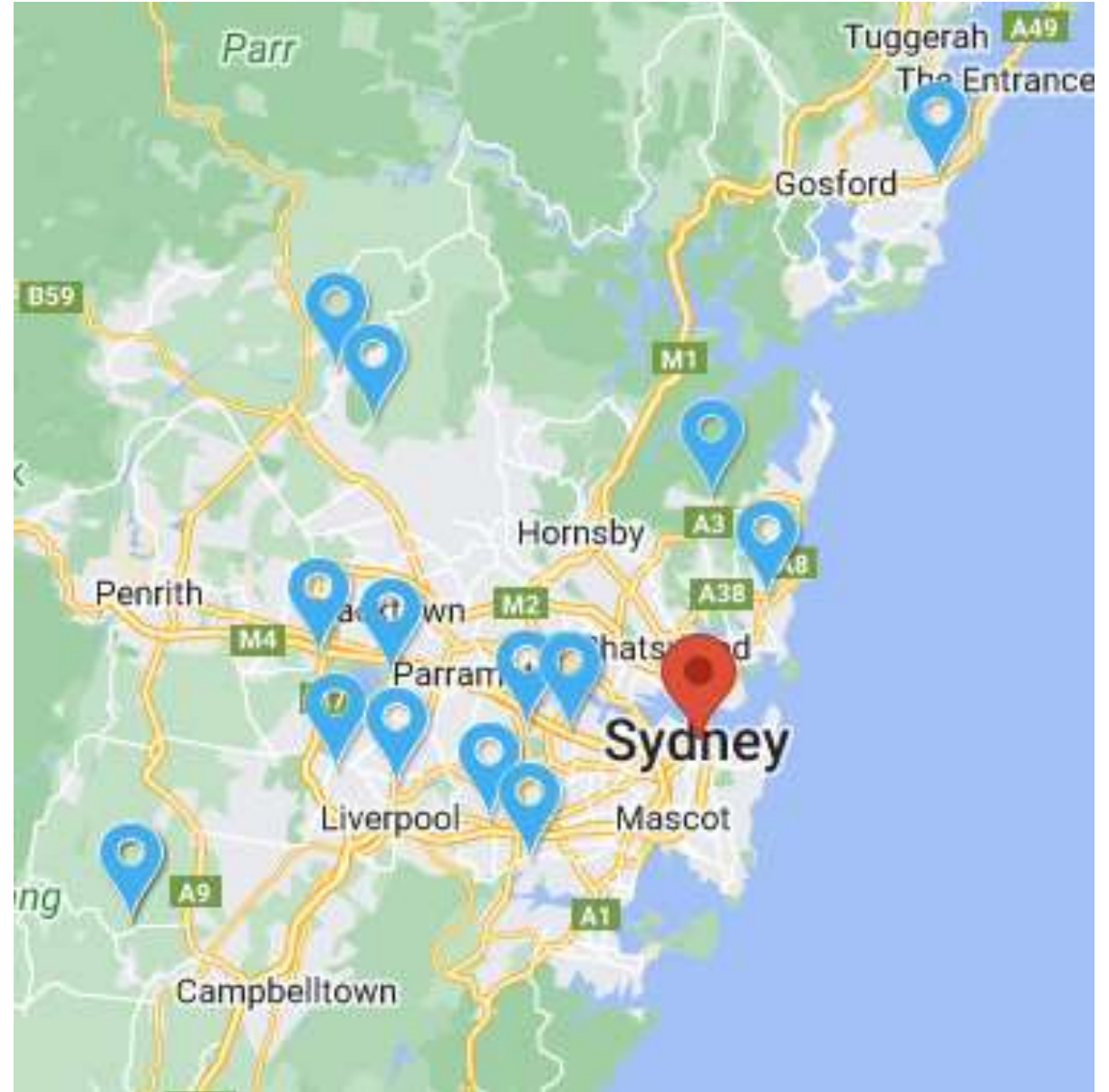
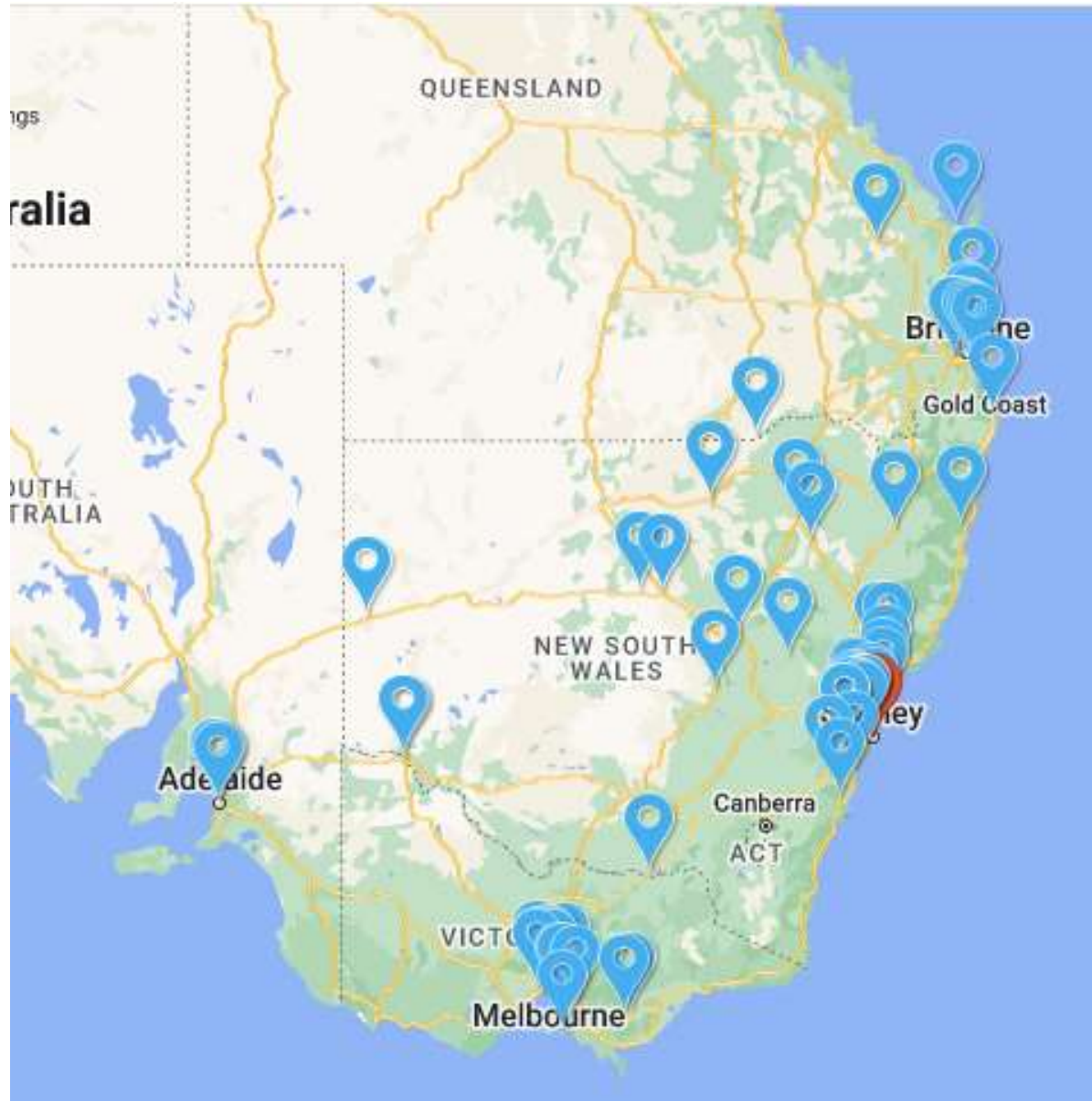
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ROYAL HOTEL

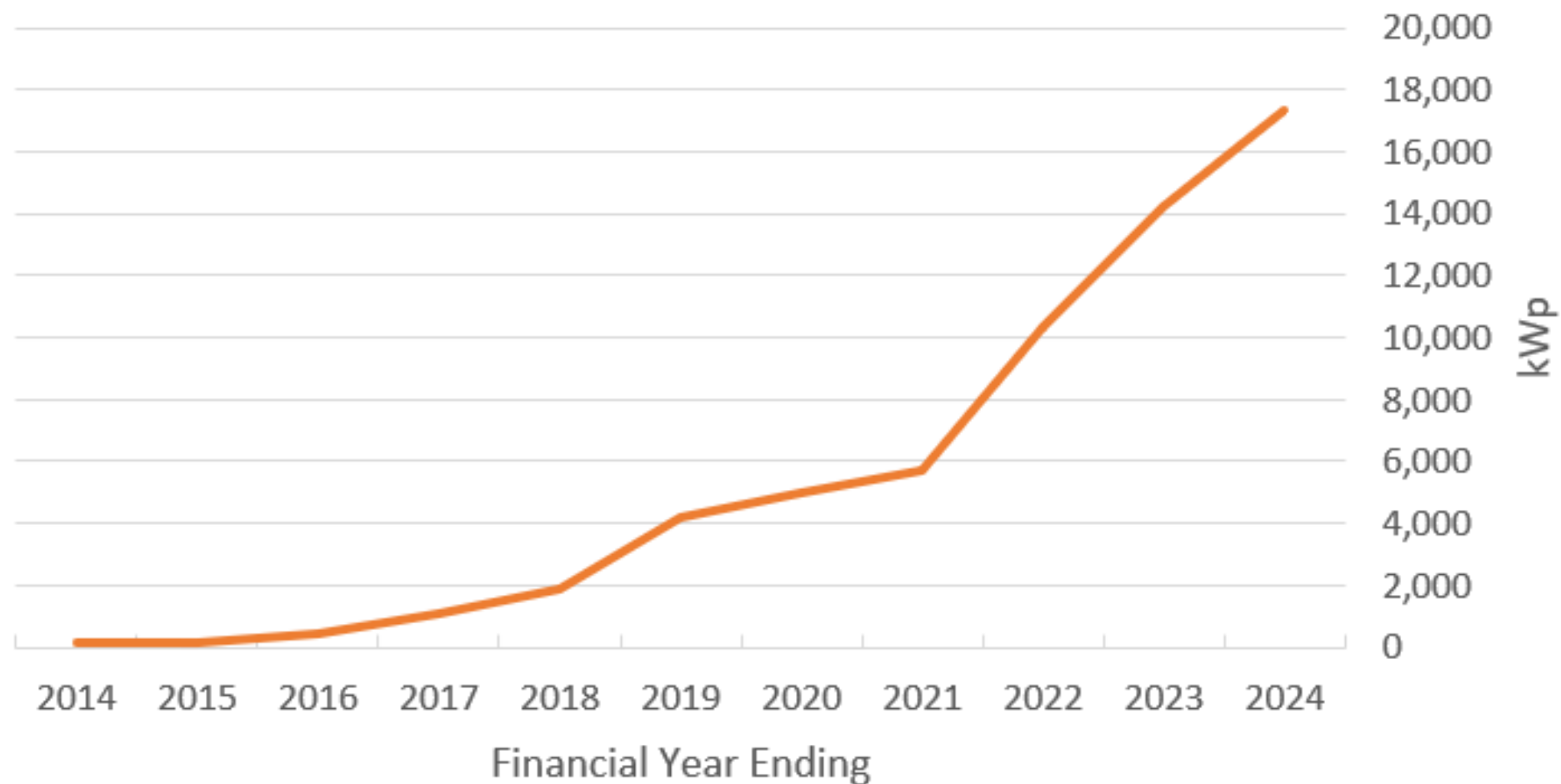
ROYAL HOTEL

ROYAL HOTEL

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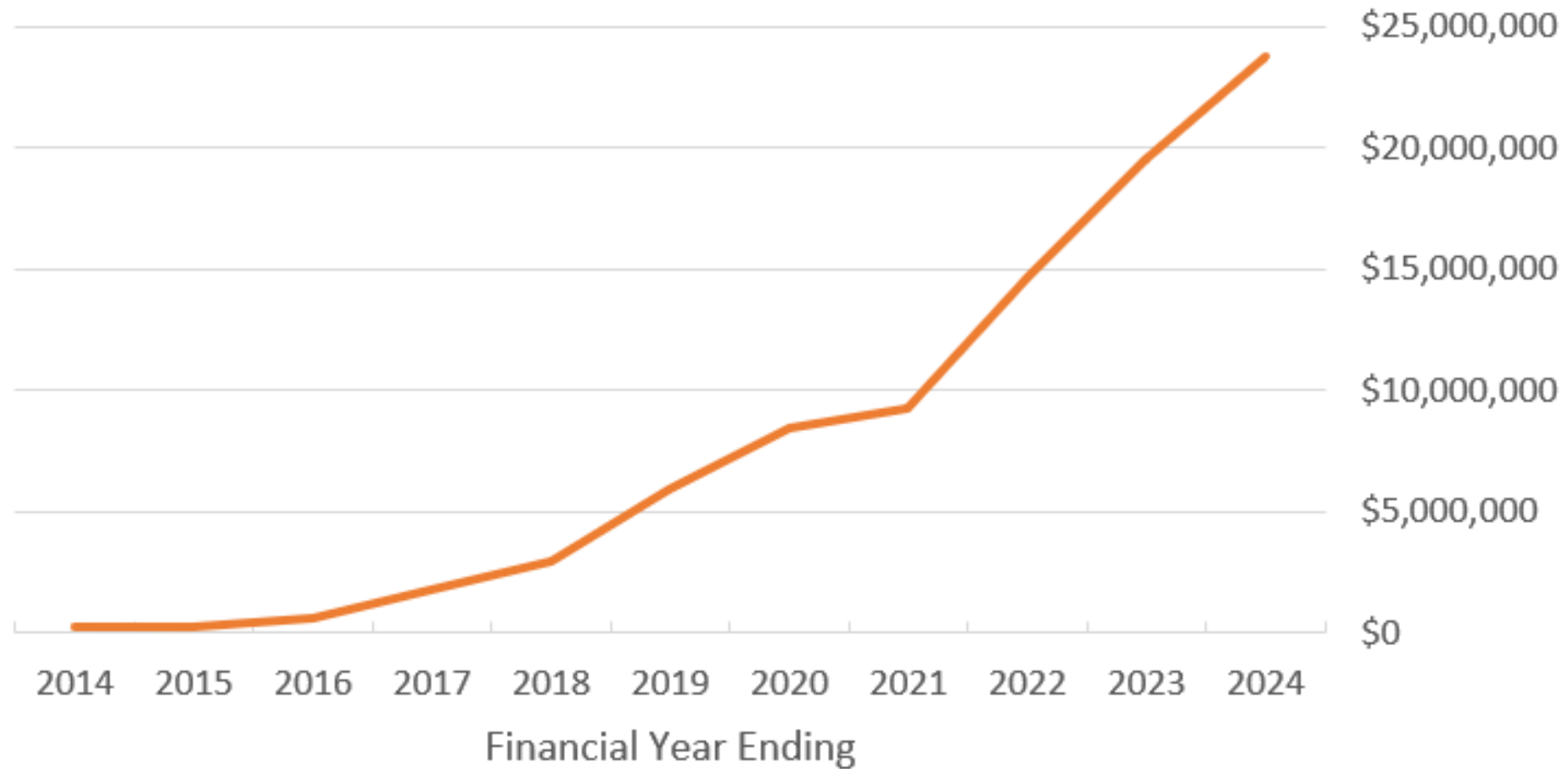


Cumulative kWp per Financial Year



— Cumulative kWp

Cumulative Funding per Financial Year



— Cumulative Funding



SOLAR
▲ ALLIANCE

Urban Renewable Energy Zone Pilot Brookvale

The Team

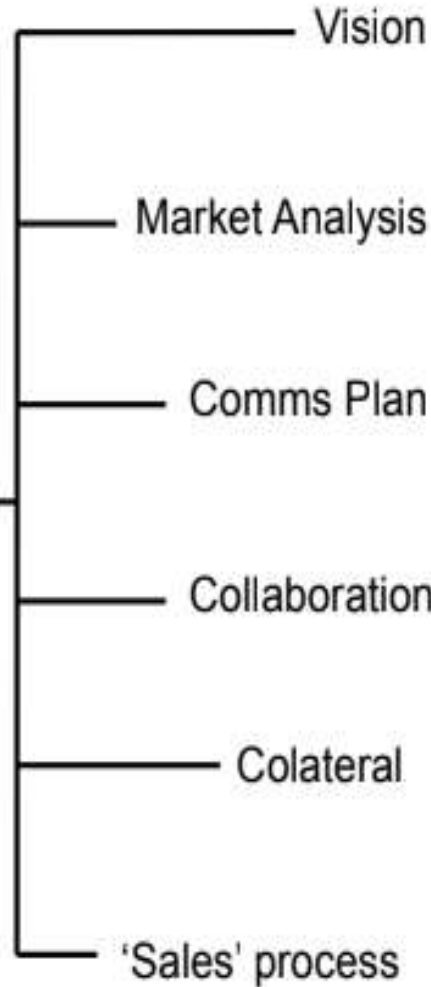


zero
emissions
SYDNEY NORTH



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

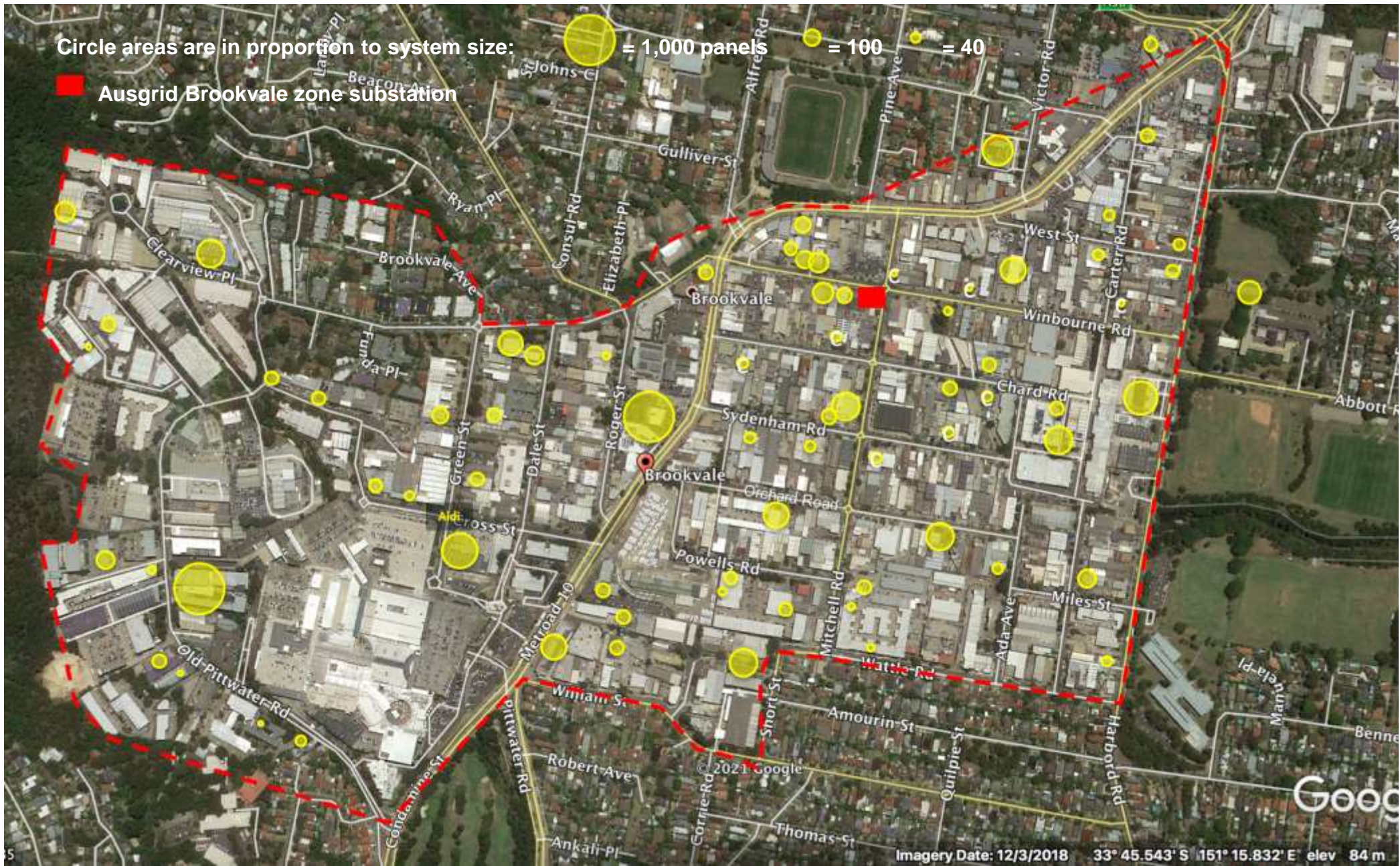
Partnerships, complementary roles, and joint planning

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:

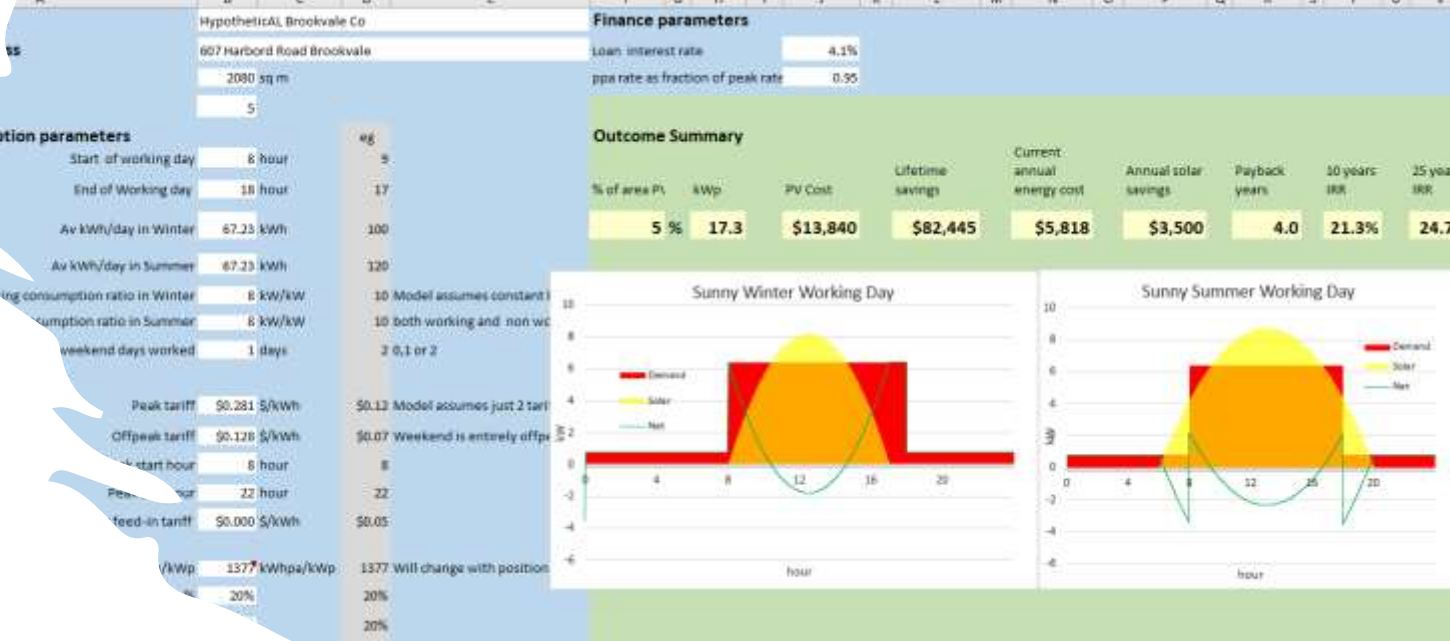
- Analysing solar potential and expected payback period and ROI of a solar system
- Getting several quotes
- Reviewing the quotes
- Being available to support during contracting and installation

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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