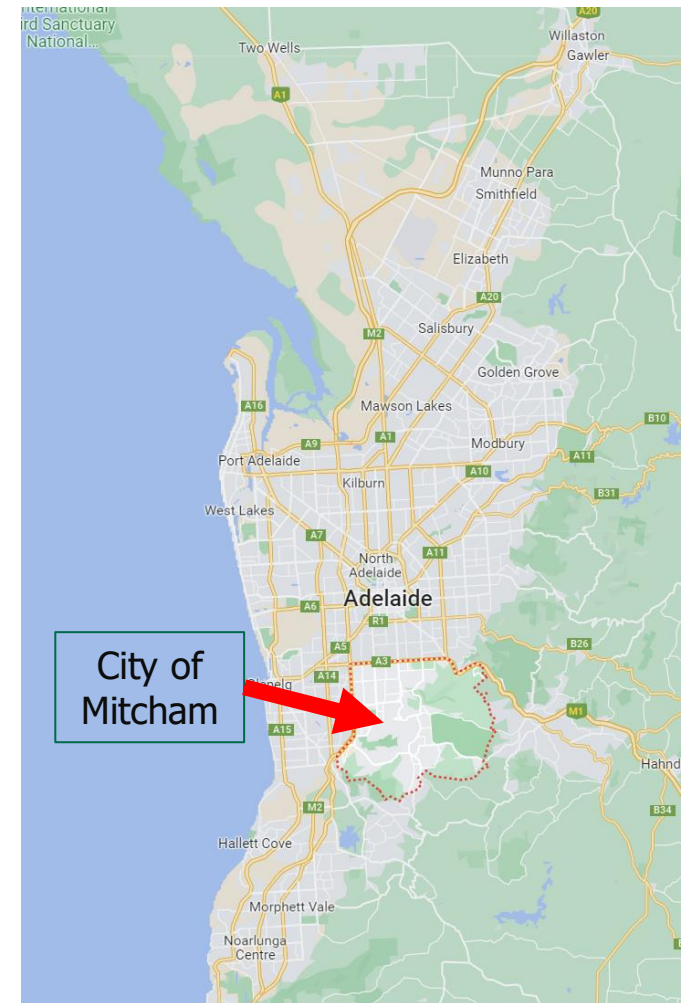


City of Mitcham Community Renewables Program

Get Your Bearings

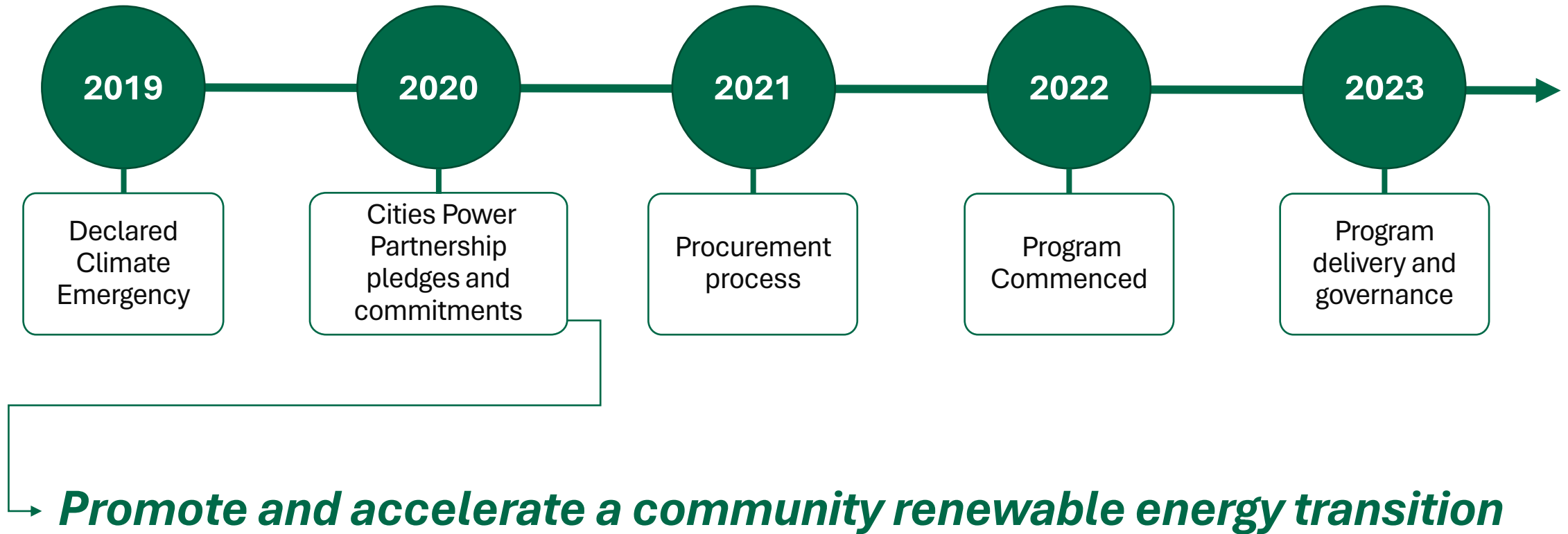
- 30,000 rateable properties (86% residential)
- Population of approximately 70,000



Why

1. Climate emergency
2. Cost of living
3. Access to cheap power for renters
4. Support for local businesses
5. Council savings and revenue

Timeline

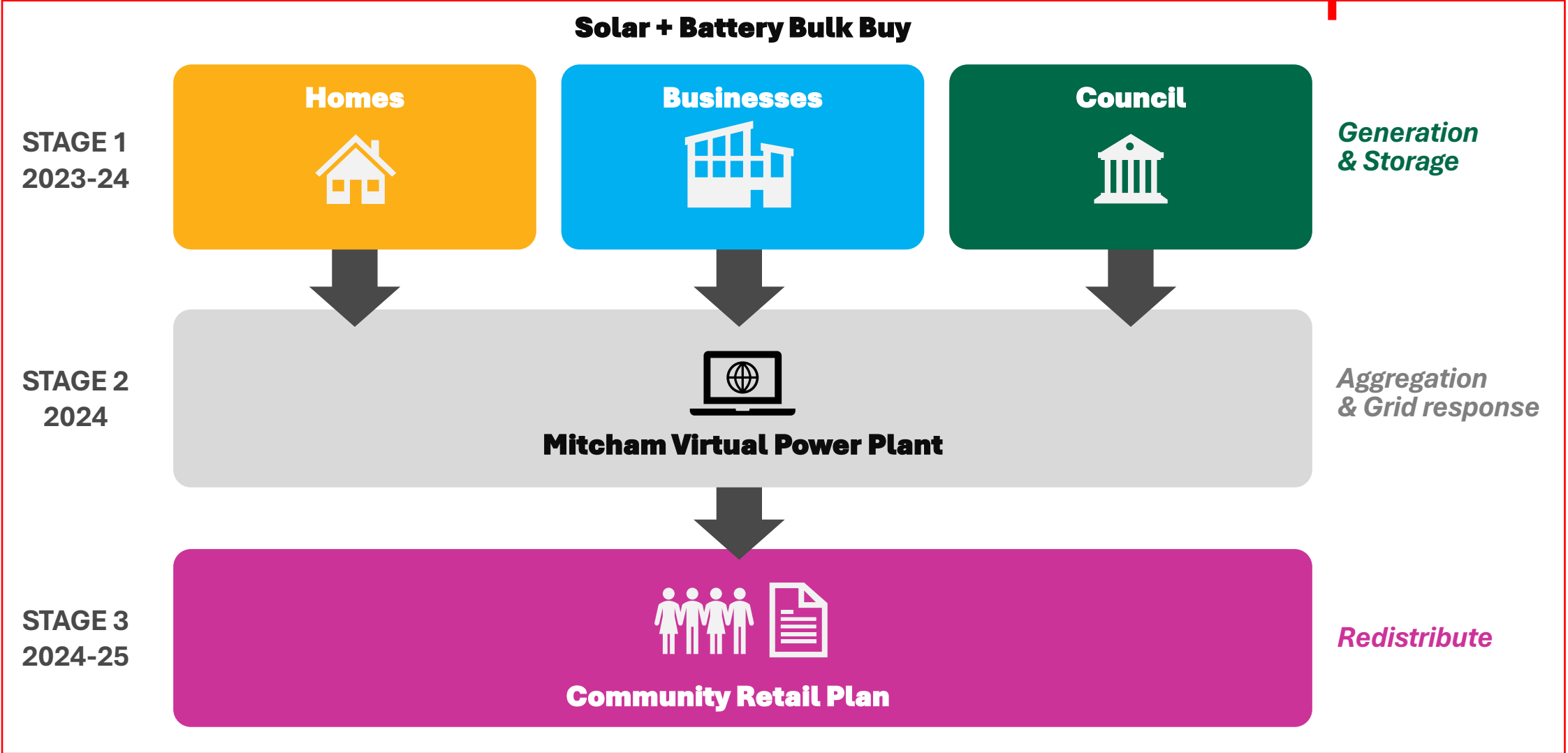


What Did We Do?

1. We ran a tender in the open market, asking proponents to explain how they would help us:
 - Achieve a Carbon Emissions Reduction
 - Lower the Cost of Living
 - Build community energy resilience
2. Asked SA Power Networks to endorse our approach
3. Asked SA Chief Entrepreneur to promote our tender

Tender Blueprint

City of Mitcham Profit Share



Tender Outcomes



205 DOWNLOADS



15 SUBMISSIONS

Due Dilligence: \$87k Once-Off

- Energy expert assessment of tender responses
- Independent financial and organisational capability audit
- Legal advice on Council's role: 'White-labelling'
- Legal advice on procurement adequacy
- Fair trade, anti-competition and principles of competitive neutrality
- Independent evaluation of the profit share offer
- Mutual Liability Scheme indemnity advice
- Prudential Review

And the Winner is...



ShineHub

The Key is all 3:

- Sell solar panels & batteries
- Run Virtual Power Plants
- Energy retail licence holder

What They Wanted From a Local Council



They didn't want our money



They wanted our brand recognition



They wanted our community outreach



They wanted our trust

Council's Role

- Due diligence that no average citizen could afford to do
- Promoting ShineHub's existing products through Council channels
- ShineHub trading on Council's name
- At no additional cost to Council

Quick Clip



Stage 1: Bulk Buys (Residential and Commercial)

- 2 x solar panel and battery community bulk-buys
- ShineHub launched a landing page to capture registrations
- Co-hosted community information meetings
- 1 on 1 resident/ShineHub engineer system consultations at Council's Civic Centre or via phone.
- 3rd bulk-buy in Feb 2024

Local Power



The Product Options

- **Outright purchase**

- Bulk buy & VPP system discounts applied to purchase price

OR




- **No up-front cost or 'Netflix' model**

- Residents pay a monthly subscription to the power (10 year agreement)
- ShineHub own and maintain the system
- After 10 years, residents can buy the system for \$1
(or they can request a buy-out at any time within the 10 years)
- The monthly subscription fee is the same or less than their old quarterly bill

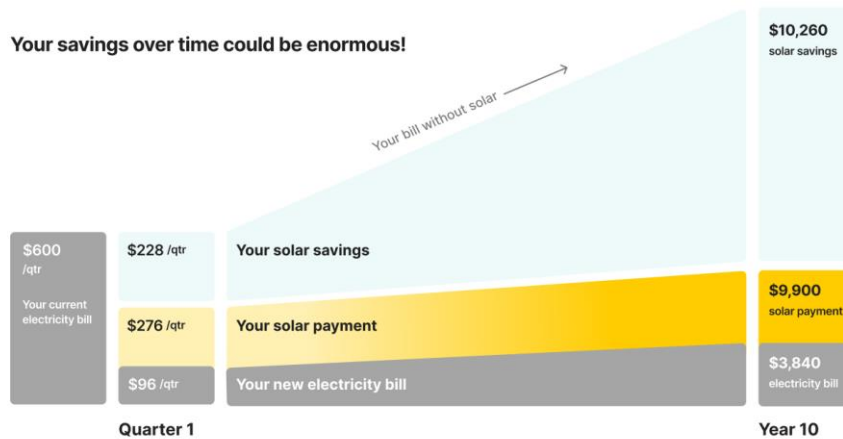
The Average Household

Your estimated solar savings^:

Check out how much you'll save in the next 10 years!

	 Energy costs on the grid	 Energy costs with ShineHub	 Your solar savings
Quarterly totals:	\$600 / quarter	\$372 / quarter \$276 Solar payment \$96 New electricity bill	\$228 / quarter
10 year totals:	\$24,000 / 10 years	\$13,740 / 10 years	\$10,260 / 10 years

Your savings over time could be enormous!



- Before - \$600 per quarter
- After - \$372 per quarter (including 'Netflix' payments)
- REPS incentive (up to \$1000)
- Residents don't need to change electricity retailer
- ShineHub does not become their electricity retailer

Residential Results (so far)

2 separate Bulk Buys

Total Registrations	3819
Solar Only	10
Solar & Battery	543
Battery Only	236
Total Systems	789

Commercial Participants

- 13 so far
- Multimillion dollar systems
- Target is big organisations to start with

Stage 2: VPP

- Council resolution to proceed
- Residential bulk-buy 3 and VPP launch in Feb 2024
- Profit share to commence from that date
- Profit share from VPP events
- 55 cents back to the resident

Stage 3: Retail Plan

- Council resolution to proceed
- Retail Plan mid 2024
- Retail Plan phased in with small renter target audience first

Overall Results (so far...)

- \$1,779,625 community savings to date
- 3193 tonnes carbon reduction (2.6% of total electricity emissions)
- A clear model and documentation developed for other Councils to collaborate and replicate.

Tentacles

- Other Councils with decisions to replicate
- Council retail savings
- SAPN Flexible Exports within Mitcham
- End of life contract
- SAPN EV Stobie Pole trial

