



Investing in what matters



Who are Community Shares Scotland?

We...

- ✓ Raise awareness of alternative finance models
- ✓ Deliver training, workshops and events
- ✓ Provide direct support to communities



Our support...

Early stage support from programme team

Up to **6 days of tailored free consultancy:**

1. Business planning
2. Community engagement
3. Governance
4. Share offer document

Up to **£5000 Micro Grant** for additional costs such as a launch event, marketing costs, specialist tax or legal support

... ALL FULLY FUNDED!





Our Story

Our aim is to **connect** and **empower** local people through community ownership and democratic **involvement** in our renewable energy co-operative, as well as **inspiring** and **sustaining** community activism.



UN Sustainable Development Goals

<https://sdgs.un.org/goals>

In the early days...



In the early days...



Arrochar Hydro



ARROCHAR & TARGET
COMMUNITY DEVELOPMENT TRUST

Luss and Arden
Community Development Trust

HYDROVER
turbine services

ARROCHAR
COMMUNITY HYDRO SOCIETY

ENERGY4ALL
FOR A SUSTAINABLE FUTURE

LOCAL
ENERGY
SCOTLAND

GREGOR CAMERON
CONSULTANTS LLP

Highland
ecodesign

LUSS
TOWN COUNCIL

Arrochar Community Hydro

An t-Sreang Run of River Hydro Generation Scheme Design Parameters

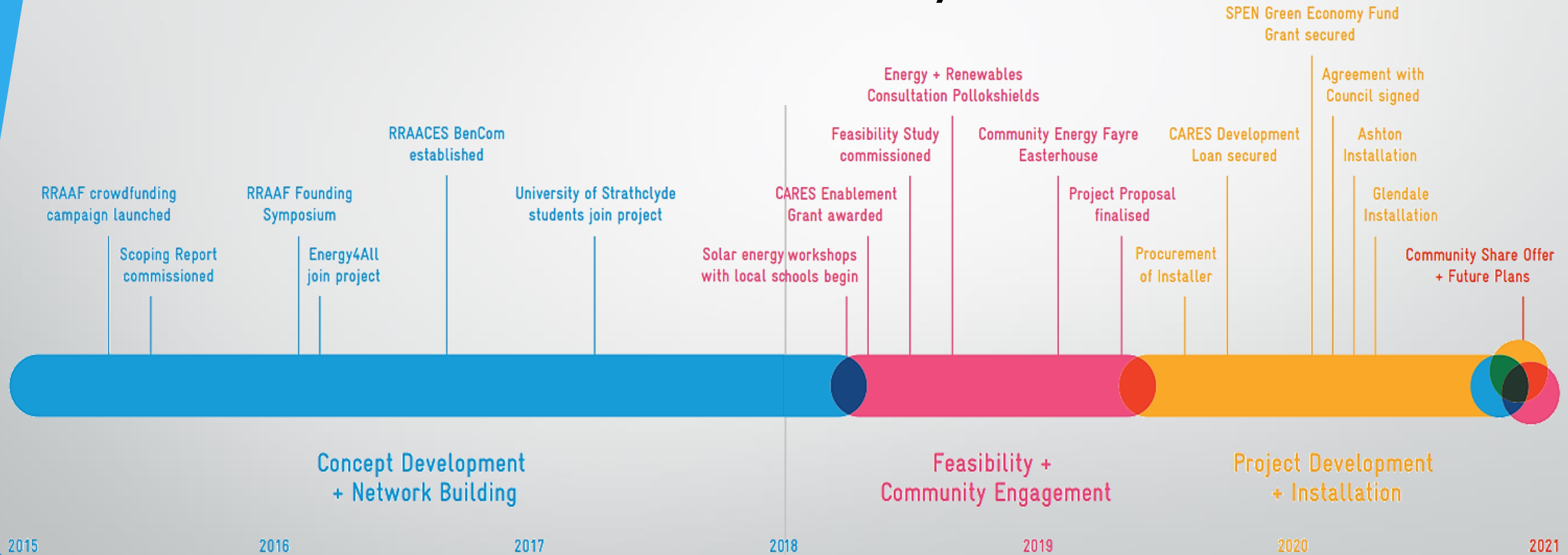
Turbine Type	Turgo	Electrical Connection	3 - Phase
Estimated Mean flow watercourse	146 l/s	Overall System Efficiency	69.8%
Design Flow	200 l/s	Maximum Power	120 kW
Gross Head	87.7m	Expected annual energy yield	401,671 KWh
Pipeline Length	578 m	Capacity Factor	38.2%
Pipe Diameter	400 m	Expected annual CO ₂ Saving	199 tonnes

For Information on the Community Benefit Renewable Energy Scheme or to report any issues, contact Arrochar Community Hydro Society
3 Villages Hall, ARROCHAR, G83 7AD T: 01301 702 889 or 01229 821028 WWW.arrocharhydro.coop! E: info@energy4all.co.uk

Edinburgh Solar Coop



Brief History





Enable



Educate

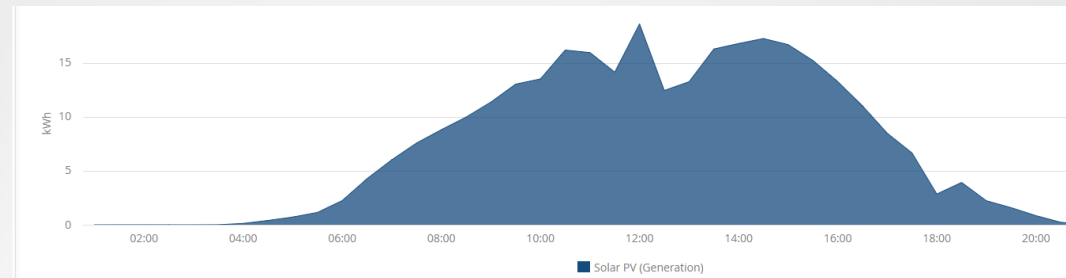


Empower



In numbers...

- 90.79kW
- 68,809kWh
- 271 Solar Panels
- £105,156 capital cost
- 20 year contract
- 178 members (26 orgs)
- £5000 annual community fund



To become a member and invest
in your community visit
glasgowenergy.coop



Community Fund

- St. Paul's Youth Forum (1.1 miles)
- Connect Community Trust (1.6 miles)
- East End Flat Pack Meals (1.8 miles)
- Fuse Youth Cafe Glasgow (1.9 miles)
- The Pollockshields Trust (0.1miles)
- £500-1000 each for 5 years



E-Bikes



Development Scenarios

Scenario	Advantages	Disadvantages
Community Centres	Direct community benefit. Keen to participate.	High cost, low revenue. Will rely on grant funding, groups could do this themselves.
Large scale	Simplicity. Low cost, high revenue.	Eggs in one basket.
Public sector	Fewer site owners to deal with. Generally large scale so low cost and high return. Mandate to support GCE.	Bureaucracy.
Hybrid	Some of the above.	Some of the above
Clusters	Some of the above. Utilises member organisations. Builds legitimacy.	Some of the above

The logo for Glasgow Community Energy features four overlapping circles in blue, green, orange, and pink. The text "Glasgow Community Energy" is written in white, bold, sans-serif font across the circles.

**Glasgow
Community
Energy**

Thank you!

info@glasgowenergy.coop
www.glasgowenergy.coop



Carbon Co-op

People Powered Retrofit

Householder-led retrofit services

Development Trust Association Scotland Conference

People Powered Retrofit - Using Community Shares

5 September 2022

Jonathan Atkinson

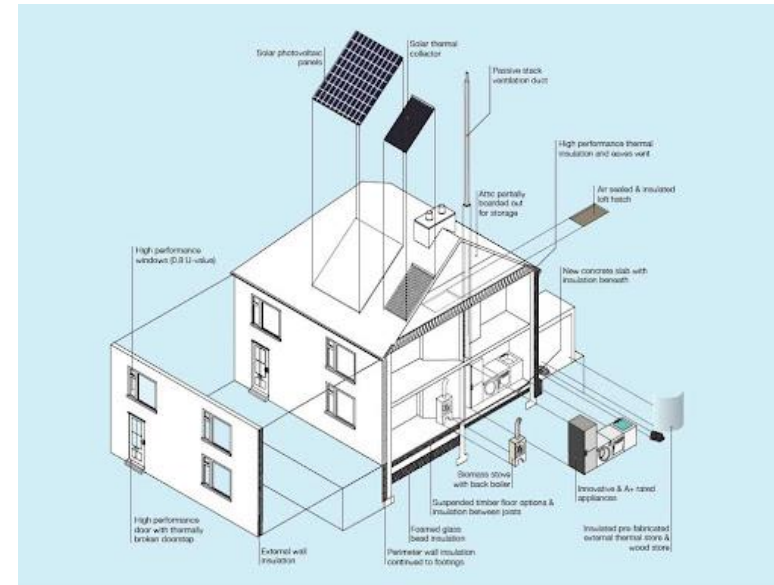
Vision

- Develop and deliver **domestic energy efficiency**.
- Educate and disseminate effective and self-sustaining **models for climate action**.
- Advocate for **citizen involvement** in the energy system.
- Promote **environmental justice**.

Track record

Track record

Carbon Co-op / URBED



Carbon Co-op

Community Green Deal 2013- 2015



Carbon Co-op



Semi-detached, fully wrapped up

Despite good intentions, homeowners are often put off energy-efficiency improvements because of the cost or mistrust of government schemes. But a Manchester co-op is showing just how much can be achieved, says Sarah Roe

Awakening rays of a dimmy winter's afternoon.

The McGee house is one of 12 properties selected by Manchester-based Carbon Co-op to showcase the best standards of energy efficiency. The building has been remodelled to bring it up to the government's low carbon-gas standards set for 2015.

When Dan chose the best three bedrooms, the house looks cozy and calm. It is effectively covered in a big sheet of insulation, and has an extra thermal groundsheet made of 100mm of wood-fibre under the floor. Triple-glazed windows lock out draughts and noise, while vents keep the air circulating.

"The house looks an ordinary still but it's actually extraordinary," says Dan. The £28,000 works were just completed in time for the winter and he said Dan is enjoying the extra heat.

"The house was always really cold," he remembers. "We would have the heating on full blast but it just didn't work."

Paul Hills for the time-bedroom house used to be £200 per year but in

the years to come they hope that the contribution of electricity generated by the solar panels and lower heating costs thanks to the high levels of insulation will cut their bill to a third of the original figure.

The couple are part of a small but growing community of people in Manchester who have joined together to help warm, save money and help the environment. Carbon Co-op has 100 members who benefit from the joint buying power and shared expertise of a group.

The McGee house had access to cheaper deals from contractors and suppliers, and they had confidence that Carbon Co-op – a non-profit environmental organisation – would help them find the materials and contractors to do the best job. Carbon Co-op also helped to fund the work through grants and provided an interest-free loan, available for the 12 members in the pilot project.

According to Jonathan Atkinson of Carbon Co-op, the task to update Britain's draughty housing stock is huge. Homes built after 2005 have to meet the energy efficiency standards set for 2015, but the rest of an estimated 24 million homes are lacking heat.

He knows that when it comes to houses, most people are understandably cautious about making changes, particularly when they involve thousands of pounds of debt.

This was demonstrated by the low take-up of the government's Green Deal Home Improvement Fund, in which only 2 per cent of people signed for improvements actually went ahead with the work.

It helps if people can experience the changes first hand and get advice from someone local. By showcasing the 12 pioneers, Atkinson hopes to convince homeowners that ordinary houses can be truly innovative without looking radically different.

Carbon Co-op arranges open days around the properties and events also spread the word to neighbours who have similar problems in their own houses.

In Rusholme, Carbon Co-op member Rob Jones and his family wanted to show other people on their street how a typical local house could be transformed into a draught-free, low energy-consuming home. They had exterior and interior wall insulation, as well as solar panels fixed on the roof, and hope the £28,000 modifications to their four-bedroom house will cut bills to between half to two-thirds of their former levels.

"The reason we did it was partly to demonstrate what was possible," he said. "People didn't feel it could be done with the type of house we've got in this area. The result is a bit underwhelming but that's good as it shows it doesn't destroy the house."



the McGee house in north Manchester takes shape as an energy-efficient makeover

It's the sum of all the small parts that is the key to a more efficient house, says Atkinson, and that can be surprisingly low-tech. The retrofit houses may meet mid-21st century standards but their materials are old-school – wood fibre for the insulation and wood for the window frames.

"Wood fibre is a 25-year technology in Germany. It's tried and tested so we're not risking something new on people's walls," he explains. "It's the putting together of all the features that is innovative."

GREEN DEAL

Last month the Department of Environment and Climate Change released new funds for its Green Deal Home Improvement Fund, which offers grants to homeowners and landlords to help with the cost of installing energy-saving measures, up to £5,000 is available to households in England and Wales to help with the cost of installing energy-saving measures such as solid wall insulation, double glazing, boilers, and cavity wall and floor insulation.

Despite the restrictions, take up of Green Deal in the past has been low. In 2013 the government offered loans to homeowners, who repaid them over 10-15 years through their electricity bills. The repayments were guaranteed to be as much as or less than the savings made, yet fewer than 2 per cent of households started on the Green Deal sign-up.

"Green Deal is a good idea but it's badly managed and badly implemented," says Jonathan Atkinson of Carbon Co-op. "People don't trust Green Deal and the providers of Green Deal. They left their own savings schemes when a loan attached to your fuel bill and [at 10 to 15 per cent] the interest on the loan was quite high."

Carbon Co-op works with the tenants to find out the kind of small measures that will help make homes feel less draughty and cut costs. It helps landlords with initial solar panels as well as other features showcased by the 12 energy pioneers.



My Home Energy Planner



People Powered Retrofit pilot 2019 - 2021



Barriers to a retrofit market

Barriers – what's blocking householders?

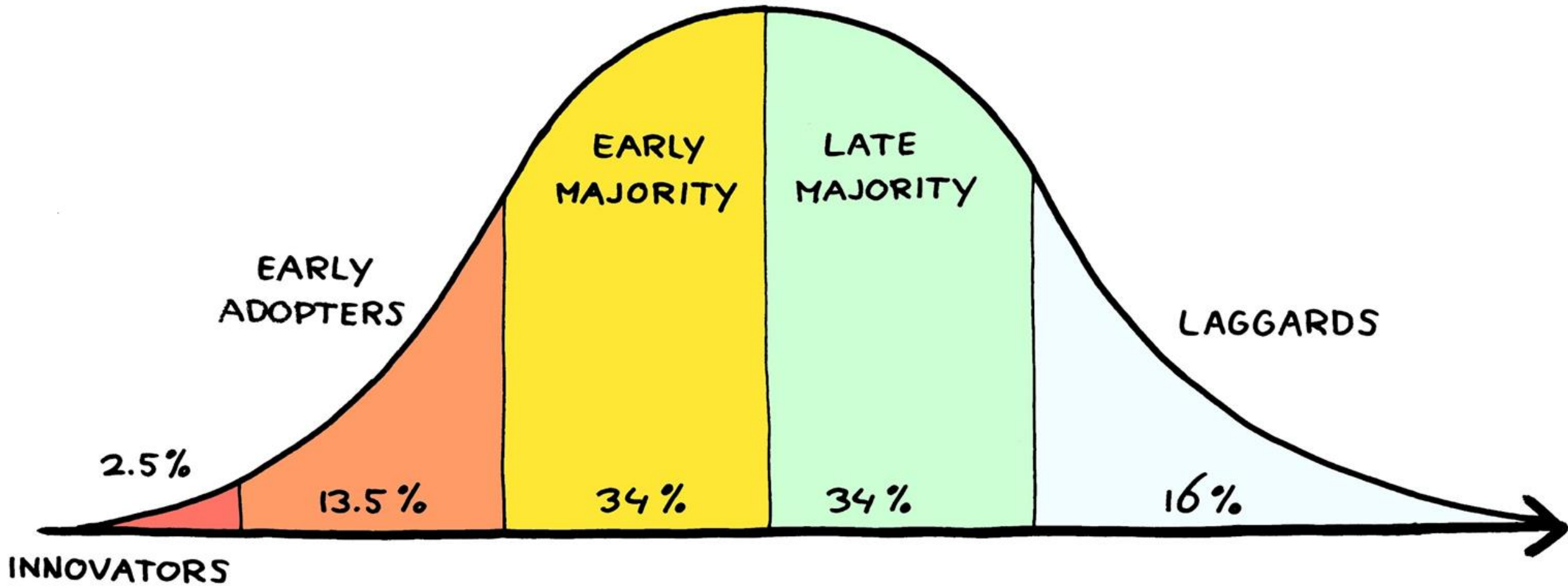
- Overwhelmed by the **complexity and technical detail**
- Difficulty in making **key decisions**
- Concerns about **risks** and what could go wrong.
- Confused by **conflicting advice** from retrofit practitioners
- Problems **finding contractors**
- Problems ensuring **high quality works**.

What householders want from a service

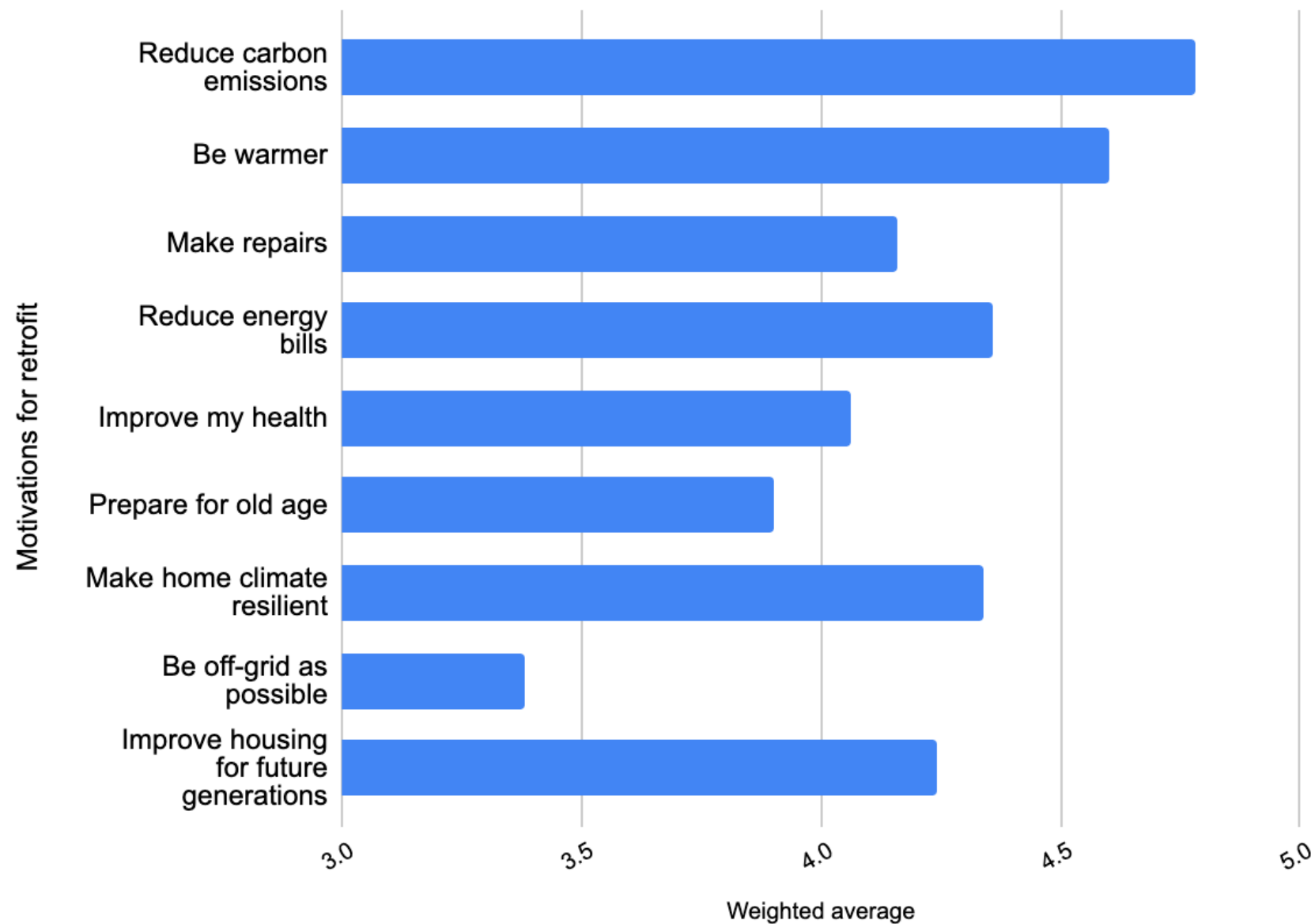
- A **Retrofit Advisor** offering basic help and signposting.
- **Assessment** with an overview home measures
- A **detailed design advice service** - providing standard technical specifications
- **Specialist** technical advisers ie structural engineer, air pressure test etc
- **Procurement of contractors** through local supply chain networks.
- An **onsite QA framework** for contractors
- A **complete retrofit design service** with a trusted 'single point of contact' for all works.

Personas and marketing

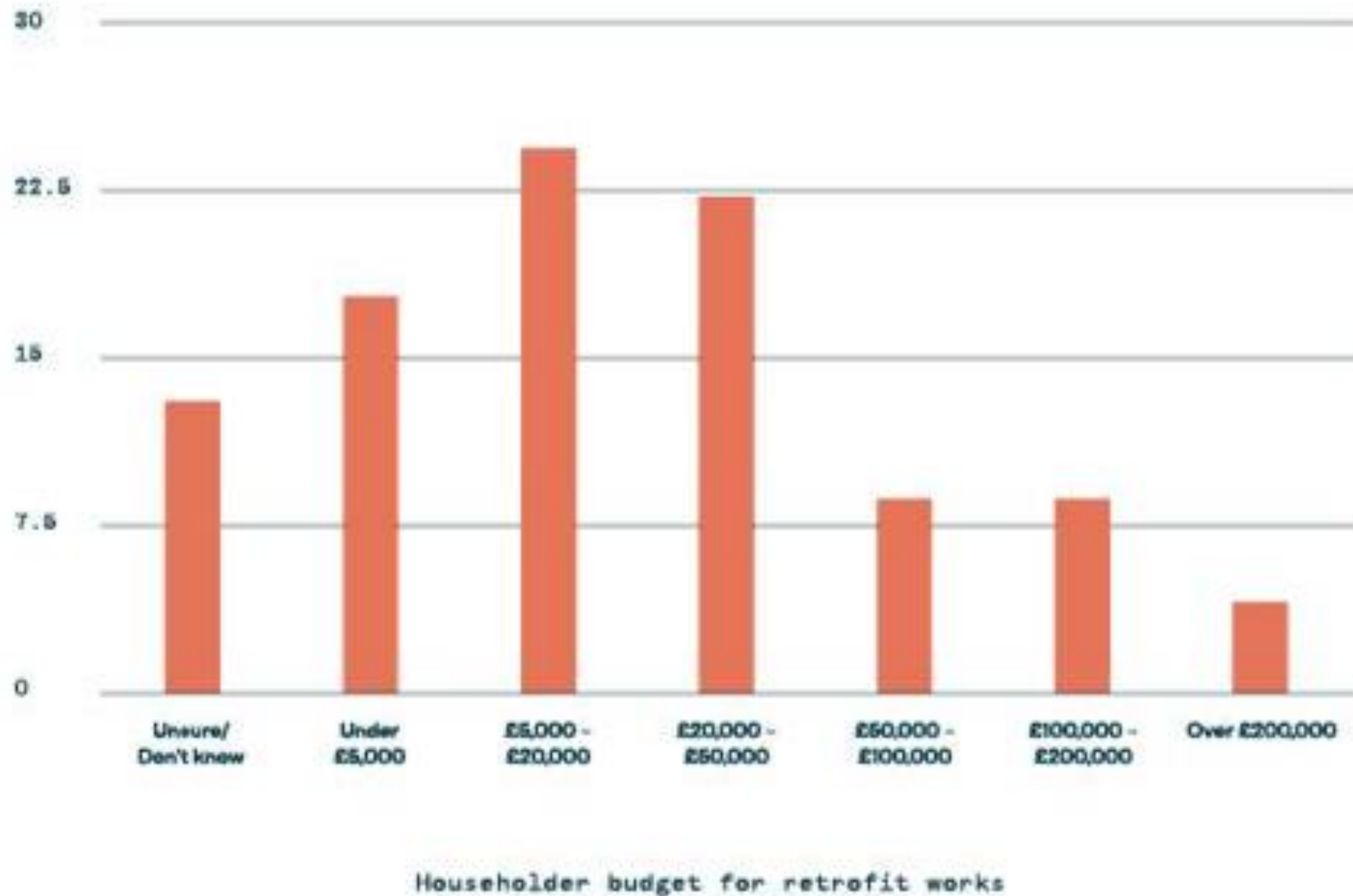
Working with the willing...



Householder motivations for retrofit

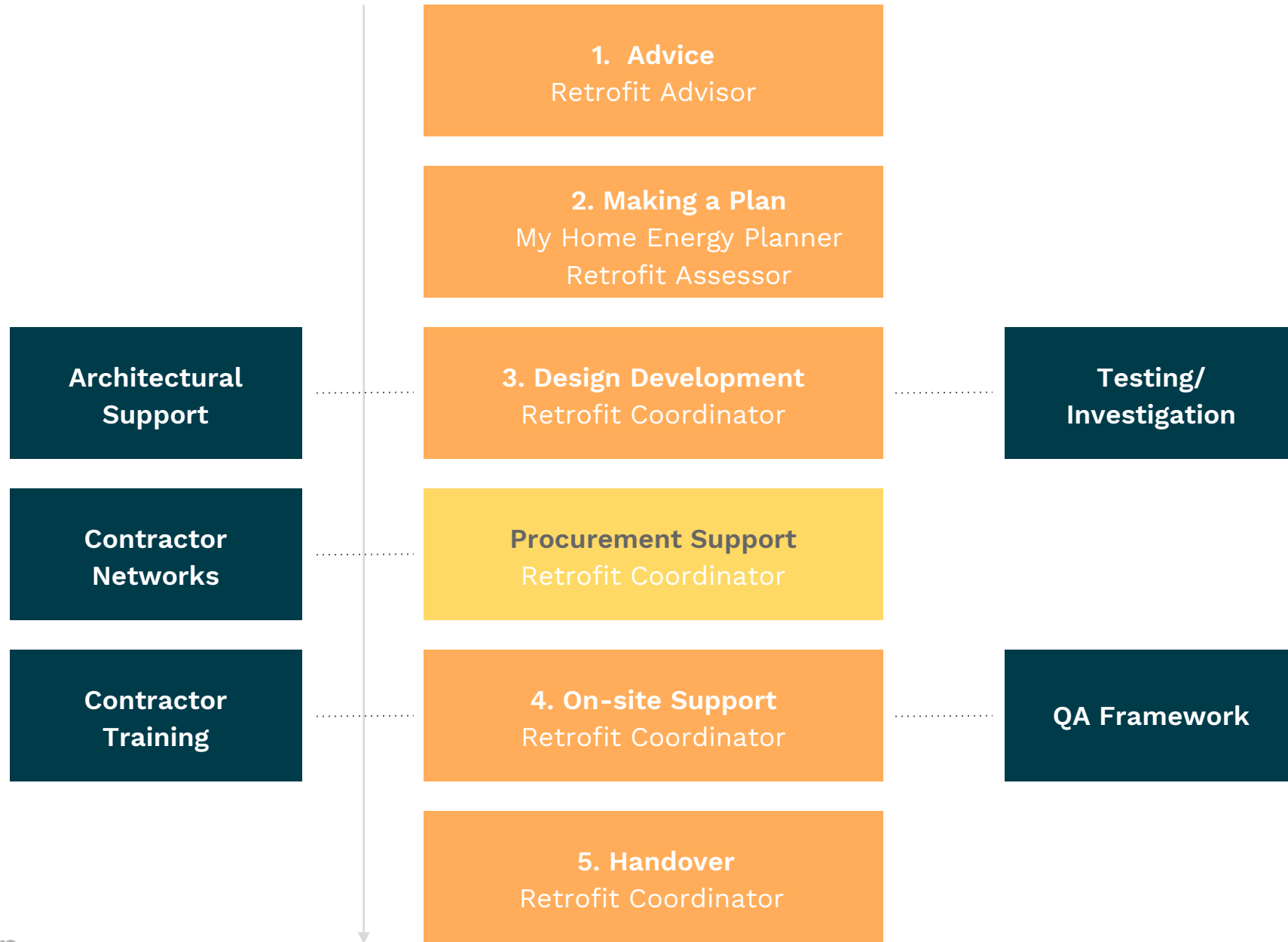


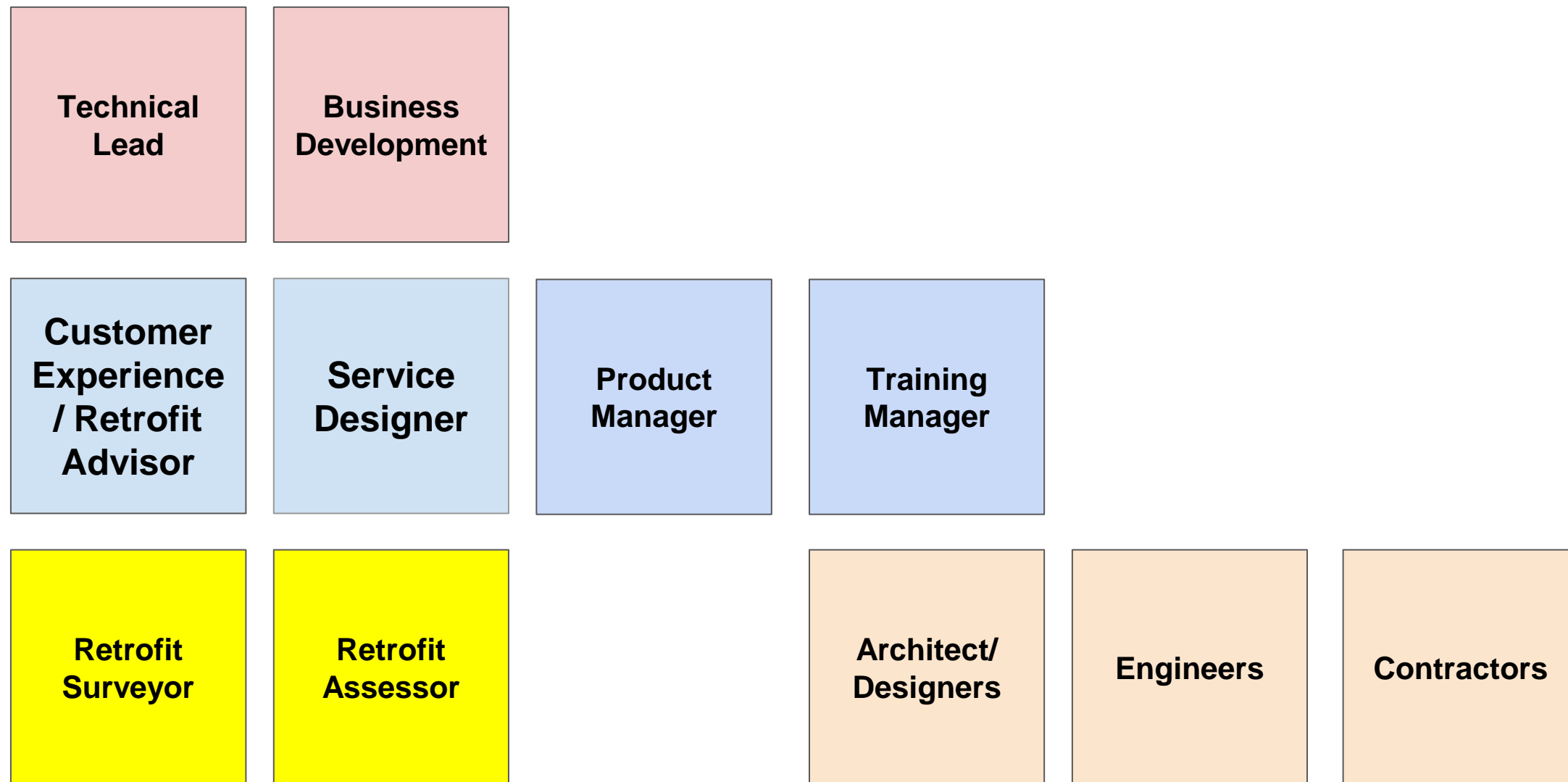
Market research



Service Design

Create an end to-end-service





Experiences

Householder experiences

80+ householders in the service at different stages.

Positive feedback on the service.

More demand than capacity to deliver.



Contractor training

250 contractors training in
past 12 months

1,000 attendees to CPD

New training offer being
sold to other clients

Won Ashden Awards in
Green Skills 2021



Software

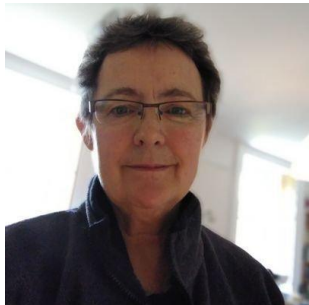
3(+) replication pilots in process.

Significant demand from other organisations.

Developing integration into other tools and services ie heat pumps, smart meters etc.



Board



Staff



Targets

Optimum: £550,000

Maximum: £750,000

Minimum: £200,000

Offer ran for 3 months

Specifications

Minimum shareholding: £250

Maximum shareholding: £55,000*

Interest: 5%

This offer was eligible for **Social Investment Tax Relief** (SITR)

<https://www.ethex.org.uk/invest/people-powered-retrofit>

We issued **community shares**
in People Powered Retrofit,
generate money to **expand** the
work we do.

The money is helping us
retrofit more homes, train
more people in green skills and
create new software to **help**
others replicate what we've
done.

Key strengths

- An **experienced staff team** with a strong track record.
- Building on an **already existing brand** and a strong partnership track record, with **retrofit activity** already taking place.
- Combining **strong, evidenced householder demand** with strategic supply chain development.
- A balance of **income-generating services** and target clients.
- A novel and innovative deployment of Community-Based **Social Marketing** to acquire clients.
- **Good institutional support** from key stakeholders

More information

- <http://retrofit.coop>
- @peopleretrofit

Support for DTAS members

- Funded **early stage advice**
 - Crowdfunding
 - Community shares
 - Community bonds
- Discounted access to **model rules**
- **Funded consultancy** support to plan a share offer
- **Microgrant** to promote a share offer
- **Post-offer support**



Investing in what matters

Get in touch!

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