



*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!**





Glasgow  
Community  
Energy

# 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 & TARBET  
COMMUNITY DEVELOPMENT TRUST

Luss and Arden  
Community Development Trust

HYDROVER  
turbine services

GREGOR CAMERON  
CONSULTANTS

Highland  
ecodesign

LOCAL ENERGY SCOTLAND

ARROCHAR  
COMMUNITY HYDRO SOCIETY

ENERGY4ALL  
RENEWABLE ENERGY

LUSS  
TOWN COUNCIL

## Arrochar Community Hydro

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

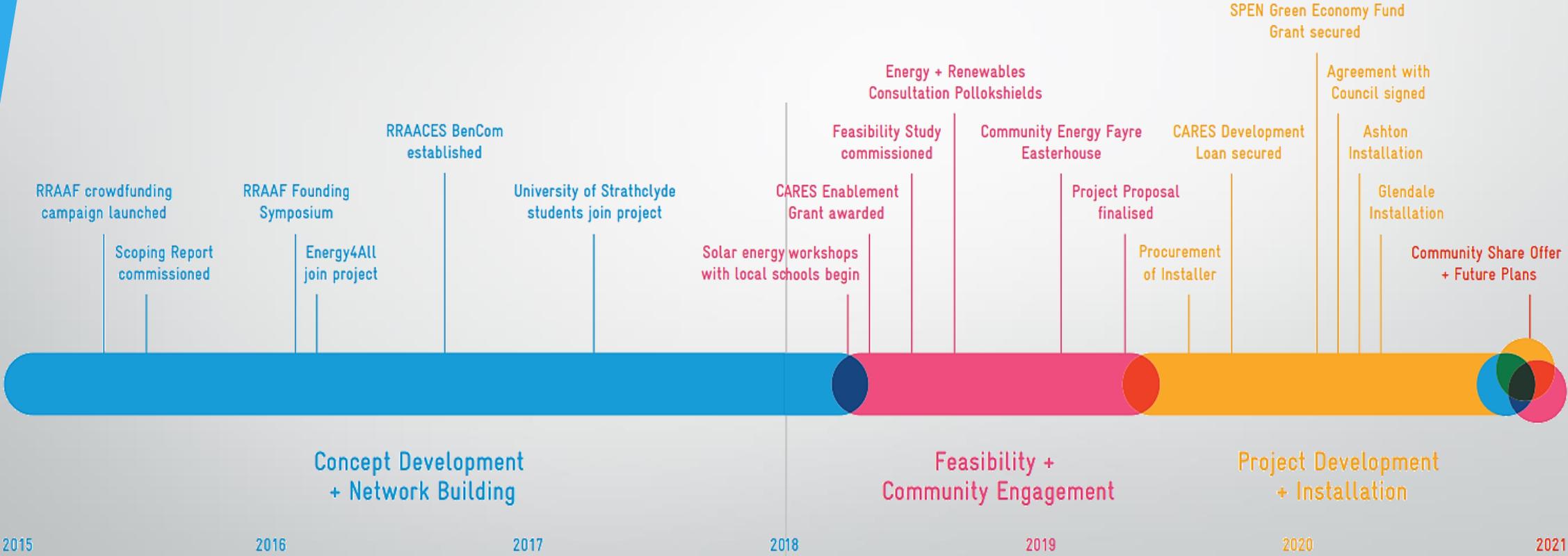
Turbine Type	Turgo	Electrical Connection	3 - Phase
Estimated Mean flow watercourse	146 l/s	Overall System Efficiency	69.8%
Design Flow	200 l/s	Maximum Power	120 kW
Gross Head	87.7m	Expected annual energy yield	401,671 kWh
Pipeline Length	578 m	Capacity Factor	38.2%
Pipe Diameter	400 m	Expected annual CO <sub>2</sub> Saving	198 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 702 869 or 01229 821028 www.arrocharhydro.coop/ E: info@energy4all.co.uk

# Edinburgh Solar Coop



# Brief History





Enable



Educate



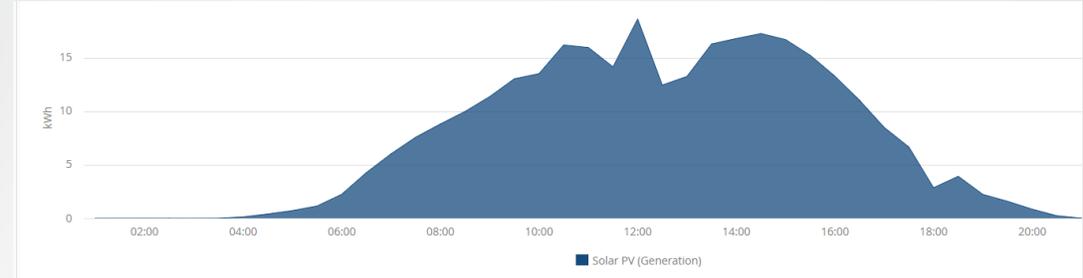
Empower

# Glasgow Community Energy



# 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](http://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



East End Flat Pack Meals



# E-Bikes



# Development Scenarios

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

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

**Glasgow  
Community  
Energy**

Thank you!

[info@glasgowenergy.coop](mailto:info@glasgowenergy.coop)

[www.glasgowenergy.coop](http://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

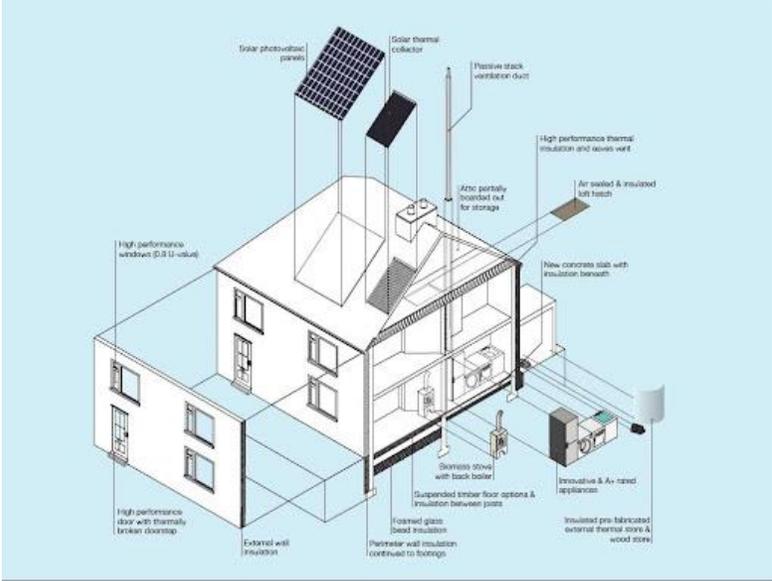
## Vision

- 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



## 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

awarding rays of a dreamy winter's afternoon.

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

When Dan chose the best five he had here, the house felt cozy and calm. It is effectively covered in a big sheet of insulating cellulose, and has extra thermal groundsheet made of dozens 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 'til it's actually extraordinary," says Dan. The £28,000 works were just completed in time for the winter and he said Emma was enjoying them.

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

Paul bills for the three-bedroom house used to be £700 per gas but in

the years to come they hope that the combination 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 McCanns 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 owners 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 assessed for improvements actually went ahead with the work.

It helps if people can experience the change first hand and get advice from someone local. By showcasing the 12 properties, 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 owners 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 £25,000 modifications to their four-bedroom house will cut bills to between half to two-thirds of their former level.

"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."

"Now Carbon Co-op is bringing its grassroots, people-oriented approach to social housing, which forms a substantial part of Britain's out-of-date housing stock. Members have recently started working with a housing association in Salford to show how people can save money by being green. Tenants who join the scheme can benefit from low-cost measures to reduce their bills, such as heating energy-efficient light bulbs, draught excluders and a shared biomass service to help provide lower prices on small jobs that help to reduce energy use."

Atkinson says that tenants can't expect to see the benefits of energy-efficient measures such as solid wall insulation, double glazing, boilers, and cavity wall and floor insulation.

Despite the attraction, the up of Green Deal in the past has been low. In 2013 the government offered loans to homeowners, who repaid them over 10 to 25 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 interested in the Green Deal signed 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 want Green Deal and the providers of Green Deal. They left their own sensible solutions when a loan attached to your fuel bill got up to 10 per cent of the interest on the loan was quite high."

It's the sum of all the small parts that is the key to a energy-efficient house, says Atkinson, and that can be surprisingly low-tech. The retrofit houses may never meet 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, 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 the Green Deal Home Improvement Fund, which offers grants to homeowners and landlords to help with the cost of installing energy-efficient measures, up to £1,400 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.

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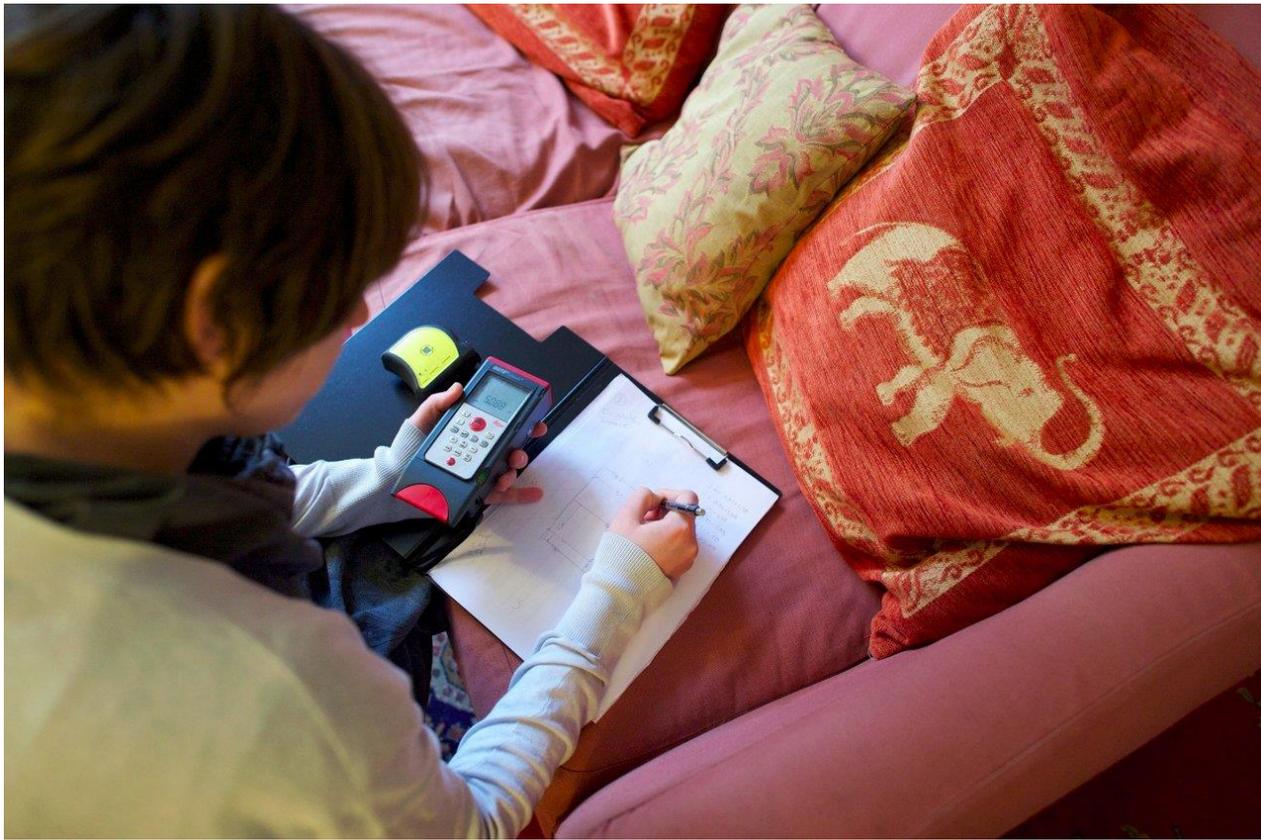
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The McCann house in north Manchester takes shape as an energy-efficient showcase

Carbon Heroes

5-11 JANUARY 2015 THE BIG ISSUE BY THE NORTH 19

# My Home Energy Planner



# People Powered Retrofit pilot 2019 - 2021



# Barriers to a retrofit market

## Barriers – what's blocking householders?

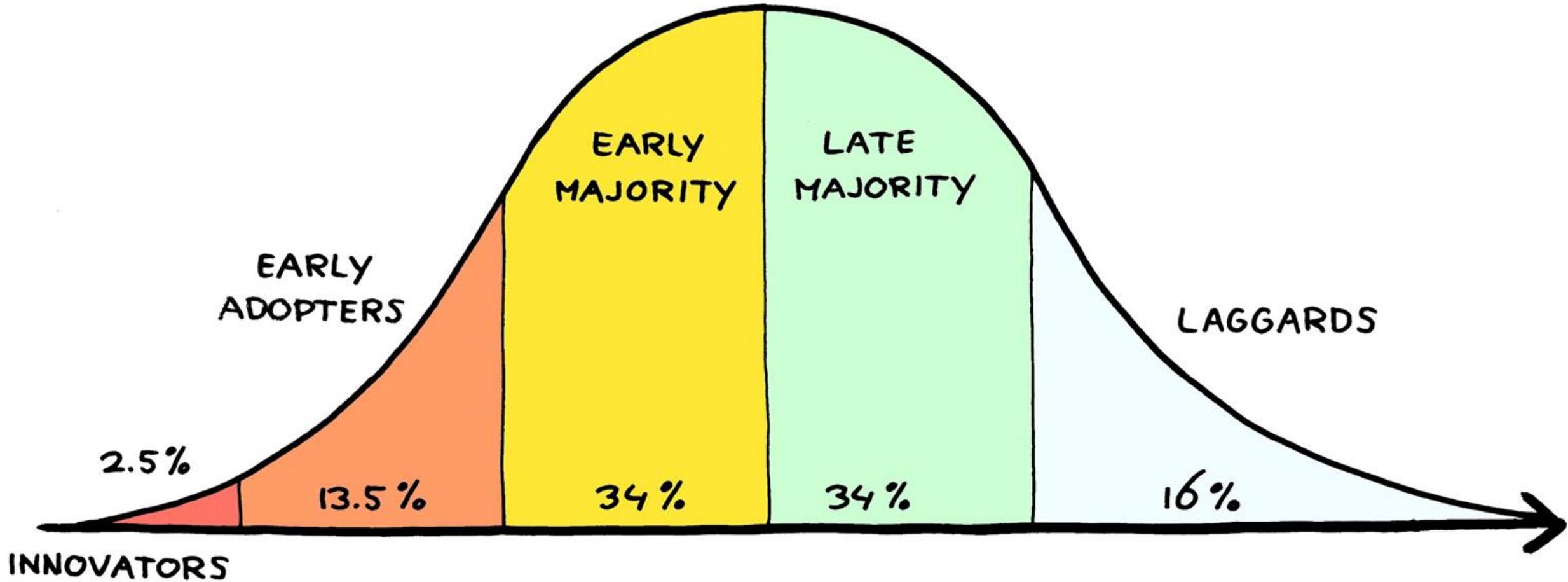
- Overwhelmed by the **complexity and technical detail**
- Difficulty in making **key decisions**
- Concerns about **risks** and what could go wrong.
- Confused by **conflicting advice** from retrofit practitioners
- Problems **finding contractors**
- Problems ensuring **high quality works.**

## What householders want from a service

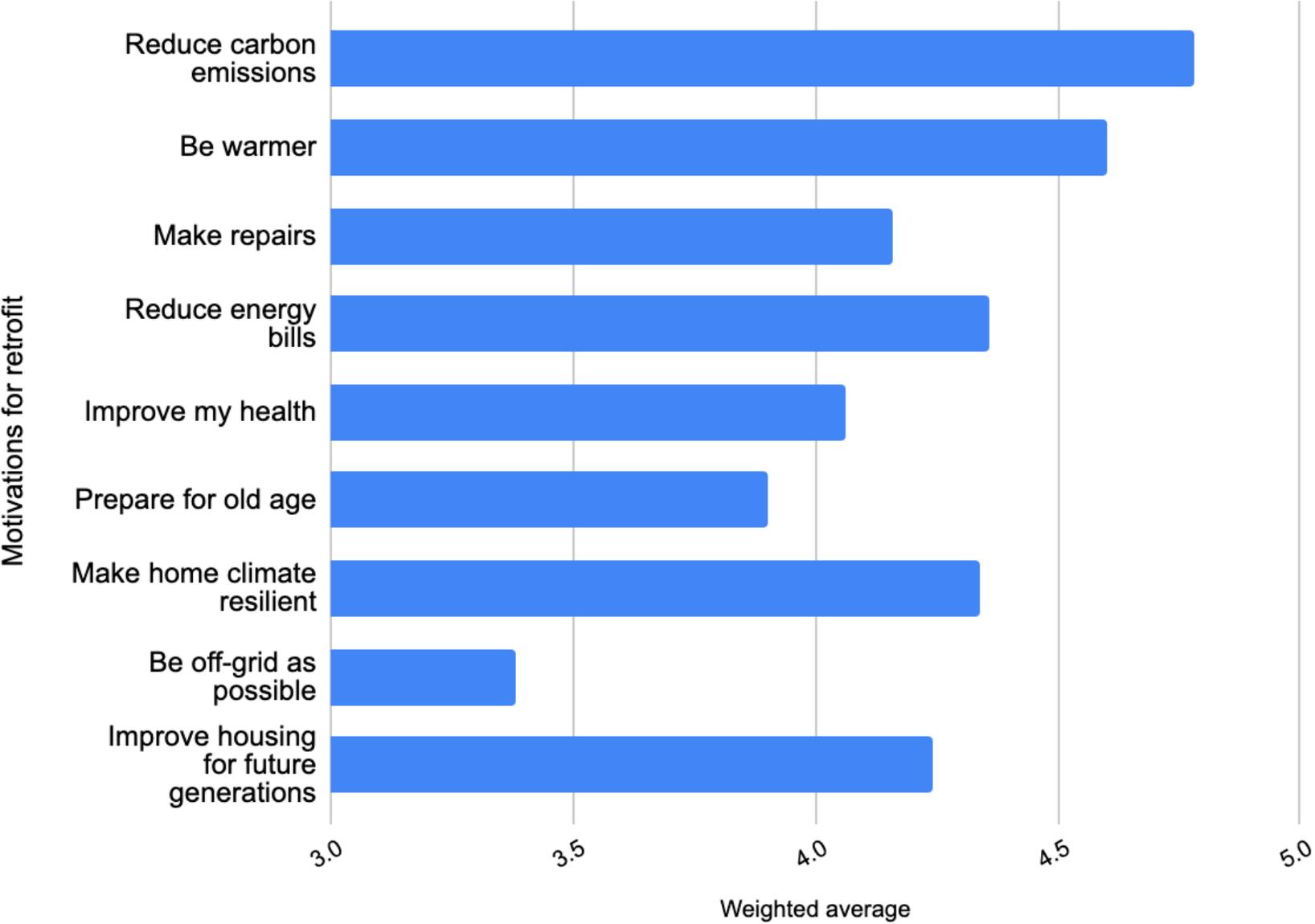
- A **Retrofit Advisor** offering basic help and signposting.
- **Assessment** with an overview home measures
- A **detailed design advice service** - providing standard technical specifications
- **Specialist** technical advisers ie structural engineer, air pressure test etc
- **Procurement of contractors** 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

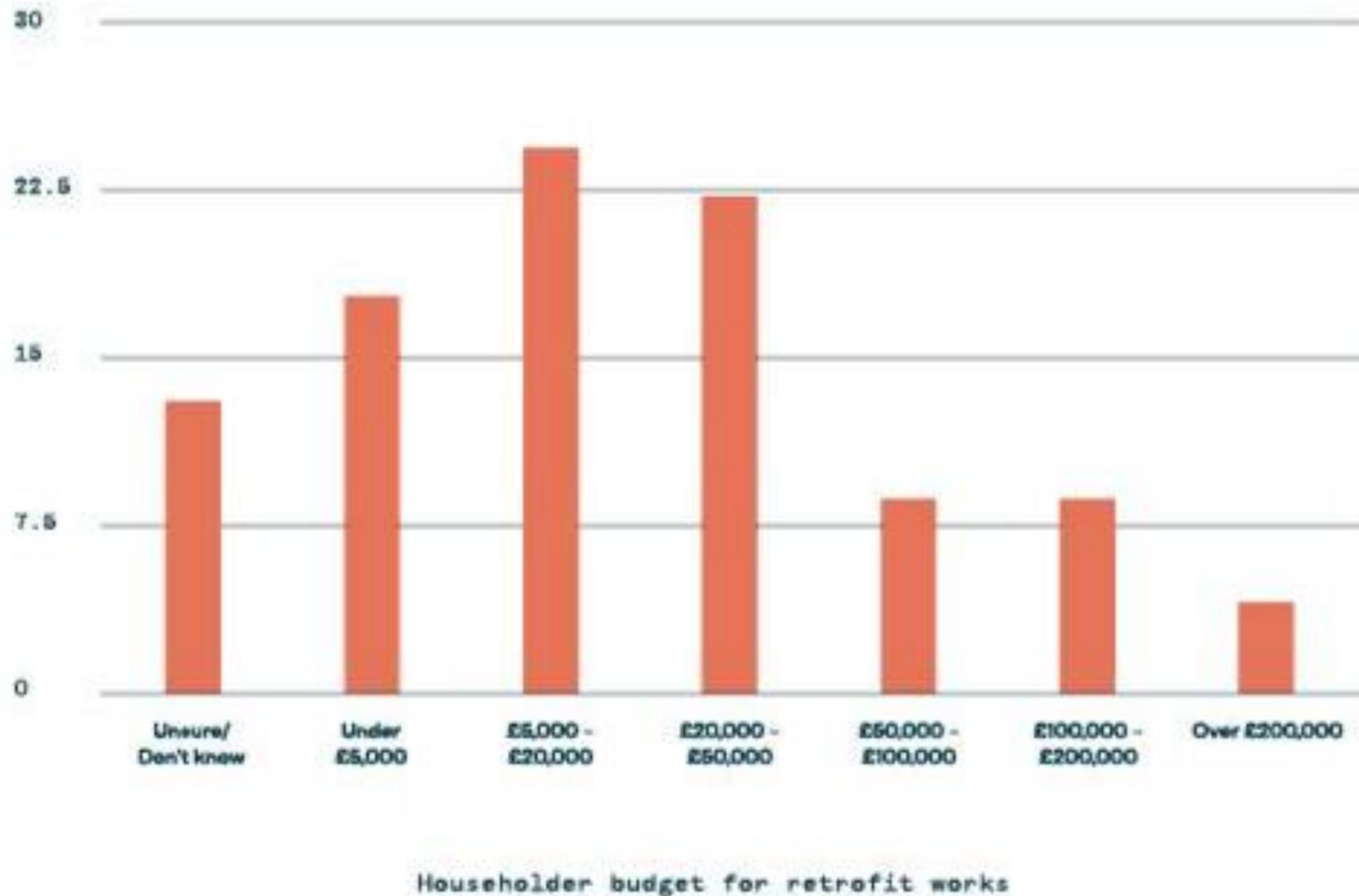
## Working with the willing...



# Householder motivations for retrofit



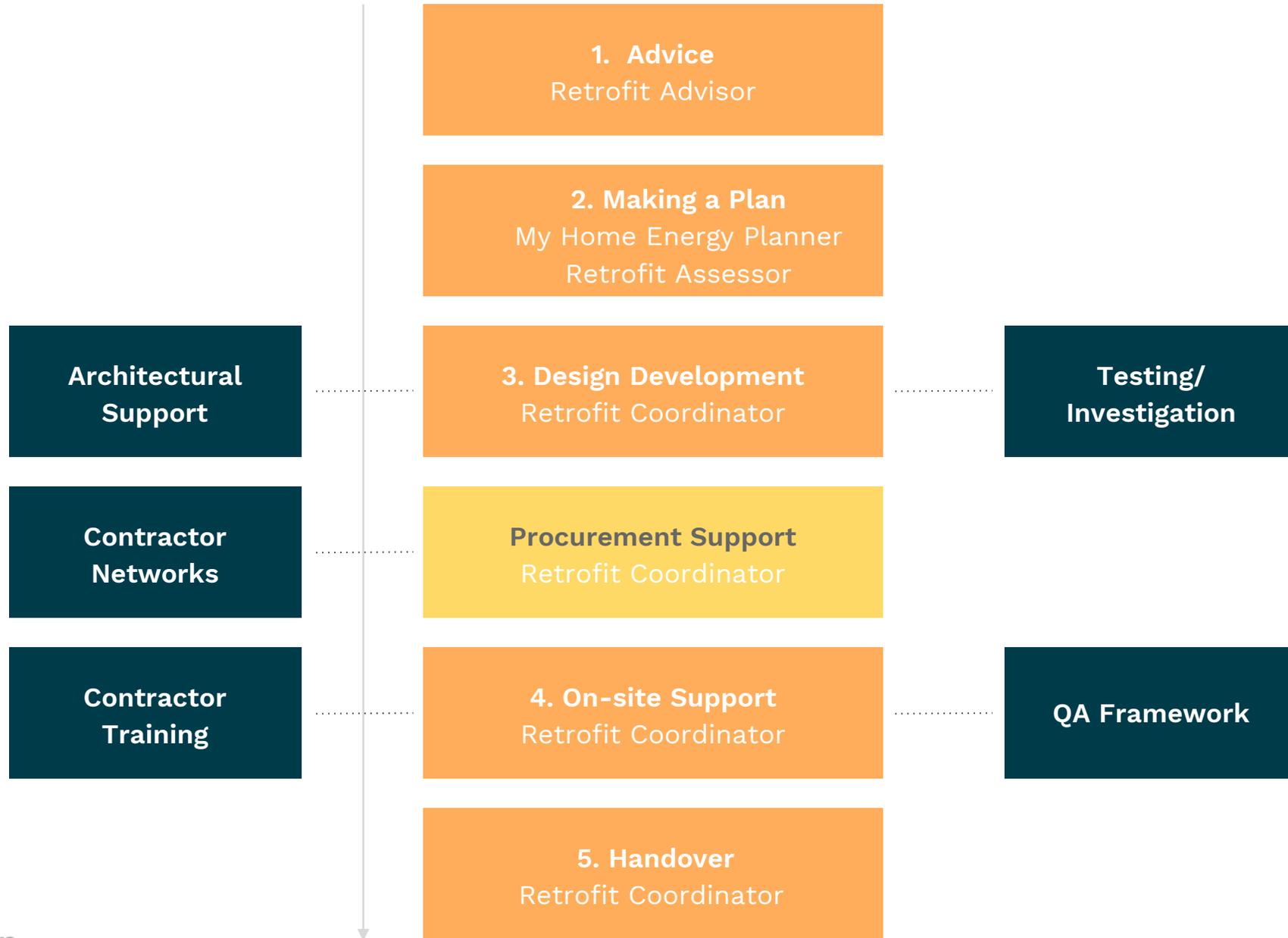
## Market research

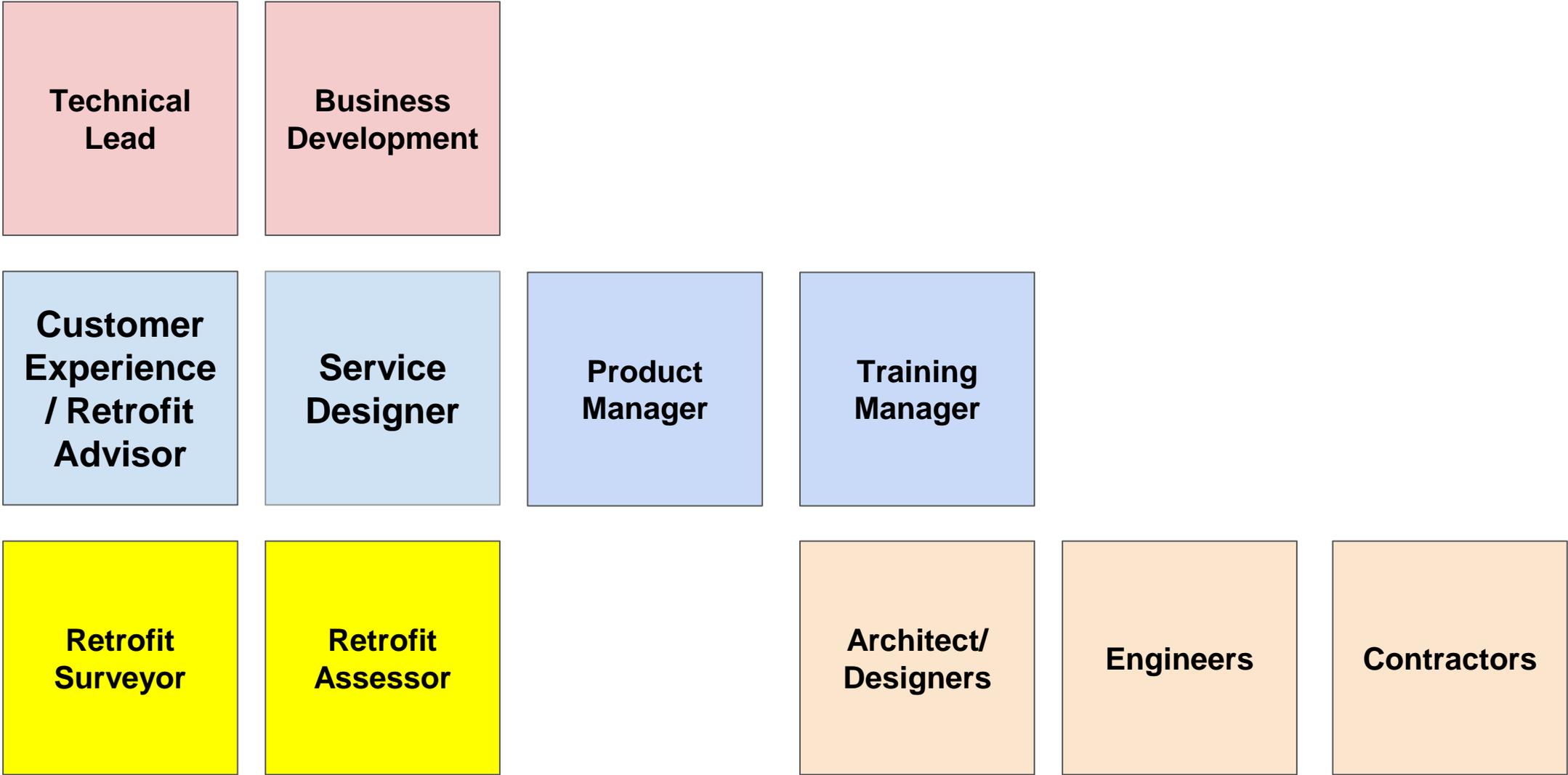


# Service

# 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>
- @peoplereetrofit

# 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!**

[www.communitysharesscotland.org.uk](http://www.communitysharesscotland.org.uk)

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