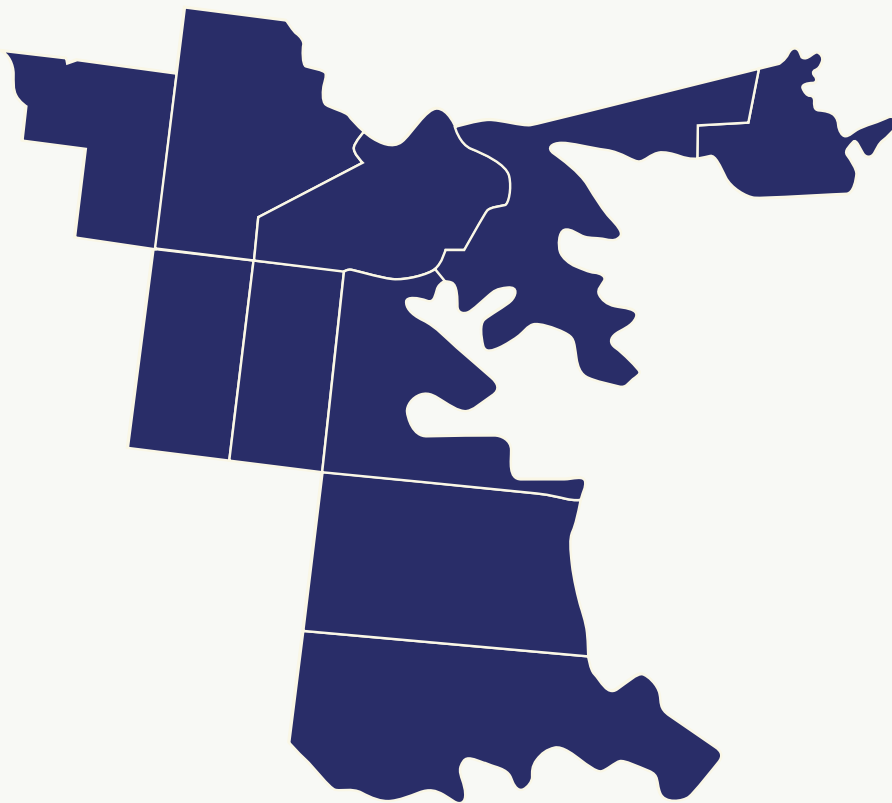




---

## **YARRA ENERGY FOUNDATION ANNUAL REPORT 2017-2018**

---



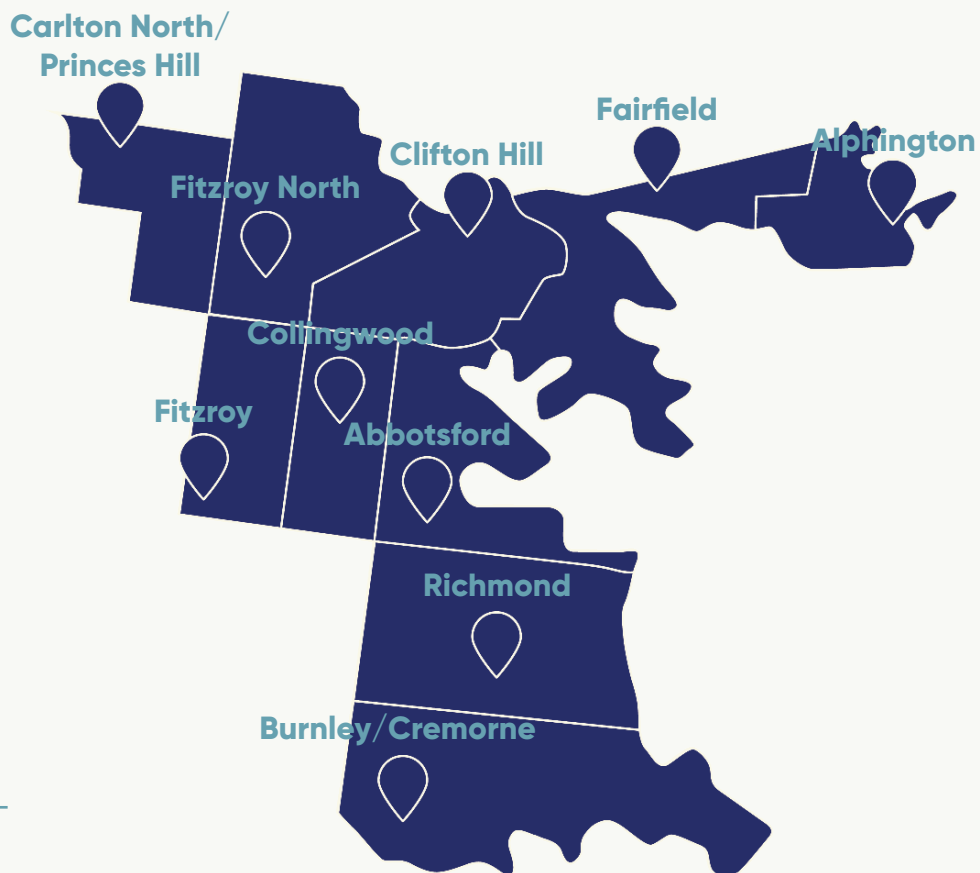
---

## About Yarra Energy Foundation

---

Yarra Energy Foundation (YEF) is an independent, for-purpose organisation with a huge ambition – to achieve a zero carbon future in the City of Yarra. YEF exists to engage and inspire people who live and do business in the City of Yarra to take practical steps towards this goal.

Established by Yarra City Council in 2010, YEF receives critical core funding support from the Council and is governed by an independent board of highly skilled and experienced professionals.



---

## Our Community

---

The City of Yarra is primarily young, single, educated, and affluent, with the largest age group being 25-29 year olds, followed by 30-34 year olds. However, Yarra has a significant population of vulnerable residents. 10.8% of residents live in social housing, 18% of households are considered low income, and 24% of are over the age of 50. Yarra is culturally diverse, with 23% of residents coming from non-English speaking backgrounds. Annually, the City of Yarra emits 924kTCO<sub>2</sub>.



**Population**  
**89,151+**



**Businesses**  
**13,600+**



**Annual Emissions**  
**924kTCO<sub>2</sub>**

---

## Our Vision

---

*Yarra as a vibrant, zero carbon community that is diverse, participatory and sustainable.*

Businesses, homes, schools, community facilities, our transport and waste systems are efficient and effective and have a positive impact on the environment. People care about and contribute to their community and the local environment.

---

## Our Purpose

---

We empower the community by developing and providing pathways and solutions that enable all residents, businesses and other organisations to move towards a zero carbon city, through energy efficiency and renewable energy uptake.

We inspire the community by sharing stories, building networks and demonstrating what is possible in building a vibrant zero carbon future.

---

## Our Programs

---

We deliver practical programs and pathways to solutions that help our community reduce energy use. Working with residents, businesses and community groups we develop initiatives that aim to make a carbon free future accessible for all.





---

## A Message from the Chair

---



On behalf of Yarra Energy Foundation (YEF), I am pleased to be sharing the Annual Report for the 2017-18 financial year.

This financial year has been very successful for YEF, building on its experience in community engagement to bring significant carbon reduction to both Yarra and further communities across Victoria. Through this work YEF continues to build its reputation as an adviser on the transition to reducing emissions in the energy sector.

As residents and businesses across Yarra become increasingly motivated to take action towards a carbon free future, our core programs continue to focus on our commitment to assisting this transition in the most equitable way possible. By providing energy solutions that lower costs, we are helping to create a vibrant zero carbon community that is diverse, participatory and sustainable.

For the first time, this financial year has seen YEF's expertise extend beyond Yarra, allowing important revenue streams that in turn allow further programs within the Yarra community. Four regional Solar Bulk Buys throughout this period generated significant income that will be used towards a second iteration of our important Low Income Retrofit Program, helping vulnerable residents in Yarra save money and reduce their emissions, as well as improving the thermal comfort of their homes.

The leadership skills of CEO Dean Kline continues to steer YEF towards a bright organisation future. Dean has substantially grown YEF's existing programs as well navigated important partnership agreements and relationships. As the YEF team continues to evolve, Dean ensures his leadership ensures staff deliver programs efficiently and to a scale that is impressive given the small nature of the organisation.

I would like to welcome to new board members Cr Amanda Stone, Cr James Searle, Jonathon Cartwright and Mike Pucar, who bring fresh perspective and experience to the YEF board.

I would also like to thank Gerard Brody, Guy Wilison Brown, Cr Mi-Lin Chen Yi Mei and Cr Misha Coleman for their important contribution to YEF's direction before their resignation from the board of directors throughout this period.

I look forward to continue working with the YEF team and our key stakeholders as we continue to grow and offer practical solutions for residents and business in moving towards our goal of a zero-carbon future in the City of Yarra.

---

## A Message from the CEO

---



It has been a wonderful year as CEO of the Yarra Energy Foundation. The 2017-2018 period has seen significant growth for YEF, moving to a stage of greater financial stability, focused programs, and clear short and long-term goals. YEF continues to implement important programs across Yarra and beyond, working with residents, businesses and schools to lower carbon emissions.

A significant achievement of this financial year was the Strathbogie Bulk Buy, a solar bulk buy program in North East Victoria. YEF was contracted by Strathbogie Shire to coordinate the program, which proved to exceed final expectations in just a few weeks into the 12 month timeline. The program has allowed YEF to build upon past experiences in engaging communities and create a package that is honest, clear, and transparent, and easily applicable for future programs. Quite soon after the bulk buy was launched, councils from across Australia sought meetings with YEF to glean advice and discuss future bulk buys, demonstrating the position of leadership that YEF now holds in this field. The 'Bogie Bulk Buy' wrapped up with over 500kW of solar installed across the region, a huge amount for a shire with a relatively small population. The result attracted national media attention, with significant coverage by the

Climate Council as well as articles published in various media outlets across the state.

Based on the runaway success of the Strathbogie Bulk Buy, YEF was able to draw up contracts with a further six Regional Councils for YEF-managed Solar Bulk Buys. Three of these programs were launched towards the end of this period - in East Gippsland, Gippsland, and Murrindindi. Contract value of these projects are in the vicinity of \$70K and forward estimates of commission will see an additional \$100K + of revenue. Bulk Buys like these will provide a fantastic revenue stream for YEF moving forward, with income generated put towards programs in Yarra, such as our Low Income Retrofit Program Round 2.

YEF's Commercial Solar Program underwent a major review in this financial year, with the appointment of David Bridgfoot to the team as Commercial Projects Manager. David joined YEF bringing a wealth of industry knowledge and contacts, and dived straight in to the review of our preferred supplier list for solar and energy efficiency measures. This is an important piece of work that allows YEF to remain an independent and well-informed advisor in the renewable energy sector — a depth of knowledge that is then passed on to residents and businesses. Over this period 94 solar and 39 Lighting providers were assessed, drawing from existing and updated potential supplier list.

The Commercial Solar Program also contained to deliver it's regular services, working closely with numerous local businesses across Yarra on their transition to renewable energy. Notable among these was the 99kW

installed on Stomping Ground Brewery in Collingwood, which attracted significant press attention, as well as working with the David Jones Group on the creation of a business plan for over 250kW to be installed on their head offices in Richmond. Additionally, Dairy Australia (DA) was approached YEF in this period, with several ideas for a partnership and plans to fund a Solar PV campaign focused on Dairy Farming and production. YEF's previous work with St David's Dairy in Collingwood was used as an example to the Board.

Our key relationship with Yarra City Council continues to grow as YEF evolves. In November YEF partnered with YCC to host a Battery and Solar information evening at North Fitzroy Library, attended by over 80 members of the public. In the week following this event YEF facilitated the install of 42kws of solar PV with in the Yarra community, a clear testament to the event's success and the great potential of collaborative projects between YEF and YCC.

The AVWA Solar Bulk Buy launched in this financial year, as the result of a successful New Energy Jobs Fund application. This program is a significant step for YEF, as it is our first step into working with CALD communities. Delivered in Vietnamese language, the program allows YEF to reach the Vietnamese community across Victoria and support them to transition to renewable energy.

All in all, the 2017-2018 has been a very busy and productive year, leaving the organisation in a fantastic position to move forward into the next financial year. I would like to thank the YEF staff for their hard work over the past year, as well the Board of Directors for their ongoing support and guidance.

---

## Board of Directors

---



### Jennifer Lauber Patterson - Chair

Jennifer is the Co-Founder and Executive Director of Frontier Energy and is the Head of the Climate Markets and Investment Association for Australia and New Zealand. Jennifer was formally in senior executive roles in the electricity industry prior to setting up ANZ's Electricity and Environmental Markets Business and National Australia's Bank (NAB) Treasury Solutions Business. Jennifer has been named one of the 100 Global Sustainability Leaders by ABC Carbon in 2012 and 2013.



### Gerard Brody - Deputy Chair

Gerard is currently the Chief Executive Officer of the Consumer Action Law Centre, a campaign-focused consumer advocacy organisation. Gerard has been a consumer lawyer and advocate for over 10 years, and previously worked with the Brotherhood of St Laurence. Gerard has a Masters in Public Policy and Management, Bachelor of Laws (Hons) and Bachelor of Arts (Hons) from the University of Melbourne. *Gerard Brody resigned from the Board of Directors in September 2017.*



### Cr Mi-Lin Chen Yi Mei

Cr Chen Yi Mei is a young professional, currently working as a lawyer. She has Bachelor degrees in Laws and Arts and was admitted to the legal profession in 2014. Cr Chen Yi Mei is passionate about social justice and is a member of the Australian Labor Party. She believes a strong community is one where everyone is made to feel like they belong. Her keen interest in planning and environment law encouraged her to run for council and she is proud to represent the Melba Ward as a local Richmond resident. *Cr Mi-Lin Chen Yi Mei resigned from the Board of Directors at the end of 2017.*



### Cr Misha Coleman

Misha was elected to the City of Yarra as a Greens Party Councillor in 2012. She has a Master's degree in Environmental Law and was the Country Manager for the Australian Government's international science and agricultural program, at the Australian Embassy in Vietnam from 2004-2007. Misha is a qualified Company Director and has published on a range of subjects, including having authored books on monitoring and evaluation in the mining and resource sector. *Cr Misha Coleman resigned from the Board of Directors at the end of 2017.*



### Guy Wilson-Browne

Guy is currently the Director City Works & Assets for Yarra City Council, responsible for the overall planning, provision and maintenance of public infrastructure for Yarra City Council. Guy is a Fellow of the Australian Institute of Company Directors and is also a Board Director for Westernport Water. He has more than 15 years' experience as a senior manager in the public infrastructure sector. His qualifications include a degree in Civil Engineering and Graduate Diplomas in Business Administration (Leisure & Tourism) and Commercial Law. *Guy Wilson-Browne resigned from the Board of Directors in September 2017.*



### Inna Kulawiec

Inna is Commercial Contracts Manager at City Facilities Management where she is responsible for developing and execution of commercial strategy with national partners and contractors. Prior to this Inna spent five years at PwC in project management and transaction roles, before moving into a commercial management role with AEMO where she led the negotiations of long term multi-million dollar infrastructure deals. At Alcoa Inna led energy procurement and commercial services functions supporting manufacturing facilities in Victoria and New South Wales.



### Ken Guthrie

Ken has over 30 years' experience working in sustainable energy, renewable energy and energy efficiency. He leads the development of international standards on solar energy and represents Australia as the Chair of the International Energy Agency Solar Heating and Cooling Program. Ken is a Graduate of the Australian Institute of Company Directors and is the Managing Director of Sustainable Energy Transformation Pty Ltd. His qualifications include a Master of Engineering Science degree and a Graduate Diploma in Business.



### Melissa Cutler

Mel is ANZ's Head of Environmental Sustainability and responsible for developing and deploying the bank's internal global environmental agenda. Immediately prior to the ANZ role she spent seven years working in Brisbane as an Associate Director at the Clean Energy Finance Corporation and a Program Director for the Great Barrier Reef Foundation, during which time she explored green financing mechanisms for renewable energy, energy efficiency and marine resilience initiatives. Mel has worked for the Australian and New Zealand Governments on a variety of voluntary and regulatory carbon schemes and was also employed as a climate change and carbon management specialist for a New Zealand-based engineering firm, Beca.



### Mike Pucar

Mike Pucar is a dynamic results driven leader that has built high performance teams. Broad operations experience having worked in retail, wholesale and network businesses of varying scale from start up to large corporate. Proven experience in transforming businesses, improving process and customer experience, reducing costs, decrease risk and accomplish strategic initiatives. *Mike Pucar joined the Board of Directors in September 2017.*



### Cr Amanda Stone

Cr Stone was elected in October 2016 and is a representative of the Langridge ward. Cr Stone was first elected to Yarra City Council in November 2008 and re-elected in October 2012. She served as Yarra's Mayor in 2008-2009 and again in 2016-2017. An education consultant who has previously worked as a teacher, student counsellor and assistant principal, Cr Stone holds a Bachelor of Arts and Graduate Diplomas in Education and Child Psychology as well as GAICD. Cr Stone serves on a number of not-for-profit organisations involved in social justice and the environment, she chairs the Collingwood headspace Consortium and is a member of the Greens. *Cr Amanda Stone joined the Board of Directors in February 2018.*





### Cr James Searle

Cr Searle was elected in October 2016 and is a representative of the Melba ward. Currently working in university student services management, Cr Searle has a background in retail and hospitality, higher education, training and IT. Cr Searle is a member of the Victorian Greens and a volunteer member of Victoria State Emergency Service (SES). *Cr James Searle joined the Board of Directors in February 2018.*



### Jonathon Cartwright

Jonathon Cartwright is an experienced strategy & brand professional. In transformation & growth environments he focuses on collaboration, engaging people & strengthening brands. Jon's management experience over the last ten years includes senior advisory roles with top global & ASX companies. *Jonathon Cartwright joined the Board of Directors in February 2018.*

---

## Staff

---



### Dean Kline - Chief Executive Officer

Dean has over 10 years experience in commercial and residential renewable energy and energy efficiency project management. He was senior project Manager on the London Low Carbon Zone project which delivered over 10,000 commercial and residential energy efficiency upgrades across London, as well as managing the commercial installation of many Solar PV projects. Dean is committed to helping both businesses and residents of Yarra achieve a sustainable energy future.



### Peter Mercouriou - Senior Projects Manager

Peter has worked extensively in the Efficiency sector and demonstrated expertise in multiple aspects of the industry including: energy audits and assessment, data analysis on measure inputs, market assessment studies, process evaluations, policy analysis and utility program evaluations. Peter's experience focuses on energy efficiency technologies, programs, and policies for utilities and government agencies, as well as coordinating and managing in-house teams and subcontractors.



### David Bridgfoot - Clean Energy Program Manager (Commercial)

David has over 10 years experience working within the sustainability sector, with carbon auditing start-ups, water utilities, energy retailers and energy service companies (ESCO's) both directly and as business development, channels and product manager. He has extensive experience across national commercial and residential markets in developing and executing strategies for renewable energy and energy efficiency solutions to most sectors. He was the commercial lead on the City of Sydney's Energy and Water Efficiency Retrofit of 47 of the City's Buildings and Operations, one of the most ambitious of any Australian government, delivering over 7,000 tonnes of emissions reductions, as well as the product manager for the development of an Embedded Network solution, the first from an Australian retailer. David is also driven by helping accelerate new energy technologies in advancing the energy sectors transition to a low carbon future, including blockchain applications and mini-grids.





### **Jacqui Hagen – Senior Project Manager and Communications**

Jacqui is a designer, editor and writer making things and telling stories for various non-profit organisations across Australia. Jacqui has worked for studios in Melbourne on diverse projects involving exhibition design, publishing and service design, as well as for a number of arts and environmental organisations such as The Wheeler Centre, Australian Poetry, and Landcare Australia. Jacqui shaped innovation lab The Field Institute from its inception as Digital and Publications Coordinator, where she wrote and edited books exploring technology and sustainability within the food system. *Jacqui Hagen resigned from the YEF team in January 2018.*

### **Glenn Drover (Company Secretary)**

*Glenn Drover joined the YEF team in February 2018.*

---

## **Acknowledgments**

---

The Yarra Energy Foundation would like to thank everyone who has been involved in the organisation over the past 12 months. In particular, we would like to thank:

- Our Board, staff and volunteers
- The Councillors and staff at Yarra City Council
- Our Corporate partner: Maddocks Lawyers
- Our valued partners: Sustainability Victoria, Take2, Bank Australia, Good Shepherd Microfinance, CitySwitch, Livewell Clusters, The Alternative Technology Association, (ATA) Australian Vietnamese Womens' Association (AVWA), the Northern Alliance for Greenhouse Action (NAGA), Positive Charge, Yarra Climate Action Network, Finbar Neighbourhood House, Holden Street Neighbourhood House, Belgium Avenue Neighbourhood House, Collingwood Neighbourhood House, Solar Neighbourhoods

---

# The year in review 2017-2018

---

## First Quarter: July – September 2017

---

### Community and Key Stakeholder Engagement in Q1

---

YEF enjoyed an extremely positive start to the financial year in terms of stakeholder and community engagement. With networks growing to beyond Yarra, YEF continues to grow a reputation of integrity and practical action.

The 2016-2017 financial year saw regional Solar Bulk Buy programs identified as a key income stream for in turn funding projects within Yarra. This period began with the launch of the first of these programs, with Strathbogie Shire Council in North East Victoria engaging YEF to run a 12 month Solar Bulk Buy program. The affectionately named 'Bogie Bulk Buy' involved YEF running a procurement process for a preferred solar provider, negotiating a number of solar packages of high quality product, and guide participants through the process of installing solar with regional information sessions, practical advice, and financial guidance. The 'Bogie Bulk Buy' has allowed YEF to build upon past experiences in engaging communities and create a package that is honest, clear, and transparent, and easily applicable for future programs.



Strathbogie Bulk Buy Launched

The launch of this program in August 2017 was widely attended, with hundreds of community members clearly engaged and motivated. A number of key stakeholders were also in attendance, with interest already emerging from neighbouring councils.

YEF's key relationship with Yarra City Council has also been positive at the start of this financial year, with planning underway for a co-hosted event on battery technology later in the calendar year. Local community group Solar Neighbourhoods has also been involved in this process, which is a testament to YEF's renewed approach to engaging community members in planning and programs.



YEF undergoes significant tender applications through DELWP

Through this first quarter YEF finalised a response to DELWP for the "Home Energy Assist" (affordable retrofits) tender. If successful this will see YEF engaged to manage 100 matched funding retrofits for DELWP. YEF has engaged Good Shepard Micro Finance and PWC as project partners. This relationship building will be key for YEF moving forward, regardless of the success of this application. This first quarter also saw progress on the planning phase of YEF's New Energy Jobs Fun project along with the Australian Vietnamese Women's Association, due to launch later this financial year.

---

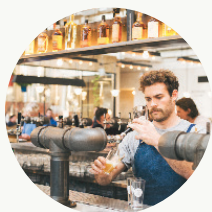
### Key Commercial Outcomes in Q1

---



YEF working with Country Road Group on potential 250kW solar installation

Throughout this first quarter YEF worked with David Jones Group on a business plan to enable approximately 250kW of solar to be installed at the group's new head office on Swan Street in Richmond. In this quarter YEF assisted in delivering a business plan which was signed off by the group's CFO and given the green light to move to the engineering stage. This would be the second largest solar installation on a single building in the City of Yarra – falling shy of another YEF install on the IKEA Richmond store.



YEF facilitates 99kW install on Stomping Ground Brewery in Collingwood

YEF is also in the final phases of working through a 99kW install with Stomping Ground Brewery in Collingwood. This process has seen YEF mentor Stomping Ground and work closely to ensure a great outcome for the business.



YEF works with local community group Carlton Learning Centre on rooftop solar install

YEF's Commercial Program also works with community groups such as North Carlton Learning Centre, who installed 7kW of solar this quarter. YEF managed this process from start to finish and will continue to further support the centre into the future.

---

### Key Residential Outcomes in Q1

---



Strathbogrie Bulk Buy far exceeds expectations early in the program

The Strathbogrie Bulk Buy has been a huge success in YEF's residential work this quarter. Registrations surpassed expectations enormously from day one, and to over 170kW solar has been sold during this first period of the program. With initial targets from Strathbogrie Shire set at just 50kW for the entire 12 months, YEF is very proud of the early success of this program.



The success of regional bulk buys are pivotal for YEF, as further work in this space will fund important programs within Yarra, such as local solar programs and energy retrofit programs for vulnerable residents. Initial conversations about round two of our Low Income Retrofit program have begun, with The Red Cross and Kildonan potential partners

Alongside programs YEF continues to provide support for Yarra residents, receiving numerous calls every week from local people looking for advice on transitioning to renewable energy.

---

## Second Quarter: October – December 2017

---

### Community and Key Stakeholder Engagement in Q2

---

The final months of 2017 were a busy and fruitful time for YEF in terms of community and stakeholder engagement.

The response from the community of Strathbogie Shire has exceeded expectations and resulted in a huge reputational rise for YEF, with councils from all over Australia calling to enquire about Solar Bulk Buy programs within their communities.

Representatives from other Solar Bulk Buys across Victoria have sought meetings with YEF to glean advice, demonstrating the position of leadership that YEF holds in this field.

The Strathbogie Bulk Buy has also resulted in positive press attention for YEF, from local outlets like the Euroa Gazette and Shepp News as well as larger platforms such as the Climate Council. The news stories that have revolved around the Bogie Bulk Buy have allowed YEF to speak to the local community of Yarra with positivity and with a sense of action, building a stronger reputation for when local projects are announced in the future.

In November YEF held a Battery and Solar information evening in conjunction with Yarra City Council. This event was attended by over 80 members of the public who enjoyed a comprehensive session on the



Success of Strathbogie Bulk Buy establishes YEF as leader in the Solar Bulk Buy field



Battery and Solar event held in partnership with Yarra City Council

current market for residential batteries and rooftop solar. The week following this event YEF facilitated the install of 42kws of solar PV within the Yarra community. YEF was also able to build a database of residents interested in battery storage when the technology becomes viable.



YEF consulting with Dairy Australia on potential Solar project

This quarter also saw YEF approached by Dairy Australia (DA) with several ideas for a partnership with YEF. DA are very keen to fund a Solar PV campaign focused on Dairy Farming and production, with YEF's previous work with St David's Dairy in Collingwood is being used as an example. Dairy Australia also invited YEF to present to the Dairy Manufacturers Sustainability Council which is comprised of environmental and sustainability managers from nine member companies (Lion Dairy and Drinks, Murray Goulburn, Fonterra, Warrnambool Cheese and Butter, Bulla Foods, Bega Cheese, Parmalat, Chobani, Norco) who collectively process over 90% of Australia's milk.



Key partnerships established for Energy Efficiency Retrofit Program (Round 2)

More key partnerships were established throughout this period, with Good Shepard Micro Finance (Good Money) agreeing to provide no interest loans (up to \$1500) to low income residents within the City of Yarra for energy efficiency upgrades. This will be an invaluable partnership for YEF in being able to deliver projects quickly and economically to the Yarra community. We have begun initial planning for an Energy Efficiency Retrofit Upgrade campaign in Yarra that will explore the best use of this type of finance and the possibility of part funding retrofits to low income households.

This kind of positive relationship building is the direct result of YEF's hard work – external stakeholders are now approaching YEF because of a reputation of integrity and practical results. As 2017 came to a close the YEF office was fielding more calls and emails from suppliers and interested parties seeking partnerships with YEF than ever.

---

### Key Commercial Outcomes in Q2

---

YEF's Commercial program saw steady success towards the end of this calendar year, with a number of sizeable installs in the pipeline as a result of YEF's advice and guidance. Among these are Delmont

Hospital (99 kW), Stomping Ground Brewery (99 kW), Jasper Coffee and Roastery (30.1 kW), and Country Road Group (99 kW).

---

## Key Residential Outcomes in Q2

---



Milestone 1 of Australian Vietnamese Women's Association reached

This quarter saw milestone 1 of the AVWA Solar Showcase completed and the successful tenderer (Cherry Energy Solutions) engaged. The early stages of this project are already beginning to produce important social benefits, with a local Yarra Vietnamese resident having been employed by Cherry on a 0.8FTE basis to work on the project.

Throughout this quarter YEF continued to advise local residents on solar and battery installations, with 42kws installed on homes in Yarra as a result of our Solar and Battery community session held at Fitzroy North Library in November.

This Strathbogie Bulk Buy finished the calendar year strongly, with residents keen to install before summer. A number of information sessions across the region were well attended, and participants in the program continue to well exceed expectations.

---

## Third Quarter: January – March 2018

---

### Community and Key Stakeholder Engagement in Q3

---



Community engagement events begin for AVWA Solar Showcase Program

The 2018 calendar year began with the AVWA Solar Showcase community engagement events. The launch of this program at the AVWA headquarters in Richmond was attended by an enthusiastic audience of over 50 people, followed that up with again over 50 people in St Albans and over 100 in Lalor and Springvale. We have had over 120 people sign up to have an in home assessment from these events alone. This program continues to be an important step for YEF into working with more diverse communities.

Early in 2018 YEF reached out to congratulate Carlton United Brewery (CUB), one of Yarra's largest carbon emitters, who committed to moving towards 100% renewable energy by the end 2018. CUB have purchased a large solar farm in Mildura which will provide 75% of their electric needs and the following 25% will be made up of roof top solar. This single





YEF Solar Bulk Buy Program growing, with keen interest from councils nationwide

decision will make a significant effect on Yarra's carbon emissions.

Throughout this quarter interest in YEF's Bulk Buy Program exploded, with contracts on the table with regional councils and tender response requests from a further two. This is a clear testament to the hard work involved in designing a clear, transparent and effective program in the Bogie Bulk Buy. The excess of \$100,000 income from these programs will allow YEF to undertake sizeable programs within Yarra and ensure financial stability moving forward.

YEF continued to steadily build a key relationship with Sustainability Victoria in early 2018, acting as a founding partner in their Take 2 Pledge. This has involved connecting key Yarra businesses with the pledge, which sees them commit to reducing their carbon emissions.

---

### Key Commercial Outcomes in Q3

---



YEF's Commercial Program Preferred Supplier Panel undergoes major review

YEF's Commercial Program saw a significant lift this quarter, with the recruitment of David Bridgefoot as Commercial Programs Manager. David's work in this space began with a major review of YEF's Panel of Preferred Suppliers of Renewable Energy, Energy Efficiency, Power Quality and Related Services. Over 50 companies responded to the EOI process, with 20 interviewed and 10 forming the new panel. This process forms a cornerstone of YEF's work as independent expert advisors of the ever-evolving energy sector.

---

### Key Residential Outcomes in Q3

---

The AVWA bulk buy project has progressed throughout this quarter and the successful tenderer (Cherry Energy Solutions) has been working with interested residents as a result of our community engagement sessions. Marketing materials have been created in both English and Vietnamese, which has proven to be an important learning exercise for YEF. This experience will be useful for further programs with CALD communities across Yarra in the coming years.

We have begun planning on a Yarra retrofit program that will not only focus on low income households but

will engage the whole community. We are currently developing a project outline and will soon be seeking preferred suppliers to further develop the offering

---

## Fourth Quarter: April – June 2018

---

### Community and Key Stakeholder Engagement in Q4

---



Yarra City Council to deliver Community Greenhouse Action Plan in collaboration with YEF

The final quarter of this financial year was another busy one for YEF, with several key projects like the Strathbogie Bulk Buy and AWVA Solar Projects wrapping up, and 3 major Solar Bulk Buy programs launching across regional Victoria.

This period saw YEF and Yarra City Council begin collaboration on delivering Yarra's first *Community Greenhouse Action Plan*. This roadmap for community action represents a great opportunity for YEF and Yarra City Council to share resources and knowledge to better enable communities in their quest toward carbon neutrality. YEF and Yarra Council Sustainability Officers will be conducting online and in-person surveys, as well as a larger forum with Yarra representatives to gauge the opportunities that most resonates with the community to reduce our carbon footprint.



YEF begins Energy Compare assistance workshops with public housing residents

In April Collingwood Neighbourhood House engaged YEF to run workshops that assist public housing residents of Yarra with the Victorian Energy Compare website. As of July 1st, the Victorian Government are providing \$50 per household to use the website, and subsequently, YEF will be there to train and guide residents of public housing through the process.

In May YEF attended Citipower Community Opinion Leader Forum as part of their regulatory reset engagement program.

Throughout this quarter YEF and AVWA concluded the Information Sessions as part of the Solar Showcase program. Widely attended, the Information Sessions resulted in over 140 solar leads. These events were a great learning curve for YEF in providing events and programs in diverse languages.

---

## Key Commercial Outcomes in Q4

---



YEF begins Energy Compare assistance workshops with public housing residents

YEF's Commercial Program finished the year strongly with the completion of the review of the Preferred Supplier Panel. This major process was conducted over 8 weeks and saw YEF assess 94 solar providers as well as 39 lighting providers. Interviews were conducted with 5 short listed applicants, and all were selected as suppliers to YEF under a 2 year contract. This panel consists of specialist and generalists for Solar, Lighting, Energy Auditing and additional Energy Solutions, all of whom are well established businesses, familiar with Yarra and our needs. The new financial year will involve planning sessions with each supplier to develop collaborative energy solution initiatives across the Yarra Municipality business sector (SME to large Industrial prospects).

---

## Key Commercial Outcomes in Q4

---

The quarter saw significant expansion of YEF's work in residential solar, with the launch of 3 Solar Bulk Buy Programs across 5 shires in regional Victoria. The 'Gippy Bulk Buy' launched as a joint program between Baw Baw Shire Council, Latrobe City Council, and the Wellington Shire Council along with the Latrobe Valley Community Energy Hub. The East Gippsland Solar Bulk Buy also launched, working solely with East Gippsland Shire Council, and the Dindi Bulk Buy working with Murrindindi Shire Council. The launch of these programs is the result of significant work by the YEF team. All projects started strongly, quickly gaining significant coverage in local press across Victoria. The contract value of these projects are in the vicinity of \$70K and forward estimates of commission will see an additional \$100K + of revenue.

The revenue from these Bulk Buy programs will allow the launch of a Yarra Bulk Buy in the new financial year. This will be a major project for YEF as it works in line with our core goal of zero carbon in Yarra. To further our work in Yarra, the revenue from a Yarra Bulk Buy is earmarked to launch a local low income energy efficiency retrofit project, offering fully subsidised comprehensive retrofits to over 200 homes, and more basic retrofits to over 1000 homes in Yarra.



## Statement of Profit or Loss and Other Comprehensive Income

Yarra Energy Foundation Limited  
For the year ended 30 June 2018

Income	2018	2017
Revenue	467,717	362,147
Interest Income	3,691	2,439
Total Income	471,408	364,587
<b>Total Income</b>	<b>471,408</b>	<b>364,587</b>
<b>Expenses</b>		
Depreciation	2,141	1,204
Employment Expenses	299,879	288,891
General and Administrative Expenses	44,199	75,905
Occupancy Costs	18,000	14,477
Project Expenses	-	9,111
Total Expenses	364,219	389,587
<b>Profit/(Loss) before Taxation</b>	<b>107,190</b>	<b>(25,001)</b>
<b>Net Profit After Tax</b>	<b>107,190</b>	<b>(25,001)</b>
<b>Net Profit After Dividends Paid</b>	<b>107,190</b>	<b>(25,001)</b>
<b>Total Comprehensive Income for the year</b>	<b>107,190</b>	<b>(25,001)</b>

---

## Statement of Financial Position

---

Yarra Energy Foundation Limited  
As of 30 June 2018

---

Assets	30 JUN 2018	30 JUN 2017
Current Assets		
Cash & Cash Equivalents	131,812	30,736
Trade and other receivables	-	12,650
Other Assets	3,965	3,794
Total Current Assets	135,777	47,181
Non-Current Assets		
Property, plant and equipment	1,130	1,913
Total Non-Current Assets	1,130	1,913
Total Assets	136,908	49,094
Liabilities		
Current Liabilities		
Trade and Other Payables	19,399	14,256
Deferred Income	-	34,417
Employee Liabilities	16,382	14,671
Total Current Liabilities	35,781	63,343
Non-Current Liabilities		
Employee Liabilities	8,524	337
Total Non-Current Liabilities	8,524	337
Total Liabilities	44,304	63,680
Net Assets	92,603	14,586
Equity		
Retained Earnings	92,603	14,586
Total Equity	92,603	14,586

---

## Statement of Cash Flows

---

Yarra Energy Foundation Limited  
For the year ended 30 June 2018

---

Cash Flows from Operating Activities	2018	2017
Receipts from grants and commissions	489,280	426,978
Payments to suppliers and employees	(390,351)	(440,758)
Interest received	3,691	2,439
Net cash provided by/(used in) operating activities	102,620	11,341

### Cash Flows from Investing Activities

Purchase of property, plant and equipment	(1,544)	(1,210)
Net cash provided by/(used in) investing activities	(1,544)	(1,210)

### Reconciliation

Net increase/(decrease) in cash held	101,076	12,551
Cash and cash equivalents at beginning of financial year	30,737	43,287
Cash and cash equivalents at end of financial year	131,813	30,736