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# **YARRA ENERGY FOUNDATION ANNUAL REPORT 2018-2019**

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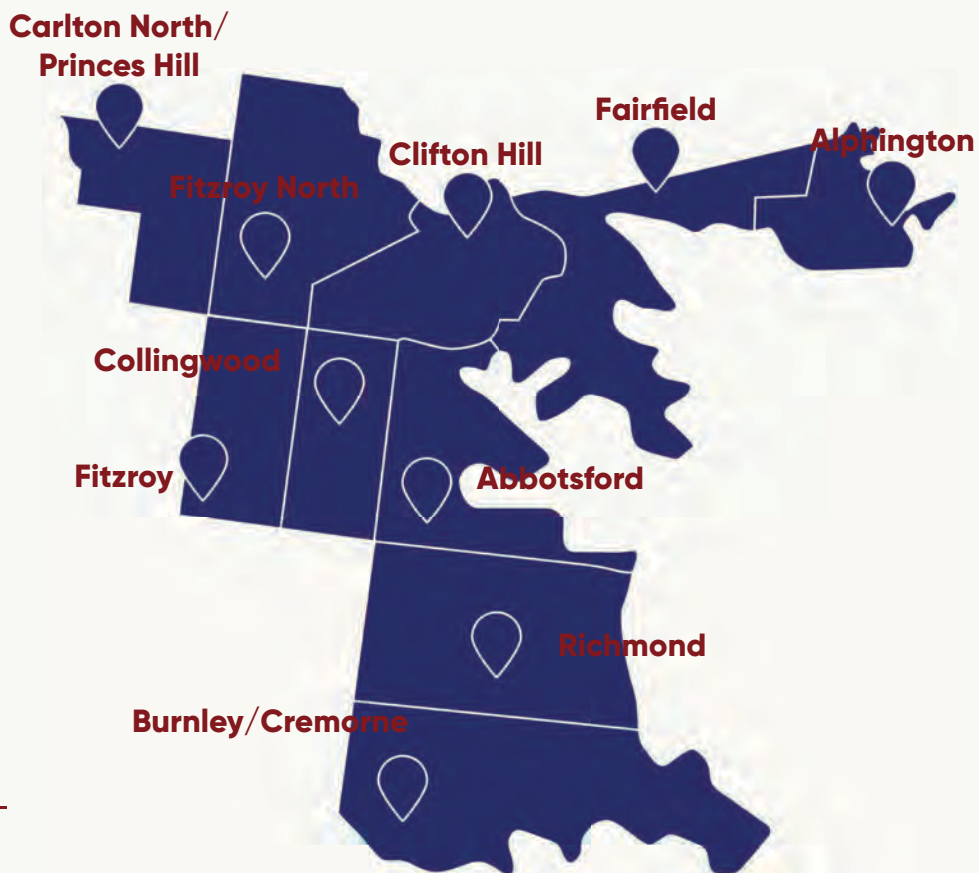


# About Yarra Energy Foundation

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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.



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## Our Community

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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% 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>**



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## Our Vision

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*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.

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## Our Purpose

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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.

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## Our Programs

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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.



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## A Message from the Chair

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On behalf of Yarra Energy Foundation (YEF), I am pleased to be sharing the Annual Report for the 2018-19 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 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.



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## A Message from the CEO

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It has been another fantastic year as CEO of the Yarra Energy Foundation. The 2018-2019 period has seen YEF consolidate its position as leaders in the coordination of solar bulk buys, with numerous programs occurring concurrently across the state resulting in significant carbon reduction.

Our key relationship with Yarra City Council (YCC) continues to grow as YEF evolves. We were proud to launch the Yarra Solar Bulk Buy in early March, offering quality solar to local residents at bulk buy prices. As the financial year drew to a close, 200 quotes had been issued, 35 sales were completed, and over 105 kW's had been sold along with 5 batteries packages. These initial numbers are set to grow extensively in the 2019-2020 financial year. YEF and Eko Energy facilitated two successful community information sessions with over 200 people attending, and additional two information sessions are set to take place in July and August.

YEF's other Solar Bulk Buys continued at various stages across the state, with hundreds of installations a result of YEF's work in this space. YEF continued to receive interest from other councils around the country throughout this year, as the momentum towards renewable energy increases and

YEF's reputation becomes more established. At the end of the financial year, YEF reached a milestone of 2 megawatts of installed solar through our programs – the equivalent of a small solar farm and equating to 8,000 solar panels being placed on Victorian roof tops. This achievement can give us all confidence that YEF and the wider community are rising to the climate urgency challenge. As articulated by YCC, in a climate emergency Yarra must look beyond its borders and provide leadership to the wider community. YEF has and will continue to position YCC as a leader in this space.

Within Yarra, weekly community engagement sessions were hosted by YEF throughout this financial year at a number of local community centres. Through these sessions, YEF was able to assist over 300 low-income residents with their energy bills and provide impartial advice and assistance on switching from expensive retailers, as well as running multiple energy workshops for Yarra residents. YEF also facilitated tailored energy workshops to women in hardship groups through an ongoing relationship with Carringbush Adult Learning Centre. Concurrently, YEF guided these residents through the process of claiming a \$50 payment from Victorian Government with one-on-one assistance with the Victorian Energy Compare website. Resulting in over \$15,000 being paid out to low income households.

YEF's Commercial Program continued to evolve throughout this financial year, with numerous significant installations and consultations from business such

as David Jones and Forensicare. Relationships with key stakeholders continued to develop, as YEF works to establish a comprehensive offering for business that includes both solar and tailored energy efficiency measures.

Overall, the 2018-2019 period has been a very successful and productive 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. Throughout the 2019-2020 period YEF will continue to implement important programs across Yarra and beyond, working with residents, businesses and schools to lower carbon emissions.

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## The year in review 2018-2019

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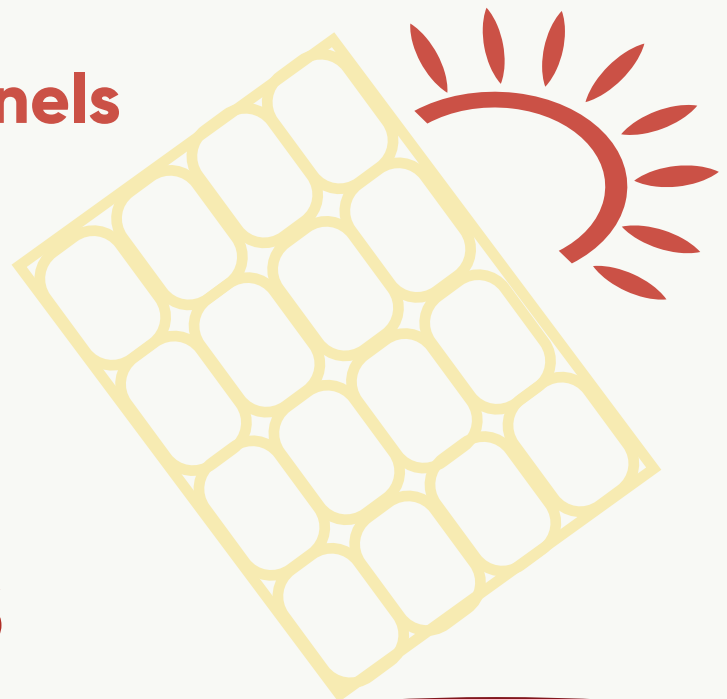


registered for our solar  
bulk buy programs

resulting in  
**1530 kW<sub>s</sub>**  
of rooftop solar installed

this equals over 6150 panels  
and  
more than

**350 rooftops**




avoiding  
**2,390 ton equivalent per annum <sup>CO<sub>2</sub></sup>**  
OR  
**71,704 CO<sub>2</sub> ton equivalent over 30 years**

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**25** solar and battery  
information sessions

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 **8** energy  
efficiency  
workshops

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more than **300**   
phone consultations  
with residents and businesses

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**60** community sessions  
 directly assisting low-income and  
CALD residents

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resulting in 300 people  
receiving a collective **\$15000**

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# The year in review 2018-2019

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## Community and Key Stakeholder Engagement

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YEF assists BEON in selecting local community groups for Corporate Social Responsibility solar installations



YEF hosts weekly information sessions to provide impartial advice for local residents concerning their energy bills

The 2018-2019 financial year began with YEF hosting two community consultations in partnership with Yarra City Council, the findings from which will ultimately inform the Community Green House Action Plan (CGAP). Furthermore, YEF and YCC sat down with over 20 Yarra residents to seek their views on what community action they would like to see, and 75 further responses were also received online.

Through YEF's review of Solar PV options for Stomping Ground Brewery's install and our ongoing relationship with the selected provider (BEON), YEF became the point-of-call for BEON to assist them in their Corporate Social Responsibility endeavours. Subsequently, throughout this period YEF worked in partnership with BEON in seeking to donate a solar PV system to a Yarra community group.

Throughout this quarter YEF held roughly a dozen sessions at Collingwood Neighbourhood House, Finbar Neighbourhood House, and Belgium Avenue Neighbourhood House to help residents assess the deal they are receiving on their energy bills and provide impartial advice and assistance on switching, as well as guide residents through the process of claiming a \$50 payment from Vic Gov for registering on the Vic compare site.

YEF also engaged with the community at both the ministerial launch of the Gippy Bulk Buy and the AVWA Solar Showcase; both officially opened by the Hon Lily D'Ambrosio.





YEF supports North Carlton Primary in a Yarra Sustainability Grant submission

A further opportunity for community engagement in this period was possible in assisting North Carlton Primary in a submission for funding for composting bins through the Yarra Sustainability Grants. YEF agreed to act as an auspice if the school is successful. Additionally, YEF began organising LED replacement quotes for North Carlton Primary utilising VEECs where possible.

YEF continued to support hundreds of local residents by providing weekly energy bill and energy efficiency information sessions at Collingwood Neighbourhood House, Belgium Avenue Neighbourhood House, Holden Street Neighbourhood House and Finbar Neighbourhood House resulting in over 400 face-to-face billing assistance.

Early in the calendar year YEF met with the COO of Solar Victoria to discuss opportunities moving forward. YEF was also invited by the CEO of Sustainability Victoria to join a senior executive round table, with the purpose of this dialogue to bring senior executives together to explore and consider how we can work to improve the health and wellbeing of vulnerable Victorians.

YEF, Sustainability Victoria and the Latrobe Valley Community Power Hub celebrated the closing of the Gippy Bulk Buy program. YEF organised the event at the Summit Adventure Park in Trafalgar, the site of a 65 kW PV system through the program.

This install was funded through an Environmental Upgrade Agreement (EUAs) through Baw Baw Shire Council. The Gippy Bulk Buy's success has resulted in potentially extending the Program for another 12 months, as well as adding two more council regions to the Solar Program.

Through fostering YEF's relationships with solar suppliers, BEON Solar explored the option of donating a <5 kW Solar System to a Yarra community group.

Australian Environment Film Association attended an energy workshop that YEF facilitated at Finbar Neighbourhood House in this period. Through this meeting, the AEFA and YEF began work together on potentially creating energy saving tip video clips to promote energy efficiency and responses to climate change.

Repower Health – a Doctor led environment group – started working collaboratively with YEF towards the end of the financial year to help guide healthcare facilities to the renewable energy transition. This collaboration has the potential to not only assist healthcare facilities transition to Solar PV, but also provide a platform to assist patients' in-home energy efficiency upgrade needs – subsequently improving patient health.

YEF also facilitated tailored energy workshops to women in hardship groups through an ongoing relationship with Carringbush Adult Learning Centre. Concurrently, YEF guided these residents through the process of claiming a \$50 payment from Victorian Government with one-on-one assistance with the Victorian Energy Compare website. Resulting in over \$15,000 being paid out to low income households.

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## Key Commercial Outcomes

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In the commercial space, the start of this financial year saw YEF finalise a two year supplier contract with Genesis Now and EnergyMakeovers, with an initial campaign planned to work together to promote SV business grants. Throughout this period YEF developed materials and gained approvals from SV for co-branding, before providing collateral and information to the YCC Economic Development team for promotion through the Yarra City Council website and 3,000 businesses currently on Council's fortnightly e-bulletin database.

This quarter also saw YEF finalise two year supplier contracts with Suntrix and Envirogroup. All 6 suppliers on the YEF Commercial Solar panel were offered and/or completed contracts and explored targeted campaigns regarding to the Yarra region.

In early August YEF launched the campaign with SV with a morning breakfast information session, utilising local business venue and YEF client Stomping Ground brewery. 15 local businesses were in attendance, including David Jones, Makmur Foods, and Neca Education, as well as industry bodies such as Energy Australia and AGL. YEF board representatives and other supplier panel members were also in attendance. The outcomes of this event include significant energy efficiency retrofit measures to assist with critical business energy supply limitations and production constraints.

In October YEF drafted a council brief 'Why establish EUA's in Yarra'. This process involved engaging with SMF, BBF and regional NAGA and EUA Alliances to source supporting and current industry data. that also included confirming suitable supplier panel members who have implemented EUA s to determine potential campaigns..

YEF attended numerous events in the commercial solar sector, including an industry summit and the investment solutions forum. From these forums, YEF has been able to tailor solutions with Forensic Care to model indicative solar system solution that assists with internal budget planning discussions.

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## Key Commercial Outcomes

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YEF produces council brief  
"Why establish EUA's in Yarra?"



YEF works with St Philip's  
Anglican Church on energy  
efficiency measures resulting in  
11,390 kg/CO2-e reductions



YEF works with Jordan furniture  
on solar installation of over  
131kW

In the commercial space, the YEF Supplier Panel saw an expansion in this quarter. A EOI was issued to a seventh supplier Quality Energy, due to a on need for more potential capacity to service the SME demographic of Yarra and beyond as the target for potential EUA finance (subject to approval by Council) and future SME campaigns.

Projects secured through YEF Supplier Tendering Process included an LED lighting retrofit solution for St Philip's Anglican Church which will result in an estimated 76% energy cost saving, 11,390 kg/CO2-e reductions and 2.6 yr payback. The winning bidder was Genesis Now, based on detail provided in quote and fit-for-purpose of solution.

YEF supported Jordan Furniture in the purchasing solar PV for two of three viable sites, totalling over 131kW and resulting on 58% energy cost savings at one site and a 19% energy cost saving at the other. Combined, these installations total over 200,00kg/CO2-e reductions.

Throughout this period YEF also worked with Blume Coffee Roasters on a potential LED lighting retrofit and solar PV. Work continued with Forensicare on a potential 100kW installation, and a meeting was planned with David Jones to explore EUA potential.

YEF continued discussions with Yarra Eco Development, exploring business initiatives across Yarra. YEF continued to assess and engage additional providers of services to compliment and bundle with residential and SME solution initiatives planned.

This period also saw YEF work extensively on supporting the development of the EcologicApp platform, that allows people to assess the need for energy efficiency upgrades and retrofits on their properties. Working closely with developers of the app, YEF was able to progress development to a point to which a trial is planned for July. YEF will encourage registrants of the Yarra Solar Bulk buy to use the app.

New Commercial projects in the pipeline this quarter included Hudson's Famous Catering, who purchased a Solar PV inspection service based on enquiry about output from 5yr old YEF project (supplied by Commpower). This was sourced from Genesis Now, with Hudson's also considering refrigeration efficiency measures.

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## Key Residential Outcomes

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YEF plans Yarra Solar Bulk Buy in partnership with Yarra City Council

YEF began this financial year's residential work by finalising project plans to roll out both our Low Income Retrofit Project as well as a Yarra Solar Bulk Buy. Funding for these two flagship projects has been made possible from income generated from projects outside of Yarra, such as regional solar bulk buys.

The announcement of the Victorian State Government Solar Rebate delayed the launch of the Yarra Bulk Buy in this quarter, so that all facts and processes could be fully understood upon the release of more information.

YEF continued to work with Liberty CERC (Common Equity Rental Housing Co-op), Woodside St. Sustainable Group, Holden St. Neighbourhood House, and Finbar Neighbourhood House to promote the \$50 payment form Vic Gov, as well as building our current database to positively affect our most vulnerable residents for our low-income retrofit program. Moreover, YEF has found community consultation with these groups as critical in informing our residents of the dynamic – and almost daily – changes in the energy market, policy, and technology.



YEF's regional solar bulk buys continue to generate significant carbon reduction

YEF continued to work in partnership with the Australian Vietnamese Women's Association on the Solar Showcase Bulk Buy Program. YEF continued to offer much needed transparent and face-to-face advice regarding Solar PV for our Vietnamese Community members, with over 400 people attending our 5 information sessions.

YEF's regional Bulk Buys remained a core priority throughout the start of this financial year. With multiple programs operating concurrently across the state, YEF was able to support hundreds of residents in transitioning to renewable energy. YEF reached a total of 696 leads generated through our solar bulk buy programs, resulting in 477 kW's + sold. Over 500 residents have attended workshops across the state. This focused activity resulted in a total of \$30k in commissions earned in first 16 weeks of this financial year.

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Towards the end of the 2018 calendar year YEF worked towards finalising project plans of the Low Income Retrofit project as well as a City of Yarra Solar bulk buy. The concept of a combined project titled "Comfortable Homes Yarra" was explored.



YEF reached a milestone of 2 megawatts of installed solar through our programs

The significant aid provided by the Victorian State Government's solar rebate will allow YEF to heavily target renters and landlords for the first time. 10 community info sessions were planned as part of this project – some specifically targeted at tenants as well as others targeted at landlords.

The project plan that was developed throughout this period outlined an offer of not only Solar PV and Batteries at a bulk purchase price, but also free low income retrofits, residential scorecard assessments, energy efficiency upgrades (insulation, LED lighting, draught proofing, soft furnishings and Window coverings), reverse cycle heating and cooling, secondary glazing, and DIY student and renters kits (caulking, draught proofing etc.).

As 2018 drew to a close, YEF reached a milestone of 2 megawatts of installed solar through our programs, the equivalent of a small solar farm and equating to 8,000 solar panels being placed on Victorian roof tops. This achievement can give us all confidence that YEF and the wider community are rising to the climate

YEF and the YCC were proud to launch the Yarra Solar Bulk Buy in early March, offering quality solar installations to local residents at bulk buy prices. Possible due to income generated outside of Yarra, YEF was happy to bring experience gained over numerous regional bulk buys to the Yarra community. The program continued to gain interest with over 270 people registering their interest over the first 3 months – despite minimal publicity. As the financial year drew to a close, 200 quotes were issued, 35 sales were completed, over 105 kW's were sold, and 5 batteries installations were sold through the program.

YEF and Eko Energy facilitated two successful community information sessions with over 200 people attending. An additional two information sessions are set to take place in July and August.

YEF's other Solar Bulk Buys continued at various stages across the state, with hundreds of installations of residential solar a result of YEF's work in this space. YEF continued to field interest from other councils around the country through this period, as the momentum towards renewable energy ever increases.

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## Board of Directors

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### **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.



### **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.



### **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.



### **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 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 James Searle (Resigned)**

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).



### **Jonathon Cartwright (Resigned)**

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.

## Statement of Profit or Loss and Other Comprehensive Income

Yarra Energy Foundation Limited  
For the year ended 30 June 2019

Income	2019	2018
Revenue	475,358	437,980
Interest Income	5,364	3691
Total Income	480,723	441,671
<b>Total Income</b>	<b>480,723</b>	<b>441,671</b>
<b>Expenses</b>		
Depreciation	435	2141
Employment Expenses	343,318	293,453
General and Administrative Expenses	36,659	44,198
Occupancy Costs	18,000	18,000
Project Expenses	21,212	-
Total Expenses	419,624	357,792
<b>Profit/(Loss) before Taxation</b>	<b>61,099</b>	<b>(83,879)</b>
<b>Net Profit After Tax</b>	<b>61,099</b>	<b>(83,879)</b>
<b>Net Profit After Dividends Paid</b>	<b>61,099</b>	<b>(83,879)</b>
<b>Total Comprehensive Income for the year</b>	<b>61,099</b>	<b>(83,879)</b>



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## Statement of Financial Position

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**Yarra Energy Foundation Limited**  
**As of 30 June 2019**

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<b>Assets</b>	<b>30 JUN 2019</b>	<b>30 JUN 2018</b>
Current Assets		
Cash & Cash Equivalents	176,270	131,812
Other Assets	12,108	10,391
Total Current Assets	188,378	142,203
Non-Current Assets		
Property, plant and equipment	696	1,130
Total Non-Current Assets	696	1,130
Total Assets	189,074	143,333
<b>Liabilities</b>		
Current Liabilities		
Trade and Other Payables	13,082	19,399
Deferred Income	6000	29,737
Employee Liabilities	26,393	16,382
Total Current Liabilities	45,475	65,518
Non-Current Liabilities		
Employee Liabilities	13,209	8524
Total Non-Current Liabilities	13,209	8524
Total Liabilities	58,684	74,042
<b>Net Assets</b>	<b>130,390</b>	<b>69,921</b>
<b>Equity</b>		
Retained Earnings	130,390	69,921
Total Equity	130,390	69,921

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## Statement of Cash Flows

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Yarra Energy Foundation Limited  
For the year ended 30 June 2019

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Cash Flows from Operating Activities	2019	2018
Receipts from grants and commissions	498,401	489,280
Payments to suppliers and employees	(459,307)	(390,538)
Interest received	5,364	3,691
Net cash provided by/(used in) operating activities	44,458	102,433

### Cash Flows from Investing Activities

Purchase of property, plant and equipment	-	1357
Net cash provided by/(used in) investing activities	-	1357

### Reconciliation

Net increase/(decrease) in cash held	44,458,	101,076
Cash and cash equivalents at beginning of financial year	131,812	30,736
Cash and cash equivalents at end of financial year	176,270	131,812