



Energy Services Companies

Solar farms

Battery Storage

– benefits and problems

APSE Commercialisation, Income Generation and Trading
Advisory Group (Southern Region)

1 May 2018



Introduction

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Head of APSE Energy



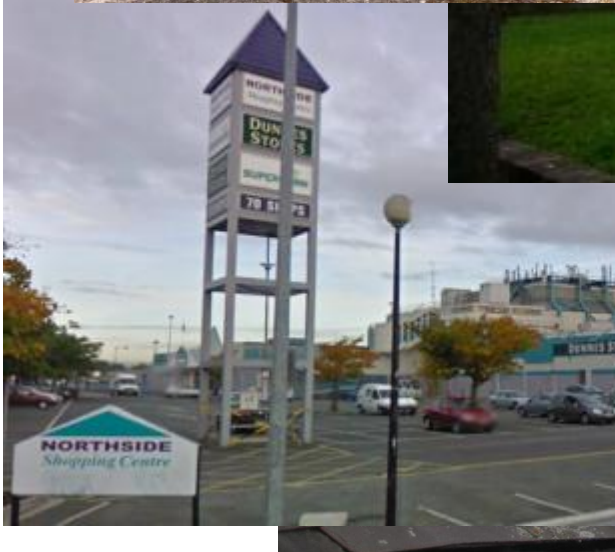
Introduction

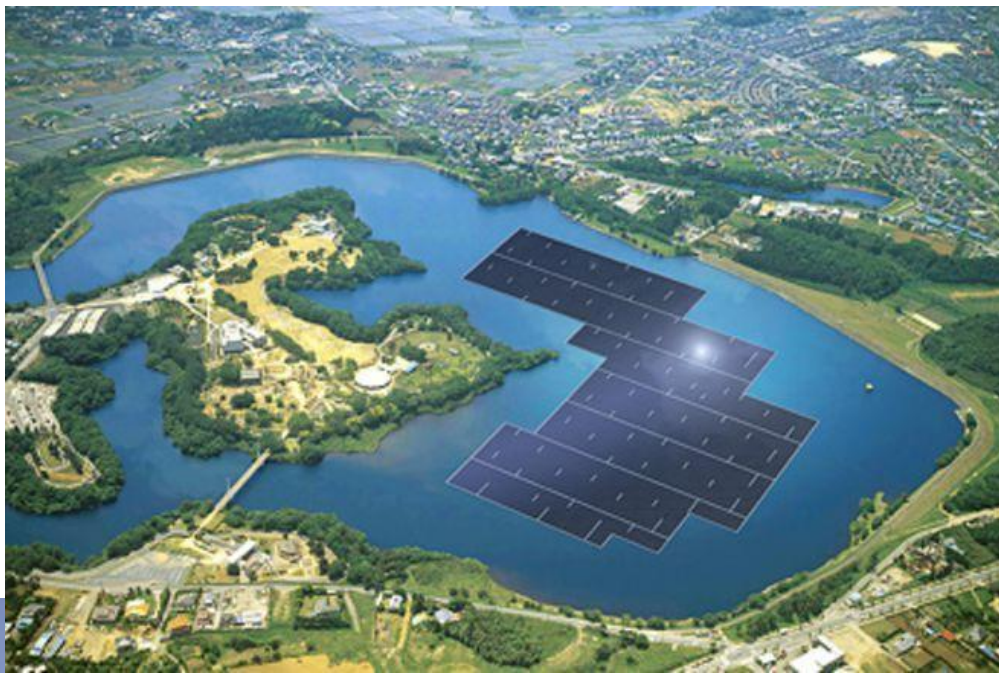
Rate of change

Use your assets

Use your powers

Have a strategy – energy, investment, asset mgmt,
carbon reduction...







- Assets
- Fuel poverty
- Support for local community
- Supporting for local economy
- Generate income
- Address environmental issues
- Legal requirements



APSE Energy

‘Municipalisation of energy’

What do we do? Learning; Advocacy;
Knowledge; Consultancy

77 members and increasing – growing interest
in the agenda

A hand holding a magnifying glass over a landscape, symbolizing vision and focus. The magnifying glass is held by a hand from the right side of the frame, and it focuses on a scenic view of a valley with a winding river and mountains in the distance. The background is a soft, hazy landscape under a clear sky.

Vision of APSE Energy

- The municipalisation of energy services

Aims

- Address social objectives deliver community benefits such as reductions in fuel poverty and increases in skills and jobs
- Save money and make money

Southern Members



Ashford, Basingstoke and Deane, Buckinghamshire,
Cherwell, Cornwall, East Hertfordshire, Essex,
Gloucestershire, Guildford, Hackney, Hammersmith &
Fulham, Havering, Luton, Oxford, Oxfordshire,
Peterborough, Portsmouth, Swindon, Reading,
Southampton, Southend-on-Sea, Stevenage, Watford

APSE Energy



Research documents / publications -

Merton Rule

Investing in electricity – local authority options

ESCos and White Labels -

Energy across the authority

ECO funding for local authorities

The economics of energy projects

The practicalities of on-street electric vehicle charging

APSE Energy



Consultancy projects -

Advice for ESCOs/white labels

Asset reviews

Solar farms

Heat networks – options and reviews

LEV, infrastructure and charging

Battery storage

Energy strategy review

Due diligence for investments

Business / financial plan review

ESCos



‘Companies’ so a commercial approach

“Many have pondered; few have ventured”

Political support

Governance



Questions

In house or external?

Type of vehicle?

Purpose?

Profit or not?



Questions

Tariffs?

Operations – name, brand, premises, mgmt. team, ICT for billing, accounts...

Staff and skills

Budget – energy purchase and more



White label

Who sets tariffs?

Who's customers are they?

Who makes the money?

Who gets the experience?

White label to full ESCo?



Solar farms

Land based – site, grid, plg perm, EPC contractor

Supply yourself

Supply a.n. other

Sell to grid

Investing in the technology

Business case – energy inflation



Battery Storage

Avoidance of peak costs

Energy trading

Electric vehicles, Vehicle-to-grid

Housing

Business case

Environmental issues

When to invest?



Next

ESCos? We can help

White Label? We can help

Solar Farms? We can help

Battery storage? We can help

Think about APSE Energy membership