



A CIC MODEL FOR LOCAL AUTHORITIES

13 JUNE 2012
OXFORDSHIRE ENVIRONMENT PARTNERSHIP



Why a CIC Approach?

- Regulated model
- Asset locks
- Dividend limits
- Governance
- An opportunity for investment and return
- MK Pilot



Our Vision

To be the local green deal provider that benefits the whole of the community.



Aim

To be a green deal provider that is good for consumers, good for local installers and good for the community at large

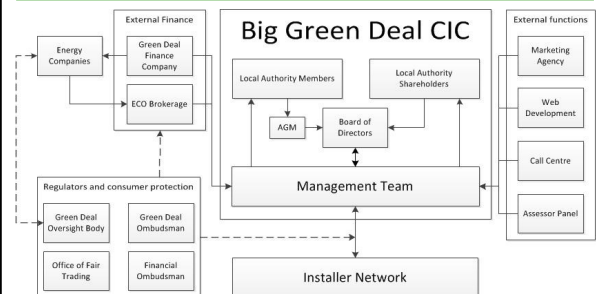


Objectives

- To establish local installer networks with easy access to Green Deal finance
- To provide cost effective Green Deal Plans to consumers that will save them money
- To enable Local Authorities to have a voice and invest in Green Deal
- To distribute profits to local schemes that help tackle climate change and fuel poverty



Company Structure





Shareholder A - *upfront investment in the company*

- Investment of £35k
- An owning share of the company
- Opportunity to be appointed to the Board of Directors
- Would allow a share of dividend payments.
- Residents and businesses would receive all the Big Green Deal CIC services.

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Shareholder B - *an annual membership*

- Annual cost of £5k per 50,000 dwellings
- Support the growth/maintenance of installer network & marketing of service to consumers
- Opportunity to bid for community funds

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Financial Aims

- Financially sustainable model
- Make a healthy profit
- Return a dividend to investors
- Create a Trust Fund

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Income Streams

- Referral fee – 5%
- Tendering fee
- Partial assessment fee (£49.99)
- Minimum charge for a plan (£50)
- Marketing

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Next Steps

- Secure more investing members
- Constitute the CIC
- Legal and financial due diligence
- Operational aspects – CRM, Finance, Staffing

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Things to Consider

- Investment in TGDFC
- Local loans/finance
- Pension funds
- State Aid

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