

PROSPECT+

Capacity building for cities and regions - from learning to action!

Prague Renewable Energy Community (PSOE)

STEP 3 – Study visit
Business models



The PROSPECT+ project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101023271



ECOPOWER (BE)

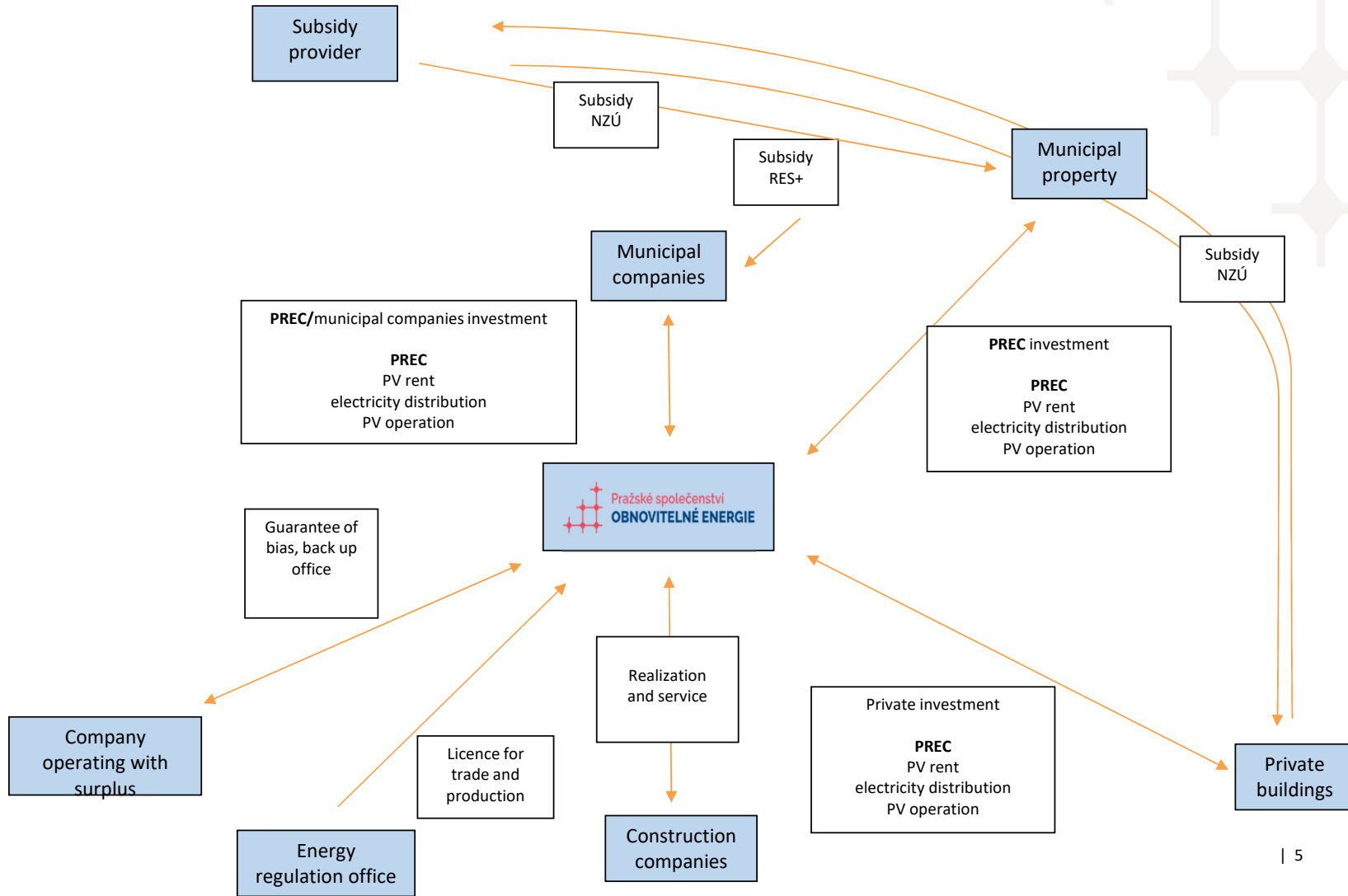
- Ecopower gather equity from their members and invest this equity into renewable production (wind, solar, hydro, wood pallets, etc.)
- electricity is sold back to Ecopower members
- to obtain (buy) electricity it is needed to be a member of Ecopower
- wood pallets can be also sold outside of Ecopower (members have a discount)
- price of electricity is sold “at cost” - no profits are included into the final price.
- electricity is sold to members as a service and if any profits occurs, these profits go into reserves and is possibility to give also dividends to members
- in Belgium, when you are classified as cooperative on the national level, dividends are evaluated as cost, so when cooperative distributes dividends to their members in accounting system are profits decreased or zero and cooperative doesn't need to pay any extra taxes from profit
- the electricity price is cheapest on the yearly basis in comparison to other suppliers
- annual turnover of 36 million EUR
- 2019 profit was 1.5 million EUR, dividends were 2% and 440 thous. EUR was indicated for reserves.

Housing Association Vilde 70 (Estonia)

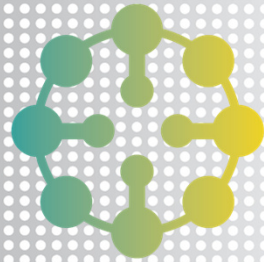
- no shareholders in this housing association
- activators board members of the association
- technical consultant acted as the project manager
- the investment was financed 60% with a 20-year bank loan and 40% (564,445 €) renovation grant
- monthly payments to repay the loan is 1,25 €/m² which represent a very small increase in monthly payments that each apartment owner pays to the housing association
- project is economically viable because it generates savings on the building's heating and electricity costs

Marstal Fjernvarme (Denmark) - Non-profit customer-owned enterprises

- heating company
- every customer is a owner of the company
- EC has 1.600 owners (houses connected) to the grid, so if anybody buys a house in Marstal Fjernvarme, he is automatically partly owner of the energy community (company)
- price of the house also includes “entrance fee” for membership in cooperative
- operating with no profits, every year after approvement of final financial statements is profit (surplus) distributed to the owners of the cooperative.
- no profit in current year, company is able to increase heat price, or to take any loan in the bank, if approved.
- cooperative price for heat is compared to about 500 prices of other heating companies in Denmark and the price is constantly somewhere in the middle
- prices differs every year and depends on current investments
- annual turnover of 20 million DKK (2,5 mil. EUR)



- **Which business model (BM) fits to you?**
- **What parts of BM are replicable for you?**
- **What are barriers for BM in your case?**



PROSPECT+

Thank you!

Jaroslav Klusák

Tereza McLaughlin Váňová



The PROSPECT+ project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101023271

 h2020prospect.eu

 [#H2020Prospect](https://twitter.com/H2020Prospect)