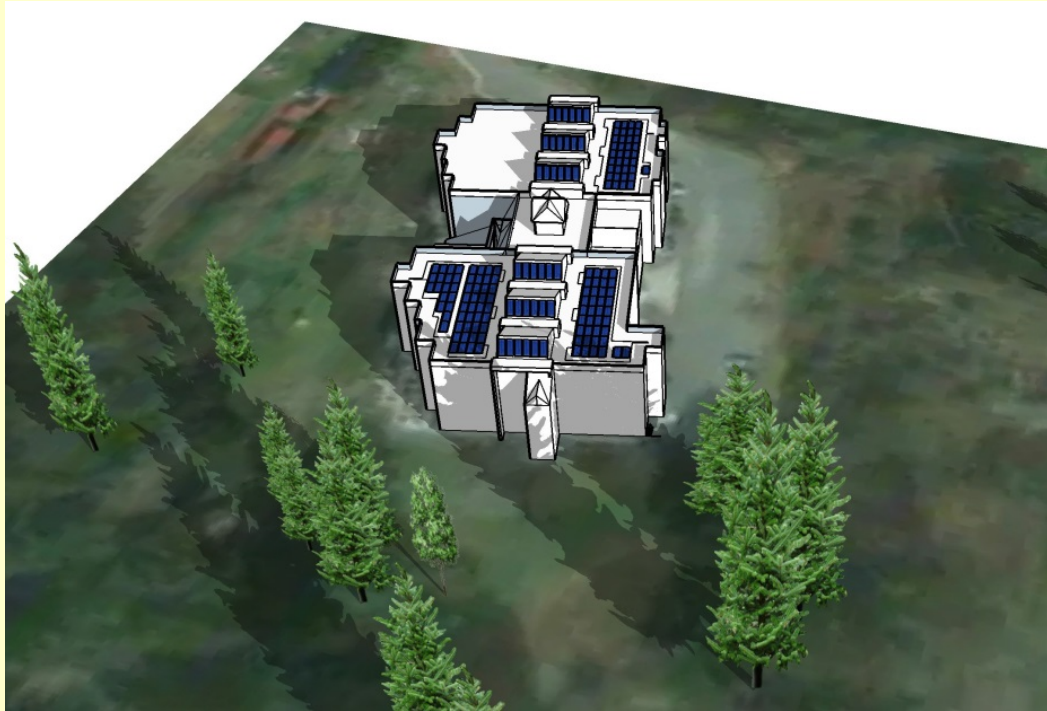




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# Introduction to Island Community Solar Co-op



September 6, 2021

[www.islandsolarcoop.ca](http://www.islandsolarcoop.ca)



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# What Is ICSC?

- A for-profit financial (investor) cooperative, conceived to promote distributed, clean, solar electricity generation in the Vancouver Island region;
- A way for Clients to obtain a long term cost of electricity that is lower than BC Hydro;
- A way for environmentally conscious community Investor members to receive a reliable, long term return on their money.



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# Who We Are

- A social enterprise conceived by Energy Solutions for Vancouver Island, a non-profit created in 2002 to serve Island communities;
- Experienced business people and members from ESVI's solar PV Demonstration Program;
- Community members with an interest in developing more distributed clean energy generation right here on Vancouver Island



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# Founding Team





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# What We Do

- Provide long term leases of reliable solar PV systems to Clients who have big power bills and good cash flow but don't have savings available to cover the full up-front cost of a solar PV system;
- The leasing program leverages capital obtained from environmentally conscious community Investors, who are ICSC members



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## What We Do Cont'd

- We also provide other services consistent with our mission, such as solar PV “bulk buys”



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# Who Are Eligible Clients?

- Residential or small general service business electricity consumers with annual BC Hydro use in excess of 33,000 kWh\* (or diesel generated power) and excellent solar exposure;
- Multi-unit residential (BC Hydro RS1101 customers) apartments and condominium complexes, typically with electrical heating of common areas;

\* Average RDN home consumes 13,560 kWh/year



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## How It Works

- We perform a complimentary, no-obligation ***pre-feasibility*** study of the Client's facility;
- The study assesses the suitability of Client's site for solar PV and whether ICSC can offer a solar PV system lease option that is better than BC Hydro;





## How It Works Cont'd

- If the ICSC pre-feasibility study report confirms a lease option that is attractive, Client issues formal written expression of interest;
- ICSC then performs a more detailed ***feasibility study*** which includes site inspection by our installers, preliminary design and detailed cost estimation;



## **How It Works Cont'd**

- If the feasibility study confirms the project is attractive, ICSC issues a written contract offer to the Client, subject to acquisition of the required capital from ICSC member Investors;
- Upon contract approval, ICSC launches a marketing campaign to sell investment shares and acquire the necessary project capital.

# Pre-Feasibility Study



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- Client fills out an Prospect Project Inquiry Form and acquires 2 years of BC Hydro consumption data for account to be studied;
- ICSC representative visits Client facility to meet liaison, review site shading and discuss Client's current electrical energy consumption;
- We analyze the facility and prepare a letter report for the Client outlining our findings



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# Questions?

ICSC Contact

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