

# WHEN YOUR BUSINESS IS ENERGY-INTENSIVE, HOW CAN YOU **SAVE UP TO \$86,000** ON POWER BILLS EACH YEAR?

## Problem

Agribusiness requires plenty of water and electricity to grow, wash, pack and store produce before its sold. If there's no effort to reduce costs, farmers can quickly run into financial hardship.

Hussey & Co is a lettuce farm on the Morning Peninsula that delivers quality produce to Australia and overseas. With 74 acres of land, multiple sheds and industrial processing facilities, it relies heavily on energy to stay in business.

## Solution

Hussey & Co wanted to trial a solar power system to see what impact it would have on its bottom line. But installation required capital. This is where an EUA (Environmental Upgrade Agreement) came in handy – it provided a mechanism to fund the project, without the complexity of traditional bank lending.

In addition to lowering power costs, Lance Petersen, General Manager of Hussey & Co said he was interested in solar energy because "investment in renewables is 'the right thing to do' given our changing climate."

## Process

Securing an EUA was simple. SMF (Sustainable Melbourne Fund) did all the paperwork and was able to loan Hussey & Co the capital it required. SMF also locked in a long-term fixed rate, giving Hussey & Co confidence to calculate its savings upfront, minimising risk. The EUA also enabled the landlord to own the system and improve the building at no upfront expense.

## Outcome

After reviewing the cost savings due to the solar installation, Hussey & Co's business owners were so impressed they decided to take out another EUA almost immediately. With the capability and expertise to fund projects of all sizes, SMF provided Hussey & Co another \$1 million in capital to install a second solar system that now **saves the company \$86,000 per year.**

The costs savings that come from EUAs can facilitate fantastic business growth. As Scott Bocskay, CEO of SMF, explains: "Repayment terms can be as long as 15 years, allowing business to unlock capital while still maintaining a positive cash flow."

Hussey & Co's new solar installation also cuts 754 tonnes of carbon emissions, which is the equivalent of taking 161 cars off the road each year.



# ENVIRONMENTAL UPGRADE FINANCE FOR FARMERS AND BUSINESS

As a property and business owner, you have the opportunity to gain from exciting changes occurring in energy, waste and water technologies. Now a new form of finance called an Environmental Upgrade Agreement (EUA) can help you access capital, freeing up cash flow and helping you complete projects that give your business long term security and cost savings.

Sustainable Melbourne Fund (SMF) helps you access an EUA.

**Easy to apply. Easy to service.**

**No upfront costs for your project – Simply repay via a fixed quarterly charge on your property rates notice.**

An EUA allows you to access capital that was previously unavailable to farmers and business owners.

Benefits include:

- Extended finance loan terms to increase cash flow
- No additional security requirements (personal, business guarantees, mortgages or registered charges)
- Reduced business risks with fixed repayments
- No hidden costs - 100% finance for hard and soft costs
- No costly and complicated refinances

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## What is EUF (Environmental Upgrade Finance)?

A EUF is a loan made out to a building owner and repaid via fixed quarterly council rates.

## Who is Sustainable Melbourne Fund?

SMF was established in 2002 to finance building repositions, solar, waste, water solutions as well as more innovative solutions such as waste to energy.

## Why choose SMF over other lenders?

Since our inception, we've worked with local and state governments to develop Environmental Upgrade Finance. Currently we have 150 projects approved to take advantage of this new funding mechanism. Unlike financiers that do not uniquely specialise in EUFs, clients can trust our expertise and experience.

**INTERESTED IN LEARNING MORE?  
CONTACT SMF TODAY.**

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