

# HOW DO YOU FIND THE TIME TO RESEARCH AND EXECUTE MONEY-SAVING STRATEGIES – WHILE IMPROVING YOUR CONTRIBUTION TO THE ENVIRONMENT AT THE SAME TIME?

## Problem

Peter Hall is an orchardist for Integrity Fruit in the Goulburn Valley. The storage, processing, and cleaning of fruit takes a lot of energy and water – and this unfortunately means high power bills.

With tight profit margins and high labour costs in mind, Peter looked to gain efficiencies in other areas of the business. Peter knew solar energy would help Integrity Fruit stay competitive. “It all started when we started to requote our electricity contracts. We started looking at alternative energy sources primarily because of the cost of electricity and secondly because everyone has a concern about the environment and what sustainability means.”

## Solution

Funding a solar installation via an EUA (environmental upgrade agreement) was Peter’s best bet. But with little knowledge of solar systems – and how to finance them – Peter was unsure where to look for advice.

With quotes for a solar installation at hand, Peter reached out to SMF (Sustainable Melbourne Fund) for help. Peter says the process for applying was straightforward: “We looked at the sort of requirements we needed to comply with, and once we’d done all that and had looked at all the details, we proceeded.”

A fixed EUA provided a great advantage; calculations were simple to make and removed risks associated with taking out short-term variable rate finance.

## Process

Peter continues, “One of the pleasant surprises is that it was very easy for us.” The Greater Shepparton Council was supportive of the initiative at the farm, and SMF was always quick to respond if he had questions. He says, “We were always able to access information in a timely way. I’d have no hesitation in recommending it.”

## Outcome

Although Peter was initially concerned whether the arrangement would be commercially competitive, he now has no regrets: “The EUA was effectively the same as any other financial model. It certainly opened the door to an innovative way to fund projects.”

The team benefits too. He states, “Taking out an EUA gives staff the sense that we are progressive; that they’re working for a company that’s innovative. It’s good for people, for our region, for the environment and the world.”



# 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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