

PROPOSAL – LOCAL COMMON ROOF ENERGY COMMUNITIES

KEY PARTNERS	KEY ACTIVITIES	VALUE PROPOSITIONS	CUSTOMER RELATIONSHIP	CUSTOMER SEGMENTS
BUILDING OWNERS APARTMENT OWNERS PROPERTY MANAGERS BILLING/LEGAL PLATFORM (E.G., OURPOWER) CERTIFIED PV INSTALLERS ELECTRICIANS	FOUNDING VEREIN/ GENOSSENSCHAFT PROCUREMENT OWNER VALUE CASE FUNDING NEGOTIATION	LOWER, FAIR INTERNAL REC TARIFF VS. RETAIL SKILLS & WORKSHOPS STRENGTHENING LOCAL COMMUNITIES FOR OWNERS: HAPPIER, STICKIER TENANTS ROOF-LEASE INCOME OR SHARED-SAVINGS UNTIL AMORTISED	MEMBER-OWNED SKILLS WORKSHOPS/ PEER SUPPORT	RESIDENTS/TENANTS IN TARGET BUILDINGS BUILDING OWNERS / APARTMENT OWNERS / PROPERTY MANAGERS MUNICIPAL/SOCIAL HOUSING OPERATORS STUDENT HOUSING & CO-LIVING OPERATORS
	KEY RESOURCES		CHANNELS	
	ROOFTOP ACCESS/ RIGHT OF USE COMMUNITY VOLUNTEERS CAPITAL: GRANTS/MEMBER CONTRIBUTIONS, OWNER CO-INVESTMENT		DOOR-TO-DOOR OUTREACH/ HOUSE MEETINGS GROUPS ON SOCIAL MEDIA/MESSAGING APPS	
COST STRUCTURE			REVENUE STREAM	
INSTALLER LABOUR (ELECTRICAL WORKS) AND PV/STORAGE ENGINEERING, PERMITS, INSPECTIONS, SCAFFOLDING COMMUNITY OPS: WORKSHOPS, MATERIALS, GRÄTZLFESTE EVENTS			INTERNAL REC TARIFF (€/KWH) TO MEMBERS ROOF LEASE TO OWNERS OR SHARED- SAVINGS AGREEMENT MEMBERSHIP FEES GRANTS/SUBSIDIES	