

PROPOSAL - LOCAL COMMON ROOF ENERGY COMMUNITIES

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