

Energie Samen – the Netherlands

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Energie Samen is the national federation **for and by Energy Communities**



700+

Energy communities
in the Netherlands

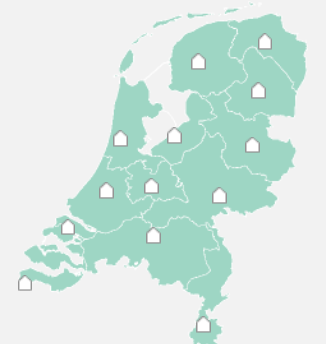
- 70% PV
- 10% wind
- 10% district heating

40

employees

400+

Members who we represent on a national and European level



Core tasks

Lobby (national level)

Knowledge sharing & training

Increase the visibility of energy communities via communication

Standards & Certification

Access to capital

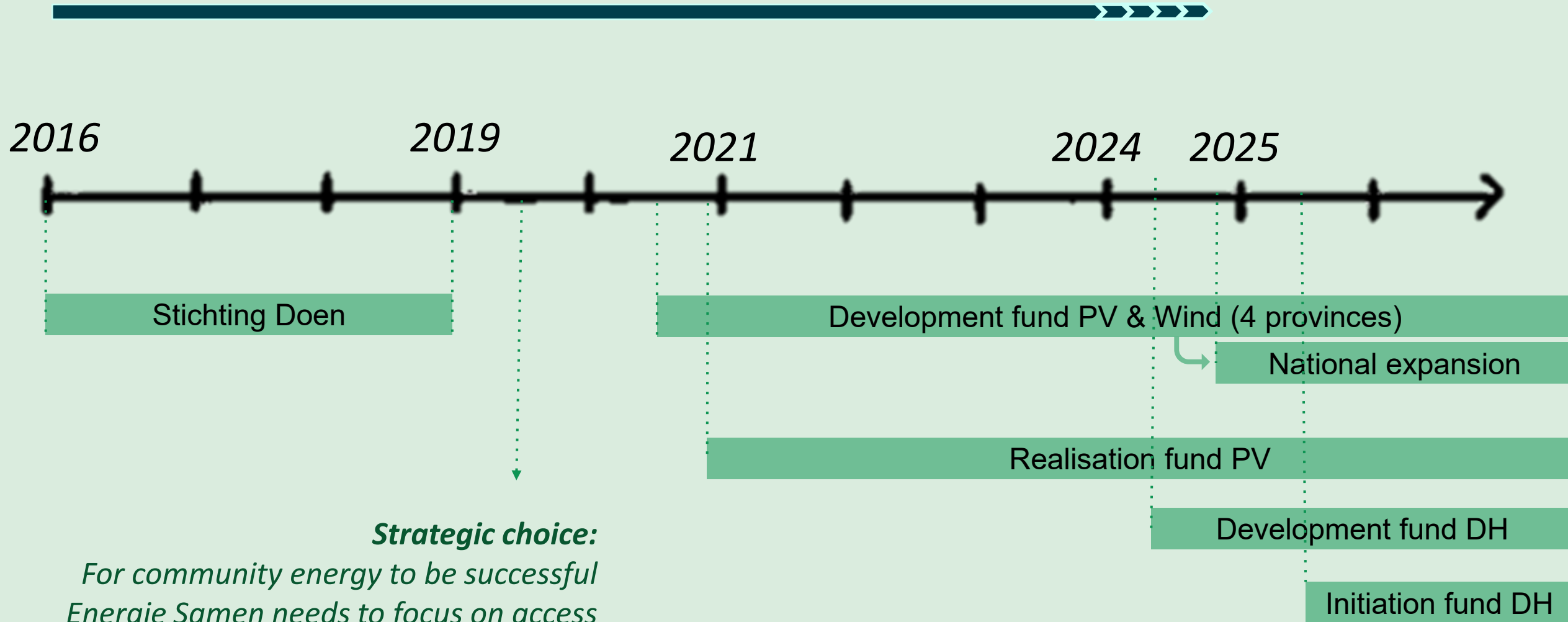
Coordinate innovation (projects financed via grants)

Vision

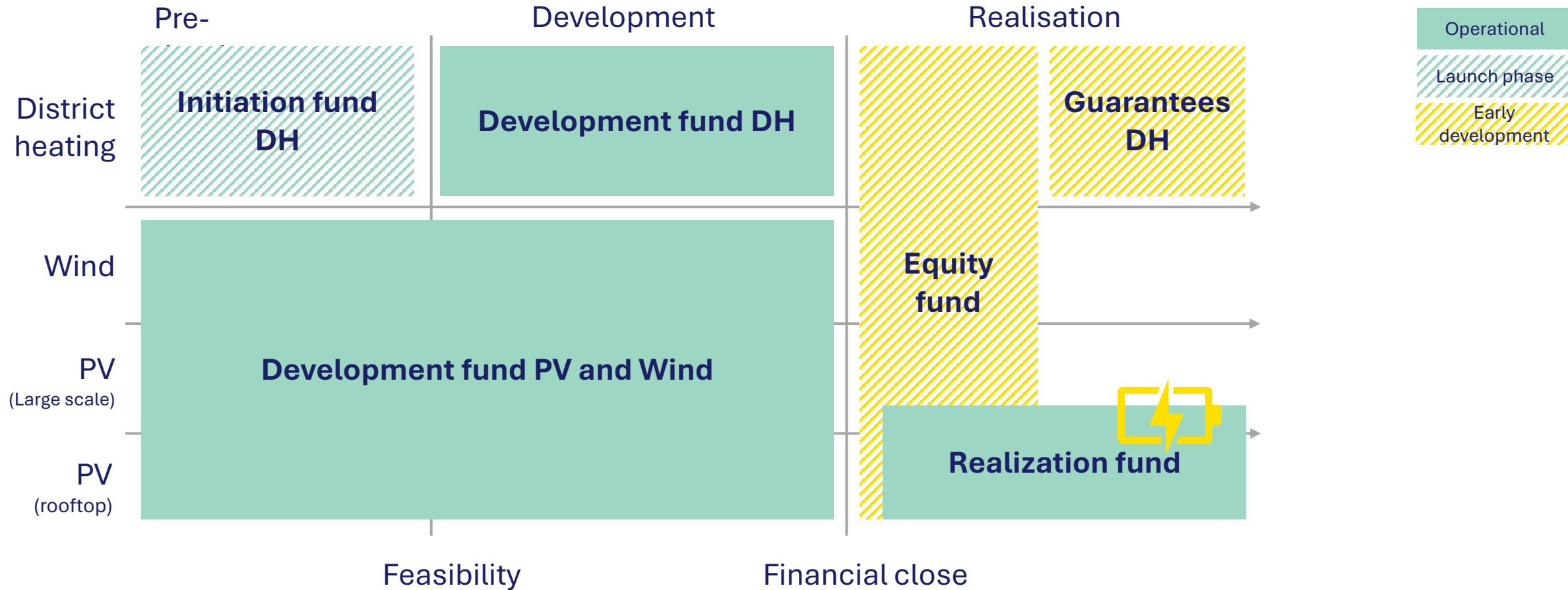
We envision a future where sustainable energy is commonplace. Energy is always available to all Dutch people, at a fair price and locally. A future in which energy communities grow into the driving force behind local energy systems.

“Money to the ground”

A brief history of the funds



Overview



Development fund PV & Wind



Energy Communities

“We have 1 project in development, but no funding”

“We are a new community – we need some time to learn”

“We need help taking the right steps in our project”

“We can’t show historical track record”

“We want to optimize for community benefit, not profit margin”



Financiers

“We need to leverage risk across projects”

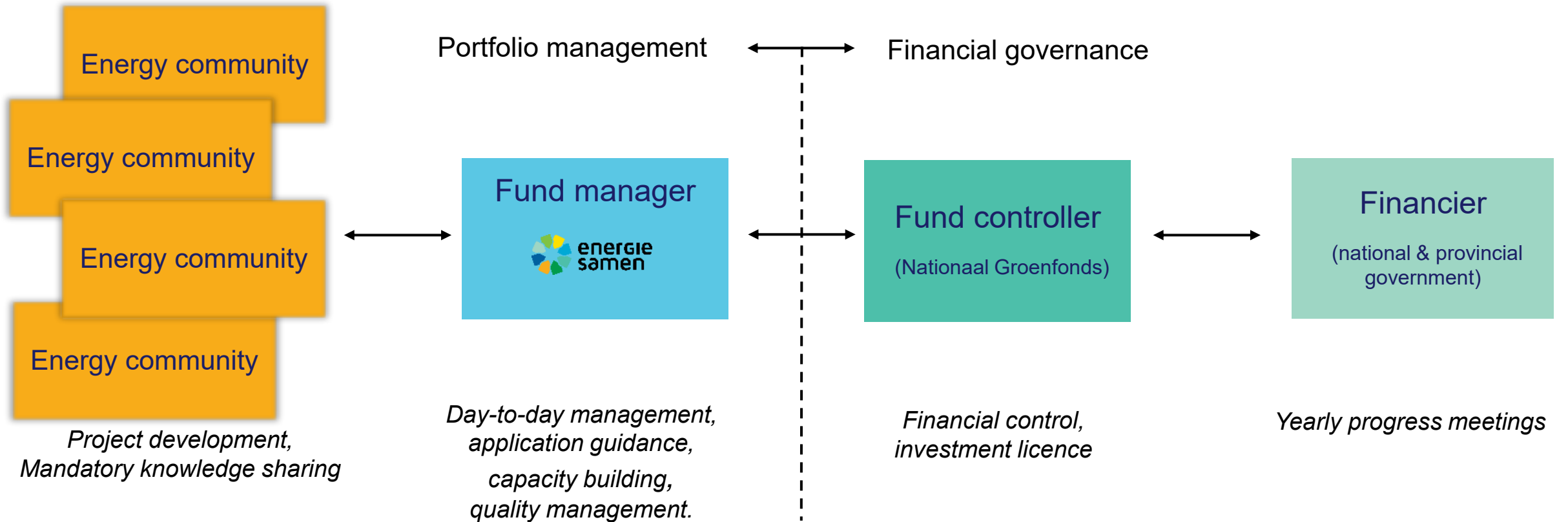
“These communities don’t understand finance”

“We want to cover all risks before financing”

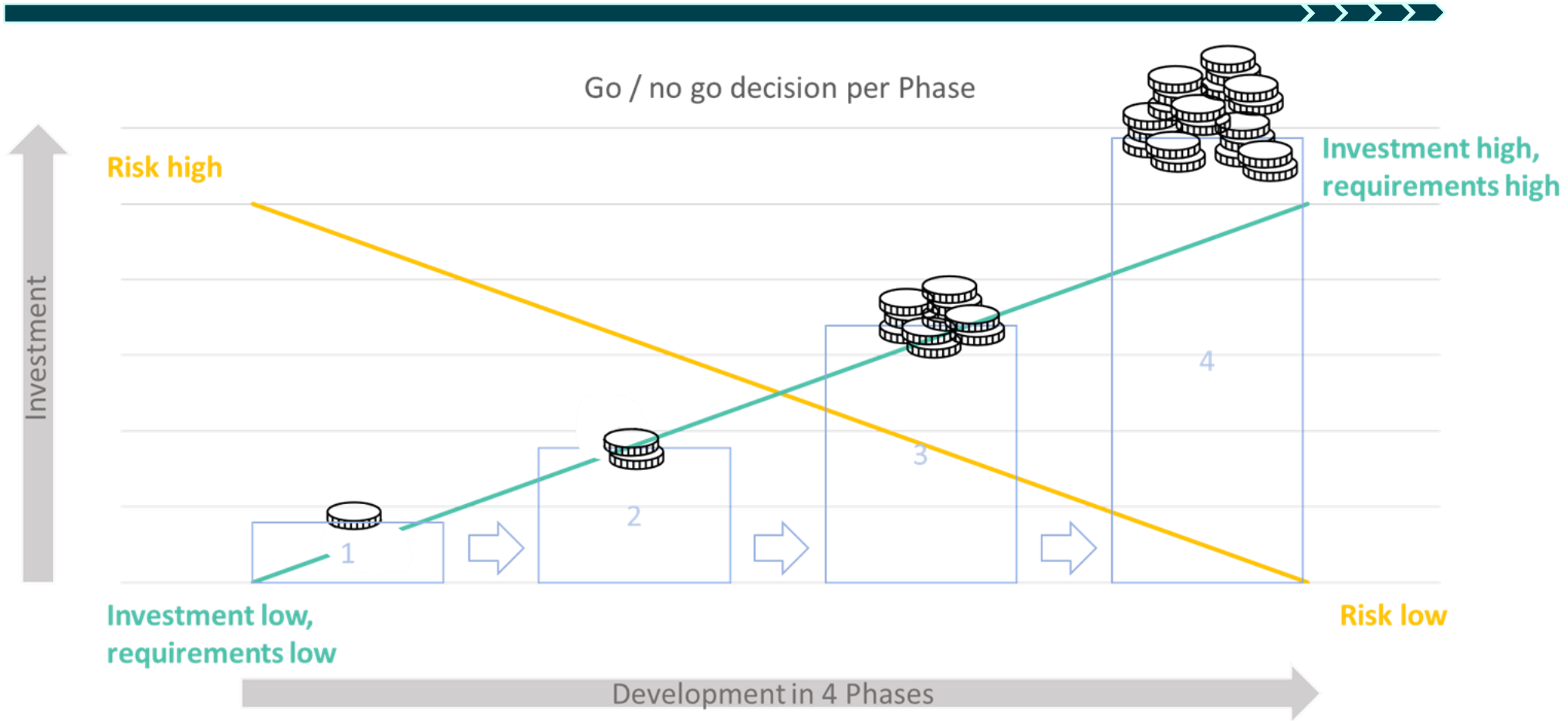
“Previous results are a key indicator for success”

“We want a highly standardized product that fits in our portfolio”

Development fund governance



Development fund phases



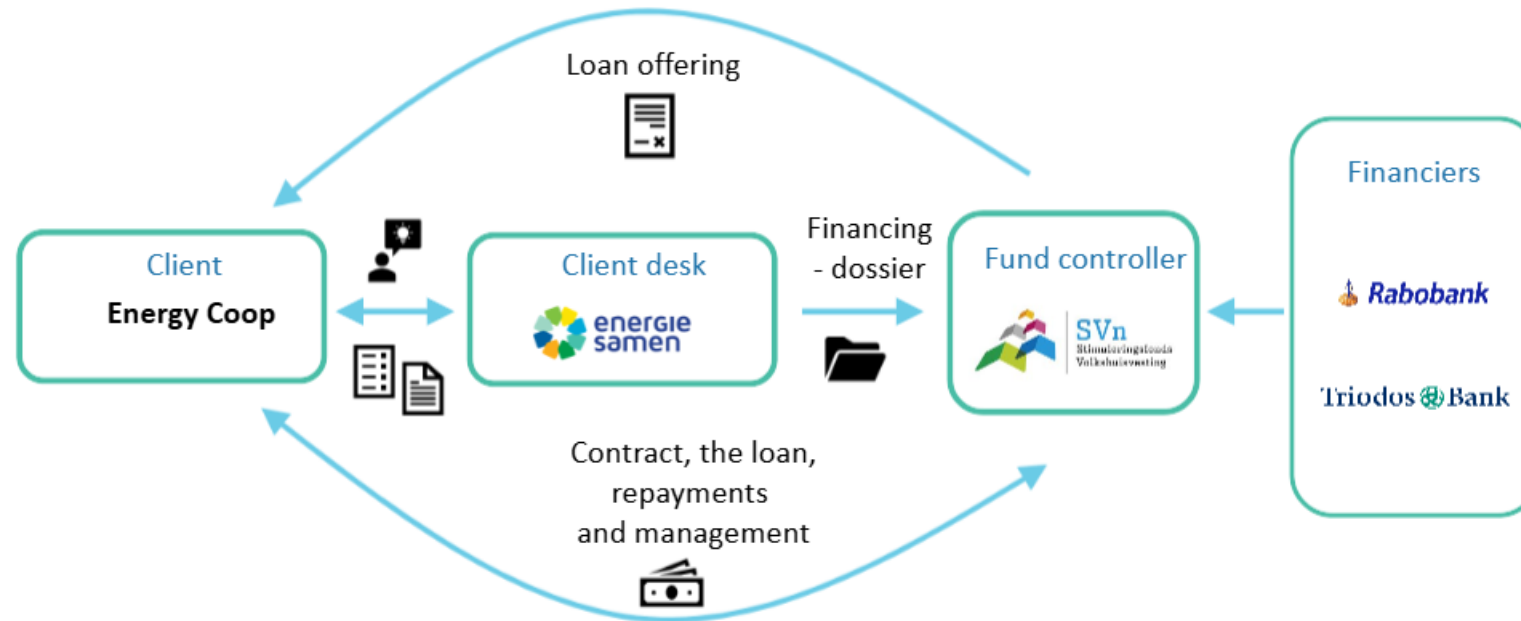
Development fund PV & Wind

- Portfolio of +-65 projects
 - \geq 50% community owned
 - Capex 500K+
 - Currently wind (40%), PV (60%)
 - Various stages of development
- Development Loan
 - Maximum loan per project €535k – no minimum.
 - Loan to grant
 - 'Solidarity fee' at financial close (from 25% to 100%, depending on the phase)
 - No time limit
 - 20% 'equity contribution' (hours from volunteers count)

Development fund District Heating

- PILOT
- Similar set-up
 - Maximum loan per project €2.5 mln – no minimum
 - No solidarity fee at financial close yet
- Currently ca 10 projects (different scale, different techniques)

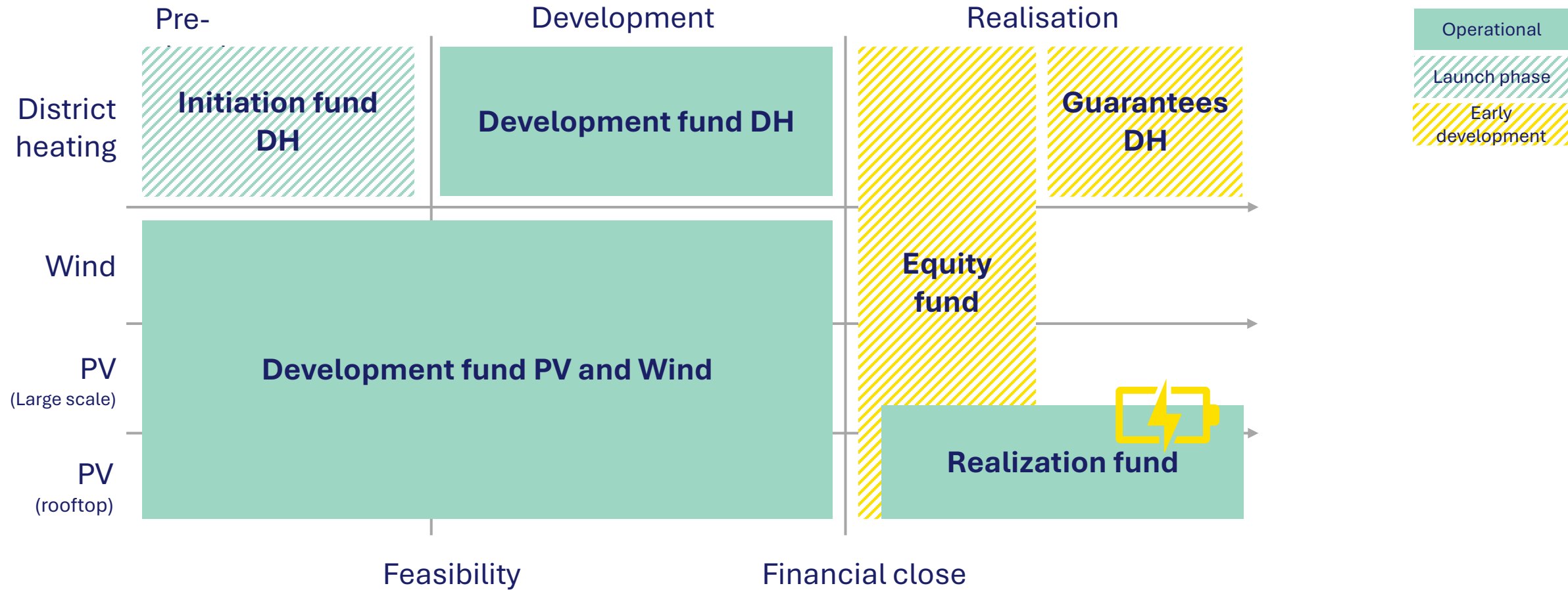
Realisation fund governance



Realisation fund

- Financial Close
- Only PV & Wind
- 25% own funding and confirmation of a specific (minimum price related) grant required
- Capex 40K – 2 mln
- Annuity loan (13,5 year – interest currently ca 5%)
- ‘Standardised’ process, business case model, contracts
- Fund manager understands the energy community *‘helping hand for a smooth application’*
- Fixed fee per loan for Energie Samen

Overview



Lessons learned / Challenges



GENERAL

- Search for structural financing -> a project needs funding from the first step to the end (from (pre)development to realisation)
- Userfriendly software in line with the process (online portal)
- Make sure there is room for change (with your financier) -> circumstances keep on changing – flexibility is needed
- Borrowers in general aren't 'professional financial experts'

DEVELOPMENT FUNDS

- People in the field with the required (regional) knowledge who monitor the projects -> they know the people and 'what is going on'
- Clear instructions regarding (financial) reporting and other contractual obligations, eg in case a project will not realise financial close (formal agreement and conditions that are clear for everybody)
- Budget for knowledge development (district heating, new initiatives)
- Search for other financiers apart from the government and align on conditions (subordination is a key subject)

What works

GENERAL

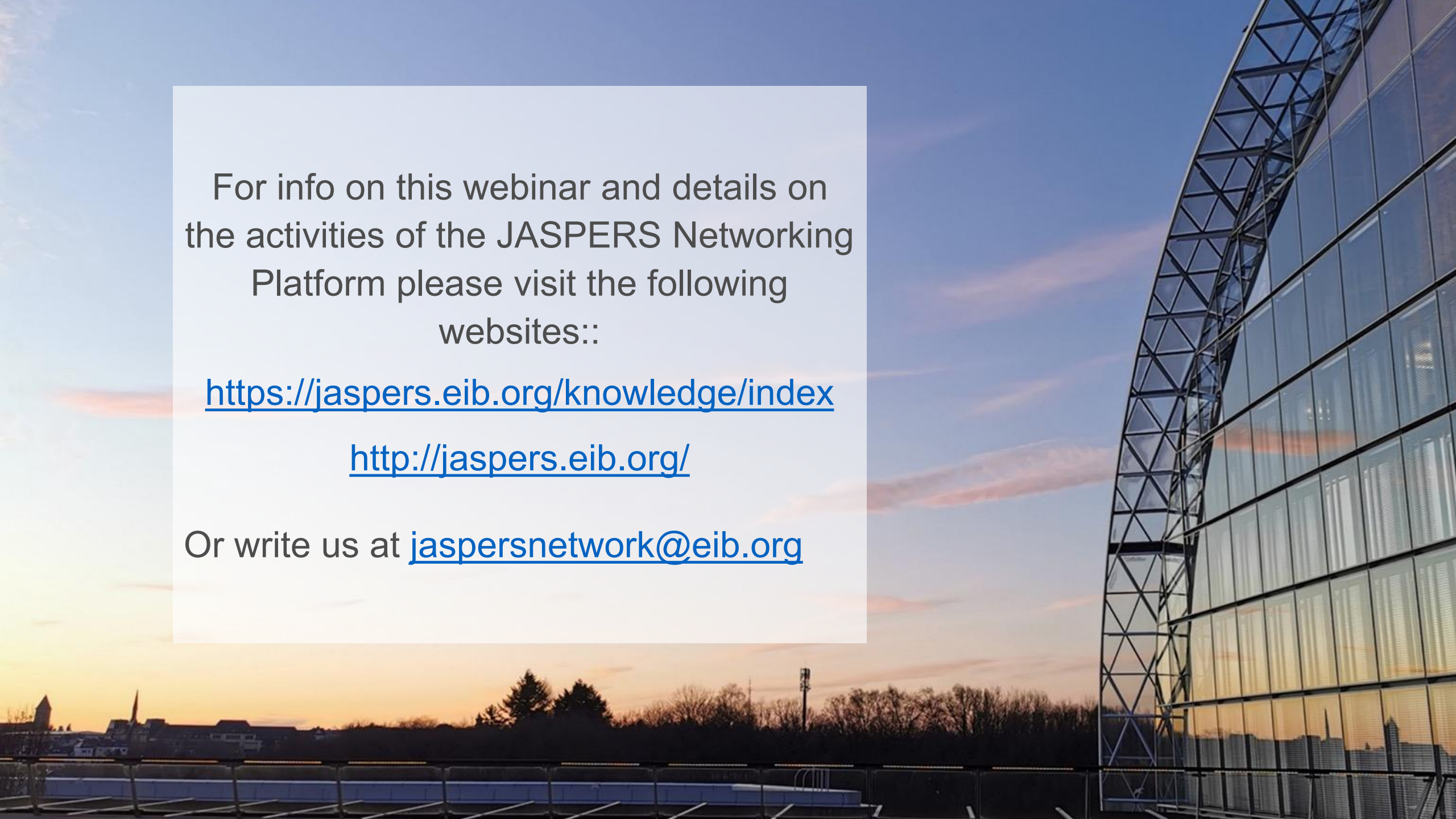
- People / Parties that are involved / committed
- Clear division of tasks and responsibilities between parties involved
- Clear conditions towards the borrowers (strict when needed)

REALISATION FUND

- 'Standardised' documents and process (when volumes are high)

DEVELOPMENT FUNDS

- Revolving fund -> repayments and solidarity fee is the basis for the funding of future projects
- Set up with first loss covered by the government (provinces follow more easily -> lower risk)
- Loan to grant ('no' risk for the energy community)
- Solidarity fee per phase instead of interest per year & financial close instead of a 'fixed term'
- Work with phases (updated documents before access is granted to a new phase / additional loan -> lower losses)
- Hours by volunteers represent a value which is seen as 'equity contribution' (funding in general is a challenge for energy communities / volunteers have commitment and are key for the success of a project)
- Sharing knowledge (learn from eachother) -> speeds up the process and lowers the average costs

A photograph of a modern glass skyscraper at sunset. The building's curved facade and steel framework are visible on the right side. The sky is a mix of blue and orange, with a few wispy clouds. In the foreground, there's a dark silhouette of a city skyline and some trees. The overall scene is a mix of urban architecture and natural light.

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