

# WHEN YOUR BUSINESS RELIES ON ROUND- THE-CLOCK POWER, HOW DO YOU PROTECT YOURSELF FROM BLACKOUTS?

## Problem

The storage and processing of milk takes a lot of energy and water – and when agribusiness relies on energy, the last thing farmers need is a power outage. Unfortunately, this was the case for Kevin Minogue from Minogue Dairy Farm in Shepparton. In November 2017, a blackout led to loss of production over a period of 6 weeks when milking was at its peak. To make matters worse, his livestock experienced health issues associated with the inability to milk them.

## Solution

Kevin used the opportunity to rethink how the dairy farm could overcome power outages in the future and decided to look into solar energy. Not only would this provide a battery back-up should an outage occur, it would also provide cost savings to the business over time.

## Process

After identifying his project Kevin reached out to Sustainable Melbourne Fund who were happy to finance the solar and battery system via an Environmental Upgrade Agreement (EUA) – After he was comfortable with the project SMF the financed the solar system through the local council.

Kevin says, “The process for applying was really simple actually... It was just a phone call. Sustainable Melbourne Fund sent me the required paperwork and virtually did all the correspondence with the council; it was really straightforward.”

Kevin also explains he felt supported during the process. “There was communication on email, which I found convenient and easy. A couple of times we had questions, we would shoot them an email and a reply would come straight back. I was really comfortable with the process.”

## Outcome

With financial impact to the business his biggest concern, Kevin calculated whether the figures would stack up. The great news is that after installing the new solar system, the farm is 90% self-sufficient and Kevin is feeling confident in the future. No longer will he need to worry about significant disruptions to business operations.



# 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

---

## 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.**

1300 432 044  
info@sustainablemelbournefund.com.au  
www.sustainablemelbournefund.com.au

