



Solar for Schools CBS

Annual General Meeting

October 2021

Welcome



Agenda for AGM

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An Introduction to Solar for Schools CBS

Our national impact so far:



74 schools since 2015;
Academy Trusts, Dioceses,
Maintained & Independent



34,495
students in school with
solar panels



28,000 tonnes of
CO₂ will be removed from
the atmosphere



5.2 MW
Renewable energy
capacity

*"The students who
took part in the
workshops were,
literally, buzzing all
day. Thank you
again."*

Kevin Broadway,
Teacher
Mountjoy School

Minutes of the 2020 AGM

► Approval of 2020 AGM minutes



Minutes of ANNUAL GENERAL MEETING 18th September 15.30 – 16.30

Conducted by video conference with all parties online

Present online:

CBS Directors: Ann Finlayson (Chairman)
Ann Flaherty
Julian Leslie
Peter Roberts
Robert Schrimppff

Apologies for absence: Marino Charalambous (who gave approvals in the hour before)

Observing: Shannon Jackson (Solar Options for Schools Ltd); Andy Boyle, William Solomon, Akshay Oliver

Bondholders: Roberta, John, Lesley, Corrie, Lee, Frances, Gabriel and Evelyn

AGM

Subject	
Welcome : All Directors, Members, Bondholders, Observers were welcomed. Sufficient directors (3) being present for the meeting to be quorate the AGM was declared open.	Ann Finlayson Chair
Introduction to Solar for Schools CBS : Currently 60 schools have been installed, the CBS generates 3.8 MW of solar power, and over 28,000 students have an opportunity to learn about clean energy. Our systems will remove 33,000 tonnes of carbon going into the atmosphere.	Ann Finlayson Chair
Approval of Minutes for AGM 2019 Draft board minutes, which had been previously circulated were proposed by Peter Roberts as a true reflection of the previous year's AGM, seconded by Robert Schrimppff and unanimously AGREED.	Ann Finlayson Chair
Performance to March 2020 In the last financial year to March 2020, 36 schools joined with FIT subsidy resulting in 2.2MW being installed. Across all schools this past year we have avoided 390 tonnes of carbon.	Robert Schrimppff
Financial report on activities for year ended March 2020 (Q2, Q3, Q4 2019 and Q1 2020): Accounts	Peter Roberts (Treasurer) passed to

Solar for Schools CBS Limited is a Community Benefit Society set up to fund solar panels on schools and is registered with the Financial Conduct Authority under registration no 7364.

Further details on Community Benefit Societies can be found at: <http://www.fca.org.uk/mutuals>

Performance: 1st April 2020 to March 31st 2021 - 12 months



6

Schools joined



3,704

Additional students



1,978

Panels installed in period



678 kWp

Added in period



3,157,287 kWh

Solar electricity from all CBS schools



884 t

CO₂ avoided by all CBS schools



Draft Accounts to 31st March 2021: Profit & Loss



Account	2021	2020
Turnover		
Sale of electricity to schools and grid	353.832,95	200.450,52
Contributions to systems and maintenance	63.487,42	14.217,00
Total Turnover	417.320,37	214.667,52
Cost of Sales		
Operating costs	107.756,71	75.805,08
Interest Costs on Bonds & Loans	150.223,27	95.723,00
Repairs & Maintenance (PV Repairs)	7.080,00	13.925,00
Build costs against contributions	27.500,00	0,00
Total Cost of Sales	292.559,98	185.453,08
Gross Profit	124.760,39	29.214,44
Administrative Costs		
Asset Depreciation Costs	119.212,01	20.395,00
Insurance	13.983,96	2.434,77
Audit & Accountancy fees	3.000,00	3.000,00
Bank Fees	178,70	114,00
Deferred Tax Expense. / (Excess)	(13.131,00)	0,00
Total Administrative Costs	123.243,67	25.943,77
Operating Profit	1.516,72	3.270,67

Turnover

- £354k in electricity revenues up from £200k in previous period but lower than plan due to lower consumption by schools (COVID closures).
- Contributions from schools towards purchasing, removing and replacing systems. Bidston and Friars.

Costs:

- Asset management & maintenance costs increased less than revenues.
- Interest costs include actual interest payments in November and interest accrued to year end. (58% increase)
- Depreciation calculated on 4% straight line after 1st date of financial year (last year low as we changed from 5%-4% and adjusted historically. This is a non cash expense, which reduces taxable profits.
- **Deferred Tax Expense TBC with auditors.**
- Don't expect to make a taxable profit until 6-8 years after each system is built. So not expecting profits at CBS level at this stage.

Draft Accounts to 31st March 2021: Balance sheet



Account	31 Mar 2021	31 Mar 2020
Fixed Assets		
New Solar Assets	419,478.23	(13,455.00)
Existing Solar Assets	2,983,266.25	3,016,310.37
Depreciation on Existing Solar Assets	(207,224.01)	(88,012.00)
Deferred Tax Asset	13,131.00	0.00
Total Fixed Assets	3,208,651.47	2,914,843.37
Current Assets		
Cash at bank and in hand	36,973.08	68,010.15
Accounts Receivable	37,279.70	35,692.96
Bond Issue Receivables	0.00	76,999.00
Other Debtors	0.00	10,269.60
Prepayments	5,777.07	7,166.83
Total Current Assets	80,029.85	198,138.54
Creditors: amounts falling due within one year		
Accounts Payable	90,308.48	115,430.48
Accruals	4,027.82	14,249.29
Income in Advance	0.00	30,603.00
Interest Payable on Bonds and Loans	53,631.07	41,502.78
Other creditors	0.00	1,263.71
VAT & rounding	(44,574.85)	(32,707.18)
Total Creditors: amounts falling due within one year	103,392.52	170,342.08
Net Current Assets (Liabilities)	(23,362.67)	27,796.46
Total Assets less Current Liabilities	3,185,288.80	2,942,639.83
Creditors: amounts falling due after more than one year		
Deferred Income	3,653.25	4,871.00
Loan- Bonds issued and other bank loans	3,249,272.90	3,006,922.90
Total Creditors: amounts falling due after more than one year	3,252,926.15	3,011,793.90
Net Assets	(67,637.35)	(69,154.07)

Assets:

- Investment in new assets during the year are not depreciated in the first year.
- Existing assets lower than last year as moved Friars off the balance sheet (they paid for it).
- Existing asset are depreciated at 4% per year, this is a non cash cost.
- Deferred tax asset TBC with auditors

Interest payable accrued between 1st Nov and 31st March (5months)

Net increase in assets of £300k (£420k –£120k depreciation)

vs.

Net increase in bonds in issue of £243k.

Draft Accounts to 31st March 2021: Cash flow



Account	2021	2020
Operating Activities		
Receipts from customers	404.338,59	209.248,14
Payments to suppliers	(106.911,03)	(95.918,12)
VAT & other	(49.809,08)	(23.156,67)
Net Cash Flows from Operating Activities	247.618,48	90.173,35
Investing Activities		
Investments in solar pv plants	(459.909,57)	(1.559.628,15)
Net Cash Flows from Investing Activities	(459.909,57)	(1.559.628,15)
Financing Activities		
Proceeds from issue of Bonds	319.349,00	1.395.835,00
Interest Payments	(138.094,98)	(87.240,76)
Other	0,00	453,72
Net Cash Flows from Financing Activities	181.254,02	1.309.047,96
Net Cash Flows	(31.037,07)	(160.406,84)
Cash and Cash Equivalents		
Cash and cash equivalents at beginning of period	68.010,15	228.416,99
Net change in cash for period	(31.037,07)	(160.406,84)
Cash and cash equivalents at end of period	36.973,08	68.010,15

Operating cash flows from PV systems have more than doubled while interest payments only increased by about 50%.

But new investments in solar were less than 1/3 of previous year.

Raised less from bonds than was actually invested during the year, the difference coming from operating cash flows and reduction of cash in hand to keep interest costs to a minimum.

For example £50k of cash reserves at 5% interest to bondholders costs £2.5k a year but if invested in more projects generates about £7k a year in revenues instead.

So keeping average cash position as low as possible is a significant cost saver.

Draft Accounts to 31st March 2021: Summary



- £354k in electricity revenues up from £200k in previous period but lower than expected due to lower consumption by schools (COVID closures).
- Operating costs below plan, keeping cash position lower helps.
- Electricity Income more than enough to pay interest costs, operating costs and administration costs, but not yet enough to fully cover depreciation. This is as expected.
- No individual project is expected to be tax profitable for the first 6-8 years, so small profit at this stage is unexpected and will be double confirmed with Auditors as relates to treatment of loss carried forward.
- True and fair view of the accounts and a viable going concern.

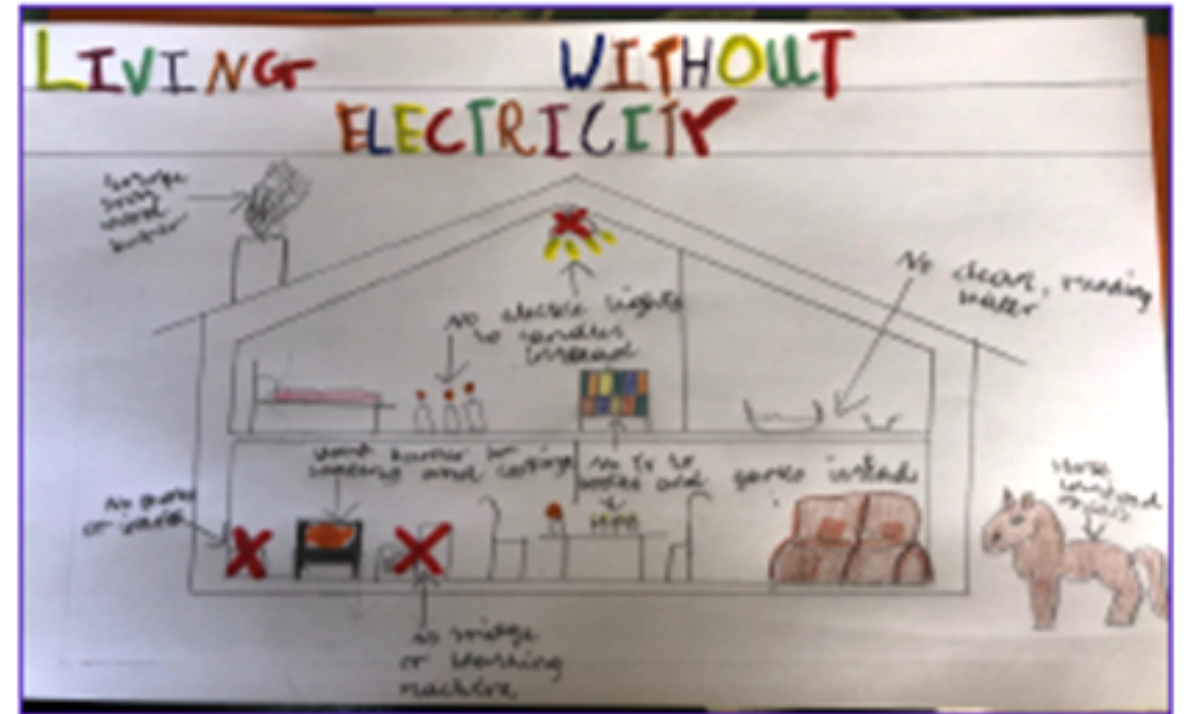
Voting: Approval of new school members

To be accepted as one

- Otley Library and Tourist Centre: Andy Boyle
- Worle Community School: Mark Antione
- The Beech Academy: Barbara Sims
- The Bramble Academy: Barbara Sims
- Prince Henry Grammar School: Janet Sheriff

- Hollybush Primary School – Bridgitte Causer
- Adel Primary School– Amy Roberts
- Manston Primary School – James Clay
- Kerr Mackie Primary School – Heather Proctor
- Seacroft Grange Primary School: Julie Hinchliff
- Farsley Primary School: Peter Harris

- To be completed this month
- Churwell Primary School: Rupa Barson
- Rosebank Primary School: Alice Smith



Spinfield School in Marlow, Buckinghamshire has made application to gain a £1400 donation from the CBS's Supporting School Fund and was accepted by the board in April. They raised a further £8,600 locally. Expected to be built in 2022

Our Directors: Society Rules: up to 9 Directors



Current Directors



Ann Finlayson
Chair



Peter Roberts
Treasurer



Robert Schrimpff
Secretary



Nathan Odom



Marino Charalambous



Julian Leslie



Ann Flaherty
Business & Project Director



Helen Bates

Voting : Election of Directors

Election of new members: Rotation of directors: One third must retire at AGM: longest retiring first. A retiring director can be eligible for re-election.

1. Ann Finlayson, Peter Roberts and Marino Charalambous to retire. Peter and Marino standing for re-election.
2. Helen Bates stepping down as director, due to the pressures of work.
3. Proposals for new directors for next year, email to members: Ana Romero and a few others contacted.

Confirmation of interest & repayments

- 5% interest payments bonds issued before 2021.
- 3.2% Interest payments on bonds issued under Offer VI during the last 8 months.
- Repayment of remaining bonds due by the end of October 2021
- Acceptance of roll over of old bonds to new bonds where requested
- Bondholders will have the option to donate their interest

Next week:

- Final interest, repayment and re-investment figures will be circulated for board approval
- Bondholders will be notified and reminded to update payment details

Approval of auditors



ALANBROOKES

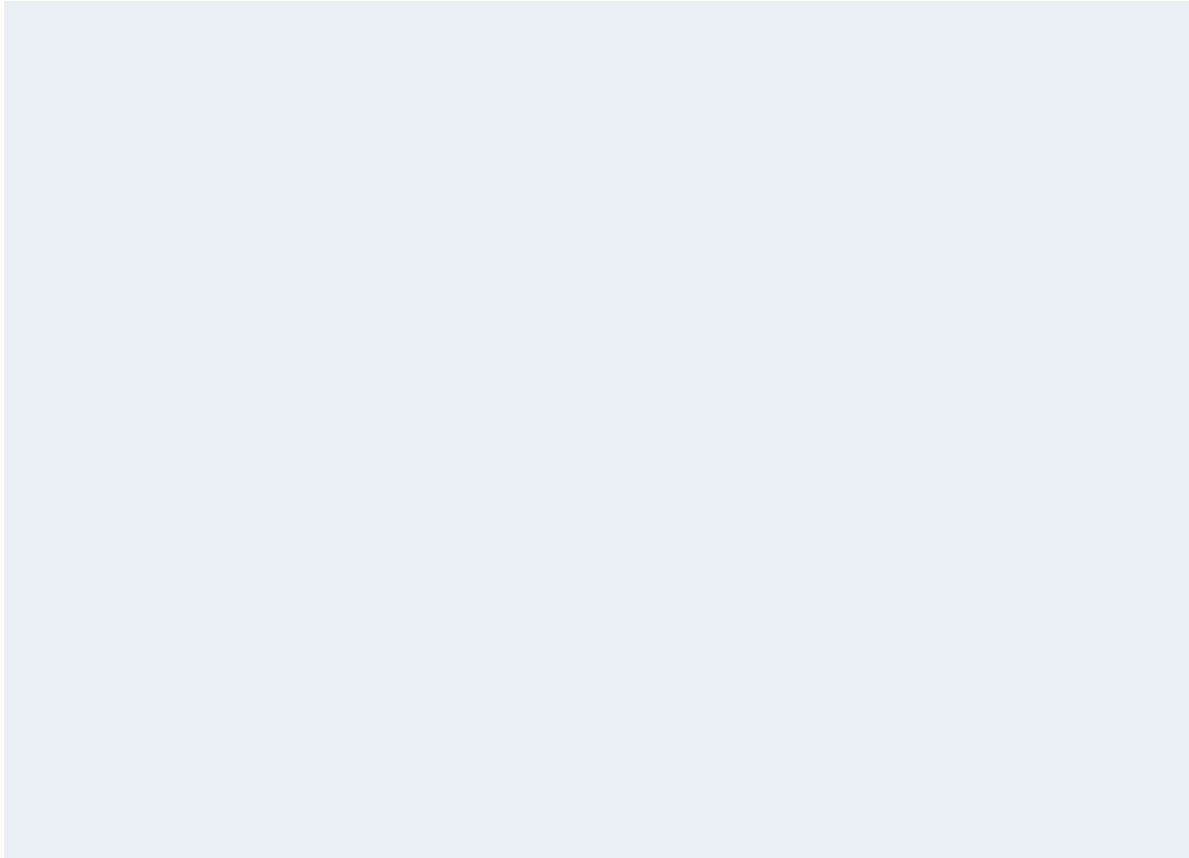
JS WEEKS & Co
CHARTERED ACCOUNTANTS

The Alanbrookes Group Ltd

24 The Glove Factory

Wiltshire

BA14 6RL



Our Activity these past 6 months (since March 2021)



- ▶ Re-financing of older bonds at lower interest rate _____ 14
- ▶ New financial performance monitoring system _____ 15
- ▶ Update on making it work without subsidies _____ 18
- ▶ Co-operation with Leeds Council on PSDS projects _____ 19



Department for
Business, Energy
& Industrial Strategy



Department
for Education



Successful raise of £2m to refinance older, expensive bonds and fund new projects

Solar for Schools CBS
Unsecured Bonds (Offer VI)

100% raised

2-5% Forecast return | 201 Investors | 11 Days left | £2,000,000 Raised so far

Solar for Schools works with schools and communities to deliver carbon and cost savings with solar energy.

IFISA Clean energy

Login to invest Register

Min investment: £1,000

- £1.53m due for repayment at the end of October.
- Triodos interested in re-financing at 3.5% 10 year fixed.
- Board chose to give existing bondholders the option to invest at similar terms first. So worked with Ethex on a £2m round to cover re-payments and new projects.
- ½ of existing bond holders of £695k chose to roll over in to new bonds at lower rate 2%+RPI (3.2%) and this will happen on the 31st October.
- ½ of existing bondholder of £656k agreed to accept early repayment and most have been repaid in date order as funds were raised.
- Remaining outstanding bondholders will be repaid at the end of October.
- Fundraising was much faster than expected. Typically raising £250k a week, with the last £370k being raised in about 10 days a few weeks ago.

Existing performance monitoring system



School Name	Link	Current Quarter Performance [%]	Current Quarter Self Consumption [%]	Year [kWh/kWp]	Year Performance [%]	Year Self Consumption [%]
Ardley Hill	🔗	102.24%	68.68%	795.90	101.79%	74.46%
Ashton West End	🔗	88.33%	62.59%	696.86	100.34%	68.00%
Bidston Avenue Primary School	🔗	100.57%	52.69%	749.74	102.56%	57.81%
Biggleswade Kitelands	🔗	99.35%	47.44%	792.48	99.79%	55.82%
Biggleswade Mead	🔗	101.77%	43.78%	811.84	102.23%	51.15%
Braunstone Community Primary School	🔗	97.07%	76.60%	778.26	101.36%	80.78%
Captains Close	🔗	98.45%	58.22%	722.94	102.42%	67.77%
Casterton College	🔗	98.03%	79.24%	758.52	98.70%	84.81%
Cuckoo Hall Academy	🔗	92.15%	40.31%	728.42	94.43%	42.80%
Dassett CofE Primary School	🔗	84.43%	43.10%	655.34	158.94%	51.19%
Dene Community School	🔗	84.97%	0.00%	687.07	89.47%	0.00%
Dene Community School-Sports hall	🔗	112.81%	40.69%	777.63	116.57%	47.79%
Enderby Danemill Primary School	🔗	19.84%	51.97%	506.17	69.10%	77.04%
Farndon Fields	🔗	118.48%	61.01%	802.94	112.75%	70.56%
Fossebrook Primary	🔗	100.07%	35.93%	810.09	105.66%	43.14%
Foxfield School Main	🔗	102.03%	40.97%	785.42	105.21%	41.69%
Greystoke Primary School	🔗	96.79%	48.87%	715.65	100.87%	61.25%
Hazeley Academy	🔗	88.70%	0.00%	653.73	95.07%	0.00%

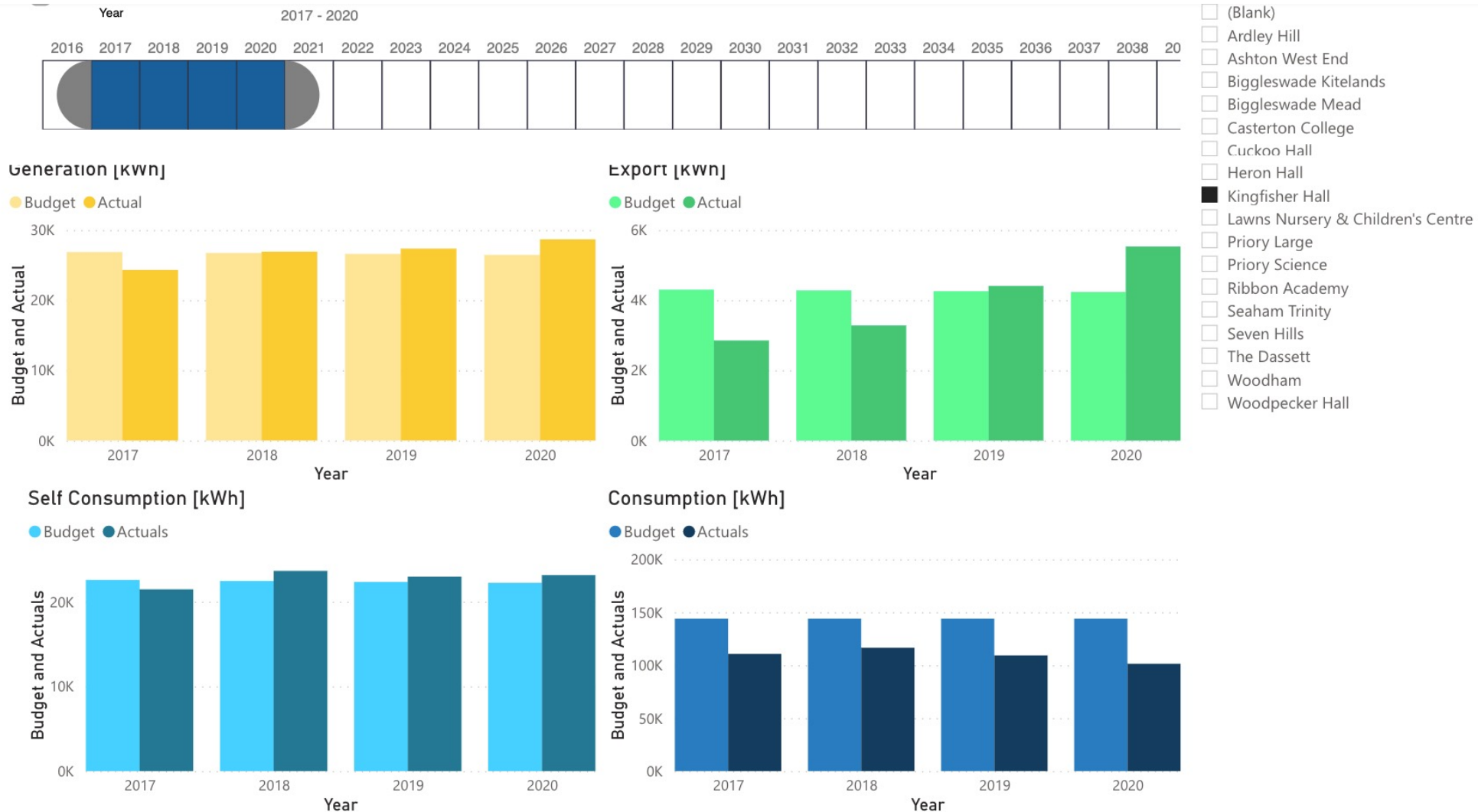
Have always monitored generation and self consumption figures daily and watched trends on a monthly, quarterly and annual basis.

But this only shows kWh generated vs. kWh targets.

On average have been about 1% above generation targets across the portfolio for stable system after the first year.

Neither the annual accounts or this system provide an insight in to how each system is performing financially and thus can't allocate profit shares to each school.

New financial performance reporting system



New system allows us to report generation, consumption, self consumption and export for each school and collectively to identify potential income shortfalls.

Many schools consuming less electricity than originally budgeted and this usually means consuming less solar power too, which has a financial impact as exported electricity worth less

but:

Long term schools will consume more power and price of electricity is rising faster than forecast so overall revenues per site will increase over the coming years.

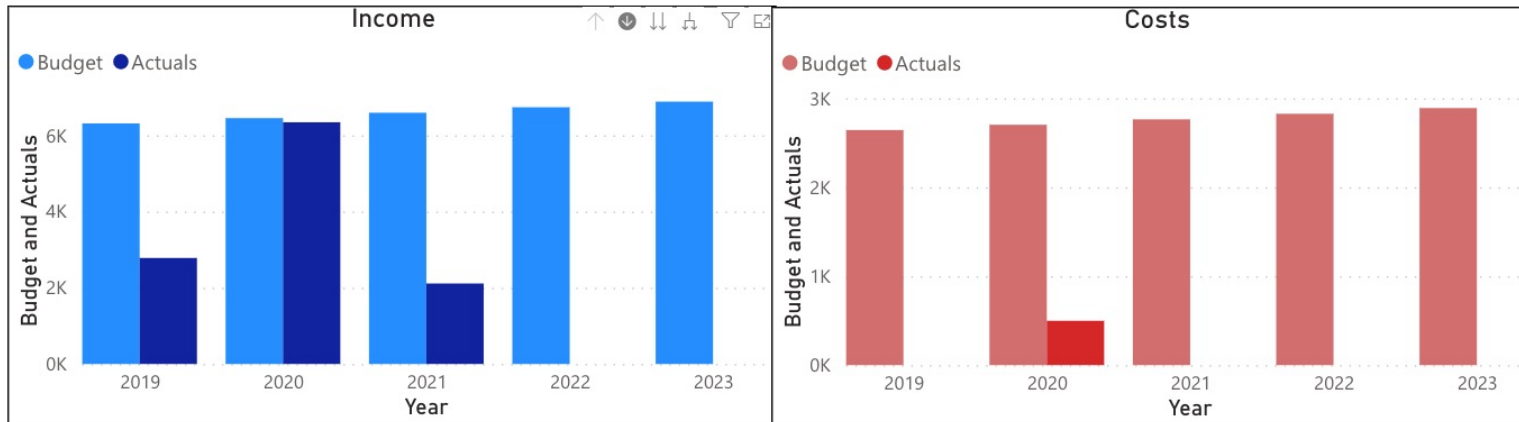
New financial performance reporting system



Example, single school (note we are still adding historic actual costs)



- Ardley Hill
- Ashton West End
- Biggleswade Kitelands
- Biggleswade Mead
- Casterton College
- Cuckoo Hall
- Heron Hall
- Kingfisher Hall
- Lawns Nursery & Children's Centre
- Priory Large
- Priory Science
- Ribbon Academy
- Seaham Trinity
- Seven Hills
- The Dasset
- Woodham
- Woodpecker Hall



Name	IncomeTotal	AmountNet
Seaham Trinity	32,974.28	£11,238.023
Export	32,974.28	£3,063.6118
Sales	32,974.28	£8,174.4112
Total	32,974.28	£11,238.023

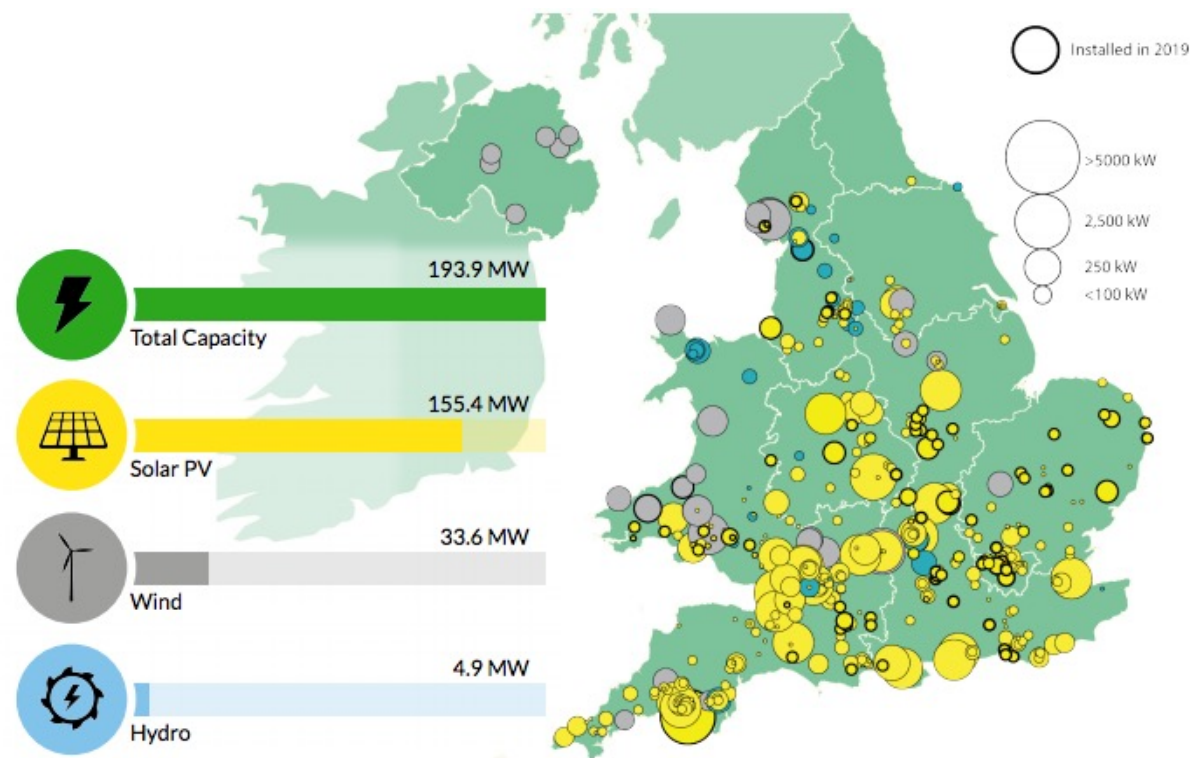
New system allows us to report actual income received for each project vs each systems financial model. This was originally done in a spreadsheet for each school, but became too hard to manage so the new system was developed.

We are still adding historic costs and allocating actual interest costs, repayments and other overheads such as insurance and audit costs.

Conclusions so far:
Revenues so far slightly behind target but costs also lower than budget.

Working without subsidies – an update

- ▶ Value of export is increasing by > 2x
- ▶ Batteries don't make sense on their own
- ▶ Virtual Power Plants & grid balancing have potential but tricky on single projects.
- ▶ Electric vehicle charging economics don't currently improve solar economics.
- ▶ **New: Donations & Carbon Credits could enable us to offer more attractive contracts to schools.**



To enable schools everywhere not just in the sunnier south

Working with Councils and Trusts on decarbonisation

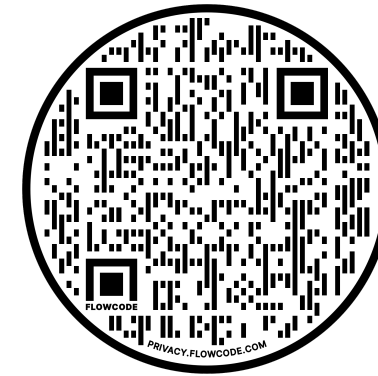
- ▶ Pressure on schools to switch from a low-cost gas heating system to a more expensive electricity powered heat pump
- ▶ PSDS will fund or match fund the capital cost but not the higher running costs
- Solar part-funded with a grant, and part-CBS funded enables schools to have enough low-cost solar power to offset the demand from the heat pump and pay no more than their current energy budget.





Looking Ahead: Our Priorities: Future Direction

Improve the education offering: Mobile app now live



Learn
Something New

Pick a Module

- Energy
- Electricity
- Environment
- Efficiency

About
Sustainability & Climate Action

Explore
Interactive Content

Electricity

Life Before Electricity

Before electricity, if people wanted a source of light they would use candles, and for heating they would use fire.

Win
Points and Level Up

Unit Complete!

Screen Efficiency
Platinum
+80 points

level 1!

+150pts 100pts to level 1

Continue

Progress Home

Design
Solar Panel Systems

For Schools in your area

Worle Community School

Add Panels For Flat Roof Sloped Roof

100 132

Keyboard shortcuts Map Data Terms of Use

Compete
With Other Schools

✓ solar for schools
Leaderboard

School	Region	Country
1st	Solar School 1	School 2
2nd	Another School	School school
3rd	School school	School 6
4th	St Solar Panels Primary	A different school
5th	School 6	School 8
6th	A different school	
7th	School 8	
8th		

Awesome!
Your School is
1st
in your country!

Watch
Videos

Electricity

What else does electricity power?

Watch this short video to see how electricity powers our lives from our partners at Switch Energy Alliance.

3:02:85 WATCH

1/20

Pipeline for this financial year April 2021 to March 2022



2021-2022 Target: 2MW

- 950 kWp completed
- Up to 420 kWp in the pipeline pending contracts
- 630 kWp to find before the end of the calendar year to install by end of March

2022 – 2023

- PSDS3 results announced in January:
Potentially 1MW of new solar installations
- **New International CBS for projects in India, Mexico and Palestine**



Q&A



▶ Your Questions



*Thank you to all our members and bondholders.
YOU make this all possible*