

REIMAGINE ENERGY.

**CHERRY** 

echo<sup>®</sup>

PART OF ECHO GROUP

## Purpose

We empower businesses, government and schools, their owners, tenants, staff, students and communities, to make the transition to clean, efficient and affordable energy. We bring power to every rooftop, efficiency to every building and a sense of energy freedom to every client.



Cherry Energy Solutions is part of Echo Group, one of Australia's most innovative companies, at the forefront of the clean and efficient energy revolution, embracing the latest technologies available.

We have a strong track record in safety, reliability, affordability and client satisfaction. Our extensive portfolio of solutions is backed by more than 10 years of research and stringent quality testing to meet strict Australian standards.

Echo Group is a wholly owned subsidiary of EnergyAustralia. We operate independently under our current house of brands including Cherry Energy Solutions, eko energy and littil. EnergyAustralia's investment is recognition of Echo Group as a leader in new energy solutions.

It gives our customers peace of mind and assurance that we are a strong, stable partner now and into the future. For more information about EnergyAustralia's partnership with the Echo Group, visit [EnergyAustralia.com.au](http://EnergyAustralia.com.au)



## We Believe

Cherry was created in response to the rising cost of electricity. Over the last 15 years, Australian businesses have been hit hard by continuous increases in electricity prices. We believe clean and efficient energy is essential for long term sustainability and strength of the Australian economy.

**//** I needed someone that was a professional, someone I could trust. It was a proper tender we went through and I'm very happy with the outcome and the company of Cherry Energy Solutions that we've chosen."

**Grant Wheaton | Group General Manager, Spotlight Retail Group**

**//** We replaced lights in our offices and warehouse with a range of smart LED lighting and immediately benefited from improved lighting outcomes and significant energy and cost savings. The installation was very well managed with limited interruption to our business activities."

**Grant Standfield | National Warehouse Manager, Volvo CJD Equipment**

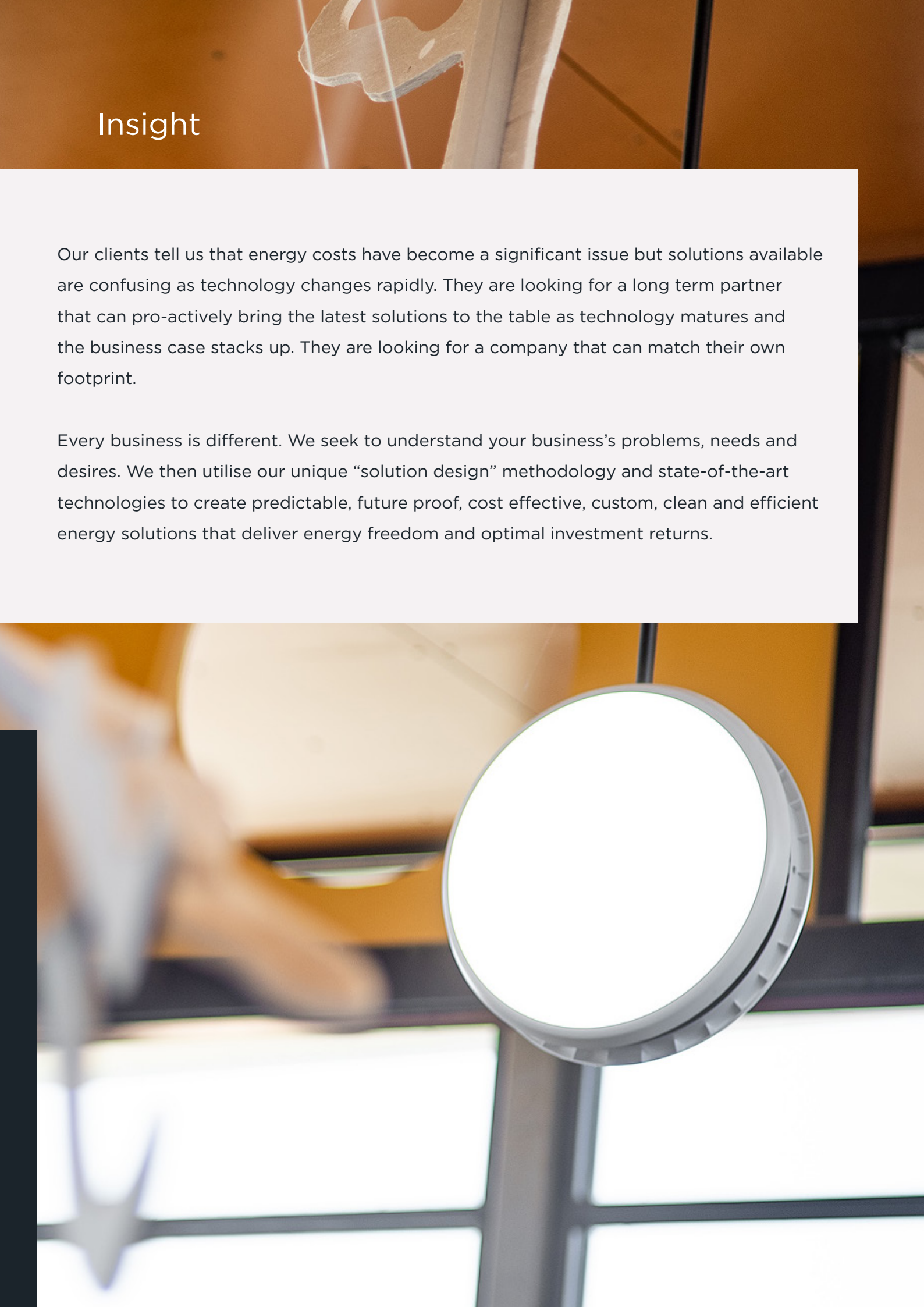




## Insight

Our clients tell us that energy costs have become a significant issue but solutions available are confusing as technology changes rapidly. They are looking for a long term partner that can pro-actively bring the latest solutions to the table as technology matures and the business case stacks up. They are looking for a company that can match their own footprint.

Every business is different. We seek to understand your business's problems, needs and desires. We then utilise our unique "solution design" methodology and state-of-the-art technologies to create predictable, future proof, cost effective, custom, clean and efficient energy solutions that deliver energy freedom and optimal investment returns.





## Reimagining Sustainability

I have previously held key positions within EnergyAustralia's Customer and C&I business units with a focus on energy efficiency and renewables, combined with establishing my own start-up in the energy efficiency industry. I am passionate about sustainability and how human activity can shape the environment, both positively and negatively. We provide new and effective ways for our customers to save money, reduce their energy consumption and mitigate their emissions. After EnergyAustralia's acquisition of the Echo Group, our customers will be assured that we are going to be a strong and stable partner for them now and long into the future.

**Matthew Foster, General Manager**





# Echo Group's Regeneration Project

In partnership with Landcare Australia, Echo Group runs a Corporate Social Responsibility (CSR) project to plant trees and further mitigate emissions nationwide. Our mission to reduce global carbon emissions and have a positive impact on the environment by installing and providing clean and efficient energy products and services, will be further advanced through this partnership.

For every commercial solar PV system sold, Cherry Energy Solutions will plant trees at Landcare's Latrobe Catchment. Your trees will provide oxygen, store carbon dioxide and together, we can build awareness for the need of reforestation. Cherry Energy Solutions will provide you with a certificate to acknowledge your contribution and thank you in appreciation of "going green" by installing renewable energy.

## Why are we doing this?

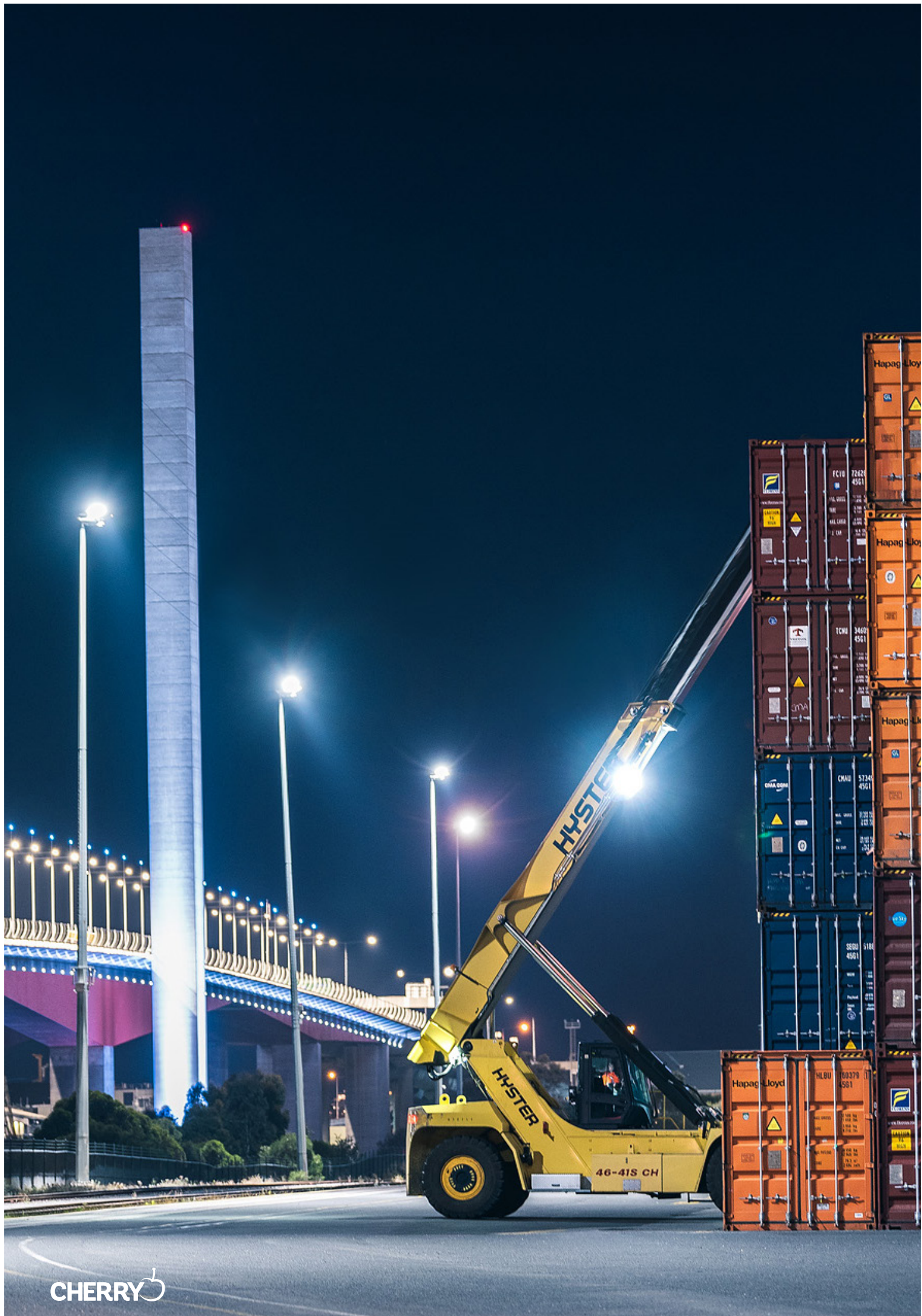
To assist with combatting the effects of climate change, the world needs to increase the number of trees. This tree planting initiative will complement our work installing solar PV systems, battery storage and LED lighting upgrades to reduce carbon emissions into the atmosphere.

## Partners

We work with numerous enlightened organisations committed to creating a better future.

EnergyAustralia, Risen, Sunpower, Fronius, Hanwha QCELLS, CitySwitch, Solis, Mibet, Alpha ESS, Sunlock, PV Industries, Clenergy, SolarEdge, Tesla, Energy Efficiency Council, Clean Energy Council, Take-2, Carbon Neutral Adelaide, Sustainable Australia Fund.





## Project Map



# TOP 4

## COMMERCIAL SOLAR INSTALLER NATIONALLY\*





## Solution Design

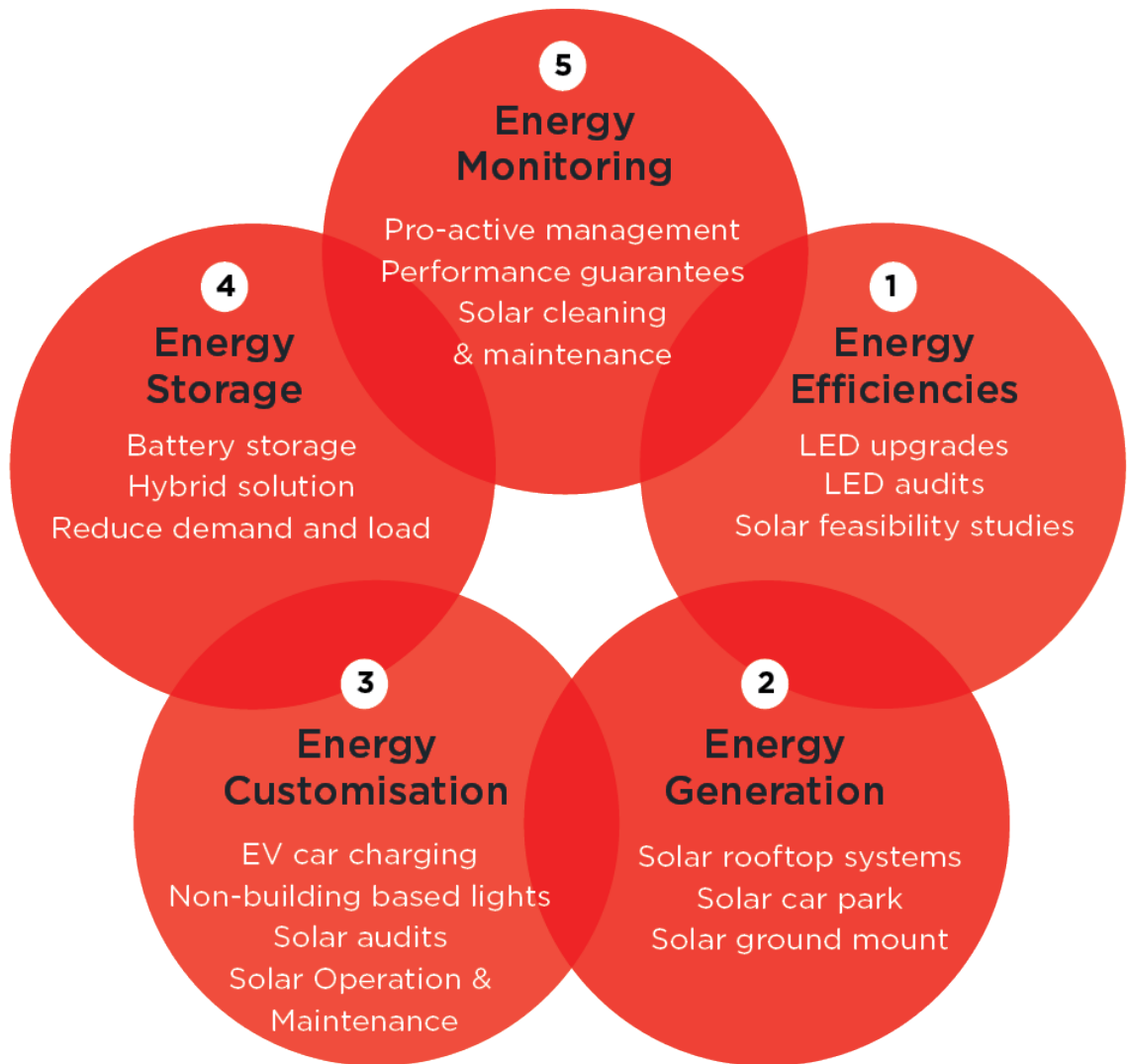
The core of the Cherry philosophy is the concept of “solution design”. At a fundamental level this means using the principles of design and design thinking to create better and more clean and efficient energy solutions for our clients. This could be combining clever energy efficient products such as LED lighting, daylight harvesting, sensors and monitoring, services such as energy management and feed-in tariff negotiation, sustainable solar energy generation and battery storage or complete whole of life energy solutions. This can all be financed through Environment Upgrade Finance so companies could be cash-flow positive from day 1. We deliver superior results for our clients both immediately and over the long term.

We let our energy assessments determine customised solutions for individual clients.

Think of Cherry as your partner in sustainability.

We understand that clean and efficient energy goals are achieved over time and as part of a process that is unique to each customer. Our integrated energy solutions can be delivered one by one or simultaneously.

## Keys to Energy Freedom



Our Energy Freedom formula is the key to controlling your energy costs and securing a predictable energy future for your business. We strive to provide a single point of contact for multiple technologies.

# Services



## LED Lighting

We are a leading designer, manufacturer, supplier and installer of high quality, energy efficient, Australian Standard, VEET and ESC approved LED lighting. Our in-house engineering team can provide lighting simulations and design customised solutions. Millions of our LED lights have been installed around Australia.

## Solar Energy

We are one of the leading commercial solar installers in Australia. We specialise in large-scale ground and roof mount commercial solar solutions, completing more than 300 commercial, school and government solar projects per year to date, with hundreds more in the pipeline.

## Energy Storage

We install premium commercial batteries that store excess and off peak energy for use whenever you need it.

## Energy Monitoring

Our innovative Intelligent Energy Monitoring and Performance Reporting system allows us to monitor and control, in real time, your energy use, production and expenditure. We can accurately model your energy consumption against the benefits of clean and efficient energy products.

## Energy Management

We could help you get a better deal on your energy plan.

## Finance

We offer a range of financial options for your clean and efficient energy upgrade.. From green energy loans, Environmental Upgrade Finance, Chattel Mortgages, leases and Power Purchase Agreements, we provide a customised financial solution to match your customised energy solution.

# EnergyAustralia's Large Business Solutions

As an EnergyAustralia partner, Cherry customers who move to an EnergyAustralia large market contract can utilise a range of services to navigate the energy market, understand your energy consumption and further reduce energy costs.

## Insights Pro

### Energy Monitoring

EnergyAustralia provide an online, easy to access and near-to-real-time energy consumption data and cost estimates. Insights Pro can go hand in hand with your LED lighting upgrades and solar PV system monitoring. With simple to use analytical tools the platform allows you to access insights to inform, measure and optimise your energy use.

## VoltagePro & VoltageMarkets

### Energy Market Insights

The VoltagePro app gives customers access to real time AEMO data and can alert Demand Response and spot exposed customers to high price and peak demand events. EnergyAustralia's VoltageMarkets service helps inform the decisions of our Progressive Purchasing customers.

## Demand Response & Progressive Purchasing

### Energy Contract Management

EnergyAustralia customers have access to regular events and newsletter content to keep you up to date with energy market opportunities and innovative contract solutions for your business.

Demand Response provides incentives for customers to reduce electricity consumption from the grid during periods of high demand and be rewarded for doing so. EnergyAustralia is a leader in Demand Response providing both bespoke and fixed price solutions to meet your needs.

Progressive Purchasing gives applicable customers the ability to purchase an agreed load progressively by quarter rather than having to commit to a price upfront. The simple yet secure online portal puts customers in control with transparent access to the wholesale energy market.

# Why Cherry



## National Footprint

Our headquarters are located in Melbourne with state offices in New South Wales and Queensland. Through our centralised warehouse facility, we service clients nationwide.

## Quality Assurance

Cherry Energy Solutions are a Clean Energy Council Approved Solar Retailer, a member of the Clean Energy Council and only use Clean Energy Council Accredited Installers. We are committed to responsible sales and marketing and solar industry best practice.

From over 10 years of global research, technical knowledge, constant innovation and stringent quality testing, our LED portfolio includes a broad range of unique, custom built, highly efficient and quality

LED lights designed in Australia for Australian conditions. All LED products meet, and in many cases exceed, the relevant Australian safety and quality compliance standards.

## Warranty

All works performed by Cherry Energy Solutions are in accordance with required industry codes of conduct, building codes, local government and legislative requirements. Our LED lights have highly competitive warranties and all supplied solar PV systems, components and equipment are approved by the Clean Energy Council and comply with Clean Energy Council guidelines and all relevant Australian Standards.

**//** I would thoroughly recommend Cherry Energy Solutions and I don't say that lightly. These guys were really, really good. They were really efficient, very respectful of our working space, in particular a distillery, which is a hazardous zone. Super efficient and the solar system-I couldn't be happier with."

**Cameron MacKenzie | Founder, Four Pillars Gin**

## OH&S

Our company is proud to have a high standard of OH&S policies and procedures in place and a dedicated in-house OH&S Manager to oversee all OH&S considerations.

The installation of solar and lighting requires adherence with Occupational Health and Safety legislation, applicable Compliance Codes including Prevention of Falls and our OH&S Management System.

We require our workforce to undertake regular training on applicable safe systems of work. This includes requirements for all workers to be trained in the National Unit of Competency - RIIWHS204D - Work Safely At Heights.

Our risk-based approach adopts safety in design principles prior to works progressing, requiring an assessment to be undertaken during the pre-installation phase to identify and assess risk controls so far as is reasonably practicable.

Safe Work Method Statements (SWMS) are completed prior to works in addition to daily pre-start checks. Documentation of this can be made available upon request. Our workforce are provided with required personal protective equipment (PPE), and working at heights equipment (including fall arrest harnesses).

Edge Protection is set up for all work undertaken within 2 meters of a live edge to ensure the safety of all on site.

Our Field Service Manager oversees our in-house A-grade electricians and Clean Energy Council Accredited Installers, approved to safely work at heights and undertake training in our Workplace Safety Management System as a part of our quality assurance and guarantee.

We are proud to be ISO 9001, ISO 45001 and ISO 14001 certified and ensure that we work to principles of strong customer focus and continual improvement.







# People Are Our Business

Our people are what makes our business. We believe that if we get the best people and inspire them, they will create the best business outcomes for our clients.

We are diverse, dynamic and innovative with over 100 years of experience in the energy and sustainable living professions between us. We are dedicated to delivering a sustainable, liveable planet for our children and future generations. Our people-centric business also has a strong client focus and is dedicated to service, quality and long-term relationships.

// Working for Cherry represents an opportunity to make a real contribution towards Australia's transition to clean, sustainable energy. The chance to lead the way in the energy efficiency revolution is truly **inspiring** and I am proud to work for a company that not only puts sustainability first but inspires others to do the same."

**Umer | Product Development Engineer**

// Having worked with companies to reduce their energy costs for over a decade, I am incredibly proud to have joined such a **passionate, dynamic company** as Cherry."

**Amanda | Projects Delivery Manager**

// I am **proud** to be working with a company that has such a positive impact on the environment and consumers through helping them save money on their power bills, whilst reducing their carbon footprint through LED lighting and solar."

**Juan | Business Development Manager**

// At Cherry I get to design and build leading edge technology that makes the world a more sustainable place. It is extremely rewarding to be part of a **truly innovative company** that creates and implements products and services that no one else does."

**Rex | Design Engineer**

# Your Partners in Sustainability

As your partner in sustainability, Cherry provide a wide range of complementary services and benefits to support your energy efficiency projects including our solar customer care program:



## **6-Monthly Performance Reviews**

Cherry can provide monthly generation reports for the first year and 6 monthly generation reports thereafter as our commitment to ensuring your solar system performs as guaranteed.



## **Cherry Command Centre**

A dedicated in-house team can monitor your system performance daily and analyse generation over regular intervals. If and when issues arise, we aim to be the first to know and will collaborate with you to troubleshoot or “roll the truck out if an onsite investigation is required.”



### **Emergency Response Team & KPIs**

For system failure, we will identify whether it is a Critical System Failure, a Non-Critical System Failure or a Safety Hazard. We have strict KPI's and timelines for each category so you can be confident action will be taken as required.



### **Proactive Maintenance**

Cherry provide options for proactive maintenance.

- Electrical maintenance which is scheduled by time elapsed; and
- Cleaning maintenance which is scheduled by performance measurements (performance reviews)



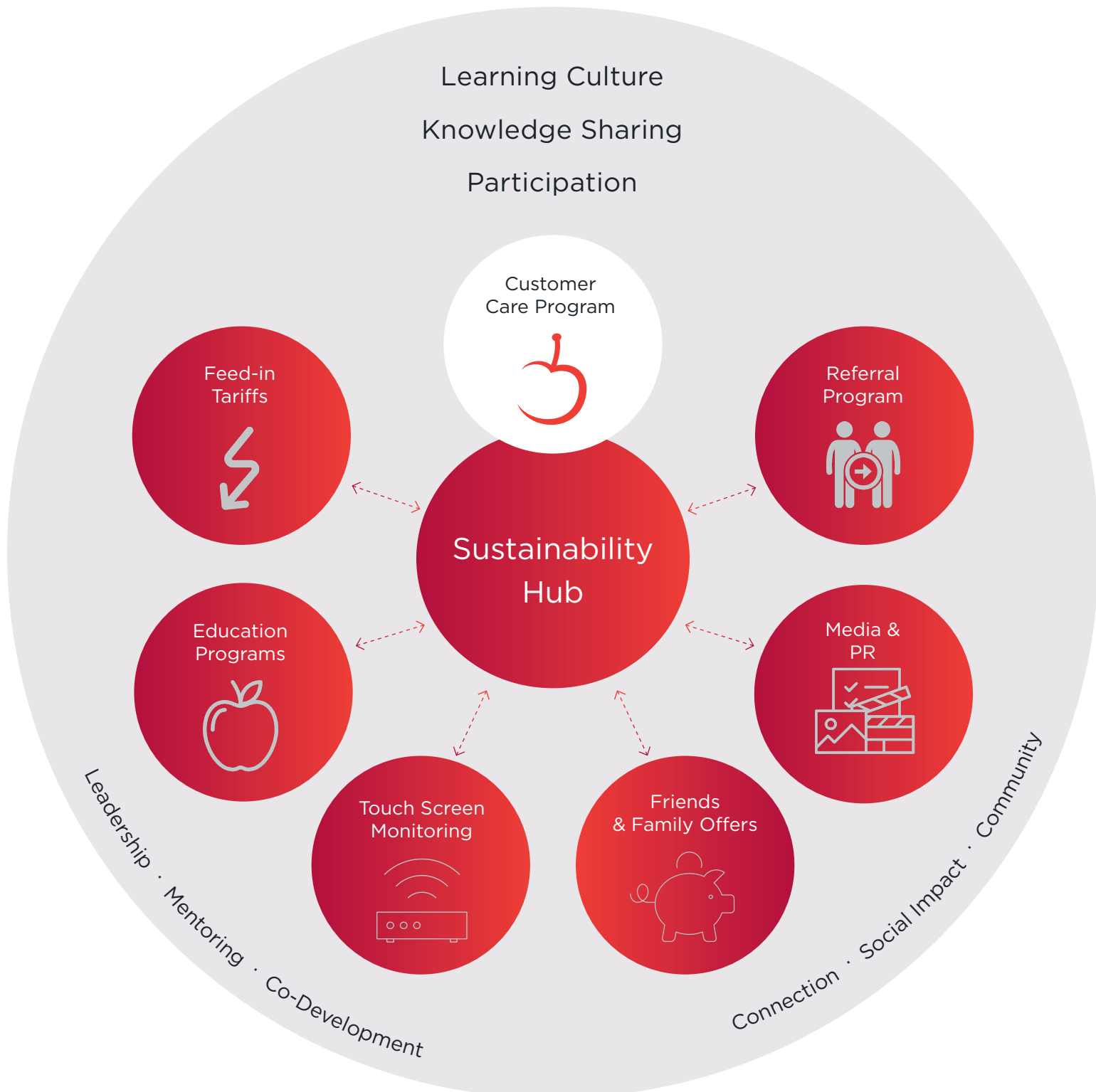
### **Post-Installation Package**

Communicating the success of your energy efficiency project to colleagues/customers and the wider community is important. Cherry collaborate with you to provide complimentary marketing support such as:

- Customised materials and collateral to promote and publicise your new green credentials
- Exclusive residential solar offers for staff and families and charity support (if targets reached)
- Training and education sessions on energy efficiency for staff
- EnergyAustralia exclusive electricity sign-up offers
- Referral rewards
- Regeneration project to plant trees for every commercial PV system sold with a certificate provided to acknowledge your contribution.

# Energy Smart Schools

Cherry have developed an exclusive Energy Smart Schools program that includes any or all of the options below. Student participation in learning about clean and efficient energy and the process involved in assessment and implementation of products and services, should be an important educational focus for schools that have an emphasis on the environment and sustainability.

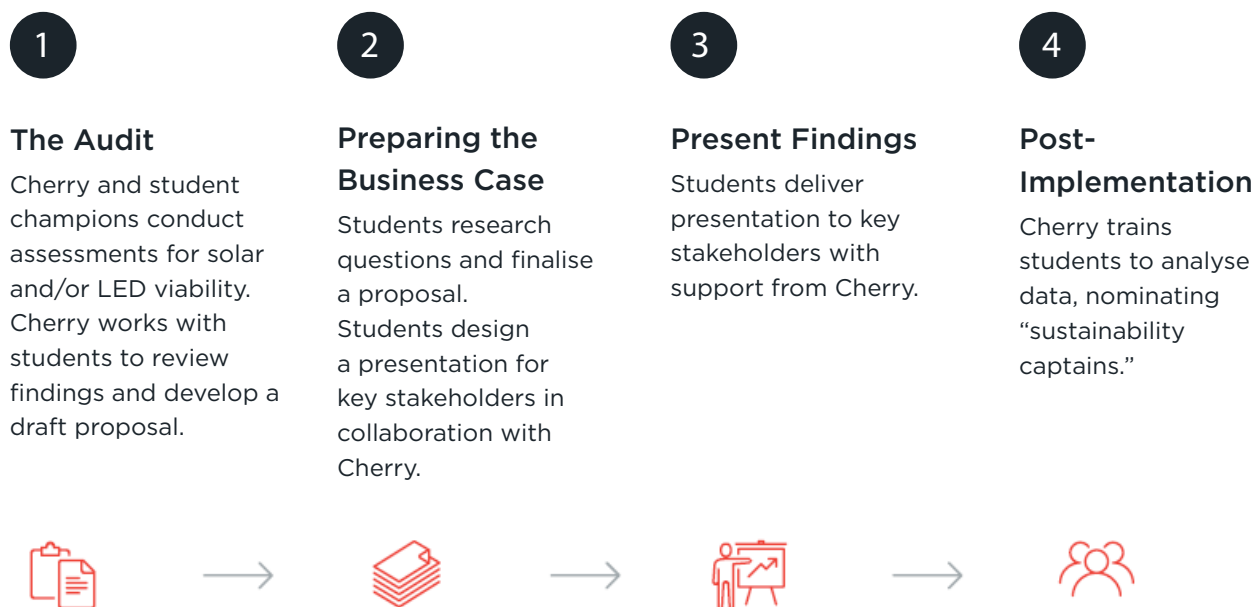


# Energy Smart Schools



We engage students in learning programs and help them to participate in major decisions to build a legacy of improved knowledge and skills in the school community through the process below.

A popular option for many schools has been installation of touch screen monitors for all staff, students and visitors to get real-time monitoring and visibility of energy produced, consumed and saved.



**//** We had our new 20kW solar system installation by the second week in January and the first bill was more than \$1,000 cheaper than the same time last year! We could report the results immediately after the school holidays."

**Paul Ledwidge | Principal, Richomond West primary School**

# Case Studies

## Spotlight Retail Group

LED Lighting | Solar Energy



### Challenge

Spotlight Retail Group (SRG) is Australia's largest privately-owned and operated family business and fosters two iconic Australian brands. Spotlight is Australia's largest fabric, craft, party and home interiors superstore and Anaconda is Australia's largest outdoor adventure and sports superstore.

In 2017, SRG turned its focus to sustainability and partnered with Cherry Energy Solutions for the rollout of LED lighting upgrades across 150 stores in Australia, New Zealand and Malaysia.

### Solution

Over 100,000 LED lights were installed, a combination of custom-made LED tubes, panels, troffers, recessed downlights and high bays. In addition, Cherry's lighting design experts engineered a custom strip lighting solution for optimum in-store product display. The LED lighting upgrade is estimated to save SRG over 2,000 kWh per annum, equivalent to more than 2 tonnes CO<sub>2</sub>,

To compliment the LED lighting upgrades, SRG are moving to install solar across their stores. A total of 600kW was installed in selected Victorian and Queensland stores, saving them \$3.91 million over the next 25 years.

Installed Over

# 100,000+ 600kW

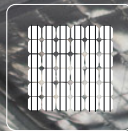
LED Lights

Solar Energy





Australia, New Zealand & Malaysia

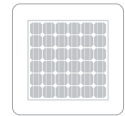


**SPOTLIGHT RETAIL GROUP**  
600KW SOLAR & OVER  
1 MILLION LED LIGHTS



# Case Studies

## MELBOURNE CRICKET GROUND (MCG)



### Solar I Monitoring

#### Challenge

The MCG is a known and loved iconic landmark in the Melbourne skyline and hosts up to 100,000 people during popular games and events. Sustainability is a vital and significant focus for the MCG, established through their policies and demonstrated through their various environmental schemes. The MCG's next step was to reduce their energy consumption and carbon emissions by generating their own power. EnergyAustralia, their Official Energy Partner, and Cherry Energy Solutions worked together to help solve some of the MCG's energy needs.

The MCG is a challenging site with a plan to renovate the Southern stands in the future while parts of the Northern stands had load issues and limited capacity.

#### Solution

As a commercial solar specialist, Cherry collaborated with the MCG and EnergyAustralia to propose a safe and customised 99.45kW system for the Northern stand roofs above the gate entries that were perfectly suited to solar and would efficiently power MCG's onsite water recycling facility. Excess generation will power stadium lighting and other areas of the venue. The monitoring system allows real-time energy usage monitoring and load management during peak hours.

Consisting of 221 x 450W Trina Tallmax panels, 2 SolarEdge inverters and 112 SolarEdge optimisers, the new solar PV system will save the MCG 112,193kWh and 114,436 kg CO2 per annum, equivalent to growing an estimated 1,892 seedlings for 10 years!

Annual carbon savings equivalent to

**1,892 seedlings grown for 10 years**





# MELBOURNE CRICKET GROUND

## 99KW SOLAR + MONITORING



Richmond , Victoria

## Case Studies

### **Peuker & Alexander**

LED Lighting | Solar Energy | Monitoring | Broking

Peuker & Alexander is a family owned business manufacturing quality timber roof trusses. Their large industrial space in Campbellfield was using over 415,000 kWh in energy per annum with 100,000 kWh from lighting alone. Peuker & Alexander were interested in undertaking a total energy solution, involving energy broking, the installation of LED lighting, a 99kW solar system and an intelligent energy monitoring system.



Campbellfield, Victoria



# \$47,000

Annual Savings



## PEUKER & ALEXANDER

### 99KW SOLAR



# Case Studies

## Qube Logistics

### LED Lighting

#### Challenge

With lighting contributing to a large portion of Qube Logistics' total expenditure on energy, they were looking for ways to cut their operation costs by becoming more energy efficient. The warehouse areas of their large logistics centres require a high lumen output and LED lighting offered the most cost effective solution to improve OH&S conditions, create a brighter, safer working environment and reduce costs.

Due to the height of poles in the container yard, 28m and 36m, the installation of lighting would require extremely still conditions, with winds less than 20 km/h. This was an important consideration for the Cherry team during proposal stages.

#### Solution

In a staged rollout, first over 390 x 400W metal halide highbays were upgraded to 200W high performance ZETTA Highbays with photometric sensors. Second, 14 x 900W NIMMO FORTA flood lights and 42 x 450W ZETTA ALPHA area lights were installed, reducing the wattage of the area lights from 78,000W to 27,200W - a significant saving for Qube.

The Cherry team worked closely with the Qube night staff, to ensure the new lights were installed at an appropriate angle for illumination. As a result, the feedback from the night staff was overwhelming positive.

#### Impact

The efficiency of the LED chips allowed for increased lumen output and lux levels on the ground. In the section closest to the railway, the light levels improved 4-fold. In the container yard, the light levels were between 3 and 6 times the pre-upgrade level. The combined savings of the warehouse and area lighting upgrade exceed \$66,000 per annum, a fantastic result for all involved.






# QUBE LOGISTICS

## LED LIGHT UPGRADE



 Melbourne, Victoria

# Case Studies

## TNT



## LED Lighting

### Challenge

TNT, one of Australia's leaders in transport and logistics, were interested in conducting a suite of LED lighting upgrades across 13 depots in NSW, ACT, NT, QLD and TAS. The goal of the project was to reduce electricity consumption, improve lux levels and lighting quality across depot operational areas and reduce ongoing maintenance costs.

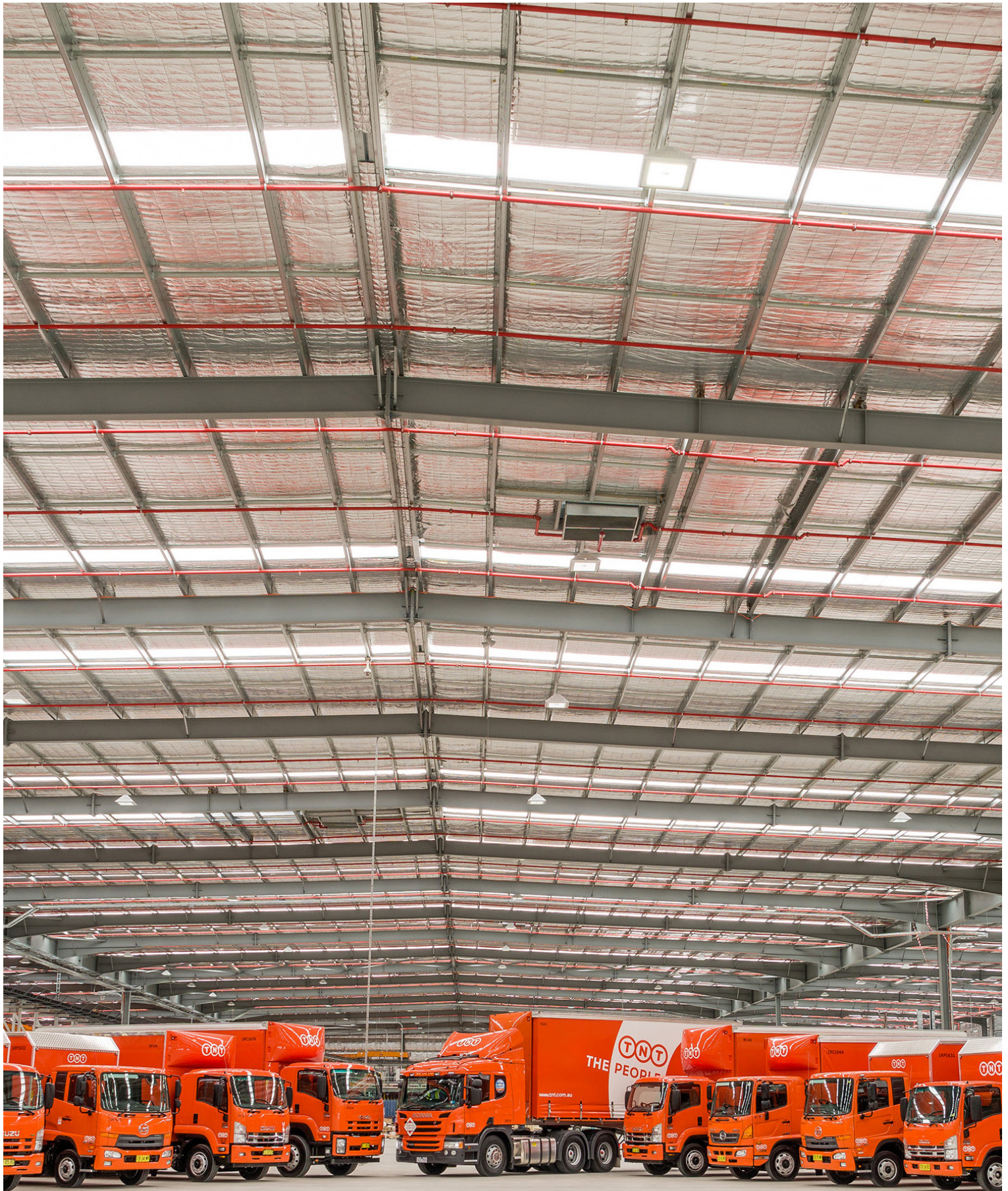
TNT required a lighting solution that would provide a payback of 2 years and achieve a lighting energy reduction of at least 30% on all sites. The project presented the challenge of maintaining lighting to the depots during the works such that all parties had uninterrupted use of all parts of the depots and minimum disruption to operations.

### Solution

The project was completed successfully, with more than 2,000 LED lights installed and TNT receiving more than \$120,000 in VEEC/ESC subsidies towards the total cost of the project. The final payback period for the project was forecasted to be 1.3 years. This was achieved in line with expectations, a great result for all involved.

In addition, TNT will now look forward to saving \$250,000 per annum and 1,587,014 kg CO2 emissions, equivalent to taking 340 passenger vehicles off the road each year, contributing enormously towards offsetting TNT's carbon footprint.





Across Australia

# TNT

## OVER 2,000 LED LIGHTS



# Case Studies

## Wentworth Park Sporting Complex



### LED Lighting

#### Challenge

As a renowned multi-purpose sports facility in Sydney, Wentworth Park Sporting Complex has been used for a variety of events such as soccer, rugby, speedway and currently hosts greyhound racing, university examinations and an animation company. The site was looking to upgrade to high quality LED lights to ensure the best working and entertaining environment for its mixed use.

Wentworth were eager to complete the project under tight time-frames to meet upcoming student examinations with a cost effective and high quality lighting upgrade.

#### Solution

By choosing Cherry Energy Solutions, Wentworth received an innovative LED lighting solution and an exclusive Ausgrid Power2U rebate coupled with the NSW ESC rebate that significantly reduced installation costs by \$50,000 in total. The job was completed on time and within the agreed budget, to Wentworth's great satisfaction.

Over 1,900 littil LED tubes, battens and troffers were installed over 4 levels and are forecasted to reduce annual energy consumption and carbon emissions by 175kMWh and 228 tonnes of CO2.

# \$50,000



reduced from Ausgrid Power2U and ESC rebate



A wide-angle photograph of the interior of the Wentworth Park Sporting Complex. The space is a large, open-plan area with a high ceiling. The ceiling is covered in a grid of numerous rectangular LED light fixtures, which are illuminated, casting a bright, even light across the room. The floor is made of large, light-colored square tiles. In the foreground and middle ground, there are several round tables with black metal frames and wooden chairs. Some chairs are black, and others are light-colored wood. In the background, there are more tables and chairs, some of which are red. There are also some large windows on the right side of the image, letting in natural light. On the right side, there are some posters or signs on the wall, including one for 'Ladbrokes 2020' and another for 'Group 1 Finals Racing'. The overall atmosphere is clean, modern, and well-lit.

# WENTWORTH PARK SPORTING COMPLEX

OVER 1,900 LED LIGHTS



Glebe, New South Wales



# Case Studies

## Four Pillars Gin

### Solar Energy | Finance

#### Challenge

The Four Pillars Gin story began in 2013 when the founders embarked on a mission to create a great, modern Australian gin. 5 different gins, multiple gold medals at international spirits competitions and the opening of a purpose-built permanent distillery later, Four Pillars pride themselves on being part of a new wave of producers in the Yarra Valley. Four Pillars were interested in generating their own, clean energy and powering their Healesville distillery with solar.

#### Solution

Cherry Energy Solutions installed a 65.88 kW solar system, made up of Q-CELLS 305W panels and Fronius inverters. The system is now generating 88,856 kWh of energy per annum, equivalent to savings of 97,742 kg CO<sub>2</sub> and \$12,879.

Aesthetics are important to Four Pillars and they were conscious of the impact installing solar panels may have on their carefully designed premises. To combat concerns, Cherry selected black framed solar panels, to compliment the aesthetics of the site.

The project was funded under an Environmental Upgrade Agreement (EUA), giving Four Pillars access to long term finance on attractive terms.

# FOUR PILLARS GIN



65.88KW SOLAR



Healesville, Victoria

# Case Studies

## Conga Foods

LED Lighting | Solar Energy | Monitoring



### Challenge

Conga Foods is one of Australia's leading private, family-owned companies in the grocery industry. With their large warehouse spaces and long operating hours, the opportunity to upgrade to LED lighting and solar with Cherry Energy Solutions was an easy way to improve the business' bottom line. In addition to saving money, Conga Foods were especially interested in reducing their carbon emissions, increasing productivity and improving the working environment.

### Solution

The solution involved an LED upgrade of 733 new lights and the installation of a 458.46 kW solar system. The new solar system is made up of 1,698 panels, spread across two areas of Conga's large roof space.

### Impact

With the long lifetime and significantly lower operating temperatures, Conga Foods can be confident that their new LED lights will last longer and comply with strict Australian food manufacturing standards. Over the next 10 years, Conga Foods will save \$300,000 on their lighting costs alone. Adding solar to the equation, Conga Foods will save an additional \$114,000 per annum. The large scale solar system will provide 41% of Conga Foods' energy needs, significantly reducing their reliance on the grid.

# \$ 145,000

Annual Savings



# CONGA FOODS

## 458.46KW SOLAR &

## 733 LED LIGHTS



Coburg, Victoria



# Case Studies

## True Foods

### Solar Energy

#### Challenge

True Foods is a rapidly growing commercial bakery and their site in Maryborough uses a large amount of daytime energy but has limited roof space available for solar. The project was focused on combating sky rocketing electricity prices, improving True Foods' green credentials and generating the best financial return over the next 15 years, without compromising on quality of the products.

Cherry Energy Solutions were chosen as True Foods' partner in sustainability due to their patience, perseverance and ability to provide a variety of options to maximise the energy generation per square meter and meet True Foods' specific needs.

#### Solution

Our expert solar design team engineered a solution limiting the exclusion zones on the roof through the use of tilt frames. Highly efficient SunPower P19 395W modules were selected to maximise energy yields in all conditions. The installation was completed 3 weeks ahead of deadline and True Foods remarked on the fantastic level of communication and professionalism from the Cherry Project Managers and installation team.

With regular flour deliveries causing airborne particles to become potential fire hazards, the inverters were housed in a custom-built, temperature-controlled room.

Post-installation, the system is outperforming expectations by approximately 10%. True Foods engaged Cherry to install an additional 500kW ground mount, bringing their total system size to 1.246MW. They can now expect to save 1,730 MW, \$247,823 and more than 2,000 tonnes of carbon emissions annually!



Maryborough, Victoria

# TRUE FOODS

## 1.246MW SOLAR





# THE HOPPERS CLUB

99KW SOLAR



# Case Studies

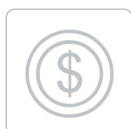
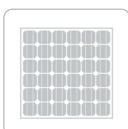
## The Hoppers Club

LED Lighting | Solar Energy | Finance



Cherry customised the design of a 99.64kW solar system to suit the Club's combination of North, East and West facing roofs at various pitches. In partnership with Sustainable Australia Fund, Cherry were able to offer an EUA financing mechanism to fund the project over 10 years and leave the Hoppers Club cashflow positive by over \$3,500 per annum from day 1.

The initial system is part of a multi-stage approach which will eventuate in a battery storage solution in coming years. Working in collaboration with Energy Action to monitor the Club's energy usage, Cherry will continue to support the Club in all their energy efficiency initiatives going forward. The new solar system is now providing 11% of the Club's total energy usage.



Hoppers Crossing, Victoria

## Case Studies

### Craigieburn Junction Large Format Shopping Centre

#### Solar Energy

##### Challenge

Craigieburn Junction (CJ) is a new large format shopping destination for residents in Craigieburn and surrounding suburbs. Increasing energy costs compelled CJ to utilise their 21,000sqm of rooftop space to offset some of their energy use by installing solar. After a competitive procurement process, Cherry Energy Solutions were selected on the basis of quality, experience, cost effective pricing and reliability, with the backing of EnergyAustralia.

It was pivotal that the installation did not heavily affect their customer's shopping experience during operational hours. An additional challenge lay in the installation taking place during COVID-19 restrictions that impacted stock imports and workforce on site.

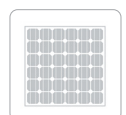
##### Solution

Strict planning in collaboration with CJ ensured minimal disruptions to operations. COVID-19 restrictions had reduced traffic to CJ, allowing for a quicker installation process. Despite having to work under restrictions that were continuously evolving, the 1MW solar PV system was installed on schedule and to CJ's satisfaction.


CJ is now home to a enormous solar PV system that will save more than 1,359 tonnes of carbon emissions and generate 1,332MWh per annum. These savings will be reflected in a \$227,920 reduction in electricity costs annually, benefiting tenants and helping CJ reduce it's impact on the environment, which has become important now, more than ever.

Annual carbon abatement of

**1,359** tonnes CO<sub>2</sub>





 Craigieburn, Victoria

# CRAIGIEBURN JUNCTION

1MW SOLAR



# Case Studies

## Booth Transport

### Solar Energy | Storage

#### Challenge

Booth Transport was founded in 1936 and uses customer service, innovation and productivity to set the standard in bulk liquid, container and direct transport services. With large warehouse facilities across Australia, Booth were interested in reducing their electricity bills and making use of their large roof space to generate their own energy.

In addition to solar, Booth Transport were interested in battery storage technology to reduce their peak demand charges and store any excess energy produced by their new solar systems.

#### Solution

Booth Transport opted to install solar systems on both their Laverton and Strathmerton sites. A 99.75 kW system was installed in Laverton and a 391.02 kW system in Strathmerton. For the Strathmerton site, the Cherry Solar experts designed a system made up of 1,372 Q Cell solar panels and 14 Fronius 27kW inverters. It will produce approximately 561,400 kWh per annum and over 25 years, will save Booth more than \$440,000.

The 99.75 kW system in Laverton was made up of 350 solar panels and 4 27kW inverters. It will generate approximately 132,000 kWh per annum. Over the next 25 years, both sites combined will save more than \$3.3 million.

A 100kWh Tesla Powerpack was also installed in Strathmerton to store excess energy produced by the solar system and dramatically reduce Booth's reliance on the grid.

# 490kW installed



# BOOTH TRANSPORT

## 99KW SOLAR

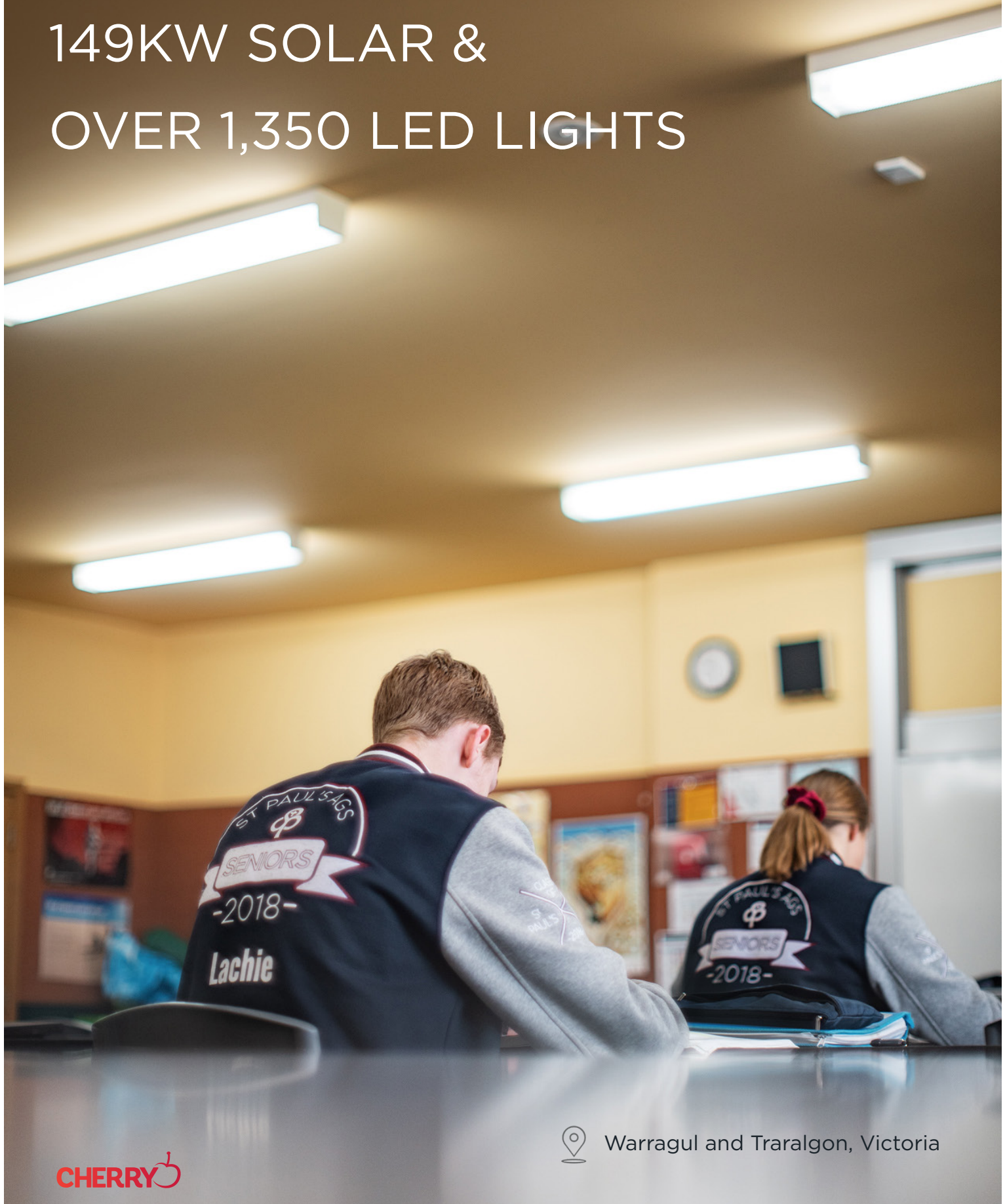


Laverton and Strathmerton, Victoria

# ST PAUL'S ANGLICAN GRAMMAR



149KW SOLAR &  
OVER 1,350 LED LIGHTS





# Case Studies

## **St Paul's Anglican Grammar**

### LED Lighting | Solar Energy | Monitoring

#### **Challenge**

St Paul's Anglican Grammar School were interested in becoming an ambassador for sustainability within their local community and educating students, family and community members on the importance of energy efficiency initiatives. The school was conscious of rising electricity prices and wanted to protect themselves against future increases with renewable energy.

#### **Solution**

St Paul's chose Cherry as their partners in sustainability to deliver a cashflow positive energy efficiency solution within the school's current energy spend. Working with the school's maintenance, management and electrical teams, feasibility studies were conducted for each campus by installing Cherry Pulse intelligent energy monitoring systems to monitor, in real-time the school's current energy usage patterns and the expected performance of the proposed solar systems.

A 99.8kW solar system was installed at the Warragul campus and more than 350 old light fittings were replaced with a range of Cherry LED lights. At the Traralgon campus, more than 1,000 light fittings were replaced with Cherry LEDs and solar was installed on both the junior and senior school sites.

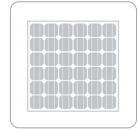
#### **Impact**

Across both campuses, the school is now saving more than 289,711kWh per annum which is equivalent to more than \$54,150, 379,033kg CO<sub>2</sub> or taking 80 cars off the road! The installation of Cherry Pulse touch screen monitors has significantly increased awareness of sustainability measures throughout the entire school community. After the success of the project, another 50kW solar system is set to be installed over the coming months to further reduce the school's reliance on grid-power and continue their journey towards energy freedom.

# Case Studies

## Echuca Library

### Solar Energy



#### Challenge

A significant cultural, educational and social centre, Campaspe Regional Library at Echuca is an open and welcoming space for the community and visitors alike. This branch services all the libraries of the Campaspe Shire Council as well as the community of the Murray River Shire across the state border.

Council assessed the suitability of numerous facilities to receive a solar PV system and selected Echuca Regional Library as the priority site to showcase council's commitment to reducing its energy footprint to the community.

Planning for the installation on the north facing roof, coupled with the need to include bird proofing mesh to ensure the panels could not be damaged by flocks of thousands of corellas, posed a unique challenge for the Cherry Energy Solutions team.

#### Solution

With the site specific safety aspects in mind, Cherry Energy Solutions developed three different design solutions and worked closely with a local contractor to redesign new anchor points for the north facing roof.

The chosen system included an impressive 99.36kW of solar as well as a monitoring system and touch screen television situated inside the library showing a live feed of the daily output and savings.

The library will save an estimated \$31,213 and produce approximately 130,252kWh in their first year.



# ECHUCA LIBRARY

99KW SOLAR





# Case Studies

## Stonnington Council

### Solar Energy



#### Challenge

With growing concern for the environment, Stonnington Council made an exemplary commitment to reducing greenhouse gas emissions to 30% below 2005 levels by 2020. To meet their target, Cherry Energy Solutions was commissioned to install solar PV systems on various Council buildings, a significant step in reducing dependency on non-renewable energy sources.

Council prioritised the use of high quality equipment and service with good value for money. Cherry was chosen for their Tier 1 products, system design optimisation, expert technical knowledge and delivery within set times at affordable prices.

The installation spanned nine locations, with distinct site conditions and several steep roof pitches around the Stonnington Council area, and proposed plans were required to match consultant specifications.

#### Solution

The final designs included solar PV systems optimised to specific roof requirements and a detailed technical analysis of the sites with a focus on cost versus benefits over time. In addition, the proposals outlined how the systems would match each premise's consumption classification and support Council's sustainability plans.

On average, each building will now save separately \$13,000, 5,000kWh and 115,280kg CO<sub>2</sub> each year.

# \$ 10,000

Annual Reduction in Maintenance Costs

# Case Studies

## Ballarat Health Services

### LED Lighting



#### Challenge

Ballarat Health Services provide a comprehensive range of health services including acute, sub-acute and allied health, psychiatric services, aged residential care and community based services for the Ballarat and Grampians regional communities.

With long operating hours, Ballarat Health Services were interested in upgrading their high energy consumption lighting with LED bulbs to reduce electricity costs. The upgrade also improved the clinic's environment and patient comfort, a pivotal consideration for Ballarat Health Services.

#### Solution

In total, an impressive 1,600 LED lights were installed across Ballarat Health Services' buildings. Cherry was the perfect choice for the project with our lights designed and engineered in Australia for use specifically in medical environments.

Ballarat Health Services can now look forward to 197,525kWh in savings, equating to \$39,021 and 156,783kg in reduced carbon emissions annually.

# \$ 39,021

Annual Savings



# Memberships & Partnerships

We are members of the Clean Energy Council (CEC), the Energy Efficiency Council (EEC), Energy Efficiency Certificate Creators Association (EECCA) and a signatory to TAKE2.

We are also members of the Large Format Retail Association, Ausveg, Carlton in Business and participate in the Greener Government Buildings program. We are also on the Local Government Procurement (LGP) panel as preferred suppliers for 128 councils in NSW, an approved supplier of the NSW Department of Education and Office of Environment and Heritage for lighting, controls, solar PV, batteries and storage.



We are a founding partner of Carbon Neutral Adelaide, the only trusted partner for both solar and LED lighting for Sustainable Australia Fund and authorised supplier of Procurement Australia. We are also a partner with E3Sixty Solar to recycle damaged and faulty solar panels and equipment.



We are proud to partner with some of Australia's most forward-thinking not-for-profit organisations, including the Yarra Energy Foundation, Australian Energy Foundation and Solar Savers and we have preferred supplier status with many Victorian and New South Wales councils that gives us access to exclusive subsidies for businesses within these council areas.



Cherry Energy Solutions may also be able to assist clients to reduce energy costs through EnergyAustralia.

## Accreditations & Awards

In addition to our ISO accreditations, Cherry Energy Solutions are a Clean Energy Council Approved Solar Retailer, have ACT Secure Local Job Certification, were awarded Supplier of the Year from Spotlight Retail Group in 2017 and received an award for Innovation at the 2019 Monash Business Awards.



## Supplied Products



“The service from Cherry was exceptional. At all times during the installation our team were kept updated of the process and any challenges that arose. The quality of light we are experiencing from the installation is better than Cherry modelled – our team are very happy.”

Mark Wilson | CFO, HSV

“A massive thank you for the work of the entire Cherry team with my job - been a pleasure to work with such customer focused, positive, outcome-oriented, happy group of people. We don't come across many other businesses like this very often! Can't recommend you highly enough.”

Peter Nissen | Owner, Anytime Fitness

CHERRYENERGYSOLUTIONS.COM.AU



1300 740 784

hello@cherryenergysolutions.com.au

**Head Office Victoria**

5 Arco Lane  
Heatherton 3202 VIC

**New South Wales**

Tenancy 4, Level 1, 12B Julius  
Ave, North Ryde 2113

**Queensland**

Level 19, 10 Eagle Street,  
Brisbane QLD 4000