

Passion

Planning

Profit



Process

Planet

Performance

People



ragmatic

“dealing with things sensibly and realistically in a way that is based on practical rather than theoretical considerations”

the Observatory

Port Macquarie's best address





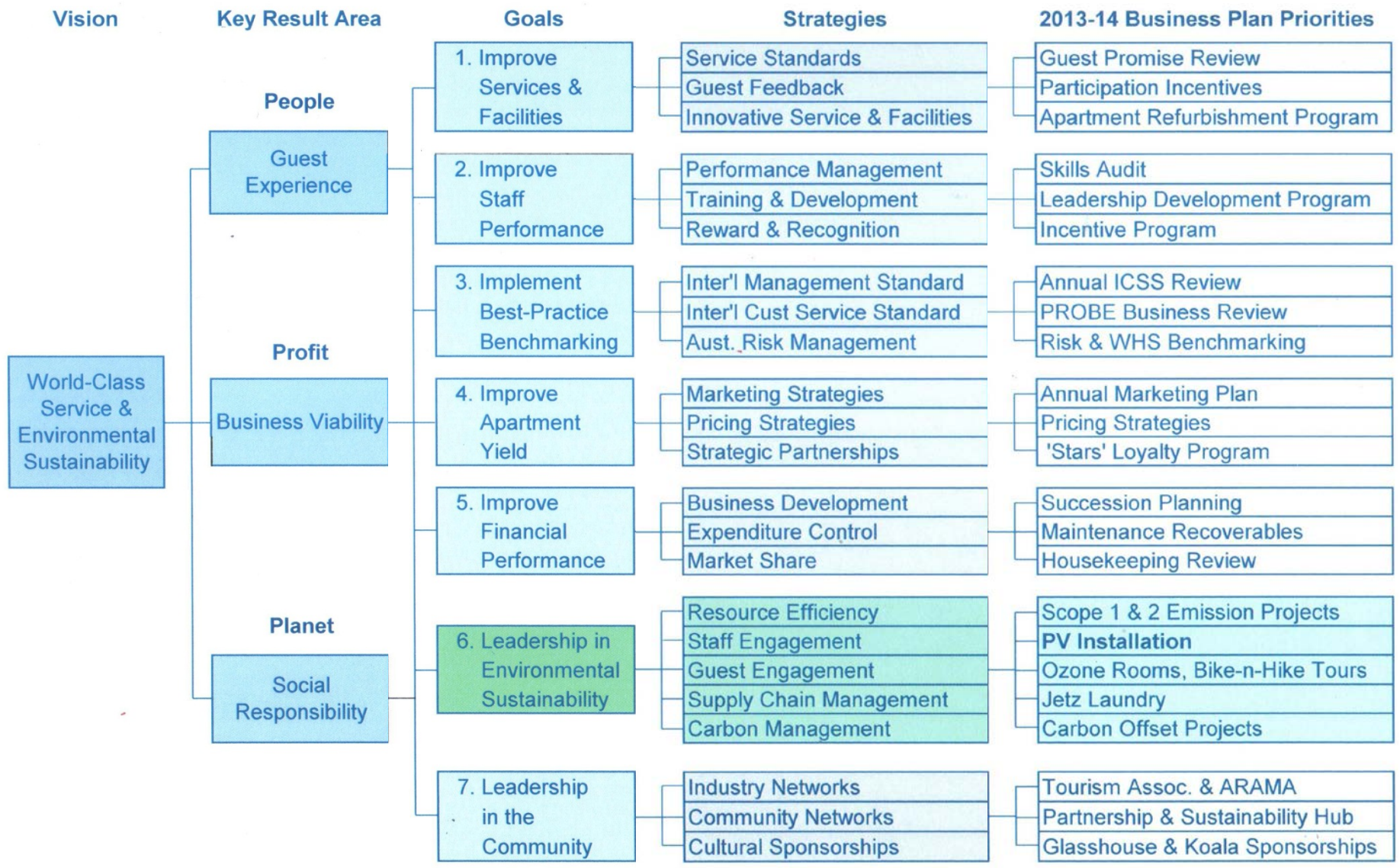
is for Planning

Our Vision

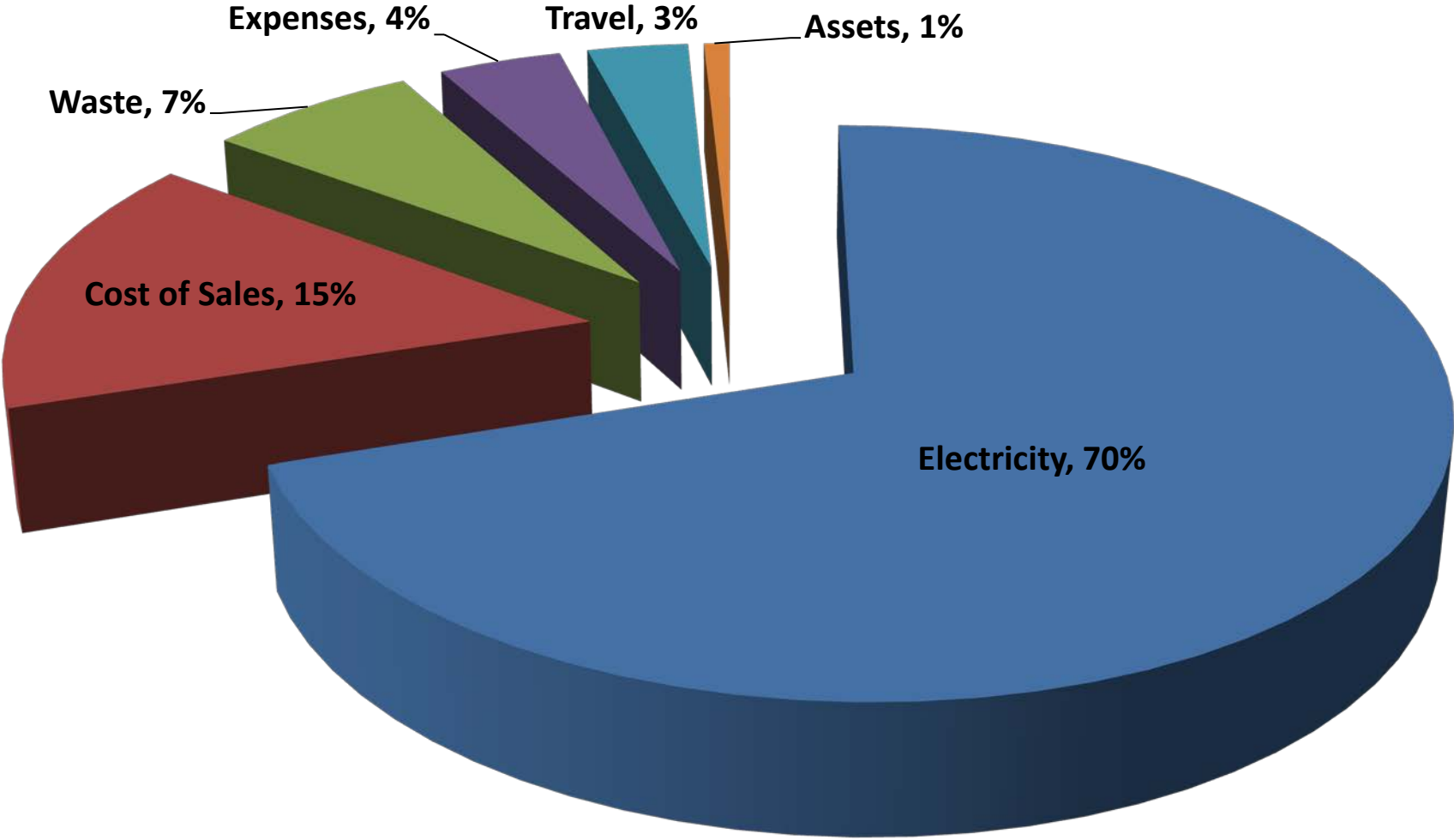
“To deliver a **world-class guest experience...**
in an **environmentally sustainable way**”

P_{eople}, P_{lanet} & P_{rofit}

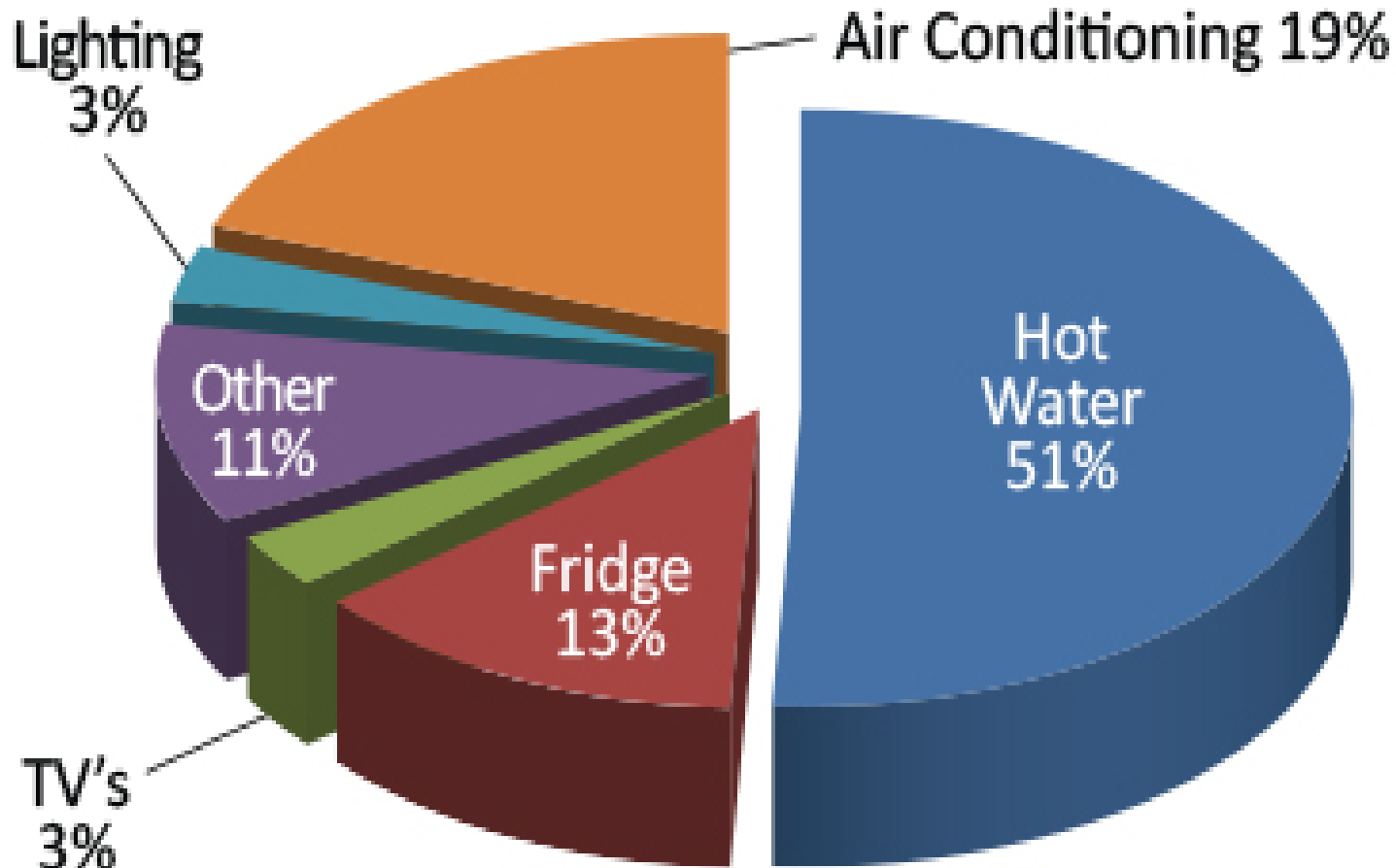
Our Strategic Plan



Emissions Source for The Observatory



Energy Usage Average Across All Rooms





is for Process

Gaining consensus in a strata community can be akin to herding cats.

Performance



PV Specs

System Size 56 kW
No Panels 236

On Site Use 92%

Total Cost \$149,600
Rebate \$41,669
Outlay \$107,890

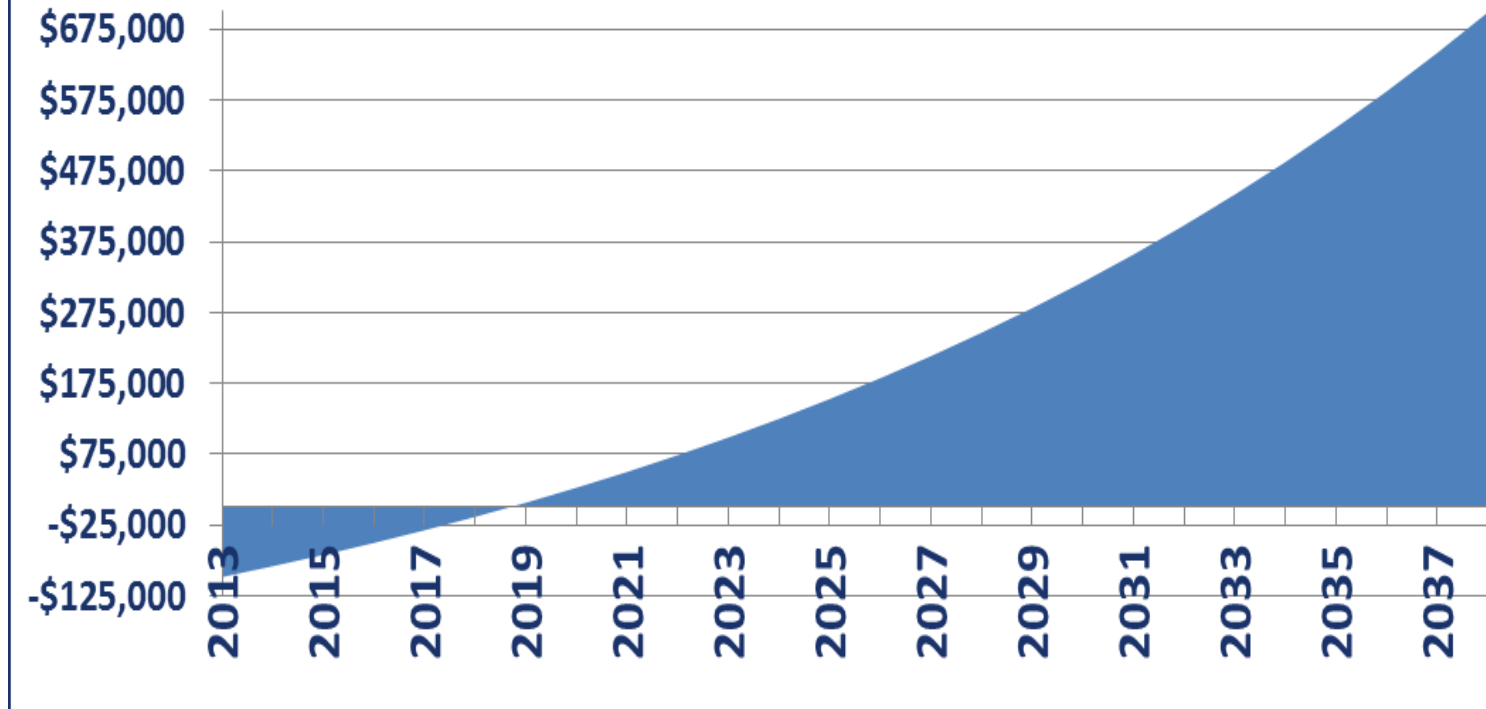
What have been the benefits to our business?



- Generated 87 MW power
- Saving 95 tonnes CO₂
- Saving \$17,000 p.a
- Kudos & Branding

We estimate as many as 5,000 guests each year now have the carbon emissions from their stay wiped out.

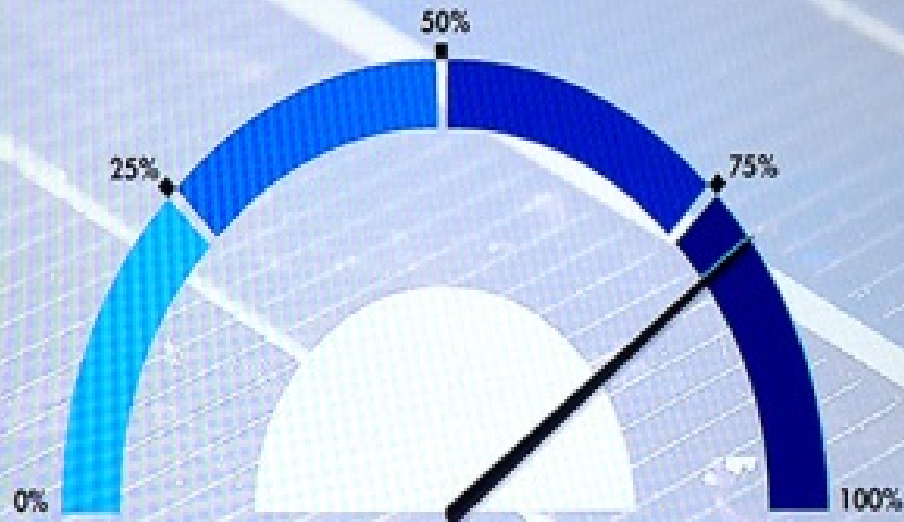
Observatory PV Accumulated Cash Position



Based on forecast tariff increases of 5.6% p.a. the payback is expected to be 5.5 years which will give The Observatory a positive cash flow from 2019.

Guest Engagement - Real Time Solar Monitor

Observatory Resort - Power



Power 39,57 kW

Guest Engagement - Real Time Solar Monitor

Observatory Resort - Our contribution to the environment



CO₂ Prevention

54.352,3 kg



Kilometers driven

271.761,6 km

What are the opportunities for our business?



- Time Sharing of loads
- Embedded Metering
- Energy Storage, Electric Vehicles??

What are the opportunities for the industry?



- Since our installation the amount of PV penetration locally has risen to 12 MW ... supplying more than 10% of the local load.
- Emphasis 1st on energy efficiency & demand management
- Strata Communities

Where to from here?



Bring on the sunshine.....