

# Meeting between DECC officials & GreenWin – Wednesday 17<sup>th</sup> August 2011

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## Attendees

- Dean Thomas - DECC
- Marcus Brookes - DECC
- Peter Richardson - GreenWin
- Rob Veck - GreenWin

## Summary

The Green Deal Providers are key. They hold the contract with the customer.

Green-Win needs to promote itself to the local Green Deal Providers and find an agreed (and contracted) role working with them.

## Background

Rob and Peter met with the minister for DECC, Greg Barker and local Winchester MP Steve Brine in Whitehall on 4<sup>th</sup> July. The objective of that meeting, set up by Steve Brine, was to discuss with the minister the potential role of local communities and social enterprises in the Green Deal. Dean Thomas a civil servant working on the Green Deal also attended the meeting and requested a follow-up discussion to talk in more detail. These are the minutes of that follow up discussion.

Rob Veck and I created an agenda for the meeting on 17<sup>th</sup> August along with a presentation.

## Objective of the meeting

From GreenWin's perspective the objective of the meeting was to agree a framework for Communities to successfully operate in the Green Deal and understand more fully the current status of the GreenDeal.

## Proposed Agenda

Our proposed agenda was:

- DECC / Government Vision for communities
- GreenWin Vision for communities
- Seeding Community Enterprises / Access to funds, grants / Scalability
- Making a living – value proposition for GD business roles, CIC's, Social Enterprises
- Training
- Avoid re-inventing the wheel.

We took Dean and Marcus through most of the presentation and then invited them to comment and update us on the specifics of the Green Deal.

## Key Points

- The aim is still to launch the Green Deal in October 2012
- Green Deal Providers
  - are the key parties for the Green Deal – and the companies and organisations that Green-Win needs to partner with.
  - Will hold the contract with the customer
  - they are likely to be large companies or organisations, but from a variety of starting points and existing infrastructures. For example:
    - DIY stores - e.g. B&Q, Wickes, Homebase
    - Retailers - e.g. M&S, Tesco, Sainsbury's
    - Energy Companies
    - Banks
    - Local Authorities
    - Utility companies
  - Some of these are already forming alliances – e.g. British Gas and Sainsbury's
  - They will have to:
    - Be responsible for working under an specified 'Code of Practice'
    - Be licensed under the Consumer Credit Act
  - Will 'own' the customer relationship
- Green-Win should put together a proposal to work with one or more Green Deal Providers. The view is that Green-Win could have a powerful, local proposition based around:
  - Provision of qualified leads through the communities
  - Delivery of essential ancillary services. These services are ones not likely to be delivered by large organisations but they will need to offer them somehow as they are essential to enabling householders to proceed. Examples include:
    - Clearing lofts
    - Project management?
    - Lagging pipes and hot water tanks
    - Help with installing and configuring smart meters and analysing the data
    - etc.
  - Good publicity for Green Deal Suppliers – its association with a trustworthy partner
  - Help with rural communities. For example, B&Q are looking at local sourcing, but this would not be viable for small rural communities, so they would be interested in help in joining communities together.
  - Help with reaching out to those in fuel poverty – particularly working with local authorities
  - Act as a catalyst for local communities
- The Green Deal Provider will:
  - Produce a quote for the customer
  - Provide a project management plan
  - Apply the golden rule – using the 'Code of Practice'
  - Be responsible for scoping and providing project plan. Comment from DECC is that they can do this for concentrated (urban) areas, but may look to someone like Green-Win to do this in local rural areas.
- The Green Deal Assessor, Installer and Provider are all separate entities, but they can be integrated and be carried out by one person, company or organisation. However, a customer cannot be tied to one supplier. At each point, the customer can choose their supplier.

- Green Deal – some comments from DECC
  - People will not be able to cross fertilise between schemes – e.g. FiT and Green Deal. Therefore, a person can pay for PV panels using their own money and receive the FiT. However, if they use Green Deal funds for PV panels they will not receive any FiT.
- The details of the Green Deal scheme are going out to consultation this October – and Green-Win is invited to comment
- Some thoughts:
  - Funding:
    - There is nothing to stop Green-Win working with one Green Deal Provider for 12 months to receive seed-funding. Who holds the list of local Green Deal Providers?
    - Could the local authority apply its code level 5 aspirational policy to new builds and where the developer cannot apply the code, demand a payment instead which can be used to carry out more effective energy efficiency work elsewhere?
  - Not clear yet how the Green Deal Assessor is paid and whether they would be able to make a living from the work.

Peter Richardson, Rob Veck  
Monday 22 August 2011