



# Business Plan

**(ENERGY COMMUNITY NAME + CITY + COUNTRY)**



Co-funded by  
the European Union





## Project information

- Project name: European Energy Communities Facility
- Grant agreement number: 101167230
- Project duration: September 2024–February 2028
- Project coordinator: RESCOOP EU ASBL (RES)

**Responsible for the publication:** GNE Finance

**Main author/s:** Myriam Castanié, Valentina Cabal

**Dissemination level:** Public

**Submission date :** June 2025

## Statement of originality

This deliverable contains original unpublished work except where clearly indicated otherwise. Acknowledgement of previously published material and of the work of others has been made through appropriate citation, quotation, or both.

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This project has received funding from the European Union's LIFE programme under grant agreement No 101167230.

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# Introduction to this template

The purpose of this template is to provide applicants to the European Energy Communities Facility with an idea of the elements required as part of the business plan, to help you in the application process and assess whether your community is already at a stage where you feel it will be feasible for you to develop such a business plan.

This document is not yet the final template you will be working with as a beneficiary. We will gather insights and questions from applicants following the publication of this document to finetune the structure of the Facility's business plan template over the coming months. The present document is aimed at providing you with an idea of key elements to consider when developing a business plan for your community.

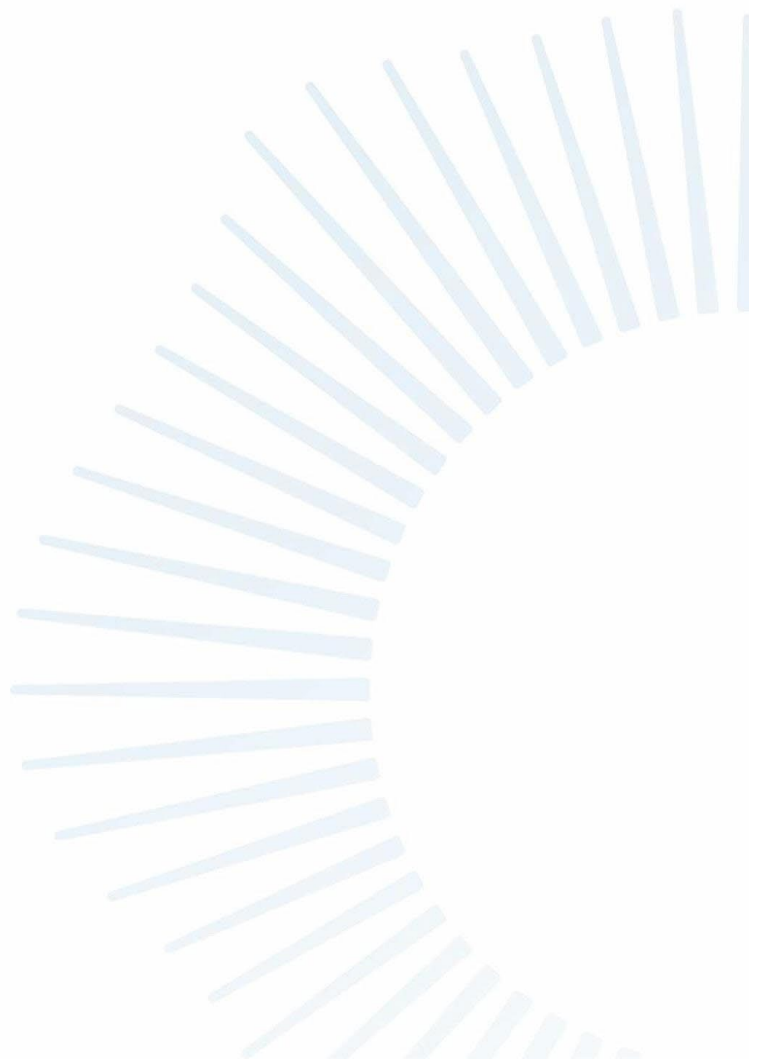
## Important notes:

- **This template does *not* need to be submitted with the application.** The business plan template will provide a guiding structure for the work you will do once you become a beneficiary of the Facility. You will have six months to develop the business plan from the moment you sign the grant agreement.
- **All projects are different.** Depending on the technology and your project type and scale, some elements in this template may not apply to you. The purpose of the business plan you will develop is to ensure that it moves your community towards implementation of your desired project. While the Facility will identify some elements as mandatory (as they will apply to all projects), there is some flexibility to account for the type of project and the purpose of your business plan.
- The Facility will provide a capacity building programme as well as further written guidance and supporting documents to accompany this template and help energy communities build their business plan by the time the first group of beneficiaries starts their work.
- The business plans may be developed in your own language, as we want to make sure the plan is as useful as possible for your own daily work. However, in order to be able to validate the business plans, the Facility will require an English summary of your business plan once you submit the final document. We will provide beneficiaries with a detailed overview of what elements to include in this summary.

The business plans are a working document for your energy community. The Facility will hence not impose requirements on the length of the business plan. This being said, we encourage you to be as concise as possible to make it easier for your target audiences to digest the document.

In case you feel that your community is not yet ready for this step, we hope this template will help you think through the elements you may want to work on in the

coming months to ready yourselves for the second round of applications of the ENERCOM Facility.



# Executive Summary

This summary will be written in your local language. In addition, the Facility will require you to write an English summary of your business plan to allow us to validate your plan. The final template will include a clear description of the sections and elements you will need to include in this summary.

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<b>2. Market analysis</b>	Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.
<b>3. Legal and regulatory framework</b>	Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.
<b>4. Services offered</b>	Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.
<b>5. Governance and management</b>	Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.
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<b>13. Annexes</b>	Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.



# 1. Energy community description

The purpose of this section is to introduce your energy community to a potential finance provider. It should include the following elements:

## Legal form

Information about the legal form of your energy community.

## Mission

The mission statement outlines your energy community's main reason for existence. What problem or problems (of your local community + more broadly) are you trying to solve? How do you do (or plan to do) this? For whom are you doing it (what are the needs of your community? Include information about demographics and location as relevant)? This is also a good place to explain the community-driven nature of your undertakings. The mission statement is action-oriented and rooted in the present. It communicates your community's role, target beneficiaries (e.g. local residents, the environment) and core values.

## Value proposition

In the context of an energy community, the value proposition explains how you plan to make your mission a reality. It articulates how the community creates value by addressing local energy needs—such as providing access to renewable energy, enhancing energy self-sufficiency, reducing costs, increasing grid reliability, or fostering social cohesion for example. If you are planning to approach your municipality with the business plan - and if this municipality has a Sustainable Energy and Climate Action Plan (SECAP) - you might want to consider explaining how your community's project will help the municipality implement this plan. It can further be useful to highlight here what sets the community apart from traditional energy suppliers or businesses offering a similar service, emphasizing collective ownership, environmental impact, economic advantages, and empowerment of its members. Ultimately, it answers why individuals and organizations should participate in and support the energy community.

## Long-term vision

A brief summary of what you expect reality to look like once you have implemented your project or projects. Include the timeframe for your vision (by when do you expect this vision to become reality?).

## 2. Governance and management structure of your Energy Community

### Decision-making structure

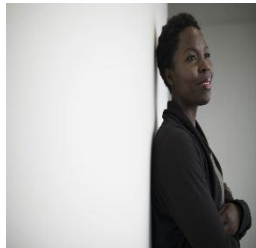
In this part, describe the broader governance model of your energy community (democratic structure, 1 member = 1 vote, etc.) as well as its day-to-day management. Include an organigram that showcases the roles and responsibilities of members as well as your staff team/core volunteer group.

### Management team and qualifications



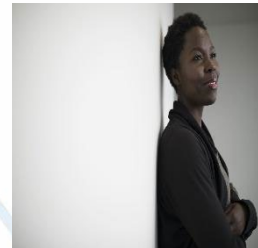
**Key staff / team member name**

Explain what they do for the community/business. What experience/qualifications do they have? Where did they study? What are their main achievements?



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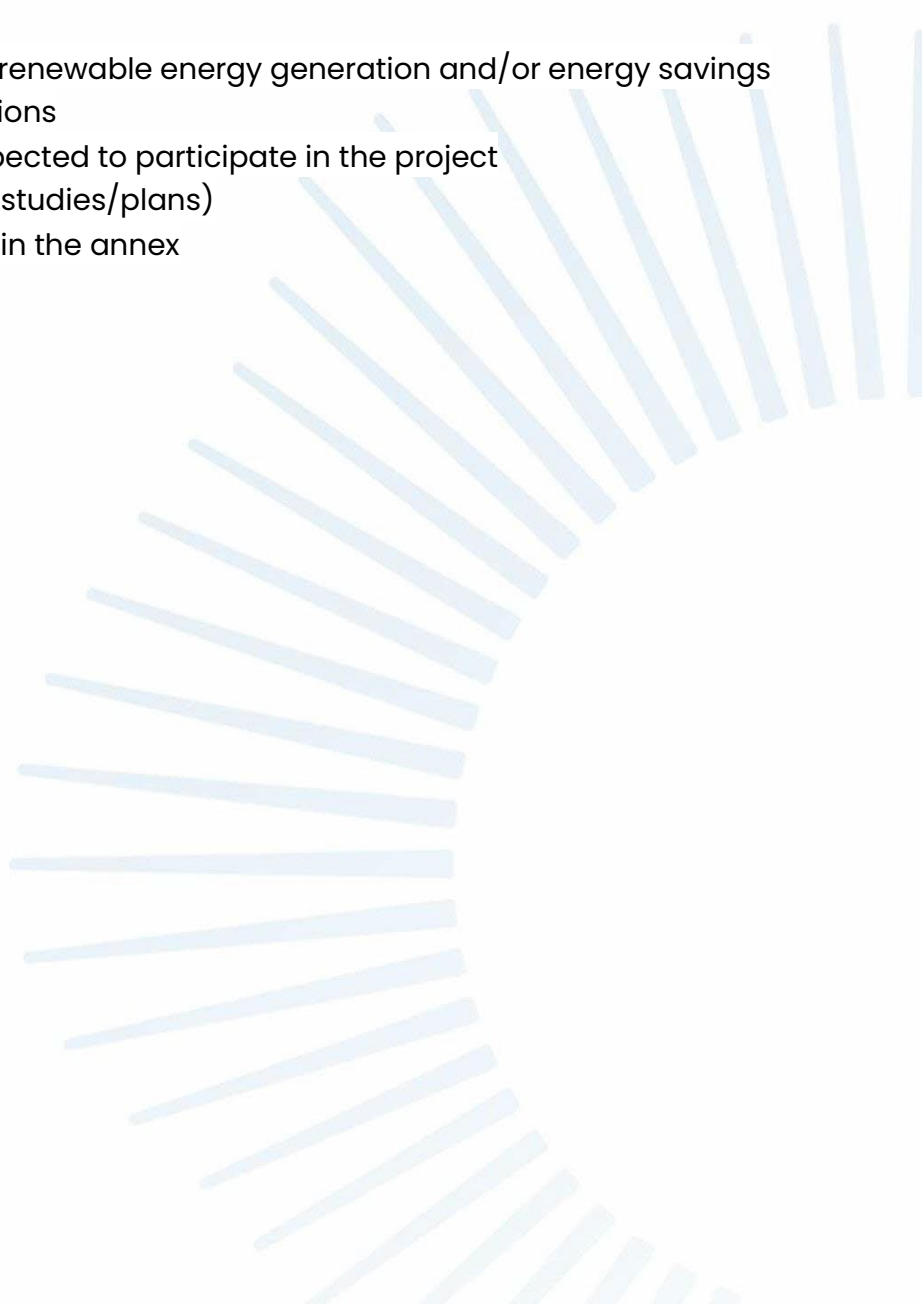
Explain what they do for the community/business. What experience/qualifications do they have? Where did they study? What are their main achievements?

### 3. Project(s) description

The purpose of this section is to briefly describe the project (or projects) you are considering as part of this business plan. Please fill in the following table including each of the projects your energy community intends to include in its business plan:

<b>Project 1</b>	(Title)
<b>Overall description:</b>	
<b>Project 2</b>	(Title)
<b>Overall description:</b>	

The overall description of each project should include:

- Technology / technologies you plan to deploy
  - Location of the project
  - Size of the project
  - Cost of the project
  - Expected impact in terms of renewable energy generation and/or energy savings and/or CO2 emission reductions
  - How many members are expected to participate in the project
  - Pictures (e.g. from feasibility studies/plans)
  - Link to technical documents in the annex
- 

## 4. Services offered

This section showcases what sets your community apart from other enterprises offering similar services, what services you plan to offer, and how you plan to use these services to generate an income for your energy community.

### Services

This part of the business plan outlines the services you plan to develop which will help generate an income for your energy community. These could include for instance (but are not limited to) facilitating peer-to-peer trading, energy supply, energy production, aggregating energy and flexibility, managing storage systems, coordinating external partners, facilitating shared mobility services, providing home renovation services, etc.

### Value capture

Value capture means how your energy community gains and benefits from the activities it carries out. This includes earning money by for example: producing renewable energy, offering flexibility services, managing energy use, renovating buildings, and lowering costs through using your own energy or improving energy efficiency. Value capture involves not only generating these benefits but also maintaining and growing them to ensure the community's continued success and resilience. This being said, value capture is more than just money saved or earned. It also includes the wider positive effects your community creates, such as more local control over energy, creating jobs, building stronger social connections, and helping to meet climate goals / Sustainable Energy and Climate Action Plans if applicable.

In simple terms, while services are what the community provides (like energy generation or demand management), value capture is about making sure these services bring real benefits and lasting value to the members and the local area. Capturing this value well is key to keeping the community sustainable and helping it grow.

### Innovation aspects

Highlight any innovative aspects or activities of your energy community, if applicable, such as for instance digital tools, community grid models, or energy data services.

### Upscaling & replication

In case you already have long-term ideas about how you would like to leverage possible profits your energy community will make from the service you develop in this business plan, you can outline them in this section.

Similarly, if you have ideas of how your approach could be replicated in other communities, it could be interesting to mention this.



## 5. Technical analysis

The purpose of this section is to demonstrate the technical soundness and feasibility of your project. It should provide sufficient detail for potential finance providers and stakeholders to assess the viability of the proposed activities, considering your local context, chosen technologies, and any constraints (e.g. grid connection or site-specific limitations). This section should include the following elements:

### Description of the proposed technical solution

Provide a detailed description of the technologies and systems your project will rely on. This includes generation technologies (e.g. solar PV, wind, biomass), storage solutions, energy efficiency measures, mobility solutions, or any other relevant components. Specify their main characteristics (capacity, scale, integration), and clarify whether they are new installations or upgrades of existing systems.

Explain the rationale behind selecting these technologies:

- Are they adapted to local conditions (e.g. solar radiation, wind potential, energy needs)?
- Are they commonly used, or are you testing innovative approaches?
- If applicable, describe how the chosen technologies are expected to work together (e.g. integration of storage with generation systems).

### Site specific considerations and constraints

Describe the physical location(s) where the project will be implemented. Include any key characteristics that might impact technical feasibility, such as:

- Availability of land or rooftop space
- Building suitability for renovation or energy measures
- Accessibility for equipment installation
- Environmental or historical protections that must be taken into account

If relevant, explain how these factors influenced the technical design or may require adjustments during implementation.

### Grid connection and infrastructure compatibility (if applicable)

If your project involves electricity generation or charging infrastructure, describe how you plan to connect to the grid or relevant distribution systems. This includes:

- Status of any discussions with the grid operator (e.g. initial contact, formal application, connection agreement)
- Expected timeline and technical requirements for connection
- Any known limitations (e.g. capacity bottlenecks, voltage restrictions, distance from connection point)

If the project does not require grid connection, briefly explain why (e.g. off-grid/self-consumption).

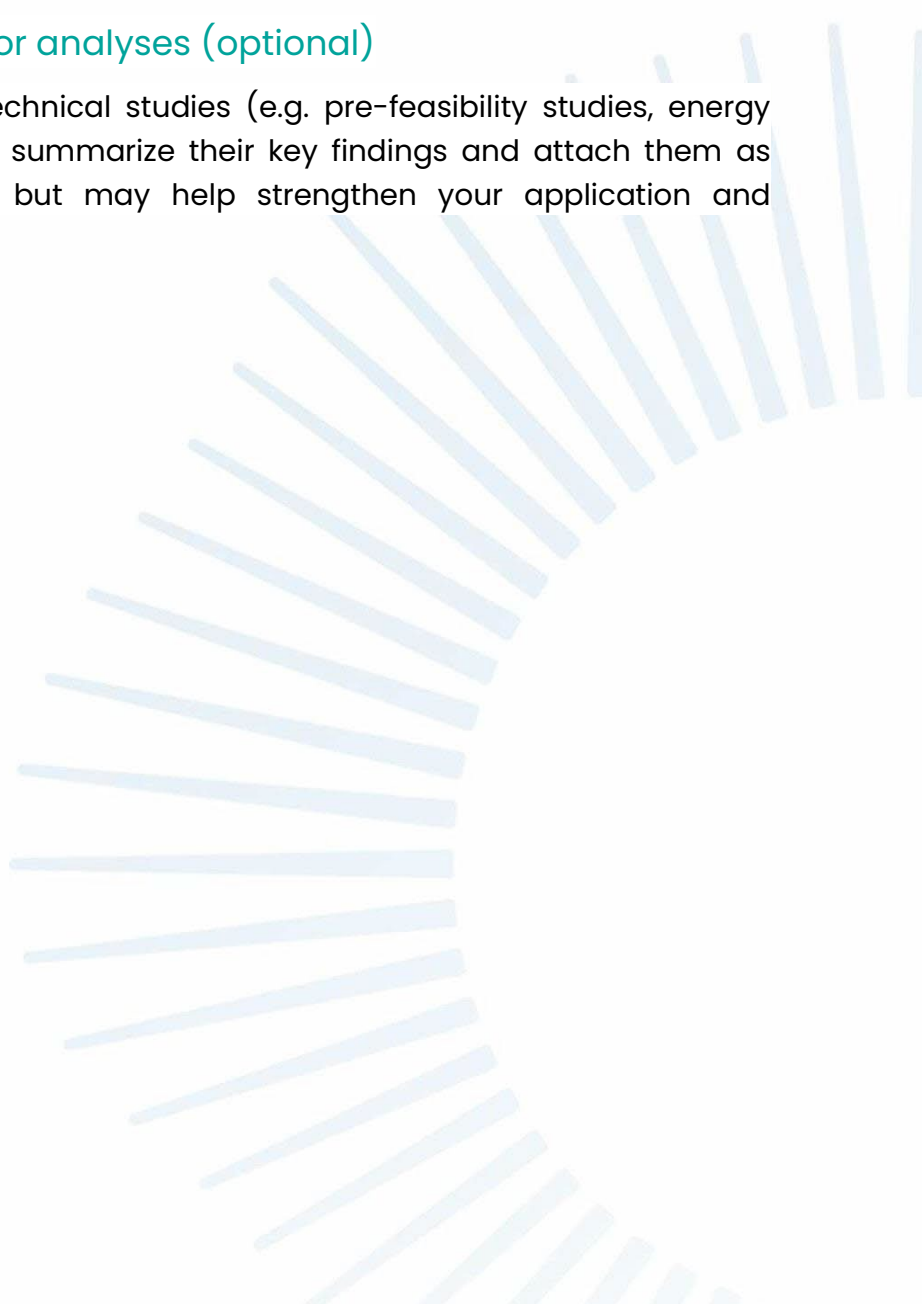
## Operations and maintenance strategies

Explain how you plan to operate and maintain the technical systems over time. Who will be responsible (community members, third parties)?

This section should demonstrate that you have considered the long-term reliability and sustainability of the project.

## Preliminary technical studies or analyses (optional)

If you have already conducted technical studies (e.g. pre-feasibility studies, energy audits, engineering assessments), summarize their key findings and attach them as annexes. This is not mandatory but may help strengthen your application and demonstrate preparedness.



## 6. Market analysis

The purpose of this section is to show finance providers that you have a sound understanding of the context you are operating in, and a clear idea on how your project and initiative fit into the picture / add value to the current and future situation. This section should include the following elements:

### Local energy demand and system/community needs

Describe the context you plan to operate in (e.g. your town/city/region/country depending on the scope and nature of your activity). This includes energy demand, grid infrastructure, and other contextual information relevant to your activity (e.g. if you plan to offer electric mobility services, this would include charging infrastructure among others).

### Local competitor and peer landscape

Provide an overview of other actors your activities will interact with.

Competitors: Is there another entity already offering the service you are planning to provide? If so, why do you want to offer the same service (what makes you different/what market gap do you address), and why do you believe your undertaking will be successful given that there is already another actor catering to the need you identified?

Is there an actor that could make your project unviable (e.g. an energy company that has the power to set prices in a way that your business would struggle to generate the necessary income)?

Peers: Who are the actors your community will need to collaborate with? This could include utilities, grid operators, and other energy communities. Describe the collaborations you will need to put in place for your initiative to be successful, and explain the status of your relationship with these actors.

### Enablers and barriers

What technical, financial and regulatory enablers or barriers do you foresee? You will have the opportunity to go into more detail on those in other sections of the business plan (e.g. legal and regulatory framework, risk assessment), but it is useful to provide a brief overview here of the key risks and supporting factors you identified, as well as how you plan to overcome challenges and barriers.

This part of the business plan can benefit from a SWOT analysis. The ENERCOM Facility will provide its beneficiaries with materials to carry out such an analysis.

## 7. Legal and regulatory framework

The purpose of this section is to outline how current laws and regulations may support or hinder your community's activities. This analysis ensures that your community operates within legal boundaries, avoids costly penalties or shutdowns, and builds trust with financing providers and partners by showing a proactive approach to risk management and due diligence. This section should include the following elements:

### Applicable legislation

This part should mostly outline relevant local and regional legislation, regulations and bylaws, to show your understanding of the context you are operating in, and potential limitations you may encounter (as well as how you anticipate to overcome them).

If you believe it helpful – for instance to educate potential finance providers about the validity of the concept of an energy community, you may briefly refer to the legal frameworks for energy communities (and possible other relevant frameworks related to your specific activities) at EU level as transposed and implemented in your country/region. The Facility can provide text to support you with this part, particularly with regards to the EU legislation. Additionally, this part could outline any national transpositions of the EU directives and how they affect licensing, grid connection, and tariff structures applicable to your operations. Your national expert will be able to point you to relevant information at national level and to mappings of the energy community sector (if available in your country). The Facility is also publishing an analysis of the existing legal framework in each EU country in order to support you in completing this part, should you wish to do so.

### Required licenses and permits

Specific questions you should answer here include:

1. Do you need a permit/licence/planning permission/etc. for your proposed activity?
2. If so, who is the government/partner responsible for granting it to you?
3. What are the requirements based on which they will decide if you can get the permit/licence/etc.?
4. What essential stakeholders do you need to liaise with to meet such requirements/ to gain access to permits/licences/ etc...
5. Do you foresee any issues with obtaining the necessary permits/grid connection? If yes, how do you plan to address them?

## 8. Stakeholder engagement

The active participation of members (and the co-benefits this presents) are a key added value of energy communities. It is therefore important to be able to show that you have a sound community engagement strategy in place. In this part of the business plan, you should describe different segments of your community (if applicable), what are the most effective ways to engage your members in your experience, existing or new elements and channels that you plan to leverage moving forward. You should also outline here current weaknesses in your engagement strategy and how you plan to resolve these.

Specific elements to include in this section are

- **Stakeholder mapping:** Identification of key groups within the energy community (citizens, municipalities, SMEs, DSOs, NGOs, financial institutions, regulators) and possible partner organisations (e.g. local authorities, regional agencies).
- **Engagement strategy:** Outline co-creation activities (e.g. surveys, workshops, citizen assemblies), communication channels (e.g. meetings, newsletters, digital tools), and capacity-building and education activities (energy literacy, climate awareness) for the different stakeholder groups. Make sure to describe what you have done so far - you will be able to reuse information you provided in the application form here.
- **Policy dialogues:** If the stakeholder mapping and the permits and licenses section (see section 3 of this template) indicate that political decisions are involved in your project, you may need to plan for policy dialogues with your local or regional government. Identify who has the power to stop your project, understand their positioning towards your project, and identify how you plan to interact with this stakeholder.
- **Inclusion measures:** Describe your strategies to engage underrepresented groups (e.g. low-income households, youth, women, elderly persons, migrants, LGBTI+).
- **Monitoring and feedback loops:** How do you plan to collect feedback and input from your members? How will this feedback be reviewed and integrated into decisions?

## 9. Operational plan

In this section, show potential investors what your specific marketing and sales targets are and how you plan to achieve them. Talk about how you will sell your product or service. Research the best methods for reaching your audience and convincing them to join your community

### Project development timeline

This part should outline the different steps your community will need to take in order to implement your project (from planning to operation stage), including the timing you foresee for each of the steps. There are template timelines available for different technologies developed by the Interreg ECCO project; we will share them with you once the work starts as they might come in handy for this step.

### Procurement plan

The procurement plan outlines how your energy community will source the necessary equipment, technologies, and services required for the development, implementation, and operation of its energy systems. This includes identifying key suppliers, partners and service providers, establishing procurement criteria (such as cost-efficiency, sustainability, and compliance with technical standards), and setting timelines for delivery and installation. An effective procurement plan ensures that components such as renewable energy technologies, storage systems, and digital tools are acquired in a transparent, timely, and cost-effective manner, supporting the long-term success and resilience of the energy community. This part may be more or less relevant depending on the type and complexity of your project. The Facility's capacity-building programme will help you determine whether this part is needed in your business plan at this point in time.

### Local job creation plan (if applicable)

This section outlines how your energy community will contribute to local employment through the development, operation, and maintenance of its energy systems. It includes planned roles across various phases—such as construction, technical installation, system monitoring, administration, and community engagement. By prioritising local hiring and skill development, the energy community aims to strengthen regional economic resilience, foster community ownership, and build long-term operational capacity. Where possible, training and upskilling opportunities will be provided to ensure inclusive access to employment benefits.

# 10. Marketing plan

In this section, show potential finance providers what your specific marketing and sales targets are and how you plan to achieve them. Talk about how you will sell your product or service. Research the best methods for reaching your audience and convincing them to join your community project. Highlight how you are offering something new or how you can fix a problem in the community. Understand the purchasing priorities of your audience and try to leverage that behaviour.

## The 4 Ps of Marketing

### Product

(brand, features, 'packaging')

- What needs does the community project/service fulfil?
- What frustrations does the community project/service address?
- What makes it compelling to 'customers' to join the community project or subscribe to the services your community will offer?

### Price

(discounts, bundles, credit terms)

- What is the value of the service to customers/community members (if you have different member profiles, make sure to include a description for each profile)?
- Are there established price points for your product or service in the market?
- How will your prices compare with competitors?

### Promotion

(advertising materials & channels)

- How will you get the word out about your product or service / how will you recruit members?
- What promotional approaches are most familiar to your audiences?
- What resources are available to you for promotion?

### Place

(website, online marketplace, physical stores)

- Will your members/customers find you in a physical place or online?
- Where will people be able to subscribe to your project or service?
- What will the distribution channels be?

# 11. Financial plan

The ENERCOM Facility will provide its beneficiaries with a pre-programmed excel sheet to help calculate investment needs (CAPEX and OPEX), revenue model and sources, financial projections, profit and loss sheet, balance sheet, cash flow. The excel sheet can be used as an annex, and presented together with the summary points outlined on this page:

## Capital requirements

In this section, give a breakdown of how you plan to use the money and resources that your potential finance providers could provide. Specify how much capital you need and how you will allocate the money.

	Value	Percentage
<b>Capital expenditure (CAPEX)</b>	<b>XXX XXX €</b>	<b>XX %</b>
Research and Development	XXX XXX €	XX %
Construction phase	XXX XXX €	XX %
<b>Operating expenses (OPEX)</b>	<b>XXX XXX €</b>	<b>XX %</b>
Rent	XXX XXX €	XX %
Salaries and wages	XXX XXX €	XX %
etc.		
<b>TOTAL</b>	<b>XXX XXX €</b>	<b>100 %</b>

## Financing approach and funding sources

Based on your estimations, please indicate the **total expected investment size** for each proposed project and how you intend to finance it. The funding sources should be classified as **non-redeemable** (e.g. grants, own resources) or **redeemable** (e.g. loans, equity).

Redeemable funding should be further broken down into **private** and **public** sources. Specify the amount and the estimated share (%) of each source.

## Investment Size and Funding Sources

**Category** **Amount (EUR)** **% of total investment**

**Total investment size – Project 1** EUR 100%

**Non-redeemable funding sources**

Source	Amount (EUR)	% of total non-redeemable funding
Municipal/regional subsidies or grants	EUR	%
National subsidies or grants	EUR	%
European subsidies or grants	EUR	%
Others (please specify):	EUR	%
<b>Total non-redeemable funding sources</b>	EUR	% of total investment

**Redeemable funding sources**

**Category** **Amount (EUR)** **% of total investment**

**Total redeemable funding sources** EUR %

**Private redeemable funding sources**

Source	Amount (EUR)	% of total redeemable private funding
Commercial banks (loans)	EUR	%
Investment funds / institutional equity	EUR	%
Individual/private investors (e.g. citizens)	EUR	%
Others (please specify):	EUR	%
<b>Total private redeemable funding</b>	EUR	% of total redeemable funding

**Public redeemable funding sources**

<b>Source</b>	<b>Amount (EUR)</b>	<b>% of total redeemable public funding</b>
National / regional development banks	EUR	%
Multilateral banks or other public financial institutions	EUR	%
Others (please specify):	EUR	%
<b>Total public redeemable funding</b>	EUR	% of total redeemable funding

### Investment roadmap

Present the current status and foreseen next steps in the process to launch the planned investments and implement the proposed project.

List the relevant finance providers previous and ongoing efforts and successes in the process of obtaining them. The Facility will provide you with a financial model template and additional guidance for developing this section.

### Financial metrics

The below table summarises the main financial metrics for your project. The excel sheet provided by the Facility will help you calculate these, and the capacity-building programme will include a session on calculating the financial elements of your business plan.

Equity internal rate of return (IRR)	XX %
Project internal rate of return (IRR)	XX %
Pay back period (years)	XX
Net Present Value (NPV)	XX XXX €

### Profit and loss summary

Here, provide a projection of your community's financial performance within a certain time frame. Finance providers will want to know when they will receive a return on their investment. The excel sheet provided by the Facility will help you calculate these metrics.

<b>€ (EURO)</b>	<b>FY'5</b>	<b>FY'8</b>	<b>YOY Change</b>
-----------------	-------------	-------------	-------------------

Revenue	XXX XXX	XXX XXX	XX %
Expenses	XXX XXX	XXX XXX	XX %
Profit	XXX XXX	XXX XXX	XX %
Dividend per share	XXX XXX	XXX XXX	100 %



## 12. Impact analysis

Since energy communities are a slightly different actor from more traditional energy businesses (particularly as they don't have financial profits as their primary objective), it will be important in this section to make a strong case for why your community/project is an interesting initiative beyond its economic viability and primary services offered. Consider in particular showing what non-financial benefits your community's activities will generate, and how these can result in quantifiable benefits of some sort. We recommend listing as many impacts as possible (explaining the assumptions on which you base your impacts), but only those that are relevant to your community/project. Example: An energy community in Northern Italy implemented a community biomass heating project, which – on top of generating renewable heating – created local employment opportunities throughout the supply chain, and provided the wider community with an avenue to effectively deal with the residues generated in their local forests and other biomass residues.

In the context of energy communities, we propose to consider including the following impacts (aligning with the UN's Sustainable Development Goals):

### Environmental impact

- GHG Emissions avoided (tCO<sub>2</sub>/year): *[Insert estimated annual greenhouse gas reductions achieved through renewable energy generation and efficiency measures.]*
- Renewable energy generated (MWh/year): *[Insert total renewable energy produced annually by the community's installations.]*
- Energy efficiency improvements and avoided consumption: *[Describe efficiency measures implemented and quantify the reduction in energy use.]*

### Social impact

- Number of citizens engaged/empowered: *[Specify the number and profile of community members actively involved or benefiting from the project.]*
- Inclusion of vulnerable groups or energy poverty mitigation: *[Describe efforts to ensure access and support for vulnerable populations within the community.]*
- Local job creation and skills development: *[Detail jobs created, training programs, and capacity-building initiatives linked to the project.]*
- Contribution to energy justice and community resilience: *[Explain how the project promotes equitable energy access and strengthens local resilience.]*

### Governance impact

- Democratic ownership model and transparency measures: *[Outline governance structures that ensure inclusive decision-making and transparency.]*

- Ethical standards and participatory processes: *[Describe procedures to uphold fairness, inclusion, and stakeholder engagement.]*
- Anti-corruption and community accountability mechanisms: *[Specify safeguards and accountability practices implemented to maintain integrity.]*

## Environmental, Social and Governance (ESG) alignment

ESG criteria are increasingly important for investors, regulators, and stakeholders to assess the sustainability and ethical impact of an organization or project. Specific elements include:

- Alignment with EU Taxonomy and SFDR Principles: *[Indicate compliance with relevant EU sustainability classification and disclosure requirements.]*
- Reporting approach: *[List KPIs tracked, SDGs targeted, and any certifications or standards applied (e.g., GRESB, IRIS+).]*
- Monitoring and evaluation plan: *[Summarize the framework for ongoing performance measurement and impact reporting.]*



# 13. Risk analysis

The purpose of a risk analysis in a business plan is to identify, assess, and prepare for potential challenges or uncertainties that could impact the success of the project or business. It helps with

- anticipating risks that could affect operations, finances, legal compliance, or market conditions,
- evaluating the likelihood and impact of these risks to prioritize attention and resources,
- developing mitigation strategies to reduce or manage risks, increasing the project's resilience,
- demonstrating to investors, partners, and stakeholders that risks have been thoughtfully considered and that there are plans to address them,
- supporting informed decision-making by providing a clear picture of potential obstacles and responses.

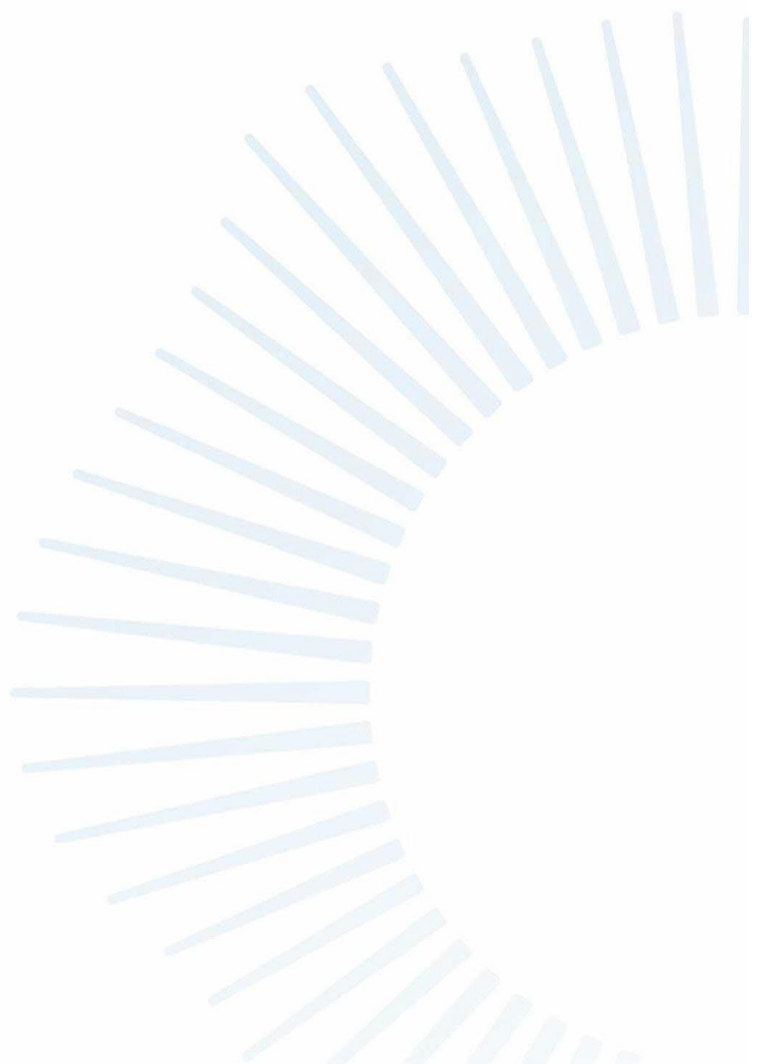
In the context of an energy community, risk analysis ensures the sustainability and reliability of energy services, regulatory compliance, financial stability, and community trust. The ENERCOM Facility will provide beneficiaries with further guidance to help outline the following risks and propose mitigation strategies for each of them:

- Policy and regulatory uncertainty (focus on local level / permits and licenses / feed-in tariffs)
- Technology risks
- Operational risks (when applicable)
- Market uncertainty
- Financial risks and mitigation (insurance, reserves, service contracts, debt financing, raising equity)
- Risks related to stakeholder engagement and partnerships (participation, communication and engagement of local stakeholders, shared ownership risks)
- Contingency planning

The Facility will provide you with useful tools, such as a risk assessment table, in order to help you complete this section.

## 14. Contact

Make sure to provide contact information in case investors have follow-up questions on your presentation and business plan.



# 15. Annexes

Make sure to provide contact information in case investors have follow-up questions on your presentation and business plan.

This section should include all supporting documents that substantiate the information provided in the main body of your business plan. While not all annexes are mandatory, including them will enhance the robustness and credibility of your proposal and facilitate the evaluation process.

Please ensure that annexes are clearly labelled and referenced in the relevant sections of the business plan where appropriate.

## **Suggested Annexes:**

### **1. Licences and Authorisations (if applicable)**

Upload any permits, licences, or other authorisations obtained or under application, particularly those required for project implementation (e.g. construction permits, grid connection approvals, planning approvals, etc.).

### **2. Technical Analysis and Supporting Studies**

Attach any technical documentation that supports the feasibility of your project, such as:

- Pre-feasibility or feasibility studies
- Site assessments
- Technology specifications or datasheets
- Grid connection analyses
- Energy audits or consumption reports

### **3. Scenario or Sensitivity Analysis (if conducted)**

If you have developed a scenario-based analysis (e.g. high-cost vs. low-cost options, sensitivity to interest rates or energy prices), include this as an annex. This is not mandatory but may support the credibility of your financial planning.

### **4. Stakeholder Engagement Evidence**

Any supporting material demonstrating previous or ongoing engagement activities with relevant stakeholders (e.g. minutes of meetings, community survey results, letters of intent, MoUs with partners, etc.).

### **5. Maps, Images, or Diagrams**

Include any visual material that helps illustrate the project scope, such as:

- Location maps or site plans
- Diagrams of technical systems or installations
- Photographs of current infrastructure

### **6. Letters of Support or Partnership Commitments**

Any written support from municipalities, utilities, partners, or other stakeholders involved in your project.

## 7. **Other Relevant Documentation**

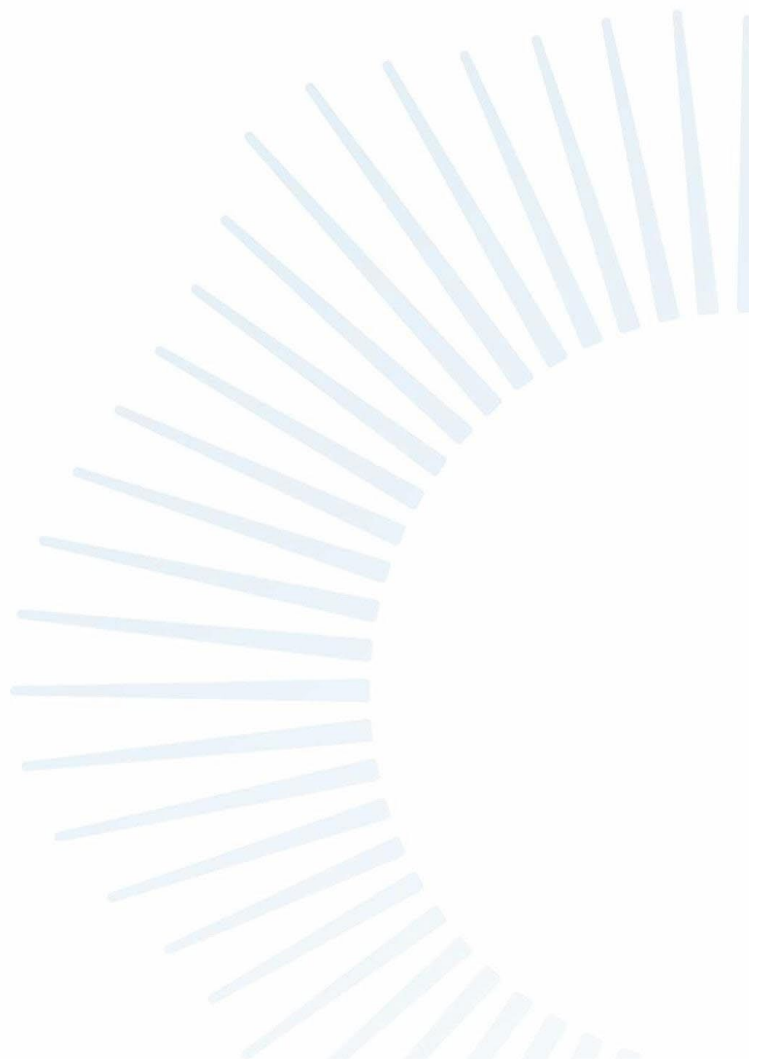
Any other documents you believe are relevant and not covered above (e.g. national programme applications, legal agreements, market studies, etc.).



## 13. Annexes

In the annex, you can provide supporting documents to strengthen your case, such as

- Technical specifications
- Maps and layout plans
- Detailed financial tables
- Licenses, permit copies, or application templates
- Letters of support (if relevant)



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