



HORAN & BIRD  
EVERYDAY ENERGY SOLUTIONS

Commercial

# Some of our PPA Offers

**Fix Solar  
Behind the Meter**



**Grid Connected  
Solar +  
Battery**



**Off Grid Solar  
+ Battery**



**Mobile Solar  
Behind the Meter**





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EVERYDAY ENERGY SOLUTIONS

**Commercial**

# Case Studies



## Residential Apartment - Western Sydney

### What prompted the need for change?

A residential apartment block that was specifically established as an embedded network.

### What solution did they go for?

A zero-capital solution included the installation of a 154kW Solar energy generation system that is owned and operated by Juice Capital. The system is as an integral part of the embedded network asset base which operates under a 10 year embedded network agreement.

### What results are they experiencing?

Commercial and residential Unit holders as well as the Body Corp are experiencing circa 20% lower energy and hot water costs.

## Agricultural Packing Potato & Onion Farm, SA

### What prompted the need for change?

Potato and Onion farm in South Australia experiencing extremely high energy costs.

### What solution did they go for?

A power purchase agreement and zero capital cost solution helped achieved a 60% saving on daytime energy costs. Juice purpose built a 185kW system, designed to drive the pick, pack and label machine operation.

### What results are they experiencing?

This substantial energy saving ensured the farms newly developed land remotely operated automation process was economic.





Commercial

# Case Studies



## IGA Burpengary

IGA Burpengary is a small family-owned business in the northern suburbs of Brisbane. The family who have owned the store for the last five years. The building itself is 700 square metres and houses 22 doors of chiller fridges that account for about 70% of the total electricity costs.

### What solution did they go for?

The IGA owner told us the three biggest expenses in retail are electricity, rent and labour and electricity was the one he had most control over. With such a large store, they would not have been able to afford the upfront costs of a solar system.

The Horan & Bird Energy Specialist, visited the site and assessed IGA's energy usage, we determined that a 100kW system would be best for the store. Prior to going solar, IGA Burpengary were spending on average \$13,000 per month on their electricity costs.

### What results are they experiencing?

Thanks to a PPA with Juice Capital, he has been able to reduce one of his biggest operating expenses. Since having the system installed the store is saving \$2,500 per month on electricity costs.





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# Case Studies



## Townsville Engineering - Bohle, Queensland

### What prompted the need for change?

Townsville Engineering is an owned and operated company in Bohle, Queensland. The company has over 40 years' experience servicing local government, mining companies and bulk-handling facilities.

When using everything from high-powered welders and milling machines, to air conditioners and fans, it's not surprising Townsville Engineering's electricity usage is high.

### What solution did they go for?

We analysed their electricity usage over an entire year and showed the business how much they could save by signing up to a 10-year PPA for an 80kW system.

### What results are they experiencing?

The system is generating approximately a third of the businesses' energy needs at a rate much lower than what they were paying for electricity from the grid.





# Case Studies



## Energising Production- Potato Farm, SA

### What prompted the need for change?

Large SA Produce Farmer with electricity supply constraints that were limiting growth opportunities.

### What solution did they go for?

A combination of 591 kW Ground Mount and 400 kW roof top Solar were installed at the farm's headquarters in Virginia SA.

### What results are they experiencing?

By installing behind the meter solar, the farm avoided extensive infrastructure costs including transformer upgrade and the requirement for a new switch board.

This zero-capital solar solution enabled business expansion and cost savings that led to a further installations of behind the meter solar including:

- Mini ground mounts to drive water pumping
- Additional roof top on newly developed cold storage plants
- 1MW ground mount to feed cold storage and newly developed packing sheds.





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Agricultural

# Case Studies



## Cane Farm - Ayr, QLD

### What prompted the need for change?

A cane farm in Ayr that flood irrigates had a 30kW pump that was consuming approximately 55,000kWh of energy annually. The high cost had a substantial impact on operational farming costs.

### What solution did they go for?

A 30kW ground mount solar system was installed. The solar system on average generates 49,000kWh per annum of renewable energy. This had delivered an energy saving of 50%. Over the life of the system the customer expects to save \$175,000.

### What results are they experiencing?

Juice Capital and the farm together can maximize the use of the solar energy by use of remote controls that manage the pumping cycle with increased efficiency. The solution significantly reduced costs, reduced carbon emissions whilst increasing farm efficiency.



[www.juicecapital.com.au](http://www.juicecapital.com.au)



[www.horanandbird.com.au](http://www.horanandbird.com.au)



# Case Studies



## Grain and Cotton Farm - Darlington, NSW

### What prompted the need for change?

A large grain and cotton farm in NSW that irrigates through bores and experiences high energy costs. One of the farm's bores consumes approximately 415,622 kWh of energy annually. The high cost of energy had a substantial impact on operational farming costs.

### What solution did they go for?

A 292.5kW ground mount solar system was installed that is owned and operated by Juice Capital. The solar system is expected to generate approx. 525,754 kWh per annum of renewable energy. This has delivered a daytime energy saving of 43%. Over the lifetime of the agreement the customer expects savings of approximately \$512,725.

### What results are they experiencing?

Juice Capital and the farm together can maximize the use of the solar energy by the use of remote controls that manage the pumping cycle with increased efficiency.





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Commercial Hybrid

# Case Studies



## Potato Grader and Distributor Kangaroo Island

### What prompted the need for change?

There were a number of reasons. Firstly the whole operation was destroyed in the bushfires in March 2020. Prior to that, the supply of energy to the business was inconsistent and expensive. Some days there may be no grid supplied energy. The cost of generating power using a diesel generator was a hinderance for growth.

### What solution did they go for?

The business is due to scale over the next 2 years and for as a stage 1, a 165kW roof mounted PV system and matching battery under a capital free power purchase agreement has been installed. The inverters and batteries are housed in a 20ft container.

### What results are they experiencing?

The system is covering 65% of the businesses energy requirements through the coldest months of the year. There is minimal reliance on diesel at this time.







## Commercial Off-Grid

# Case Studies



## Diesel Replacement Roadhouse - NT

### What prompted the need for change?

The business was 100% reliant on diesel as there is no grid supplied power. With the rising cost of fuel, it was estimated that they were spending \$1.00 kWh for their energy....all day...everyday

### What solution did they go for?

For Stage 1, a zero-capital solution included the installation of an 80kW PV + 65 kWh Battery.

### What results are they experiencing?

With an offer of the first three months free energy, it is instant savings. It also gives all parties the opportunity to ensure that the system is covering at least 60% of their consumption profile.

Once the business is fully operational, there we will enough data to designs a system that will take the business to only 10% reliance on diesel.





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Hotels - Motels - Roadhouses

# Case Studies



Hi-Way Inn

- 170kW Solar +
  - 100kWh Battery PPA
- Daly Waters, NT



The Park Motel

- 20kW PPA
- AYR, QLD



The Royal Hotel

- 50kW PPA
- Barham, NSW





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Hotels - Motels - Roadhouses

# Case Studies



Colonial Palms Motor Inn  
33kW PPA  
Airlie Beach QLD



Bushman's Hotel  
- 67kW Solar +  
- 31kWh Battery PPA  
Parkes, NSW



The Ville Resort Casino  
99kW PPA  
Townsville QLD





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Hotels - Motels - Roadhouses

# Case Studies



The Star Hotel  
30kW PPA  
Barnawartha, VIC



Mount Elephant Hotel  
29kW PPA  
Derrinallum, VIC



Alva Beach Tourist Park  
20kW PPA  
AYR, QLD





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Aged care facilities

# Case Studies



Tully Nursing Home  
90kW PPA  
Tully QLD



Carinya Home for Aged  
100kW PPA  
Atherton, QLD



Resthaven Facility  
60.5kW PPA  
Mackay QLD





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Aged care facilities

# Case Studies



Regis Aged Care  
39kW PPA  
AYR & Home Hill, QLD



Kerrisdale Gardens  
100kW PPA  
Beaconsfield, QLD



Francis of Assisi Home  
100kW PPA  
West Mackay, QLD





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Aged care facilities

# Case Studies



The Good Shephard  
100kW PPA  
Mackay, QLD



The Good Shephard  
60kW PPA  
Townsville, QLD



Sarina Aged Care  
80kW PPA  
Sarina, QLD





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Fringe of Grid

# Case Studies



## Hi Way Inn – Daly Waters

### The installation

- 170kW Solar + 100kWh Battery Storage
- Roof Mount – 1 NMI
- Approx. \$200k or 19.5c PPA Rate
- Reducing Grid Consumption by half
- 4,850 T CO2 reduction (over life of asset)



## Redhead Wines - Nuriootpa

### The installation

- 80kW Solar + 91kWh Battery Storage
- Roof Mount – 1 NMI
- Approx. \$200k or 28.0c PPA Rate
- Reducing Grid Consumption by 97%
- 1,600 T CO2 reduction (over life of asset)



## Ben Murray Wines - Tanunda

### Under Construction

- 39kW Solar + 30kWh Battery Storage
- 3 Phase Diesel Replacement
- SAPN quoted \$85k to upgrade the businesses power to 3 Phase





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# Customers and Partners



Locklands



Audi

