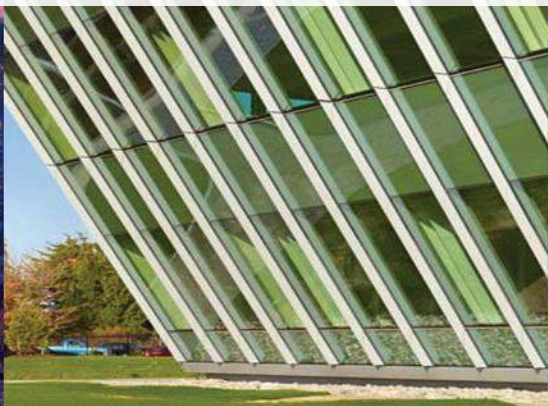
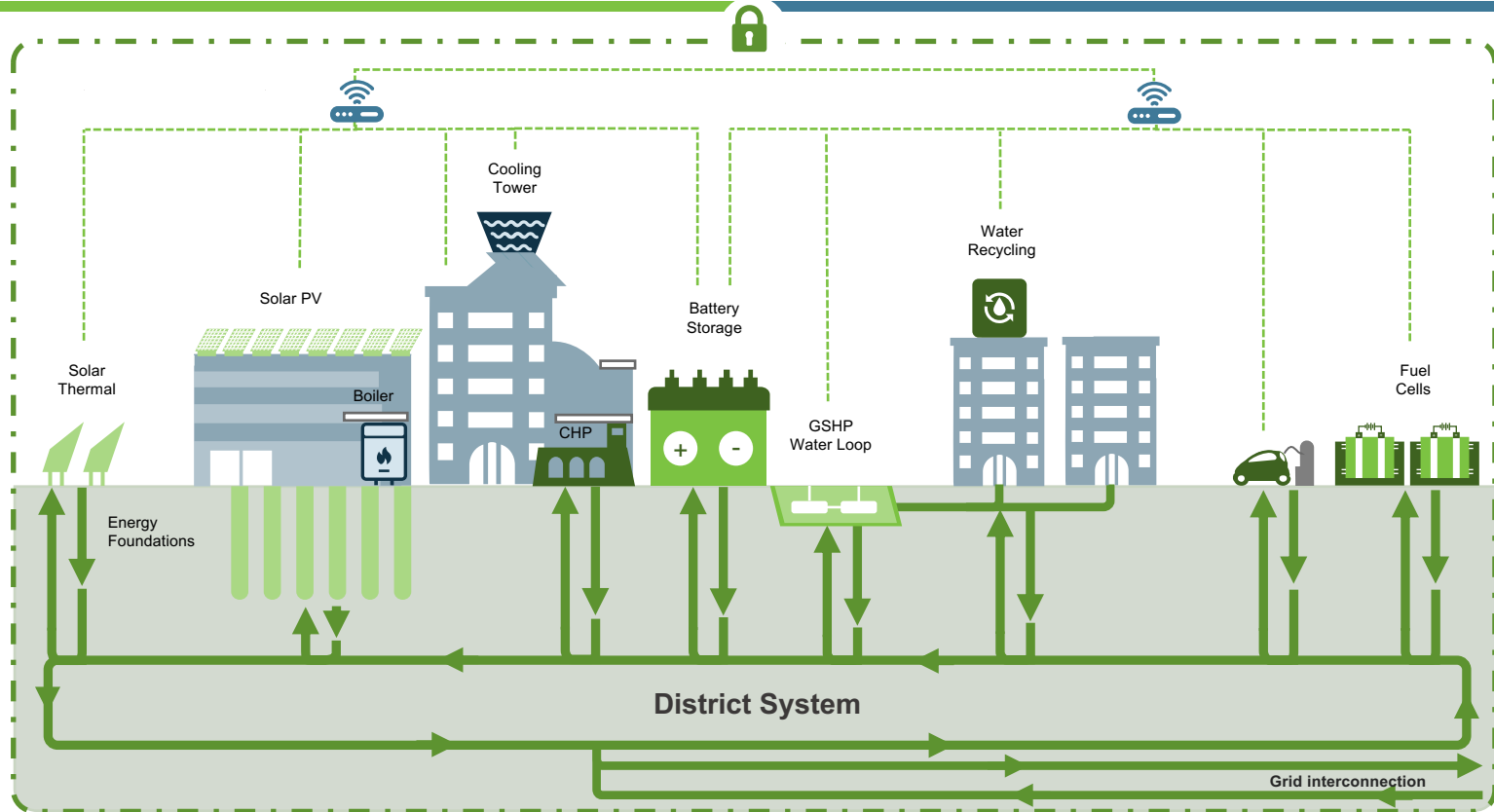


# GI Energy & Universal Paragon

Microgrids for Real Estate – Dave Yanni & Jonathan Scharfman



# Integrated technologies and conceptual design



# Collaboration with stakeholders at every stage is vital

## Initial stakeholder engagement

- Map hierarchy of needs
- Preliminary alignment around shared goals and values
- Define desired outcomes



## Stakeholder signoff

- Community approval
- Regulatory approval
- Real estate developer engagement



## Financial structuring

- Capital formation
- Equity investment
- Credit enhancements
- Local investment mapping



## Conceptual design

- Technology assessment and costing
- Integration strategy
- "Future-proofing"



## Design - technical + commercial

- Integrated systems development
- Commercial contracting / offtake agreements
- Value-stacking opportunities

# Brisbane Baylands





## Development Program

- 684 acres
- 2,200 units
  - 15% BMR
- 7M sq. ft. commercial
- 305 acres open space



From 16

