

# Whittlesea Lodge

## Putting good energy into aged care



Built in 1995, by Mary and Dimitrios Papamarkou, as a 30-bed nursing home, Whittlesea Lodge has gone through multiple extensions and refurbishments over the years to cater to the growing demand for world-class aged care. The lodge has now grown to a 70-bed facility and they have plans to add a new wing to the building with 5 additional beds this year.

### Who is Whittlesea Lodge?

Whittlesea lodge provide a range of nursing and personal care services to help residents with their day-to-day living and medical needs. The building operates an in-house laundry, kitchen and even a fully equipped hair salon (it's popular too!)

Residents enjoy a home-like environment, and the facility includes a spacious building with multiple common areas, 4 dining rooms, a kitchen, and relaxing courtyards.

### A new solution to an age-old problem

As you'd expect in such a caring environment, electricity is in constant demand 24-hours, 7 days a week. So it was no surprise that operating costs had gradually risen over the years. Management had considered switching to solar in the past, however the high cost of installing a solar system was simply too daunting – and a big capital expense.

Mary and Dimitrios Papamarkou, approved providers and owners of Whittlesea Lodge said

*“We were spending roughly around \$4,000 a month on electricity alone. But this time we were serious about optimising solar energy for our business. So we got in touch with Origin Energy to see if there were options that could work for us.”*



### Giving solar the green light

First up – a visit by an Origin Solar Specialist to understand the facility's requirements. It looked like the busiest hours at the facility were between 7am to 11am. And this was usually when residents were getting up and ready for their days ahead or staff were involved in tasks like cleaning, washing or cooking, which often accounted for a big part of the total energy spend.

**With the new SolarFlex agreement in place, Origin estimates that Whittlesea Lodge will be able to cut down their electricity bills by at least 33 % over the next year.**

### Saving money. And the planet.

After a thorough assessment of the current energy consumption at the facility during daylight hours, it was clear that the SolarFlex option, with no upfront costs involved, seemed like a natural fit.

Origin then went to work to deliver a detailed proposal outlining how SolarFlex works, an agreement, costs, and forecast savings over 5- to 15-years. Whittlesea Lodge chose the 15-year agreement as the estimated savings worked out to be most favourable.

Next, Origin immediately set up a time for a site inspection to ensure the site was ready for installation. They then received all necessary approvals and arranged a suitable time to install the solar system – which, once approved, took just 5 business days. With no interruptions to supply.

*“We had absolutely no trouble during installation stage. The installers were very friendly and ensured that our residents were in no way inconvenienced,” added Konstantinidis.*

# Solar Flex – The new way to save with solar

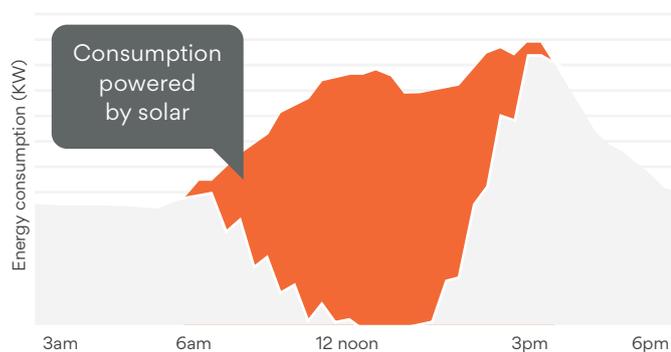
 <p><b>Greater certainty on energy costs</b> Lock in a low solar energy rate</p>	 <p><b>\$0 Capital investment</b> No capital investment for the solar system* means you can save from day one</p>	 <p><b>Maintenance included</b> We will maintain, manage and monitor the system</p>	 <p><b>Sustainability included</b> Demonstrate to staff and customers your commitment to the environment</p>
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Switching to solar doesn't require a large upfront capital investment\*. With our Solar Flex, you'll be able to leave the ownership and upkeep of your solar system to us — which means you can start saving from day one, without any capital investment\* to buy the system or ongoing maintenance costs.

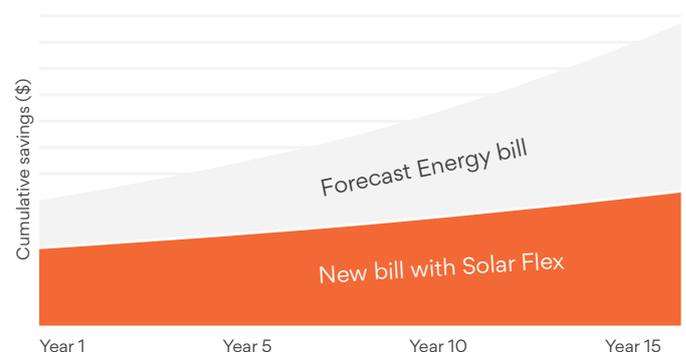
With Solar Flex, we'll install a solar system that's tailored to your roof and electricity consumption habits, and your business will have access to a new low solar electricity rate for any electricity the system produces during the day.

You'll sign an agreement from as short as 5 years up to 15 years where you purchase the energy generated by the system, with certainty around the solar energy rate over that period. This means, you'll be able to purchase the electricity at the low solar energy rate for the full term of the agreement (with the option of CPI escalation or not). And at the end of the term, you can offer to buy the system outright or continue on with the agreement.

## Energy consumption



## Cumulative savings with Solar Flex



\*You may incur other non-system costs but these will be quoted or listed as exclusions prior to sale

## Go solar upfront with our outright purchase solution

If you're looking to purchase a solar system outright, we can design and construct one for you – and we'll hand over the ownership to you. You'll still have the support of our experts throughout the entire process, from installation and grid connection application, to meter exchange and rebate facilitation.

And, if you're concerned about paying for the system upfront, we offer payment options to help pay for the system.

## Contact us

If you're interested in finding a solar solution that's right for your business, chat to one of our experts today on **1300 134 138**.

 [originenergy.com.au/business/solar](https://originenergy.com.au/business/solar)