CARES Conference 2026
Facilitating Shared Ownership



Agenda:

- **Session intro**: *Christina Hinds, Shared Ownership Specialist, Local Energy Scotland*

- **GBE: Unlocking Shared Ownership**: *Martina Tully, Local Project Development Lead, Great British Energy*

- **Introducing Matchmaker**: *Jessica Hogan, Project Manager, Regen*

- **Early-Stage Community Toolkit:** *Morven Lyon, Head of Democratic Finance, Development Trusts Association Scotland*

Q & A



Access shared ownership support

We can help renewable energy developers and communities make the most of shared ownership projects.

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Unlocking shared ownership

How Great British Energy is supporting communities to own a stake in commercial renewables

CARES Conference | 19 November 2026

Martina Tully | GBE Local

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GBE Local: giving people a meaningful stake in clean energy

1,000+

local and community energy projects by 2030

£1bn

committed through the Local Power Plan

Every

community with the opportunity to own and benefit from local energy

Shared ownership – communities buying into commercial projects – is one of our priority routes to that target.

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Why shared ownership rarely happens at commercial scale

It's structural, not a lack of community interest:

1

Timing

There is a timing mismatch between developers seeking early commitment and communities needing project certainty, which can limit opportunities for community investment.

2

Risk

Lenders seek financially secure shareholders at financial close, while communities may not be well placed to take on construction-stage risks.

3

Price & capital

Buying in after build means paying full value, with little affordable finance and thin early cash flow to raise against.

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How GBE supports communities on the journey

Early stage & capacity

- Funding to CARES in Scotland (£1.8m), incl. **CARES Launchpad** delivered through Local Energy Scotland
- **Capacity & capability support** so groups can become investment-ready

Legal templates

- Free shared ownership **templates and guidance** (launched September 2026):
  - Joint Venture
  - Shared Revenue
  - Split Site

Investment & stewardship

- **GBE Stewardship**: GBE invests alongside developers as a credible counterparty
- **Protects an agreed community stake** until the community is ready to buy in

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GBE Stewardship: how it works

Open to investing at all project stages – our current focus is projects at final investment decision (FID).

GBE invests	Construction	Operation	Community buy-in
GBE takes a minority stake alongside the developer's investor – same price, same terms	GBE carries construction risk; the community is not exposed	Project is built and generating revenue	Community has an option to buy part of GBE's stake, in stages, over an agreed window

For developers: one creditworthy counterparty when deal pressure is greatest.

For communities: a protected route to real ownership in an operating asset – without construction risk.

For the public: a commercial product, with GBE rewarded for the risk it takes.

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What we're learning – and how you can get involved

What we're hearing

- Community capital is the biggest hurdle – the right to buy isn't the money to buy
- Communities want meaningful ownership, not token stakes
- Works best where a developer has already committed to a community stake

Talk to us if you are…

- A developer with a project nearing financial close and a community commitment
- A community group with a shared ownership offer on the table
- A lender or adviser working on community finance

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Thank you

Martina Tully | GBE Local

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REGEN nationalgrid TPXimpact Certified B Corporation

SIF Matchmaker

Designing shared ownership for clean energy

Jess Hogan, Project Manager

November 2026

About Regen

Regen provides independent, evidence-led insight and advice to support a net zero future.
To deliver this, we are focused on four strategic goals:



We work alongside our members to identify and overcome the key barriers to these goals.





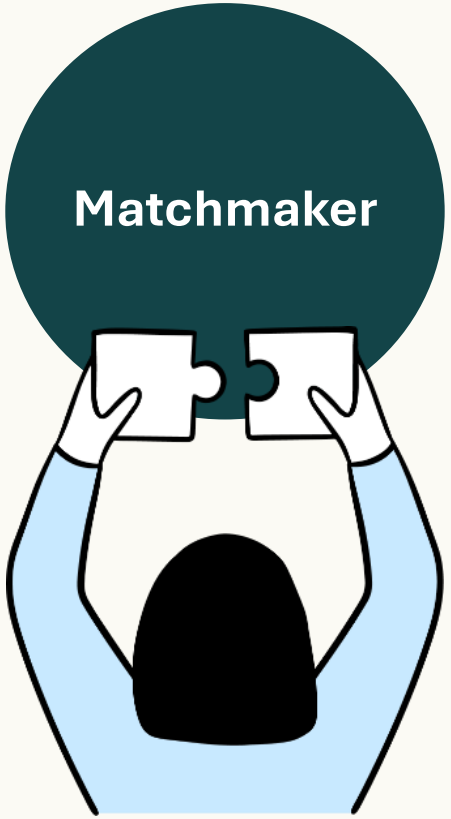



MONTPEL
nationalgrid
TPXimpact
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The challenge

Strategic Innovation Fund Challenge 4: Accelerate grid expansion by developing solutions that improve public support and reduce opposition to new infrastructure.



The barriers to shared ownership

Finding out

- Developers not incentivised to offer shared ownership
- Low awareness & understanding
- Complexity & lack of guidance
- Limited community capacity

Initiating a scheme

- Lack of trust between developers and communities
- Difficulty identifying and engaging the right partner
- Communities lack information to assess opportunities

Financing and contracting

- Accessing finance
- Significant costs and financing complexity
- Lender and investor approval concerns

Negotiating an agreement

- Long development timelines can make momentum hard to sustain
- Different expectations on valuation of the stake

Long-term management

- Ongoing project responsibilities
- Risks from project sales
- Future buyer concern

The solution

The Discovery phase had three linked stages:

01

As-is mapping

We mapped the existing ecosystem, defined the problem for different stakeholders and established a cross-sector advisory board to provide strategic challenge and expert input throughout the project.

02

User research

Through in-depth interviews with potential users, we developed and validated the service design and explored policy and business models. We then tested the insights with our advisory board and in two show-and-tell webinars.

03

Solution design

We iterated the high-level service design, undertook a cost-benefit analysis, and developed options for service ownership, funding and delivery.

The service concept



- Learn about shared ownership
- Understand the benefits
- Understand the step-by-step journey
- Learn about and connect with your local network organisation

- Register your interest
- View a register of community organisations
- View a map of proposed projects
- Get matched with a community organisation or developer

- Access guidance to support the step-by-step journey
- Download templates
- Hear about policy updates
- Find financial & legal support

User insights

Participants saw all three service pillars as valuable at different stages of their journey. They highlighted a range of needs for the service to meet:

Informing

- Help manage expectations around what is possible
- Demystify the shared ownership process and create consistency
- Provide detailed information that shows the practical realities of projects.

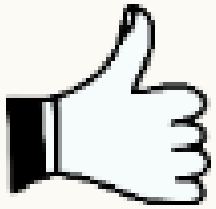
Matching

- Help users identify opportunities they may not otherwise discover
- Connect willing developers and communities with the right contacts
- Support matching at different stages of project development
- Provide the information needed to assess opportunities, motivations and readiness.

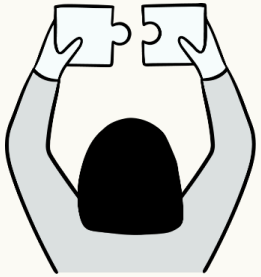
Supporting

- Go beyond signposting to offer more active, hands-on support
- Provide access to templates and standardised resources
- Provide funding and expert support where needed
- Enable peer learning and knowledge sharing.

Conclusions



There is a gap in the market for a digital ‘front door’ that can support the end-to-end process at scale. We have **validated the need** for this amongst developers and community energy organisations.



Although it's a key component of the service, **'matching' isn't more important than 'informing' and 'supporting'**.

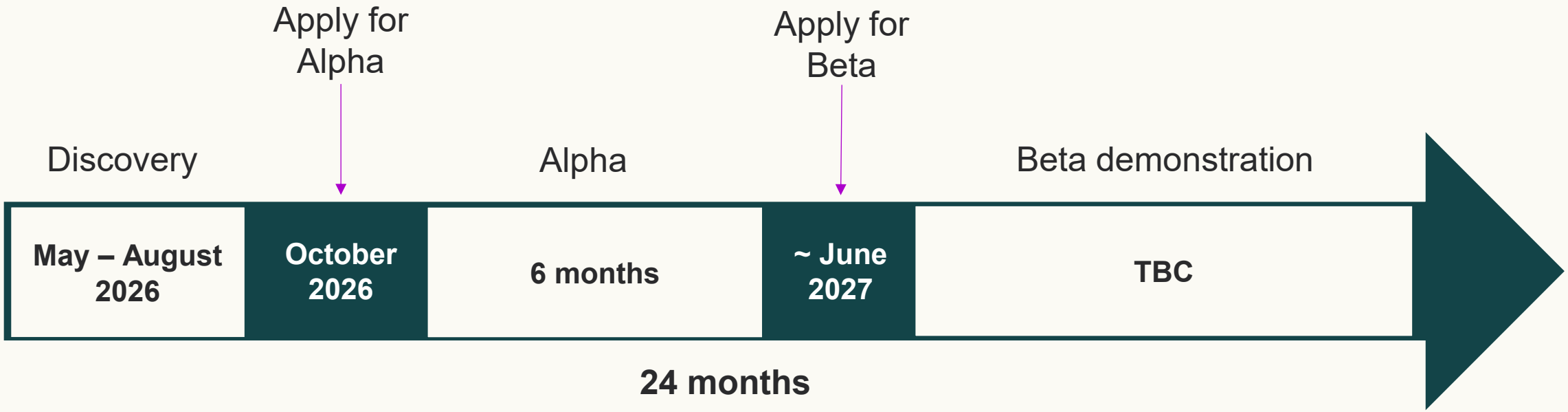
As the project progresses, we'll consider alternative names for the service to reflect this broader scope.



The service **can play a valuable role now**, even without wider incentives or policy change.

As the landscape changes, the service can build on these foundations and evolve to **enable a significant scaling of shared ownership** within the market.

Where next?


Apply for Alpha
Apply for Beta
Discovery
Alpha
Beta demonstration
May – August 2026
October 2026
6 months
~ June 2027
TBC
24 months


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An introduction to the

CARES Early-Stage Toolkit for Shared Ownership



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CARES Community Energy Launchpad

Helping communities to take their first steps into community energy:

- 100% community owned energy
- Decarbonising community buildings
- **Exploring shared ownership**



Delivered by Community Energy Scotland and Development Trusts Association Scotland on behalf of Local Energy Scotland.

The CARES Community Energy Launchpad can provide information only, we cannot offer financial or legal advice. CARES funding is available to organisations to get legal and financial advice from qualified advisers.

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CARES Early-Stage Toolkit for Shared Ownership

Designed for community members and organisations who are exploring shared ownership for the first time.

Toolkit has 6 bitesize resources:

1. Key milestones in a shared ownership journey
2. Overview of risks and benefits
3. Roles and responsibilities
4. Who is in control and who benefits
5. Organising a community engagement event
6. Early-stage developer engagement



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The key milestones in a typical shared ownership journey

The shared ownership journey from initial feasibility to operational development can be long, lasting anywhere from 2-6 years or even more.



Shared ownership: roles, responsibilities and myth busting

Several people and organisations will be involved in exploring shared ownership opportunities.

- **Community Council**
- **Regional community support organisation** *(e.g. Third Sector Interface, Climate Action Hubs)*
- **Local Authority**
- **Local two-tier, member-led organisation** *(e.g. Development Trust)*
- **Consortia / coalition of local democratic community organisations**
- **Developer**

Exploring the risks and benefits of shared ownership

- A sustainable income for the community
- Building stronger local partnerships
- Increased community control and resilience
- Wealth retained locally
- Contributing to wider climate goals

- Investment price is too high
- Long timescales (“no quick wins”)
- Project cancelled after planning
- Project cancelled before planning
- Debt finance is too expensive

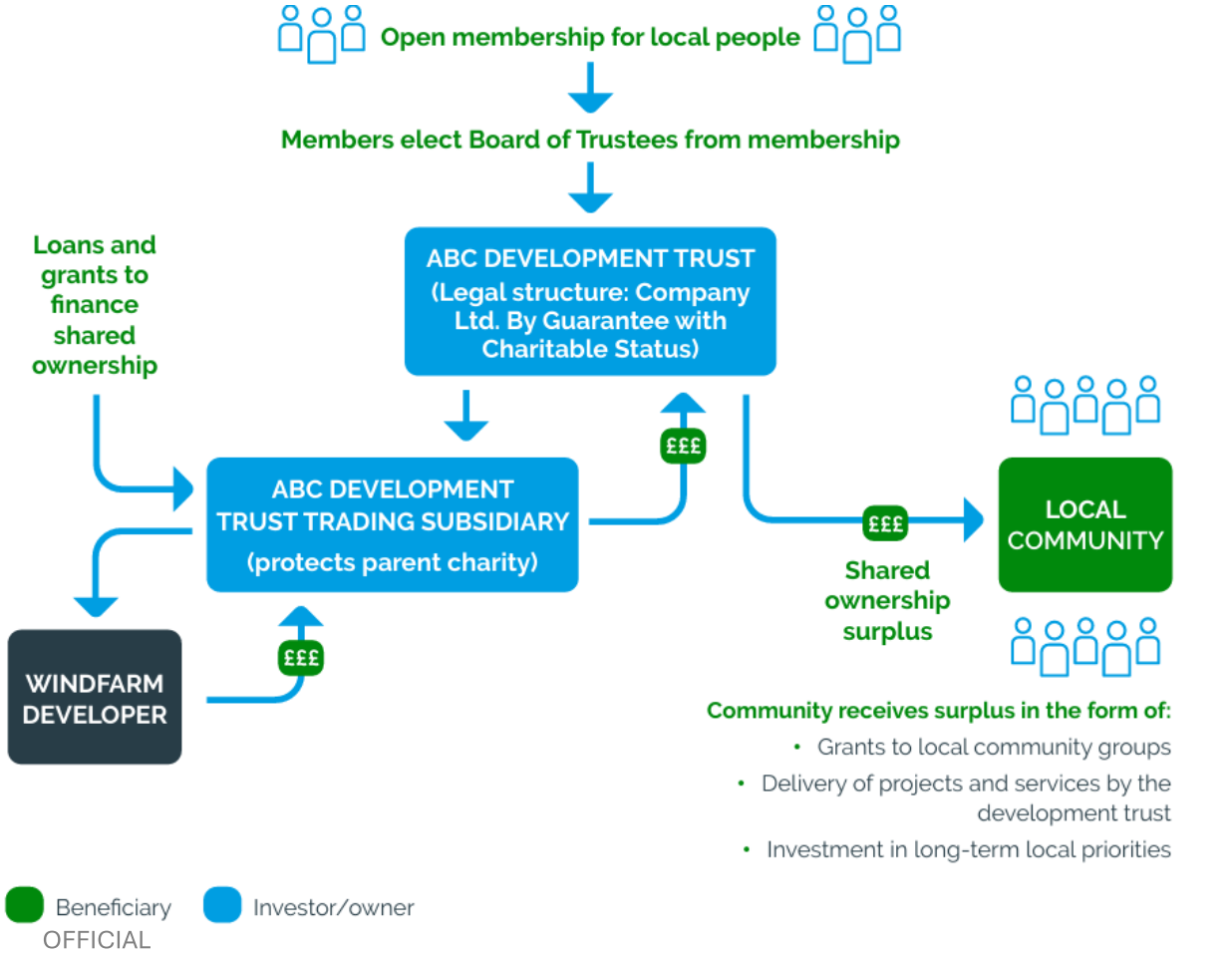
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Who is in control and who benefits from community shared ownership?

Who makes the investment?

Who benefits from community shared ownership?

When and how is the revenue from community shared ownership distributed?



How to engage with a developer on early stage shared ownership opportunities



Step 1
Decide who represents the community



Step 2
Engage as soon as possible with developers



Step 3
Start to gather information from the developer



Step 4
Familiarise yourself with key documents

Organising a community engagement event to explore shared ownership opportunities



Step 1
Get support



Step 2
Be clear about the purpose



Step 3
Form a small event planning team



Step 4
Source reliable, clear information



Step 5
Decide the format of the event



Step 6
Communicate key points



Step 7
Facilitate and capture the discussion



Step 8
Decide on next steps

Thank you

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Current support

The Scottish Government's Community and Renewable Energy Scheme (CARES) offers a range of financial support to local energy projects

Shared ownership support

- Help to access legal advice and financial advice, for example on early-stage documents, like a Memorandum of Understanding or a Non-disclosure agreement, and later stage agreements.
- Grants of up to 100% of eligible costs are available to pay for legal, financial, technical, and some project management support.
- Apply for the support when you need it – applications should be for an element of the project that is required now and can be completed within the funding timescales.



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Contact Us



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Thank you

