



**Brief for consultancy and/or strategic partnership for feasibility/development,
to investigate and/or negotiate shared ownership of corporate renewable energy projects,
to generate on-going income streams to fund Scotland's Climate Hubs**

There are 24 community-based Climate Action Hubs, covering every corner of Scotland. As of this year, 100% of the people of Scotland now have access to a Climate Hub; impactful, effective conduits to engage with, get funded, and act locally to undertake climate actions in their local context, with organisations that are based in their area and connected to a national network. This is a moment of transformative potential for Scotland to further become a 'beacon on the hill': a shining example of how grassroots community climate action can be adequately resourced to affect real change and influence the movement of a nation.

We are seeking an individual, organisation, **and/or conglomerate of organisations** to support the work outlined below in the remainder of the 25-26 financial year via consultancy and/or strategic partnership.

We anticipate this work could continue in the 26-27 financial year, contingent on further funding.

Please submit a proposal (no more than 2 pages; details below) including a proposed budget anywhere below £35,000 in the 25-26 financial year, based on what can realistically be accomplished. Thank you for your patience and understanding regarding the inconvenient timing and sub-optimally tight timescales.

We are also open to other offers, e.g. to fund the Climate Hubs and of pro bono e.g. legal support.

1. Context

East Lothian Climate Hub, one of 24 Climate Hubs, is currently hosted by Lower Impact Living CIC in collaboration with the East Lothian Climate Action Network. ELCAN plans to independently constitute in the next financial year and take on hosting the East Lothian Climate Hub. The East Lothian Climate Hub Manager has a remit to focus 20% of their time on National Priorities for Scotland's Climate Hubs, and is commissioning this work in support of the Climate Hubs as part of a workstream to generate income for the Climate Hubs via the private sector, guided by a group of Climate Hub Leaders, the 'Development Funding Advisory Group' ('the clients'). This work is being funded by the core Climate Hubs grant from the Scottish Government, who are keen to support the Climate Hubs in exploring financing options additional to Scottish Government funding.

The below represents our understanding of what we want to achieve, and how we think we can go about it. However, we are open to alternative approaches. We are also aware that we must be mindful about relationship management with key partners who are already active in the shared ownership and/or community benefits space. The right applicant will be aware of these sensitivities and the right plan will co-exist with other organisation's plans and aspirations.

While the (potential, subject to confirmed funding) steps taken in the 26-27 financial year may be further consultancy, it could also result in e.g. a strategic partnership.

2. Purpose

- to robustly explore the feasibility of generating £10M per annum income to fund Scotland's Climate Hubs through shared ownership of corporate renewable energy projects.

- based on this feasibility exercise, to develop a roadmap which outlines the likely work, financing, and timeline required to implement this approach through the 26-27 financial year (potentially, subject to confirmed funding).

3. Work to date

In developing this project and brief, the lead client contact has spent 1 day/week since Summer 2025 focusing on National Priorities, including development of this work and related workstreams. This has led to the development of proposal papers and working relationships with Community Energy Scotland, Local Energy Scotland, SCCAN, Climate Hub leaders, and others with experience liaising and negotiating with energy developers; all can be shared with the successful applicant.

4. Consultant profile

We are conscious that there is significant activity in the community shared ownership of renewables space in Scotland. We are keen to ensure that this work draws from and builds on current thinking, reports, and initiatives to add value and deliver this work efficiently and in collaboration with others, rather than competing with other groups who advocate community climate action, or reinventing the wheel.

As such, we are seeking proposals from consultants, organisations, and/or conglomerates:

- with a thorough knowledge of the existing status of, and of active projects within, the shared ownership of renewables space, especially large, national, strategic initiatives
- that have relationships with, and knowledge of the work of, organisations supporting and promoting shared ownership of renewables
- with technical knowledge, skills and experience in the delivery of community shared ownership of renewables projects

Consultants will also have:

- knowledge of development pathways for community shared ownership of renewables projects
- experience of developing costed project plans to progress community shared ownership of renewables projects
- ability to be respectful and sensitive to complex internal and external stakeholder relationships
- (desired) existing knowledge and/or experience working with Scotland's Climate Hubs and/or a grouping of Climate Hub Leaders

5. Flexibility

The clients recognise that a potential consultancy supplier may have more experience and knowledge to help determine how this work can be accomplished, and are open to alternative approaches. The below includes illustrative examples of the types of outputs that may be expected.

6. Work Phases

SCOPING PHASE

- Review of existing documentation, meeting with lead client contact and, and presentation to clients to confirm and/or adjust the proposal, to determine initial steps and further understand existing context and relationships, resulting in agreement on Work Phase 1.

WORK PHASE 1

- Ongoing conversations with the clients, and/or related organisations to help determine recommendations and advise on stakeholder relationships.
- Dependent; agreed in Scoping Phase and approved by client prior to further work commencing

Illustrative Example:

- **feasibility study** as a concise report and slide deck, including:
- a Scotland-wide scan to identify and capture key learning from existing projects where income from shared ownership of renewables is financing broader non-profit work rather than projects local to the renewable installation
- modelling the shared ownership levels required to generate the £10M per annum annual income target (based on current market trends and revenue projections), the investment that would need to be raised to secure this, and opportunities to secure such a level of investment
- evaluating challenges and opportunities of delivering this work within current operating environment and likely developments/changes to operating environment over next five years, including but not limited to policy, financial, legal, and operational considerations
- identifying and evaluating different approaches to investing in this capacity e.g. one large investment, multiple smaller investments, etc.
- identify the strongest prospects for specific investment opportunities over the next 5 years via new renewable energy developments or repowering of existing renewables sites
- identification of key risks to the Scottish Climate Hubs in undertaking this model, including but not limited to financial, legal, reputational, and operational risks
- **supporting, beginning, and/or continuing active negotiation with energy developers for income-generating shared ownership, in collaboration with the clients.**
- presentation to group of Climate Hub Leaders including proposal for Work Phase 2

WORK PHASE 2

- Ongoing conversations with the clients, and/or related organisations to help determine recommendations and advise on stakeholder relationships.
- Dependent; agreed in Work Phase 2 and approved by client prior to further work commencing

Illustrative Example:

- **development plan** as a concise report and slide deck, including:
- how (in practical terms) the successful applicant and/or the clients can begin to engage developers and what messaging they should use to help unlock these conversations
- a fully costed, 5-year work plan for the clients to progress this approach to fruition, including staffing, technical consultancy, project costs, raising investment, community ownership, etc.
- alignment of this work with our ambition to logarithmically increase community ownership, empowerment, wealth building, and community level climate action in Scotland and beyond
- **supporting, beginning, and/or continuing active negotiation with energy developers in collaboration with the clients.**
- presentation to the clients and key Scottish Government colleagues, including fully developed and costed proposal of further work phases in the 26-27 financial year (potentially, subject to confirmed funding), which could include further work/strategic partnership

Note: Where relevant reports, case studies etc. already exist, these should be referenced rather than reproduced in the outputs.

7. Audiences and tone

The audiences for this report and slide deck will include a group of Climate Hub Leaders, potentially other leaders of individual Climate Hubs, and key Hub contacts in the Scottish Government. The outputs should be in concise, plain English with technical detail in report appendices and include an incisive, insightful Executive Summary for readers short of time.

8. Timeline

18 Jan 26: Deadline for proposals

Following dates are approximate and subject to change:

19-22 Jan 26: Discussions/interviews with shortlisted consultancy teams

23 Jan 26: Appointment of consultant and contract issued

12 Feb 26: Feasibility study (or similar) report submitted and presented to client via slide deck for discussion prior to creation of development plan

26 Mar 26: Development plan (for 26-27) report submitted and presented to client via slide deck

9. Proposals

Your proposal should be no more than 2 pages, and should outline:

- how you, your organisation, and/or the conglomerate of organisations that you represent meet the consultant profile
- how you propose to approach the work packages, including a breakdown of individuals involved and their commitments from your organisation(s) across the two month delivery phase, including day rates of personnel and projected hours attributable to the project
- any changes to the above on the input you envisage requiring from the group of Climate Hub leaders to successfully deliver the work
- other organisations that you plan to consult during the work
- a brief itemised fee proposal for each work package, up to £35,000 in total (proposals for a lesser amount are welcome, should it allow reasonable progress towards completion of the objective)
- contact details for two individuals with whom you have recently delivered relevant work e.g. on shared ownership of renewables

10. Payment Schedule

20% payment will be made at initiation

30% payment **if/when** Work Package 1 is agreed.

30% payment **if/when** Work Package 2 is agreed.

20% payment **if/when** work packages are completed within 25-26 financial year

11. Contact details

Please submit proposals to the lead client contact: Bobby Pembleton, East Lothian Climate Hub Manager: bobby@eastlothianclimatehub.org. I am on annual leave from 19th Dec and will not be checking e-mails until returning 5th January. However, given the tight timescales, feel free to contact me over that period [via LinkedIn](#) if absolutely necessary to progress a proposal. Thanks 😊