

Business Model Canvas for Renovating a Building

Key Partners

- o Who are the key partners? (e.g., local governments, contractors, financial institutions, NGOs.)
- o How will partnerships ensure the project's success?

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Key Activities

- o What are the essential steps to achieve the renovation? (e.g., design, construction, stakeholder engagement.)
- o What phases will the project be implemented in?

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Key Resources

- o What resources are needed? (e.g., funding, materials, technical expertise, digital tools.)
- o Are there existing incentives or policies to support the project?

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Value Proposition

- o What unique value does this renovation bring?
- o Does it solve a specific problem (e.g., energy inefficiency, underutilized space)?
- o How does it align with NEB principles (sustainability, inclusivity, aesthetics)?
- o What will be the community impact?

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Cost Structure

- o What are the main costs? (e.g., labor, materials, permits, marketing.)
- o How will these costs be managed and optimised?

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Customer Relationships

- o How will the project maintain engagement with stakeholders throughout the renovation process?
- o Will there be consultations, regular updates, or community events?
- o What approaches you will provide? Do you plan to engage building owners in co-designing renovation plans.

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Channels

- o How will the project be communicated and promoted to stakeholders?
- o Are there digital tools, public campaigns, or partnerships that will help?

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Sources of Finance

- o What financial sources can be tapped for this renovation, based on the local/national context? (e.g., grants, public-private partnerships, private, other)
- o Can the renovated building generate revenue (e.g., leasing, event hosting)?

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Customer Segments

- o Who will benefit from the renovation? (e.g., homeowners, local businesses, community groups, municipalities.)
- o Are there specific groups to target (e.g., young families, elderly, tourists)?

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Social capital

- What community relationships will be leveraged or developed?
- How will trust be built with local stakeholders?
- What networks can be activated to support the project?
- How will the renovation strengthen community bonds?
- What collaborative governance models might be used?

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