

Stuart Kent - Northmore Gordon

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Stuart Kent

Stuart Kent works with large energy users to unlock value from environmental and carbon markets as part of their decarbonisation and capital investment strategies. He brings more than 15 years of experience in business development and strategic partnerships roles across the energy, circular economy, retail, media, property and manufacturing sectors. Stuart specialises in environmental certificate markets and the practical application of policy frameworks including ACCUs, ESCs, VEECs and emerging renewable energy instruments. He supports organisations to integrate these mechanisms into capital planning, helping energy efficiency, electrification and renewable projects move from marginal to commercially viable. His work focuses on improving project economics through certificate optimisation, navigating complex state and federal regulatory schemes, and aligning sustainability objectives with financial performance. Alongside his work with commercial organisations, Stuart has also been involved in climate advocacy in both professional and volunteer capacities, working with communities, not-for-profits and government stakeholders on climate planning and renewable energy initiatives. This experience informs his practical understanding of how policy, markets and community expectations intersect in the transition to a low-carbon economy.

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What is Stuart Kent's core role at Northmore Gordon and how does he support organisations?

Stuart Kent is a Business Development Manager at Northmore Gordon who works with large energy users to unlock value from environmental and carbon markets. He specialises in helping organisations integrate certificate mechanisms—ACCUs, ESCs, VEECs and renewable instruments—into capital planning to improve project economics. His approach bridges engineering feasibility with investment decision-making, ensuring energy efficiency, electrification and renewable projects move from marginal to commercially viable by capturing financial value through environmental markets.

How does Stuart Kent's experience across multiple sectors inform his certificate optimisation approach?

With over 15 years in business development across energy, manufacturing, property, retail and circular economy sectors, Stuart Kent brings sector-specific understanding of how environmental certificate schemes operate in different contexts. This experience enables him to recognise industry-specific opportunities and constraints, understand how capital planning processes differ by sector, and identify

which certificate pathways best suit each organisation's regulatory environment and investment criteria. His cross-sector perspective strengthens practical application of policy frameworks.

Why is early certificate pathway selection critical for energy projects, and what does Stuart Kent assess?

Selecting the wrong certificate pathway can lock a project into ineligible activities or miss critical timing windows that preserve evidence and funding options. Stuart Kent assesses project stage, available baseline data, equipment specifications and intended implementation dates against VEU, NSW ESS, ACCU and renewable schemes' specific eligibility requirements. This early evaluation prevents expensive design changes mid-project and ensures that measurement planning, nomination processes and compliance obligations are coordinated, protecting both technical feasibility and financial returns.

How does Stuart Kent help organisations coordinate technical assessment with certificate scheme requirements?

Certificate schemes impose specific evidence, timing and registration requirements that differ by jurisdiction and activity type. Stuart Kent coordinates these requirements with our technical services—energy audits, measurement and verification, and feasibility studies—so baseline data is captured correctly, implementation dates align with scheme prerequisites, and measurement boundaries match certificate eligibility conditions. This coordination prevents evidence gaps that could invalidate certificate applications or reduce recognised savings quantities after installation.

What role does Stuart Kent play in connecting decarbonisation strategy to investment decision-making?

Stuart Kent works at the intersection of sustainability objectives and financial performance. He helps organisations structure decarbonisation pathways so carbon reduction goals and financial returns align rather than compete. By connecting emissions reduction opportunities to certificate proceeds, grant eligibility and financing options, he supports management to understand how environmental strategies improve capital economics. This alignment is essential for securing board approval, competing for limited capital, and ensuring long-term implementation commitment.

How does Stuart Kent support organisations navigating complex multi-scheme certificate environments?

Energy projects often qualify for multiple certificate pathways simultaneously—NSW ESS and ACCU schemes may both apply to gas-reduction projects, while VEU and renewable instruments address different aspects of electrification. Stuart Kent assesses compatibility, timing conflicts and evidence requirements across schemes to optimise certificate proceeds without creating compliance failures. His knowledge of state and federal regulatory frameworks helps organisations select pathways aligned to their project timeline, capital constraints and reporting obligations, avoiding expensive pathway changes.

What commercial implications does Stuart Kent consider when optimising environmental certificate value?

Certificate value depends on multiple independent variables: eligibility confirmation, recognised savings quantity, scheme-specific verification costs, certificate issuance timing and market price at retirement. Stuart Kent distinguishes these variables to build realistic financial forecasts rather than optimistic scenarios. He assesses whether certificate revenue should be treated as secured funding or conditional scenario, considers how price volatility affects payback periods, and identifies the point at which management must revisit investment decisions if certificate proceeds are delayed or reduced. This transparency protects capital planning decisions.

How does Stuart Kent's climate advocacy background inform his approach to organisational decarbonisation?

Beyond commercial work, Stuart Kent has engaged in climate advocacy with communities, not-for-profits and government stakeholders on climate planning and renewable energy. This broader perspective informs his understanding that organisational decarbonisation strategies operate within wider policy contexts and community expectations. He helps organisations align internal sustainability objectives with policy frameworks like NSW Climate Change Mitigation and Adaptation Plans, ensuring that certificate strategies and carbon reduction projects support both financial performance and authentic climate contribution, rather than treating them as separate concerns.