



# Preparatory document workshops

## Pilot Regions

Increasing capacities in cities for innovative financing in energy efficiency

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# Table of Content

- Table of Content..... 3**
- 1. Pilot region Murcia..... 4**
  - Prep Workshop..... 4
  - Workshop 1 - Raise awareness..... 4
  - Workshop 2 - Engage ..... 4
  - Workshop 3 - Political Commitment..... 5
  - Workshop 4 - Energy renovation of buildings; technical and financial aspects (upgrading professional skills) ..... 5
- 2. Pilot region Rhodope..... 6**
  - Prep Workshop..... 6
  - Workshop 1 - Raise awareness..... 7
  - Workshop 2 - Engage ..... 7
- 3. Pilot region Liège..... 7**
  - Workshop 1 - Raise awareness - focus SME ..... 8
  - Workshop 2 - Raise awareness - focus publics entities..... 8
  - Workshop 3- raise awareness - focus hospitals ..... 9
  - Workshop 4 - launch project..... 10



## 1. Pilot region Murcia

The goal of the set of workshops in the pilot region Murcia is to show evidence of how innovative financing models that have been successfully applied in different Member States, can be replicated in the Spanish region of Murcia. The objective is to trigger concrete discussions between key decision makers and the entire value chain of the energy efficiency market in Spain and the Murcia region. A strong message will be delivered to local and regional decision-makers on the importance of the facilitating role they have to play in the take-up and scale-up of innovative financing for energy efficiency in the country-region context. The actions will work as steppingstone to accelerate necessary collaboration between stakeholders, to be inspired from successful examples and to discuss on a step-by-step approach.

### Prep Workshop

- **Goal of the workshop** : This preparatory workshop was held among CITYinvest partners. Key questions have been addressed leading to a first action plan:
  - o Set-up of the model/structure at the regional level authority for the pilot project “Murcia regional high schools”
  - o Enlarge the model to the other regional public bodies and municipalities
  - o Complete the model with an integrated and/or complementary funding tool
- **Date of the workshop**: July 2015 in Murcia
- **Participants**: INFO Murcia, Regional Department Education Energinvest, GRE Liège and Climate Alliance

<http://www.cityinvest.eu/content/murcia-region-preparatory-workshop>

### Workshop 1 – Raise awareness

- **Goal of the workshop** : Coordination events (governance board)
  - o Understanding the models risks and opportunities
  - o Choosing a model for Murcia, development of an Action Plan in accordance with the Energy Efficiency Action Plan of the Región de Murcia, more precisely for the Energy Plan for Rehabilitation in Buildings, stock of buildings
- **Date of the workshop**: 25 and 26 February 2016 in Murcia
- **Participants**: INFO Murcia, Regional Department Industry & Energy, Energinvest, GRE Liège and Climate Alliance

<http://www.cityinvest.eu/content/murcia-region-first-workshop-developing-action-plan>

### Workshop 2 – Engage

- **Goal of the workshop**: INFO started to collaborate with DGEAIM and DGP in September 2016 in order to give support to the Energy Efficiency Action Plan of the

*Región de Murcia*, more precisely for the Energy Plan for Rehabilitation in Buildings. Meetings between the three public bodies started in October (governance board) and have been organized over a period of about 6 months. Due to the governance structure and the tasks and responsibilities division among the different departments small groups meetings have been organized and have been tailored to the specific attendees needs and interest.

- **Date of the workshops :**
  - o 25/10/16 INFO-INDUSTRIA
  - o 22/11/16 PATRIMONIO-INDUSTRIA-INFO
  - o 20/01/17 INDUSTRIA-INFO
  - o 10/02/17 PATRIMONIO-INDUSTRIA-INFO
  - o 14/02/17 INDUSTRIA-PATRIMONIO-INFO
  - o 24/02/17 PATRIMONIO-INFO
  - o 27/02/17 PATRIMONIO-INDUSTRIA-INFO
  - o 07/03/17 INFO-INDUSTRIA-PATRIMONIO

<http://www.citynvest.eu/content/murcia-region-second-workshop-engage>

### Workshop 3 – Political Commitment

- **Goal of the workshop:** Presentation of Energy Plan for Murcia Region up to 2016-20. This plan replaces the Integral Program of Savings and Energy Efficiency in the Region of Murcia 2010-2016, responding to the European and State legal obligation of establishing compulsory regional energy planning. CITYnvest was included in the [workshop programme](#), as one of the most suitable running projects under the umbrella of Covenant of Mayors in the Murcia region, as presented by INFO Murcia director. CITYnvest was also included in the promotional material shared with the workshop participants, including the leaflet on the Regional Energy Strategy 2016-2020.
- **Date of the workshop:** 31<sup>st</sup> of March 2017 “Region of Murcia Sustainable Energy Day”
- **Participants:** Regional Ministry of Economic Development, Tourism and Employment, through the General Directorate of Energy and Industrial and Mining Activity, President of the Autonomous Community of the Region of Murcia D. Pedro Antonio Sánchez. Economic and social actors of the Region

<http://www.citynvest.eu/content/murcia-region-third-workshop-energy-day>

### Workshop 4 - Energy renovation of buildings; technical and financial aspects (upgrading professional skills)

- **Goal of the workshop:** Organisation of a practical CITYnvest workshop for regional/local technicians on the 26 practices identified in the project and current

examples of renovation of public buildings in regional and local administrations. A double working session has been organised with two main objectives:

- Promotion of energy efficiency and retrofit strategy of Region Murcia for public buildings
- Training programme developed by the Valencian Institute of Construction (reference entity in Spain)

Beside the promotion and the training programme, a networking event was organised.

- **Date of the workshop :** July 5-6 2017 (in the frame of EUSEW 2017)
- **Participants:** Signatory municipalities of the Covenant of Mayors and regional Federation of Municipalities. Local practitioners in Murcia region & in Spain. About 60 people attended this event (technicians and experts).

- **Agenda**

- Energy efficiency promotion**

- Energy Efficiency Plan Murcia region-CARM
- CITYinvest presentation
- Energy retrofit, an EU priority
- Financial schemes for energy retrofit of public buildings
- Regional Housing Plan
- Promotion of private sector for energy retrofiting
- Role of ESCO's

- Training**

- Introduction to energy retrofit
- Steps in a retrofit process
- Energy Audits
- Energy-trivial game (three teams)
- Passive measures of energy efficiency
- Active measures and renewable energy
- Simulation of energy retrofit – study case
- Practical exercise

<http://www.cityinvest.eu/content/murcia-region-fourth-workshop-upgrading-professional-skills>

## 2. Pilot region Rhodope

### Prep Workshop

- **Goal of the workshop:** getting familiar with Rhodope situation and team, preparation and development of the topics of the first regional workshop
- **Date of the workshop:** July 2015
- **Participants:** SEC team, Jean-François Marchand (Energinvest), Erika Honnay (GRE Liège) and Elise Steyaert (Climate Alliance)

<http://www.citynvest.eu/content/rhodope-region-preparatory-workshop>

## Workshop 1 – Raise awareness

- **Goal of the workshop:** Present to local authorities in Rhodope region the CITYnvest project, concept and activities, the experience of GRE-Liege and the proposed concept of one-stop-shop for Rhodope Region as foreseen in the draft Action Plan
- **Date of the workshop:** March 25th, 2016
- **Participants:** 20 participants of which 16 authorized delegates (Mayors and/or Members of Municipal Council) of 9 municipalities of the region namely Banite, Borino, Bratsigovo, Zlatograd, Madan, Nedelino, Rudozem, Smolyan and Chepelare.

<http://www.citynvest.eu/content/rhodope-region-first-workshop-citynvest-association-rhodope-municipalities>

## Workshop 2 – Engage

- **Goal of the workshop:** More detailed presentations on RENOWATT concept and its practical set-up in the Province of Liege, and the practical approach of replication of RENOWATT model in Rhodope according to CITYnvest Action Plan;
- **Date of the workshop:** May 26th, 2016
- **Participants:** 21 participants of which 14 authorized delegates (Mayors and/or Members of Municipal Council) of 9 municipalities of the region namely Banite, Bratsigovo, Devin, Dospat, Zlatograd, Madan, Nedelino, Rudozem, Smolyan and Chepelare;
- **End product:** Decision of 6 municipalities to join the plan for the set up of the one-stop-shop in Rhodope region (PDA approved for funding (notification from H2020 services received on 21.01.2107)).

<http://www.citynvest.eu/node/660>

## 3. Pilot region Liège

Liège has a slightly different approach as the model was already adopted for RenoWatt and the large workshop was organized in Jan 2014. Aiming at expanding the RenoWatt structure and services, rather than having large workshops with different experts, it was decided to organize different smaller workshops in order to raise awareness about the energy challenges Wallonia has to deal with

## Workshop 1 – Raise awareness - focus SMEs

### Towards an economic redeployment through energy

- **Goal of the workshop:** This workshop focuses on raise awareness and how to be able to launch energy initiatives in private/industrial sector. Energy is a cross-cutting issue for economic deployment and re-industrialization. The cost of energy is a key element in the pursuit of industrial competitiveness. Whereas companies can identify points to improve in energy efficiency without much difficulty, the underlying solutions are often too expensive and difficult to finance by certain structures.

One of the lines of action considered for companies that wish to invest but do not have access to financing would be to go from a binary industry-financing relation, to a tripartite industry-supplier-financing version so as to “de-constrain” the initial rather unattractive model in order to finance the investment.

The following aspects have been addressed during the workshop:

1. Challenges to launch the innovation for energy
  2. “Psychological” approach
  3. Difficulties: between complexity and uncertainty
  4. A generalisation of a difficult model
  5. Avenues for reflection and levers
  6. A banker’s point of view
- **Date of the workshop:** Monday 30 March 2015
  - **Participants :** About 12 high profiles from economic and industrial sector in the Province of Liège
  - **End product:** Different working meetings were organized with GRE Liege, CORETECH, Novalia and Sowalfin in 2015. It was first planned to introduce a PDA in sept 2016 but it was decided to postpone this application sicne the actors were not ready.

<http://www.citynvest.eu/content/wallonia-region-first-workshop-towards-economic-redeployment-through-energy-smes>

## Workshop 2 – Raise awareness - focus publics entities

- **Goal of the workshop:** The « **Salon des Mandataires** » is an annual event held in Marche-en-Famenne (province of Luxembourg) dedicated to all the public authorities levels in the Walloon region. Most of the members of Walloon parliament, government and administration are attending this event as well as the burgomasters and local authorities.

A stand dedicated to the CITYnvest/RenoWatt project has been set up for the whole duration of this event. Members of the RenoWatt team were available to explain the project and its specialties during the 2 days. All the technical, financial and practical



aspects of the energy retrofitting of public buildings have been discussed with the visitors of the stand. Alongside the presence at the stand, a conference presenting all the details of the CITYinvest/RenoWatt project has been given and a networking breakfast has been organized.

- **Date of the workshop** : 18-19 February 2016
- **Participants**: About 50 people attended the 2 organised event. A dozen a personal contact have been taken with political representatives.

<http://www.cityinvest.eu/content/wallonia-region-second-workshop-salon-des-mandataires>

### Workshop 3– raise awareness - focus hospitals

- **Goal of the workshop**: Even though the financial model of EPC dedicated to hospital sector is fully pertinent and cost-effective, the EPC approach is not very common in this sector in Wallonia.

Strong of its experience of launching 4 EPC for 10 municipalities and one EPC for a regional hospital for a total amount of 60 million, GRE-Liège/RenoWatt organized on the 15<sup>th</sup> June 2017 a workshop dedicated to energy retrofitting in the hospital sector.

The CITYinvest workshop was organized as a breakfast with 3 presentations:

- Presentation of RenoWatt (one-stop-shop dedicated to EPC for public sector) and principles of Energy Performance Contracts (EPC) – Erika Honnay, Project Director
  - Share of field experience from CHRH (challenges and issues faced while implementing EPC in Hospital sector, estimation of pay-back) – Denis Ruis, Technical Director of CHRH
  - Presentation of the outlines of the “Performance Measurement and Verification” providing an objective and rigorous assessment of the energy savings – Daniel Magnet, IPMVP expert
- **Date of the workshop** : 15<sup>th</sup> June 2017
  - **Participants** : Hospitals of Liège (3), Verviers and Charleroi attended the event. Invitation to this event has been sent to the CEO and Technical Director of the 9 hospitals from the Province of Liège. This invitation has also been sent to the elder care homes and to the network of UNESSA, the biggest federation in health care in Wallonia.

Following this event, an official IPMVP training will be organized in Liège in October 2017 dedicated to technicians and energy managers in hospitals and (a.o.) in collaboration with AFNOR.

<http://www.cityinvest.eu/content/wallonia-region-third-workshop-hospital-sector-energy-performance-contract>

## Workshop 4 – launch project

As a main follow up of the activities carried out in the first years of the CITYinvest project, a final workshop will be held to launch the new phase of the one-stop-shop in the pilot region Liege called RenoWatt+. This workshop will be organized when the ELENA technical assistance grant will be granted (see also D3.8).

Although the EIB has officially given a positive feedback on this project, the launch of RenoWatt+ is currently pending until validation of the project by the new Walloon Government (in place since July 28th 2017 (see <http://www.wallonie.be/fr/actualites/nouvelle-composition-du-gouvernement-wallon-0> ) and grant of the Walloon financial guarantee requested. Formal contacts with the new ministers are currently ongoing.