



Programme Horizon2020  
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# “Salon des Mandataires”

## 18 & 19 February 2016

### Introduction

The « Salon des Mandataires » is an annual event held in February 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 representatives. This event constitutes an unique opportunity to reach efficiently various institutions from the public and private sector (finances, construction, ...) and offers a major show-case for the CITYinvest/RenoWatt project. More than 13.000 visitors were greeted in 2016 for the 11<sup>th</sup> edition of “Salon des Mandataires”. About 355 exhibitors were present, making of this event a major place of exchange of ideas and experiences in the public field.

### CITYinvest/RenoWatt events

A stand dedicated to the CITYinvest/RenoWatt project has been set up for all the duration of this event. Members of the RenoWatt team were available to explain the project and its specialities during 2 days. So all the technical, financial and practical aspects of the energy retrofitting of public buildings have been discussed with the visitors of our stand. A lot of contacts have been established and still today, many people are showing their interest for the project, having heard about it through this event.

Alongside our presence at the stand, 2 CITYinvest/RenoWatt events have been organised:

- Invitation for a breakfast at our stand: an excellent occasion to discuss the opportunities of retrofitting in Wallonia in an informal way. About 20 guests have attended this breakfast: Municipalities representatives, ESCO's, members of associations and agencies (climate, environment, energy, territorial development, ...)

- A conference presenting all the details of the CITYinvest/RenoWatt project has been given. About 30 participants joined this lecture. Municipalities representatives, ESCO's, members of associations and agencies (climate, environment, energy, territorial development, ...)

## Communication

The project of CITYinvest/RenoWatt and its presence at this occasion have been publicized by the UCVW newsletter (Union des Villes et des Communes de Wallonie) - more than 10.000 contacts, and promoted inside the POLLEC network (Walloon Energy and Climate Local Policies, depending on Covenant of Mayors) - 130 contacts. Invitation have been sent to all RenoWatt's contacts and to the attention of the burgomasters and municipal councillors for Energy and Environment in the Province of Liège - about 600 contacts.

In order to ensure a significant visibility of the CITYinvest/RenoWatt project for this occasion, several communication tools have been created:

- A short **video** presenting the CITYinvest/RenoWatt project has been realised. This video offers an efficient tool to popularise energy retrofitting and Energy Performance Contracts. This video features the Walloons Ministers of Energy and Economy but also representatives of local authorities included in the RenoWatt project (<https://youtu.be/hllWKLnfZCI>);
- A leaflet presenting the CITYinvest/RenoWatt project has also been realised and is distributed in order to promote the project towards various actors and institutions;
- Posters have been edited. These poster offers a visual support to popularise energy retrofitting and Energy Performance Contracts in an attractive way;
- Internet site of GRE Liège hosting the CITYinvest/RenoWatt pages has been updated and renewed, offering a major visibility for the CITYinvest/RenoWatt project - <http://www.gre-liege.be/renowatt.php>;
- Rolls up with the logos of CITYinvest and RenoWatt have been realised, highlighting the RenoWatt project's headline "Energy efficiency in the service of employment".

These tools are still appreciated means of communication in all our contacts with various actors or sectors, public or private.

## Conclusion

The "Salon des Mandataires" was an excellent opportunity to share the CITYinvest/RenoWatt experience outside Province of Liège, directly with the municipalities. It has created a demand to enlarge RenoWatt to Wallonia. Therefore Territorial Development Agencies from all over Wallonia have now declared their interest in the CITYinvest/RenoWatt process and we are pursuing a common work for the development of energy retrofitting and Energy Performance Contracts in the Region based on the Renowatt's experience and expertise. This work aims at modelling a system that can be replicated in Wallonia, while promoting local employment.

New municipalities have since joined the RenoWatt project and benefit from the dynamic of the pilote project : Dison and Trois-Ponts. Some others municipalities have clearly announced their will to join the project in the near future and to subscribe to the RenoWatt Procurement Agency : Plombière, Neupré, Limbourg, Aubel.

RenoWatt will be participating to the next edition of “Salon des Mandataires” in 2017, presenting an action plan outside the province of Liège in collaboration with the local agencies in charge of RenoWatt in their territory.

## Appendix

Report

Presentation SDM

Communication tools

- Leaflet
- Posters
- Roll up

Pictures