



# PROSPECT+

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**Capacity building for cities and regions - from learning to action!**

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## **Covenant of Mayors Investment Forum – Energy Efficiency Finance Market Place**

**Brussels | 18 October 2022**

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The PROSPECT+ project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101023271

# Outline



- Introduction to Prospect+
- Where we are coming from and where we want to go
- How we plan to achieve the results
- Some examples
- Tools and resources beyond the learning experience

# Overview



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**Title:** Capacity building for cities and regions - from learning to action!

**Funding:** European Union's Horizon 2020 Research and Innovation Programme

**Started:** September 2021

**Duration:** 42 Months

**Project Coordinator:** Institute for European Energy and Climate Policy Stichting - IEECP

**Participants:** 11

**Project website:** <https://h2020prospect.eu/>

# The team

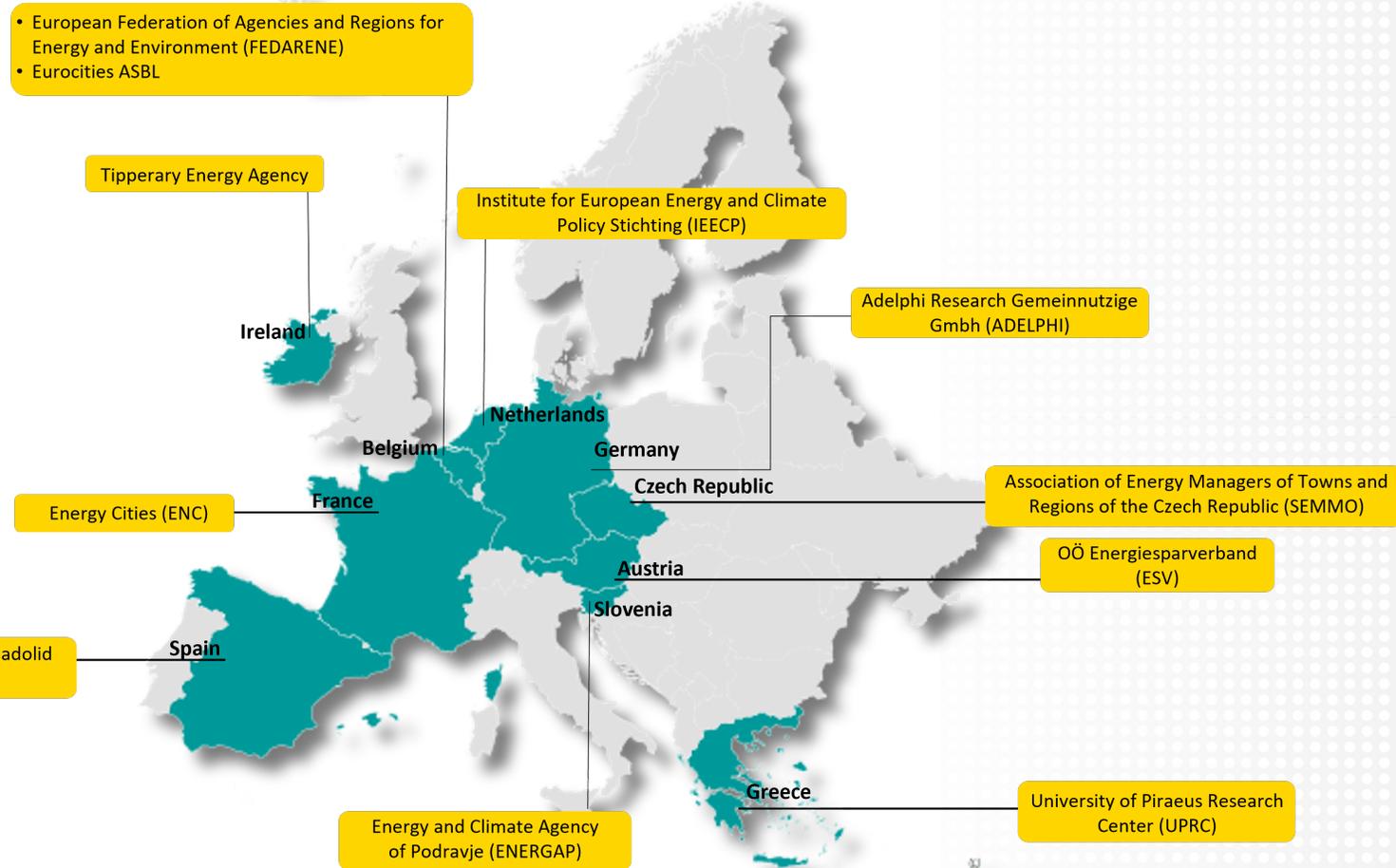
## ❖ Knowledge hubs



## ❖ Networks of cities and regions

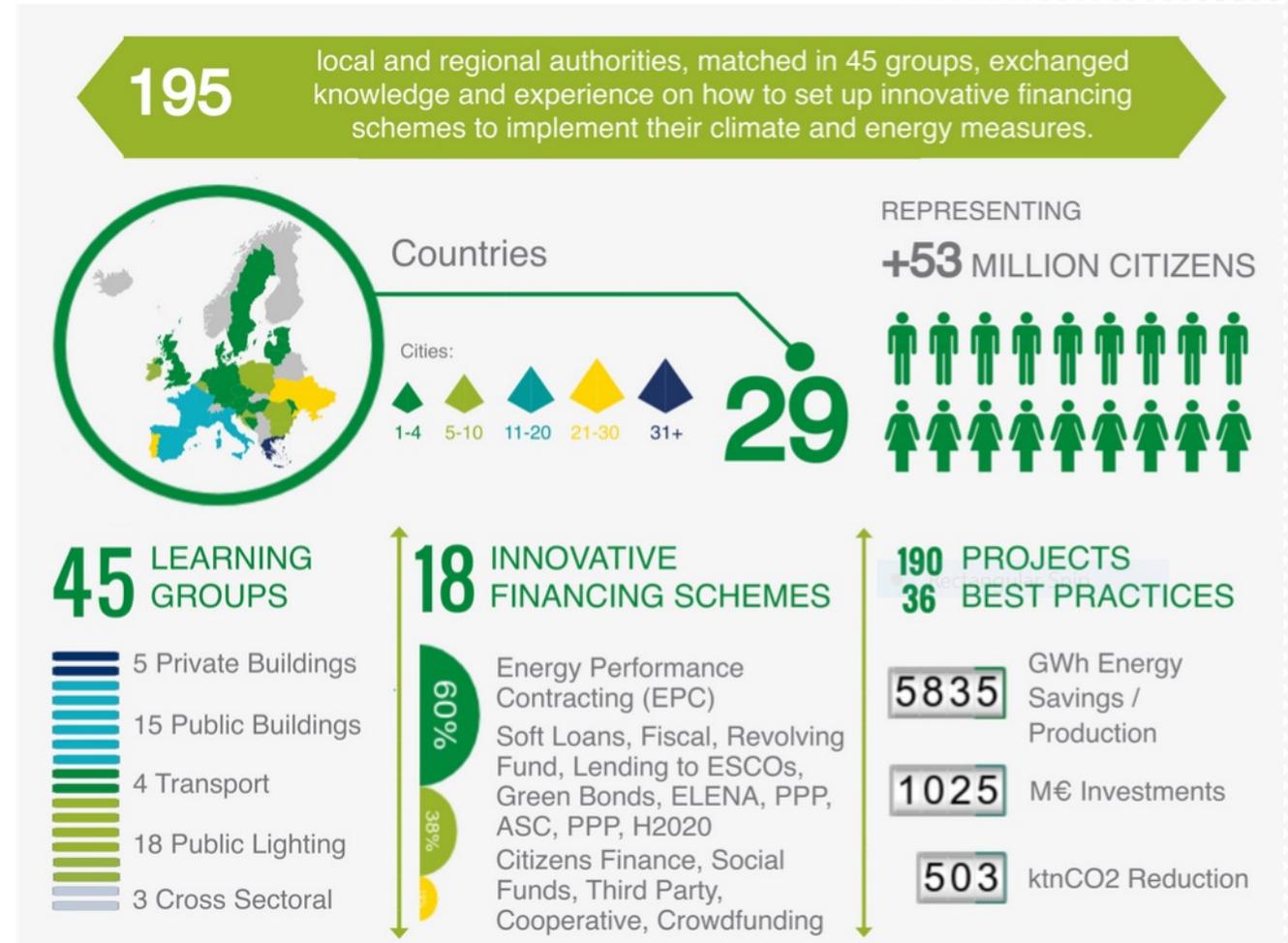


## ❖ Regional Agencies



# Background

- ❖ **PROSPECT** implemented a peer learning programme for local and regional authorities to exchange knowledge and experience on how to implement their sustainable energy and climate action plans using innovative financing schemes.
- ❖ Through the project, **149 local and regional authorities** and **46 energy agencies and networks** were able to learn from their peers in order to implement their own sustainable practices and investment plans.



## To build public authorities' capacity in financing implementation of their sustainable energy action plans through peer-to-peer learning activities

-  To **enhance decision-making** in public authorities so that they are leaders in implementing energy efficiency measures | 300 public officers from 200 local and regional authorities from at least 20 EU MS
-  To support public authorities and their agencies in **profiting of the rich experience available**, taking inspiration from their peers | 64 groups and at least 300 public officers (200 directly involved public authorities) building partnerships on the issue of sustainable energy financing
-  To help use **synergies** by **linking public authorities** along with energy policy-makers, associations of planners, technical experts, financing bodies on sustainable energy, and local actors **in an intra-European network** through an **innovative peer-to-peer capacity-building experience on innovative financing of sustainable energy projects and measures** | Prospect+ Community of Practice engaging at least 100 additional public officials

# Innovative financing schemes

THERE ARE MANY OPTIONS, OFTEN MORE FLEXIBLE AND QUICKER THAN SUBSIDIES – WE FOCUS ON:



- Citizens Finance (crowdfunding and cooperatives)
- Energy Performance Contracting (EPC)
- Internal Contracting
- Green Bonds
- Guarantee Funds
- Soft Loans
- Revolving Funds
- Third Party Financing

# Methodology (1/4)



Phase 1: Preparing learning material and tools

Phase 2: Engaging participants and forming learning groups

Phase 3: Launching 4 Learning Cycles



The learning process of the capacity- building programme will focus on how different sustainable energy projects have been successfully financed, and how to improve decision-making for choosing sustainable projects in both the planning and investment stage.

Phase 4: Monitoring Outcomes

Phase 5: Replicating Learning Outcomes

## Phase 1: Preparing learning material and tools

### ✓ 5 Thematic areas



Public Buildings



Private Buildings



Public Lighting



Transport



Cross-sectoral

- ✓ **Learning material and tools:** Structure of the CBP & Action Plan, Handbooks for the 5 thematic areas, collection of cases on the implementation of innovative financing schemes for sustainable energy projects.

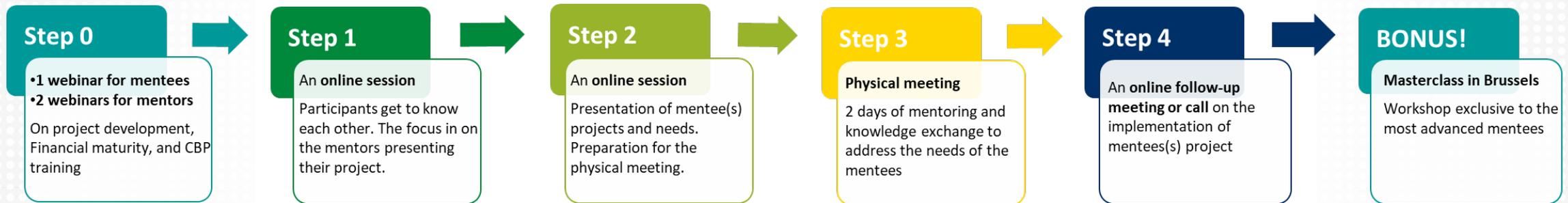
## Phase 2: Engaging participants and forming learning groups

- ✓ **Call for applications** for mentors and mentees.
- ✓ **Selection** of public authorities and agencies and assignment of roles between **mentors** and **mentees**.
- ✓ **Matching** of mentors and mentees.

# Methodology (3/4)

## Phase 3: Launching 4 Learning Cycles

### PROSPECT+ CPB Steps



### PROSPECT+ CPB learning methods



**Peer Mentoring**  
1 mentor & 1 mentee

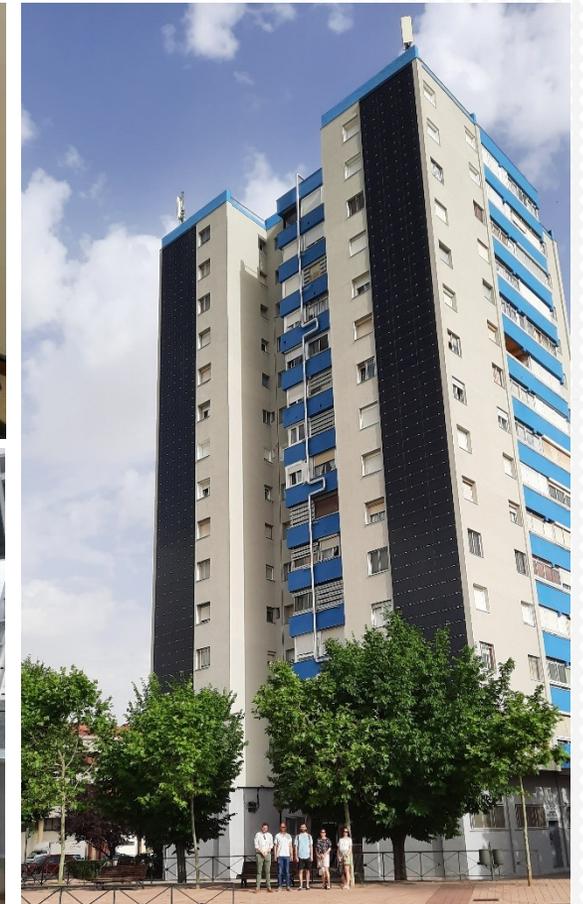


**Study Visit**  
1 mentor & up to 5 mentees

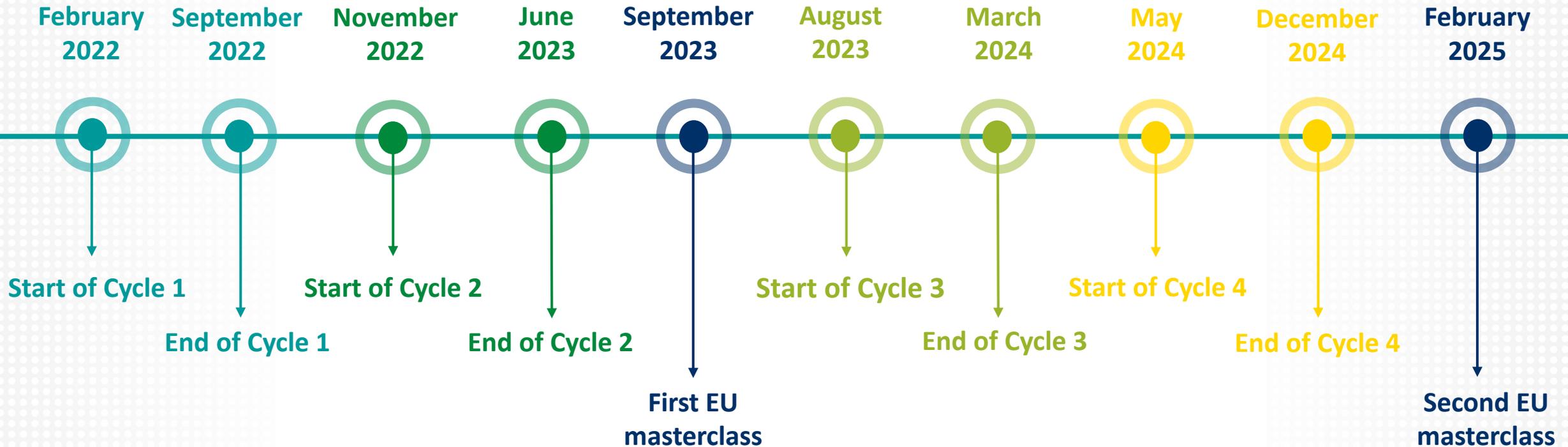


**Local Mentoring**  
1 mentor, up to 7 mentees

**ONLINE & OFFLINE MEETINGS, DISCUSSIONS, STUDY VISITS, SITE VISITS (plus local groups and CoP)**



# Timeline of our Learning Cycles



# Methodology (4/4)



## Phase 4: Monitoring Outcomes

- ✓ Setting clear **indicators and targets**.
- ✓ Determination of the learning objectives' **achievement success rate**.
- ✓ **Continuous monitoring** of the capacity- building programme implementation.
- ✓ **Collection of feedback** to ensure that if difficulties arise, they will be considered in the next round of the learning programme to achieve maximum results.

## Phase 5: Replicating Learning Outcomes

- ✓ Formulation of the **Community of practice** with a larger number of public bodies and other stakeholders to guarantee **knowledge sharing**.
- ✓ Capture results and ensure that public bodies interested in **replication** of an EE project get **tailor-made advice, tools**
- ✓ Development of **impactful policy feedback/recommendations**
- ✓ Collection of projects information and **good practices** to enable easy replication

# Example 1 | Prospect



## 24 energy refurbished public buildings in one year using EPC

Municipality of Maribor with energy performing contracting implemented the biggest energy renovation project in the region in 2019. 24 public buildings were energy refurbished (schools, kindergartens, sport halls). Its implementation was followed by many stakeholders and media and is a good practice in the country. The cost of the project was 12 mio EUR. Yearly energy consumption was reduced by 5.952 MWh, energy costs by 446.000 EUR, maintenance costs by 28.500 EUR and CO<sub>2</sub> emissions by 1.305 tonnes.

<b>Mentor organization</b>	Energy Agency of Podravje (EnergaP) in Maribor, Slovenia
<b>Mentee organizations</b>	LENERG Energy Agency, Debrecen, Hungary City of Koekelberg, Brussels, Belgium
<b>Learning methodology</b>	Peer mentoring
<b>Learning objective</b>	To increase knowledge on accessing innovative sources of funding, specifically EPC



- **MENTOR:**
  - **ENERGAP (SI):** expert in refurbishment of streetlighting and public buildings through PPP and EPC schemes
- **MENTEES:**
  - **Debrecen (HU):** need to refurbish kindergartens (low energy consumption or passive buildings)
  - **Koekelberg (BE):** need to replace lighting systems in public buildings rented to private persons

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**OVERALL LEARNING OBJECTIVE: increase internal know-how on accessing innovative sources of funding (i.e. EPC) and to better understand procedural practices of procurement and implementation**

#### **COGNITIVE CHANGE**

- Both organisations recognised a **need to hire an expert**:
  - **Debrecen**: the expert was hired by LENERG Energy Agency on Energy Management System development and building strong financial basis for the projects;
  - **Koekelberg**: an expert was hired in collaboration with other towns in the region;

#### **RELATIONAL CHANGE**

- Debrecen found extremely beneficial to **build relationships with higher governance levels** in order to be effective, while Koekelberg recognised the importance to give attention to each step of the process through **monitoring and evaluation**; Both mentees decided to deepen their relationships both with their citizens through communication campaigns and with policy makers at higher governance levels to gain support on their EPC projects.
- Moreover, in both cases the collaboration with other municipalities in the region became essential (ELENA)

#### **SKILL DEVELOPMENT**

- Mentees developed skills to understand better the energy expert and discuss projects in depth and to set up long-lasting agreements necessary for a successful EPC contract.

# Example 2 | Prospect+



## Vilnius:

identifying how we can add value despite major differences in the local context (PPP legislation in Lithuania vs examples from Spain).



## Example 3 | Prospect+



“I think it’s really gratifying to be part of the Prospect project, to be able to have some of these experiences together and learn about these different cities and contexts.”

*Alejandro Gómez Gil - Valencia City Council’s Climate and Energy Office (Prospect+ Mentee)*

Read full article here: [link](#)

## Example 4 | Prospect+



*Ivan Rogério – Executive Board Director at Agência Regional de Energia e Ambiente - OesteSustentável*

# Our Community of Practice



Online Meetings



Collaboration Space



Replication Webinars



Policy Dialogue



# Our Community of Practice



**What is the PROSPECT+ Community of Practice?**

The Community of Practice (CoP) will establish a group of interested local and regional authorities willing to support each other through exchange of best practices and consultations.

Members of the CoP will help each other face the challenges brought by climate change and the increasingly demanding reduction targets requiring accelerated efforts towards energy transformation.

The topics discussed under the Community of Practice will take into account the priorities, best practices and barriers identified by its members.

The CoP will trigger cooperation between local and regional authorities that will continue after the project ends.

**THE AMBITION:**

PROSPECT+ wants to allow any public body (incl. municipalities, cities, regions, energy agencies) to access recommendations and best practices identified as part of the project's main activities.

It also wants to allow local and regional authorities to contribute to discussions with key drivers through policy dialogue aimed at optimising conditions for broader use of innovative implementation models by cities, municipalities and regions across the EU.

**What can you expect when you join?**

**ONLINE MEETINGS (FOR REGISTERED MEMBERS ONLY)**

Registered CoP members may be invited as guest presenters or observers at project meetings on the 5 thematic areas: Public Buildings, Private Buildings, Transport, Public Lighting and Smart Sectoral.

The meetings will respond to identified needs, feedback and best practices discussed across all learning groups and capacity building cycles, based on feedback from the mentors, members and our facilitators.

**REPLICATION WEBINARS**

These will promote the most relevant best practices across all thematic areas identified across the final stages of the four capacity building cycles. Compared to the online meetings, the replication webinars will allow for a larger number and variety of attendees. They will also focus on knowledge sharing rather than discussions, making them less interactive.

**POLICY DIALOGUE**

To ensure that public authorities' recommendations and concerns reach decision makers and contribute to further improvement of policy incentives and relevant conditions needed to increase interest in other-than-subsidised financing instruments for climate and energy, CoP members will connect with various groups of stakeholders (e.g., representatives of the EU institutions, national governments, the private sector including investors).

They will participate in policy dialogue webinars with the EU and national organisations where the project will showcase that local and regional authorities can successfully carry out climate action if they can count on effective incentives that support filling municipal budgets in the areas where private funding is not available.

The CoP will also contribute to policy briefs that will be shared with decision-makers.

## Online meetings only for the registered CoP members

The meetings will respond to **identified needs, feedback and best practices discussed across all learning groups** and learning cycles, based on feedback from our mentors, mentees and facilitators.

The meetings will be **open to representatives of local and regional authorities and their agencies** (other registered CoP members may be invited as guest presenters or observers).

## Replication webinars and Policy Dialogue

Events open to everyone will promote the most relevant best practices and recommendations identified across all thematic areas.

## A collaboration space for PROSPECT+ CoP members

PROSPECT+ eligible participants will receive access to the dedicated area on the Eurocities Collaboration Platform, set up for **ongoing sharing, commenting and networking**.

# What will CoP participants do?

## What are the options to participate in our Community of Practice?



Active

for those members who would like to take an active part in discussions, share their organisation's experience and provide input to policy feedback.



Observer

for those who would like to participate in webinars and receive information on best-practices.



Expert

for those who would like to provide expert input on the application of innovative financing instruments or policy context.

### Interested in joining our Community of Practice?

Everyone who would like to learn more about the innovative financing instruments and examples of successful projects at their own pace can join our Community of Practice!

More information on [www.h2020prospect.eu/community-practice](http://www.h2020prospect.eu/community-practice)

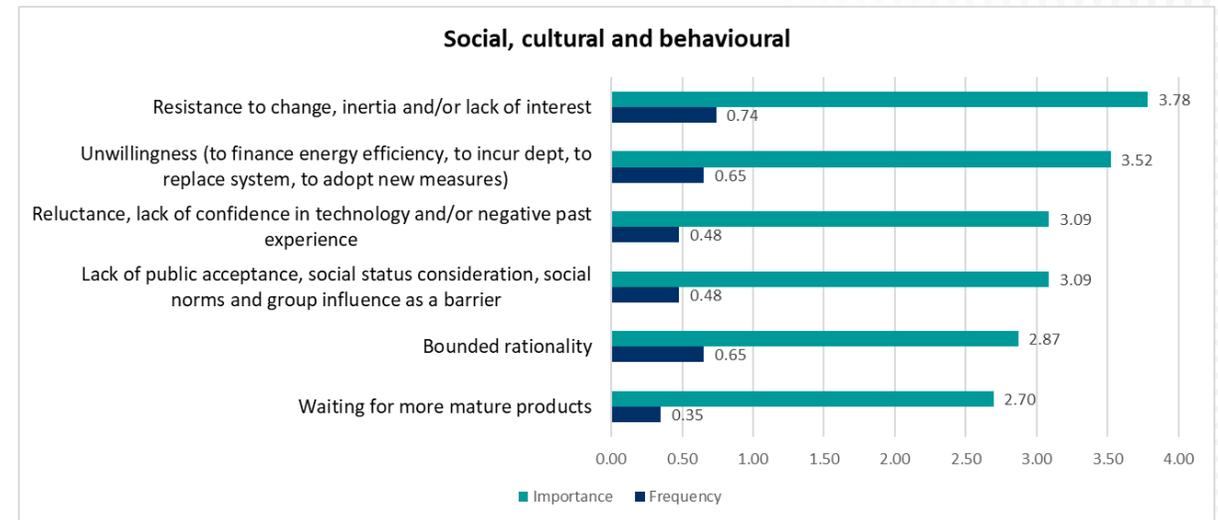
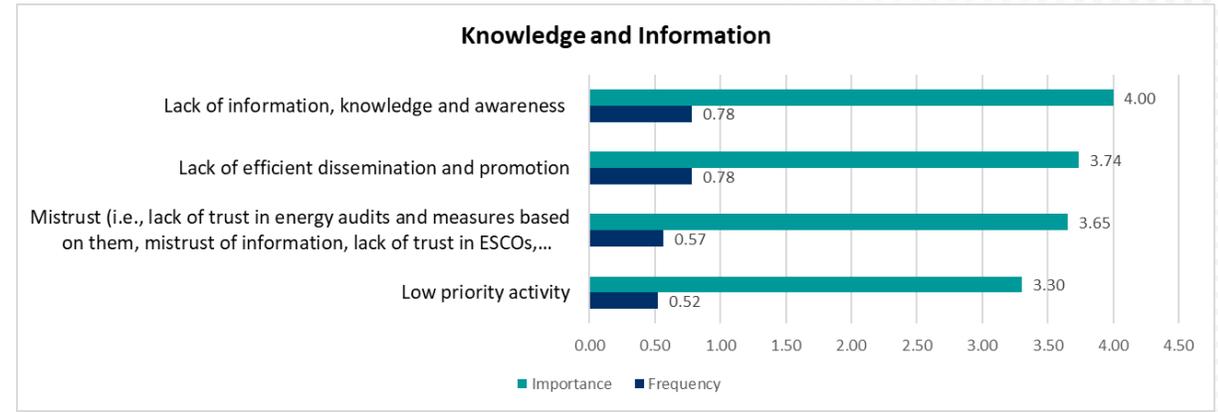
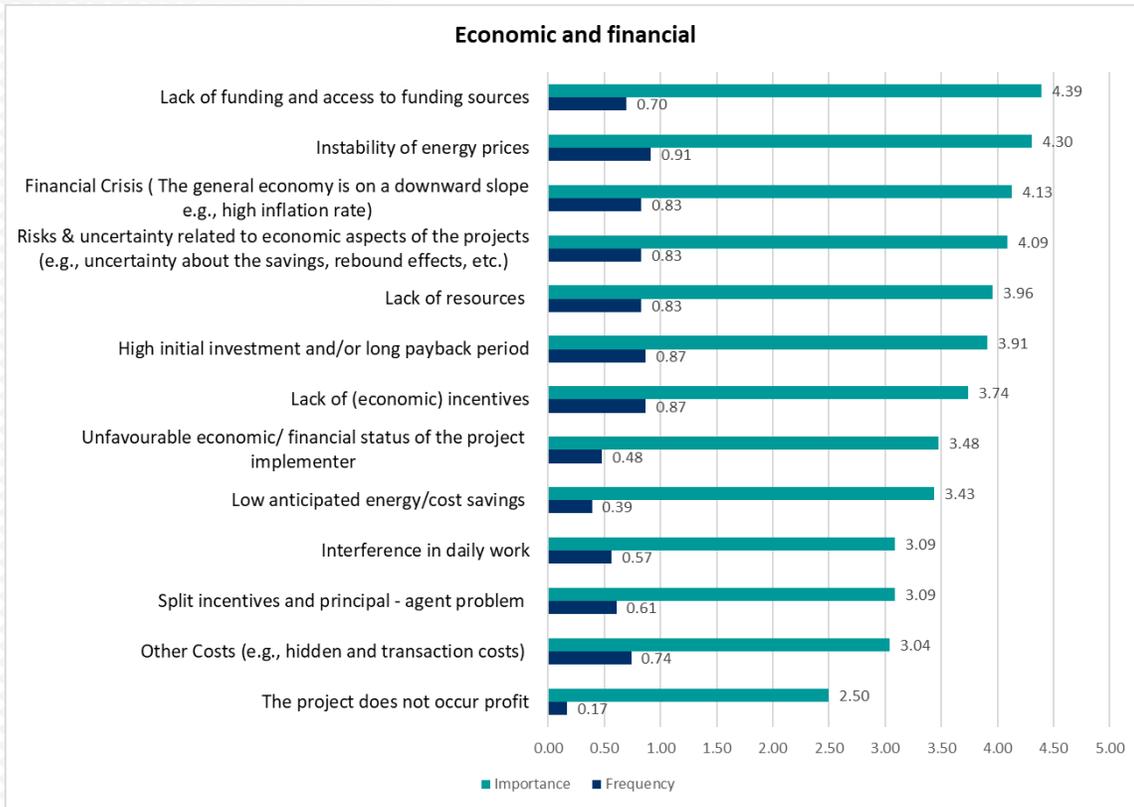
JOIN



# Initial feedback from participating cities



## Barriers

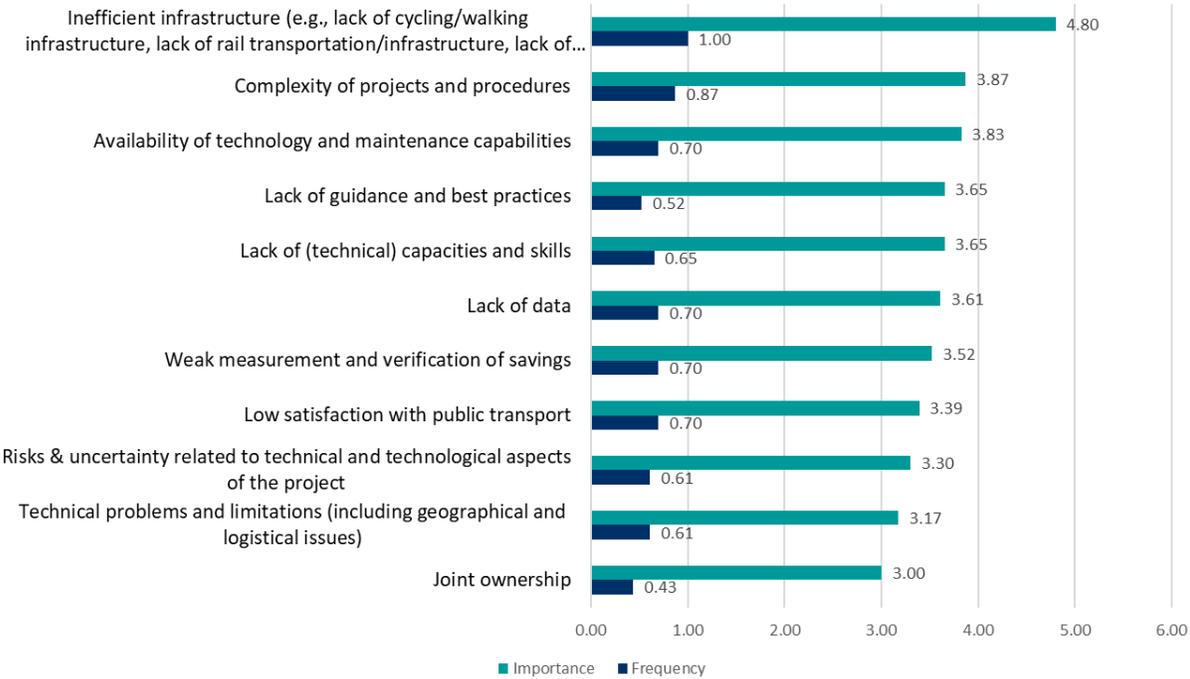


# Initial feedback from participating cities

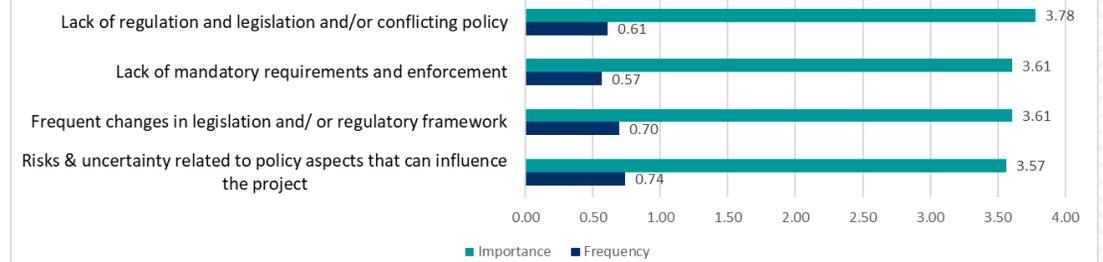


## Barriers

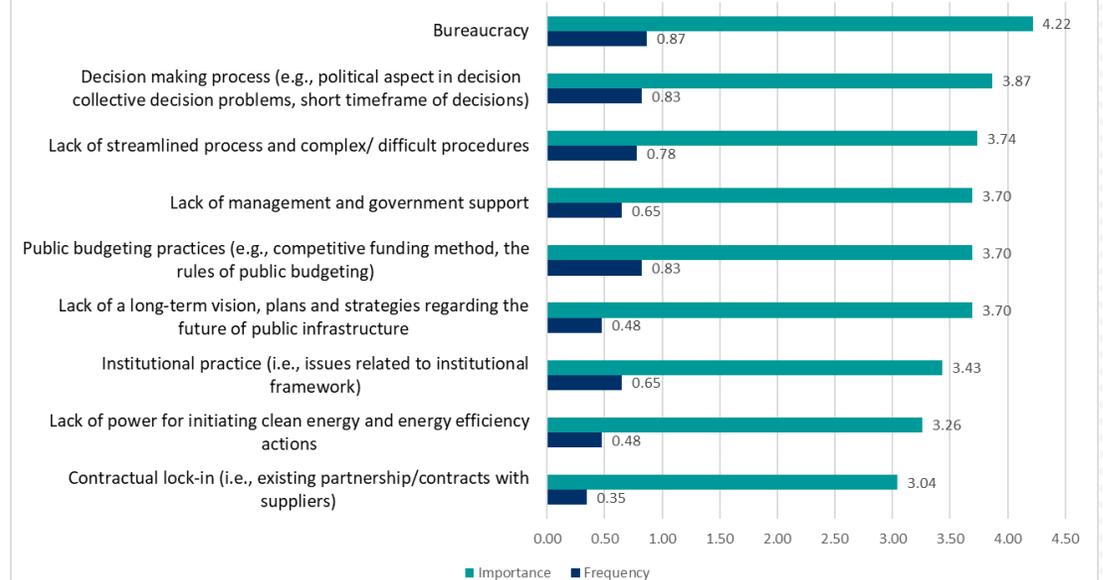
### Technical and technological



### Policy and regulatory



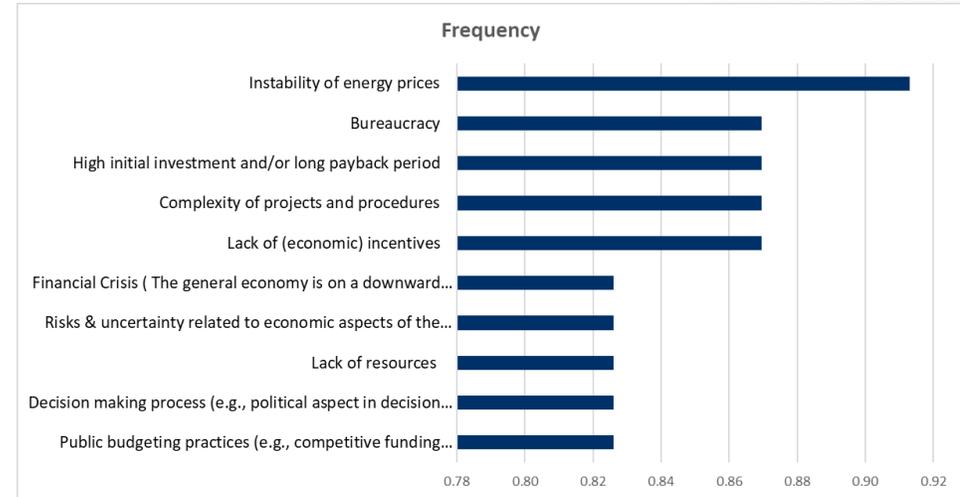
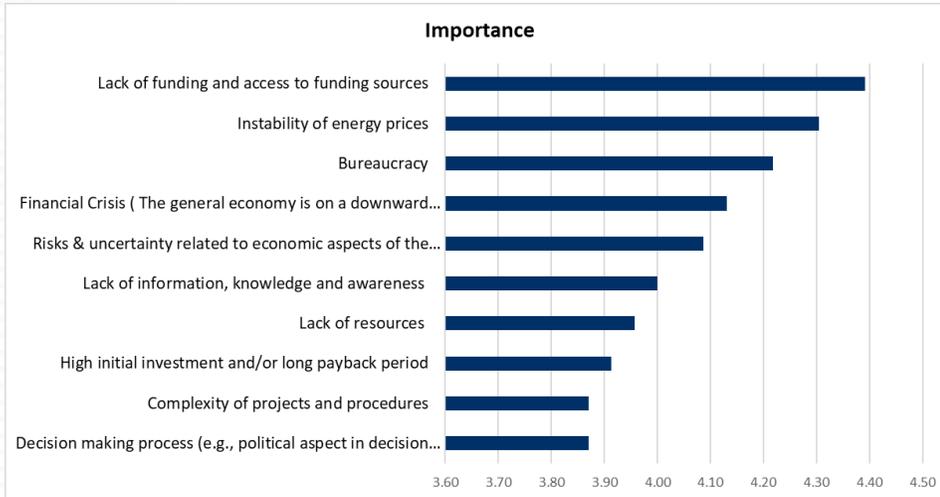
### Institutional/ Organisational



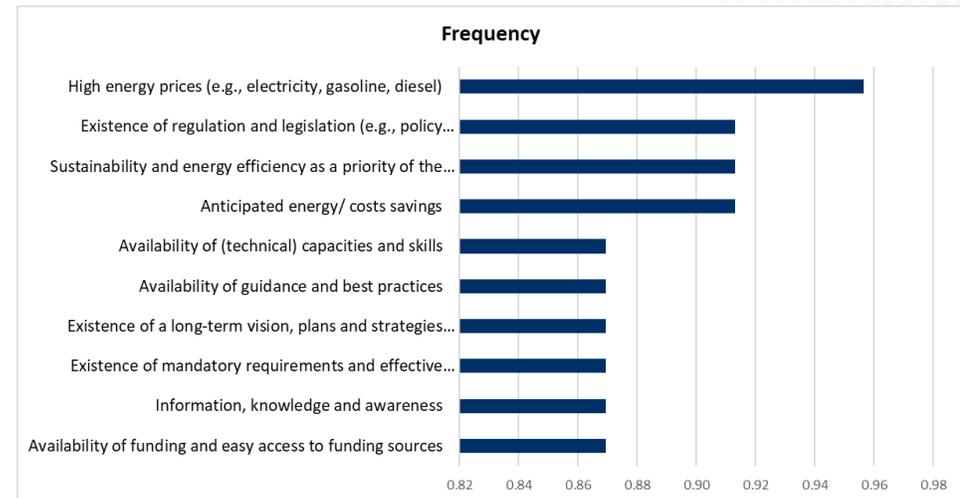
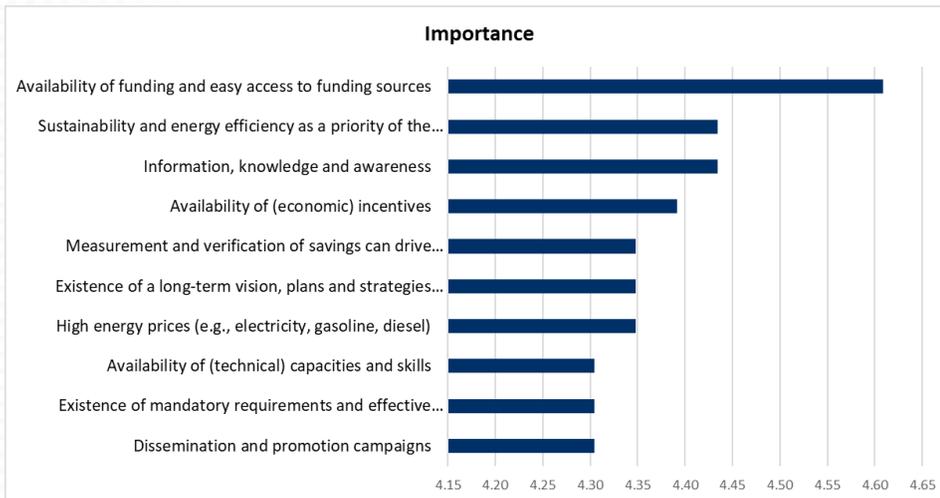
# Initial feedback from participating cities



## Barriers



## Drivers



Innovative Financing Ambassadors



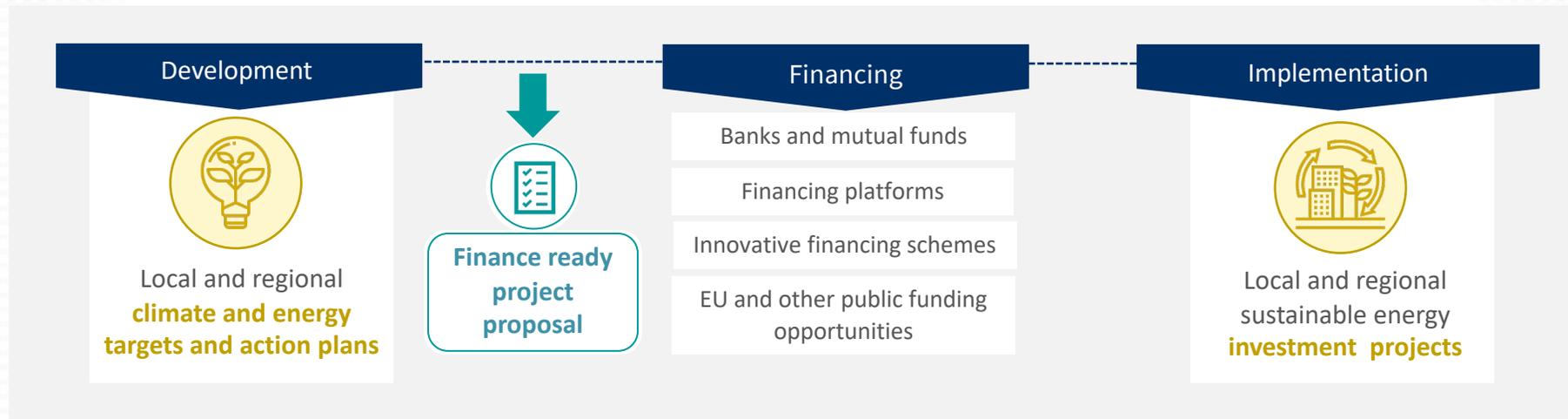
## Who can become a PROSPECT+ Innovative Financing Ambassador?

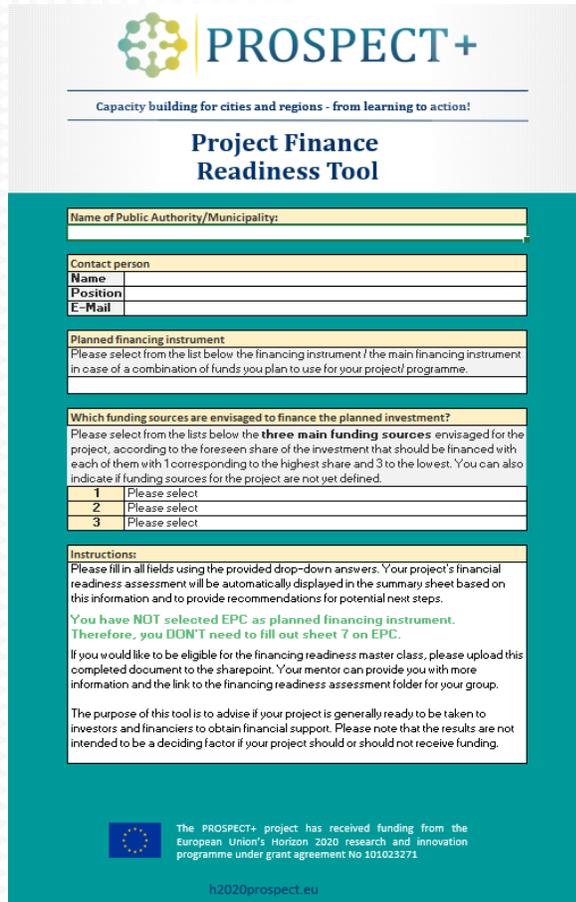
We will select the Ambassadors among the PROSPECT+ mentors and mentees **committed to supporting the capacity building of local actors in their respective countries** in order to increase awareness of the practicalities of implementing local climate and energy action plans with the use of innovative financing instruments.

# What is financial readiness?



- The **ability of a project to secure financing** from either public or private financing institutions within a certain time frame.
- Maturity of a project and its ability to gain resources to close its funding gap
- Demonstration of **all aspects expected to be reviewed by a financial institution** in order to successfully receive funds.





**PROSPECT+**  
Capacity building for cities and regions - from learning to action!

### Project Finance Readiness Tool

Name of Public Authority/Municipality: \_\_\_\_\_

Contact person  
Name: \_\_\_\_\_  
Position: \_\_\_\_\_  
E-Mail: \_\_\_\_\_

Planned financing instrument  
Please select from the list below the financing instrument / the main financing instrument in case of a combination of funds you plan to use for your project/ programme.  
\_\_\_\_\_

Which funding sources are envisaged to finance the planned investment?  
Please select from the lists below the **three main funding sources** envisaged for the project, according to the foreseen share of the investment that should be financed with each of them with 1 corresponding to the highest share and 3 to the lowest. You can also indicate if funding sources for the project are not yet defined.

1	Please select
2	Please select
3	Please select

**Instructions:**  
Please fill in all fields using the provided drop-down answers. Your project's financial readiness assessment will be automatically displayed in the summary sheet based on this information and to provide recommendations for potential next steps.  
You have **NOT** selected EPC as planned financing instrument. Therefore, you **DON'T** need to fill out sheet 7 on EPC.  
If you would like to be eligible for the financing readiness master class, please upload this completed document to the sharepoint. Your mentor can provide you with more information and the link to the financing readiness assessment folder for your group.  
The purpose of this tool is to advise if your project is generally ready to be taken to investors and financiers to obtain financial support. Please note that the results are not intended to be a deciding factor if your project should or should not receive funding.

 The PROSPECT+ project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101023271.  
h2020prospect.eu

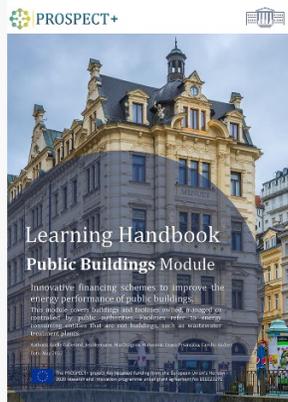
## Objectives of the tool

- To assess the **financial maturity** of the planned sustainable energy projects of PROSPECT+ mentees
- To allow for a **self-assessment** of the finance readiness of the project to seek funding for its implementation
- To provide **orientation for mentees** on the elements needed for a finance ready project proposal
- To provide mentees with **suggestions for potential improvements** and recommendations of further support available
- To Select the most advanced mentees' projects to participate in the **masterclasses** and matchmaking with financial institutions

# Resources: Handbooks



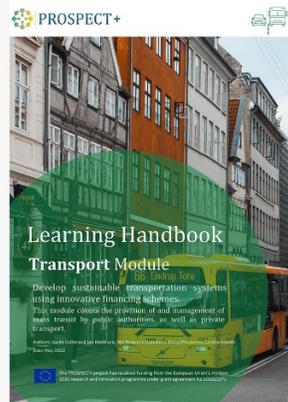
## Public Buildings



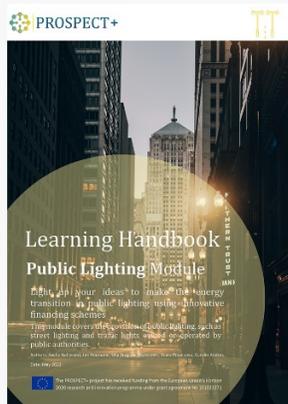
## Private Buildings



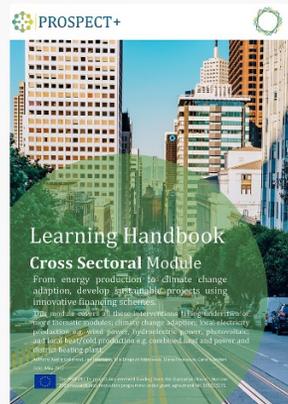
## Transport



## Public Lighting



## Cross Sectoral



## Citizen Finance



### Typical Projects

Typical projects under the sector of public buildings, can be drawn from the [PROSPECT+ Replicable Practices](#) and the following examples:

Table 1: Example of projects under public buildings

Action	CO2-saving potential	Estimated costs for the municipality	Cost-benefit ratio	Implementation time frame	Target group	Key actors
Energy management for municipal buildings	Medium	Savings above expenses	Very high	2-3 years	Municipality	The municipality, External experts
Energy-saving contracting	High	Very little to none or negative cost	High	1 year, the contract will last for 7-20 years	Municipality	Municipality and ESCO (contractor)
Improvement of municipal indoor lighting	High	Medium	High	1 month	Municipality	Municipality and ESCOs specializing in lighting
Energy check for municipal buildings	Medium	1000 euros (average per building)	High	1 month	Municipality	The municipality, Energy expert
Building standards in new construction of municipal buildings	Medium	About 10-15% higher than conventional buildings	Medium	1-2 years	Municipality	The municipality, External experts
Implementation of renewable energy sources in municipal buildings	Medium	<10 cents /kWh	Medium	3 months	Municipality	The municipality, External experts

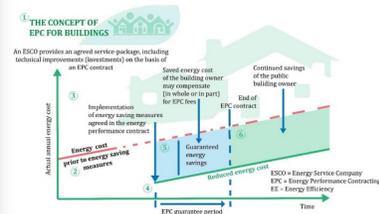
Adapted from the [SRAP ALPS Project](#)

#### Energy management for municipal buildings

Energy management for municipal buildings helps municipalities towards the transition to sustainable fuels. It requires four actions to be implemented:

- Energy accounting (a monthly monitoring of electricity, heat and water consumption)
- Education of caretakers
- Regular adjustments to existing technical facilities such as heating, cooling and ventilation systems
- Annual report

Source: Solar Power Europe 2016



Source: GIZ in EnPC - INTRANS (2015)

Figure 2: EPC in Summary

#### What are the advantages of EPC?

- The investment risks are transferred from the public building owner to the ESCO
- Usually no investment or up-front capital required from the business owner
- ESCO provides the required energy services which the public building owner benefits from
- ESCO guarantees EE improvements which serve as the basis for their payments
- Maintenance costs are transferred from the building owner to ESCO during the contract duration
- The value and productivity of public buildings are optimized through ESCO's professional services

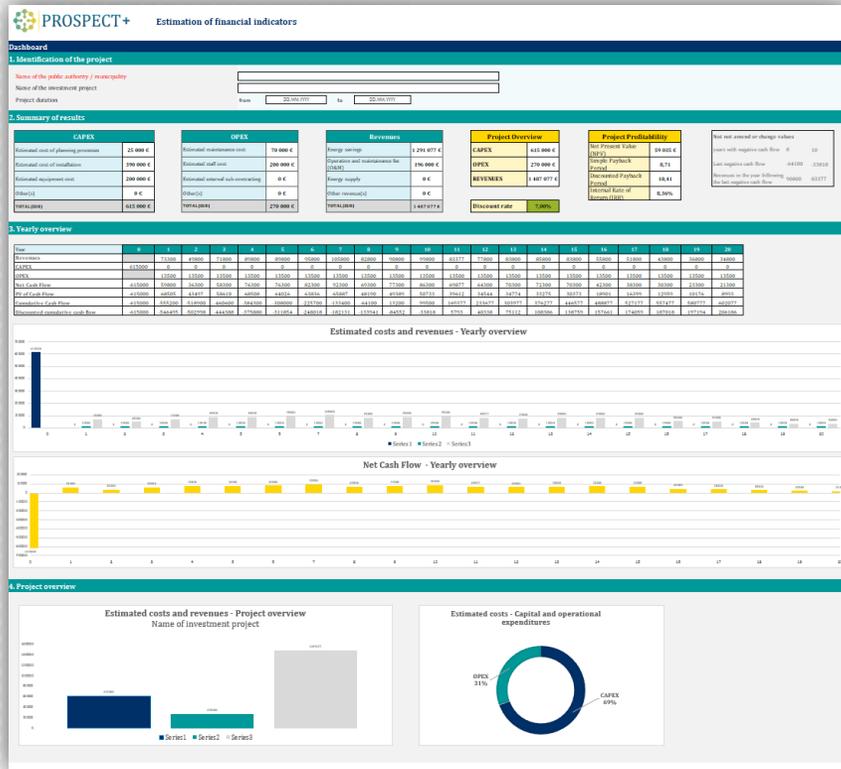
#### What are the common incentives for EPC?

The development of EPC is facilitated by the following:

- EPC guidelines, tools, and sample contracts available in the country (or under preparation)
- National or regional databases of ESCOs and facilitators
- National and regional competence centres promoting EPC
- Promotion of inter-municipal cooperation and/or pooling of public buildings in EPC projects
- Trade associations of ESCOs promoting EPC as a business model

[Learning Handbooks | PROSPECT+ \(h2020prospect.eu\)](#)

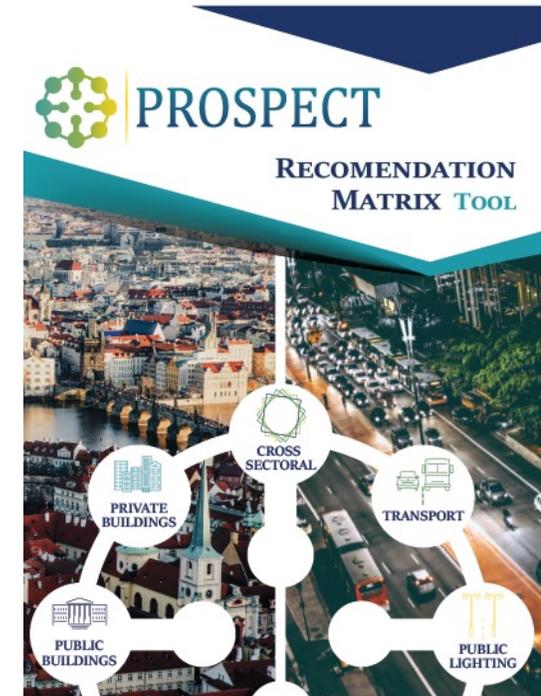
# Resources: templates



[Financial Indicators Calculator PROSPECT+ \(h2020prospect.eu\)](https://h2020prospect.eu)



[Glossary of Financial Terms PROSPECT+ \(h2020prospect.eu\)](https://h2020prospect.eu)



[Recommendation Matrix Tool PROSPECT \(h2020prospect.eu\)](https://h2020prospect.eu)

## Types of Replicable Practices:

**Promising practices:** are not yet implemented but is in the planning phase without agreed and secured financing mechanism, but most other criteria are satisfied.

**Good Practices:** are an energy efficiency or climate adaptation practice which a city or a region has planned out (with innovative financing approved) or implemented with innovative financing solutions.

**Innovative Practices:** are original, either in type of activity, sector or financing, or with unusually high impact/savings achieved.



# Where do the practices come from?

- **Prospect and Prospect + Participants:** Mentors and Mentees from both Prospect and Prospect+ Replicable Practices are featured with badges.



**PROSPECT+**

**Replicable Practices**

**Green Energy Cooperative, Križevci - Croatia**

**Project description**

In 2018, Green Energy Cooperative (ZEZ) launched the first crowd-investing initiative in Croatia, supported by Križevci local authorities. A solar PV system was installed on the rooftop of Križevci's Development Center and Technology Park's administrative building. ZEZ was a mentor in PROSPECT, and in 2022, the city of Križevci joins PROSPECT+ with their project "Sunny Roofs".



**OÖ ENERGIESPARVERBAND (ESV)**

**About the organisation**

OÖ Energiesparverband (ESV), the energy agency of Upper Austria, has been driving the clean energy transition in the region since the 1990s. It promotes energy efficiency, renewables and e-mobility to households, businesses of all sizes and municipalities. For over 15 years, ESV has managed the regional facilitation service for energy contracting (the "ECP Energie-Contracting Programm"). More than 250 EPC projects have been successfully implemented in the public sector and industry. Upper Austria is home to 1.5 million inhabitants living in 440 municipalities.



**Key facts and figures**

- **Location:** Linz, Austria
- **Type of organisation:** Regional energy agency funded by the regional government
- **Number of employees:** 25
- **Founding year:** 1991
- **2 main services:**
  - 10,000 face-to-face energy advice session each year for households, companies of all sizes and



- **But also practices updated from the PROSPECT Library and newly identified replicable practices based on desk research.**

# Examples



# PROSPECT+

- **Innovative practice: Street Lighting through ESCOs in Portugal by Oeste Sustentavel**
- Implemented in 12 municipalities
- One of the largest LED projects in the world, and the biggest in Portugal as well as a **pioneer** in the intermunicipal financing model, reducing electricity bills by more than **€6,6 million at 2022 in electricity costs.**

**PROSPECT+**

**Replicable Practices**  
Streetlight OesteLED IP, Oeste Region- Portugal

**Project description**

The OesteLED streetlighting ESCO project was implemented in 12 municipalities that constitute an Intermunicipal Community, a NUT III region in Portugal, with a population of approximately 363,000 inhabitants.

The main goal of the project was to improve efficiency in street lighting. It was one of the largest LED projects in the world, and the biggest in Portugal as well as a pioneer in the intermunicipal financing model, reducing electricity bills by more than €6,6 million at 2022 electricity costs.

**The model**

Supported by a financing model based on an ESCO energy contract, the project is a result of approximately €12,9 M. investment over a 12-year contract.

The contract enables an annual €3,4 M. in energy savings where 39,89 % is kept for the beneficiaries. The investment benefited from the large critical mass due to the large extent of the project which ensured high efficient requirements.

On the technical perspective, the technological risk was minimised by the compliance of streetlighting standards, with other national references as well as those recognised by the current streetlight management and maintenance municipal concession.

This scenario resulted in large energy savings and therefore more space and more capacity to distribute a higher percentage of savings as a benefit to municipalities.

*"A complex and immense project due to its dimensions, but with great results and a huge contribution towards energy and carbon emission reductions. The significant cost reductions may release funds to reinvest in sustainable energy and combat climate change. It was a real privilege to participate in it and to be able to share the experience through Prospect+."*

- Rogério Ivan,  
OesteLED IP Technical Director and Project Manager

**PROSPECT+**

**Replicable Practices**  
Streetlight OesteLED IP, Oeste Region- Portugal

**Impact**

The replacement of around 60,000 light poles with LED technology, reduced electricity consumption by 25.4 GWh per year (around 7,000 tonnes), and avoided annual emissions of around 10,000 tonnes of CO<sub>2</sub>.

The project was characterised by the replacement of 68,487 high pressure sodium luminaires with LED lighting technology with an overall estimated 50% reduction in the streetlight electricity consumption in the region.

**Key success factors / replication potential**

- 39,89 % of savings were achieved in municipalities becoming the biggest percentage of savings ever signed in an ESCO contract in Portugal. The average in Portugal has been around 10 %.
- This project represents a major stepping stone in the world of energy performance contracting in Portugal. It enabled, for the first time, a cooperation between several municipalities for a common investment in an ESCO model and established 12 independent concerted contracts for 12 local authorities. Around 10,000 tons of CO<sub>2</sub> emissions are saved each year.

**About OesteSustentavel - Regional Energy and Environmental Agency**

Oeste Sustentavel has been playing an important role of establishing bridges between different actors and stakeholders, supporting institutions and their members, while identifying environmental issues, energy efficiency and sustainable energy opportunities, as well as developing solutions and finding financial mechanisms for implementing them.

They implemented more than €2 million in sustainable energy projects through different financing models, attaining around €5 million per year in energy savings and an annual CO<sub>2</sub> reduction of around 13,000 tonnes.

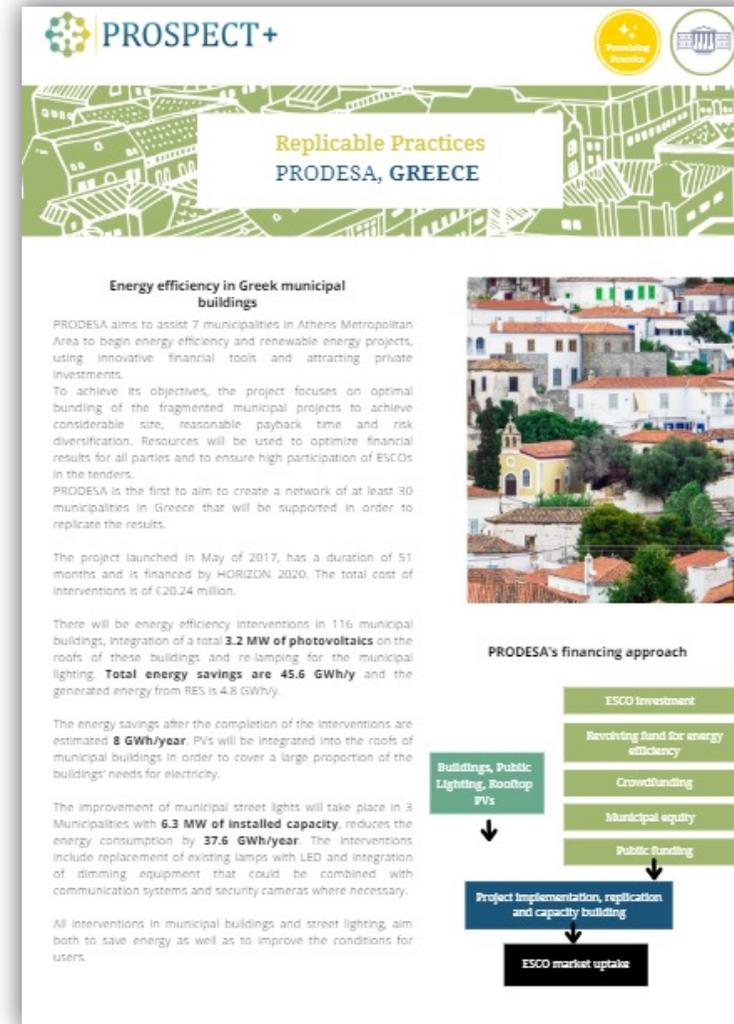
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**PROSPECT+ fosters capacity building in regional and local authorities in order to finance and implement effective and efficient sustainable energy plans, including their proper monitoring and verification.**  
<https://www.h2020prospects.eu/>

The project PROSPECT+ has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101022071.

# Examples

- **Promising practice: PRODESA Project, Renewables for Public Buildings in Greece**
- **ESCOs**
- **Energy efficiency interventions in 116 municipal buildings, integration of a total 3.2 MW of photovoltaics on the roofs of these buildings and re-lamping for the municipal lighting.**
- **Total energy savings are 45.6 GWh/y and the generated energy from RES is 4.8 GWh/y.**



**PROSPECT+**

**Replicable Practices  
PRODESA, GREECE**

**Energy efficiency in Greek municipal buildings**

PRODESA aims to assist 7 municipalities in Athens Metropolitan Area to begin energy efficiency and renewable energy projects, using innovative financial tools and attracting private investments. To achieve its objectives, the project focuses on optimal bundling of the fragmented municipal projects to achieve considerable size, reasonable payback time and risk diversification. Resources will be used to optimize financial results for all parties and to ensure high participation of ESCOs in the tenders. PRODESA is the first to aim to create a network of at least 30 municipalities in Greece that will be supported in order to replicate the results.

The project launched in May of 2017, has a duration of 51 months and is financed by HORIZON 2020. The total cost of interventions is of €20.24 million.

There will be energy efficiency interventions in 116 municipal buildings, integration of a total **3.2 MW of photovoltaics** on the roofs of these buildings and re-lamping for the municipal lighting. **Total energy savings are 45.6 GWh/y** and the generated energy from RES is 4.8 GWh/y.

The energy savings after the completion of the interventions are estimated **8 GWh/year**. PVs will be integrated into the roofs of municipal buildings in order to cover a large proportion of the buildings' needs for electricity.

The improvement of municipal street lights will take place in 3 municipalities with **6.3 MW of installed capacity**, reduces the energy consumption by **37.6 GWh/year**. The interventions include replacement of existing lamps with LED and integration of dimming equipment that could be combined with communication systems and security cameras where necessary.

All interventions in municipal buildings and street lighting, aim both to save energy as well as to improve the conditions for users.

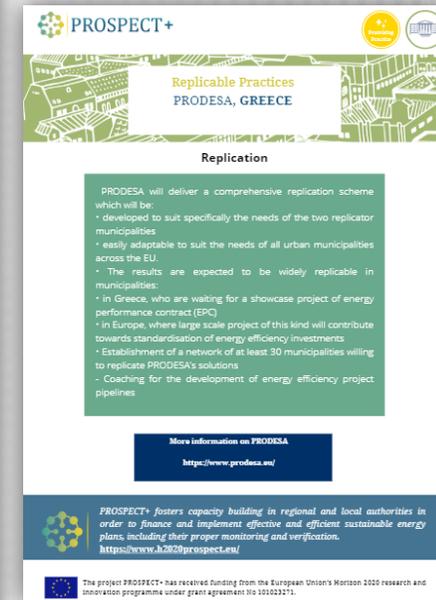
**PRODESA's financing approach**

Buildings, Public Lighting, Rooftop PVs

ESCO investment  
Revolving fund for energy efficiency  
Crowdfunding  
Municipal equity  
Public funding

Project implementation, replication and capacity building

ESCO market uptake



**PROSPECT+**

**Replicable Practices  
PRODESA, GREECE**

**Replication**

PRODESA will deliver a comprehensive replication scheme which will be:

- developed to suit specifically the needs of the two replicator municipalities
- easily adaptable to suit the needs of all urban municipalities across the EU.
- The results are expected to be widely replicable in municipalities:
- in Greece, who are waiting for a showcase project of energy performance contract (EPC)
- in Europe, where a large scale project of this kind will contribute towards standardisation of energy efficiency investments
- Establishment of a network of at least 30 municipalities willing to replicate PRODESA's solutions
- Coaching for the development of energy efficiency project pipelines

More information on PRODESA  
<https://www.prodesa.eu/>

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# Examples



# PROSPECT+

- **Good Practice: SCORE Project, Renewables in Private Buildings in 3 EU countries**
- Consumer Stock Ownership Plans
- Existing local energy projects receive legal and technical assistance for a tailor-made participation model.

**SCORE pushing renewables for everyone**

SCORE is funded by the European Union under its HORIZON 2020 programme, facilitating consumers to become (co-)owners of renewable energies. The project took place in different cities in:

- Susa Valley, Italy (Biomass)
- Prague, Czech Republic (Solar PV)
- Essen, Germany (Solar PV)

The participating local and regional authorities as well as existing local energy projects receive legal and technical assistance for a tailor-made participation model. Renewable Energy Clusters (RECs) can be seen as the prototype governance model of an emerging form of energy systems and will typically include demand flexibility and energy efficiency (EE) measures, storage and peer-to-peer trading within energy communities, and between energy communities and the market.

**SCORE's financing approach**

1. **SMEs: Shareholding represented by Trustee**
2. **CSOP: Invest in new or existing RE plant**  
**Bank: Longterm loan secured by shares and assets to CSOP**
3. **Municipality: acquires shares as co-investor**
4. **RE Plant: Supplies energy at fixed price to SMEs and supplies revenues from excess production sold to the grid**
5. **SMEs: monthly payments for energy to CSOP**
6. **CSOP: repays loans to bank from profits**

**CSOP Financing**

Consumer Stock Ownership Plans (CSOP) helps consumers co-own a RE project through an intermediary – the CSOP Operating Company (usually a privately held corporation with limited liability but possibly also a cooperative). A trustee who consults with them and acts in their interest represents them on the board of directors.

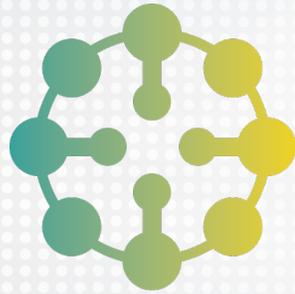
**The pilot projects**

Location	Details
Litoměřice	The Czech pilot aims to raise the capacity of existing installations, by 1.5 MWp, corresponding to an overall increase of 1.25x. 250 households will be involved as (co-)owners of the newly installed PV facilities. The surplus energy will be used for public and administrative buildings, and the energy savings triggered by changes in consumption behaviour are expected to amount to 14%, i.e. 368 kWh per year. Hence, the anticipated annual energy savings for all 250 households amount to 92,000 kWh.
Susa Valley	The Italian pilot will expand biomass power plants by annually adding 1.3 MWh per installed MW capacity. Approximately 2,200 households will benefit from the project by changing their heating energy source from fossil to renewable. Due to behavioural changes related to (co-)ownership of the new installations, the overall energy consumption is expected to be reduced by 14% per year. The energy demand shift from fossil oil amount to 2,632 kWh per year, yielding 368 kWh (3000 kWh - 2632 kWh = 368 kWh) annual savings per household. Consequently, the total of targeted energy savings amounts to 809,600 kWh.
Essen	The German pilot wants to actively participate in the further expansion of SE with a focus on regional self-consumption. It is to be financed by a supplement of 0.2 ct per consumed kWh on the certified green electricity supply of city (approx. 200,000 Euro/year). With the SCORE project, an additional 650 kWp is to be installed with the help of private (co-)investments. At least 200 households are expected to be included and turn from consumers into prosumers. The expected energy savings resulting from a change of consumption behaviour would amount to 73,600 kWh.

**More information on SCORE**  
<https://www.score-h2020.eu/>

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# PROSPECT+

Capacity building for cities and regions - from learning to action!

# Thank you!

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