



European  
Commission

# Covenant of Mayors Investment Forum

## Energy Efficiency Finance Market Place

# Proceedings

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## Opening Plenary



**Dirk Beckers**  
 Director of the European  
 Climate, Infrastructure and  
 Environment Executive Agency  
 (CINEA), European Commission

**Dirk Beckers** welcomed all participants to the event, incl. the ones following online, on behalf of CINEA, DG Climate and DG ENER that are the hosting organisations of the event in cooperation with the EU Covenant of Mayors. CINEA administrates a number of EU programmes incl. LIFE, the energy, mobility and climate part of Horizon Europe, the Innovation Fund, the Connecting Europe Facility 2 (Transport and Energy), the European Maritime Fisheries and Aquaculture, the Renewable Energy financing mechanism and the Just Transition Mechanism. The event is a flagship of CINEA's clean energy market uptake activities that is today hosted under the LIFE Clean Energy Transition programme and where almost 70 new projects either started or will start soon and with a second Call for Proposals 2022 closing on 16 November 2022.

The backbone of the Covenant of Mayors Investment Forum - Energy Efficiency Market Place, are successful projects and initiatives with good prospects for replication. The entire day is dedicated to showcasing innovative solutions from across Europe to boost investment and financing for sustainable energy and climate adaptation mainly focusing at the local level. If we want to have a climate-neutral Europe in 2050, there is a need to accelerate investments into sustainable energy and climate adaptation and cities and regions have a major role to play in this context. The timing of today's event could not be better, as Europe is facing an energy crisis, which has led to a near cut down of energy supply from Russia and in particular to a spike of energy prices felt by consumers all across Europe. By this, Mr. Beckers introduced the plenary speakers in the opening plenary and wished all a successful event.



**Clara de La Torre**  
 Deputy Director General,  
 Directorate-General for Climate  
 Action, European Commission

**Clara De La Torre** started to state the huge importance of the European Green Deal (EGD) as response to the energy crisis and representing a transformation of the EU economy and society. Regions, cities and local communities play a crucial role in achieving the goals of the EGD. Climate action can only be a success with the active participation of the local level to achieve rapid reduction of emissions, in adapting to those impacts of climate change that are inevitable, in preserving and restoring biodiversity and all the other actions necessary for a green transition.

The Covenant of Mayors is the world's largest movement for local climate and energy action. Across the EU, it involves more than 10.000 municipalities covering more than half of the EU population. Under the Covenant of Mayors, since October 2021, the Commission launched the Policy Support Facility, a pilot project with tailored technical assistance support for cities and regions from 12 selected Member States<sup>1</sup>, ensuring that no one is left behind. The Commission has also launched an ambitious Mission for Adaptation to Climate Change to support the transformation of at least 150 European regions and communities towards climate resilience by 2030. A linked Mission for Climate-Neutral and Smart Cities will involve local authorities, citizens, businesses, investors as well as regional and national authorities to deliver 100 climate-neutral and smart cities by 2030 and where both missions are grounded in the new EU Strategy on Adaptation to Climate Change, adopted in February 2021.

Ms. De La Torre ended stressing the importance that sufficient funding and tools are being put in place to support the implementation of the policies and called for a good dialogue on finding solutions at the event.

<sup>1</sup> Bulgaria, Croatia, Czech Republic, Greece, Hungary, Italy, Poland, Portugal, Romania, Slovakia, Slovenia, and Spain.



**Matthew Baldwin**

Deputy Director General of Directorate General for Energy, European Commission

**Mr. Baldwin** explained the background for the event in the security challenge that Europe is currently facing to get affordable energy as well as the challenge of climate change. Cities are on the frontline to meet these challenges and the EU Commission must help actors on local level to find and implement the solutions. The Covenant of Mayors has played an incredible role in bringing the cities together in implementing energy and climate action and to significantly contribute to the fulfilment of EU policy goals.

The energy crises have made the EU Green Deal even more important and has been supplemented with the REPowerEU aiming to rapidly reducing the EU's dependence on Russian fossil fuels. There is need to speed up the green transition based on energy efficiency measures and renewables deployment. This can be achieved through measures such as deployment of solar panels, heat pumps as part of building renovations as well as energy efficiency improvements across the sectors, including the modernisation of district heating networks in cities, more efficient public transportation and energy communities. This is to go along with developing and adopting the appropriate funding mechanisms as well as implementation drivers like one-stop-shops and use of Energy Performance Contracting.

Lastly, Mr. Baldwin emphasised again the key role of cities to help fulfilling the EU and national policies and called for active discussions at the event on how to succeed with this.

**Tanya Hristova** expressed it as an honour to represent a local authority as mayor of the Bulgarian city Gabrovo that is dedicated to undertaking climate and sustainable energy actions. Moreover, she has a role in the Covenant of Mayors as well as the Committee of Regions. In this regard there is organised important dialogue on the interaction between EU policies and the regional and local level.

The scope of today's event was appreciated in terms of sharing solutions in finding appropriate financing instruments and other key issues aiming to find a systemic and smart way to meet the challenges of local actors. In this effort inclusivity and leaving no one behind is essential.

Ms. Hristova called for decision-makers to provide the tools and instruments that are precisely needed for the regional and local level. The policy crisis in Bulgaria with frequent change of Government provide an unstable framework and

due to this it was requested to consider a direct support line from EU Commission to the regional and local level to help succeeding with the green transition. This is to be associated with well-designed multi-level governance structures to support the process.

**Thomas Östros** appreciated the opportunity to be part of the event and declared EIB's intention to be active supporter of the green transition in Europe with an intended investment of one trillion EUR until 2030 for climate action. In fact, since 2021, EIB is the first multilateral bank to align all its activities with the Paris Climate Agreement.

EIB provide practical assistance on the ground to prepare bankable investments. A key programme in this regard is ELENA that was launched 13 years ago and will proceed under InvestEU. To date, ELENA has awarded 140 projects all across the EU that are expected to generate investments of 7.5 billion EUR.

EIB also manage advisory services like the Advisory Hub aiming to provide help to the required steps of an investment cycle as well as aiming to increasing the level of private capital. Energy efficiency must be put on top of priorities together with expanding use of alternative energies to replace fossil fuels.

[Online recording](#)



**Tanya Hristova**

Mayor of Gabrovo, Covenant of Mayors Ambassador and Chair of the Bulgarian Delegation at the European Committee of the Regions



**Thomas Östros**

Vice President of the European Investment Bank (EIB)

## Strand 1: Cities and Regions driving change: innovative energy planning and climate change adaptation solutions

### DECARB CITY PIPES 2050 - Transition roadmaps to energy efficient, zero-carbon urban heating & cooling

**Viktoria Forstinger**, UIV Urban Innovation Vienna

[Decarb City Pipes 2050](#) showcases how local authorities can build up capacity to succeed in the challenge of transitioning towards an energy-efficient, zero-carbon heating and cooling sector. Six cities - Bilbao, Dublin, Munich, Rotterdam, Vienna and Winterthur – have joined forces to learn from each other, explore technically and economically feasible options and pathways suitable for their local challenges and build up skills in the gathering and use of data, planning tools and instruments. A key project goal is to build-up planning and implementation capacity in each city by addressing the “hot potato” of phasing out fossil gas (incl. gas boilers) in the building sector.

Viktoria Forstinger, project manager, explained the efforts undertaken in Vienna, where a key step has been to make spatial planning for the city’s heating and cooling that has considered factors such as heat density, current system,

energy availability, building stock, cost calculations, etc. and resulted in designating areas for resp. central DH network, local DH network, decentralised systems (heat pumps, biomass) and green gas grid (for industries and CHP). A similar process is ongoing in Rotterdam.

Next step is to make transition roadmaps on how to reach an energy efficient, zero-carbon local district heating and cooling no later than by 2050. Part of this is to define the required regulatory and financial instruments to be applied and the governance structure to be set up and there was given recommendations on what support cities need from the EU in terms of the legislative framework to speed up their energy transition.

[Presentation](#)

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### PROSPECT+ -Capacity building for local and regional authorities on innovative finance for sustainable energy and climate plans

**Sylwia Slomiak**, Eurocities, and  
**Giulia Pizzini**, Institute for European Energy and Climate Policy

[PROSPECT+](#) builds on the former Horizon 2020 project PROSPECT with the aim to enable capacity building in regional and local authorities to finance and implement effective and sustainable energy plans, ensuring synergies with other local plans and proper monitoring of effects. The learning continues through five learning modules (public buildings, private buildings, public lighting, transport, and cross-sectoral), with the accent on innovative financing instruments. While PROSPECT brought together 195 participants from 29 Member States and 160 cities, the ambition of PROSPECT+ is to ensure that over 200 additional cities from at least 20 Member

States improve their capacities when it comes to implementing projects from SECAPs and similar sustainable plans. This means the project will target app. 6% of total CoM signatories, which corresponds to over 4.000 actions in their existing SECAPs and similar plans, resulting in potential roll-out impacts of 20,057 GWh/year of energy savings and 2,048 MEUR of additional investments.

As example Energy Agency of Podravje (ENERGAP) that successfully implemented refurbishment of streetlighting and public buildings through PPP and EPC schemes in



Maribor, Slovenia, served mentor and helped mentees from Debrecen in Hungary and Koekelberg in Belgium on fulfilling their respective needs to refurbish kindergartens (low energy consumption or passive buildings) and to replace lighting systems in public buildings rented to private persons.

PROSPECT+ seeks feedback from the participating cities and to understand their financial readiness, i.e. the ability of a project to secure funding from either public or private side. According to the learning there are made handbooks available on how to manage funding of the different solutions as well as good practices on energy

efficiency or climate adaptation practice which a city or a region has planned or implemented with innovative financing solutions.

[Presentation](#)

[Online recording](#)



**Giulia Pizzini**

## **LIFE PACT - Integrated approach to urban climate adaptation in Leuven, by engaging citizens in Nature Based Solutions**

**Baptist Vlaminck, City of Leuven**

*LIFE PACT* stands for People-driven: Adapting Cities for Tomorrow. It is the ability of cities to deploy and improve nature-based solutions (NBS). In this way we can increase urban resilience and improve the health and well-being of citizens.

Like other cities, Leuven finds itself increasingly confronted with the effects of climate change: drier summers, more frequent flooding and more heatwaves. To combat these and other climate related events, the city in recent years has turned to implementing measures aimed at increasing its resilience. Under the framework of the Leuven 2030's Roadmap, the effort comprised a multi-stakeholder initiative dedicated to accelerating Leuven's transition, incl. adopting a Rainwater Strategy in 2019 and a Drought Strategy in 2020. It is currently in the process of designing a Greenery Strategy aimed at expanding and preserving the city's green spaces. Together, these three strategies make up the city's adaptation strategy.

To implement its adaptation strategy, the city has established a cross-departmental adaptation team. This team contains representatives from multiple departments, including the Departments of Sustainability, Greenery, and Road and Water Management, where the latter recently converted the strategy's objectives into a more detailed action plan. The plan involves the implementation of a suite of adaptation measures across the city and the roll-out of a comprehensive communication strategy. For its efforts on sustainability and climate change, Leuven in 2018 was rewarded with the European Commission's Green Leaf Award. In 2020, thanks again in large part to its efforts to address climate change, Leuven received the European Capital of Innovation Award.

[Presentation](#)

[Online recording](#)



**Baptist Vlaminck**

## VENETO ADAPT - Enhance capacity of Veneto cities to respond to climate change (hydro-geological risk) by a multi governance approach

**Giovanni Vicentini**, Municipality of Padova

[The Veneto ADAPT project](#) has involved local authorities, research bodies and private operators with the shared objective of developing operational tools for the adaptation of cities to climate change, in the territorial context of the central Veneto region and with a specific focus on hydraulic risks and heat waves. 32 SECAPs have been elaborated as medium-term strategies and 8 pilot projects have been implemented to demonstrate the effectiveness of adaptation measures.

The efforts have been accompanied by extensive stakeholder mapping as well as analysis of existing plans, where more than 630 adaptation measures already being implemented have been identified. Further there has been made regional guidelines, policy recommendations and communication tools as part of developing a multi-level governance system, horizontal

(between cities and key stakeholders) and vertical (between different levels of government). This has helped to support local authorities in the transition from the Sustainable Energy Action Plan (SEAP) to the Sustainable Energy and Climate Action Plan (SECAP).

Last part of the presentation was about how to communicate the SECAP, meaning for instance that six short videos have been produced and made available on the YouTube channel Veneto ADAPT. Networking activities comprise twinning with other Italian and European cities and replication efforts, where 25 Italian and foreign municipalities benefited from the methodological support of the VenetoAdapt project.

[Presentation](#)

[Online recording](#)



**Giovanni Vicentini**

## ATELIER - Does size really matter? Replicating smart city solution in small and mid-sized cities

**Rudy Rooth**, City of Amsterdam,

**Hywel Jones and Luigi Lo Piparo**, Technopolis Group, and

**Angelo Giordano**, CiviESCO

*ATELIER* is a five-year project funded by the European Commission that focuses on developing citizen-driven Positive Energy Districts (PEDs) in the two Lighthouse Cities Amsterdam and Bilbao. Their successful implementations will then be replicated and tested for feasibility in the six Fellow Cities Bratislava, Budapest, Copenhagen, Krakow, Matosinhos and Riga.

Rudy Rooth explained the scope of Atelier that brings together and connects citizens, businesses and the local government to make the built environment energy positive. This is done through a multi-disciplinary network of users, producers, governments and knowledge institutes, who jointly create, accelerate and implement innovative solutions.

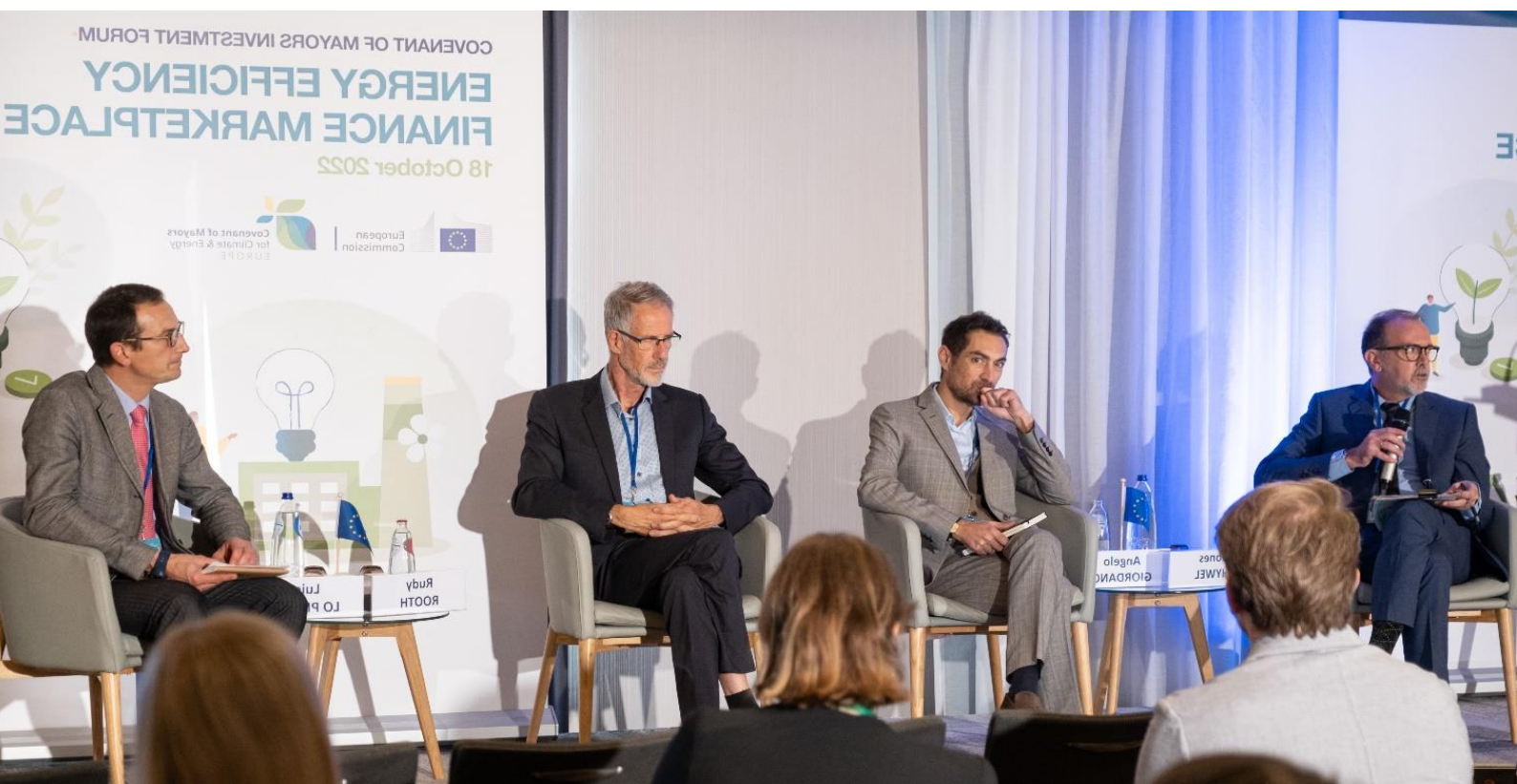
Luigi Lo Piparo followed by presenting the Smart Cities Market Place that is an initiative of EU Commission DG ENER to run in the period 2022-2026. Its objective is to facilitate private financing and investments (new

business models and approaches for decreasing risk) and to support local communities – particularly small and mid-sized cities ( $\leq 100,000$  inhabitants) – on how to become climate-neutral. The Smart Cities Market Place offers integrated and tailored services in form of matchmaking events, financing masterclasses, 1-to-1 consultancy services (technical, financial, legal, engagement) and P2P exchanges.

As a further initiative Angelo Giordano presented the initiative SCALABLE Cities aiming to provide Urban Authorities and local developers practical tools with common definitions of ESG risks. This is done in form a Roadshow with "Capacity building workshops" to commit LCC projects and the Climate Neutral Cities.

[Presentation](#)

[Online recording](#)





## Strand 2: Public sector mobilizing sustainable energy investments

### PRODESA - Bundling sustainable energy projects by municipalities in the Athens Metropolitan Area

**Argyro Giakoumi**, Centre of Renewable Energy Sources and Saving



**Argyro Giakoumi**

The [PRODESA project](#) assists seven municipalities in the Athens Metropolitan Area in developing energy efficiency and renewable energy projects that are implemented through innovative financial mechanisms and attracting private financing. The project has focused on optimal bundling of fragmented municipal projects, involving 94 public buildings and over 12,000 luminaires of street lighting, aiming to achieve investments with considerable size, reasonable payback time and risk diversification. Various financing scenarios have been investigated, including mixing public grants with private financing and aiming to optimise all involved parties' financial results. PRODESA initiated a network of over 30 municipalities that received support to replicate the results.

Moreover, the project contributed to improving the current regulatory framework of the virtual net-metering regulation for allowing rooftop PV-generated electricity to offset electrical consumption by other municipal uses, e.g. street lighting.

Among the key merits of PRODESA has been to pave way for Energy Performance Contracting and tendering procedures and made municipalities aware of the importance of adequate data, incl. as part of establishing a baseline for monitoring of project performance. The gained experience can be used in the next programming period (2021-2027) and help to ensure the compatibility of EPC financing and grants.

[Presentation](#)

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### BAPAURA - Energy services in Auvergne Rhône-Alpes

**Rogelio Bonilla**, Regional Energy and Environmental Agency of the Auvergne-Rhône-Alpes Region and

**Marie Jeanmougin**, ADEME

[BAPAURA](#) is a three-year project which aims at facilitating the refurbishment of public buildings in small and mid-size municipalities, by developing advanced and centralized energy services dedicated to them. The services are focusing on project development assistance: legal, technical and financial. The project, during its duration, is expected leading to 115 public buildings refurbishments, triggering a total of EUR 23.6 million investment (so far, 9.9 million have been invested).

The presentation of BAPAURA was made as a roleplay to illustrate the interaction between the

key actors in the refurbishments and notably the importance of ensuring competence advise that leads to the desired solutions. As part of the project has been put in place a community of advisors who are trained and share experiences. Other learning points concern the importance of political commitment, both as a political goal and a will for pooled and skilled services. There are good prospects for replication of the project, especially to other parts of France with similar conditions.

[Presentation](#)

[Online recording](#)



**Rogelio Bonilla**



**Marie Jeanmougin**

## INDDHEAT - District heating and district cooling investment programme in the North-Denmark Region

Alex Søgaard Moreno, City of Aalborg and

Thorkil Neergaard, Brønderslev Forsyning A/S

The overall purpose of the [INDDHEAT project](#) has been to help greening the heat supply in North Denmark via technical assistance support from EU ELENA programme. City of Aalborg was lead partner and supported both small- and larger-scale utility companies in their process to become more sustainable.

Alex Søgaard Moreno from City of Aalborg presented the overall scope and achievements. The heating concept is district heating (DH) that allows for flexible use of energy sources. The 2030 vision for North Denmark is 100 % fossil-free power plants building on elements such as energy efficiency and sector coupling with industry, electrical production, agricultural sector waste- and water sector. In the project period 1 from July 2018 to 31 December 2021 the ELENA grant of 2,8 million € has helped to generate €130 million investments in the green transition of district heating in North Denmark and led to more than 40,000 tons of CO<sub>2</sub> reduction.

Thorkil Neergaard from the utility company Brønderslev Forsyning followed by explaining the technical aspects of INDDHEAT according to a new masterplan for the development of smart district heating. On the production side a key element is a Concentrated Solar Power Plant and a solar-PV plant. It also includes CHP, biomass boilers and heat pumps. On the energy efficiency and system optimisation side the project helped the utility to bring down energy losses in the complete system from production, over the distribution of energy in the network to the end user-consumption. In the current situation of increasing energy prices the district heating system provides a stable price for consumers and the future points at Triple-helix cooperation (public sector, private sector and academia) will allow exploit new areas of action like Carbon Capture and Power-to-X projects.

[Presentation](#)

[Online recording](#)



Alex Søgaard Moreno



Thorkil Neergaard

## EU CITY FACILITY- Support to cities and municipalities in mobilising sustainable energy investments

**Carlos Sanchez Rivero**, DG ENER, **Maria Giovanni Zamburlini** and **Guillaume Dewispelaere**, Municipality of Schaerbeek, **Mauro Cornaglia**, Municipality of Pinerolo and **Vlatko Kovačić**, City of Karlovac

[EU City Facility](#) is an initiative to help cities and communities preparing for the energy transition that requires mobilising a significant amount of investment. The European City Facility offers financial support and dedicated technical services to develop tailor-made investment concepts to more than 210 cities, so that they can lift their sustainable energy project ideas off the ground and pave the way for their financing and implementation.

Carlos Sanchez Rivero from DG ENER set the scene by explaining the key policy development. The European Green Deal is a roadmap for a climate-neutral Europe by 2050 and entails a legally binding target of reducing emissions by 55 % until 2030. It is supplemented by the REPowerEU aiming to rapidly reducing EU dependence on Russian fossil fuels by 2027 by saving energy, diversifying supplies and accelerating the clean energy transition. The REPowerEU entails additional investment of €210bn between 2022 and 2027, on top of what is needed to realise the objectives of the Fit for 55 proposals. A key element in achieving the 2030 Energy and Climate targets is to leverage private financing to cover 85% -90% of the investment needs, meaning that public and private funds together are to put in place 3.000 billion € by 2030.

Adrian Hiel, responsible for EU Policy and Communications at Energy Cities, intervened by explaining the key added value of the EU City Facility, notably that it helps a high number of small and medium sized cities, often less than 100,000 people, in overcoming their investment barrier.

Maria Giovanni Zamburlini and Guillaume Dewispelaere presented the investment concept for buildings owned by local public authorities, mainly

offices, schools, nurseries, nursing homes, workshops, cultural and sports centres in the Brussels-Capital Region under the heading Decarbonisation-Click Brussels (D-Click Brussels). The IC serve as basis for the ambitious RenoClick program in form of a building renovation one-stop shop set up by Sibelga since March 2022. The initiative is an element in reaching the targets of the Brussels-Capital Region's Sustainable Energy and Climate Action Plan (SECAP) with a total investment size of 886 MEUR.

Mauro Cornaglia showed how the Municipality of Pinerolo (Italy) developed an investment concept for energy efficiency of public buildings and public street lighting, incl. energy renovation of 48 public buildings through the implementation of EPC contracts and replacement of obsolete lighting points with efficient new ones. It also includes renewable energy in form of new PV systems integrated in public buildings and new hydroelectric plants installed in the municipal aqueduct network. It was explained how to undertake energy audits of buildings, economic and legal analyses aiming to reach an investment level of 15 MEUR.

As last example Vlatko Kovačić presented the project of developing an investment concept in the City of Karlovac (Croatia) that concern investigating the possibility of exploiting geothermal water from geothermal field in the city (GEO4KA). The produced thermal energy is to replace natural gas and lead to reduced GHG emission. The financial and economic analysis show viability of the project and efforts will now be oriented towards seeking financial sources for its realisation.

[Presentation](#)

[Online recording](#)



## CITIZEE - Scaling up public funding for the energy efficiency of buildings by attracting citizen investments

**Jean-François Marchand**, Energinvest



The main objective of the [CitizEE project](#) is to support European public authorities to scale up funding for energy efficiency in the building sector by attracting citizen private investments. The steps in this are to learn from existing public financing schemes supporting citizen funding models and understand how to set-up public-backed investment platforms.

CitizEE has analysed pilot projects that represent eight proposed Investment Platform structures, of which one group concern agreements/arrangements with a financial intermediary and another group of Special Purpose Vehicles for off-balance ESCO/ESCoop financing or multipurpose objectives. The pilot projects analysed have been VIPA in Lithuania on Solar PV investments in residential buildings, VEB in Belgium on deep retrofit EPC contracting in public buildings, GoParity in Portugal on

Energy Efficiency & Renewable Energy investments in public & private buildings and REGEA in Croatia on Solar PV investments in public, private & residential buildings. For these projects the main problems/obstacles encountered as well as mitigation actions/final results have been detected and were explained.

Developing a public-backed investment platform is a long and complex issue that requires sufficient financial expertise and technical resources. A strong commitment from a public partner as sponsor or project owner is required from an early stage. Key lessons learned and recommendations are to start small and opt for gradual progress along the implementation results and experience.

[Presentation](#)

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Jean-François Marchand



## Strand 3: Emerging approaches to boost energy efficiency investments in residential and commercial buildings

### DOMUS - Platform to boost energy efficiency investments in homes and commercial buildings

Jordi Ayats Reixach, Fundació Europace



Jordi Ayats Reixach

DOMUS is a people-centred Integrated Home Renovation Programme to boost energy efficiency and renewable energy of the housing stock, where the global initiative PACE has been transferred to Europe under the heading of EuroPace. The program builds on a one-stop-shop approach aiming to streamline the interaction between the different actors involved in the energy renovation process. It creates a new player in the building energy renovation sector that unlocks the main barriers through an effective customer outreach strategy based on Social Marketing combined with 360° personalized assistance transforming the building renovation in a simple, affordable and quality assured manner.

As part of DOMUS has been developed an innovative platform that digitalizes and

improves the program operation efficiency and works with qualified and validated local professionals aiming to stimulate the local economy. DOMUS program was awarded by Catalan Municipalities Association as the best climate action 2021 and is currently being designed, deployed and/or operated by more than 25 Spanish municipalities and regional authorities. At the end of the presentation a video was shown how DOMUS run campaigns towards citizens, incl. building site visits to show what you can do with energy renovations and renewable energy installations in homes.

[Presentation](#)

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### PROPEL- Scaling up the energy efficiency finance market

Michael Pachlatko, Joule Assets Europe

The PROPEL project focus on overcoming barriers for small scale energy efficiency investments (<100k€) that rarely get financed due to too high transaction costs. The key approach is to build on and complement the set of standardised tools developed in the previous LAUNCH project, such as an investor-grade Energy as a Service contract, a standardised risk assessment protocol or a roadmap for project developers to access growth capital. Michael Pachlatko showed examples of pilot projects, incl. a 5 MEUR framework contract for energy efficient lighting with individual projects in the size of 50-100 kEUR as well as within e-mobility and heating.

PROPEL is in the process of creating the Sustainable Energy Finance Association (SEFA)

aiming to serve as a long-lasting non-for-profit European centre of competence for the whole value chain of actors working on the development of sustainable energy assets, with a focus on financing of building renovation. The SEFA platform is soon ready for testing, where users can get an account free of charge.

Moreover, PROPEL offers training materials of standardized materials available in English, Italian and Spanish and can support interested parties with their expertise and network of financial partners.

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## SAVE THE HOMES - One-stop-shops to stimulate home renovation demand in Valencia and Rotterdam

**Ana Tisov**, Huygen Engineers and Consultants

*Save the Homes* aims to develop Citizen Hubs as One-Stop-Shop type of concept to operate in the City of Rotterdam in the Netherlands and Municipality of Valencia in Spain, by strengthening already established frameworks and supporting fulfilment of climate targets of the two cities. Save the Homes develop and roll-out OSS based on the two cities' specific ecosystems that streamline various stakeholder interactions, deliver an attractive renovation offer to the citizens and contribute towards actual upscale of home renovations in a customer journey approach. Among the recommendations are to think big, but start small, to put emphasis on how to channel fundings effectively (boosting use of available public funds & leveraging private financing) and having a strong online platform to make people motivated and ensure good conversion rates.

The discussion came around issues like how to optimise the trust of the OSS services and how to ensure the OSS operation beyond the period of the H2020 project. Also, the OSS face a current obstacle in the lack of work force, where it is important the homeowners must not wait too long for the energy renovations.

Save the Homes aims to help spreading OSSs replication across EU Member States, by identifying best practices and effective business models to capitalise on gained knowledge, increase energy savings and obtaining homeowners satisfaction. As part of this two follower cities, City of Ljubljana in Slovenia and Sant Cugat in Spain are developing blueprints for OSSs in their cities.

[Presentation](#)

[Online recording](#)



Ana Tisov

## PRORETRO - Supporting home owners in their energy renovation projects in five German cities and regions

**Kiranpreet Kaur**, Innovation City Management GmbH (ICM) and

**Jan Kaselofsky**, the Wuppertal Institute

The *ProRetro project* provides new One-Stop-Shop services in five German cities or regions Berlin, Bottrop, Böblingen district, Hanover region and Wuppertal, where homeowners show a reluctance to retrofit. The project aims to overcome barriers to residential energy efficiency renovations with One-Stop-Shops designed to meet the needs of German customers, drawing on good practice cases in other EU Member States and tailor these to fit the German reality.

experience of the partners the project has elaborated a support package for homeowners on their energy renovation customer journey (e.g., advice, construction trade, grants).

Kiranpreet Kaur and Jan Kaselofsky presented the findings of establishing the one-stop-shops and extracted the main challenges and tasks for putting in place integrated home renovation services in the five cities/regions. Part of this is that the market conditions changed massively during the project and where it has been essential to build trust for the one-stop-shops and exploring its long-term viability. Details were presented for the one-stop-shop development in Bottrop representing a previous coal mining area.

[Presentation](#)

[Online recording](#)



Kiranpreet Kaur



Jan Kaselofsky

The core of ProRetro has been to develop one-stop-shops for each of the five cities/regions, building on a model, setup/network and marketing efforts in a mutual learning by national German partners and partners with experience in integrated home renovation services from other countries. Building on the

## COMACT- Renovation of multi-family buildings mitigating energy poverty in Central and Eastern Europe and in former Soviet Union republics

Talia Brun Marcen and

Gyorgy Sumeghy, Habitat for Humanity



*ComAct* aims to make impactful energy-efficient improvements in multi-family apartment buildings in the Central and Eastern European (CEE) region and in the countries of Eastern Neighbourhood. It is to be affordable and manageable for energy-poor communities as well as creating the necessary assistance conditions for lifting them out of energy poverty. There is expected to be invested 8.97mio EUR in sustainable energy triggered by the project during its duration.

A key effort of ComAct has been to empower and activating communities of homeowners to make the energy-efficient improvements with five pilots in Hungary, Bulgaria, Lithuania, Macedonia and Ukraine.

In order to innovate ComAct aims to understand the relationship between energy-poor households and energy-poor communities and

to develop methods that make disorganized communities capable of articulating their interest and act in a coordinated way.

Moreover, the project has enabled financing schemes for energy poor households by providing tailor-made financial schemes along optimizing technical solutions for energy efficiency in the multi-family apartment buildings. Part of this has been to elaborate a toolbox of financing models for energy-poor households (<https://comact-project.eu/toolbox>) and promoting one-stop-shops that can provide complex technical assistance including social facilitation. There was given examples of the achievements made in the five pilots.

[Presentation](#)

[Online recording](#)



## Closing Plenary

The conference closed with a plenary session moderated by **Mr Christian Strasser**, Head of LIFE Energy + LIFE Climate Unit at CINEA. Mr Strasser introduced the two final speakers to make a reflection on the event.

**Petya Pishmisheva** started by expressing her appreciation on the presentations and discussions on financing solutions and other narratives at the event. For years the Covenant of Mayors has been facilitating the planning and implementation of climate and sustainable energy actions at regional and local level. Recently, a campaign was released to address the current challenge of energy crisis by mobilising sustainable energy efforts. The development is on right track but needs to be accelerated and strengthened especially in terms of implementation.

The ultimate goal is to make European cities CO2 neutral and achieving this requires new mindsets and approaches like in terms of adopting innovative financing instruments. This was reported from some of the presented projects at the event and how they managed to mobilise funding and it was stressed the importance of meeting energy poverty. Lastly Ms. Pishmisheva appreciated all speakers and participants for their active involvement as a key component in making the event a success.

**Hans van Steen** also appreciated the high-quality presentations and discussion at the event. Europe is currently facing a triple challenge of dealing with climate change, high energy prices and ensure sufficient energy incl. for the upcoming winter.

Today's situation is characterised by emergency where the EU Commission just proposed another emergency package to stabilise the energy market for discussion at the EU Parliament. The Green Deal is as important as ever and fossil fuels are to be phased out and the regional and local level is key to fulfil this.

Hans van Steen thanked all event attendees for their active participation and encouraged to take the insights back home and build on the

examples to make European cities greener and safer places to live.

Moderator Christian Strasser, Head of Unit at CINEA, closed the conference by inviting to subscribe to the CINEA Clean Energy Newsletter with information on eight funding programmes managed by the agency and to watch out for the LIFE clean energy calls, where proposals are appreciated.

[Online recording](#)



**Petya Pishmisheva**  
 Co-lead of the Covenant of Mayors for Climate and Energy – Europe



**Hans van Steen,**  
 Principal Adviser in the Directorate General for Energy, European Commission



**Christian Strasser**  
 Head of LIFE Energy and LIFE Climate Unit at CINEA, European Commission



