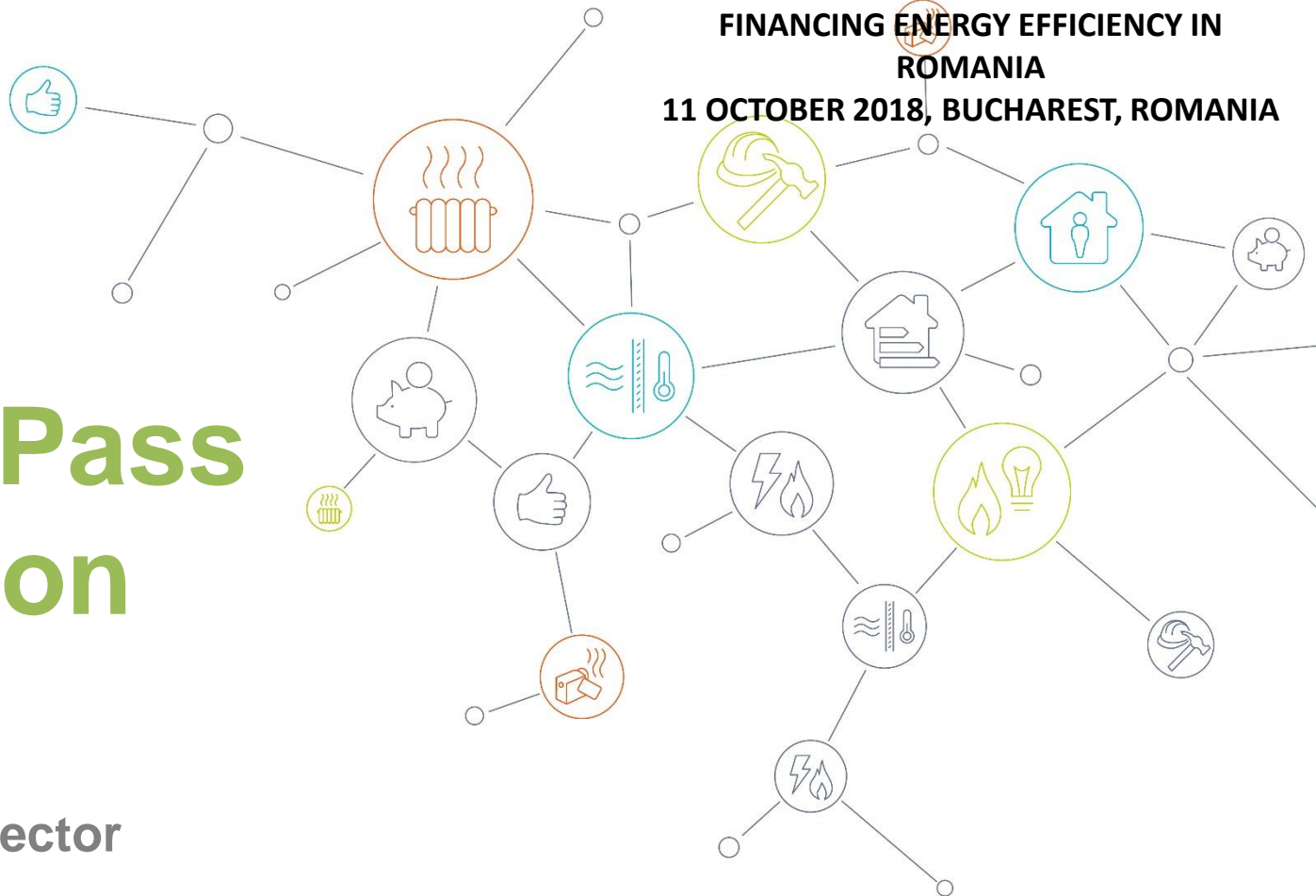


NATIONAL ROUNDTABLE
FINANCING ENERGY EFFICIENCY IN
ROMANIA
11 OCTOBER 2018, BUCHAREST, ROMANIA

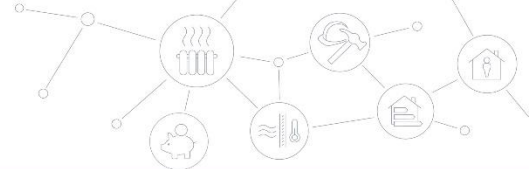


Picardie Pass Rénovation

Alice Morcrette, Director

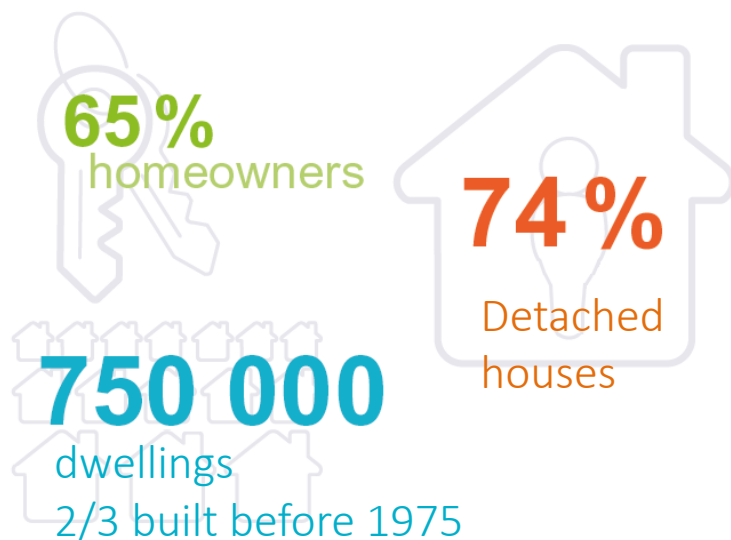


Le projet est cofinancé par l'Union Européenne, L'Europe s'engage en Hauts-de-France avec le Fonds Européen de Développement Régional (FEDER).



Context

Housing stock in Picardy

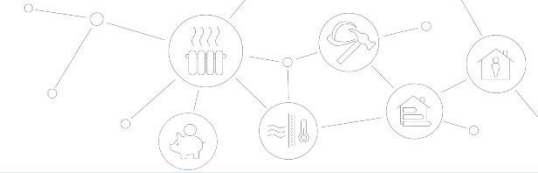


Per capita income below average
High unemployment rate
Energy bills higher by 23% than average

High political impulse in 2012 - 2013

Need to aggregate individual projects
in order to

- **Create a virtuous circle for local economy:** funding of renovation works performed locally through savings on energy bills (i.e losses for the local economy)
- **Be able to impact both supply and demand through a new trade**



Set up a new actor of public interest

Driving the residential market through financial and technical aid



Trust and confidence

- Definition of the works
« Be ambitious »
- Financial solutions
- Quality control
- Proper use after retrofitting



- Qualifications / Upskilling
- Organisation / Clusters





2 different settings for 2 different targets



→ For detached houses

- Accompany the owners for an ambitious job
- Secure energy savings
- Propose an adapted financing solution



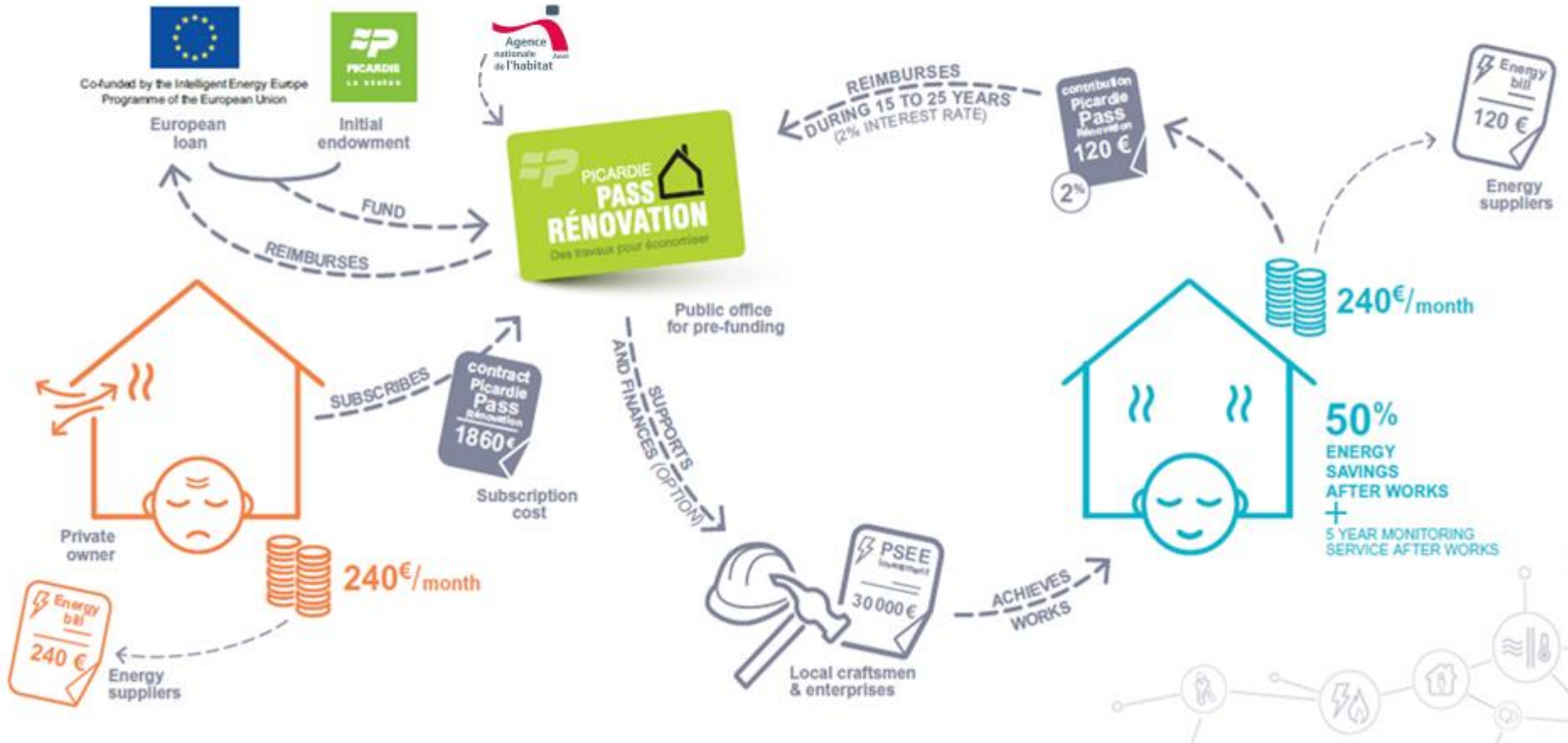
→ For condominiums

- Manage multi-stakeholder projects
- Ensure to follow regulations
- Control of the costs during the whole project

Conditions :

- the housing is located in Picardy
- the retrofit works **generate 40% energy savings**

THIRD-PARTY FINANCING, HOW IT WORKS IN PICARDIE?



THIRD-PARTY FINANCING, HOW IT WORKS IN PICARDIE?

1 Project qualification : Retrofit technician Home owners

Information, personal advice, energy audit, definition of the work program

Quality of the renovation works

- Min. energy savings = 40%
- Compatible with future improvements



THIRD-PARTY FINANCING, HOW IT WORKS IN PICARDIE?

③ Project evaluation

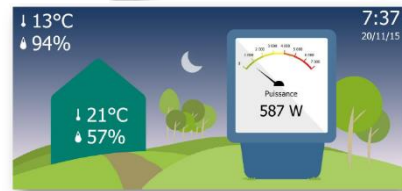
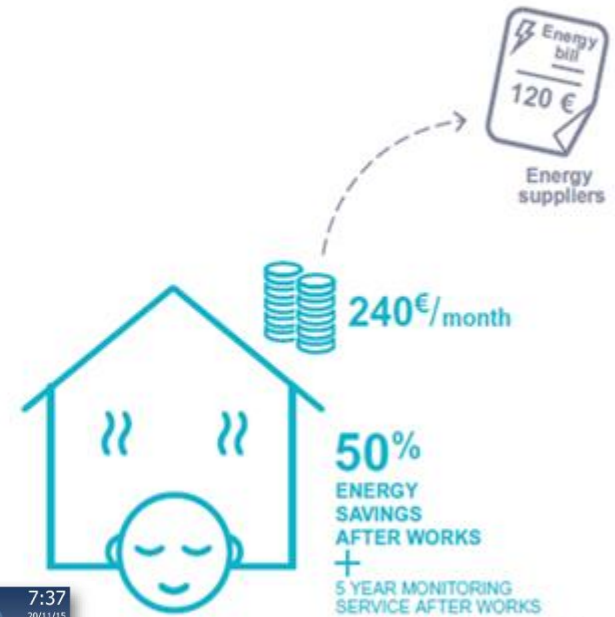
Retrofit technician

Home owners

Companies

Support for equipment use/maintenance,
tracking of energy consumption,
eco-coaching

Limit rebound effect
Limit financial risk



THIRD-PARTY FINANCING, HOW IT WORKS IN PICARDIE?

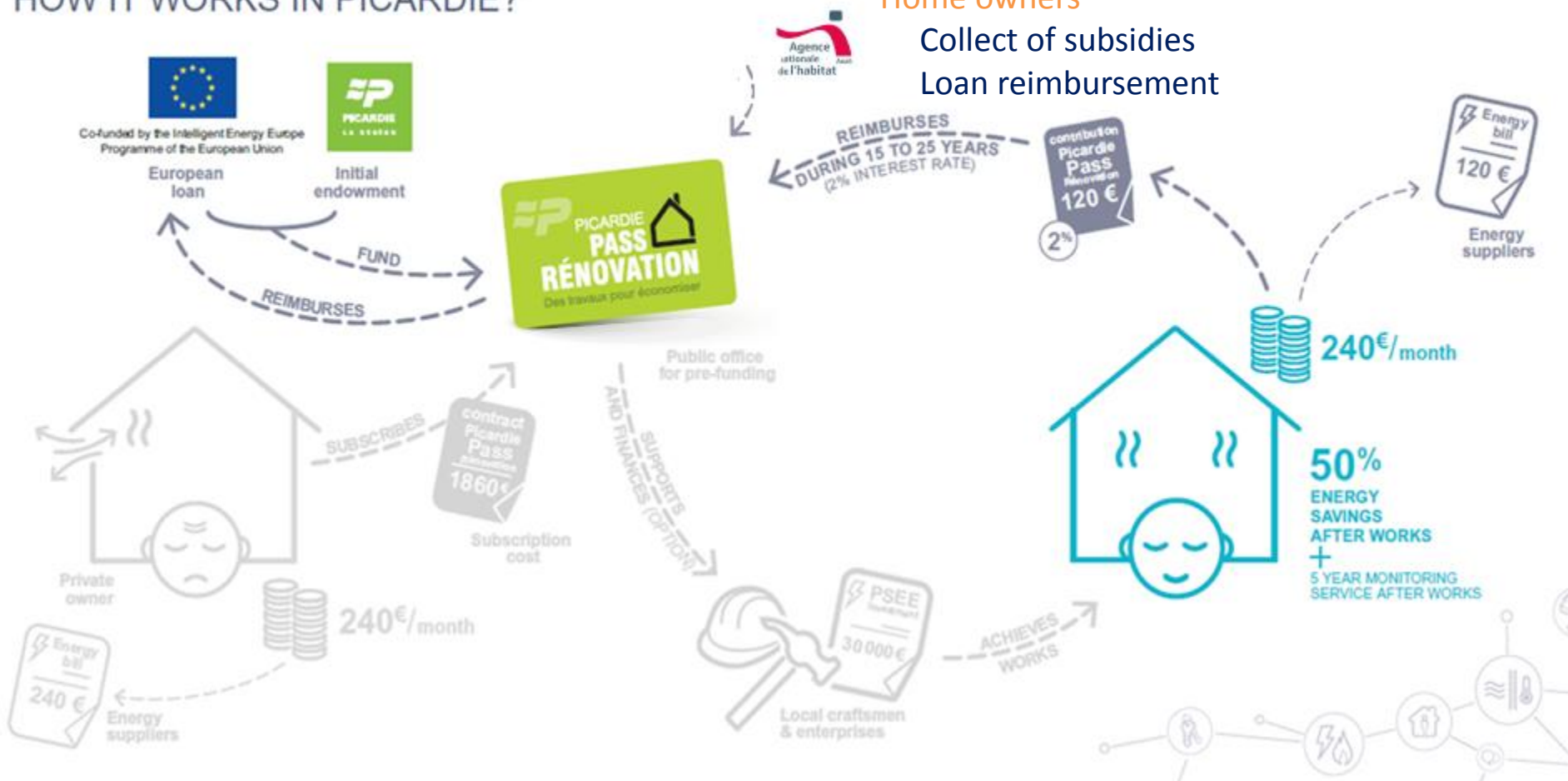
④ After works project life

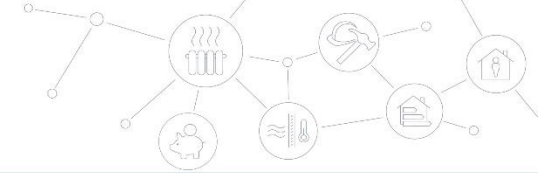
Financers

Home owners

Collect of subsidies

Loan reimbursement





→ *Emphasis on financial support*

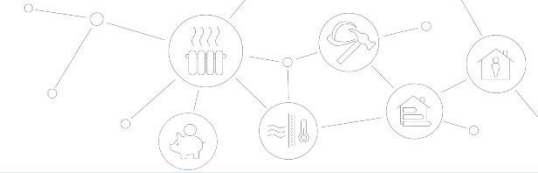
→ **SPEE takes charge of the full amount of the works for the count of the homeowners**

Direct payment to construction companies

→ **SPEE collects the subsidies for the homeowners and the condominiums**

→ **Homeowners start to repay what's left at the end of the works over 15 to 25 years (long term for low monthly payment)**
A reasonable interest rate (2,5%), no penalty in case of early repayment





Findings

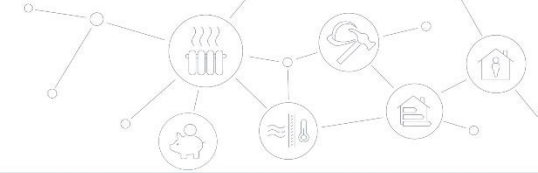
- **Technical support is appreciated** especially in case of problems (conflict between owner / architect / building companies)
- **Very old building renovation are particularly difficult :**
 - Few specialised companies
 - Cost very difficult to estimate
 - Projects are generally longer and more expensive than expected
- **Needs for non-technical support were underestimated**
 - Support to homeowners and also to companies (paper work)
 - Works in occupied sites are difficult to manage
 - Each actor has to be coached to understand and fulfil their role and duties

Owner

Picardie Pass Rénovation

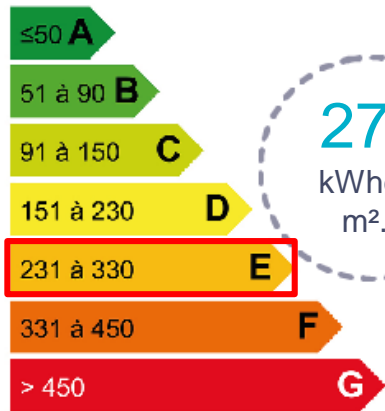
Architect

Companies



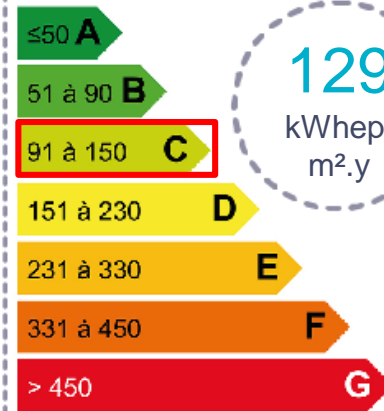
Findings

Before works



278
kWhep/
m².y

After works



129
kWhep/
m².y

- 54 %

20% of the projects reached the **BBC-Effinergie Renovation*** level

70% of the monthly payments covered by the savings

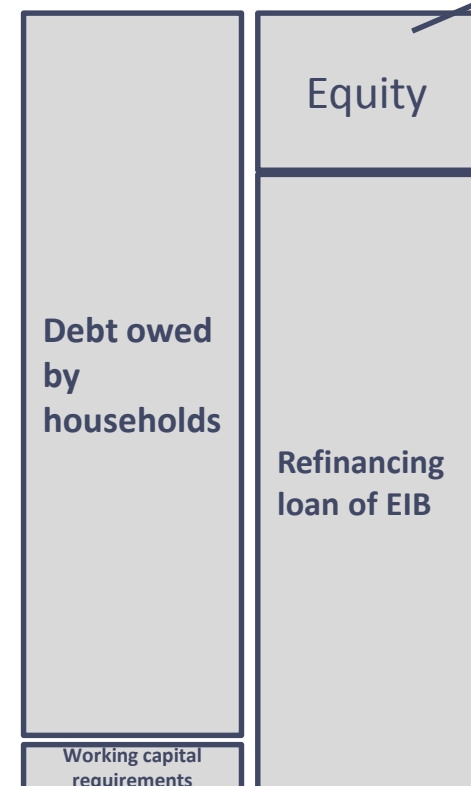
*low energy renovation standard

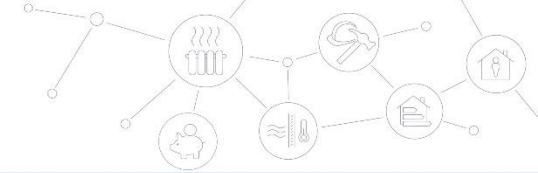
Cost and resource structure

Charges	Hypothesis (for 2000 SFH projects – 3y)	Done 2014-2018 (~1700 projects SFH + MFH)
Works	56,9 M€	38 M€ (25 M€ already engaged)
Service activity (internal staff, renovation technicians, operating costs,...)	9,0 M€	8,5 M€

Resources	Hypothesis (for 2000 SFH projects – 3y)	Done 2014-2018 (~1700 projects SFH + MFH)
Regional council Initial provision	8,0 M€	8,0 M€
Refinancing loan	47 M€ (EIB and CDC)	35,5 M€ (18 M€)
PSEE service	3,4 M€ (1550€ / SFH project)	1,5 M€ (1550€ / SFH project & 750€ / app.)
Subsidies (ELENA, ERDF / CPER, other projects)	3,3 M€	3,8 M€
Energy savings certificates	4,2 M€	2,3 M€

15% of loans to homeowners + working capital requirements



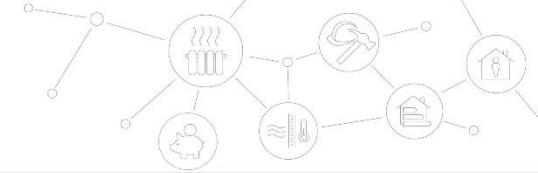


Cost and resource structure

Projects typology	Fee (€)	Real external costs (€)
Single Family Houses	1550	3450
Condominiums	750	1805

- Energy savings certificates to balance the costs but :
 - volumes are difficult to evaluate
 - valuation of energy certificates depends on the market
- Subsidies to cover part of our internal costs





Key partners

Support local authorities policies to lower energy consumption

Marketing the service via local authorities:

- A powerful access to individual owners
- But level of engagement of municipalities is uneven

→ 39 local authorities

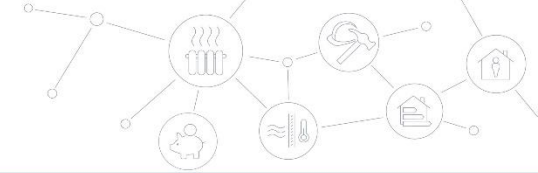
→ 11 with a specific convention and deeper involvement

SOME TOOLS DEDICATED TO LOCAL AUTHORITIES...

Picardie Pass Renovation proposes to its partners some tools to communicate about the Public Service for Energy Efficiency:

- Information material:
 - 4 description leaflets (households, co-owners, local authorities, craftsmen)
 - Other communication tools (flyer, poster...)
- Press relations tools
- Digital tools:
 - A dedicated website www.pass-renovation.picardie.fr
 - A "news" section





Key partners

Involve professionals to reach volumes and quality requirements

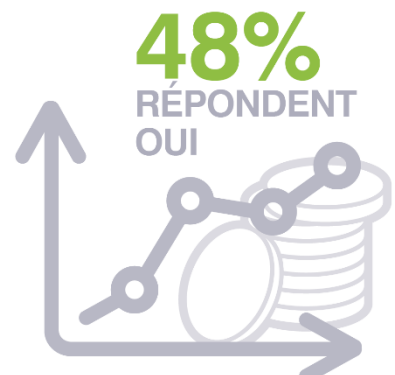
Construction professional organisations were key partners

- public meetings
- messages regarding quality, certification
- relay tenders ...

COMMENT AVEZ-VOUS CONNU PPR ?



PPR A-T-IL PERMIS D'AMÉLIORER VÔTRE SANTÉ FINANCIÈRE ?



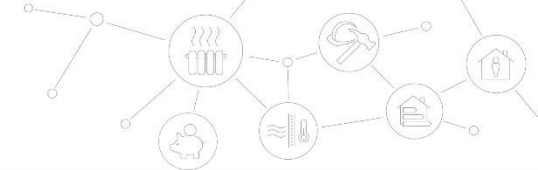
DEPUIS PPR, AVEZ-VOUS RECRUTÉ ?



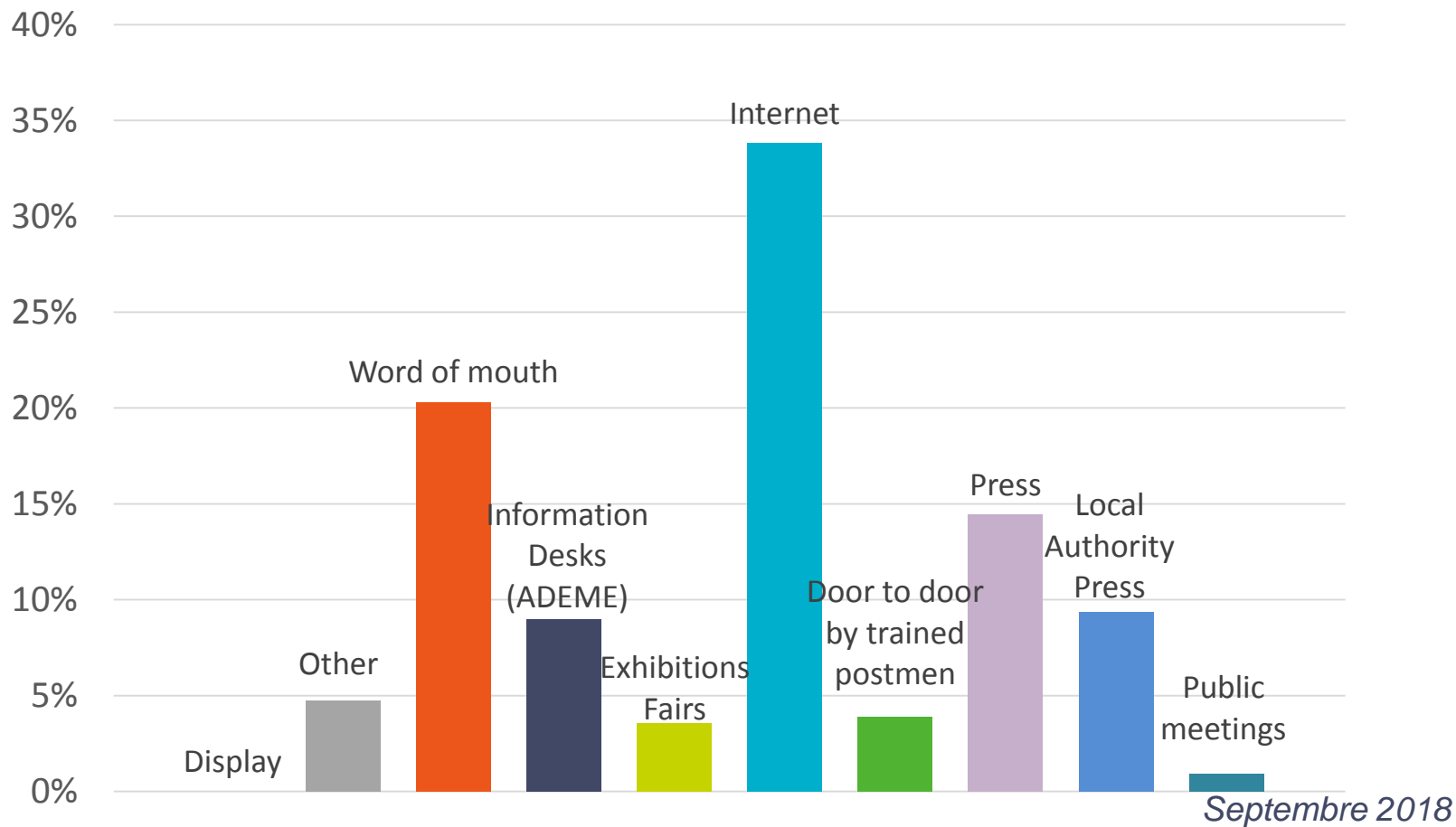
71% !! RENCONTRENT DES DIFFICULTÉS POUR RECRUTER !

no semer e. Sauger





Where do the contacts come from?



<http://www.triple-a-interreg.eu/>





Results – 05/09/2018

NUMBER OF CONTACTS TREATED



 5969

NUMBER OF THERMAL AUDITS



 2715

NUMBER OF PLANNED RENOVATIONS

 525

NUMBER OF FINISHED PROJECTS

 277

 22 (2525)

 14 (1207)

 5+8 (1166)

 2 (268)



Single family houses projects

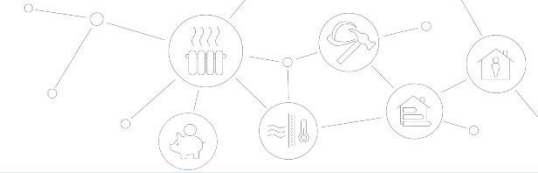


Condominiums (*nb of apartments*)





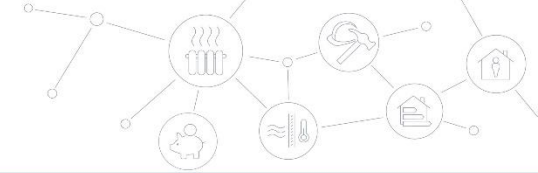
38 M€





Monitoring

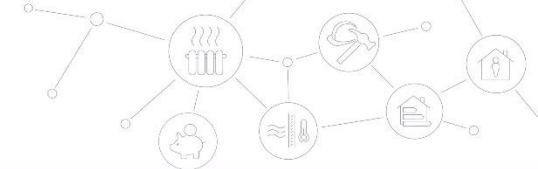
- 53% of projects received subsidies from ANAH
- 100% of funded projects used third-party financing
- Average financial package :
 - subsidies 13%
 - self-financing 17%
 - 1/3 party direct financing 70%
- 564 active loans ( : 439 /  : 125) - 17,2 M€
- doubtful debts: 0,46%



Thank you for your attention !

Alice MORCRETTE – PSEE director
alice.morcrette@picardie-spee.fr





Appendix



🏠 Chantier #PicardiePass #Rénovation à #Etreapont dans l'#Aisne !
 >> #Rénovation d'une maison de 1960. Au programme, des travaux
 d'#isolation (murs), installation d'une #VMC et Installation d'un poêle à
 granulé. La famille devrait effectuer 60% d'#économie d'#énergie sur sa
 facture d'#énergie ! 😊 Pour plus d'infos sur le dispositif : 0 800 02 60 80
 (n° vert) 📞 ou <http://ow.ly/ao1b3093yZ0> 🙌



Un logement communal rénové, isolé et prêt à accueillir de nouveaux locataires dans la commune d'Ailly le Haut Clocher #Somme. Un accompagnement #PicardiePass pour un chantier facilité ! Un avant/après pour apprécier le travail des artisans locaux ...



🏠 Chantier #PicardiePass #Rénovation à #St-Valéry dans la #Somme !
 >> #Rénovation d'une maison de 1977. Au programme, des travaux
 d'#isolation (murs), aménagement des combles et création d'une
 #menuiserie en pignon. Le particulier devrait effectuer 40% d'#économie
 d'#énergie sur sa facture d'#énergie ! 😊 Pour plus d'infos sur le dispositif :
 📞 0 800 02 60 80 (n° vert) ou <http://ow.ly/ao1b3093yZ0> 🙌



ICI UN CHANTIER PICARDIE PASS RENOVATION
 Vous cherchez un accompagnement technique et/ou une solution de financement pour rénover votre logement ? Contactez-veus !
 www.picardiepass.renovation.fr
 0 800 02 60 80



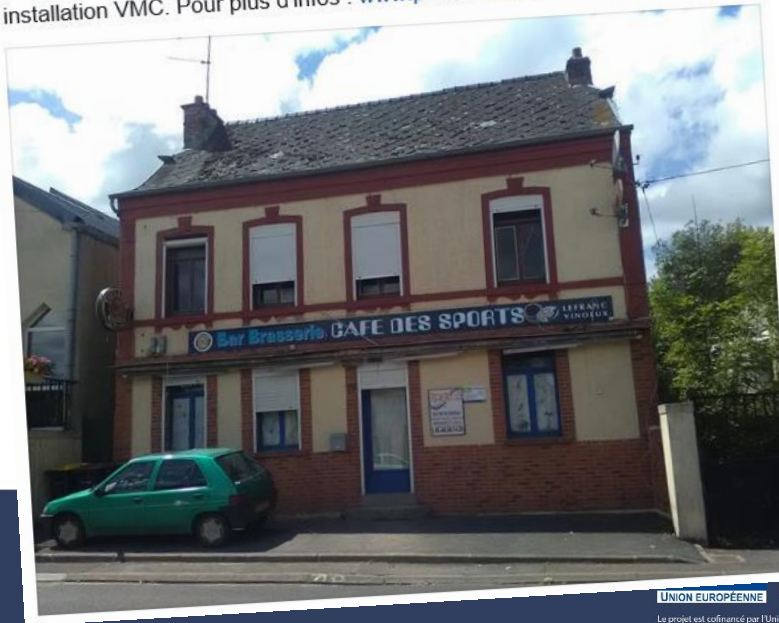
🏠 Chantier #PicardiePass #Rénovation à #Nogent-sur-Oise ! 🏠
 >> #Rénovation d'une maison de 1980. Au programme, des travaux d'isolation (toiture et murs), remplacement de #menuiseries, installation d'une #VMC et d'une chaudière gaz à condensation. Des économies d'#énergie significatives pour la famille qui verra son pouvoir d'achat augmenter ... Pour plus d'infos sur le dispositif : 0 800 02 60 80 (n° vert) 📞 ou <http://ow.ly/ao1b3093yZ0> 👍



🏠 Chantier #PicardiePass #Rénovation à #Yvrencheux dans la #Somme ! 🏠
 >> #Rénovation d'une maison de 1833. Au programme, des travaux d'isolation (toiture), remplacement de #menuiseries et installation d'une #VMC. Des économies d'#énergie significatives pour la famille qui verra son pouvoir d'achat augmenter ... Pour plus d'infos sur le dispositif : 0 800 02 60 80 (n° vert) 📞 ou <http://ow.ly/ao1b3093yZ0> 👍

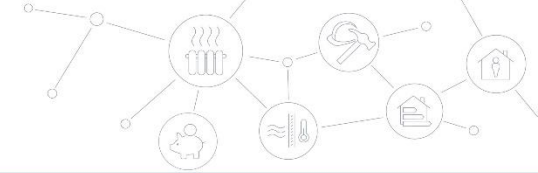


🔨 Chantier en cours #PicardiePass dans l'#Aisne. Rénovation de l'étage du café des sports de #Mennevret, une belle bâtisse de 1940 qui se refait une beauté : toiture, isolation thermique, remplacement menuiseries et installation VMC. Pour plus d'infos : www.pass-renovation.picardie.fr



UNION EUROPÉENNE

Le projet est cofinancé par l'Union Européenne, L'Europe s'engage en Hauts-de-France avec le Fonds Européen de Développement Régional (FEDER).





Insulation not installed in the proper way

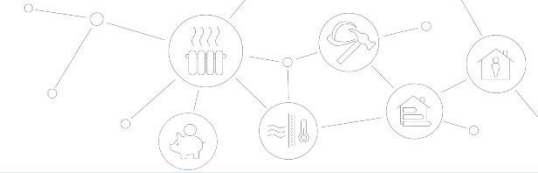
- Higher density is to be out on the outside
- Internal walls were damaged during drilling





Tightness around windows





Air tightness



