

RENOWATT

SEIF – Sofia
June 28, 2018



RenoWatt was launched thanks to the support of:





Agenda

- **Introduction**
- RenoWatt: presentation
- RenoWatt+: Next steps



Origins of the RenoWatt's projet: GRE Liege – Reconversion economic agency of Liege province

Groupement
Redéploiement
Economique



- Develop conditions to create sustainable jobs for the future generations
- Created in 2004, following the announce of Arcelor Mittal closure



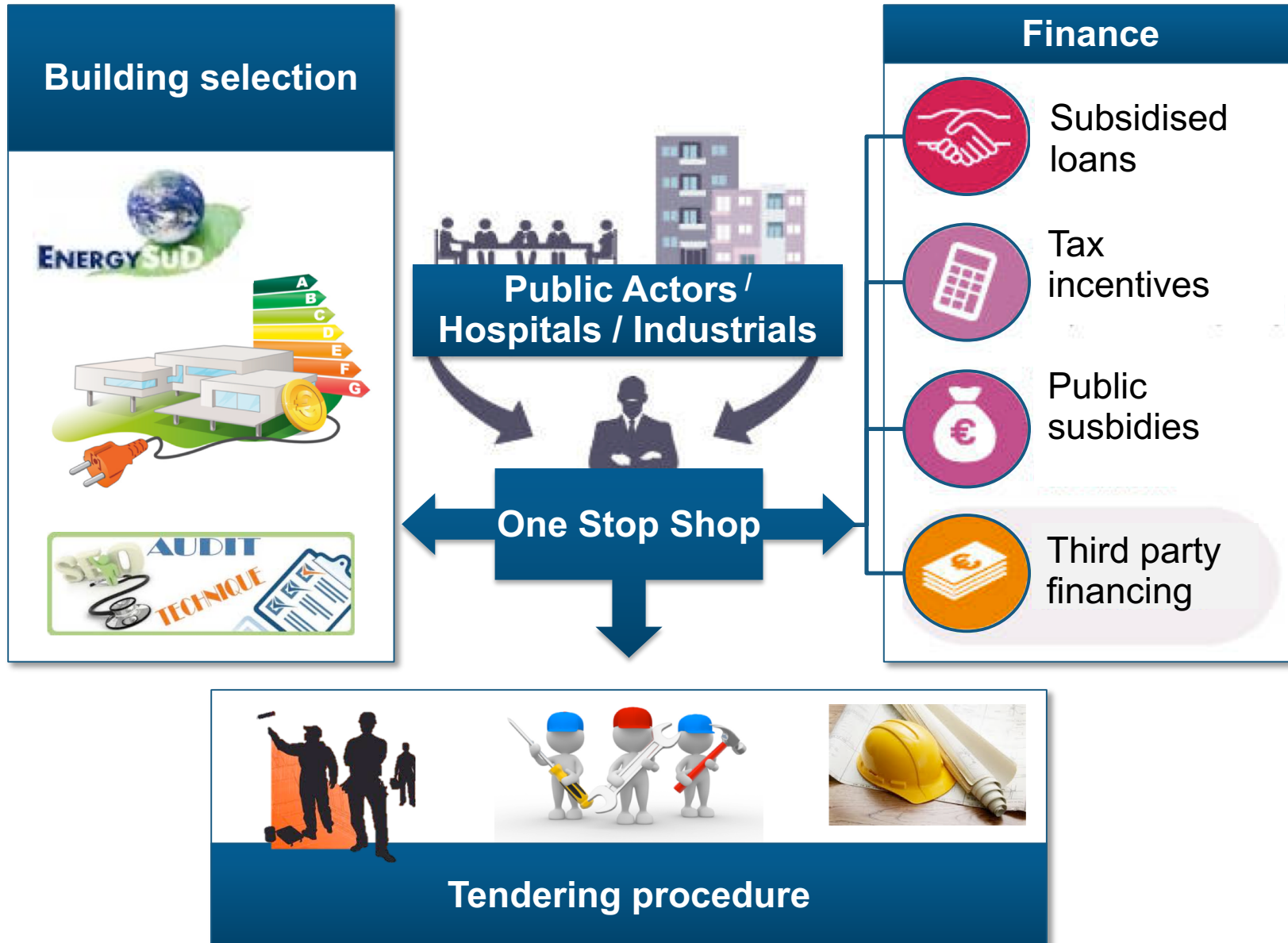


Energy renewal offers real potential for jobs creation and businesses in Wallonia

- If 60% of the buildings in Wallonia are renewed, there is a potential for
 - 30 billion euro
 - Maintenance / creation of 500,000 jobs (if everything is done at once), or 16,000 jobs if the investments are spread over the next 30 years
 - For Liège, maintenance / creation of more than 4000 jobs
- 93% of the energy consumption in Wallonia is imported



Support beneficiaries (local authorities, hospitals, industrials...) in their energetic retrofitting projects through a one-stop-shop





11 entities joined the project as well as one hospital

Inhabitants

Liege Airport
Passengers: 315,293
Cargo: 561,000 Tons

CHRH

60,000

15,331

2,541

+ Liège Province: 1.1 million

200,000

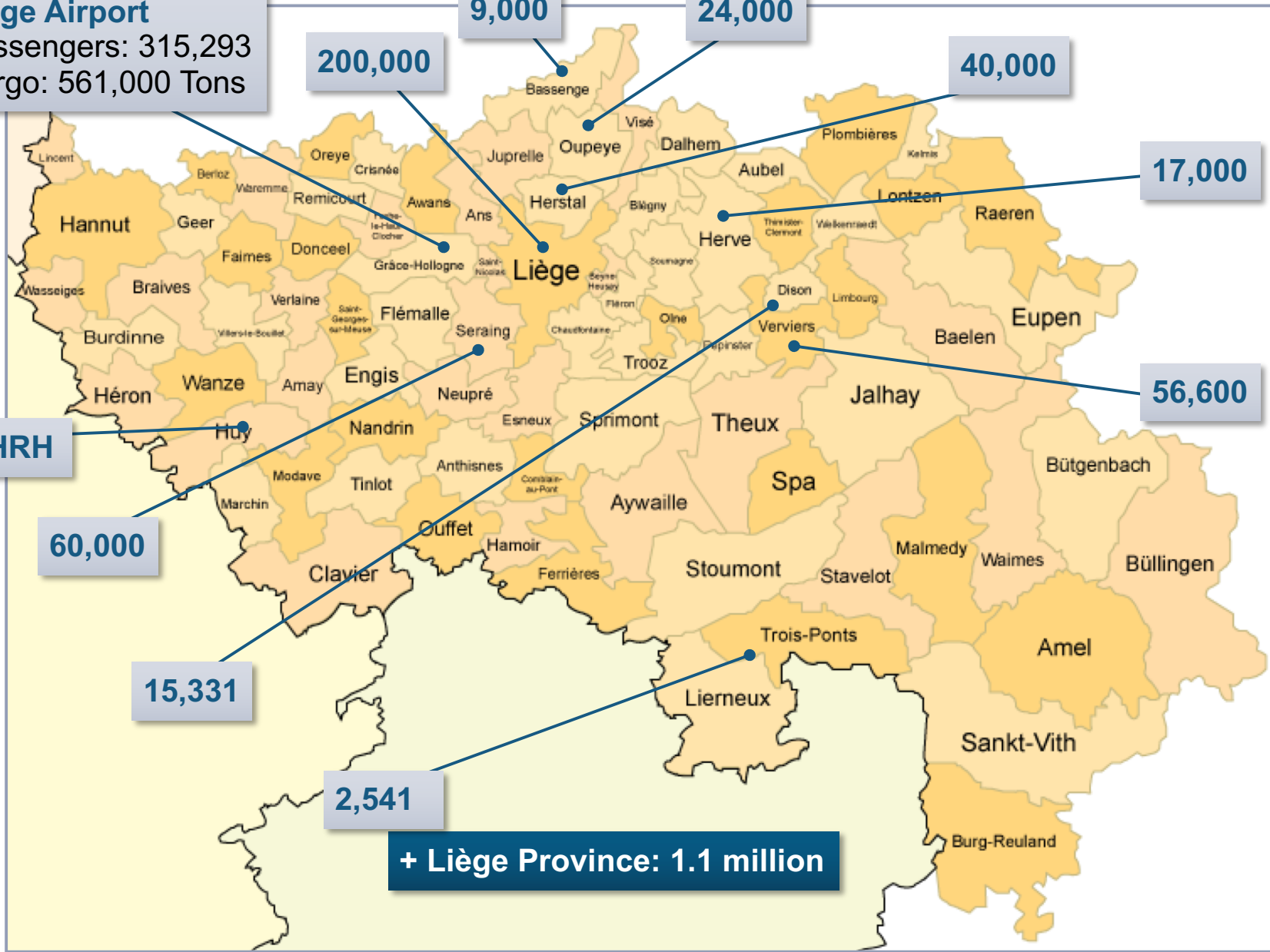
9,000

24,000

40,000




17,000

56,600





Different types of TA

Description	EEEF TA	ELENA EIB TA	Horizon 2020 – PDA (EE22)
			
Amount (million Euros)	Min 8	Min 30 (when applying 50)	7,5 - 30
Leverage factor	20	20	15
Eligible costs	<ul style="list-style-type: none"> ▪ Staff ▪ Consultants 	<ul style="list-style-type: none"> ▪ Staff ▪ Consultants 	<ul style="list-style-type: none"> ▪ Staff ▪ Consultants ▪ Indirect costs
Application process	<ul style="list-style-type: none"> ▪ 1 contact person ▪ Iterative process ▪ No deadline 	<ul style="list-style-type: none"> ▪ 1 contact person ▪ Iterative process ▪ No deadline 	<ul style="list-style-type: none"> ▪ Competitive process ▪ Deadline
Other obligation	Loan through EEEF	N/A	Communication



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RenoWatt in figures

- **Amount of the tenders** ▪ € 59 millions VAT incl.
- **Investissements (CAPEX)** ▪ € 36,6 millions VAT incl.
- **Number of buildings** ▪ 64 sites and 136 buildings
- **Energy savings** ▪ 33%
- **ROI** ▪ 22 years
- **CO2 decrease** ▪ 7,545 tons of CO₂
- **Jobs** ▪ 322 direct and 780 indirects
- **Training** ▪ A minimum of 16,500 hours of training
- **Other** ▪ « Best Energy Service Project 2017 » awarded by the EU
▪ Coaching of different regions as Rhodope



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 - **Concept**
 - Lessons learned
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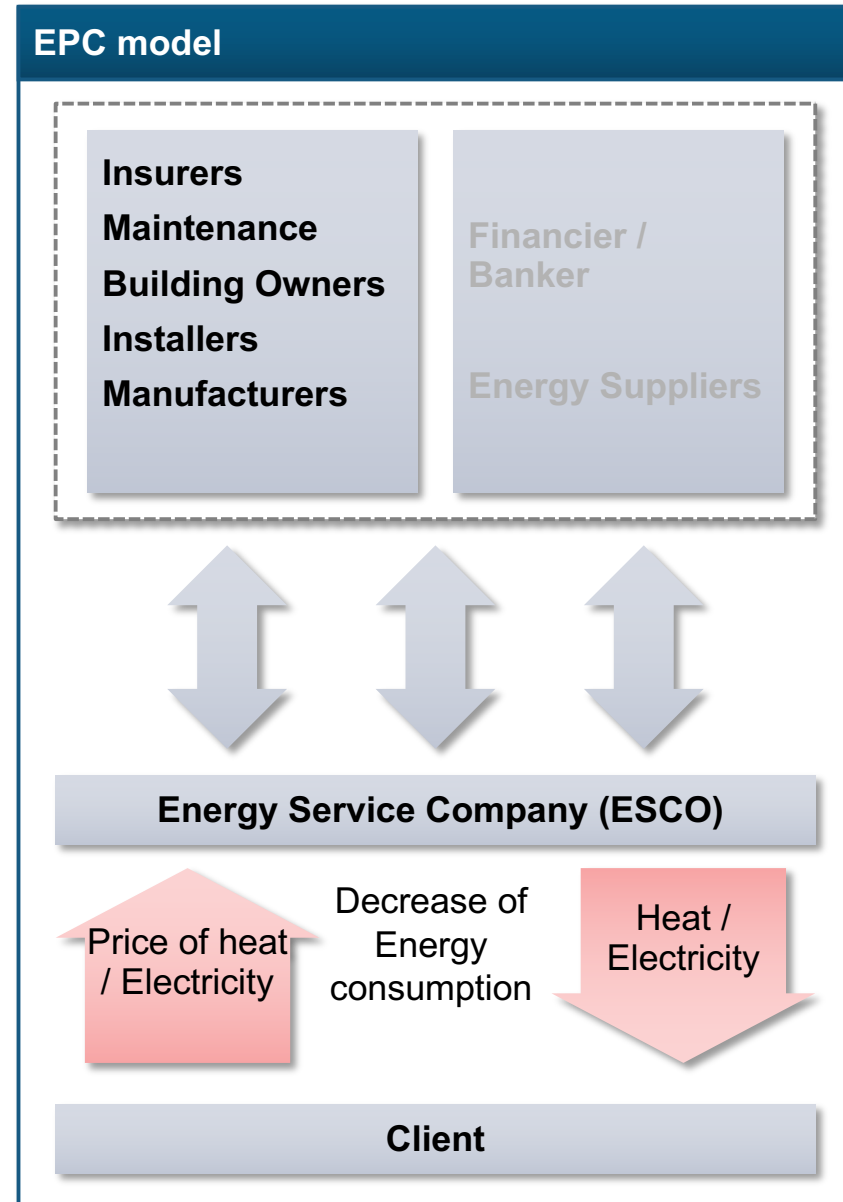
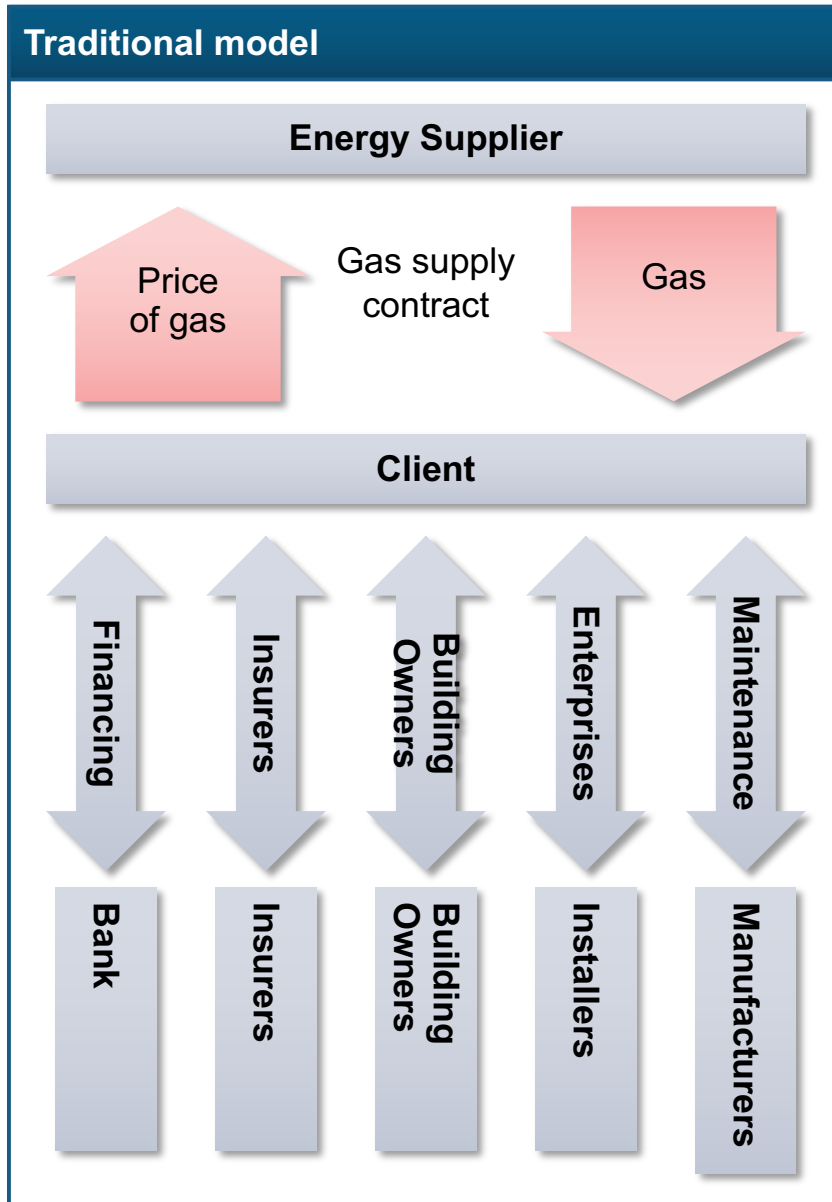
Three basic principles to which the public authorities have subscribed

- 1 Tendering agency adhesion
- 2 Work according to Energy Performance Contracts (EPCs)
- 3 Grouping the buildings into batches / pools of buildings



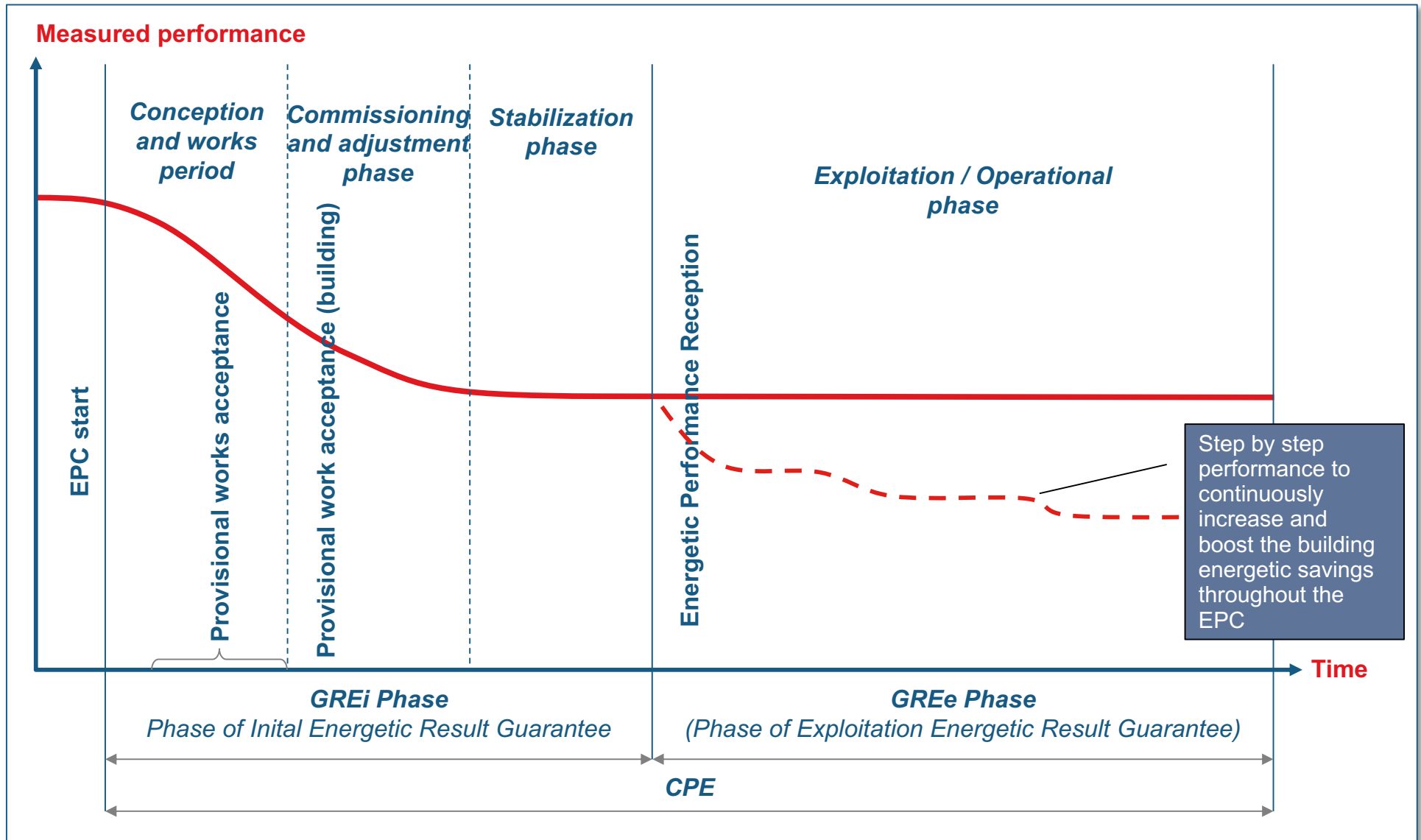
by GRE LIFE

Giving priority to the EPCs, when it makes sense





RenoWatt' approach for the EPC



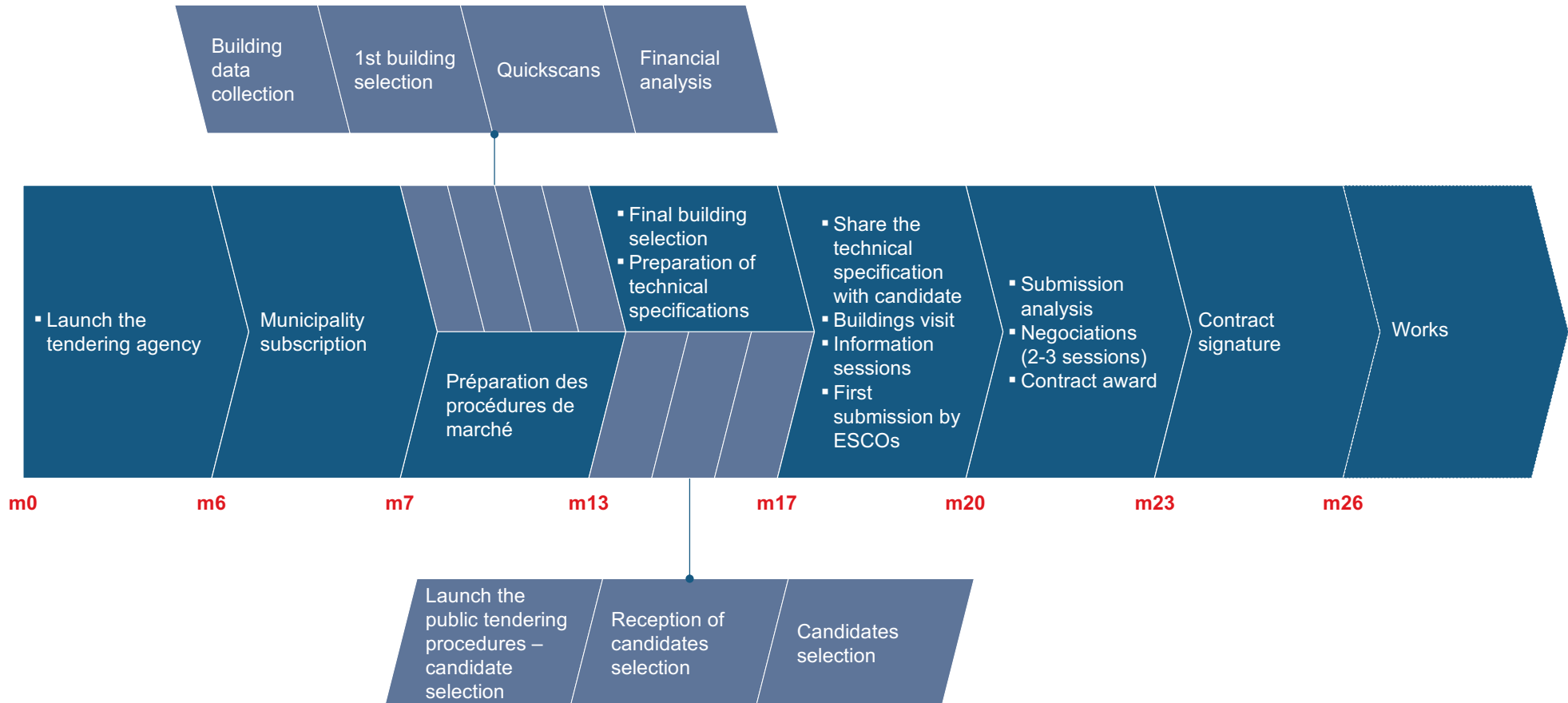


RenoWatt' approach for the EPC

- Global solution (conception, works and maintenance)
- A guarantee on your forecasted energy savings
- Win-win approach between the public authorities and the ESCO (both parties have a profit in case of extra energy savings)
- Financing possibility support
- Included in the country debt - No third party investment as too expensive for municipalities



At least a 26-month period is needed to launch a project as RenoWatt





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Advantage for a public authority to join the tendering central

Subsidies

- Subsidy negotiation on behalf of the municipalities

Out of the budget boundary for municipalities

Tendering procedure

- Set up of all the tendering procedure
- Negotiation with the ESCOs
- Dedicated budget for legal advisors
- Permanent contact with municipalities

Financing reflection

- Accession of financing opportunities that one public authorities could not access
- ROI analysis of the project
- Tendering procedure for the project financing

Technical analysis

- All technical feasibility studies outsourced to RenoWatt

Neutral and public facilitator

- RenoWatt is public, neutral and non for profit, working for the benefit of municipalities and not the private sector
- Knowledge of the way of working and constraints of the municipalities
- No need for municipalities to go through public tendering procedure to work with RenoWatt



Lessons learned by GRE-Liege

- **Political commitment**
- Challenges to **convince public authorities** to change their way of working and go with EPC
- **Public body** is needed to gather the different public authorities
- Preparing such type of tender procedures is expensive...technical assistance is a great help - Local authorities (average size) do not have the size to conceive such project and need to be guided by a non-for-profit facilitator (get a **subsidy**)
- Local authorities need to have **time to dedicate** to the project
- Key to work with **professional** who knows the ESCO market to guide in the full process
- Think about the **execution** – EPC are difficult to manage
- EPC is not the unique solution – check the type of retrofit
- Prepare the ground for the decision - Take into consideration in your planning the decision process of municipalities
- Technical assistance helps to keep the **timing**
- Communication, communication and **communication**, at all level of the municipalities



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The future? RenoWatt+, a wallon project

- Walloon government's delegated mission
- Free assistance to the **262 wallon municipalities** et to other public entities
- Tender CPEs pour a minimum of **€ 100 millions and 500 buildings** within the next 3 years
- European subsidy (Elena) of **€ 3,5 millions** (still in negotiation))
- Economic impact
 - **Job Mobilization: 1485** (direct and indirect)
 - **Training: 31,000 hours**
- Energy savings: **53 GWh/year**
- Decrease of **15,600** ton eqCO₂/an

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