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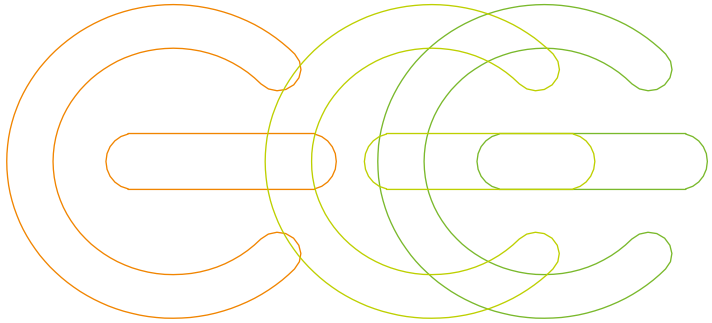
Support & Training for an Excellent Energy Efficiency Performance

15 May 2018, SEI Forum Warsaw

NATIONAL ROUNDTABLE ON FINANCING ENERGY EFFICIENCY IN POLAND

Energy Efficiency drive for SMEs



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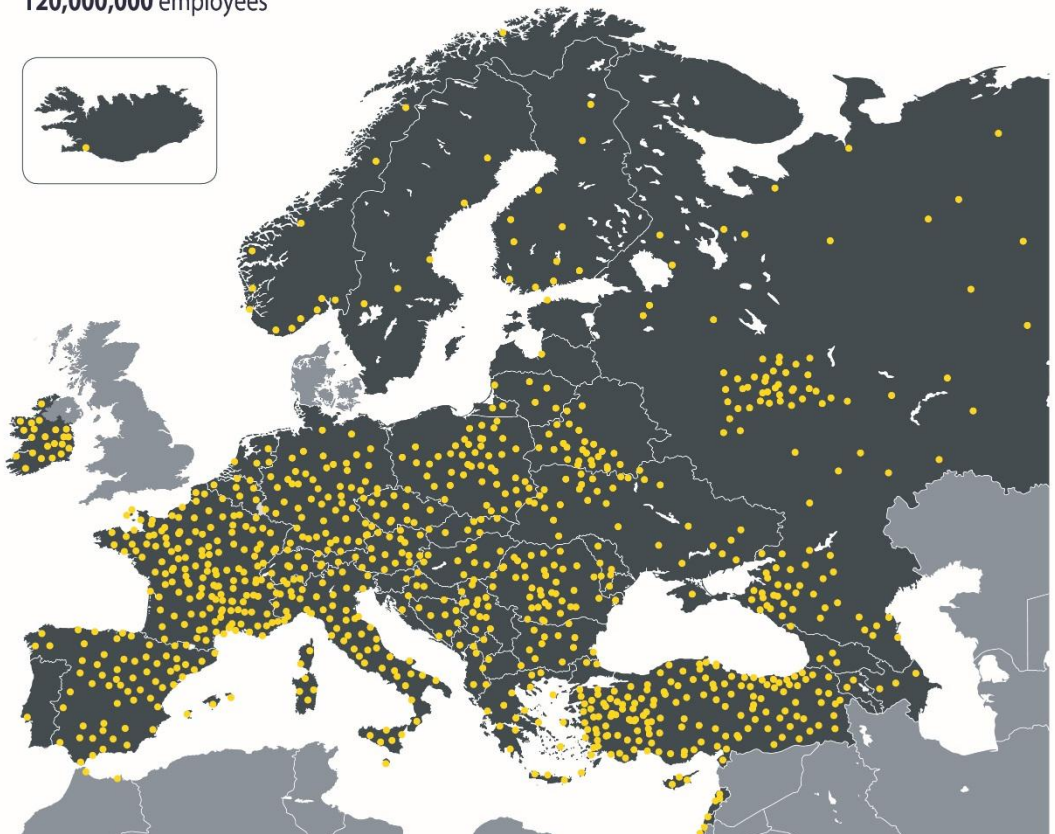
45 members associations
1,700 regional and local chambers of commerce and industry
20,000,000 businesses
98% of which are small and medium-sized
120,000,000 employees



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The Action

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- STEEEP project aimed at providing **cross-sector SMEs** with tailored training and guidance on effective energy management tools and practices targeted towards specific national or regional needs to **reduce their energy consumption (10/15%)**

1 March 2014 – 28 February 2017

14 partners from 11 EU countries

Involvement of 36 regional and local Chambers of Commerce and Industry (CCIs)

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Why?

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SMEs' Energy Efficiency (EE) potential is still under-developed (10-20%)

- Previous successful project
  CHANGE
  Chambers – Energy – SMEs
- 75% of CCIs provide energy efficiency services
- Chambers experienced an increase in the demand for energy efficiency services

Main **barriers** restricting SMEs' investments in Energy Efficiency:

- Lack of financial resources
- Lack of information
- Lack of time
- Limited technical knowledge
- Difficulties to access existing financing mechanisms

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Activities

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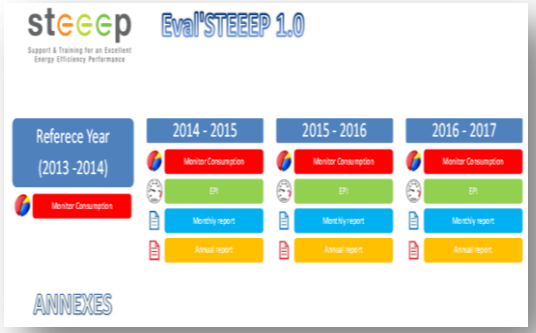
- Capacity Building for Chamber of Commerce and Industry (CCIs)
  - A transnational network of 48 regional and local energy advisors
- Support for 600 SMEs
  - **Individual coaching**: energy site visits & helpdesk support
  - A self-monitoring tool implemented: Eval'STEEEP
  - **Multilateral coaching**: 274 workshops in 10 countries
- Establish Local Energy Communities
- SMEs energy use analysis



SMEs' outreach

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Decision criteria to participate in STEEEP:

- Cost savings
- Anticipate changes in legislation
- Environmental concerns
- Improvement of working place conditions

- Channels used:
  - Direct contact - CCIs acts as trusted intermediaries
  - Calls for interest
  - Open events on energy efficiency
- SMEs signed a formal commitment
- Each CCI followed and supported a pool of companies

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SMEs' profile

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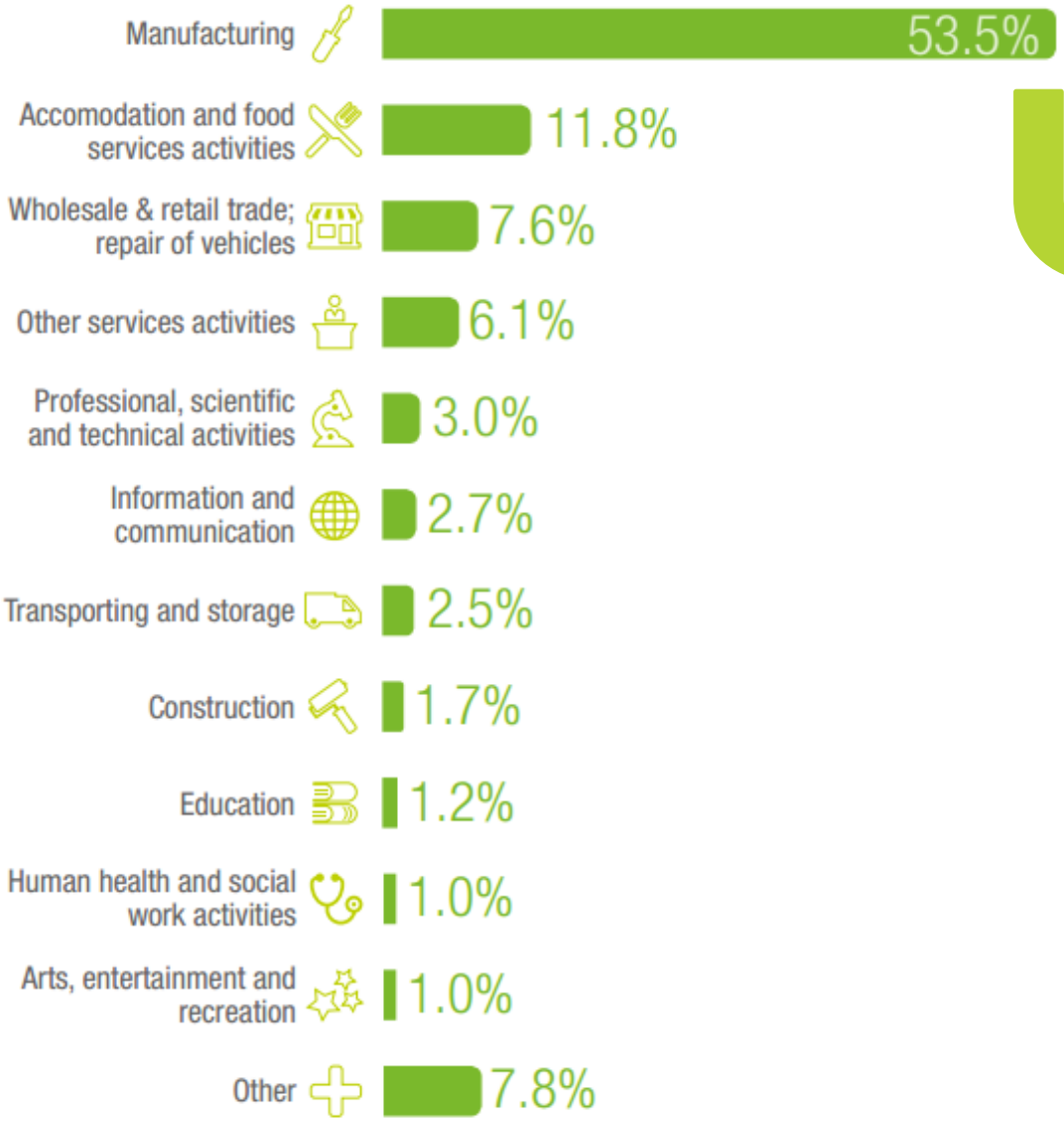

1. Food products
2. Metal products
3. Rubber and plastic products

50% Small companies

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Results

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- 91% of SMEs with an Energy Management Plan
- Average energy use reduction by 10%

Top field of implementation:

- Energy Management
- Lighting
- HVAC

- Cumulative investment triggered by the project € 5.000.000*
- 19% of implemented recommendations required investments
  1. Own resources
  2. National / regional grants subsidies

*data from 6 countries

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Best practices & success factors (I)

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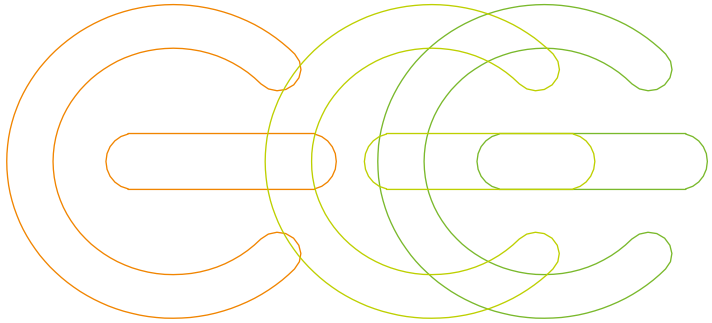
- Development of a strong **awareness** of energy and sustainability issues across the company
- SME recognition of the importance of energy management as a tool for improving business competitiveness,
- SME's **willingness** to expand its activities, as well as to attract a specific market segment/ type of costumers.



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Best practices & success factors (II)

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- Direct **involvement** of all staff – both managerial and operational - in the development and deployment of the company energy efficiency policy.
- Lower payback period < 2 years
- Success stories

PHILIBERT SAVOURS

FRANCE, Crottet

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Agribusiness

Supported by CCI de l'Ain

Reducing the impact of energy on the production process

Philibert Savours is a small enterprise in the agribusiness sector with approximately 40 employees. Its main activity is the production and commercial distribution of liquid and dehydrated yeasts. It has a long history of addressing environmental concerns and has been ISO 14001 certified since 2010. It has always been aware of the energy impact of its activities, the importance to identify areas of high energy consumption and to the need to develop plans to reduce this.

The CCI has worked with Philibert Savours since the beginning of STEEEP using the reporting tool to quickly identify energy performance indicators. This provided comparisons of energy performances of the company. The indicator chosen was the factory's global energy consumption in kWh (gas and electricity) compared with the quantities shipped in kg (kWh/kg). This indicator, now a part of the business's improvement plan and linked to its operating process, is reviewed monthly to verify that the energy reduction targets are achieved.

The establishment of this key management indicator, coupled with the centralisation of the energy use data, has allowed Philibert Savours to:

- Initiate awareness raising actions on energy use among the staff members,
- Optimise the production process and to reduce the number of times the plant starts and stops - often sources of excessive consumption,
- Consider the energy efficiency criterion when choosing new equipment and to consequently gain a better understanding of investments made in new equipment.

During the STEEEP project, Philibert Savours invested € 52,000 in a new compressor for all compressed air production. It also invested € 12,800 in steam valve insulation to reduce the rate of heat loss from the equipment using steam.

The key lessons learnt from the participation in the STEEEP programme were for the company to involve all actors (production, maintenance, purchasing, quality control, and direction) and to prioritise energy efficiency considerations in their investment decisions.

The indicator of energy per unit of production (kWh/kg) has been beneficial from a commercial point of view. The environmental and societal considerations led the company to remove certain references that had an excessive energy impact from its offer.

Steam valve insulation

11.8 % energy savings

Participation in the STEEEP programme is part of our mission to increase awareness of our energy footprint and the desire to control our energy costs. Gaining control of our energy costs requires identification of the uses and of the correct distribution according to need of the different steps of the energy use process.

Olivier BOURDON
Executive Director

RECA PLAST

ITALY, Ancona

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Plastics processing and moulds manufacturing

Supported by Unioncamere Marche

Energy efficiency and sustainability for "Made in Italy" plastic houseware

Processing plastics requires a lot of energy, especially in terms of electricity use necessary to activate the equipment for the injection/extrusion moulding. RECA PLAST decided to join STEEEP in a moment of growth and expansion, both in production and in facilities, with the aim of learning how to manage energy use and reduce energy costs.

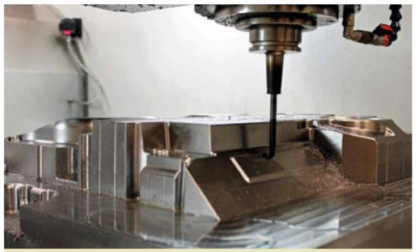
The initial STEEEP assessment (walk-through energy audit of the industrial facility with analysis of energy supply records) pointed out various important facts. The energy consumption per employee was relatively high, especially in comparison to other SMEs from the region participating in STEEEP. The company's energy costs amounted to more than 6% of the overall turnover. The utility equipment contributed significantly to the overall electricity consumption (e.g. 33% for compressed air system), particularly during peak hours.

The Energy Management Plan, which was compiled by a certified energy management expert, included technical recommendations and financial analyses to achieve energy and cost savings, a path to energy efficiency for the industrial process and recommendations on how to lower the company's carbon footprint.

After in-depth discussions, RECA PLAST decided to implement a short/medium term action plan which included the following energy efficiency measures:

- Some of the company's machinery was replaced with Best Available Techniques equipment: (1) a new Computer Numeric Control machine was installed during 2015/2016, which lead to energy savings of more than 40% in the mould manufacturing process, and (2): a new screw compressor with Variable Speed Driver technology was installed in 2014/2015 for utility service (compressed air): saving estimated > 45%; payback period < 1 year,
- A large part of the lighting system was replaced with LED technology, which led to estimated savings of about 50%; payback period < 3 years,
- Renewable Energy Production: Benefiting from public grants, the roof of the headquarters in Osimo was covered with a 20kWp photovoltaic installation, providing additional electricity during peak hours.

15 % energy savings



Detail of the new 5 axis milling machine with improved efficiency and productivity

Upscaling
energy efficiency investment

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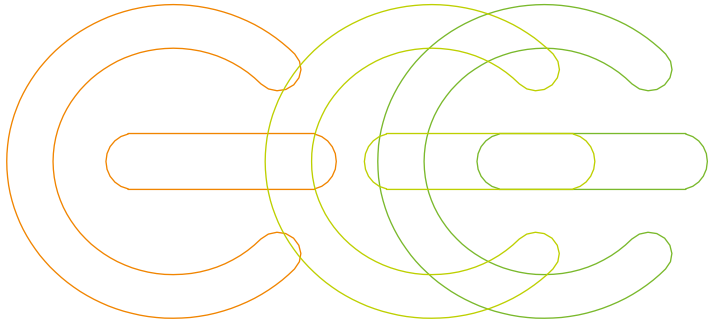
How to get SMEs investment ready:

- Coaching and seminars
- Guidance: assisting in identifying and applying for the right source of funding
- Matchmaking



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Partners & Contact

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- EUROCHAMBRES aisbl (Belgium)
- Energieinstitut der Wirtschaft GmbH (Austria)
- Wirtschaftskammer Wien (Austria)
- Fédération des Chambres de Commerce belges (Belgium)
- Mtu Eesti Kaubandus-Toostuskoda (Estonia)
- Cámara de Comercio de España (Spain)
- CCI de France (France)
- Hrvatska Gospodarska Komora (Croatia)
- Borsod-Abaúj-Zemplén megyei Kereskedelmi és Iparkamara, (Hungary)
- Győr-Moson-Sopron Megyei Kereskedelmi és Iparkamara (Hungary)
- Unioncamere (Italy)
- Latvijas Tirdzniecības un rūpniecības kamera (Latvia)
- Camera de Comert, Industrie si Agricultura Timis (Romania)
- De Montfort University (United Kingdom)

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