



# Streetlight-EPC

## MEETINGS WITH RELEVANT NETWORKS

### Summary

Throughout the Streetlight-EPC project, dedicated meetings were organised with European networks and important multipliers in the field of energy performance contracting (EPC). The main objective of these meetings was to open dissemination channels for the project and foster collaboration between key actors. So far, two such meetings have taken place.

### Meetings with eu.esco/eu.bac

Date & location: 18 June 2015 (in person), Brussels, 14 June 2016 (by phone)

Organiser(s): OÖ Energiesparverband

Participants: OÖ Energiesparverband and eu.esco/eu.bac

### Description

A dialogue between the coordinator of the Streetlight-EPC project and representatives of eu.esco/eu.bac was set up. The first meeting took place during the EUSEW 2015. The Streetlight-EPC project was presented and the development of EPC markets in Europe was discussed. Following this dialogue, eu.esco participated in the EU ESCO Roundtable (Brussels, January 2016) that was organised in the context of the Streetlight-EPC project. A phone meeting was held on 14 June 2016 to inform about project progress and explore future cooperation opportunities.

### Meeting with the European Investment Bank

Date & location: 12 January 2016, Brussels (video-conference)

Participants: 21 (EIB, FEDARENE and 4 other European city and region networks)

### Description

A conference video meeting was organised between European city and region networks and representatives of the European Investment Bank (EIB). The objective was to learn about each organisation's activities and explore possibilities for cooperation. FEDARENE presented the Streetlight-EPC project and activities.



## Key subjects addressed:

- **ELENA EIB:**  
Feed-back from the EIB on the projects implemented so far and its cooperation with the cities and regions, successful and less successful projects, key success factors & main barriers, geographical coverage, promotion of the facility and successful examples, future of the facility
- **JESSICA:**  
Information on the creation of urban and regional development funds, experiences from the 2007-2013 programming period, successful and less successful projects, key success factors & main barriers, potential for massive replication of such funds (at what level – local/regional/national), future of Jessica, promotion of successful examples.
- **EIB financing for Urban Investment Programmes**
  - Multi-sector Municipal Framework Loans – example on Smart Cities
  - Programme co-financing with European Structural and Investment Funds
  - Bundled financing through financial intermediaries – examples on housing, refugee-related infrastructure, brownfield equity funds
  - Bundled financing linked to ITIs, multi-municipality frameworks (examples – Poland)
  - Future directions for climate action
- **European Fund for Strategic Investments:**  
How can cities and regions benefit, examples of local and regional projects selected for funding, key success factors & main barriers, ‘more risky investments’ – clarification, geographical coverage, future developments, what type of promotion by the EIB?, what role can play CoMO and networks?
- **PF4EE:**  
How does it work, do cities / regions benefit, project examples
- **Comparison with other facilities and tools launched by the European Commission:**  
EEEF, Elena-KfW, Elena-EBRD, Elena-CEB, Horizon 2020-PDA, etc.



## **EPC Financing Meeting**

Date & location: 21 January 2016, Brussels

Participants: 4 financing organisations, EASME, 2 ESCOs, eu.esco and project partners

### **Description**

A meeting about EPC financing was held between financing organisations, the EASME, regional EPC facilitators and Streetlight-EPC partner cities. The objective was to learn about the services offered by these financing organisations, discuss finance options for specific EPC projects and better understand the requirements for project financing. The meeting was organised in the context of a project meeting.

### **Objectives & main programme points**

The overall objectives of the event included:

- bringing together regional EPC facilitators and financing organisations interested in energy efficiency
- learning about the services offered by these financing organisations
- presenting promising "candidate projects" and discussing what is needed to attract funding for ESCOs
- discussing how the "bundling" of smaller projects can be done and which requirements need to achieve this
- potentially triggering concrete cooperation

The main programme points included:

- presentation of the Streetlight-EPC project by the project coordinator
- key issues for financing EPC projects in the project regions, presented by the project's financing expert
- introduction of financing organisations and presentation of their services
- presentation of concrete candidate project from the partner regions and discussion

### **Conclusions & lessons learnt**

The meeting permitted a better understanding of the services offered by specialised financing organisations and finance options for specific EPC projects. It also allowed discussion between key actors in EPC facilitation and project financing and opened the door to possible collaborations. The issue of bundling specific smaller projects was also addressed and how it could practically be done. The next step was a participation of Susi Partners in the international conference organised in the context of the Streetlight-EPC project (Austria, February 2016).



Pictures

