

## REPORTING FORM WITH ANNEXES

Training session reporting form	
Title of the event	Training Seminar: tools for improving the energy efficiency of buildings
Location	Ravenna
Date and duration of the event	30 <sup>th</sup> May 2019, 4 hours
Number of participants	21
Typology of participants (e.g. Local/Regional/National Authority; Development/Energy Agency; ESCO; Financial Institution; Professional Association (buildings, chambers of commerce, business clusters); SME; Other (please specify)	<ul style="list-style-type: none"> <li>- Local Authorities</li> <li>- Professionals (engineers, architects, etc)</li> </ul>
Key note speakers	<ul style="list-style-type: none"> <li>- Piergabriele Andreoli – AESS</li> <li>- Emanuele Pifferi – Eden Group</li> </ul>
Interactive tools used (simulation tools, web-games, quiz, etc.)	<ul style="list-style-type: none"> <li>- IMPULSE MED Platform</li> <li>- The seminar was also available via streaming (webinar)</li> </ul>
Number of project posters displayed	1
Number of project flyers disseminated	30
Number of satisfaction questionnaires distributed/ received	21 (to all the attendees via e-mail through a google form in the following days after the seminar. Feedbacks available in July 2019)
Media representatives	None, despite press releases distributed
List of press releases or	- <a href="https://stepping.interreg-med.eu/news-">https://stepping.interreg-med.eu/news-</a>



<p>articles in newspapers, magazines and on websites – parent institution, STEPPING, Interreg MED Programme. *Scan (pdf) – upload in Gdrive folder; Online links (www) – paste here</p>	<p> <a href="https://www.aess-modena.it/it/news/trainig-seminar/">events/events/detail/actualites/stepping-training-event-in-ravenna/</a>  <a href="https://www.aess-modena.it/it/news/trainig-seminar/">- https://www.aess-modena.it/it/news/trainig-seminar/</a>          - AESS newsletter          - 2 Facebook posts  <a href="https://www.facebook.com/aessagenzia/photos/a.207859829280718/2535054436561234/?type=3&amp;theater">https://www.facebook.com/aessagenzia/photos/a.207859829280718/2535054436561234/?type=3&amp;theater</a>  <a href="https://www.facebook.com/aessagenzia/posts/2522029481197063?xts__[0]=68.ARDAqf26slpdfFB9RX9W7Ze8AUj4PG4-iB0kjVtSVVMkkHVg7kdYxC50cn2HrSstCTKzEb4pMxBmIMgMkRIhRGsl3oJQ9zd-x7Z90WB673Vv3bKsQGEoCRY8ULiQxfk5j8TDvZML9mBUbFRN2TX7NpRl4uhAEfDDUGUSvdmpaWKqm0jFZZC3cQ5CnV7fQvGA8pzic8hM697gx7uadN6xnKjfg7bdAxzbB5dBEP64Zh3X5yUzu_s3paK_WzGARuUMoj-ijl3opiqzom40Rq6KOLZbWKdGzT7_8_VdMugf0m8u-fkucXx4wDb4W1ROUsAmQwghanJUy9l5IubhzthOkI9g&amp;_tn_=-R">https://www.facebook.com/aessagenzia/posts/2522029481197063?xts__[0]=68.ARDAqf26slpdfFB9RX9W7Ze8AUj4PG4-iB0kjVtSVVMkkHVg7kdYxC50cn2HrSstCTKzEb4pMxBmIMgMkRIhRGsl3oJQ9zd-x7Z90WB673Vv3bKsQGEoCRY8ULiQxfk5j8TDvZML9mBUbFRN2TX7NpRl4uhAEfDDUGUSvdmpaWKqm0jFZZC3cQ5CnV7fQvGA8pzic8hM697gx7uadN6xnKjfg7bdAxzbB5dBEP64Zh3X5yUzu_s3paK_WzGARuUMoj-ijl3opiqzom40Rq6KOLZbWKdGzT7_8_VdMugf0m8u-fkucXx4wDb4W1ROUsAmQwghanJUy9l5IubhzthOkI9g&amp;_tn_=-R</a>          - E-mail sent by the Municipality of Ravenna to their mailing list       </p>
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**Detailed description of the event (min 2000 characters)**

**Based on the agenda** (lectures, interactive tools, round table discussion, site visits).

On last 30th May a training event focussed on Energy Performance Contracts-EPC and on the Italian national incentive named Conto Termico was held in Ravenna.

It was a joint event organised by the Municipality of Ravenna and AESS, in the framework of IMPULSE MED and STEPPING MED projects.

The training was targeted mainly to Local Authorities and professionals of the building sector (architects, engineers, etc). It was finally attended by nearly 25 people.

After a short introduction by the Municipality of Ravenna, Piergabriele Andreoli – AESS Director – presented the legislative framework at national level for Energy Performance Contracts-EPC and shared with attendees real cases/successful experiences AESS carried out at regional and national level over these relevant tools enabling deep energy renovation/retrofitting at public buildings level.

Among the successful experiences, also the one of the Forli province – where the EPC



model/approach/concept developed in the framework of the STEPPING project was adopted– was illustrated. Here 7 Municipalities (Forlì being the major) were involved, 19 energy audits were carried out among the 63 concerned buildings and one bundled Investment Plan for those Municipalities was developed. Only one tender was launched and a final EPC contract is going to be signed with the awarded ESCO by the end of the month of June. Schools and offices buildings mainly are concerned. The tender foresees investments on Energy Conservation Measures of the concerned buildings for at least 6.3 M€ and an overall energy saving by nearly 30%, leading to over 100 tCO<sub>2</sub> reduction. The contract duration varies from 9 to 15 years. The energy efficiency measures to be implemented range from new systems/boilers/plants to envelope insulation interventions. Also integration with seismic measures has been reached. The Forlì tender can be considered really innovative and successful since it combines several incentives (national ones, such as the “Conto Termico”, with regional ones from structural funds such as ERDF ROP and seismic improvement measures), thus making the tender more interesting/attractive to the ESCOs (having this way a lower financial risk allocated).  
The training seminar was finally concluded by Emanuele Pifferi presenting the Italian national incentive “Conto Termico”, its main patterns/requirements and real best practice examples over its application.

#### **General remarks and conclusions (min 2000 characters)**

While feedback results from participants are expected by July, overall the seminar was highly appreciated, since a real sharing/exchange occurred among trainers/speakers and attendees over the most important criticalities and difficulties in currently adopting EPC schemes in our country or in applying for the national incentive “Conto Termico”.

During AESS presentation, real successful cases were shown and several people ask details and clarification over them. It was also shared how the national incentive “Conto Termico” can be included in the Investment Plan of the EPC scheme in order to reduce the amount of financial risk allocated to the awarded ESCO.

The main hurdles preventing a wide adoption of EPC schemes – reported from the attendees, mainly coming from Local Authorities – is the challenging/complex process, the legislation still not very clear, the lack of knowledge within the average Local Authority and financial institutions over the EPC schemes. The role of an EPC facilitator assisting the Public Authority throughout the EPC process was stressed as fundamental.



EPC schemes – according to the AESS experience - were finally acknowledged as effective tools for improving the energy efficiency of public buildings. Among their most important benefits/impacts: 1) they allow the concerned public authorities to allocate the debt/financial risk on the ESCOs, this way meeting – at least at Italian level – the Stability Pact 2) if the related investment plans are well structured and include public subsidies/incentives, then the scheme really becomes attractive to the ESCOs market and a “healthy” competition among the applicant ESCOs, especially from a technical point of view, occurs.

