

## REPORTING FORM WITH ANNEXES

Training session reporting form	
Title of the event	Training seminar “European Project STEPPING: Energy Retrofitting of Public Buildings through EPC”
Location	Athens
Date and duration of the event	25/7/2019
Number of participants	23
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)	National Authority; Energy Agency; ESCOs; Financial Institution; Professional Associations (ESCOs, buildings) SME
Key note speakers	Vicky Sita, Head of Department for Energy Policies and Energy Efficiency
Interactive tools used (simulation tools, web-games, quiz, etc.)	Simulation tool
Number of project posters displayed	2 posters / 1 banner
Number of project flyers disseminated	30
Number of satisfaction questionnaires distributed/ received	0
Media representatives	0
List of press releases or articles	0



<p>in newspapers, magazines and on websites – parent institution, STEPPING, Interreg MED Programme. *Scan (pdf) – upload in Gdrive folder; Online links (www) – paste here</p>	
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<p><b>Detailed description of the event (min 2000 characters)</b></p>
<p>This was the final training seminar held back to back with the final local event. The seminar targeted policy-makers and representatives of the market (ESCOs and SMEs) and financing institutions. Following rounds of discussion on the technical and policy questions related with the EPC market uptake in Greece, the training seminar was structured in an interactive way. AEGEA presented the tools and best practice that came out of STEPPING, i.e. the methodology followed for identifying the municipalities and buildings to be pilots in STEPPING; the technical works conducted and the steps followed for developing the EPCs; the contribution of the simulation tool; the particularities of island buildings and the main challenges identified in that context; and the progress with the tender elaboration. Then participants provided their feedback on each topic raised.</p>

<p><b>General remarks and conclusions (min 2000 characters)</b></p>
<p>The event took place in a time of policy change in Greece. The new political leadership at the Ministry of Environment and Energy is revising the National Energy and Climate Plan to be re-submitted to the European Commission, placing energy efficiency, and more so of buildings and financing high on the agenda. Echoing this, the seminar offered the opportunity for in-depth technical discussion around the topics raised by STEPPING and the measures that should be taken to boost the uptake of EPC in the retrofitting of public buildings in Greece, both at national and island local level. Specifically:</p> <p><b>Policy-makers:</b> Representatives of the Ministry of Environment and Energy underlined the role of pilot projects like STEPPING in identifying actual barriers for buildings’ retrofitting on the ground, proposing solutions, building stakeholder coalitions and ultimately feeding into policy-making;</p> <p><b>National agencies:</b> CRES and MOU representatives stressed the need to institutionally acknowledge the role of facilitators as key actors for bringing together the market and the public sector and maturing EPC projects. This idea was further promoted by AEGEA representatives, who underscored the need for provisions to be made for establishing facilitators also at regional level, something that is particularly important in the case of islands (insularity, lack of economies of scale, weak multi-level governance).</p>



**ESCOs:** ESCO representatives acknowledged the value of the STEPPING EPC simulation tool in identifying the potential for an EPC project. They also made specific recommendations for the elaboration of the tenders, and specifically the payment periods and how to achieve guaranteed savings; on monitoring and verification plans; and on the use of subsidies as a means to leverage capital and not endanger savings guarantees.

**Financing institutions:** Representatives of the so-called “systemic” banks pointed to a general absence of know-how and trust, resulting partly from a lack of alignment of financial incentives among various stakeholders, and inadequate understanding between the technical and financing world. The perception about EPC is that it is complex, difficult to analyze and usually associated with relatively small-scale projects

