

STEPPING - Supporting The EPC Public Procurement IN Going-beyond

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Report of joint training event in Modena

May 2019

Prepared by

AESS

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REPORTING FORM WITH ANNEXES

Training session reporting form	
Title of the event	STEPPING Training Meeting Supporting The EPC Public Procurement IN Going-beyond
Location	Modena, AESS Offices
Date and duration of the event	06 th March 2019
Number of participants	43
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))	Municipalities, Regional Authorities, Local Authorities, Development/Energy Agencies, Ministries
Key note speakers	<ul style="list-style-type: none"> - Silvio De Nigris, Piemonte Region - Piergabriele Andreoli, AESS Director - Jean Leroy, AURA-EE - Anna Camp, Girona Province - Javier Martínez, Spanish sustainable energy financing platform - Stefano Dotta, Environment Park - Stefano Pagani, Energy Agency of Friuli Venezia Giulia - Michele Bocelli, Municipality of Modena - Franco Buscaroli, ASE spa
Interactive tools used (simulation tools, web-games, quiz, etc.)	EPC simulation tools developed in the framework of STEPPING and SISMA MED projects
Number of project posters displayed	1
Number of project flyers disseminated	43
Number of satisfaction questionnaires distributed/	43 distributed/17 received Furthermore the project partners the day after were



received	asked to fill in a sli.do survey. See results below.
Media representatives	Media representatives not attending the meeting but provided with a press release. A local TV also joined the attendees during the study visits for some interviews.
List of press releases or articles in newspapers, magazines and on websites – parent institution, STEPPING, Interreg MED Programme. *Scan (pdf) – upload in Gdrive folder; Online links (www) – paste here	<ul style="list-style-type: none"> - Press release - FB post - Article on STEPPING website before the training - Article on STEPPING website after the training - Local TV interviews to some of the training attendees.

Detailed description of the event (min 2000 characters)

The STEPPING training meeting on EPC schemes being held in Modena on last 6th March 2019 was addressed mainly to STEPPING partners own parent institutions as well as to Pilot Municipalities representatives.

Over forty, among administrators, technicians and operators in the energy saving sector, coming from France, Slovenia, Spain, Portugal, Greece and Malta, were definitely in Modena attend the STEPPING training activity over Energy Performance Contracts – EPC.

The meeting’s agenda foresaw that, after a quick welcome opening by Energy and sustainable development agency of Modena (AESS), the Lead Partner introduced the STEPPING project and its main goals about EPC schemes as effective tools for really improving the energy efficiency of public buildings. A session dealing with different approaches, tools and experiences on EPC followed, with presentations by AURA-EE and CEREMA from France, by AESS from Italy, by BEE ENERGY project and by ENERINVEST platform from Spain.

In detail, the host – in the person of the Director –presented some real cases over EPC experiences AESS has carried out so far. Then it was the turn of Jean Leroy and Pascal Lebreton reporting about the French approach and adopted EPC models in their country.



A Spanish focus followed, since Anna Camp for the BeeEnergi project as well as Javier Martinez presenting the ENERINVEST platform joined.

A proper training session on tools promoting the adoption of EPC schemes closed the morning: the STEPPING tool developed by ENVIPARK was presented by Stefano Dotta and the one delivered within the SISMA MED project was illustrated by Stefano Pagani from Energy Agency of Friuli Venezia Giulia. Further to a brief presentation, an exercise/practical session was carried out for attendees.

The second part of the day consisted of a study tour over 3 public buildings belonging to the Municipality of Modena, recently retrofitted thanks to an EPC contract.

After a short presentation in order to contextualise the selected buildings and the related EPC, Mr Michele Bocelli, energy manager of the Municipality of Modena and Mr Franco Buscaroli, manager of the awarded ESCO, drove all the guests to the onsite visits. The first visited building was the sports hall called PalaPanini and known at Italian level as Volleyball Temple since it is currently hosting one of the best team in Europe. Here there was some problem with the high energy and maintenance costs of the previous lighting system as well as with minimum lighting levels for TV shooting, despite the lighting system was only from 2010. It has been replaced with LED lighting system, which, among the several benefits, has the smart one to be modulated through dimmers according to the several needs or activities of the day such as high definition television shooting, volley team training, cleaning and maintenance, allowing this way a power reduction up to 4% of the maximum power and generating therefore significant savings. The second visited building was a secondary school where a big insulation over the 5.000 sqm walls was implemented. Here panels of mineral wool were used. The 3rd and final building was a complex composed of 3 buildings, where not only 1,600 sqm of walls were insulated but where also the roof – previously in very bad conditions – needed a retrofit measure. Here the previous 7 layers were removed and an insulating layer of high-density EPS (18 cm thick, on average) and a double waterproofing sheath were installed. Furthermore the final layer will be soon painted white, to complete the full implementation of the "cool roof", which could be an interesting and very cost-effective measure for most countries of South Europe/Mediterranean area.

General remarks and conclusions (min 2000 characters)

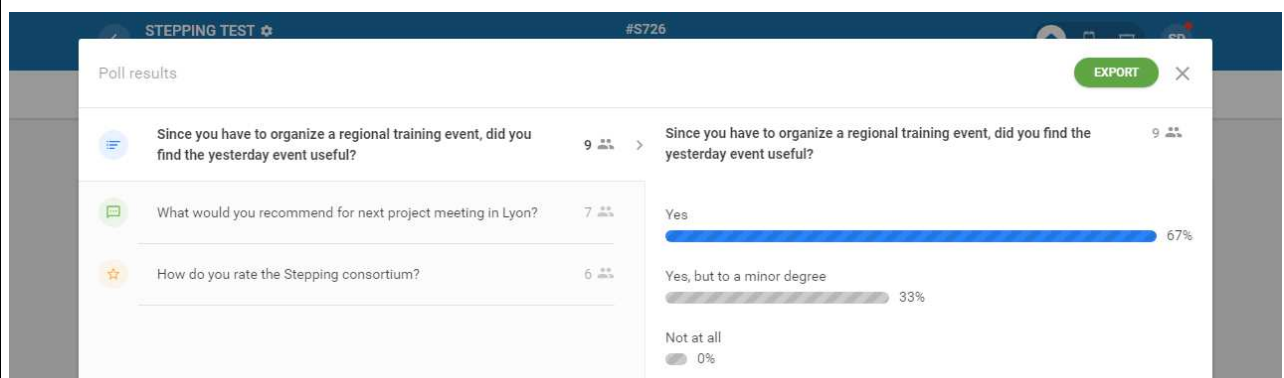
The main outcome of the training is that successful implementation of EPC schemes is strictly



connected with national – if not regional – legislation and framework conditions (different knowledge of the tool by Public Authorities, different ESCO market maturity, different preparation on the topic by financial institutions, need of involving SMEs in the process or not, etc). What can be done in France (where Local Authorities do have i.e. debt capacity), it can't be implemented in Italy and viceversa, for example. Though the sharing of good practices from other countries can help in improving national/regional EPC schemes, at this stage it is not possible to envisage any standard EPC model at Mediterranean area level.

In terms of feedbacks, during the project meeting the day after the Stepping training, the use of sli.do app was tested in order to show its basic functionalities to the consortium partners, inviting them to use it during the regional trainings.

One of the poll run was about the usefulness of the Modena training and its capitalization for the following training sessions at regional level. The score is highlighted in the following screenshot.



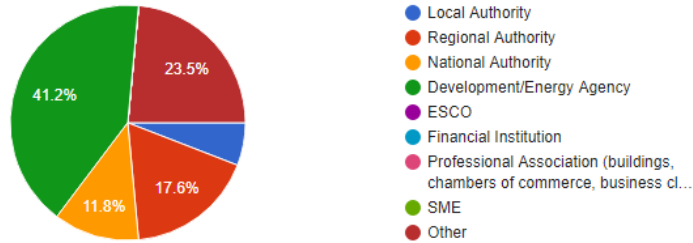
Finally, in the days following the training event, all attendees were reached by e-mail and invited to fill in a satisfaction questionnaire through a google doc (https://docs.google.com/forms/d/19NaP36bz3C2Jv8CGk47S9aF_aBJdW2RQ9vdPGVvKNC9Q/edit).

17 responses were gathered. Results of them in the screenshots below :



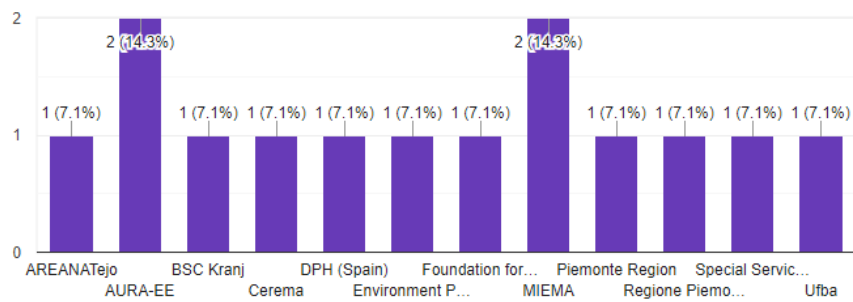
2. You represent

17 responses



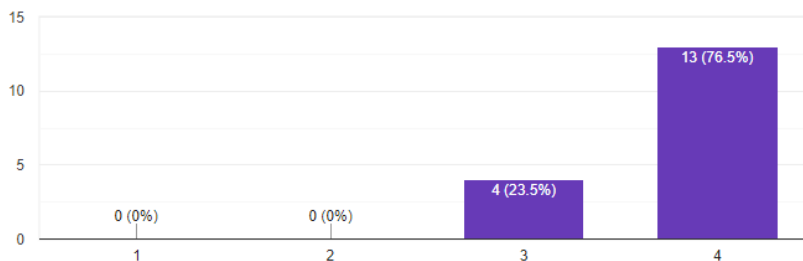
3. Name of the organization

14 responses



4. How would you rate the event?

17 responses



5. What did you like the most about the event?

16 responses

Presentation of different approaches to EPC

THE TOUR OF BUILDING

Trainers from different countries illustrating different point of view and very detailed example in the afternoon.

The study visits

Site Visits

Exchanges

Themes, sharing of experiences, speakers, replicability of projects.

The opportunity to share experience and ask practical questions

Variety of cases presented offering alternatives and representing different points of view. In general, the organization and logistic.

Nice place, nice city, nice people !

Discussion about different points of view about the developing method of projects and obtained results

International environment and multilateral sharing of experiences about EPC contracts.

Globally the proposed training was therefore on average appreciated.

The idea of proposing a study visit to real public buildings renovated through EPC was particularly welcomed.

The speakers and the opportunity to deepen some aspects of EPC schemes even through direct questions/sharing was also considered an added value.

The presence of different countries representatives facilitated the exchange and the sharing of good practices from one region to one other.



Annexes – upload in G-Drive folder:

- Invitation letter (local language),
- Agenda (local language + English),
- Presentations (local language + English),
- Photos/Videos,
- Lists of participants (scanned original + Word/Excel file),
- Scanned press releases and articles published in a hard copy newspapers or magazines (local language or English)

