

Pilot Models of Sustainable Energy Action Implementation Schemes

Bologna, ITALY
28-29 October 2010



With the support of



About the Workshop

The focus of the workshop is the effective implementation of SEAP actions. The workshop will include a mix of technical and financial issues with the objective of building participant capacity to implement effective SEAP actions.

The final objective is to increase the capacity of the trainees to:

- Develop innovative implementation modes for their SEAPs
- Organise the internal structure and phases of practical implementation
- Communicate their proposals to the local authorities.

Participants will also acquire useful information on methods for financing SEAP projects.

The trainers have been selected from experts already active in assisting local administrations in the various phases of the CoM activities. Some of the trainers will come from energy agencies, possessing wide experience in carrying out RES and EE initiatives, in implementing investment programmes, in promoting actions among enterprises and citizens. Other trainers will be drawn from local administrations (both municipalities and provinces) which are either involved in SEAP implementation or as supporting structures.

Local Capacity Needs and Target Group Needs

To help the development of SEAPs, several institutions have funded the SEAP development for small-medium municipalities; national associations have organised training events; provinces have become supporting structures for municipalities, and some organisations are participating in IEE projects, where assistance for SEAP development to smaller municipalities is foreseen.

In contrast to this wealth of support available for SEAP development, there are clear capacity development needs regarding SEAP implementation in the years after initial approval. There is a clear lack of knowledge regarding how to find resources for investment in the present economic crisis, which leads to severe cuts to the administration budgets and limits their capacity to borrow money for investments.

Relevant local capacity needs regarding SEAP implementation include:

- √ An integrated working group within local public administrations and between local energy agencies and municipalities (as demonstrated in the experience of the IEE “Sustainable Energy Communities” projects)
- √ Models for activation of initiatives by the stakeholders
- √ Approaches for acquisition of political consensus regarding which actions to implement.

The Target Group needs are:

- √ Improve their understanding on how to approach the municipalities, in order to organise and implement actions;
- √ Better knowledge and experience on Action selection, in terms of expected benefits, organizational effort required, and involved costs.

Implications of the above Capacity Constraints

This lack of capacity in the above areas has a number of consequences:

- The unsuitable implementation of SEAP Actions has a consequence on poor benefits, disappointment among municipal structure with SEAP effectiveness, and a resultant loss of credibility by energy agencies.
- A lack of knowledge on available good practices results in needlessly long



efforts to implement ex-novo all the Action tools and methods.

- A lack of capability in identifying suitable tools for financing action implementation produces paralysis of the process due to insufficient financial resources.
- Poor communication capabilities in proposing the implementation of innovative actions by the energy agency may produce lack of understanding, delays and uncertainties in approval.

Workshop Objectives

The workshop will seek to build the capacity of local energy agencies in the following areas:

- ✓ **Area 1: The CoM context.**
- ✓ **Area 2 a: Technical implementation of Actions.**
- ✓ **Area 2 b: Action modes of implementation.**
- ✓ **Area 3: Actions Financing.**

Who Should Attend?

The primary target group for the workshop will be drawn from local energy agencies, whilst the secondary target group will include personnel from local administrations with responsibility for SEAP co-ordination within their municipality.

The typical workshop participant will already have taken part in the development of their local SEAP and will now be involved in the early implementation phase. Some participants, however, may still be at the final stages of SEAP approval. All participants will have basic awareness of the CoM Initiative.

Expected Benefits

The overall benefit of this workshop will be an improvement in the implementation standards of SEAPs within the target municipalities.

The expected outcome of the workshop will be that:

- ✓ **Workshop Participants have an advanced understanding of SEAP implementation:** This will allow local energy agencies to provide better proposals, services and evaluations.

Programme overview

The workshop will start with a presentation of the main difficulties in implementing the SEAP Actions and the opportunities for energy agencies to co-operate with local administrations in this task.

To address the lack of knowledge and experience in Action implementation, the workshop will supply examples of realised Actions (good practices), particularly for small-medium sized municipalities, propose methods for assessing the impacts, and ask the trainees to work in small groups to put the received ideas into practice.

To address the lack of knowledge on how to propose actions to the local administrations, the workshop will propose typical communication approaches.

The main educational tools adopted for the workshop are:

Presentation of experiences,

Role Playing,

Small group exercises.



The Programme in Full:

Workshop Programme:

Timing:	Indicative Programme Session:
DAY 1	
14:00 – 14:30	Welcome Coffee
14:30 – 15:00	<p>Participant's Welcome Marcello Antinucci, workshop co-ordinator</p> <p>Session Overview:</p> <ul style="list-style-type: none"> • Workshop Objectives outlined. • Participant Introductions & Individual Capacity Development Goals.
15:00 – 15:30	<p>Introduction – The Covenant of Mayors and Local Energy Agencies Michele Macaluso, President of RENAEL, the network of Italian local Energy Agencies).</p> <p>Session Overview: This session will update participants on the Covenant of Mayors (CoM) Initiative and the new ManagEnergy support program, including:</p> <ul style="list-style-type: none"> • Providing summary updates on the CoM processes and experience in Italy. • Presenting a short summary on experience of local energy agencies in SEAP development and implementation.
15:30 – 16:00	Coffee break
16:00 – 17:00	<p>The Covenant & Local Energy Agencies I - Examples of Action implementation. Piergabriele Andreoli or Claudia Carani, Energy Agency Experts, experienced in implementation of Actions.</p> <p>Session Overview: Implementation of SEAPs requires implementation of actions with a financially sound and sustainable structure. The session will present a set of possible actions:</p> <ul style="list-style-type: none"> • Energy performance contracts as a means for improving efficiency in municipal buildings and other public properties. • PPPs for implementing large scale RES investments on municipal properties and land. • Cooperative purchasing of small RES systems by groups of citizens, under the shield of the municipality. • Voluntary agreements between municipality and local enterprises, aimed at RES-RUE investments in their premises (organizations can include the third sector).
17:00 – 17:30	<p>The possible role of Energy Agencies and the ELENA Facility. Sergio Zobot, Province of Milano, signatory of ELENA.</p> <p>Session overview: The need of technical assistance to investments for local administrations and the funding opportunity offered by ELENA. The possible role of an energy agency:</p> <ul style="list-style-type: none"> • Participating as a possible supplier of technical/ administrative services; • Creating a targeted in-house office to provide co-ordination of programme implementation teams. • Becoming a beneficiary of ELENA support. <p>The constraints of the ELENA facility rules.</p>
DAY 2	



Workshop Programme:

Timing:	Indicative Programme Session:
09:00 – 11:00	The Covenant & Local Energy Agencies II – Development of Actions Benedetta Brighenti, representative of a local administration, and Simone Antinucci, facilitator. Session Overview: Developing an Action – design activity in small working groups. Elaboration according to a fixed format: <ul style="list-style-type: none"> • Definition of the local boundary conditions (minimum requirements, typical conditions, and critical situations to be avoided). • Marketing elements for the project development (knowledge of the market, market promotion, identification and removal of obstacles etc.) • Expected products and outcomes of the Action. • Required resources and skills. • Economic and financial plan, identifying shares of public and private financial resources. • How an energy agency can operate and can cover its costs.
11:00 – 11:30	Coffee break
11:30 – 13:00	Proposal of an Action to a Local Authority. Stefano Vaccari, Province of Modena and Federico Fileni, ECUBA training expert. Session Overview: Elaboration of various possible approaches. Role playing simulating the different presentation approaches. Discussion and comparison.
13:00 – 14:00	Quick lunch
14:00 – 15:30	Interactive Discussion and Experience Sharing – Participants Share Experiences, Discuss Challenges and Seek Collective Solutions Federico Fileni, facilitator, and Marcello Antinucci, workshop co-ordinator Session Overview: <ul style="list-style-type: none"> • Participants share and comment on the results of the “break-out groups” to verify which models can best match their reality. • The outcome will be an outline of an actual Action implementation scheme to be applied in the frame of their SEAP.
15:30 – 16:00	Workshop Wrap Up and Outcomes Marcello Antinucci, workshop co-ordinator Session Overview: <ul style="list-style-type: none"> • New Actions: Workshop Participants Plan Next Steps • Participants Commitments: Participants commit to achieving specific results.
16:00	Workshop Ends



General Information:

Venue **Fiera di Bologna – SAIE International Building Exhibition**
Sala Ouverture, near Centro Servizi - Blocco D (Fair inlet: “Ovest
Piazza Costituzione”)
<http://www.saienergia.bolognafiere.it/>

How to register Please apply at marcello.antinucci@managenergy.net by
providing your name and organisation. You will receive then the
application documents.

The registration deadline is **October 10, 2010.**

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