

## Project Fact Sheet

### *Triggering the market uptake of energy performance contracting through street lighting refurbishment projects*

<b>Key Action:</b>	CIP-IEE-2013.1.5
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<b>Project's Partners</b>	<ul style="list-style-type: none"> <li>• OÖ Energiesparverband (ESV), Austria</li> <li>• Regionalna Energetska Agencija Sjeverozapadne Hrvatske (REGEA), Croatia</li> <li>• Energy Centre České Budějovice (ECCB), Czech Republic</li> <li>• Bałtycka Agencja Poszanowania Energii (BAPE), Poland</li> <li>• The Carlow Kilkenny Energy Agency (CKEA), Ireland</li> <li>• Energikontor Sydost (ESS), Sweden</li> <li>• Energetska Agencija za Podravje (ENERGAP), Slovenia</li> <li>• Centar za Energetska Efikasnost na Makedonija (MACEF), Macedonia</li> <li>• Escan, Spain</li> <li>• Magistrat der Stadt Wels (City of Wels), Austria</li> <li>• Zagrebačka Županija (Zagreb County), Croatia</li> <li>• Město Trhové Sviny (City of Trhové Sviny), Czech Republic</li> <li>• Urząd Miejski w Gdańsku (City of Gdansk), Poland</li> <li>• Kilkenny County Council, Ireland</li> <li>• Kalmar Kommun (City of Kalmar), Sweden</li> <li>• Mestna Občina Maribor (City of Maribor), Slovenia</li> </ul>

		<ul style="list-style-type: none"> <li>• Grad Skopje (City of Skopje), Macedonia</li> <li>• Ayuntamiento de Santander (City of Santander), Spain</li> <li>• European Federation of Agencies and Regions for Energy and the Environment (Fedarene)</li> </ul>
	<b>Project's website:</b>	<a href="http://www.streetlight-epc.eu">www.streetlight-epc.eu</a>
	<b>Benefits:</b>	<p><i>(Please, specify the benefits of the project in one or two sentences indicating the benefits in qualitative terms and who will benefit. Do not exceed 150 characters)</i></p> <ul style="list-style-type: none"> <li>• Establishing EPC markets in 9 European regions</li> <li>• Implementing 36 EPC projects, triggering 49 million € investments</li> </ul>
	<b>Keywords:</b>	<p><i>(Please, write 3 keywords which will make your project easy to find online. I.e. cogeneration, green mobility, regional planning)</i></p> <p>Energy Performance Contracting, street lighting, LED</p>
	<b>Duration:</b>	1 April 2014 – 31 March 2017
	<b>Budget:</b>	1,437,399 Euro (EU contribution 75%)
	<b>Contract number:</b>	IEE/13/399/SI2.675823

## Summary

Most European regions have not yet seen a significant development of energy performance contracting (EPC). Apart from legal barriers, this is due to the lack of understanding of EPC, the absence of experienced ESCOs and organisations facilitating the EPC market development. Street lighting is a good "learning and testing ground" for EPC due to its lower technical and economic complexity (compared to building-related EPC). Furthermore, the recent market introduction of LED technology for street lighting offers high energy and cost savings with comparatively short payback times.

The project "STREETLIGHT-EPC" creates demand and supply for EPC projects in 9 regions by providing regional EPC facilitation services. These services deliver information and specific support to municipalities and (potential) ESCOs.

The project partners aim to implement 36 EPC street lighting projects in the project's lifetime. This will help create knowledge and trust in both LED technologies and the EPC model.

Since the project start, 50 regional events were held, more than 380 enquiries were answered and 51 meetings were held with banks and financing organisations. The project partners have identified and supported 41 street lighting and 19 indoor and other lighting projects so far of which 17 are already implemented.

The project team includes 9 regional agencies/organisations, which are providing the EPC facilitation services, 9 municipalities and a European network.

**Project’s results**

<p>Result 1</p>	<p><b>Establishing EPC markets in 9 European regions through regional EPC facilitating services:</b></p> <ul style="list-style-type: none"> <li>- 50 regional events with over 1,470 participants were held</li> <li>- 163 quick-checks were completed</li> <li>- more than 380 enquiries (advices) were answered and documented</li> <li>- more than 255 "FAQs" (with answers) are available on the partner websites</li> <li>- 51 bi-lateral meetings were held with banks and financing organisations</li> </ul>
<p>Result 2</p>	<p><b>Implementing 36 EPC projects, triggering 49 million Euro investments</b></p> <p>So far, project partners have succeeded in identifying and supporting 41 street lighting and 19 indoor and other lighting projects of which 17 are already implemented.</p>
<p>Result 3</p>	<p><b>Inducing 18 SMEs to become ESCOs</b></p> <p>All regional facilitation services are actively supporting SMEs in becoming ESCOs. So far, 3 companies that had not been providing this service have successfully signed contracts and implemented projects.</p>
<p>Result 4</p>	<p><b>Contributing to EU policies</b></p> <p>Product policies (phasing-out requirements) and the European Energy Efficiency Directive (strengthening energy services markets)</p> <p>The project partners work actively towards improving the framework conditions for EPC in their respective countries to allow the instrument to fully play its role in achieving energy efficiency targets. This includes proactive communication of</p>

	<p>project findings on regional, national and European levels. 3 European events with about 370 participants were held. Due to Streetlight-EPC activities, several partners were invited to be member in relevant national committees.</p>
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## Lessons learnt

Lesson 1	<p><b>Good technical project preparation is key</b></p> <p>The right approach in project preparation is key for the success of the project: It is crucial to have a meaningful and accurate inventory of the existing street lighting system (while at the same time not so detailed that the costs become prohibitive) as well as a good-quality, well-standardised audit to determine reliable numbers on saving potentials. The partners and the advised cities realised that they had underestimated the resources needed for technical and engineering aspects.</p>
Lesson 2	<p><b>EPC: high interest, low knowledge</b></p> <p>The high number and the quality of participants at the project events as well as the active use of the facilitation service show that many stakeholders are very interested in the instrument. However, wide-ranging knowledge gaps on technical and economic aspects exist. Also there are many prejudices (e.g. "using an ESCO will increase project costs due to the ESCO's profit", "ESCO solutions threaten local jobs") that need to be proactively overcome by a trusted information source. Otherwise, they will continue to block decisions in favour of EPC.</p>
Lesson 3	<p><b>LEDs: offer choice, but require knowing your needs</b></p> <p>LED solutions are showing to be proven technologies that are suitable for very small and very large projects and permit high energy savings at high lighting comfort. However, due to their wide-ranging possibilities and the fact that street lighting directly affects citizens and the local business community, it is important to understand the needs and priorities in each municipality to determine the optimal solution for different locations.</p>