



EVENT DESCRIPTION

Project Partner: Energy Agency of Podravje and Municipalities of Maribor

Title of the event: ESCO Study visit in Bled

Date & location: 19th of January 2015

Organiser(s): Energy Agency of Podravje (Energap) and Municipalities of Maribor (MOM)

Number of Participants: 23

Summary

Maribor City administration staff (different field of work) has visited Municipality of Kranj and ESCO company PETROL. They have together already performed EPC projects in different field. There were opportunities to talk to the peers and see the EPC implementation in the field.

Objectives & main programme points

Objectives were:

- To meet City administration staff from Kranj municipality in Slovenia that already performed EPC projects in different field and to hear their experiences and views on that
- To see the results of EPC projects and how they operate in the real life
- To meet the ESCO company people and to hear their experience and to see how they run EPC projects on day to day basis
- To see that already some municipalities in Slovenia operate their street light system as EPC

Conclusions & lessons learnt (based on stakeholder input)

- Maribor is not the first municipality to perform EPC.
- All EPC projects in street lighting in Slovenia have positive results. Some of them had problems during preparation phase or in the first year of operation but together municipalities and ESCO were able to solve it to have a win-win situation.
- For municipality it is very important to have good input data and real investment data. It is the basis for negotiation with ESCO.
- During the ECP life time there are no big problems: municipality can make changes in cooperation with ESCO, but the main operation protocol should be set in the agreement
- EPC is not just an investment. For municipality it is important to have as low as possible also operational and maintain costs
- Legal and procurement procedures are not easy but are manageable. The group of people should work on it – legal, financial and technical issues. It is also important to have architectural and cultural issues in mind and the ideas of citizens (some of



them would like to have less some of them more light in their area) and complains usually go directly to the mayor.

- ESCO is not just a company with money. They have very good technical staff that are able to optimal operate streetlight system. They are very rational so they are able to perform their work in the cheaper way as municipalities do with external experts or their own public utilities.
- Municipality of Kranj was the first municipality to performed EPC projects. At that time there was not national guidelines for legal and financial issue. So it is much easier for Maribor today because responsible ministry issued national guidelines how to perform EPC projects.
- There are not many EPC projects in Slovenia but nearly all of them show very good results for municipalities.
- Municipality can combine own financial resources or EU resources with EPC to completely solve different issues (for building renovation and higher cost for cultural heritage, swimming pools etc. where investments in some parts are very expensive and not in ESCO's interest). At the same time municipality can use its own resources for projects where EPC are not possible to perform.

