



Streetlight-EPC

Report on internal working session

Date & Location: 1-2 October 2014, Wels/Upper Austria

Organisation: OÖ Energiesparverband

Number of participants: 36

Summary

On 1 - 2 October 2014, a two-day working session was organised in the partner city Wels/Upper Austria. The main objective was to create an environment for dialogue and exchange on details of the practical implementation of street lighting and EPC, and this independent of project deliverables and timetables. The 36 participants consisted of project partners, external experts and stakeholders from project regions. The event focussed on LED street lighting technology, EPC and funding issues through presentations, workshops, a panel of experts and site visits. The very interactive programme fostered dynamic exchanges that permitted to deepen partners' know-how of EPC-related topics, thus better preparing them to undertake facilitation activities in the coming phases of the project.

Objectives

Within the Streetlight-EPC project, regional partners will offer facilitation services to municipalities and ESCOs and city partners will implement streetlight-EPC projects. In order to achieve this, they require extensive and up-to-date know-how on street lighting technology and EPC as a financing and business model. The purpose of the working session was to allow a trans-regional learning and exchange process on street lighting refurbishment and EPC.

The 2-day event aimed at providing an update on recent technology trends, costs and solutions in the field of innovative street lighting technologies and at sharing information on the main challenges identified, while finding possible solutions (for the advanced, intermediate and early markets). It offered the opportunity to provide an update on European funding and financing options and presented a platform for the dissemination of knowledge from other IEE projects (especially EESI 2020 and Transparens in which two project partners also participate).

Moreover, the working session was designed to enable partners to come together in a spirit of cooperation to deepen their project-related knowledge and get inspired regarding the approach to take in their region/city to achieve the project objectives.

Main programme points

The diversified programme included presentations, workshops, panel discussions and site visits. Participants profited from the sharing of internal know-how (by project experts) as well as external inputs. This was provided by a very experienced ESCO from Upper Austria (EWW) as well as an ESCO specialist from Philips.

The sessions were fully interactive. Main programme points were:

- a site visit to 2 streetlight-EPC projects where representatives of the ESCO and the cities shared their experiences and answered questions.
- an update on technology solutions and cost aspects by a representative from the lighting industry
- the calculation of 2 examples of street lighting projects from each region: partners had sent key data of "candidate" projects and the ESCO EWW, in cooperation with ESV, conducted a pre-feasibility analysis of the economic viability. The results were presented and discussed during the meeting.
- an extensive Q&A session prepared by collecting questions from all partners (44 in total). These questions were pre-assigned to the project and the external experts prior to the meeting and then answered and discussed on-site.
- a session on contractual issues
- a presentation of the EESI and the TRANSPARENSE projects (by REGEA and ESCAN) and a discussion about lessons learnt.
- a presentation by REGEA of the main European funding and financing options. The partners exchanged on the possibilities of using them jointly or separately and what would be the requirements and benefits.

The first day started with a short introduction and project update, followed by presentations by internal experts on European funding and financing options and about other IEE projects. A full session was then dedicated to the EPC facilitation service, since this will be the main focus of partners' activities in the coming months. ESV shared information regarding its experience with more than 10 years of EPC facilitation in Upper Austria. This was followed by discussions and interactive workshops in smaller groups on how to market the facilitation service.

An external expert from the lighting industry offered a detailed technical overview of the current state and trends of LED technologies in street lighting, as well as elements that should be considered in a streetlight refurbishment project. One of Upper Austria's major ESCOs then held a detailed presentation about the steps to follow when implementing an EPC Streetlight project, offering partners insight into the world of ESCOs. Finally, the city of Wels/Upper Austria (who has refurbished around 50% of their lighting system to LED with EPC) shared their real-life experience in this

field. Through this combination of programme elements, partners got a complete overview of all aspects of an EPC project.

This technical session was complemented by a site visit. First of all the group visited the "Light street" in Wels, where various lighting technologies and LED luminaires have been set up by the city's electricity utility (which also acts as an ESCO). This was followed by a visit of 2 implemented EPC street lighting refurbishment projects, where representatives of the ESCO and the cities shared their experiences and answered questions. During these visits the real-life experience of street light refurbishment in smaller communities was also addressed. Finally, the group had the opportunity of visiting and learning about the biomass heating of a monastery that was also implemented with EPC, thus reminding partners of EPC's great potential in other sectors than street lighting as well. During all sessions and site visits, partners had ample opportunity to ask questions and deepen their knowledge of the presented topics. Partners took advantage of this opportunity and ambitiously engaged in discussions amongst themselves and with external experts.

The first session of the second day was dedicated to EPC contractual issues with a presentation by an experienced internal expert (ESV). This was followed by an interactive workshop on evaluating the economic feasibility of an EPC street lighting project. Partners had collected key data on potential streetlight project in their region prior to the meeting. This data was analysed and a pre-feasibility analysis was conducted by an Upper Austrian ESCO, in collaboration with ESV, for each project. In a very interesting session, partners learnt about the factors that most greatly influence the economic feasibility of EPC street lighting projects in their region.

The event came to an end with a comprehensive Q&A session where questions that had been previously collected from partners or that had arose during these 2 days were answered in detail by a panel of external and internal experts. This was definitely a highly interesting and helpful session as it clarified many lingering questions and greatly deepened partner's knowledge of EPC and street lighting.

Conclusions & lessons learnt

The internal working session was an interesting and successful event. The interactive nature of the meeting encouraged cooperation between partners and offered an environment where questions could be asked and solutions found together. It also allowed valuable exchange of experience between partners as well as between partners and external experts. The presence of experts from all aspects of streetlight refurbishment and EPC was very valuable as it brought input about all steps of a project.

The workshop on calculating the economic feasibility of potential projects permitted partners to transpose the theoretical information they were receiving into the reality of

their respective regions. Each partner went home with realistic numbers and information about one potential project in their region – valuable information that was afterwards communicated to municipalities and regional leaders to help increase interest in streetlight refurbishment with EPC.

The Q&A session with panel of experts was a good way to bring together expertise in all aspects of Streetlight-EPC projects (technical, financial, contractual, procurement). All questions and answers that arose during this session were thoroughly documented and distributed to all project partners. This document offers partners an interesting knowledge base and reference document on EPC related topics.

The site visits and the presentations about implemented Upper Austrian street lighting refurbishment and EPC projects greatly contributed to the internal working session. They complemented the theoretical side of the event by offering the opportunity to seeing working installations and hearing about the real-life experience of smaller communities who undertook such projects.

Thorough preparation and the involvement of partners previous to the working session (eg gathering questions from partners and forwarding them to the relevant expert, collecting input about potential projects in each region and forwarding it to an ESCO) increased the quality of exchanges during the two days. Much was achieved and discussed over the course of only 2 days thanks to good preparation and the participation by all partners.