



ELENA Completed Project Factsheet

Initiative for Energy Performance and Energy Supply Contracting in public buildings (InEECo)

Location	The state of Baden-Württemberg, Germany
Beneficiary	Klimaschutz und Energieagentur Baden-Württemberg (KEA, regional climate, and energy agency)
CoM signatory	No
Sector	Energy Efficiency and small-scale renewable energy
Total PDS costs	EUR 1,219,273
ELENA contribution	EUR 1,097,345.70 (90%)
Project development services financed by ELENA	<p>ELENA supported the creation of a stakeholder platform at the agency and the launch of a marketing campaign to reach the sign-up of municipalities to the project development programme.</p> <p>ELENA funds co-financed both existing and newly hired staff at the agency to manage the InEECo programme. External consultancy services were subcontracted for the elaboration of feasibility studies, energy audits and legal advice and the preparation of technical specifications of the EPC (Energy Performance Contract) tenders.</p>
Description of ELENA operation	<p>The project development services provided support to municipalities in the region of Baden-Württemberg to develop energy performance contracting projects.</p> <p>Municipalities signing up to the programme received the first assessment to identify suitable buildings that could be pooled into EPC tenders. The tender documentation was prepared by the agency, and the entire procurement process managed on behalf of the municipalities until the winning ESCOs were contracted. The agency also provided training and support to the municipalities during the first steps of the implementation of the ESCO contracts to ensure appropriate implementation quality and monitoring. The KEA InEECo team also improved the value of the EPC concept. Results of these efforts were the integration of contracting into school refurbishment programs, the refurbishment programs for retirement homes and refugee shelter buildings.</p>
Timeframe	January 2015– December 2018
Basis for investment identification	Market assessment in the municipalities
Investment programme description	<p>The Investment Programme covered four different sectors:</p> <ul style="list-style-type: none"> • Energy efficiency in existing public (non-residential) buildings, • Implementation of renewable energy sources (biomass and PV panels integrated to buildings), • Implementation of combined heat and power production (CHP), • Street lighting.

	The implementation of these projects was carried out in energy supply/performance contracting projects with average energy savings of 20% against the energy baseline. 28 EPC/ESC contracts have been completed or launched during the ELENA project.
Investment in implementation phase	EUR 37,032,835
Results expected to be achieved	<ul style="list-style-type: none"> ▪ Energy savings: 14.56 GWh/y ▪ RE heat and electricity generation: 13.63 GWh/y ▪ CO₂ reduction: 9,420 t/y
Leverage factor achieved	34
Lessons learnt	<ul style="list-style-type: none"> ▪ Intense efforts are necessary to promote the financial support opportunities provided by the ELENA program. The assumption that financial support of up to 90% for PDS is sufficient to attract public administrations has not come true. Climate protection and energy efficiency are in most of the public administrations, not among the first five priorities. To create awareness and initiate action in the public building sector, it is necessary to penetrate public administrations with the “good news.” ▪ Despite the attractiveness of the remuneration, risk allocation and service packages included in EPC business models, the “buy-in” factor for public entities, were in most of the cases, that EPC contracting is able to solve issues such as the refurbishment backlog in public buildings and refurbishment efforts in schools. ▪ The InEECo program attracted specifically smaller municipalities with smaller investment projects than initially planned. This had an impact on the staff necessary to manage the implementation of EPC contracts and the support to municipalities. This was a challenge for KEA also taking into account that in general, the number of experts with good knowledge of project facilitation and management of EPC projects at EU level is limited.
Further information sources	https://www.ineeco.org/
Contact person at Beneficiary	Mr Rüdiger Lohse, Ruediger ruediger.lohse@kea-bw.de