



ELENA Project Factsheet after project completion

“PROSPER”: Province of Savona pact for energy efficiency and renewables

Location	Province of Savona, Italy
Beneficiary	Province of Savona
CoM signatory	Since 2011, the Province of Savona is the territorial coordinator for CoM.
Sector	Energy efficiency in public buildings and street lighting
Total PDS costs (Project Development Services) accepted	EUR 738,026.73
Elena contribution	EUR 664,224.06 (90%)
Project development services financed by ELENA	ELENA supported the hiring of an external project development unit (PDU) staffed with legal, technical and financial experts for the day-to-day management of the programme. In addition, technical experts were contracted for energy audits, tender preparation and bid evaluation. Legal and financial advisors were also needed for the preparation of costs baselines and budgets, tender documents, bid evaluation, and EPC contracts.
Description of ELENA operation	To prepare the planned investment programme, the PDU supported by the external experts carried out the following main tasks: <ul style="list-style-type: none"> ▪ Communication activities and organisation of meetings with the involved municipalities ▪ Coordination with municipalities to get necessary technical data and supervision of energy audits and definition of the necessary measures and works ▪ Preparation of tenders (technical, financial and legal documents) for the procurement of the planned investments under EPC contracting ▪ Organisation of meetings to inform the ESCOS about the tenders ▪ Support in the contract signature process
Timeframe	January 2015-December 2018
Basis for investment identification	Most of the preparatory assessments have been carried out in the framework of SEAPs elaboration: e.g., a collection of data (structural features, plants and consumptions data) for all the public buildings. Based on these data and energy audits of representative buildings and public lighting, the investment amounts and subsequent energy savings were estimated.
Investment programme description	The investment programme covered measures for energy efficiency in 91 public buildings owned by the Province of Savona and 24 municipalities and the optimisation of public lighting systems in 5 municipalities covering 21,396 lighting points. All investments are implemented through EPC contracts for works and services to ESCOs, with guaranteed energy savings and operational risk allocation to the private partner.
Investment in implementation phase	EUR 28,966,472.61 <ul style="list-style-type: none"> ▪ EE in public buildings: EUR 13,155,732.85 ▪ EE in street lighting: EUR 15,810,739.76

Results expected to be achieved	<ul style="list-style-type: none"> ▪ Energy savings: 11.84GWh/y ▪ CO₂ reduction: 4,366t/y <p>The guaranteed energy savings by the ESCOs range from 70% to 80% for street lighting investments and from 20% to 60% for EE investments in buildings.</p>
Leverage factor achieved	44
Lessons learnt	<ul style="list-style-type: none"> ▪ The EE market has gradually matured in Italy, and the ESCOs have taken important steps forward in accepting EPC contracts based on guaranteed savings and Public Private Procurement regulations of terms and conditions with the private partner taking on the bulk of the risk allocation based on actual monitored performance and results. The local administrations (except for the major cities) do not have the experience/expertise needed to implement such investment projects and do require the support of experts to guide them through the difficulties and stages in order to procure energy efficiency investments. ▪ The Prosper project faced some challenges: lack of efficient procedures for the management and registration of energy bills, costs and contracts making it very difficult to draw valid baselines and estimate investment levels, difficulties to communicate with some technicians appointed by some municipalities and the fact that the level of expertise of some local consultants and audit companies needs to be enhanced to reach higher standards in the auditing reports. ▪ Italian Procurement Legislation poses challenges to EPC contracting, as it requires the inclusion of the design of the EE measures in terms of reference, while it is expected that the design should be proposed by the ESCO itself to reach the targeted energy performance. The Prosper project decided to include very detailed energy audits and technical documentation allowing the ESCOs to have sufficient information to design the EE measures and solutions.
Contact person at Beneficiary	Mr Vincenzo Gareri ; v.gareri@provincia.savona.it