



## ELENA Project Factsheet

### Green Revolution of Wealth in Salento (GROWS)

<b>Location</b>	The ELENA project development services will be carried out, and the investment programme will be implemented in 25 municipalities of Salentina Peninsula, which is located in the Southern part of the Apulia region, Italy.
<b>Beneficiary</b>	Municipality of Campi Salentina
<b>CoM signatory</b>	Yes
<b>Sector</b>	Energy efficiency in public buildings and public lighting
<b>Total PDS cost</b>	EUR 1 880 000
<b>ELENA contribution</b>	EUR 1 692 000
<b>Project Development Services (PDS) financed by ELENA</b>	<p>Project development services financed by ELENA will be used to prepare technical and legal documentation as well as procurement of the energy efficiency investments to be implemented in the Energy Performance Contract (EPC) model. The ELENA-funded TA will be delivered by the Project Development Unit (PDU) managed by the internally hired Project Manager, supported by an external advisor, and composed of the internal staff and external experts.</p> <ul style="list-style-type: none"> <li>• The internal staff will consist of six experts (project manager, engineer, architect, surveyor, accountant, procurement expert) and two assistants;</li> <li>• External Management Advisor and external experts, which will form two groups: <ul style="list-style-type: none"> <li>○ Technical External Expert Group to carry out energy audits and retrofit designs of buildings and street lighting projects,</li> <li>○ Economic and Legal External Expert Group.</li> </ul> </li> </ul> <p>Additionally, an externally hired Board of Auditors will be formed to verify the compliance of the implemented projects with regulations. Tender publishing and commission costs will also be covered by ELENA.</p>
<b>PDS Timeframe</b>	Q4 2018 – Q4 2021
<b>Investment programme description</b>	<p>The investment programme will consist of two main components: energy efficiency in public buildings (approx. EUR 37m) and energy efficiency in public lighting (approx. EUR 19m):</p> <ul style="list-style-type: none"> <li>• Energy efficiency in public buildings programme entails deep retrofits of 37 pre-selected public buildings (mostly schools). The aim of the refurbishments is to significantly reduce the energy consumption of buildings and achieve energy</li> </ul>

	<p>performance class of “A+”, to be in line with the “nearly zero-energy building” (NZEB) standard as indicated by the Energy Performance of Buildings Directive (EPBD). Planned EE and small RES measures will include window replacement, high-performance wall, and roof insulation, installation of PV panels, HVAC systems replacement and lighting replacement.</p> <ul style="list-style-type: none"> <li>• Energy efficiency in public lighting programme will entail replacing the old street lamps with the LED ones. The project also includes replacing old control panels with new remote control systems in order to optimise the operation and maintenance as well as additional works in associated infrastructure.</li> </ul>
<b>Investment to be mobilized</b>	EUR 56m
<b>Description of the approach to implement the Investment Programme</b>	<p>All the investments are planned to be implemented using the Energy Performance Contracting (EPC) model. The preparation of investments, procurement, and execution of works will be done exclusively by the Municipality of Campi Salentina. The Municipality of Campi Salentina, through the Project Manager, will control the progress and take a final decision on all the planned investments.</p> <p>Building retrofits are planned to be partially financed through <i>Conto Termico</i>, a grant provided by the Italian Ministry of Economy and Finance with the objective to promote the improvements of energy performance of existing buildings. The grant can reach up to 65% of related costs - the remaining 35% of the investment costs will be covered by the ESCOs with their own funds.</p> <p>Public lighting projects are planned to be entirely financed by participating ESCOs.</p>
<b>Expected results</b>	<ul style="list-style-type: none"> <li>• Energy Efficiency – Annual total savings in the final energy consumption of 13.6 GWh.</li> <li>• Renewable energy – Annual final energy production of 0.15 GWh.</li> <li>• CO2 reductions – Annual total emission reductions of 5 800 t CO2 eq.</li> </ul>
<b>Leverage factor (Minimum 20)</b>	33
<b>Market replication potential</b>	<p>The project is deemed replicable in Italy thanks to the availability of the grant funding from <i>Conto Termico</i> and existence of the ESCO market. Similar set-up can be replicated in other small Italian municipalities if they are willing to form a consortium and delegate the decision-making rights to a leading municipality. The Italian law provides for such a possibility, and the central government is supportive of energy efficiency investments. The obstacle is the inability of Italian municipalities to take debt, which makes it difficult to co-finance such investments from their own budgets.</p>
<b>Status</b>	Contract signed on 17/12/2018
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