



# International Energy Performance Contracting Conference

November 15<sup>th</sup> 2016  
 Stuttgart-Esslingen/Germany

The congress addresses representatives of public authorities, national and regional decision makers, multipliers, facilitators and interested SMEs



**KEA**



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**KSSENA**



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 CRES**

# Welcome to the International Conference

The international conference “Energy Performance Contracting for Public Buildings” offers a number of diverse presentations. Representatives of public authorities, national and regional decision makers, organizations, municipalities, facilitators, interested SMEs, contractors, and other stakeholders are invited to learn about different aspects of Energy Performance Contracting (EPC) and learn more from speakers with perspectives in various EPC business models.

Moreover, experienced experts will present their knowledge of the subject matter and hold discussions with the audience in four workshops. Last but not least, the panellists will talk about their different approaches for the most effective use of EPC in Europe’s public buildings.

This event is excellent for meeting EPC experts from municipalities as well as experienced facilitators. Additionally, this conference can serve as an opportunity to create new contacts and promote new business opportunities.

Germany:

DEUTSCHE GESELLSCHAFT FÜR INTERNATIONALE ZUSAMMENARBEIT GMBH (GIZ)

CLIMATE PROTECTION AND ENERGY AGENCY OF BADEN-WUERTTEMBERG GMBH (KEA)

Croatia:

ENERGY INSTITUTE HRVOJE POZAR (EIHP)

Slovakia

E-CODE (e-code)

Greece:

CENTRE FOR RENEWABLE ENERGY SOURCES AND SAVING FONDATION (CRES)

Slovenia:

ENERGY AGENCY OF SAVINJSKA, ŠALEŠKA AND KOROŠKA REGION (KSSENA)

Romania:

ENERGY EFFICIENCY AND RENEWABLE ENERGY AGENCY „PLOIESTI-PRAHOVA“ (AE3R)

Serbia:

STANDING CONFERENCE OF TOWNS AND MUNICIPALITIES (SKGO/SCTM)

Ukraine:

FINANCE & TECHNOLOGY UKRAINE (FIATU)

Latvia:

ZEMGALE REGIONAL ENERGY AGENCY (ZREA)

# Agenda

*Moderation: RÜDIGER LOHSE, KEA Climate Protection and Energy Agency Baden-Württemberg*

- 09:00 **Welcoming address**  
*Dr. JÜRGEN ZIEGER, Municipality Esslingen (Germany)*
- 09:15 **Official welcome**  
European challenges and support for EPC Projects  
*Mr. PAOLO BERTOLDI, European Commission DG JRC (Italy)*
- 09:30 **EnPC Intrans: Contents, Results, Recommendations**  
*Mr. BRUNO WILHELM, Gesellschaft für internationale Zusammenarbeit (Germany)*
- 10:00 **Municipalities' perspective on EPC**  
*Ms. ELISE STEYAERT, Climate Alliance (Belgium)*
- 10:15 **ESCO perspective on EPC**  
*Mr. VOLKER DRAGON, eu.esco European Association of Energy Services Companies (Switzerland)*
- 10:30 **European Code of Conduct for EPC**  
*Ms. JANA SZOMOLÁNYIOVÁ, SEVEn Energy s.r.o. headquarters (Czech Republic)*
- 11:00 **Best Practices of EPC in public buildings**
- A pilot EPC Light project in Barcelona  
*Mr. JOSEP MARIA GRANOLLERS, ICAEN Catalan Institute for Energy (Spain)*
- Experiences from EPC basic projects  
*Mr. ALAN RYAN, SEAI Sustainable Energy Authority of Ireland (Ireland)*
- Comprehensive renovations with EPC Plus by the regional public society OSER  
*Mr. LAURENT CHANUSSOT, RAEE RhôneAlpénergie-Environment (France)*
- 12:00 **Lunch**
- 13:30 **Workshops 1-4**
- 15:00 **Coffee break**

# Agenda

15:30 **Panel discussion: The European EPC market - further steps for market penetration**

*MR. PAOLO BERTOLDI, European Commission DG JRC (Italy)*

*MS. CHRISTIANE EGGER, Fedarene European Federation of Agencies and Regions for Energy and the Environment and OÖ Energiesparverband (Austria)*

*MR. VOLKER DRAGON, eu.esco European Association of Energy Services Companies (Switzerland)*

*MR. DIMITRI HADJIDAKIS, Turner & Townsend (Great Britain)*

*MS. MARIANGIOLA FABBRI, BPIE Buildings Performance Institute Europe (Belgium)*

*MS. AGRA LOCMELE, Latvian State Joint Stock Company „State Real Estate“ (Latvia)*

16:15 **End of the event**

*The conference language is in English, German translation will be provided for the plenum and some of the workshops.*

## Registration

The online conference registration form can be found at the following link:

[www.enpc-intrans.eu/language/en/final-conference](http://www.enpc-intrans.eu/language/en/final-conference)

Please indicate on the registration, which workshop you wish to participate in.



## Workshop 1

### EPC business models

In this workshop, Energy Performance Contracting as a business model will be examined. This includes project preparation, implementation, financing, and performance measures. In addition, different models of Energy Performance Contracting will be discussed.

- Experience with EPC business models

*MR. MARCEL LAUKO, Energy Center Bratislava (Slovakia)*

- Financing instruments for EPC projects

*MS. VESNA BUKARICA, Environmental Protection and Energy Efficiency Fund (Croatia)*

## Workshop 2

### Development of EPC

The theme for this workshop is how to best tackle an EPC project as well as which eligibility requirements and framework conditions should be present on the building level and beyond.

- How to set up an EPC project

*MR. JOHAN COOLEN, Factor4 (Belgium and Netherlands)*

- Potential pitfalls from ESCOs perspective

*MR. MIHAI DOGARU, Veolia Energie Prahova (Romania)*

## Workshop 3

### Tendering and contracting of EPC projects

EPC projects for public properties must be based on the procurement requirements. The typical procedure for contracting procurement is discussed in this workshop.

- Challenges of procurement procedure in Serbia

*MR. DJORDIE POPOVIC, CMS Reich-Rohrwig Hainz - Belgrade Office (Serbia)*

- Experience from Ukrain EPC municipal projects

*MR. DMYTRO NAUMENKO, Kiev municipal administration (Ukraine)*

- Experience from Latvian Real Estate owners

*MS. AGRA LOCMELE, Latvian State Joint Stock Company „State Real Estate“ (Latvia)*

## Workshop 4

### Measuring and verification of savings

The invoice of savings is based on the measurement of the actual savings, therefore it is essential for the success of the EPC project to define the measuring and verification methods in advance. Examples of how this process typically looks will also be examined.

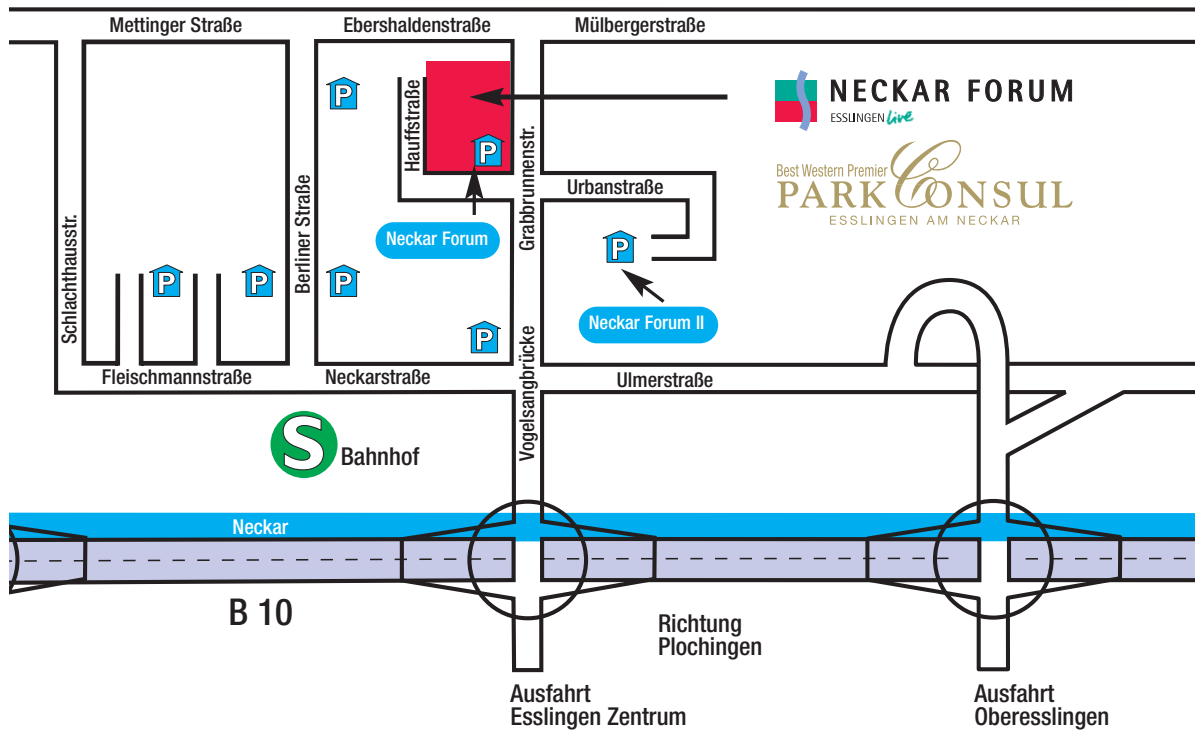
- Procedures to determine energy savings

*MR. RAJKO LEBAN, Energy agency for Goriška (Slovenia)*

- Measurement and verification tools

*MR. MICHAELIS KARAGIORGAS, A&B Energy (Greece)*

# Venue



Esslingen live • Kultur und Kongress GmbH • Ebershaldenstraße 12 • 73728 Esslingen

## Getting there...

### by train (recommended)

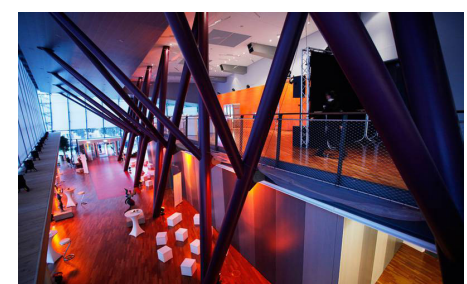
To Esslingen Railway Station, from there take a taxi or bus, or walk (15 minutes) following the Neckar Forum signs.

### by car

From the motorway: Coming from the direction of Karlsruhe, take the Esslingen exit to Esslingen onto the B 10 towards Stuttgart, take the Esslingen-Zentrum exit, following the Altstadttring and the parking guidance system (aiming for Neckar Forum) turning

off left to the Neckar Forum car park. Coming from the direction of Munich, take the Wendlingen exit to Esslingen via the B 313 onto the B 10 towards Stuttgart, take the Esslingen-Zentrum exit, following the Altstadttring and the parking guidance system (aiming for Neckar Forum) turning off left to the Neckar Forum car park.

**by plane** Take the 122 bus route – there's a stop just outside the airport exit – which goes directly to the Esslingen Railway Station (about a 35-minute ride).



# Organizer



We look forward to welcoming you to our international conference on November 15, 2016.

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This project receives funding from the Horizon 2020 European Union Research and Innovation Programme under Grant Agreement No 649639

in cooperation with:

