

# Training on innovative financing schemes



When?		Where?	Why?
<b>Thursday 23 February 2017</b>	8:30 - 17:30	Representation of the State of Baden-Württemberg to the European Union, Rue Belliard 60-62, 1040 Brussels	<b>Learn</b> about internal contracting, soft loans and third party investment financing schemes.  <b>Network</b> with cities and regions who have implemented the schemes

**Background:** Although many cities and regions have engaged in an energy transition, **financing sustainable energy measures remains a great challenge**. Project investment costs are high and it seems difficult to cover them using the municipal budget and traditional financing methods only. Local and regional authorities have to be resourceful and open-minded to invent and test new financing mechanisms, business models, organisational structures and partnerships to make their sustainable energy projects happen. This requires strong **technical, financial, legal and coordination skills and expertise in local authorities**.

**Training objectives:** to inform and train participants on how to develop and implement **three innovative financing schemes** that have been tested by 11 European cities and regions. Join us and don't miss the opportunity to learn about:

- ✓ **How to set up a revolving fund and internal contracting scheme.** Set up by the city of Stuttgart in 1995, this financing scheme has already allowed for the implementation of more than 350 energy efficiency measures in **public buildings, equipment and facilities** generating financial savings of 22 million EUR. Stuttgart, four European cities of all sizes and four French universities which started replication of this financing scheme will share their know-how and experiences with you!

**Target: public sector** (public buildings, equipment and facilities)

- ✓ **How to set up a soft loan financing scheme** for homeowners who want to carry out energy refurbishments of their homes. Six European cities and regions have set up soft loan schemes and developed strategic partnerships with **18 local banks and financing institutions!**

**Target: residential sector** (private residential buildings, social housing)

- ✓ **How to set up a third party investment scheme.** The city of Stuttgart developed a 'care-free energy renovation package' for home owners. The package includes: planning, building and construction, operation and maintenance, financing, guarantee and risk assumption. Home owners do not need to secure upfront financing for the replacement of the heating system. This is done by a municipal ESCO to whom the home owners pay a monthly service fee through energy supply contracting.

**Target: residential sector** (private residential buildings, social housing)

**Target groups:** Organisations who have a strong potential to replicate these financing schemes and/or to promote them towards local and regional authorities:

- ✓ Representatives of national public authorities and energy agencies
- ✓ European and national associations of local authorities
- ✓ Representatives of managing authorities of the European Structural and Investment Funds (ESIF)
- ✓ Local and regional authorities and their energy agencies
- ✓ Financing institutions.

*This event is organised in the framework of the **INFINITE Solutions** project coordinated by Energy Cities and involving the city of Stuttgart (Germany), Delft (the Netherlands), Parma (Italy), Frederikshavn (Denmark), Riga (Latvia), Almada (Portugla), Agueda (Portugal), Udine (Italy), the Brussels Capital Region (Belgium), Bordeaux Metropole (France) and the energy agency REA Sjever (Croatia). All project partners are looking forward to meeting you at this interactive event!*



## Programme

8:30-9:00 Arrival of participants - Coffee & tea 


### 9:00-10:30 Plenary session

9:00-9:15 **Introduction and presentation of the training agenda and objectives**

*Jana Cicmanova and Peter Schilken, Energy Cities*

9:15-10:30 **Innovative financing schemes at a glance**

- **Internal Contracting Scheme**
  - Presentation of the scheme – Nino Schäfer, City of Stuttgart (Germany)
  - Cross city analysis – Peter Schilken, Energy Cities
- **Soft Loan Scheme**
  - Presentation of the scheme – Maaïke Kaiser / Stijn van Liefland, City of Delft (the Netherlands)
  - Cross city analysis – Jana Cicmanova, Energy Cities
- **Third-party Investment** – Philipp Wenzel, City of Stuttgart (Germany)

10:30-11:00 

### 11:00 -17:30 Parallel sessions

#### Internal Contracting (public sector)


*Moderators: Nino Schäfer, City of Stuttgart & Peter Schilken, Energy Cities*

11:00-12:30 **1st Training unit: The concept of internal contracting**  
Insight views on how the concept can be transposed in public administrations

#### Soft loan schemes and Stuttgart's 3<sup>rd</sup>-party investment (residential sector)

*Moderators: Stijn van Liefland, City of Delft & Jana Cicmanova, Energy Cities*

11:00-12:30 **1st Training unit: Business model - alternatives**  
Learn more about different business model alternatives to be considered when you set up a soft loan or third-party investment scheme.


12.30-13.30 

13:30-14:00 **1st Training unit – discussion round tables**  
Join one of the round tables hosted by the cities that implemented the internal contracting scheme

14:00-15:00 **2nd Training unit: Organisational, financial and technical aspects** and their adaptation to the local context

13:30-14:00 **1st Training unit – discussion round tables**  
Join the round tables hosted by the cities that implemented soft loan schemes / energy renovation package and get insight views into the business models they opted for.

14:00-15:00 **2nd Training unit: Partnerships**  
Learn more on how to build partnerships with banks, financing institutions, third party investors and key market actors

15.00- 15.30 

15:30-16:30 **2nd Training unit: continuation**

16:30-17:00 **2nd Training unit - discussion round tables**  
Meet with Infinite Solutions partner cities and associated partners

17:00-17:30 **Questions, answers and conclusions**

15:30-16:00 **3rd Training unit: Communication & marketing of the soft loan schemes**  
Success of the energy renovation programmes and related financing opportunities hugely depends on successful marketing and communication campaign. Learn how to successfully communicate about the soft loans and a third party investment.

16:00-17:00 **2nd & 3rd Training units: discussion round tables**

17:00-17:30 **Questions, answers and conclusions**

## Study visit: GreenBizz

In Brussels, Greenbizz provides companies and start-ups with an area of 8,000 m<sup>2</sup> of facilities and services to create and develop their green, sustainable or environmental projects.

Participants are invited to join a study visit organised by Brussels Environment the day before the training.

The number of participants being limited, please **register early!**



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When?		Where?	Why?
Wednesday 22 February 2017	13:30 - 16:00	<p><b>RDV 13:30</b> at the reception of Brussels Environment Avenue du Port, 86C 1000 Brussels <a href="http://www.greenbizz.brussels/en/">http://www.greenbizz.brussels/en/</a></p>	<p><b>Learn</b> about the Brussels Capital Region's political ambition on Climate, Air, Energy and Sustainable Buildings</p> <p><b>Discover</b> innovative and holistic projects</p> <p><b>Learn</b> about passive buildings, green business incubator, exemplary residential district with alternative housing (Quartier Tivoli – under construction)</p> <p><b>Visit</b> passive energy buildings</p>

## Practical information

### Costs

Participation in the training and the study visit are **free of charge**. Organisers will not reimburse the participants' travel and accommodation costs.

### Registration

Registration is mandatory. There are only 15 places for the study visit (compared to 60 for the training session). Once registered, you will receive a formal confirmation via e-mail.

Please inform the organisers as soon as possible if you decide not to attend the training.

- 1) TRAINING SESSION: [https://infinitesolutions\\_training.eventbrite.fr](https://infinitesolutions_training.eventbrite.fr)
- 2) STUDY VISIT: [https://infinitesolutions\\_studyvisit.eventbrite.fr](https://infinitesolutions_studyvisit.eventbrite.fr)

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