

IEA EBC Annex 61 Subtask B

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Objective of Subtask B

- Develop business models for deep energy retrofit/refurbishment of buildings and building groups using combined government/public and private funding to overcome existing hurdles and to support the necessary acceleration of the refurbishment activities



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In broad outline, Subtask B anticipates completing the following tasks:

- Gather case study information on business models used in existing deep retrofit projects.
- Gather information on country-specific business practices for deep retrofit projects using mixed public-private funding
- Compare and contrast business models to highlight commonalities and develop three or four overarching categories
- Present results at Investor's Forum
- Develop "Investor's guide to deep energy retrofit projects"
- Develop risk assessment framework for deep energy retrofit projects
- Prepare final report

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Objectives of Investor's Forum

- Bring together government representatives, technical experts, ESCOs, and financiers
- Review case studies of past and ongoing deep energy retrofit projects
- Review business models for achieving deep energy retrofits in government buildings
 - Financial risks
 - Technical risks
- Explore new business models and methods of reducing technical and financial risks to increase the number and magnitude of deep energy retrofit projects in government buildings
- Output: Report entitled "Investor's guide to deep energy retrofit projects"

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Investor's Forum



Investors Forum - Draft Agenda
Brussels, 6th November 2014, 09.30 - 16.00

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Investor's Forum Description

- Higher energy efficiency in the built environment is key to reach Europe's goals for energy security, climate change and economic growth. Buildings provide the second largest untapped and cost-effective potential for energy saving after the energy sector itself. Analysis by BPIE points to the untapped economic opportunities that exist in improving the energy performance of Europe's buildings: Between now and 2050, the investment potential in renovating the existing stock alone could be worth as much as €90bn on average annually, not counting the value of high energy performance new construction. International Energy Agency (IEA) and Joint Research Centre have quantified opportunities around the same order of magnitude. However, the majority of profit-led energy service providers, private banks or investment funds have not identified energy efficiency in non-residential and housing building as an attractive business model. In order to create a change of perception and stimulate private investor's appetite, already existing success stories need significantly better promotion. IEA, Annex 61 studies business models for deep energy retrofit projects. With projects resulting in 50 per cent or higher reduction in energy consumption, these projects can generate significant energy savings. But how do utility bill savings translate to attractive projects? And what needs to be done in the next decade to meet European Union targets of energy savings? The Investors' Forum 2014 will address these questions, taking into consideration the policy guidance, experiences from current energy savings projects and analyses of risks related to energy-savings company (ESCO) and other business models. As the Annex 61 focus is in public buildings, the decision-making on retrofit projects will follow directly from the set need to reduce energy consumption. The outcome of the Forum is deeper understanding of the potential in deep retrofit market, of ways to mitigate the risks identified and networking of key players which can result in new collaboration in broadening market of deep energy retrofit.

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Morning Agenda

08:00 Arrival and networking coffee		
08:30	Welcome	Rüdiger Lohse, IEA / Oliver Ragl, BPPE
08:35	Keynote: Market potential deep refurbishments	Oliver Ragl, BPPE
08:50	Keynote: Business and Technical Constraints for Deep Energy Retrofits in Public Buildings – IEA Annex 61	Alexander Zinzou/Rüdiger Lohse, IEA Annex 61
09:55	How to drive new finance for energy efficiency investments? Findings from The Energy Efficiency Financial Institutions Group (EEFIG)	Paul Hobson, E3 Energy (UK) Alessandra, Tatiana Botteoli, Holmes
10:20	Q&A (10 min)	Moderator: Oliver Ragl
09:00 Coffee break		
11:00	Market potential for ESCO in Europe – findings of the ultimate JRC report	Paolo Bertoldi, EC-JRC, IEA (UK)
11:20	The role of EIB financing in triggering private investment in buildings renovation	Ralf Goldmann, EIB (UK)
11:40	Mobilising investment: Economic instruments for low-energy buildings	Marc Laffonco, IEA (UK)
12:00	Development of new business models to integrate deep refurbishment	John Shunder, Marko Nakkala, IEA EBC Annex 61
12:20	Enabling Markets for Investor Ready Energy Efficiency – Practical examples from the US ICP project and first steps in Europe	Panama Bartholomy, ICP Europe
12:35	Panel discussion (25 min) How to increase the financing flow on deep buildings renovation?	Moderator: Tatiana Botteoli or Paul Hobson Panelists: speakers of the session

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Afternoon agenda

14:00	Risks and Opportunities: results from case study of appropriate financed Deep Retrofit Project	Ove Moerk, IEA EBC Annex 61
14:15	Best practice from Belgium	John Cooker, Factor4 (UK)
14:30	Best practice from The Netherlands	Jan Willem VAN BEEK, Director Stimuleringsfonds Volkshuisvesting (UK)
14:45	Panel and open discussion (20 min): How to motivate the implementation of deep retrofit projects? How to increase the financing envelope for deep retrofit projects?	Moderator: Someone from Annex 61 (UK) Panelists: speakers of the session
15:15	Wrap up	Alexander Zinzou/Rüdiger Lohse/Annex 61
15:30 Refreshments, bubbles and networking		

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We are still in need of case studies

- US has two very good case studies of deep retrofit projects achieved solely with ESPC
- We still believe that combining building renovation with comprehensive energy retrofit using ESPC and appropriations can do more comprehensive projects, but has been more difficult to implement
- What are other countries' experience?