



## **EVENT DESCRIPTION**

### **Project Partner: Energap**

**Title of the event: Financing of investments in RES – solar contracting possibilities**

**Date & location:** 30<sup>th</sup> of November 2010, Maribor, Štajerska Chamber of Commerce

**Organiser(s):** Energy agency of Podravje in cooperation with regional Štajerska Chamber of Commerce

**Number of Participants:** 38

### **Summary**

At the workshop there were participants from companies, planners, solar companies and banks. The possibility how to finance the investment in RES was presented. The contracting systems were presented in very detailed way. The solar company Weishaupt presented their implemented examples of solar systems for technical process water in secondary schools for cooker and butchers. The industry energy planner has presented the way from technical documentation to implementation.

The participants were very interested in the solar contracting system but they have no knowledge to start with. There is no example in the region.

The main result was that Energap will make some individual consultations for different stakeholders and try to lead some pilot projects to overcome some barriers.

### **Objective & main programme point**

The main objective of the workshop was to inform the stakeholders about the possibility to use contacting financial model to invest in RES and especially in solar process heat supply systems. Main program's points were: presentation of contracting model and the roles of ESCO and client, to show the local practice in solar heating system implementation and to inform the clients about the need for good technical documentation and energy audit before implementing some RES initiatives.

### **Conclusions & lessons learnt**

The main conclusions were: there is no knowledge about solar contracting in the region, no experiences. Potential ESCO are afraid to invest the money in risking companies (bad financial conditions, no market, and not good energy performance). They would need greater security. They proposed to include in the agreement also some risk management strategies. The legal system in Slovenia is not supporting well their activities. The clients are not able to find a good ESCO since there is no tradition in ESCO's companies in Slovenia and they do not have references. Most of the companies they do not have energy audits done and they have very pure data about energy so to define a good baseline conditions for contracting is sometimes very difficult and give more insecurity to the contracting model. Regarding the installation of solar process heat companies

have many waste process heats inside so they are some difficulties to plan an efficient systems without changing the whole process. And companies are more interested in energy efficient contracting where they have already money to cover the cost. In supply contracting they are afraid that the prices will be higher than other energy supply – for example the gas and electricity price in Slovenia are not very high. And also the contracting periods are longer. This makes the security both for ESCO and client smaller.

Very important issue that has been raised was the lack of good planner that would know the industrial processes very well. In Slovenia the history and experience with the data protection is not long. The companies are unsure how to trust the ESCO to keep their essential data.

Final decision was that someone should start and be as an example of contracting system. It will open the door for others. People from banks were also interested to make contact to Energap and get more information about it. They were interested in organizing a good expert team inside the bank and operate as ESCO.

## Programme



## HOW TO FINANCE THE INVESTMENTS IN RES?

Energy agency of Podravje and Štajerska Chamber of Commerce in the frame of SO PRO project, cofinanced from EC, invite you to the roundtable about

»Financing the solar systems in industrial processes«,

**on 30th of November 2010, at 10 a.m.**

in the meeting room of Štajerska Chamber of Commerce, Ul. talcev 24, Maribor.

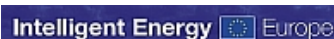
## PROGRAMME

- 10.00 Wellcome to participants , Štajerska Chamber of Commerce, Energap
- 10.10 The possibilities of financing the investment in RES
- 10.30 Contracting model
- 10.50 Example of implementation os solar heat in technological process
- 11.30 The way from technical documentaion to the implementaion
- 11.50 Disscusion and conclusions



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## Attached:

- programme
- printed invitation folder (if available)
- all ppts
- pictures
- other documents/information

## Pictures

