



EVENT DESCRIPTION

Project Partner: SAENA

Title of the event: Round Table Solar Contracting (Runder Tisch Solar-Contracting)

Date & location: 6th of December 2010, Dresden

Organiser(s): Saxon Energy Agency (SAENA)

Number of Participants: 19

Summary

Solar contracting for industrial processes combines several circumstances that make a contracting difficult (low payback periods required in industry, "new" technology for heat supply, uncertainty about the heat demand of processes, changes in industry sector). Hence at present it is seen sceptical that a solar contracting in industrial companies will make progress. On the other hand companies with need in integrated energy saving measures, interest in carbon free (or carbon reduced) products and interest in future-oriented strategies as well as energy service companies and solar companies with interest in a new business field are interested in this topic. Finding a practical solution, the instrument could support long term investments and bring specific know how to industrial companies. A combination of different measures to reduce fossil fuels, a pooling of heat supply customers and decreasing prizes for solar thermal or rising prices for energy in industry will support the market development.

Objective & main programme point

The objective of the round table was to discuss the starting position for solar thermal contracting and to outline the needs and requirements for the market development of this instrument. Therefore specific know how from the energy contracting and solar thermal market, as well as from industry needs to be combined. The first main programme point was a presentation on the project SO-PRO. The work programme, the partner structure, current results, upcoming activities and the ambition regarding solar thermal contracting had been presented. The second presentation outlined the needs and requirements for energy contracting and gave a first outlook on economical conditions of solar thermal contracting. The third speaker reported on his experiences on energy delivery contracting. The realised projects focus on local heat nets, whereat an upcoming project with solar thermal is tried to be fixed actually. Within the fourth presentation economical aspects on solar thermal plants had been pointed out, accompanied with a sample simulation with TSol (well implemented for the building stock, but not yet for industrial processes).

Conclusions & lessons learnt

Although contracting consultations are promoted for municipalities with 75 %, realised projects within this target group are rare in Saxony. Hence the audience had been very sceptical that a solar contracting will make progress in industrial companies. As major barrier the specifications of solar thermal and the long lasting partnership over the contract period were mentioned. The participant's concluded that projects in industry will be a higher barrier for the contractor. The energy demand for processes is unknown in many cases. What if a company gets insolvent? Since the servitude is linked to the supplied building, the contractor wouldn't gain income if the building gets unused. Detailed energy analyses should be done before preparing a contract. The agreement on a solar contracting should include the option to remove the system in case of insolvency. But will the contractor be able to mount it somewhere else? The participants agreed that the uncertainties will lead to higher risk extra charges by the contractor.

Even in the residential sector experiences with solar thermal heat delivery are rare, but could raise awareness on solar thermal in general. So far housing companies are not allowed to sell heat from solar thermal systems. They may only charge it within the base rent. Activities from the federal states to change this are without outcome so far.

Solar projects with photovoltaic plants have been pointed out as well progressing, even in combination with contracting. The essential difference, comparing to solar thermal, lies within the guaranteed payback price. Solar thermal is not promoted that way (actually subsidies on the investment costs for collector areas up to 40 m² and credits for larger systems are available). Solar thermal heat is competing with heat from fossil fuels, whereby a backup system is still needed. The low fossil fuel energy prices for industry block the marked development significantly. A solution to overcome this lagging balance is seen in the combination with other, more cost effective, measures on the energy structure.

High potential for increased suitability of solar thermal heat supply is seen in the combination with heat nets on the one hand and with solar cooling on the other hand. Heat nets could be designed to cover a base load and function as heat storage. Different user profiles could be combined. Industrial companies with constant annual load profiles or higher heat or cooling demand in summer would be very suitable (schools for example are not the best customers, because of holidays in summer). On the other hand absorption cooling units are not competitive with current prices for cooling (approx. 8 ct/kWh in industry). Beside that awareness for heat nets needs to be risen. Common legal instruments like compulsory connection cause mental barriers. The use of renewable energies leading to low carbon products had been mentioned as one argument.

Within the discussion about the economic efficiency calculation for solar thermal contracting the conditions for credits have been discussed more detailed. The classical way for a contractor to get the investment budget is to draw on a credit which is handed out as annuity loan. That means the credit is paid back with constant rates over the contract duration. For the economic efficiency of contracting projects results, that in the beginning of the project a financial advantage must be available at current costs for fossil energy. Pay back rates based on the increase of energy prices for fossil fuels could be more attractive for contractors, but are not available in praxis.

During the last years reductions in prices for solar thermal collectors took place (round about 50%). Furthermore big scale solar thermal systems got marketable in 2007 with increased efficiency. Rather more the increased efficiency should be proved by evaluations of installed systems. The new collector generation should be much more suitable for solar thermal process heat than prior models.

Einladung zum Runden Tisch Solar-Contracting

Sehr geehrte Damen und Herren,

die Nutzung solarthermischer Anlagen für die Wärme- oder Kälteversorgung industrieller Prozesse europaweit voranzubringen, ist Ziel des Projektes "SO-PRO – Solare Prozesswärme". Dabei stellen die Finanzierung der Anfangsinvestitionen und das Know-how für die Umsetzung von Projekten für Unternehmer vielfach eine Hürde da. Ein Instrument um sich dieser Herausforderung zu stellen, kann ein Solar-Contracting sein. Um die technologischen und ökonomischen Anforderungen an ein erfolgreiches Solar-Contracting zu diskutieren, laden wir Sie herzlich zu einem Runden Tisch am 6. Dezember 2010 nach Dresden ein.

Agenda

09:45 Uhr Come together & Kaffee

10:00 bis 12:00 Uhr Vorträge und Diskussion

Vorstellung des Projektes "SO-PRO – Solare Prozesswärme"
Frau Denise Pielniok, Sächsische Energieagentur – SAENA GmbH

Energie-Contracting – Ausgangssituation & Stand in Sachsen
Herr Uwe Kluge, Sächsische Energieagentur – SAENA GmbH

Wärmeliefer-Contracting mit Biomasse und Solarthermie
Herr Franz Bruckner, Geschäftsführer Energie Eibenstock GmbH & Co. KG

Praxisbeispiel Solarthermie in Lackierereien
Herr Wolfgang Peter, Bolin Technologies GmbH

Betriebserfahrungen mit größeren Thermischen Solaranlagen
Herr Thomas Posanski, Planungsbüro für ökologische Haustechnik, Energieberatung und Solaranlagen

Veranstaltungsort

06.12.2010, 10:00 – 12:00 Uhr
Sächsische Energieagentur – SAENA GmbH
Pirnaische Straße 9, 01069 Dresden
Bitte melden Sie sich am Empfang an.

Anmeldung

Aufgrund der begrenzten Teilnehmerzahl wird um Anmeldung gebeten - per E-Mail an:
Frau Denise Pielniok, denise.pielniok@saena.de

Attached:

- invitation/programme
- all ppts
- pictures

Pictures

