



# Project Presentation

30/09/2017

# Project Outline

- **Seven municipalities** located in the Athens Metropolitan area will reduce their energy bills via energy efficiency retrofits and by locally available renewable energy sources
- PRODESA is a project of “**showcase dimension**” and will provide the means to mature projects and sign implementation contracts for energy conservation measures in about **116** municipal buildings and **6.3** MW street lighting
- The project is focusing on **pooling of financial resources** and on **optimal bundling** of fragmented municipal projects. Bundling will lead to considerable size, lower processing costs, reasonable payback time and risk diversification for all parties involved, namely project owners, investors, ESCOs, construction companies and suppliers of equipment

# Partners – Cooperation of Municipalities

PRODESA benefits from the **cooperation** and **exchange of experience** of seven municipalities in Athens. Most of them located in the southern part of Athens

Five municipalities will develop projects and proceed with tendering and contract signing:

- **ALIMOS (Project Leader)**
- **AGIOS DIMITRIOS**
- **GLYFADA**
- **VARIS - VOULA – VOULIAGMENI**
- **AGII ANARGIRI – KAMATERO**



Two municipalities will participate as replicators

- **PALAIIO FALIRO**
- **AMAROUSSION**



Results to be disseminated to all municipalities in Greece via

- **CENTRAL UNION OF MUNICIPALITIES OF GREECE**

also participating in PRODESA



# Facilitating Partners

- **EUDITI**

Energy and Environmental  
Design LTD

Project management & coordination  
support  
Technical support



- **CRES**

Centre for Renewable  
Energy Sources

Support on regulatory issues  
Technical support



- **ENFINITY NV**

Support on project financing issues



- **ECN**

European Crowdfunding  
Network

Support on crowdfunding issues



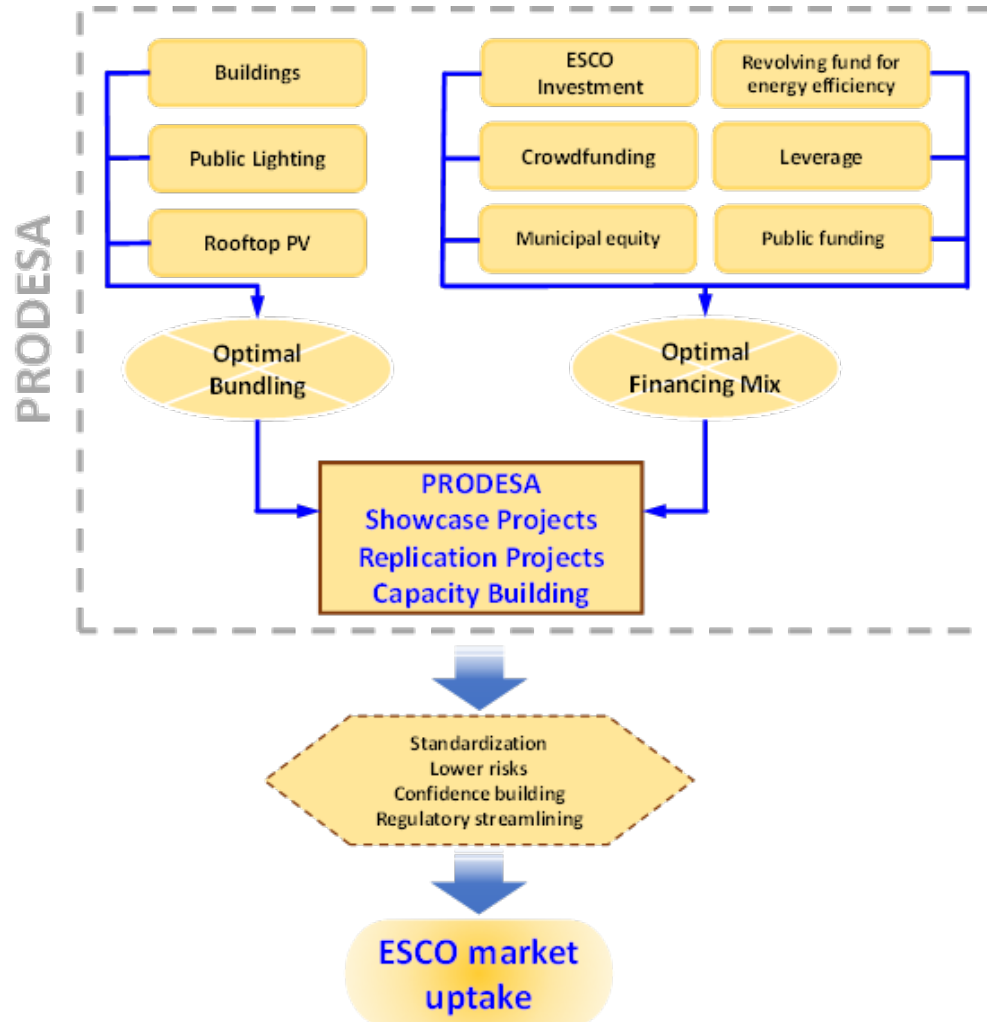
- **Kelemenis & Co. Law Firm** Legal support



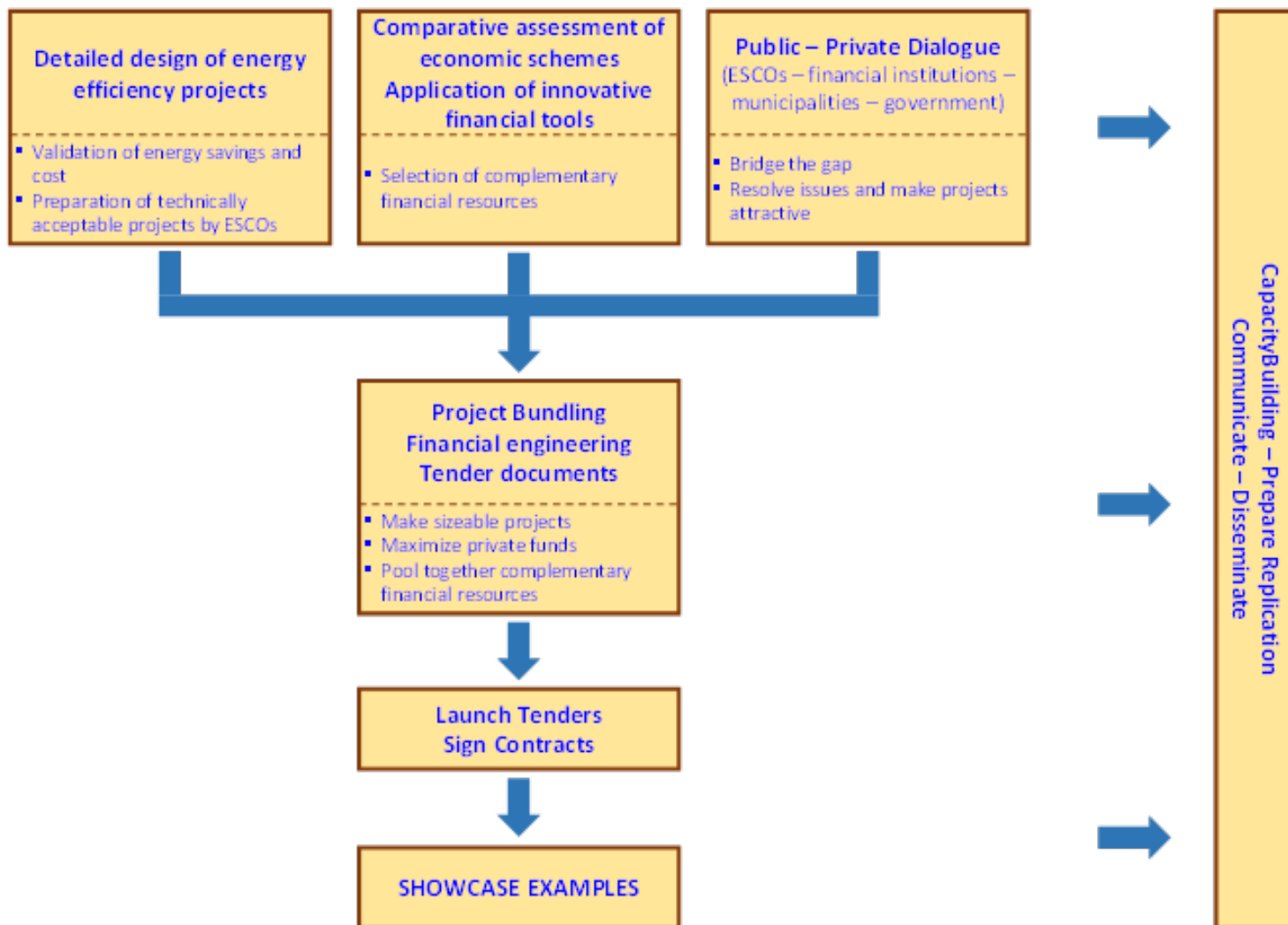
# Major Specific Objectives

- Energy efficiency retrofits in 116 municipal buildings with expected energy savings of 8 GWh/y and energy from RES of 4.8 GWh/y
- Street lighting energy efficiency projects with expected energy savings of 37.6 GWh/y
- Demonstrate financing and organisational innovation for the municipalities in Greece and produce “Data Evidence” on performance of EPCs and investments
- Develop a pipeline of projects in two municipalities participating in the project as replicators
- Support municipalities in building capacities for the development of energy efficiency projects

# The Concept



# Approach



# Investment Budget and Expected Impact

Municipality	Municipal Buildings				Municipal Lighting			Total Investment (M€)
	Number	Primary Energy Savings (MWh/y)	Electricity Generated by PV (MWh/y)	Investment (M€)	Installed Capacity (kW)	Primary Energy Savings (MWh/y)	Investment (M€)	
Alimos	20	2,104	560	1.24	848	7,399	4.00	5.24
Ag. Dimitrios	29	-	2,733	2.44	-	-	-	2.44
Glyfada	26	2,662	600	1.11	3,220	24,196	5.70	6.81
VVV	15	933	269	2.47	-	-	-	2.47
Agii Anargiri. Kam.	26	2,322	660	1.78	2,216	6,027	1.50	3.28
<b>Total:</b>	<b>116</b>	<b>8,021</b>	<b>4,822</b>	<b>9.04</b>	<b>6,284</b>	<b>37,622</b>	<b>11.20</b>	<b>20.24</b>



# Major Deliverable

**Signed contracts for energy efficiency project implementation**

# Replication

- PRODESA will deliver a comprehensive replication scheme which will be:
  - developed to suit specifically the needs of the two replicator municipalities
  - easily adaptable to suit the needs of all urban municipalities across the EU.
- The results are expected to be widely replicable in municipalities:
  - in Greece, who are waiting for a showcase project of energy performance contract (EPC)
  - in Europe, where large scale project of this kind will contribute towards standardisation of energy efficiency investments
- Establishment of a network of at least 30 municipalities willing to replicate PRODESA's solutions - Coaching for the development of energy efficiency project pipelines

# Major Communication Activities

- **Project Brochure**  
Containing: lesson learnt, conclusions and recommendations
- **Replication Guidelines**  
To be disseminated to target groups
- **Webinars**  
Aiming to capacity building
- **Conference**  
Addressed to municipalities, government, ESCOs and financing entities
- **Policy workshop**
- Communication to **citizens** of involved municipalities and the **general public**
- **Web** and **direct mail** of information material

[www.prodesa.eu](http://www.prodesa.eu)