



20150724 – CitYnvest – Report – Preliminary Murcia Region Workshop

Details of the workshop

- **Date:** July 20 and July 21 2015
- **Attendees:** Jean-Francois Marchand (Energinvest), Elise Steyaert (Climate Alliance), José-Manuel Ruiz Lopez (InfoMurcia), Rafael Ataz Gomez (InfoMurcia)

Findings of the workshop

- InfoMurcia is the regional administration in charge of economical development for SME's. Since the Regional Energy Agency has been removed, InfoMurcia recovered and integrated the responsibilities of the Energy Agency, amongst which the pursuit of engaged European Projects, in particular the Elena Fuensenta project.
- The Elena Fuensenta project consist to launch EPC tendering for street Lighting and regional public buildings renovation with a investment target of 34 millions €. A Technical assistance has been granted by the EIB to realize the project. In order to fulfill the project, InfoMurcia has launched a tender to select a private subcontractor to assume the assistance of InfoMurcia in EPC project facilitation. Due to a recourse action attempted by an Engineering Federation following the tender attribution, the selection of the subcontractor has take some late, but this should be resolved in the forthcoming months.
- The Spanish Government has settled a JESSICA credit line to finance a national program of Public Building Energy Retrofit for local public bodies. The Region of Murcia could claim to the Jessica Credit Line as funding source for the CityInvest Project, in particular the Pilot Project. The Spanish Government has also developed a standard EPC contract and standard tender documents based on the EUROCONTRACT that are at the disposal of local public bodies to realize their EPC projects.
- The choice of the Regional High Schools of Murcia has been confirmed as the buildings pool to work on for the CityInvest Pilot Project. During the Workshop, a meeting has been organized with the Technical Department of the Murcia Education Ministry in order to determine the collaboration model in the CityInvest Project.

First action plan description

Key questions have been addressed during the workshop (and some of them remains to be addressed internally by InfoMurcia with the CityInvest stakeholders) that leads to a first action plan detailed below:

Stage 1: set-up the model/structure at the regional level authority for the pilot project “Murcia Regional High Schools”.

- The Pilot Project Murcia will focus on the Murcia Regional High Schools building pool as proposed previously. The pool is about 120 high schools with a surface floor area of about 600.000 m². A detailed document has been established by InfoMurcia that assess the investment potential in Energy Efficiency and Renewables measures for the whole high schools pool. Taking into account the remarks of the Regional Ministry of Education, this document need to be reviewed in order to confirm the potential identified and to help to compose one of more buildings pools for the EPC tendering.
- The operational model will be based on EPC Contracting. In a later stage of development, InfoMurcia will reassess the possibility and interest to include alternative operational model such as Separate based contractors.
- InfoMurcia will act as Model Developer and the Pilot Project Facilitator in cooperation with the Regional Ministry of Education.
- Regional Ministry of Education will act as the aggregator to set-up the high school buildings pools in order to launch one of more EPC tender to fulfill the project impact requirements for Murcia (about 24 millions € investment).
- The Regional Ministry of Education will be the tender authority and will lead the tendering procedures in close cooperation with InfoMurcia (and his subcontractor) that will act as project facilitator.
- The funding resource will be the Jessica Credit line that already exist.

Stage 2: Enlarge the model to the other regional public bodies and the municipalities

- InfoMurcia will reassess the results of the Pilot Project (Murcia High Schools) and make recommandations to the regional political decision makers on the suitable structure and operational model that will need to be put in place following the stage 1 of the project. Decisions that will have to be taken are the following:
 - Ownership: who will take the lead of the structure? InfoMurcia? Another stakeholder?
 - Ambition/perimeter of the project: market based? Factor 2? Factor 4?
 - End customer targeted: local public bodies only? Private sector? Residential sector? Industry?
 - Type of services: marketing, aggregation, project facilitation, project integration, financial advises, funding?
 - Operational model: EPC, ESC, Separate base contractors?
 - The tendering authority: who will play the tendering authority (facilitation or integration role)
 - The type of structure: does the project need the creation of a dedicated structure or could it be integrated to InfoMurcia (or another stakeholder?). In case of the creation of a

dedicated structure, which type (public company? Public-private company?) and which shareholders?

- Etc.
- InfoMurcia will also have to assess the available funding resource for Murcia within the Jessica Credit Line in order to size the potential investment that could be tapped in stage 2.
- InfoMurcia will have to define and evaluate the staff, operational tools, procedures and corporate guidelines requirements that will be necessary for the structure and evaluate the necessary budget and funding sources in a 5 years business plan.

Stage 3: Complete the model with an integrated and/or complementary funding tool.

- Depending funding needs for projects and the available funding source of Jessica Credit line, need for a complementary funding tool should be investigated by InfoMurcia.

Scope of the Workshop of October

First session (Day 1):

Inspiring models based on EPC project Facilitation with our without Third Partly Investment. Models that would be suitable:

- International ones: REFIT, BERLINER, GRAZ, Etc.
- Local one: REDIBA

Second session (Day 2):

Inspiring models based on project facilitation/Integration and/or integrated funding tool. Models that would be suitable:

- Long term ambition/perimeter: OSER, SAERBECK, Etc.
- Integrated funding tool: SAERBECK
- Cooperative and citizen funded: REScoop

