

# CITYinvest capacity building workshop

Focus country: Belgium – Wallonia Region

Date and place: 16-17 February 2017, WEX, Marche-en-Famenne

## Introduction: Salon des Mandataires

The [Salon des Mandataires](#) (SDM) is an annual event held in February in Marche-en-Famenne (province of Luxembourg) dedicated to all different public authorities levels in the Walloon region (BE).

Most of the members of Walloon parliament, government and administration are attending this event as well as the burgomasters and other local authorities representatives. This event constitutes an unique opportunity to reach efficiently various institutions from the public and private sector (finances, construction, ...) and offers a major show-case opportunity for the CITYinvest project and the pilot region Liege experience in the RenoWatt project.

In 2017 the 12<sup>th</sup> edition of SDM took place on the 16<sup>th</sup> and 17<sup>th</sup> of February 2017. The event included an exhibition area with some 355 stands, providing ideas and experience exchanges on several themes of interest for the public authorities in the Region. The event was attended by a total number of 13.500 participants.

In the frame of SDM 2017 the CITYinvest Wallonia workshops was organised. Thanks to the wide audience present at SDM, the workshop was a great occasion to reach out to Wallonia local authorities not yet aware of the opportunities of Energy Efficiency Financing in the region.

## CITYinvest workshop

The CITYinvest workshop included a stand, present in the exhibition corner during the two days of the event, along with the stand two other events were organised: a lecture and a networking drink.

Thanks to the communication developed in the last two years around the RenoWatt project, it has been possible to integrate the CITYinvest-RenoWatt lecture into the official [SDM programme](#) and benefit from the official advertising.

Following the development of the pilot project RenoWatt, a massive communication has been done around the phase 2 of Renowatt project; RenoWatt+. Based on RenoWatt experience, three economic development agencies from the province of Hainaut (IDEA, IDETA and IGRETEC) have decided to join forces in order to launch a huge programme for energy retrofitting of public buildings. Through its understanding of the constraints but also the strength of the public sector, its original solution of buildings pooling, its multidisciplinary approach, the model developed by RenoWatt offers a targeted solution to the municipalities facing energy and environmental challenges.

## CITYinvest – RenoWatt Stand

A stand dedicated to the CITYinvest-RenoWatt project has been set up for whole duration of the SDM event. Members of the RenoWatt team were available to explain the project and answer questions during the two days. Technical and financial but also practical organisational aspects of the energy retrofitting of public buildings were discussed with the visitors of the stand.

A lot of new contacts have been established. The presence of the RenoWatt team at the event was also a good opportunity to establish contacts with the local authorities already aware of the project but not yet involved in it. Through the different conversations, the RenoWatt team realised that RenoWatt-CITYinvest project is getting more and more popular among public authorities and administrations. People were coming to the stand with specific questions, showing their knowledge of the project.

## Networking drink & lecture

A networking drink was organised at the stand. The drink was an excellent occasion to discuss the opportunities of retrofitting in Wallonia in an informal way. About 30 guests attended this event. Municipalities representatives, ESCO's, members of associations and agencies (climate, environment, energy, territorial development, IDETA, IDEA, IGRETEC...).

A lecture was organised on the 17<sup>th</sup> of February with the title *L'efficacité énergétique dans votre commune : outils de financement innovants (Energy efficiency in your city: innovative financing tools)*.

The presentations covered three main topics:

- CITYinvest pilot region Liege (RenoWatt project). In depth presentation of the RenoWatt project and of the phase 2 of the project called RenoWatt+.
- Revolving funds. Presentation of the experience of IBGE (Brussels Institute for Environment) in the Infinite Solutions project (IEE). An easily replicable financial mechanism (revolving fund) dedicated to energy efficiency.
- EPC financing in Belgium. Belfius Bank presented all the financial mechanisms available in order to finance EPC.

About 50 participants joined the lecture. Municipalities' representatives, ESCO's, members of associations and agencies (climate, environment, energy, territorial development, IDEA, IDETA, IGRETEC...).

## Communication & event promotion

The CITYinvest/RenoWatt project and its presence at SDM 2017 were promoted via the UVCW (Union des Villes et des Communes de Wallonie ) newsletter - more than 10.000 contacts - and promoted inside the POLLEC network (Walloon Energy and Climate Local Policies, depending on the Covenant of Mayors) - 130 contacts. Invitations were sent to all RenoWatt's contacts and to the attention of the burgomasters and municipal councillors for Energy and Environment in the Province of Liège - about 700 contacts. Invitations were also sent by the 3 agencies IDE, IDETA and IGRETEC (69 municipalities).

The visibility of the CITYinvest project and the pilot region Liege (RenoWatt project) has been ensured via:

- Two short videos presenting the CITYinvest/RenoWatt project have been broadcasted. These videos offer an efficient tool to promote energy retrofitting and Energy Performance Contracts (<https://youtu.be/hlIWKLNfZCI> ; <https://youtu.be/k8zuYfG8um8> ).
- The leaflet presenting the CITYinvest/RenoWatt project in order to promote the project towards various actors and institutions has been updated, including RenoWatt+.
- New posters have been edited. These posters offer a visual support to present energy retrofitting and Energy Performance Contracts in an attractive way;
- Internet site of GRE Liège hosting the CITYinvest/RenoWatt pages has been updated, offering a major visibility for the CITYinvest/RenoWatt project - <http://www.gre-liege.be/renowatt.php> ;
- Roll-ups with the logos of CITYinvest and RenoWatt have been displayed, highlighting the RenoWatt project's headline "Energy efficiency in the service of employment".

## Conclusion

The Salon des Mandataires is an excellent opportunity to share the CITYinvest/RenoWatt+ experience directly with the municipalities outside the Province of Liège.

Since 2016 there has been a high interest in enlarging the RenoWatt to Wallonia. The positive experience in the province of Liege has been highly recognized by other actors in the region thanks to the promotion and the capacity building work done in the CITYinvest project. Territorial Development Agencies from all over Wallonia have declared their interest in the CITYinvest/RenoWatt process and are pursuing together with GRE Liege the development of energy retrofitting and Energy Performance Contracts in the Region based on the Renowatt's experience and expertise. This work aims at modeling a system that can be replicated in Wallonia, while promoting local employment. Direct contacts with public authorities from Province of Hainaut have been established, as a result many of these authorities are willing to join RenoWatt+. New municipalities have signed the RenoWatt+ support letter and have clearly announced their will to join the project in the near future and to subscribe to the RenoWatt+ Procurement Agency.



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