

Interview with persons in the EPC-market

Country: Spain

General information

Item	
Organisation name	Tona's City Hall.
Organisation type	Public authority (Town Council)
Date of interview	14/01/2014
Name of interviewed person	<i>Pere Gordi Serrat</i>
Function of interviewed person	Manager

Potential project	
Facility (project title)	Public Street Lighting of the town of TONA
City, Region (site)	Tona, Barcelona (SPAIN)
Type of customer	Municipality
Sector	Street lighting
Goals of the project	Improve energy efficiency of electricity consumption in street lighting
Number of buildings of each type	-

Interview

Question	Answer
What was the <u>impulse</u> to start thinking about realising an EPC project?	The network of public lighting had an important deficit on investment and maintenance. This fact put the safety of the network at risk. The ESCO model (through an EPC) would allow us to take a global investment and ensure necessary safety standards and maintenance
What would be the <u>main reasons</u> for your organisation for choosing an EPC project? <i>(remove not-valid answers and put remaining answers in order of decreasing importance)</i>	<ul style="list-style-type: none"> • The possibility for <u>financing</u> energy saving measures • Energy <u>cost saving</u> • <u>Outsourcing of services</u> (maintenance and implementation of energy saving measures) to a specialised external partner, so the organisation can focus on his core business • Guaranteed savings was the key to achieve foreign investment from the public-private partnership without losing investment capacity, as other urgent investment were required from other fields of the Municipality. • The global management of public lighting was another element that we pursuit, in order to have a safe & efficient service through a remote monitoring.
What are in your opinion the <u>main barriers</u> in the realisation of an EPC-project in your organisation? <i>(remove not-valid answers and put remaining answers in order of decreasing importance)</i>	<ul style="list-style-type: none"> • <u>Lack of</u> technical and legal <u>knowledge</u> within the organization to face this challenge. • EPC is an <u>unknown procedure</u>: Escos need expertise. • Lack of confidence, a priori, to meet the challenge of key management service for an important sector as is public lighting. • Other : • Difficulties from the Escos to secure funding to run the investment in time and form.
What is the expected size of the first EPC project in your organisation?	The aim was comprehensive intervention in the whole of the public lighting points in the municipality of Tona, which we believe has been achieved. Actions have been done in the 83.72% of the lights of the town (which is in 2041 of total number of 2438).
Other comments	The key success factors have been: political leadership, and thoroughness of the previous studies undertaken by external professionals (previous analysis, lighting study and development of tender specifications) and establishing an external mechanism (specialized) to monitor and control the contract.



European energy service initiative 2020



	<p>The Energy service contract (under EPC model) has been the backbone of the energy efficiency policies undertaken by the City of Tona, which allowed to join to the EU Covenant of Mayors (2011) and the approval of the Action Plan for Sustainable Energy (2012).</p>
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Other information on the project

Timing of the project		From	Till
Project identification		01/06/2011	15/07/2011
Procurement procedure		15/07/2011	30/09/2011
Installation of energy efficiency measures		01/06/2012	30/08/2012
Contract duration (guarantee duration)		01/09/2013	01/09/2026
Period of repayment <i>(if the same, do not fill in)</i>			
Contract duration [years]		13	
Project specifications			
Measures		<ul style="list-style-type: none"> • Supply and installation of electronic ballasts and sodium high pressure lamps (1.237 units). • Supply and installation of new road-lights and residential-lights (788 units). • Implementation of remote control and monitoring system for street lighting. 	
Total investment [EUR]		624.790	
Co-financing of customer		0	
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	-
	Cooling	[kWh/GJ]	-
	Natural gas	[kWh]	-
	Electricity	[kWh]	1.194.716
	Hot water	[kWh/GJ]	-
	Water	[m3]	-
Total energy consumption costs before the project		[EUR]	113.397,46
Savings		Guaranteed	Achieved
Total savings		[%]	52% of electricity consumption
Heat		[kWh/GJ]	-
Cooling		[kWh/GJ]	-
Natural gas		[kWh]	-
Electricity		[kWh]	621.252
Hot water		[kWh/GJ]	-
Water		[m3]	-
Decrease of other operational costs		[EUR]	-



<i>(wages, maintenance, etc.)</i>			
Total guaranteed savings	[EUR]	58.966	55.365
<p>If there are other important aspects of the project, innovations and client's advantages, not mentioned above, please, describe here</p> <p><i>(e.g. other type of cost saved, different form of financing such as leasing, exceptionality of the project, direct link to another energy efficiency project such as building insulation)</i></p>	<p>The electronic ballasts installed in Tona present some advantages: High efficiency, long life cycle, optimized startup process with the minimum required energy which produces a longer lamp life, and ability to reduce power in order to have always the required lumens level.</p>		