

Interview with persons in the EPC-market

Country

General information

Item	
Organisation name	Karlovac County
Organisation type	Regional Authority
Date of interview	20 December 2013
Name of interviewed person	<i>Drago Tropčić</i>
Function of interviewed person	Technical expert in Department for Economy and Energy

Potential project	
Facility (project title)	Reconstruction of heating system in Karlovac County schools
City, Region (site)	Karlovac County
Type of customer	<ul style="list-style-type: none"> Regional authority
Sector	<ul style="list-style-type: none"> Schools
Goals of the project <i>(e.g. comprehensive reconstruction of the energy system during six months by implementing measures saving heat, electricity and water)</i>	<ul style="list-style-type: none"> Reconstruction of heating system through replacement of existing boilers (heating oil, natural gas) with biomass boilers
Number of buildings of each type <i>(e.g. 25 schools, 11 healthcare facilities, etc.)</i>	<ul style="list-style-type: none"> 8 schools

Interview

Question	Answer
What was the impulse to start thinking about realising an EPC project?	Most of the schools in Karlovac County are using fuel oil for heating which causes high heating costs. In order to achieve savings Karlovac County has initiated the programme of reconstruction of heating system in schools in Karlovac County in 2010, with REGEA being the implementing agency. EPC is one of the options considered for the implementation of the reconstruction.
What would be the main reasons 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"> • Energy cost saving • Outsourcing of services - biomass heat contracting
What are in your opinion the main barriers 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"> • Tendering procedure is very complicated • EPC market is in early development phase
What is the expected size of the first EPC project in your organisation?	The program includes 8 schools and the investment will be around 1 mil. euros Potential financial savings: 40-50 %
Other comments	Currently, the program is in the phase of preparation of project documentation – feasibility studies and main concept designs. After the completion of documentation it will be decided which projects will be conducted using the EPC.

Other information on the project

To fill in only available information

Timing of the project		From	Till
Project identification		2010	2014
Procurement procedure		2014	2016
Installation of energy efficiency measures		2014	
Contract duration (guarantee duration)			
Period of repayment (if the same, do not fill in)			
Contract duration [years]			
Project specifications			
Measures (short description – max. 5 points)		<ul style="list-style-type: none"> Reconstruction of existing heating systems and replacement of boilers 	
Total investment [EUR]		1.000.000	
Co-financing of customer		To be decided	
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	2.175.000 kWh
	Cooling	[kWh/GJ]	
	Natural gas	[kWh]	
	Electricity	[kWh]	
	Heating oil	[kWh/GJ]	
	Water	[m3]	
Total energy consumption costs before the project		[EUR]	250.000
Savings		Guaranteed	Achieved
Total savings		[%]	
Heat		[kWh/GJ]	
Cooling		[kWh/GJ]	
Natural gas		[kWh]	
Electricity		[kWh]	
Hot water		[kWh/GJ]	
Water		[m3]	
Decrease of other operational costs (wages, maintenance, etc.)		[EUR]	
Total guaranteed savings		[EUR]	
If there are other important aspects of the project, innovations and client's advantages, not mentioned above, please, describe here			



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(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)