

# Interview with persons in the EPC-market

Country

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## General information

Item	
Organisation name	Zagreb County
Organisation type	Regional Authority
Date of interview	December 19 2013
Name of interviewed person	<i>Vjeran Štublin</i>
Function of interviewed person	Head of Department for education, sport, culture and technical culture

Potential project	
Facility (project title)	Energy retrofitting of schools in Zagreb County
City, Region (site)	Zagreb County
Type of customer	<ul style="list-style-type: none"> <li>Regional authority</li> </ul>
Sector	<ul style="list-style-type: none"> <li>Schools</li> </ul>
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"> <li>Reconstruction of heating system through replacement of existing boilers (heating oil, natural gas) with biomass boilers</li> <li>Reconstruction of thermal insulation and windows</li> <li>Reconstruction of indoor lighting</li> </ul>
Number of buildings of each type <i>(e.g. 25 schools, 11 healthcare facilities, etc.)</i>	<ul style="list-style-type: none"> <li>20 schools</li> </ul>

## Interview

Question	Answer
What was the impulse to start thinking about realising an EPC project?	Zagreb County has initiated the programme of reconstruction of schools in Zagreb 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"> <li>• Energy <u>cost saving</u></li> <li>• The possibility for <u>pre-financing energy saving measures</u> of buildings</li> <li>• <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</li> </ul>
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"> <li>• <u>Complicated tendering procedure</u></li> <li>• Lack of coordination between national activities and regional/local activities</li> <li>• Undeveloped EPC market, lack of reliable ESCOs with proven track record</li> <li>• EPC is an <u>unknown and unproven procedure</u></li> </ul>
What is the expected size of the first EPC project in your organisation?	Number of selected buildings in the pool: 20 buildings Energy cost of the pool: 500.000 euro/year Potential investment volume: 5.500.000 euro Potential savings: 40 %
Other comments	The numbers indicated above are relevant for the complete pool of 20 buildings (schools). Decision on the specific buildings which will be reconstructed through EPC will be made in 2014.



## 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"> <li>• Reconstruction of existing heating systems and replacement of boilers</li> <li>• Reconstruction of insulation and windows</li> <li>• Reconstruction of indoor lighting</li> </ul>	
Total investment [EUR]		5.500.000	
Co-financing of customer		To be decided	
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	1.950.000 kWh
	Cooling	[kWh/GJ]	
	Natural gas	[kWh]	5.800.000 kWh
	Electricity	[kWh]	1.700.000 kWh
	Heating oil	[kWh/GJ]	500.000 kWh
	Water	[m3]	
Total energy consumption costs before the project		[EUR]	500.000
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

*(e.g. other type of cost saved, different form of financing such as leasing, exceptionalitv of the project, direct link to another energy efficiency project such as building insulation)*