

# Interview with persons in the EPC-market

Country - Austria

## General information

Item	
Organisation name	Graz Energy Agency
Organisation type	Energy Agency
Date of interview	19.12.2013
Name of interviewed person	<i>Julia Tartler</i>
Function of interviewed person	employee

Potential project	
Facility (project title)	Energy Performance Contracting - Ansfelden
City, Region (site)	4052 Ansfelden, Upper Austria
Type of customer	<ul style="list-style-type: none"> <li>• Municipality</li> </ul>
Sector	<ul style="list-style-type: none"> <li>• Pooling of public buildings (schools, kindergarten, firehouses, builder's yard, public outdoor pool, event location)</li> <li>• Street Lighting</li> </ul>
Goals of the project	<ul style="list-style-type: none"> <li>• Installation of energy efficiency measures</li> <li>• Guaranteed energy savings</li> <li>• Maintenance, energy bookkeeping and controlling</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>• 5 kindergarten</li> <li>• 7 schools (elementary and secondary schools)</li> <li>• 1 public outdoor pool</li> <li>• 1 builder's yard</li> <li>• 1 event location</li> <li>• 3 firehouses</li> <li>• Street lighting</li> </ul>

## Interview

Question	Answer
What was the impulse to start thinking about realising an EPC project?	<ul style="list-style-type: none"> <li>• Reduction of energy costs and maintenance</li> <li>• Extern financing</li> </ul>
What would be the main reasons for your organisation for choosing an EPC project?	<ul style="list-style-type: none"> <li>• Energy <u>cost saving</u></li> <li>• <u>Maastrich conform financing</u></li> <li>• The possibility for <u>pre-financing energy saving measures</u> of buildings</li> <li>• CO<sub>2</sub> reduction/<u>environmental advantages</u></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?	<ul style="list-style-type: none"> <li>• EPC is an <u>unknown and unproven procedure</u></li> <li>• Conviction of local councils</li> <li>• <u>Complicated tendering procedure</u></li> <li>• <u>Cost of the project preparation</u></li> <li>• <u>Costs of the measurement and verification</u></li> </ul>
What is the expected size of the first EPC project in your organisation?	<p>Number of selected buildings in the pool: 16 buildings and street lighting</p> <p>Energy cost of the pool: € 203.900,- euro/year</p> <p>Potential investment volume: appr. 900,000 euro</p> <p>Potential savings: 32 %</p>
Other comments	

## Other information on the project

To fill in only available information

Timing of the project		From	Till
Project identification		June 2003	Dez 2003
Procurement procedure		Jan 2003	May 2003
Installation of energy efficiency measures		Juli 2003	Sept 2004
Contract duration (guarantee duration)		1.10.2004	30.09.2014
Period of repayment <i>(if the same, do not fill in)</i>			
Contract duration [years]		10 J	
Project specifications			
Measures <i>(short description – max. 5 points)</i>		<ul style="list-style-type: none"> <li>• New heating control systems</li> <li>• Optimization of the operation times and conditions</li> <li>• Insulation of the top floor ceiling</li> <li>• Replacement of street lamps</li> <li>• Optimization of the operation times of the street lighting</li> </ul>	
Total investment [EUR]		1.138.000,-	
Co-financing of customer		no	
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	3.665.193
	Electricity	[kWh]	578.788
	Street lighting:		
	Electricity	[kWh]	717.941
Total energy consumption costs before the project		[EUR]	203.900
Savings		Guaranteed	Achieved (on average of the first 8 years)
Total savings		[%]	32
Buildings (Heat and Electricity)		[EUR/a]	27.601
Electricity – Street lighting		[EUR/a]	38.752
Hot water		[kWh/GJ]	-
Water		[m3]	-
Decrease of other operational costs		[EUR]	



<i>(wages, maintenance, etc.)</i>			
Total guaranteed savings	[EUR]	65.382	57.745
If there are other important aspects of the project, innovations and client's advantages, not mentioned above, please, describe here			