



Interview with persons in the EPC-market

Country

General information

Item	
Organisation name	Berlin Energy Agency
Organisation type	Energy Agency
Date of interview	9 October 2013
Name of interviewed person	<i>Udo Schlopsnies</i>
Function of interviewed person	project manager

Potential project	
Facility (project title)	Berlin energy saving partnership pool 27
City, Region (site)	District Steglitz-Zehlendorf of Berlin
Type of customer	Municipality
Sector	<ul style="list-style-type: none"> • Schools • office buildings • recreational facilities • sport fields • kindergartens • other municipal facilities
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"> • guaranteed energy consumption and energy cost savings • reduction of CO₂-emissions • training users, improve user behaviour • maintenance
Number of buildings of each type <i>(e.g. 25 schools, 11 healthcare facilities, etc.)</i>	<ul style="list-style-type: none"> • 27 schools • 14 office buildings (e.g. town hall) • 11 recreational facilities • 3 kindergartens • 2 sport fields • 1 retirement home • 1 cemetery



Interview

Question	Answer
<p>What was the impulse to start thinking about realising an EPC project?</p>	<p>An ESP project started in 2001 will end in mid-2014. Besides, energy saving measures shall be implemented in more buildings in order to contribute to meeting the climate protection objectives.</p>
<p>What would be the main reasons for your organisation to choose an EPC project? <i>(remove not-valid answers and put remaining answers in order of decreasing importance)</i></p>	<ul style="list-style-type: none"> • <u>Energy cost saving</u> • positive experiences with previous projects • <u>Outsourcing of services</u> (maintenance and implementation of energy saving measures) to a specialised external partner, so the organisation can focus on its core business • CO₂ reduction/<u>environmental advantages</u> • The possibility for <u>pre-financing energy saving measures</u> of buildings
<p>What are in your opinion the main barriers for the realisation of an EPC-project in your organisation? <i>(remove not-valid answers and put remaining answers in order of decreasing importance)</i></p>	<ul style="list-style-type: none"> • internal decision process • <u>effort required for project preparation</u>
<p>What is the expected size of the current EPC project?</p>	<p>Number of selected buildings in the pool: 59 buildings Energy cost of the pool: 2.7 million euro/year Potential investment volume: 3 million euro Potential savings: 20-25 %</p>
<p>Other comments</p>	

Other information on the project

To fill in only available information

Timing of the project		From	Till
Project identification		May 2012	August 2012
Project preparation		November 2012	August 2013
Procurement procedure		September 2013	ongoing
Implementation of energy efficiency measures		April 2014	December 2015
Contract duration (guarantee duration)		2016	2029
Period of repayment <i>(if the same, do not fill in)</i>			
Contract duration [years]		14	
Project specifications			
Measures <i>(short description – max. 5 points)</i>		tender ongoing	
Total investment [EUR]		tender ongoing	
Co-financing of customer		-	
Initial energy consumption before the project (baseline)	Heat	[kWh/GJ]	41,210,530 kWh
	Electricity	[kWh]	6,276,200 kWh
Total energy consumption costs before the project		[EUR]	2,709,752 €
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 <i>(wages, maintenance, etc.)</i>		[EUR]	
Total guaranteed savings		[EUR]	
<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>			