

## Partner Questionnaire

### 1. How can EPC affect local level (SEAPs and other energy plans) and National level energy efficiency targets?

EPC can affect the local level through the municipal sector and county authorities. Locally they can contribute to enhance the energy efficiency in several sectors such as building, waste management and transport. Already more than 60 municipalities have started with EPC. Norway has an ambitious policy regarding energy efficiency, and there is good support in Government EE framework, economic governmental grant schemes are in place as well as information and training programs initiated by the Norwegian energy agency, Enova SF.

EPC helps to systematize energy efficiency in municipalities, so that plans that have been going on for decades can be carried out during a two-year period.

### 2. Discuss the most prevalent barriers you have experienced whilst implementing EPC in your region/city, organizing your answers under the following headings:

- **Financial Barriers**

Regarding the public sector, the funding is not a big barrier, once the trust of the EPC is established. In Norway, there are consequently the public sector who have completed EPC. The requirement for project economics is expected to be a far greater barrier in the private sector.

- **Administrative Barriers**

The capacity in the municipal and county authority administration can be an administrative barrier. In addition, the competence in the smaller municipalities might be a minor barrier. In general, the EPC removes this barrier because of the ESCO's delivery of the EPC.

The priority (administrative, political and economic)

- **Policy/regulation Barriers**

We have an official National Standard on EPC.

- **Knowledge Barriers**

Too little knowledge of the EPC model in the municipality might be a knowledge barrier. There is still a need for information and endurance from existing and implemented projects. We have progressed quite far in establishing an EPC standard, and conducted EPC projects, which diminishes the skepticism of implementing EPC.

- **Other Barriers**

The capacity among the contractors and the uncertainty regarding the number of bidders. The number of new EPC projects per year is also based on the number of facilitators /consultants, and this could be a significant barrier to increased volumes in Norway.

### **3. In relation to the barriers outlined, please suggest your preferred solution or policy recommendation.**

#### **Answer:**

Information and training courses in the municipality.

Information and training courses for contractors, to raise the interest.

Information and training courses for facilitators / consultants.

### **4. Discuss the most prevalent success factors you have experienced whilst implementing EPC in your region/city, organising your answers under the following headings:**

- **Financial success factors**

The project is self-financed and the risk of credit side in the project is minimal.

Financial support from Enova SF on EE measures

Good lending terms in the municipal bank (green interest)

Municipalities have a long time horizon of economic operation of their properties

- **Administrative success factors**

Municipalities are organized with regional councils, and they collaborate in order to spread the experience among them. In other words, a successful EPC project in a municipality motivates the remaining surrounding municipalities.

- **Policy/regulation success factors**

Nothing in particular, even if the statutes in the climate and energy plan seems to have an effect.

- **Knowledge success factors**

It is a noticeable greater degree of acceptance in municipalities which acknowledges the work other municipalities have done and the documented saving results achieved through EPC in other municipalities. Dissemination of Success stories are very important.

- **Other success factors**

Initiative from county authority in Akershus. They have informed, trained and covered the cost for involving a facilitator. For a period this was an offer for all the municipalities in Akershus that were

interested and many of them used this opportunity. The experiences done by these municipalities are now disseminated and used as best practice examples for others.

**5. In relation to the success factors outlined, please elaborate on why these factors were of particular importance.**

As described above, we have good political and financial support schemes in place for public EPC clients.

There has been a major focus on energy efficiency and energy efficient use for decades, so starting out with EPC in Norway is a natural extension of this commitment.