

The German mentoring program to foster energy services in the public sector

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Methodology, experiences and best practices

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Agenda

- **Starting situation**
- **(Part of the) Solution: German Mentoring Program**
- **Conclusion**



30 years Berliner Energieagentur GmbH



Has Been Founded

- in 1992 (Public-Private-Partnership)

Shareholders

- State Berlin
- Vattenfall Europe Wärme AG
- GASAG AG
- KfW Bankengruppe

Business Divisions

- Consulting
- Contracting
- International Know-how Transfer

Location And Staff

Fasanenstraße 85, 10623 Berlin
50 employees



What we are doing...





Starting situation



Modernisation Backlog In The Public Sector

- **Only 14 percent** of public buildings are compatible with the climate targets (energy consumption less than 70 kWh/m²a)
- **Over 50 percent** need to be modernised urgently (energy consumption over 140 kWh/m²a)
- The investments in the modernisation are way too low (KfW, 2020)

Program „municipal and social infrastructure“: 105 projects with a volume of around 100 million euros

Modernisations in private households in the same period: around 1,8 billion euros for around 15.000 projects

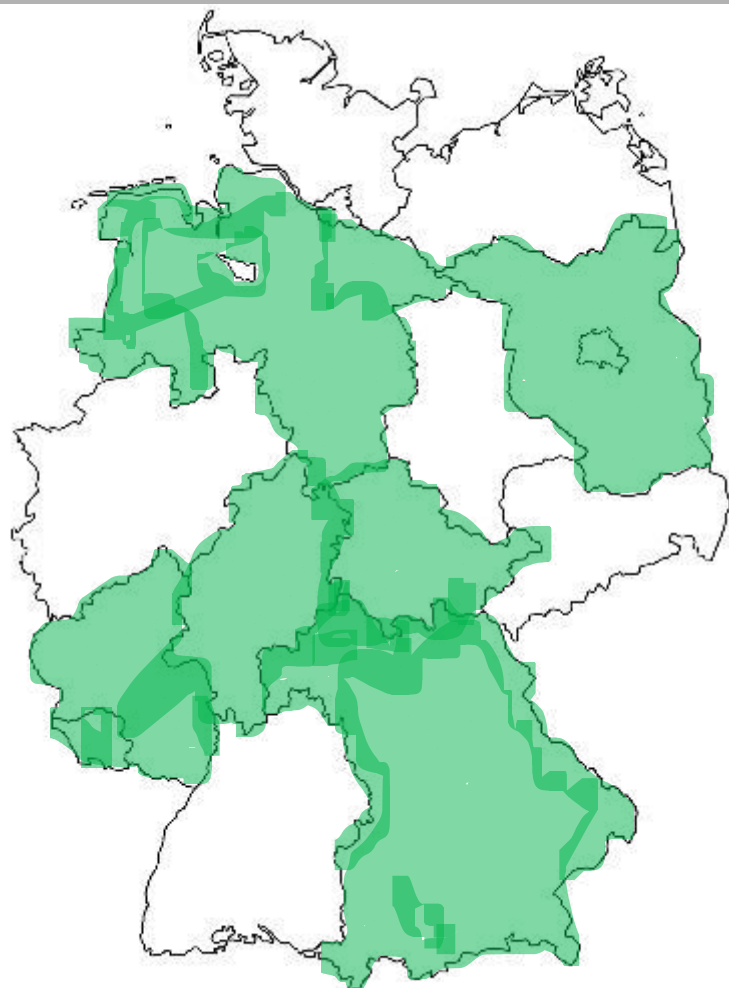
➔ Not only an economic problem (rising energy prices) or a climate protection problem (huge energy consumption) but also possible health risks for employees, bad employer branding and negative impacts on motivation of staff/pupils etc.



German mentoring program



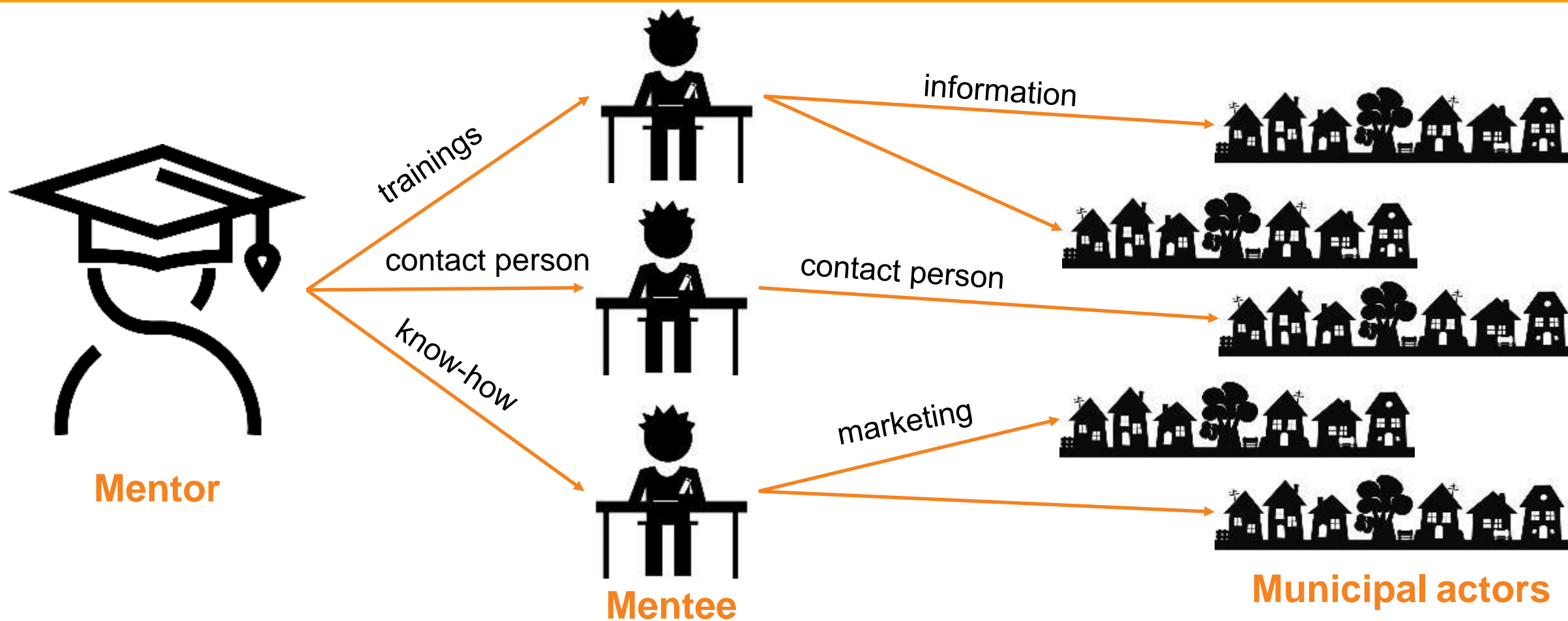
Mentoring Program: Overview



- Part of the competence centre for Contracting (dena)
- Established in 2017
- Mentors: Klimaschutz- und Energieagentur Baden-Württemberg GmbH (KEA), Berliner Energieagentur GmbH (BEA)
- Mentees: Energieagentur Brandenburg (WFBB), Bayrische Energieagenturen e.V. (11 energy agencies), Thüringer Energie- und GreenTech-Agentur (ThEGA), Klimaschutz- und Energieagentur Niedersachsen GmbH



Mentoring Programm: Overview





Mentoring Programm: Methodology

- Mentor (e.g. BEA) trains local actors (energy- and climate agencies) to principles, application areas, possibilities, pro/cons of ESC

Aims

- ➔ Enable local actors to consult municipal actors (e.g. mayors) when it comes to ESC and to promote ESC on site
- ➔ Increase usage of ESC and therefore lower energy costs and help reach climate targets

Contents Mentoring

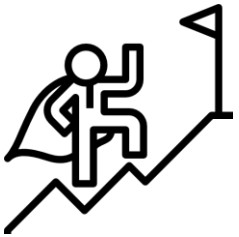
- ➔ Multiple trainings on principles, application areas, possibilities, pro/cons of ESC for various departments
- ➔ Know-how: intelligent building control systems, high efficiency pump, upper/lower floor ceiling, heating optimisation, (low investment) insulation, photovoltaic systems
- ➔ Communication concepts to promote ESC at a local level
- ➔ If available: scan existing building for potential options (criteria given by Mentor!)



Mentoring Program: Experiences and achievements (since 2017)



- Municipal actors often know little about EPC and it's possibilities
- Little to no time/staff to really address potentials
- Two step invitation to tender is often the best way for municipalities
- Increasing demand since energy prices are rising



- Mentoring in several states (Bavaria, Brandenburg, Thuringia etc.)
- Several Projects in different states grew out of the mentoring program
- Resistances/Preconceptions have been disassembled



Conclusion

- ✓ Modernisation of many public buildings long overdue
- ✓ EPC can help to securely achieve energy- and CO₂-savings, reduce energy costs and keep outlay for the municipal actor low
- ✓ But: little knowledge when it comes to EPC on local level
- ✓ Mentoring Program can help to
 - a) provide know-how to municipal actors and
 - b) promote EPC locally
- ✓ Nationwide implementation standard could help foster EPC even further



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