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In the framework of INNOVATE and ACE-Retrofitting



INNOVATE has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 754112.



Capacity-building workshop

Energy retrofitting in residential buildings: Make it child's play*!

19 June 2019, 9:00-17:00

AGENDA

8:30-9:00	Registration
9:00-9:20	Icebreaker
9:20-9:30	Welcome and introduction
9:30 -10:30	<p>SESSION 1</p> <p>One-stop-shops providing integrated home renovation services: what are we talking about?</p> <p><i>Plenary session & fishbowl conversation</i></p> <p>Renovating a home requires a number of resources and services. One-stop-shops are one solution to bundle everything needed: Homeowners who want to improve their home can get advice, but also support on financing and installation. This session will focus on the scope and advantages of one-stop-shops. We will address questions like:</p> <ul style="list-style-type: none">- Existing market actors: who provides what service?- Difference between market and non-market based services- One-stop-shop business models: from facilitation, coordination to development and ESCO- How can different initiatives/actors complement each other?- Where to start and how to finance a one-stop-shop? <p>Confirmed speakers:</p> <p>Françoise Réfabert - General Director, Energies Demain Marco van Dalfsen - Advisor, KAW Jana Cicmanova - Project Manager, Energy Cities</p>
10:30-11:00	Coffee break



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11:00-13:00	SESSION 2 Methods & strategies for making energy renovation programmes an easy task	
	<p>A full service package for homeowners: Setting up a one-stop-shop providing integrated home renovation services</p> <p>The session will allow newcomers from cities, regions, cooperatives or private companies to take the first steps. The discussions will address the following questions:</p> <ul style="list-style-type: none"> -How to choose the right business model? -How to design a business plan? -How to finance the one-stop-shop? -How to structure the customer journey? -How do homeowners finance the renovation works? -Partnerships with banks? Other solutions? 	<p>The renovation challenge in condominiums: Motivating and engaging co-owners from the idea to the realisation</p> <p>The session will allow anybody wishing to boost energy efficiency in condominiums to tackle the challenge. In this session we will present a series of tools to help your energy retrofit project run smoothly.</p> <p>The ACE-retrofitting “Step by step toolkit” is addressed to co-owners of condominiums. It helps overcome the common hurdles: it connects those on the demand side (co-owners, condominium manager, in-house project team and retrofitting coach) with building professionals. We will lead you through the 3 major steps of the toolkit: from the first assessment of required resources and a retrofitting roadmap to the specific project management on a daily basis.</p>
12:30-13:30	Lunch	
13:30-14:30	SESSION 3 Lab sessions: Problem-solving around participants' challenges <i>Collaborative work around challenges brought up by participants</i>	
14:30-15:00	Coffee break	
15:00-16:30	SESSION 4 Market place: Pick your topic and learn about tools and best practices from our experts <p>① Motivating and engaging homeowners and co-owners Communication, marketing, engagement, psychological & social aspects, development of tailor made products, training, awareness raising <u>With best practices from:</u> Sharing Cities (Milano), CoachCopro (APC), Frederikshavn, Grand Est – Octave, City of Rotterdam, KAW-Reimarkt</p> <p>② Developing an energy renovation and financial plan for homeowners. Finding financing for the energy renovation works <u>With best practices from:</u> Master Plan Antwerp, Ile-de-France Energie, Bordeaux Métropole, City of Assen service cost model, Brussels green loan, PadovaFIT ESCO financing, EUROPACE</p>	

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	<p>③ Connecting the right people Creating partnerships with service providers and key partners like banks, craftsmen, energy agency, NGOs, unis, cooperatives, social services, real estate agencies... <u>With best practices from:</u> Parity Projects, City of Liège, EcoRenov</p> <p>④ Managing the refurbishment project Coordination of renovation works, quality check, follow-up after the renovation and guarantee of results (energy savings) <u>With best practices from:</u> KAW-Reimarkt, Parity Projects, Picardie pass renovation, APC</p>
16:30-17:00	<p>SESSION 5 What have we got out of today and what new challenges lie ahead? <i>Plenary discussion</i></p>
17:00	<p>Networking drink</p>