



Proceedings of Final FINA-RET Workshop in Greece

Interamerican – Conference Center

124 Syggrou Avenue, Kallithea

16 November 2009

1. Participating Organisations

- BPM (Greece)
- Technical Chamber of Greece - TEE-TCG - (Greece)
- Hellenic Association of Photovoltaic Companies - HELAPCO - (Greece)
- Ademe (France)
- 17&4 Consulting Ltd (Austria)
- Centre for Renewable Energy Sources - CRES - (Greece)
- Millennium Bank (Greece)

2. Background Information of Participating Organisations

BPM	Business and Project Management S.A. (BPM S.A.) is a Greek independent consulting and research firm established in 1988. The company's research activities are focused on applications of Management Science methods and techniques. BPM is the project leader of FINA-RET.
TEE-TCG	The Technical Chamber of Greece (TEE-TCG) was established in 1923. It is a public legal entity, with elected administration. It aims at developing Science and Technology in sectors related to the disciplines of its members, for the economic, social, and cultural development of the country, in accordance with the principles of sustainability and environmental protection.
HELAPCO	HELAPCO is a non-profit organisation that was set up by representatives of Greek photovoltaic companies in 2002. Its aim is the promotion of Renewable Energy Sources, Energy Saving, Rational Use of Energy Resources, with emphasis on solar energy and particularly PV.
Ademe	The French Environment and Energy Management Agency (ADEME) is a state-funded public industrial and commercial establishment whose activity is supervised by the French government ministries in charge of research, environment and energy. ADEME came into existence on January 1992 and is currently actively involved in the implementation of national policies linked to environment and energy issues.
17&4	17&4 Consulting Ltd. is a consulting enterprise for Sustainable Development projects following the intentions of the AGENDA 21. The main fields of action of 17&4 are sustainable building and

energy, participation and applied ecology. 17&4 has a long-time experience in adult education and vocational training, consulting, transdisciplinary research and project management and has managed and participated in various projects on national and international level in the stated work areas.

- CRES The Centre for Renewable Energy Sources is the Greek national entity for the promotion of renewable energy sources, rational use of energy and energy conservation. In the modern demanding energy sector CRES is dynamically active, in the frame of the national and Community policy and legislation, for the protection of the environment and sustainable development.
- Millennium Bank Millennium Bank commenced its operations in September 2000 (under the brand name NovaBank) and it is recognized today as the new force in the Greek banking sector, achieving very fast rates of growth for its network and its figures, and launching innovative banking products and services. Millennium Bank is partner of the consortium of FINA-RET project.

3. Persons Involved in Organising the Event

- Ioanna Giannouli and Sofia Blathra (BPM)
- Elena Karvouni and Martha Kesisoglou (Millennium Bank)

4. Target Audience

The Greek workshop had the following target audience:

- Representatives from RET / EET Industry
- Representatives from Construction Industry
- Banking Sector
- Policy makers
- Non-governmental organizations

The attendance is judged successful since representatives from all the interest parties met and discussed effectively about RET/EE Technologies. The workshop was well attended with 61 participants, from which 31 were from organizations and companies that were not involved in the project workshop (either as organizers of the event neither as speakers).

The full attendance list is presented in Annex I while pictures from the event are shown in Annex II.

5. Objectives of Workshop

The objectives of the event were the following:

- To communicate to the audience the FINA-RET project and its main outcomes
- To discuss about the characteristics of small scale RET/EET framework of development in EU and Greece in particular

- To discuss about the financing framework of small-scale RET/EET in Greece
- To present the characteristics of the suitable financing tools
- To invite effective discussion among all interest parties for better feedback generation and validation of the project findings.

6. Workshop Agenda

09.00 – 09.30	Registration
09.30 – 09.45	Welcome Cathy Christidou, Vice President & Managing Director BPM S.A.
09.45 – 10.15	FINA-RET Project: Lessons learned about designing and promoting Financing Products for small-scale RET and EET investments – Dr. Ioanna Giannouli, Senior Researcher, BPM S.A.
10.15 – 10.30	Political and Institutional barriers to implementation of RET/EET – Chr. Spirtzis, Electrical and Mechanical Engineer, 2nd Vice President of the Technical Chamber of Greece
10.30 – 10.45	Small-scale investments on Photovoltaics – P. Sarris, member of the Hellenic Association of Photovoltaic Companies (HELAPCO)
10.45 – 11.00	Grenelle de l'Environnement: Public Measures for energy efficiency and green buildings – Mathieu Wellhof & Anthony Dupont French Environment and Energy Management Agency - ADEME
11.00 – 11.30	Coffee Break
11.30 – 11.45	Making Business with Climate Protection: Austrian Programs for energy refurbishment of buildings – DI. Johannes Fechner (17&4 Organisationberatung GmbH)
11.45 – 12.00	Opportunities and state of affaire of ESCOs in Greece – G. Markogiannakis (Mechanical Engineer, MSc, Energy Systems Analysis Department - CRES)
12.00 – 12.15	What Greek households and SMEs are thinking about investments on RE and Energy Efficiency Technologies - Sofia Blathra, Researcher, Msc, BPM S.A.
12.15 – 12.45	Presentation of the project's Financing product – The Greek financing product – E. Karvouni, Product Manager, Millennium Bank
12.45 – 13.30	Discussion

7. Key Outcomes from the presentations and the discussion

The presentations were conducted effectively with respect to the predetermined time frames and were followed by a short discussion. The main outcomes - as well as some comments from the audience - are outlined below:

- The need for financing products specially designed for small-scale RET/ EET investments was raised. The workshop's panel and audience confirmed that the main characteristics of these products - as derived by the FINA RET surveys - are valid. These are the following:
 - interest rate linked to the savings achieved from the RET/ EET investment,
 - high level of adaptation on the investment characteristics,
 - ease of access and apply.
- The Greek framework regarding investments in RET/ EET is rather restricted by political and institutional barriers.
- The legislative framework in Greece is mainly focused on PV while there are several technologies with substantial potential like Passive Solar, geothermal heat pump, etc. that no support has ever been provided for.
- There is lack of supportive measures and programmes addressed to energy efficiency in buildings.
- Significant importance was drawn upon photovoltaic technologies. It was revealed that the daily energy production model of photovoltaics is similar to the daily variations of the energy demand, which can lead to the efficient exploitation of the PV technologies in the Greek market.
- Within the scope of examining the state of affairs of ESCOs in Greece, two main points were outlined:
 - It was indicated that ESCOs present a business opportunity for the Greek market. This remark is in line with the results of the ST-ESCOS project which promotes the creation and development of Solar Thermal Energy Service Companies (ST-ESCOS) and, by this, assists in accelerating the growth of the solar thermal market in Europe.
 - Issues concerning model contracts and tender documents, quality standards for energy, guiding principles for ESCOs' certification, etc. were discussed and supplemented by the findings of the EUROCONTRACT project which aims at creating a European Platform for the promotion of energy performance contracting.
- The result of the surveys - conducted among a few thousands of Greek households and a hundred of SMEs - revealed the following:
 - Greek households and SMEs are to a satisfied level aware of available RET/ EET applications.
 - Greek households and SMEs - would they be provided with effective communication of the potentials and cost-effectiveness features of RET/EET - are rather willing to invest in new technologies.
 - Greek households and SMEs are willing to take a loan in order to invest in small-scale RET/ EET.

- Loans provided for small-scale RET/ EET investments should be developed based on the expected operational performance of the technology.
- Millennium Bank presented a new loan which is in line with the Bank's initiatives of promoting energy efficiency in households. This loan, by supplementing the provided grant, ends up with covering the 100% of the RET/EET investment. It offers also an attractive interest rate, while the payback period may be extended up to 10 years.

As a general conclusion it should be mentioned that was an agreement among the participants that there is an urgent need for government to support, monitor and control related to energy issues, as well as a more active involvement of the major market actors.