

TAKING  
**COOPERATION**  
FORWARD



2nd Project meeting  
Rottenburg, 29.11.2019



**First Train the Trainer session:**  
**HOW TO DEVELOP A PROJECT FROM THE SCRATCH:**  
**Getting started and key factors for success**



ENTRAIN |Energie Agentur Steiermark|

# AGENDA

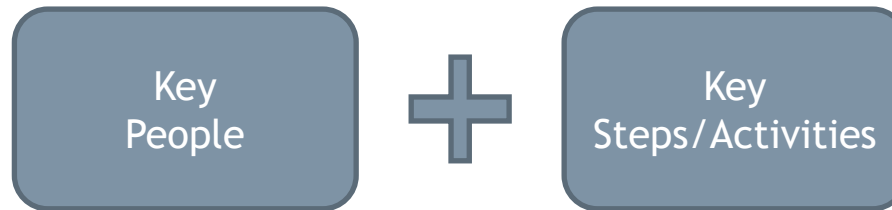
- 08:45 - 09:00 Arrival and coffee
- 09:00 - 09:10 Introduction (EASt)
- 09:10 - 09:25 Best practice examples from Austria (AEE INTEC)
- 09:25 - 10:00 Possible drivers and how to reach them (Solites)
- 10:00 - 10:50 Best Practice Solarcomplex (Jörg Dürr-Pucher)
- 11:05 - 11:20 Coffee break
- 11:20 - 12:05 Pre-feasibility study including exercise (AEE INTEC)
- 12:05 - 12:20 Key-facts and benefits of renewable DH for consumers and municipalities (AEE INTEC)
- 12:20 - 12:40 Summary, feedback and discussion(EASt)



- Improve capacities (skills and expertise) of public authorities and other relevant stakeholders to develop and implement local strategies and action plans for RES DH
- **WHY RES DH systems?**
  - Infrastructure for the “future” energy systems
  - Contribute to increase share of RES
  - Reduce CO2 emissions
  - Improve local air quality
  - Boost socio-economic benefits for local communities → growth of technical expertise, start-up of investments and innovative financial tools

Other benefits of RES DH for consumers and municipalities?





- Describe and explain first steps of a renewable DH project
- Present best practice example
- Define the main drivers and operators
  - How to create interest:
    1. Approaching and involving main drivers and operators
    2. Creating trust of potential customers and municipalities
- Perform pre-feasibility study



- Key questions to be answered:
  - How to identify key stakeholders?
  - How to involve key stakeholders?
  - How to identify feasible project?
    - Define heat sources
    - Collect data
    - Evaluate suitability of the area
    - Perform simple cost analysis
  - How to communicate benefits of RES DH?



# TARGET GROUPS FOR TT1

- Key stakeholders for the project initiation:
  - Energy agencies
    - **What they need?** Knowledge, skills, best practice examples,...
    - **What they do?** Lead initial communication, gather key stakeholders, provide support,...
  - Potential drivers and operators
    - **What they need?** Project facts and outline, understanding, best practice examples,...
    - **What they do?** Initiate the project, lead the project,...
  - Local communities: customers and local authorities
    - **What they need?** Understanding, process transparency, involvement,...
    - **What they do?** Support project development,...

