Who is behind the project?

**Coordinator**
Energy Cities

**Expertise**
Vesta Conseil & Finance (FR)

**Experienced partners:**
- Brussels Environment (BE)
- Parity Projects (UK) > London Boroughs
- Riga Energy Agency (LV)
- KAW (NL) > 6 Dutch cities
- Frederikshavn Municipality (DK)

**Learning partners:**
- Heerlen Municipality (NL)
- Linnaeus University (SE) > Municipality of Växjö
- Litoměřice Municipality (CZ)
- Mantova Municipality (IT)
- AGENEX (ES)
- Aradippou Municipality (CY)
OUR VISION
Deep energy retrofits
OUR TARGET
Homeowners of single family houses and condominiums
OUR SOLUTION
Attractive energy efficiency services package offered in a one-stop-shop

- Long-term & affordable financing
- Engagement process
- Communication & marketing tools
- Coordination of the process
- Energy renovation & financial plan
- Tailor made products
- Guarantee of results
Alternative business models

Local authorities = developers

✓ Public company
✓ Public-private company
✓ Contract / partnership with a private company or a cooperative

Local authorities = coordinators

✓ Bringing together actors who can provide different services (pieces of puzzle), ideally ‘under the same roof’
Our approach

1. What exactly is the market gap on the target territories?
   ➢ Market gap analysis

2. How can we fill in the market gap?
   ➢ Alternative business model plans

3. How can we make the business models operational and sustainable?
   ➢ Relevant financing schemes

4. How to share and scale up successful business models?
   ➢ Capacity building workshops, studies, scientific papers, policy recommendations & events
Thank You

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