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Local Energy Agencies in Peripheral regions (LEAP)

May 2023





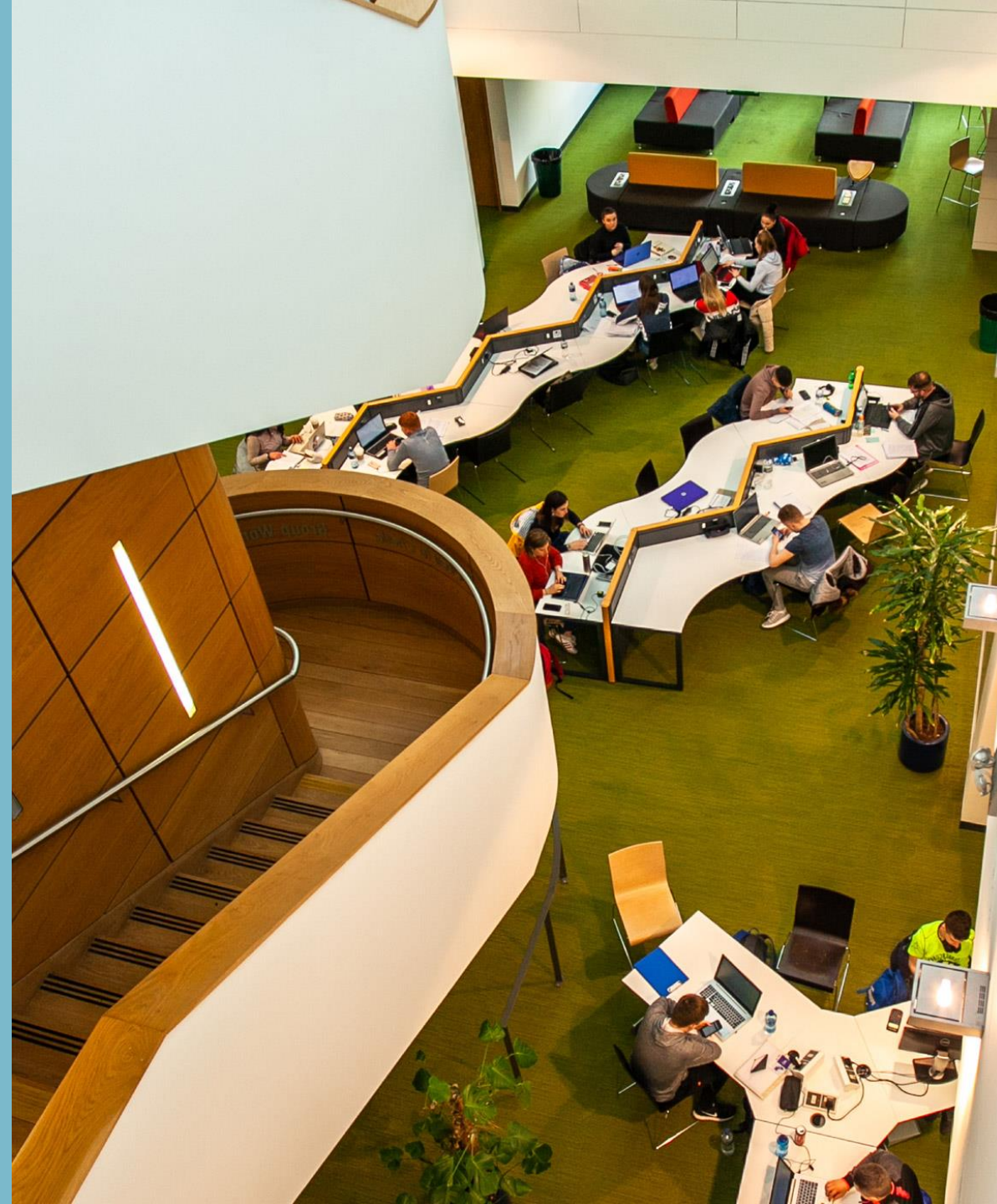
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The **ATU Contract Research Unit (CRU)** as part of the Research Office provides a dedicated outreach Research & Innovation support to regional enterprises, communities and individuals.



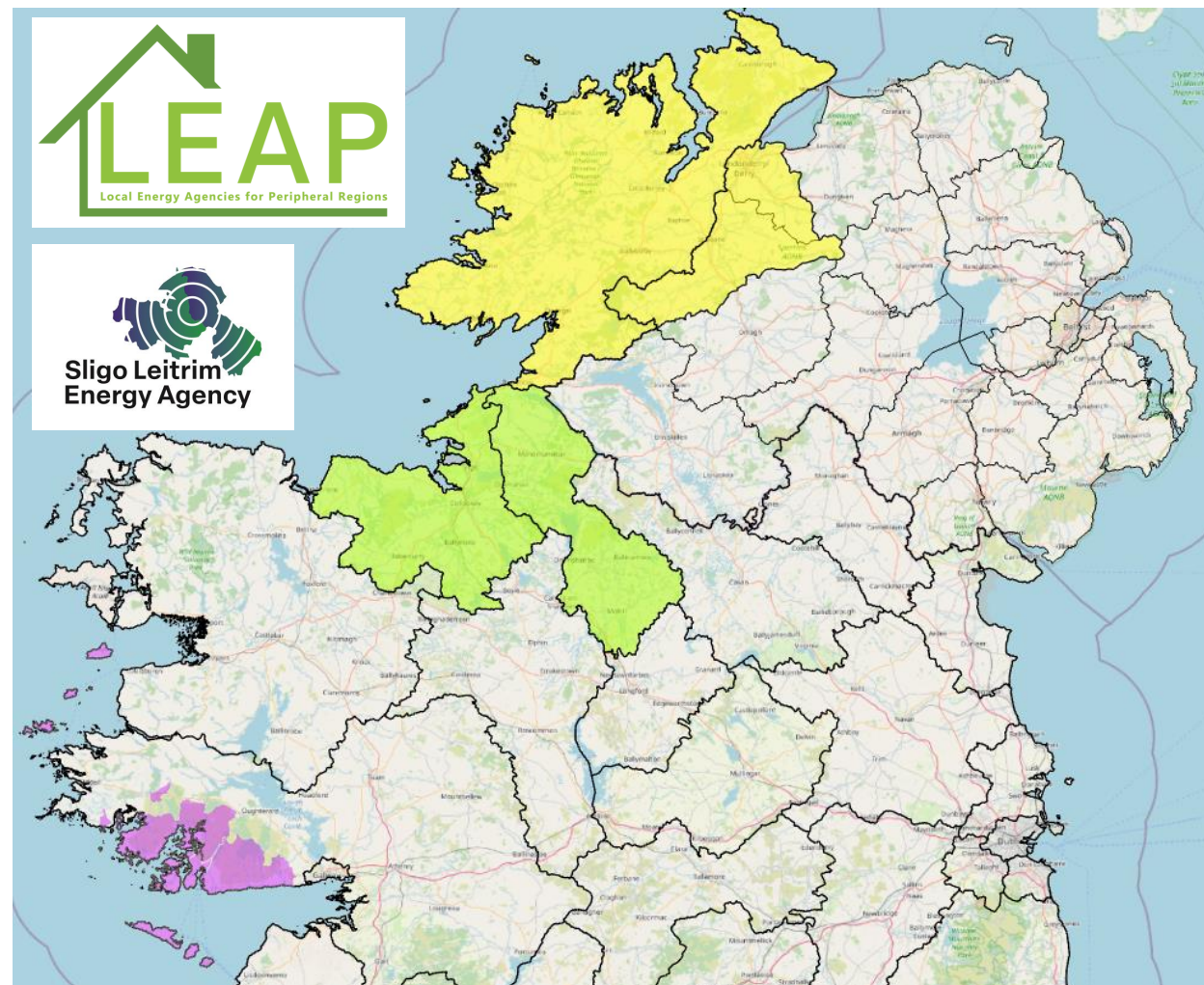
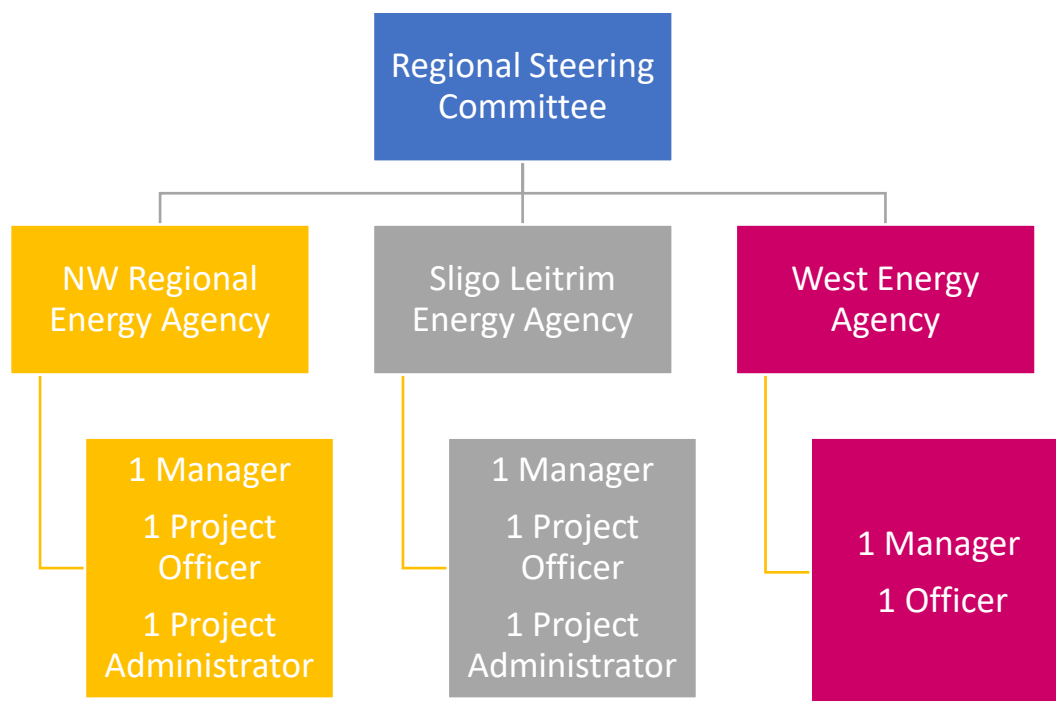
Local Energy Agencies in Peripheral regions (LEAP) & the EU LIFE Application



Local Energy Agencies for Peripheral regions (LEAP)

3 New Local Energy Agencies

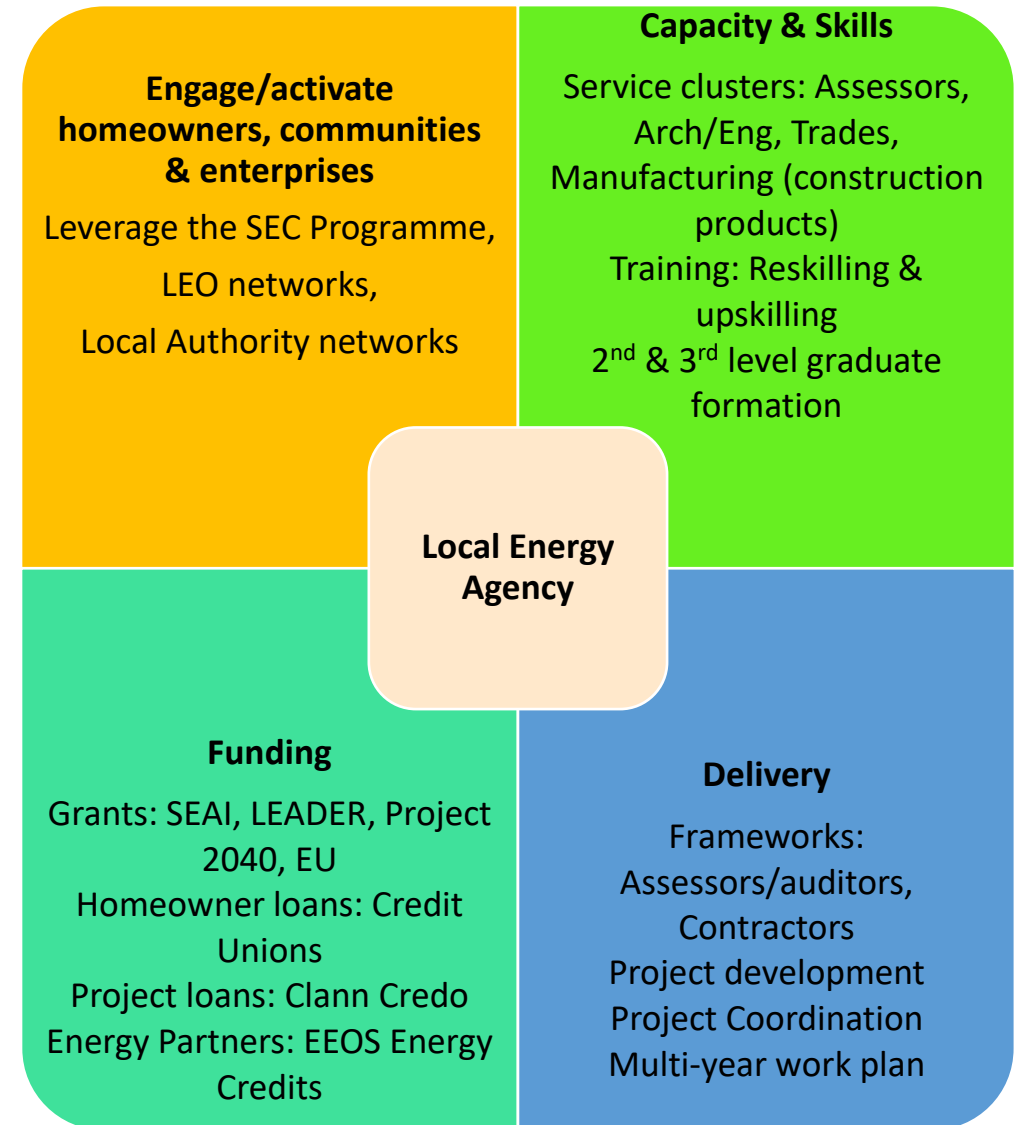
New local technical and project management capacity for home retrofitting services



Energy Agency vision

Previous effort

- Vision for an Energy Agency in the NW since 2016, to emulate similar agencies
- Leitrim CoCo funded the initial business case
- REDF application 2017 – unsuccessful
- BEDF application 2018 – unsuccessful
 - Enterprise Ireland may not have been the most appropriate funder at that time
 - Process helped to develop the business case further
- EU LIFE application Jan 2022



EU LIFE Clean Energy Transition call

HOMERENO: Integrated home renovation services - topic suitability

- **Objective:**...creating or replicating innovative local or regional “integrated home renovation services”
- **Scope:** Improve market conditions / Self-sustaining business model / Provide methods and support
- **Expected impact:** Integrated Home Renovation Services implemented, operational and tested at the end of the action / Strong and trustworthy partnerships with local actors / ...guidance made publicly available in order to facilitate replication of the approach by other market actors
- **Funding rate:** CSA 95%
- **Indicative budget:** EU contribution of €1m to €1.5m
- **Consortium requirements:** Single eligible country

EU LIFE Clean Energy Transition call

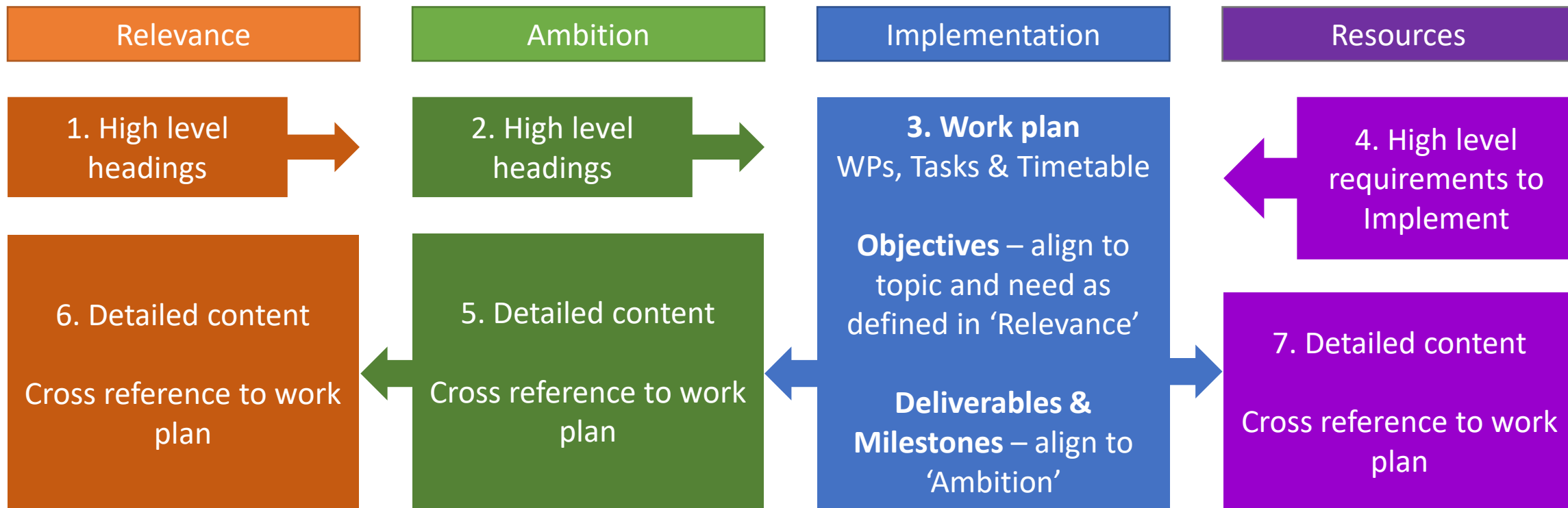
Award Criteria

- **Relevance:** Challenge, objectives, concept and methodology, complementarity, synergies
- **Impact:** Ambition (targets), credibility, sustainability, exploitation, replication
- **Implementation:** Work plan, engagement, monitoring, communication
- **Resources:** Consortium, PM, Green Management, Budget, Risk

Award criteria	Minimum pass score	Maximum score	Weighting
Relevance	10	20	1
Impact	10	20	1.5
Quality	10	20	1
Resources	10	20	1
Overall weighted (pass) score	55	90	N/A

EU LIFE Clean Energy Transition call

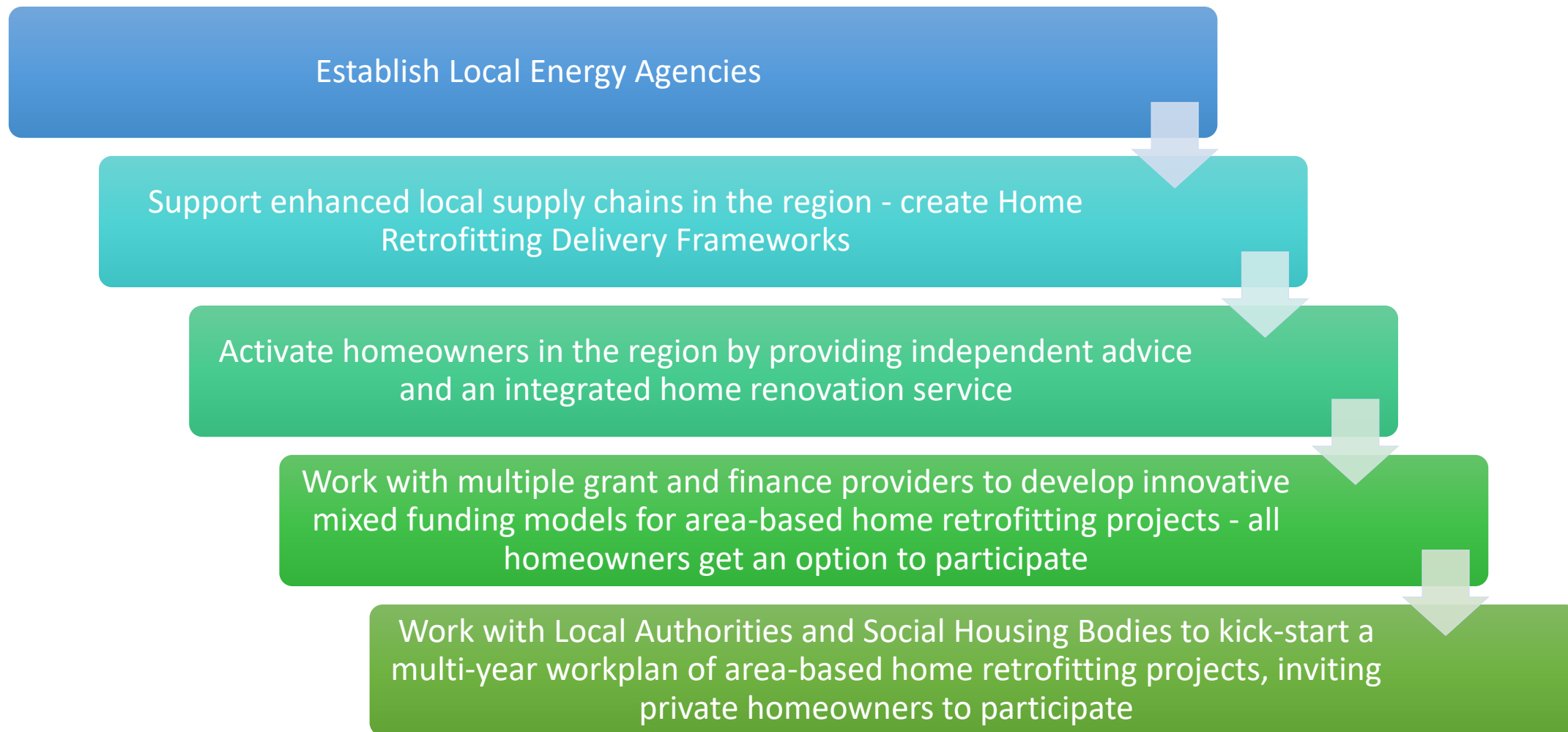
Application writing approach



Get partners input where most appropriate e.g. regional data, policy landscape

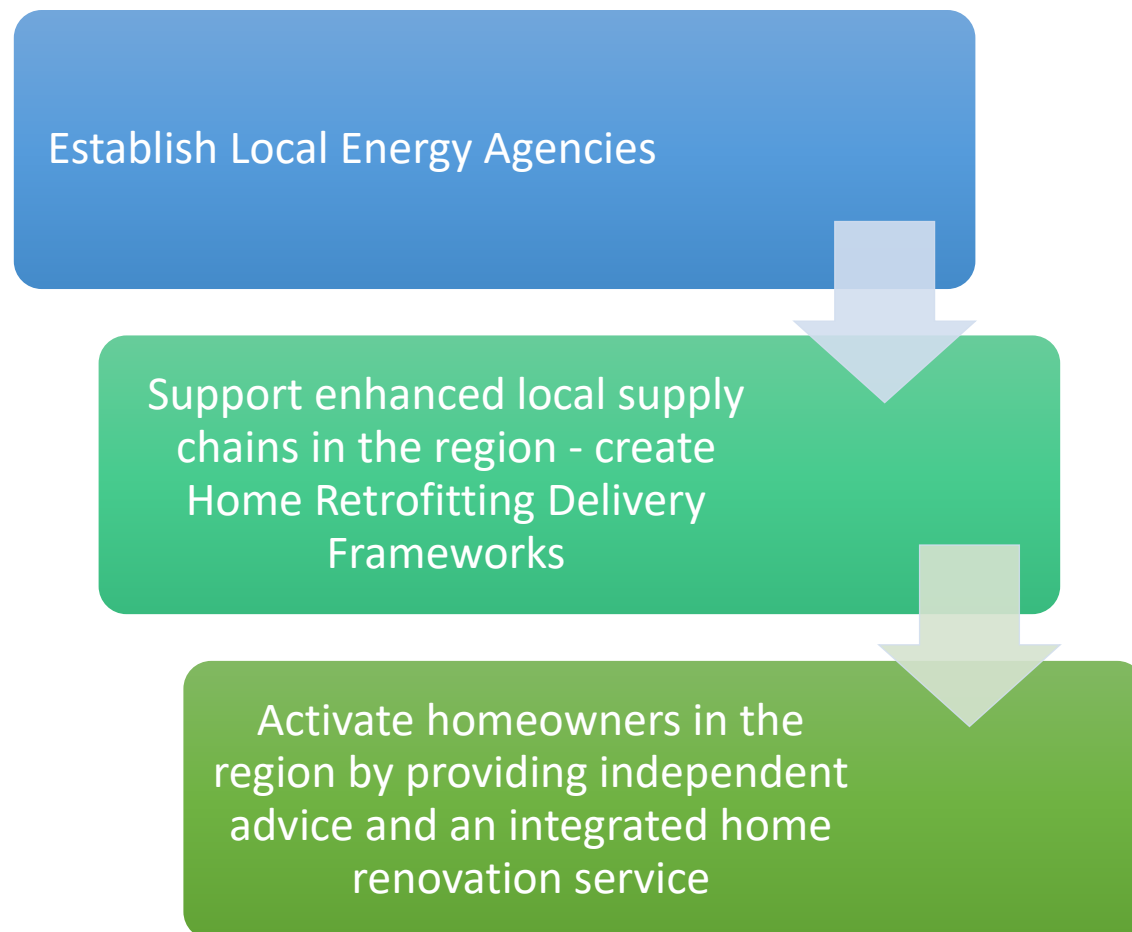
LEAP Implementation Strategy

Based on Energy Agency vision and the HOMERENO topic



LEAP Implementation Strategy

Strategy to Work Plan



ACTIVITY	Description
WP1	Project management & coordination
Task 1.1	Establish Project Steering Committee
Task 1.2	Quarterly review meetings
Task 1.3	Bi-annual report (Monitoring & evaluation)
WP2	Establish Local Energy Agencies
Task 2.1	Recruit Energy Agency team members
Task 2.2	High level project plan design
Task 2.3	Launch energy agency engagement
Task 2.4	Energy Agency workshops
WP3	Supply chain engagement / enhancement
Task 3.1	Stakeholder mapping
Task 3.2	Cluster development
Task 3.3	Establish Delivery Frameworks
Task 3.4	Supply chain workshops / conferences
WP4	Homeowner engagement / enhancement
Task 4.1	Stakeholder mapping: Private homes, social homes, communities
Task 4.2	Engagement / project recruitment events

LEAP Implementation Strategy

Strategy to Work Plan

Work with multiple grant and finance providers to develop innovative mixed funding models for area-based home retrofitting projects

Work with Local Authorities and Social Housing Bodies to kick-start a multi-year workplan of area-based home retrofitting projects

ACTIVITY	Description
WP5	Funding pathways
Task 5.1	Grant mapping
Task 5.2	Funding bodies and finance partner engagement
Task 5.3	Mixed support project model development
WP6	Home retrofitting
Task 6.1	LA/Social housing project selection
Task 6.2	Private homeowner project selection
Task 6.3	Projects - assessment stage (BER, Technical Assessment)
Task 6.4	Projects - funding stage (grants, loans, sponsors)
Task 6.5	Projects - delivery stage (retrofitting works)
WP7	Sustainability, replication and exploitation of project results
Task 7.1	Communication plan set-up & management
Task 7.2	Project public launch & social media dissemination
Task 7.3	Project sustainability
Task 7.4	Public conferences
Task 7.5	Project exploitation

Local Energy Agencies for Peripheral regions (LEAP)

Project partners and implementation

Recruitment has been the main initial challenge. The LEAs are the main delivery resource.



Energy Agency Service / One Stop Shop

SEAI Criteria for One Stop Shops operators:

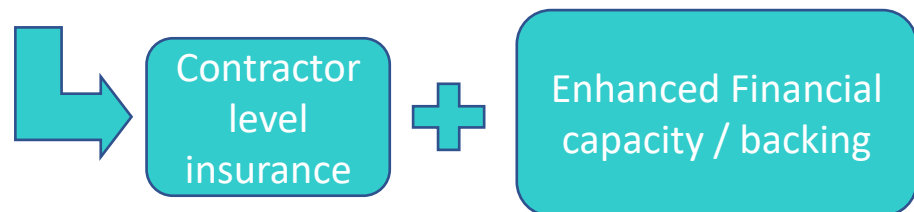
Since the EU LIFE application was made, SEAI have now set out criteria for One Stop Shops to operate through their homeowner grant route:

- QMS ISO 9001 or equivalent
- Turnover of at least €1 million
- Clean (i.e. unqualified) audit report for previous 2 years
- Financial Liquidity and ratio test analysis
- Directors Professional Business Standing
- Ability of organisational structures to perform as an OSS
- Resource Capability
- Obligated Party Alignment if in place

NOTE: Project Coordinators in Community Energy Grant (AKA BEC) do not need to meet this criteria – but can obtain same grants for homes

Energy Agency / One Stop Shop role – EU definition

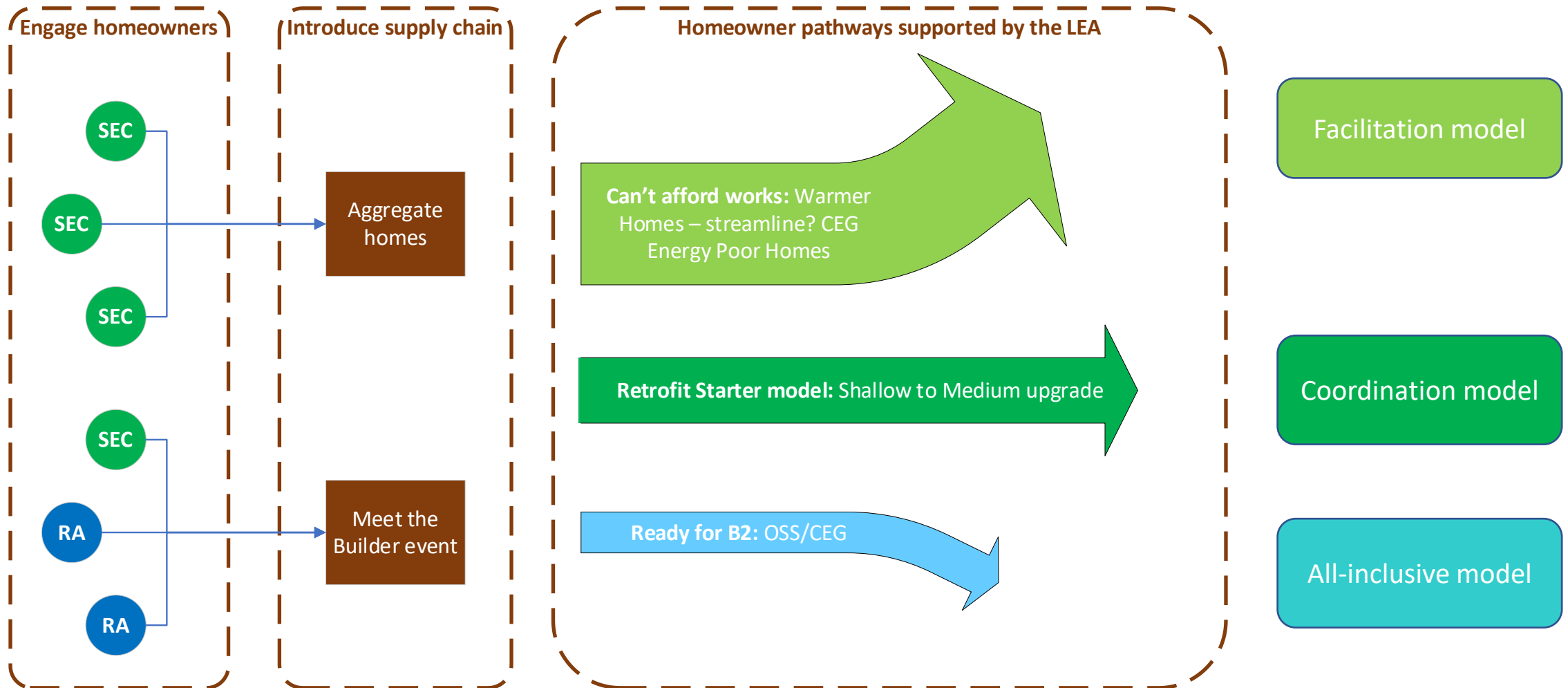
Increasing depth of service



Business model	Roles & responsibilities	Practical example of what the one-stop-shop offers to homeowners
1 Facilitation model	<ul style="list-style-type: none"> • Raise awareness on energy renovation benefits • Provide general information on optimal renovation works • First advice at the 'orientation stage' 	It advises on how to renovate your house and can provide you with the list of suppliers.
2 Coordination model	<ul style="list-style-type: none"> • Coordinate existing market actors (suppliers) • Make sure all one-stop-shop services are offered to homeowners • No responsibility for the result of renovation works (only overlooking the whole process) • No responsibility for the overall customer journey (just the first part) 	It advises on how to renovate your house and will push suppliers to comply with their promises. Suppliers remain responsible for the final result.
3 All-inclusive model	<ul style="list-style-type: none"> • Offer a full renovation package to homeowners • Bear responsibility for the result of renovation works • Bear responsibility for the overall customer journey 	The one-stop-shop is a contractor that sells you the whole service package and is your main contact point in case something goes wrong with suppliers.
4 ESCO-type model	<ul style="list-style-type: none"> • Offer a full renovation package with guaranteed energy savings to homeowners • Bear responsibility for the result of renovation works • Bear responsibility for the overall customer journey 	The one-stop-shop sells you the renovation package and guarantees the energy savings for the contract duration. The one-stop-shop is paid through energy savings achieved.

Area-based retrofitting

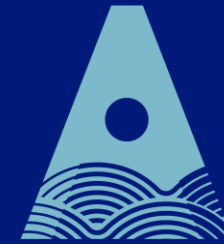
Everyone in the area should have an option



EU LIFE Clean Energy Transition call

Application writing (what worked for me... this time)

- **Find the best topic for your project** and/or tailor your project to the topic
- **Align project objectives with the topic objectives**
- **Award Criteria:** Check where the main scoring is
- **Application template:** Best guide to where content, metrics and narrative fit
- **Writing approach:**
 1. High level definition of the need, concept, targets and credibility - Relevance & Impact
 2. The focus on the Work Plan to address the need and targets
 3. High level consideration of project resource
 4. Circle back to each section to build detail and cross reference the Work Plan



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Thank you



**Contract
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