

# Eco'Energies (CCI Nice Côte d'Azur)

## France – Alpes-Maritimes & Var

OWNERSHIP	PUBLIC
<b>Program authority</b>	CCI Nice Côte d'Azur
<b>Program Delivery unit</b>	CCI Nice Côte d'Azur
<b>Implementation Model</b>	Energy Performance Contracting (EPC)
<b>Operating Services</b>	Marketing Facilitation Financial advice
<b>Type of projects</b>	Energy Efficiency (building retrofits) Renewable energy
<b>Ambition/targets</b>	Market based
<b>Beneficiaries</b>	SMEs
<b>Funding Vehicle</b>	Equity/Own Funds Financial institutions Property Owners ESCOs
<b>Financial Instruments</b>	Loans Grants Utility incentives EPC Financing

## Summary

Eco'Energies is an energy efficiency program developed by the Chamber of Commerce (CCI) Nice Côte d'Azur of the Alpes-Maritimes and Var departments to assist small and medium sized enterprises in the tertiary and industrial sector by facilitating the energetic renovation of their buildings and/or industrial sites.

It is targeted at enterprises in the Alpes-Maritimes and Var departments that are part of the Provence Alpes Côte d'Azur (PACA) region, in the south-east of France.

The program is focused on 6 target groups:

- Hotels
- Health sector (hospitals and elderly homes)
- Distribution sector (retail, supermarkets, department stores,...)
- Logistics sector
- Industry
- Office buildings

The CCI pre-identifies the savings potential and invites a number of preselected Energy Service Companies (ESCOs) to develop a proposal for an Energy Performance Contract (EPC). The first phase of the project includes 5 ESCOs, 3 with a national coverage and 2 regional ESCOs.

The program is in its initial stage of development with a number of ongoing projects.

No results on investments or realized savings are available at this stage.

The program is however interesting, as it is one of the only ones in Europe that specifically target the sector of Small and Medium-Sized Enterprises (SMEs).

## How does it work?

The CCI follows a 3-step approach:

1. Identification of the energy savings potential
  - a. (Free) preliminary visit and audit by a representative of the CCI. The CCI has developed a tool to collect key data and transmit this directly to the shortlisted ESCOs.
  - b. The ESCO realizes a more detailed (free) audit and makes a preliminary proposal for the energy performance and financing.
2. Establishment of the EPC contract (the CCI assists the customer where necessary)
  - a. Drafting and signature of the EPC contract, based on a standard contract, between the ESCO and the enterprise customer
  - b. Financing of the works and reimbursement based on the guaranteed savings
3. Implementation of the energy savings guarantee
  - a. Execution of the works by the ESCO
  - b. Guaranteed operations and maintenance of the site, for the total contract duration
  - c. Follow-up of the guaranteed performance

The main technical areas that are covered in the audits are heating, cooling, ventilation, lighting, hot water production and office equipment.

The average implementation time is 6 to 18 months. 90% to 95% of the savings are used to reimburse the investment.

The service is targeted at about 2000 enterprises with an annual energy consumption of minimum 30.000 €/year (rather medium sized than small enterprises).

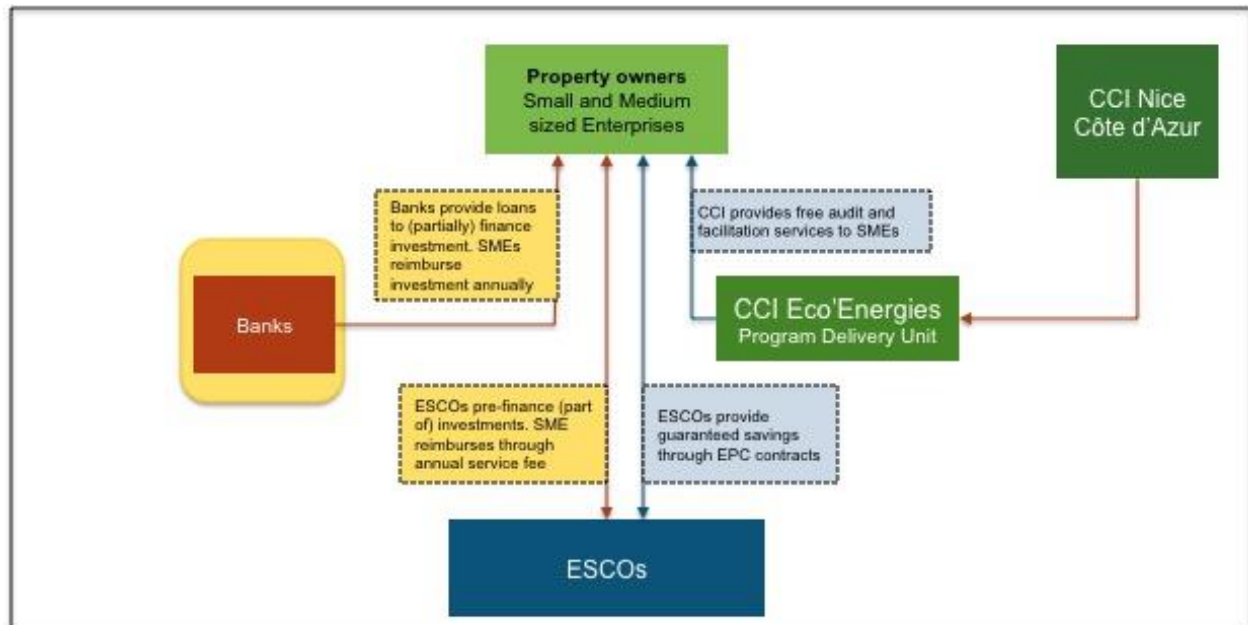
The addressed market is as follows:

Target group	Number of enterprises	Total annual energy consumption	Typical target
Hotels	307	53 M€	5*, 4* and 3* of > 100 rooms
Health	312	23 M€	Elderly homes of > 50 beds, private hospitals and clinics
Distribution	504	34 M€	> 350 m <sup>2</sup> for food sector, otherwise > 600 m <sup>2</sup>
Logistics	170	9 M€	2500 m <sup>2</sup> if cold storage, otherwise > 5000

			m <sup>2</sup>
Office buildings	676 (+- 2 M m <sup>2</sup> )	32 M€	Owner/manager of > 3000 m <sup>2</sup>

No data is available for the Industry sector. For this sector the number of projects will in any case be quite limited.

Fig 1. Operational and financial model



## The program delivery unit

The CCI Nice Côte d'Azur is the program delivery unit of the Eco'Energies programme that was launched in September 2014.

The unit operates as programme marketer, aggregator, facilitator and financial advisor.

Its core activities include:

- Marketing of the program towards the target audience of SMEs
- Identification of the energy savings potential
- Introduction of possible ESCOs
- Facilitation of the process of contractual agreement between the ESCO and the SME
- Assistance with the follow-up of the project

For organising the Eco'Energies programme, the CCI employs a staff of 2 full time equivalents (FTE), of which one half time project coordinator. They are funded on CCI internal budgets.

<b>Legal structure</b>	Governmental public administrative body
<b>Shareholder description</b>	Public company
<b>Equity</b>	N/A
<b>Shareholders</b>	CCI Nice Côte d'Azur
<b>Program dedicated staff</b>	Low

<b>Program operational costs</b>	Low
----------------------------------	-----

## Organization and partnerships

None

## Beneficiaries

<b>Beneficiaries</b>	Small and Medium Sized Enterprises
<b>Type of projects</b>	Energy Efficiency (building retrofits) Renewable energy
<b>Operational support</b>	Project facilitation through the Program Delivery Unit
<b>Financial support</b>	Free energy audit

## Funding mechanism

<b>Program delivery unit funding</b>	+ - 200 k€
<b>Projects Funding</b>	Projects are funded by the SME, through bank loans or by the ESCO. Projects are eligible for white certificates. This is a subsidy scheme in which energy savings project generate certificates that can be traded. Under such a system, producers or suppliers of electricity, gas and oil are required to undertake energy efficiency measures for the final user that are consistent with a pre-defined percentage of their annual energy deliverance. If energy producers do not meet the mandated target for energy consumption they are required to pay a penalty. The white certificates are given to the producers whenever an amount of energy is saved whereupon the producer can use the certificate for their own target compliance or can be sold to (other) parties who cannot meet their targets
<b>Funding Vehicle</b>	Equity/Own Funds Financial institutions Property Owners ESCOs
<b>Fund size</b>	Not applicable
<b>Fund type</b>	Not applicable
<b>Fund sources</b>	Not applicable
<b>Financial Instruments</b>	Loans Grants Utility incentives EPC Financing

## Results

The first projects are ongoing. There is no data available yet on investment volumes or savings.

## Contact details

### Chambre de Commerce Nice Côte d'Azur

CS 11259

20, Bld Carabacel

06005 Nice Cedex 1

France

Contact : Jean-Christophe Clément

Tel. 0800 422 222

[energie@cote-azur.cci.fr](mailto:energie@cote-azur.cci.fr)

[www.cote-azur.cci.fr/energie](http://www.cote-azur.cci.fr/energie)

## Fact sheet

### General Info

Country	France
Model Name	Eco'Energies
Date of creation	2014

### Model Description

Ownership	Public
Program authority	CCI Nice Côte d'Azur
Program delivery unit	CCI Nice Côte d'Azur
Operating services	Marketing Facilitation Financial advice
Implementation model	Energy Performance Contracting (EPC)
Type of projects	Energy Efficiency (building retrofits) Renewable energy
Beneficiaries	SMEs
Geographical coverage	Regional

### Financial Mode Description

Project funding	Public
Project funding vehicle	Equity/Own Funds Financial institutions Property Owners ESCOs
Financial instruments	Loans Grants Utility incentives EPC Financing
Repayment model	Guaranteed Savings Agreement

### Project risk Profile

Performance risk	ESCO
------------------	------

Recourse	Assets installed
Financial risk	Financial institutions Property owners ESCOs

### Model Requirements

Staff Requirements	Low Less than 5 FTE
Equity or funding requirements	Low Less than 1 million €

### Model Key indicators

Investment volume since creation	Unknown
Size of project (or project portfolio)	Unknown
Level of average energy savings	10% – 50%

### Development maturity

Development/implementation stage	Start-up
Operational development maturity	Start-up
Financial development maturity	Start-up

### Model Qualification

Level of establishment	New model
Growth of potential	Large
Scalability of the model	High
Replicability of the model	High
Impact on public balance sheet	Low

## Sources

<http://www.cote-azur.cci.fr/Services-aux-entreprises/Produits/Eco-Energies>

Jean-Christophe Clément, Présentation projet Eco'Energies, La solution pour réduire votre facture énergétique, @ESKIMO international workshop WebConf, 10 June 2015

Interview Jean-Christophe Clément by Lieven Vanstraelen, August 2015