

Semester 1 stakeholder meetings (01/08/2019 - 31/01/2020)

1. Netherlands

Date: December 4th, 2019, 15:00-16:00

Location: Office of the province of Groningen

Attended

1. Dirk Koppert (VNO-NCW Noord)
2. Rein Bouwer (Province of Drenthe)
3. Maya Janssen (Province of Groningen)
4. Nina Knol (Province of Groningen)

Agenda

1. Introduction to the project SMEPlus
2. Introduction of the different policies
3. Possible role for the stakeholders
4. Ideas for extra stakeholders
5. Next meeting

Notes

VNO-NCW said it would be a good idea to get a few SME's to join as stakeholder.

Maybe also a member or representative of an industrial area (they usually have a business club with a board).

We agreed to plan the next meeting in February/March because there will be a bit more progress in the project to talk about.

2. Austria

Dates: 9 December 2019 and 21 January 2020

Location: Eisenstadt, office of Regionalmanagement Burgenland

Attended

9 December 2019

1. Philipp Novakovits (EEE)
2. Johann Binder (Forschung Burgenland)
3. Dietmar Baurecht (Regionalmanagement Burgenland)
4. Thomas Böhm (Regionalmanagement Burgenland)

21 Jan 2020

1. Johann Binder (Forschung Burgenland)
2. Ulrike Cámara-Ehn (Wirtschaftskammer Burgenland)
3. Sigrid Hajek (WIBUG)
4. Joachim Hacker (EEE)
5. Martina Jauck (AMT BGLD)
6. Dr. Gernot Hanreich (FH Burgenland)
7. Thomas Schwentenwein (Energie Burgenland Wärme und Service)
8. Dietmar Baurecht (Regionalmanagement Burgenland)
9. Kathrin Springsics (Regionalmanagement Burgenland)

Agenda

1. Introduction to the project SMEPlus
2. Introduction of the different policies
3. Introduction of good practices

Notes

The first constructive meeting with the local SMEPlus stakeholders in Austria took place on 21 January 2020. The SMEPlus team of Regionalmanagement Burgenland introduced the SMEPlus aims & activities to the stakeholders as well as presented selected best practices from other SMEPlus partners. The agenda and details for the planned SMEPlus study visit in Austria on 4-6 March were also discussed.

3. Germany

Date: On January 23, 2020, 10.30-14.30

Location: Wiesbaden, Office of Ministry of Economics, Energy, Transport and Housing

Attended

1. Sebastian Hummel (Hessisches Ministerium für Wirtschaft, Energie, Verkehr und Wohnen)
2. Dagmar Meinen (Hessisches Ministerium für Wirtschaft, Energie, Verkehr und Wohnen)
3. Miriam Frenke (WIBank)
4. Dr. Karoline Billing (WIBank)
5. Sasa Petric (RKW Hessen)
6. Dr. Felix Kaup (Hessen Trade and Invest)
7. Stefan Heyde (LandesEnergieAgentur Hessen)

8. Katrin Schalk (HoE)
9. Christian Engers (HoE)

Agenda

1. Introduction to the project SMEPlus
2. Introduction of the different policies
3. Introduction of PIUS regional policy
4. Study visit in Gävle, Sweden

Notes

The SMEPlus project was presented to and discussed with a very motivated group of stakeholders. The focus of the kick-off meeting in Wiesbaden was on getting to know each other and an insight into the focus, the process and the goals of the project. Another highlight was the report from the study visit to Sweden, where the partners presented their respective good practices. Overall, it was a good start to the exchange of experience. All five regional stakeholders from Germany are looking forward participating and contribute to SMEPlus project.

4. Romania

Date: On 29 January, 10.30

Location: Craiova, office of SWO RDA

Attended

1. STROE TIBERIU (CRAIOVA CITY HALL)
2. EPINGEAC MIHAELA (ENERGY COMPLEX OLTENIA)
3. ANDREI DANIELA (ENERGY COMPLEX OLTENIA)
4. MURGAN DANIELA (INTERMEDIATE BODY FOR REGIONAL OPERATIONAL PROGRAM)
5. BALAN OVIDIU (INTERMEDIATE BODY FOR REGIONAL OPERATIONAL PROGRAM)
6. MARILENA ALECU (INTERMEDIATE BODY FOR REGIONAL OPERATIONAL PROGRAM)
7. MAGDA LUNGU (INTERMEDIATE BODY FOR REGIONAL OPERATIONAL PROGRAM)
8. IONESCU-LUPEANU SILVIA (DOLJ COUNTY COUNCIL)

9. LAVINIA CRETU (SWO RDA)
10. ALINA NEGRILA (SWO RDA)
11. CRISTINA PETRE (SWO RDA)
12. DANA ILIE (SWO RDA)
13. CRISTINA MIHALSCHI (SWO RDA)
14. MIHAI MARIAN (SWO RDA)

Agenda

1. Introduction to the project SMEPlus
2. Introduction of regional policy
3. Introduction of three Swedish good practices
4. Interaction of stakeholders
5. Q&A

According to the agenda, the SWO RDA implementation team presented the objectives, activities, expected outcomes and implementation stage of the project, with focus on the regional policy instrument, in this case represented by the Priority Investment 2.1A within the Regional Operational Programme 2014-2020.

Three good practices identified and implemented by the Lead Partner, University of Gävle, in the field of energy efficiency of SMEs were introduced to the stakeholders, respectively: Software for industrial energy auditing; Energy efficiency networks ENERGIG; and Database for energy efficiency measures. All three tools were part of a pilot program initiated by the University of Gävle, targeting the improvement of energy efficiency in industrial SMEs from the Gävleborg region.

During the interactive part of the meeting, business environment and regional public authority representatives debated the needs and proposal of improvement measures for the regional policy instrument that addresses the SMEs in SWO Region. In the debating session the stakeholders were showing a lot of interest in the Swedish good practices, and they've asked questions about how the program was implemented, expected results and from which type of financing sources it was funded.

After an intensive Q&A session, regional stakeholders expressed their interest to be directly involved in the project activities. Further activities in the project will focus on the ways that the partners can improve their regional policy instruments. The interregional exchange of experience and know-how will help partners to offer better support for adopting measures and will allow to capitalize the potential of the energy efficiency programmes that apply to industrial SMEs.

Semester 2 stakeholder meetings (01/02/2020- 31/07/2020)

1. Spain

Date: On 20 February 2020

Location: Economic Development Agency of La Rioja

Attended

1. Iván Moya, Regional Directorate for Energetic Transition and Climate Change
2. Rebeca Fernández, Regional Directorate of European Funds and the Office in Brussels
3. Florencio Larrea, Regional Directorate of European Funds and the Office in Brussels
4. Elena Garrido, Business Federation of La Rioja
5. Cristina Quintero, Chamber of Commerce of La Rioja
6. Laura Hidalgo, Professional Association of Electric and Renewable Energy Installators
7. Jorge García, National Association of Producers of Photovoltaic Energy

8. Enrique Esteban, Economic Development Agency of La Rioja
9. María Rosario Uruñuela, Economic Development Agency of La Rioja

Agenda

10:00-10:30 Welcome and project presentation introduction. Economic Development Agency of La Rioja

10:30-11:00 Energy Policy in La Rioja. Regional Directorate for Energetic Transition and Climate Change

11:00-11:15 Regional grants to promote energy efficiency in SMEs. Economic Development Agency of La Rioja

11:15-12:15 Introduction of the regional stakeholders, questions, colloquium and closure.

2. Germany

Date: 18. June 2020, 10:00 – 12:00

Location: online via Microsoft Teams

Attended:

1. Sebastian Hummel (Ministry of Economics, Energy, Transport and Housing – State of Hessen)
2. Dagmar Meinen (Ministry of Economics, Energy, Transport and Housing – State of Hessen)
3. Charlotte Reith (Ministry of Economics, Energy, Transport and Housing – State of Hessen)
4. Miriam Frenke (WIBank)
5. Dr. Karolin Billing (WIBank)
6. Sasa Petric (RKW Hessen)
7. Tatjana Rosenau (Hessen Trade and Invest)
8. Stefan Heyde (LandesEnergieAgentur – LEA)

9. Christian Engers (House of Energy)
10. Katrin Schalk (House of Energy)

Agenda:

- Welcome and introduction
- News from the project SMEPlus (current status and report of the 2nd Study Visit in Austria)
- International exchange part 1: Austrian Stakeholder Andreas Vidic presents the Austrian Good Practice „Kommunalkredit“
- Reports of the Stakeholders: Current status of Good Practice „PIUS“ (with a focus on the impact of the Corona-Crisis on the PIUS-programme)
- International exchange part 2: Dutch project manager Maya Janssen presents the Dutch Good Practice „carrot and stick“
- Discussion and questions

Notes (if any)

Due to the Corona-Crisis, the second German Stakeholder-meeting had to take place online. Since by June 2020 everybody was used to online-meetings already, we took the opportunity to foster the international exchange of ideas. Therefore, the Austrian Stakeholder Andreas Vidic and the Dutch project manager Maya Janssen joined the meeting online to present their Good Practices. The German Stakeholders listened to these presentations eagerly and appreciated the opportunity to connect with the European project partners.

3. Romania

Date: June 29th 2020, 9:15 – 12:00

Location: Online via ZOOM

Attended:

- 1) Virginia Matei (Craiova Large Infrastructure Directorate)
- 2) Ioan Iordache (National Research and Development Institute for Cryogenic and Isotopic Technologies)
- 3) Paul Mihai Mircea (Faculty of Electrical Engineering – University of Craiova)
- 4) Ramona Neacsu (Valcea County Council)
- 5) Tiberiu Stroe (Craiova City Hall)
- 6) Mihaela Lupanescu (Automotive South-West Oltenia Competitiveness Pole)

- 7) Cristina Mihalschi (South-West Oltenia Regional Development Agency)
- 8) Lavinia Cretu (South-West Oltenia Regional Development Agency)
- 9) Alina Negrița (South-West Oltenia Regional Development Agency)
- 10) Mihai Marian (South-West Oltenia Regional Development Agency)

Agenda:

- Top needs presentation: *to support the industrial SMEs taking energy efficiency measures in the South-West Oltenia Region*
- Good practice presentations:
 - *Energy Efficiency Network, a concrete energy solution to reduce SMEs costs by lowering energy consumption in production processes by different optimising energy efficiency measures (Sweden);*
 - *Energy efficiency through law enforcement & Energy efficiency in large / complex industrial SMEs through energy scans (Netherlands);*
 - *PIUS – Invest (Germany);*
 - *Reducing energy consumption at the level of industrial consumers / Specific Objective 6.2 / Large Infrastructure Operational Programme 2014-2020 - Study Case Heineken Romania SA (Romania);*
 - *ICSI's capacity regarding unconventional energy and good practices developed (Romania);*
 - *Energy audit – analysis technique used to study the energy efficiency of industrial processes (Romania).*

Notes:

Because of the Coronavirus pandemic, all of the project events have had to be reorganised online. Since the third interregional learning romanian event was scheduled in the same period, we have taken the opportunity to arrange the second stakeholder meeting in the same time (basically it was a 2 in 1 event). Thus, due to our stakeholder's interest and requests we have decided to invite Mr. Patrik Thollander from the University of Gavle (Sweden), Mrs. Maya Jenssen from the Province of Groningen (Netherlands) and Mr. Christian Engers from the House of Energy (Germany) in order to present their good practices. In this regard, all participant stakeholders showed interest in learning from the project

partners to see what are the key issues that need to be improved and can be improved for our future policy instrument, also taking into account the legal framework that governs this.

4. Netherlands

Date: June 29th, 15:00-16:30

Location: My Office, Groningen

| Invited | Organisation | Attended |
|-------------------------|-----------------------|-----------------|
| 1. Floris van Dijk | County of Groningen | Yes |
| 2. Dirk Koppert | VNO-NCW Noord | No |
| 3. Rein Bouwer | Province of Drenthe | Yes (via video) |
| 4. Maya Janssen (notes) | Province of Groningen | Yes |
| 5. Nina Knol | Province of Groningen | Yes |

Agenda:

1. Update last months
2. Available European Funds; difference between us and the other partners.
3. Questionnaire "barriers and drivers for taking energy efficiency measures"
4. Expanding the stakeholder group
5. Next meeting:

Notes

1. Update last months of SMEPlus happenings

Nina and I told our stakeholders about the study visit to Austria and the online study visit with the Romanian partner/stakeholders. We talked about the different cases/projects and concluded that it is interesting for us to invite the German and Swedish partners to give a presentation in our upcoming stakeholder meeting.

2. Available European Funds; difference between us and the other partners.

Nina explained which European funds are available for the northern region of the Netherlands and how they are divided and distributed. This is done by SNN and they use the RIS and the OP ERDF. In the Northern Netherlands ERDF is mainly used for innovation projects for SMEs. The ERDF works with calls and SMEs, knowledge institutions and other partners can submit an application.

3. Questionnaire "barriers and drivers for taking energy efficiency measures"

Floris had a good idea about distributing the questionnaire through a teacher and students of the Hanzehogeschool Groningen. He will ask this teacher what the possibilities are. The students can use this as a study-project and get study points for it.

Follow up on September 9th.

4. Ideas for extra stakeholders

Skipped for now.

5. Next meeting

We agreed to plan the next meeting on September 9th. We will ask if the German and Swedish partners are available to give a presentation.

Semester 3 stakeholder meetings (01/08/2020 - 31/01/2021)

1. Netherlands

Date: September 9th 2020

1. Location: Health Hub Roden, Drenthe

| Invited | Organisation | Attended |
|----------------------|-----------------------|-----------------|
| Floris van Dijk | County of Groningen | Yes |
| Dirk Koppert | VNO-NCW Noord | Yes |
| Rein Bouwer | Province of Drenthe | Yes |
| Maya Janssen (notes) | Province of Groningen | Yes |
| Nina Knol | Province of Groningen | Yes |

Agenda:

2. Update: progress and actions in the last months
3. Presentations by German and Swedish project-partners
4. Questionnaire
5. Next steps; action plan

Notes

1. Nina and Maya explained the steps and actions taken in the last months. Due to Covid not a lot happened.
2. The German and Swedish presentations were received well by the stakeholders.
3. Maya explained the questionnaire; the questions it contains and what the target group is. She also asked if the stakeholders would help send it out to their companies.
4. We talked about the next planned steps and about the German and Dutch (online) study visits that are coming up this semester. We asked them to play a part in the dutch study visit and the province of Drenthe and county of Groningen are willing to do this.

2. Italy

Date: December 10th, 2020, 10:30-12:00

Location: Online meeting

Attended

1. Nicoletta Amodio (Confindustria)
2. Stefania Nardone (Confindustria)
3. Elena Bruni (Confindustria)
4. Rita Sofi (CNA)
5. Salvatore Manna (CNA Campania)
6. Valentina Bagozzi (Confartigianato imprese)
7. Bruno Panieri (Confartigianato imprese)
8. Federico Frattasi (INVITALIA – Coordinator of the investigation of financing applications)

9. Paolo Martella (INVITALIA – Planning of financing measures)
10. Carmine Conte (INVITALIA – Planning of financing measures)
11. Giovanni Maria Scimemi (INVITALIA – MiSE DGIAI external expert)
12. Tommaso Iorio (INVITALIA – MiSE DGIAI external expert)
13. Sergio Sinigaglia (INVITALIA – MiSE DGIAI external expert)
14. Rossella Baselice (Ministry of economic development - MiSE DGIAI)
15. Alessandra De Angelis (MiSE - DGIAI)
16. Giuseppina Pellegrino (MiSE DGIAI)
17. Maria Lustrì (MiSE – DGIAI)

Agenda

1. Welcome and introduction to the project SMEPlus
2. The past grants and tenders on energy efficiency for enterprises in Italy
3. Introduction of the different regional policies and best practices
4. Possible role for the stakeholders
5. Ideas for extra stakeholders
6. Q&A

Notes

1. Due to the COVID-19 crisis, the first Italian Stakeholder-meeting had to take place online. The SMEPlus team of MiSE DGIAI introduced the SMEPlus aims & activities to the stakeholders, recapped the past grants and tenders on energy efficiency for enterprises in Italy as well as presented selected best practices from other SMEPlus partners. During the meeting, all business environment representatives, MiSE and INVITALIA debated the needs and proposal of improvement measures for the national policy instrument that addresses the SMEs in Italy. In the debating session the stakeholders were showing a lot of interest in the partners' good practices, and they've asked questions about how the various programs were implemented, expected results and from which type of financing sources they were funded.
2. After an intensive Q&A session, Italian stakeholders expressed their interest to be directly involved in the project activities.

3. Austria

Date: 26 January 2021 11-12.30

Location: online via ZOOM

Attended

1. Johann Binder (Forschung Burgenland)
2. Martina Jauck (AMT BGLD)
3. Dr. Gernot Hanreich (FH Burgenland)
4. Sigrid Hajek (WIBUG)
5. Thomas Schwentenwein (Energie Burgenland Wärme und Service)
6. Dietmar Baurecht (Regionalmanagement Burgenland)

7. Marlene Hrabanek-Bunyai (Regionalmanagement Burgenland)

Agenda

1. GREETING
2. INTRODUCTION ROUND STAKEHOLDER SMEPLUS
3. QUESTIONNAIRE / QUESTIONNAIRE OF THE SMEPLUS PROJECT
4. DISCUSSION & STUDY VISIT NETHERLANDS-GERMANY 1 and 2 STRATEGY: CLIMATE PROTECTION AND SUSTAINABLE ENERGY EFFICIENCY
5. DISCUSSION OF GOOD PRACTICE
6. OUTLOOK FOR THE SMEPLUS PROJECT
7. OPEN ITEMS | QUESTIONS | DISCUSSION

Notes

4. Romania

Date: January 27th, 2021, 10:00-10:30

Location: online via ZOOM – admin was at the Office of the South-West Oltenia Regional Development Agency

Attended

1. Mihaela Lupanescu (Automotive South-West Oltenia Competitiveness Pole)
2. Beatrice Georgescu (Agropro Oltenia Cluster)
3. Alexandra Sirbu (Agropro Oltenia Cluster)
4. Mihai Munteanu (Intermediate Body for Regional Operational Program 2014-2020)

5. Cristina Mihalschi (South-West Oltenia Regional Development Agency)
6. Lavinia Cretu (South-West Oltenia Regional Development Agency)
7. Loredana Tisan (South-West Oltenia Regional Development Agency)
8. Mihai Marian (South-West Oltenia Regional Development Agency)

Agenda

1. Presentation of the SMEPlus project implementation stage, with a good focus on developing the action plan for the policy instrument (PP2);
2. Open discussions regarding the way we should improve our policy instrument, taking into consideration the exchange of experience and good practices at SMEPlus project level.

Notes

Since we are in the Action Plan development phase, the discussions focused mainly on this topic. Thus, taking into consideration our policy instrument and the fact that we are at the ending of the 2014-2020 financial programming period, we discussed the possibility to influence our policy instrument by good governance (as also written in the application form). All the participant stakeholders discussed that a good way to do this would be to try to influence the policy instrument by taking the following possible actions:

- 1) By improving the monitoring procedure in order to try to quantify the impact at SME level in energy efficiency gain;

2) To build a public, free of charge, data base (at regional level) by describing the sectors of activities, the taken measures and the results obtained after implementing them; this tool could be also used by other SMEs that haven't adopted any type of measures in order to obtain energy efficiency.

This is a non-exhaustive list and as the development of the Action Plan progresses, these propositions will be shaped accordingly.

Semester 4 stakeholder meetings (01/02/2021- 31/07/2021)

1. Italy

Date: 23 June 2021

Location: online

Attended

1. Nicoletta Amodio - Confindustria
2. Valentina Bagozzi – Confartigianato
3. Rita Sofi – CAN

4. Nicola Buonfiglio (Head of Intervention Design INVITALIA)
5. Paolo Martella (Head of Intervention Design INVITALIA)
6. Silvia Ricci (Head of Intervention Design INVITALIA)
7. Me (MiSE DGIAI)
8. Sergio Sinigaglia (MiSE DGIAI)
9. Tommaso Iorio (MiSE DGIAI)

Agenda

- Presentation of the new MiSE DGIAI – Division IV manager, Dr. Anna Maria Fontana.
- The status of the project – updates.
- Ideas for the organization of the study visit in Italy for October 2021.
- Discussion and ideas for the action plan and the new public policy tool inspired by the partners' experiences.

Notes

The meeting, held online due to the COVID-19 related limitations, focused on the state of implementation of the SMEPlus project. In particular, the development of the action plan for the Italian policy instrument was discussed, taking into account and focusing on the exchange of experiences and good practices at SMEPlus project level. Furthermore, discussed was possible participation in the next study visit abroad where the Italian stakeholders could participate. Finally, the participants looked into the first aspects of the organization of the study visit in Italy with the collaboration of the Italian stakeholders.

2. Austria

Date: 24 June 2021

Location: online 9:00-9:45

Attended

1. Johann Binder (Forschung Burgenland)

2. Christian Schügerl (the Government of Burgenland (Land Burgenland) in the Unit Climate and Energy the Head of Department)
3. Dietmar Baurecht (Regionalmanagement Burgenland)
4. Marlene Hrabanek-Bunyai (Regionalmanagement Burgenland)

Agenda

CURRENT PROJECT REPORT SMEPLUS

“SMEplus ACTION PLAN” - SMEs BURGENLAND / CLIMATE PROTECTION AND SUSTAINABLE ENERGY EFFICIENCY

QUESTIONNAIRE OF THE SMEPLUS PROJECT

SHORT REPORT "FUTURE PLATFORM BURGENLAND"

INTERREG SK-AT COURSE REPORT ON THE CROSS-BORDER NETWORK "ENERGY EFFICIENCY"

A LOOK OVER THE BORDERS / INTERESTING PROJECTS OF PROJECT PARTNERS

PARTNER IN THE WORD / SHORT REPORT ON THE PART OF THE RESPECTIVE STAKEHOLDER

OPEN POINTS | QUESTIONS | DISCUSSION

3. Spain

Date: 28 July 2021

Location: offline/online

Attended

1. Iván Moya, Regional Directorate for Energetic Transition and Climate Change
2. Cristina Peña, Regional Directorate of European Funds and the Office in Brussels (online via Zoom)
3. Rebeca Fernández, Regional Directorate of European Funds and the Office in Brussels (online via Zoom)
4. Laura Urbieto, Business Federation of La Rioja
5. Laura Hidalgo, Professional Association of Electric and Renewable Energy Installators
6. Jorge García, National Association of Producers of Photovoltaic Energy
7. Antonio Cañas, Greenize

8. Enrique Esteban, Economic Development Agency of La Rioja
9. María Rosario Uruñuela, Economic Development Agency of La Rioja
10. Susana Mangado, Economic Development Agency of La Rioja

Agenda

10:00 – 10:10 Stakeholder meetings presentation and purpose (GREENIZE-Antonio Cañas)

10:10 – 10:30 SMEPlus project overview (ADER-Susana Mangado)

10:30 – 10:50 SMEPlus good practices presentation (ADER-Susana Mangado)

10:50 – 12:00 Stakeholder presentations (approx. 10-15 minutes per stakeholder)

What does my entity actually do in relation to EE in industrial SMEs?

What do we want to do? (plans, strategies, policies, lines, etc.)

What would we need from other stakeholders? → searching for alliances

12:00 – 12:30 Conclusions and next meetings scheduling

Notes

Second Spanish regional stakeholder meeting, promoted by the Economic Development Agency of La Rioja (ADER) as a partner of the project, aimed to inform the stakeholders about the status of the project and to present the good practices shared by the rest of the partners within the project.

The meeting was attended by representatives of the following entities as **SMEplus project stakeholders**:

The Chamber of Commerce of La Rioja also participates as a stakeholder in the project but due to agenda problems could not attend the meeting.

During the meeting, the stakeholders were informed about the **status of the project** and presented their entities and experiences (present, past and future) in relation to energy efficiency in SMEs. The **good practices** shared within the project by the other European partners were also presented.

This meeting is **the second of several** in which the **stakeholders working group** is structured for the elaboration of the action plan and which will be extended throughout the first part of Semester 5. During these meetings, stakeholders will review and discuss good practices and experiences to help SME's to improve energy efficiency with the aim of **developing the action plan** to improve the policy instrument on energy efficiency in SMEs.

4. Romania

Bilateral discussion with key people and stakeholders in Romania in Semester 4

1. Mr. Ovidiu Balan - Head of Project Monitoring and Verification Department from the Intermediate Body for Regional Operational Program 2014-2020;
2. Mrs. Daniela Murgan - Project Monitoring Expert from the Intermediate Body for Regional Operational Program 2014-2020;
3. Mrs. Mihaela Lupanescu – Representative from the South-West Oltenia Automotive Competitiveness Pole.

5. Netherlands

Bilateral discussion with key people and stakeholders in the Netherlands in Semester 4

1. Floris van Dijk from Gemeente Groningen (Groningen Works Smart)

2. Nina Knol Provincie Groningen

6. Germany

Bilateral discussion with key people and stakeholders in Germany in Semester 4

1. Sebastian Hummel from the Ministry of Economics and Energy

Semester 5 stakeholder meetings (01/08/2021 - 31/01/2022)

1. Spain

First stakeholder meeting in Semester 5

Date: 22/10/2021 (9:00 – 13:00)

Location: Technical Center of La Rioja (Logroño)

Attended:

1. Iván Moya, Regional Director for Energetic Transition and Climate Change
2. Nathalie Beaucourt, Regional Director for Reindustrialisation, Innovation and Internationalisation.
3. Cristina Peña, Regional Director of European Funds and the Office in Brussels
4. Beatriz Arraiz, Regional Director of Housing
5. Luis Alonso Fernández, Manager of the Economic Development Agency of La Rioja
6. Amadeo Lázaro, Economic Development Agency of La Rioja
7. Florencio Larrea, Regional Directorate of European Funds and the Office in Brussels
8. Rebeca Fernández, Regional Directorate of European Funds and the Office in Brussels
9. Jorge García, National Association of Producers of Photovoltaic Energy

10. Enrique Esteban, Economic Development Agency of La Rioja
11. María Rosario Uruñuela, Economic Development Agency of La Rioja
12. Susana Mangado, Economic Development Agency of La Rioja
13. Antonio Cañas, Greenize (dinamisation and coordination)

The Chamber of Commerce of La Rioja, the Professional Association of Electric and Renewable Energy Installators and the Business Federation of La Rioja were also invited but could not attend because of agenda problems and health issues.

AGENDA:

9:00 – 9:10: Collaboration workshop presentation and purpose (GREENIZE - Antonio Cañas)

9:10 – 9:20: SMEPlus objectives and needed outputs (ADER - Susana Mangado)

9:20 – 10:00: Collaboration workshop I: Background for regional SMEs.

- Strategic lines of your entity. If it's not aligned, you won't do anything.
- What is happening in the world?
- What do Regional SMEs?

10:00 – 12:30: Collaboration workshop II: Actions development (iterative - approx. 40 min per action)

- ACTION 1: Implementation of an Energy Efficiency Improvement Program for industrial SMEs.

- ACTION 2: Encouraging the acquisition of 4.0 technologies for the control and measurement of energy consumption.
- ACTION 3: Sectorial Analysis of Energy Efficiency in La Rioja's key industrial sectors
- ACTION 4: Monitoring the results of the energy efficiency measures implemented in companies under the action 1 Program and current ADER energy efficiency grant lines.

12:30 – 13:00: Conclusions and next meeting scheduling.

Second stakeholder meeting in Semester 5

Date: 15/11/2021 (9:30 – 11:30)

Location: Technical Center of La Rioja (Logroño)

Attended:

1. Iván Moya, Regional Director for Energetic Transition and Climate Change
2. Nathalie Beaucourt, Regional Director for Reindustrialisation, Innovation and Internationalisation.
3. Amadeo Lázaro, Economic Development Agency of La Rioja
4. Rebeca Fernández, Regional Directorate of European Funds and the Office in Brussels
5. Laura Urbieto, Business Federation of La Rioja
6. Laura Hidalgo, Professional Association of Electric and Renewable Energy Installators
7. Jorge García, National Association of Producers of Photovoltaic Energy

8. Enrique Esteban, Economic Development Agency of La Rioja
9. María Rosario Uruñuela, Economic Development Agency of La Rioja
10. Susana Mangado, Economic Development Agency of La Rioja
11. Antonio Cañas, Greenize (dinamisation and coordination)

The Chamber of Commerce of La Rioja was also invited but could not attend because of agenda problems.

AGENDA:

9:30 – 10:00: Summary of the last collaboration workshop and main conclusions: (GREENIZE - Antonio Cañas)

10:00 – 10:10: Midterm Review ro the Action Plan Draft (ADER - Susana Mangado)

10:10 – 11:10: ADER Actions proposal and discussion (ADER – Charo Uruñuela)

- ACTION 1: Implementation of an Energy Efficiency Improvement Program for industrial SMEs.
- ACTION 2: Monitoring the results of the energy efficiency measures implemented in companies under the action 1 Program and current ADER energy efficiency grant lines.

11:10 – 11:20: Next steps of SME Plus (ADER – Susana Mangado)

11:20 – 11:30: Next steps of this stakeholder roundtable (Regional Directorate General for Energy Transition)

2. Austria

First stakeholder meeting in Semester 5

Date 23 September 2021

Location RMB Jormannsdorf

Attended

1. Johann Binder (Forschung Burgenland)
2. Nicole Zemlyak (Forschung Burgenland)
3. Halper Carina (Forschung Burgenland)
4. Kremsner Thomas (Forschung Burgenland)

5. Roman Wappl (RMB)

Agenda

In a short & crisp SMEPlus work session organised by the Regionalmanagement Burgenland on 23 September, the stakeholder Research Burgenland, with its team led by Johann Binder, presented the draft of the action plan for the implementation of an energy efficiency program for Burgenland SMEs. The draft will be shared with SMEPlus partners at the meeting on September 28th.

Second stakeholder meeting in Semester 5

Date: 28 October 2021

Location: online 10:00-12:00

Attended

1. Johann Binder (Forschung Burgenland)
2. Joachim Hacker (EEE)
3. Ulrike Pichler (Land Burgenland)
4. Mario Döller (Fachhochschule Kufstein, Rektor)
5. Charlotte Wallin (Hochschule Kempten)
6. Hofmann Marcus (Forschung Burgenland)
7. Florian Maurer (Fachhochschule Vorarlberg)
8. Sarah Hedden (Mindconsult)
9. Walter Schrittwieser (Mindconsult)
10. Christian Horvath (Forschung Burgenland)

11. Harald Ladich (RMB)

Agenda

Within the framework of the internationalization platform of the Regionalmanagement Burgenland GmbH, the project SMEPlus took the opportunity to present the first ideas of the action plan for SMEs. This made it possible to address more participants than usual to a stakeholder meeting. Mr. Johann Binder (Forschung Burgenland) presented the first ideas of the regional action plan to the

participants. Afterwards, ideas and suggestions were collected from the participants and possibly further future project ideas were developed. There were 11 participants present for this online event.

Third stakeholder meeting in Semester 5

Date 13 January 2022

Location online 10-12

Attended

1. Halper Carina (Forschung Burgenland)
2. Johann Binder (Forschung Burgenland)
3. Nicole Zemlyak (Forschung Burgenland)
4. Franz Kazinota (Leader Vorstand, Bürgermeister)
5. Schönfeldinger Marion (Fachhochschule Burgenland)

6. Springsics Kathrin (RMB, PR)
7. Dietmar Baurecht (RMB, Pakt für Beschäftigung)
8. Roman Wappl (RMB)
9. Susi Leitner (RMB, Controlling)

Agenda

The Austrian stakeholders met online on 13 January 2022 to learn more about the Regional policy action plan for the implementation of energy efficiency measures of SMEs in Burgenland. The event took place as part of the project SMEPlus in the frame of the INTERREG Europe programme.

Project manager Roman Wappl welcomed the participants and provided a status report on the SMEPlus project. The main part of the event was focused on the intervention of the project partner Research Burgenland, who presented the regional policy action plan that is to increase energy efficiency of Burgenland SMEs. A lively exchange on the action plan followed the presentation, and ideas for possible measures in this area were explored.

With this event, phase 1 of the SMEPlus project was completed. Despite the Covid-19 pandemic and some lockdowns, Burgenland was able to successfully complete this phase. In phase 2, the content of the action plan will be evaluated and the results of the action plan will be as well exchanged and evaluated with the other project countries.

3. The Netherlands

Date: November 23rd 2021, 13:30-15:00

Location: Online (Microsoft Teams)

| Attendees | Organisation |
|----------------------|-----------------------------|
| Floris van Dijk | County of Groningen/GWS |
| Rein Bouwer | Province of Drenthe |
| Maya Janssen (notes) | Province of Groningen |
| Luuk Ronde | Regio Groningen-Assen (RGA) |
| Suzanne Buter | Province of Groningen |

Agenda:

1. Opening, welcome
2. Update last months
3. Action plan
4. Questionnaire
5. Next meeting:

Notes

1. Opening, welcome

There are some guests attending this meeting:

Suzanne Buter is attending because she works at the economical department of the province of Groningen and therefor might have budgets for SME's available.

Luuk Ronde (RGA) is attending because of the regional approach of our actions; we (province of Groningen) work together a lot with province of Drenthe and the RGA is a facilitating partner for the region Groningen-Assen. (Assen is the capitol city of the province of Drenthe).

2. Update last months

We gave a short presentation of the study visits to Italy and Spain.

We explained the policy instruments of both partners and the effect on de SME's we visited.

Then we discussed the possibilities to implement elements of those policy instrument, with in mind that we don't have large budgets to our disposal.

3. Action plan

We discussed the draft action plan with the stakeholders. Looking at the policy instruments and good practices of the other partners but also looking at the results of our own policy instrument. Which was successful but we don't have the budgets to prolong the law enforcement. We talked about the value of the data that has been collected these last years and how we can use them to improve the advice that GWS wants to give to SME's on energy efficiency.

Our idea now is to analyze the data from the law enforcement but also from the GWS CO2 calculator to make a strategy on how to improve the advice. Maya will use this in the action plan.

4. Questionnaire

Maya asked the ODG if they can send out the questionnaire. Unfortunately they can not due to privacy issues. Floris suggests that Maya contacts de municipality of Groningen for help.

5. Next meeting

No date set yet. Maya will get back to this after the action plan has been approved.

If extra info is needed contact will go through email.

4. Italy

Bilateral discussion with key people and stakeholders in Italy in Semester 5

1. Prof. Massimo Beccarello (Confindustria)
2. Valentina Bagozzi (Confartigianato Imprese)
3. Maria Rita Sofi (C.N.A. CONFEDERAZIONE NAZIONALE DELL'ARTIGIANATO E DELLA PICCOLA E MEDIA IMPRESA)
4. Ms. Anna Maria Fontana, Div. IV (Managing Authority) - DGIAI - Ministero dello sviluppo economico (the partner)

5. Romania

Bilateral discussion with key people and stakeholders in Romania in Semester 5

1. Mihaela Dobre (Lupanescu) - representative of the South-West Oltenia Automotive Competitiveness Pole;
2. Ovidiu Balan - the head of project monitoring and verification department from the Intermediate Body for Regional Operational Program 2014-2020 in the South-West Oltenia Region.

6. Germany

Bilateral discussion with key people and stakeholders in Germany in Semester 5

1. Sebastian Hummel from the Ministry of Economics and Energy
2. Robert Weicht from LandesEnergieAgentur (LEA) – State Energy Agency

Semester 6(7) stakeholder meetings (01/02/2022 - 31/01/2023)

1. Spain

First stakeholder meeting in Semester 6

Date: 10/05/2022 (10:00 – 11:00)

Location: Zoom

Attended:

1. Iván Moya, Regional Director for Energetic Transition and Climate Change
2. Nathalie Beaucourt, Regional Director for Reindustrialisation, Innovation and Internationalisation.
3. Amadeo Lázaro, Economic Development Agency of La Rioja
4. Rebeca Fernández, Regional Directorate of European Funds and the Office in Brussels
5. Laura Urbieto, Business Federation of La Rioja
6. Laura Hidalgo, Professional Association of Electric and Renewable Energy Installators
7. Jorge García, National Association of Producers of Photovoltaic Energy
8. Enrique Esteban, Economic Development Agency of La Rioja
9. Susana Mangado, Economic Development Agency of La Rioja

The Chamber of Commerce of La Rioja was also invited but could not attend because of agenda problems.

AGENDA:

10:00 – 10:10: Action 1: Implementation of an Energy Efficiency Improvement Program for industrial SMEs. New Call of Grants and program definition (ADER – Susana Mangado).

10:10 – 11:00: Stakeholders discussion.

MINUS Program Presentation (ACTION 1 from SMEPLus La Rioja Action Plan)

Date: 27/07/2022 (11:00 – 13:30)

Location: Assembly Hall of La Rioja's Technology Center.

AGENDA:

- 11:00 Welcome and opening. Speaker: Luis Alonso Fernández, Manager of Economic Development Agency of La rioja (Ader).
- 11:15 MINUS Program presentation. Speakers: Rosario Uruñuela, RDI Program Manager and Susana Mangado SMEPlus Project Manager, from the Economic Development Agency of La Rioja (Ader).
- 11:35 Current energy price situation, consulting service MINUS Program. Speaker: David García Herce, CEO of Brener Energy Brokers.
- 12:35 Q&A
- Coffee Networking

Attendants (Name and Company):

| | |
|-------------------------------|---|
| Franciso Martínez Domínguez | Bodegas Franco Españolas |
| Irene Pastor | Bodegas Franco Españolas |
| Osca Peciña Iturbe | Bexiflón |
| Cristina San Miguel Mendoza | Ebro Same S.L. |
| Rafael Anguiano Matute | Ebro Same S.L. |
| Eduardo Ruiz Eduardo Ruiz | Arquitectura Técnica |
| Fernando Castrejana | Grupo Eco3G Consultores |
| Gonzalo Villar Adán | QE2 Econsulting |
| Alejandro Eguizábal Rodriguez | Eficen Research |
| Iñaki García | AEI Rioja Automoción |
| Pilar Matute | Libre |
| Maria isable Romano | MIR |
| Charo Uruñuela | Ader |
| Eva Martínez Jodra | Gutierrez y Asociados Consultores, S.L. |
| Juan Marcis Gallo Martinez | Esdír |
| Iván Izco Rojas | Izco y Galván |
| Laura Urbietta | Fer |
| Enrique Esteban | ADER |
| Susana Mangado | ADER |
| Andrea Estefanía | MACCAO |
| David García Herce | BRENER |
| Jose Ángel Esteras Martínez | Ecotelia |

2. Austria

Video Conference on 30.09.2022 – Results

Begin: 09:00 Uhr

Attended:

- Christian Öhler (BMK)
- Thomas Gieler
- Bernhard und Andreas Windsperger (IIÖ)
- Günter Felsberger / Julia Prem (Steiermark)
- Bertram Häupler und Stella Ho (Wien)
- Sabine Wolfsgruber (Salzburg)
- Patrick Dramberger (Kärnten)
- Wolfgang Konrad und Barbara Frick (Tirol)
- Ronald Wipplinger (Oberösterreich)
- Markus Kaufmann (Vorarlberg)
- Gerald Peischl (Burgenland)
- Anja Gahleitner (Oberösterreich)
- Barbara Nährer (Niederösterreich)

Agenda:

- Current Status of the database
- Implementation of the test system
- Next steps

Good practices

PIUS Programme Germany

Expert opinion

Katharina Krell

SMEs are among the target groups for resource and energy efficiency upgrades that are most difficult to mobilise, and dedicated programmes to support and motivate SME owners to take action are needed.

External advisory services such as energy and material use assessments bring the required expertise into the SMEs that typically do not have their own dedicated skilled energy or resource manager intro muro. The PIUS check does this.

Once the savings potential has been identified, it is further highly recommended to offer follow-up financing support for the implementation of these savings measures. To this end, a mix of grant and loan is best practice with SMEs. The PIUS Invest scheme offers this, and links nicely the level of grant to the savings expected by the investment, expressed in CO2 equivalent.

Overall, the PIUS check and invest scheme is a very good package to support and motivate SMEs to invest in resource efficiency.

Financed with ERDF, this is a handy tool of high interest to any MA who wishes to support their SME based in greening their business.

Energig Sweden

Expert opinion

Simon Hunkin

SMEs often struggle to implement energy efficiency investments, lacking both financial resources and the knowledge required to make investments into new technologies and processes. This practice for training and assisting SMEs is a strong example of business support, grouping companies into networks to provide support, with meetings a few times a year. The resulting average saving of 16% is impressive, and, as the practice notes is significantly higher than similar interventions. The practice could be transferred with the right skill and personnel, as well as with robust outreach activities. Gaining the trust of SME owners and communication the benefits of taking part will be key challenges.

Energy-efficiency through law enforcement

Expert opinion

Simon Hunkin

Energy efficiency can be encouraged with soft measures, or made mandatory and enforceable. However, the main challenge from this is the enforcement itself. The ensure action, municipalities can provide information and assistance to companies to help them take required actions, and also police enforcement. This practice combines the two approaches, providing information to all affected SMEs, requiring a plan which can be monitored, and then following up to ensure that actions have been implemented. The practice could be transferable, dependent on an enabling legal framework, sufficient financial resources and access to both legal and energy expertise. The high impact - 700 SMEs approached - could provide some additional incentive for regions looking to replicate.

Energy Efficiency Grants in La Rioja

Expert opinion

Simon Hunkin

SMEs often lack the knowhow, time, or resources to improve their energy performance, but there are significant improvements to be made and SME transition will be essential for meeting climate targets. Like several other schemes, this practice demonstrates two types of support: 100% funding for energy audits and advice, and a reduced rate of support for investments in the actual improvements, to leverage private investment. The two types of support are essential: the energy audit itself should be able to demonstrate to an SME the benefits of intervention, while the investment grant enables implementation. Providing the two separately enables SMEs to skip the audit step if they are already sure of the interventions they wish to make. The leverage rate of this practice demonstrates a good level of success.

Smart Businesses Groningen (Groningen Werkt Slim)

Expert opinion

Simon Hunkin

SMEs face several barriers in improving their energy performance, including lack of resources and information, and risk aversion. Many regions across Europe are now developing support schemes to provide advice to SMEs that can demonstrate the benefits of energy improvement and also help to de-risk investments. This practice is interesting for its online calculator and helpdesk - this may not be as accurate as a full energy audit, but enables the platform to reach many more SMEs for a small budget. Additionally, the focus on aspects beyond energy (renewables and efficiency) such as circularity and mobility is interesting. A key challenge for any region is communicating with SMEs, and the involvement of the local business association can play an active role in this. For more on SME support, you can check the PLP Policy Brief:

https://www.interregeurope.eu/fileadmin/user_upload/plp_uploads/policy_briefs/Championing_sustainable_energy_in_SMEs_policy_brief.pdf