



# PROJECT

## PRO-ENERGY

### D5.5.4. Follow-up plan for the sustainability of project results

<b>Work Package:</b>	5 Pilot Actions & Sustainability
<b>Work Package Leader:</b>	Region of Epirus - Regional Unit of Thesprotia
<b>Deliverable:</b>	D5.5.4. Follow-up plan for the sustainability of project results

<b>Version:</b>	V.01	<b>Date:</b>	30/09/2022
<b>Type:</b>	[Report] - Partner Contribution		
<b>Availability:</b>	Project Level		
<b>Responsible Partner:</b>	Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises		
<b>Editor:</b>	TREK Development S.A		

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 12.01.2023

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# Interreg Balkan-Mediterranean PRO-ENERGY

**Contribution of the Regional Development Agency with Business Support Centre  
for Small and Medium-sized Enterprises**

**Plovdiv**

**Bulgaria**

**2022**



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## IDENTIFICATION SHEET

Project Ref. No.	BMP1/2.2/2052/2019
Project Acronym	PRO-ENERGY
Project Full Title	'Promoting Energy Efficiency in Public Buildings of the Balkan Mediterranean territory'

Security (distribution level)	Confidential
Date of delivery	30/09/2022
Deliverable number	5.5.4
Type	Report- Partner Contribution
Status & version	Final 1.0
Number of pages	24
Responsible partner	Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises
Editor	TREK Development S.A.



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**SECTION 1 PROJECT OVERVIEW**

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## 1.1 General Information

PRO-ENERGY is a transnational cooperation project, co-financed by Programmer for transnational cooperation „Interreg V-B Balkan Mediterranean 2014-2020“, under Priority Axis 2, Specific Objective 2.2 Sustainable Territories. The project aims at promoting Energy Efficiency in public buildings in the Balkan Mediterranean territory and to create a practical framework of modelling and implementing energy investments interventions, through specific ICT monitoring and control systems, as well as through energy performance contracting (EPC). The specific objective of PRO-ENERGY is to reduce by more than 20% the energy spending in public buildings of the participating entities in one year after the implementation of pilot actions.

The common challenge of PRO-ENERGY is to improve energy efficiency of public buildings (municipal/provincial/regional buildings, schools, universities, health centres, hospitals, museums, sports facilities etc.). This is a common problem faced by the territories participating in the project characterized by old facilities, outdated/degraded building façades, materials & equipment (insulation, electrical appliances, cooling/heating systems etc.), low energy consciousness & awareness, lack of skilled civil servants, etc. all leading to high energy consumption & CO2 emissions.

In this direction, **WP5 (Pilot Actions & Sustainability)** includes the implementation of pilot actions designed & specified in the Joint Strategy (WP3) & the drafting of a follow-up plan for sustainability of results (pilot actions, trainings) & its consultation with stakeholders.

Sustainability will be addressed in the **Follow-up Plan for the sustainability of project results** which is drafted in WP5. It will outline the strategy for ensuring durability/sustainability of outputs/results in institutional/financial/political terms after the project end & propose specific actions with timetable, milestones, funding sources & indicators for monitoring the implementation.



SECTION 2

DESCRIPTION OF THE PRO-ENERGY  
PROJECT - CURRENT  
ACHIEVEMENTS

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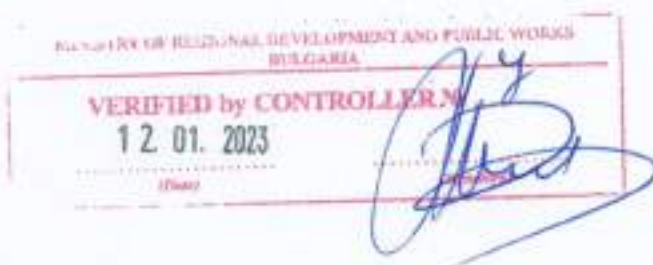
## 2.1 Introduction

The PRO-ENERGY project was launched as a very ambitious intervention aimed at improving energy efficiency of public buildings (municipal/provincial/regional buildings, schools, universities, health centres, hospitals, museums, sports facilities etc.).

At the same time, the project is focused to create a practical framework of modelling & implementing energy investment interventions through specific ICT monitoring & control systems.


The project kicked off in February 2019 and is expected to last until July 2022. The project partners are:

- Region of Epirus - Regional Unit of Thesprotia - Greece
- Development Agency of Evia SA - Greece
- Cyprus Energy Agency - Cyprus
- Department of Electrical and Mechanical Services - Ministry of Transport, Communications and Works- Cyprus
- Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises - Bulgaria
- National Agency of Natural Resources- Albania





## 2.2. Overview of the Objectives

Project Objectives					
To promote Energy Efficiency in public buildings in the Balkan Mediterranean territory & to create a practical framework of modelling& implementing energy investment interventions, through specific ICT monitoring& control systems, as well as through energy performance contracting (EPC)					
Specific Objectives					
To reduce by more than 20% the energy spending in public buildings of the participating entities in one year after the implementation of pilot actions					
Programme Outputs, indicators & Project Main Outputs					
1 open-source Joint ICT Platform guiding energy consumers behaviour to energy saving actions contributing to the achievement of 20% reduced energy spending in public buildings & to increased energy efficiency	1 Joint Strategy & Action Plan contributing to developing effective energy efficiency policies & measures & to defining pilot actions for the reduction of energy spending in public buildings	1 Joint Cost-Benefit Analysis Modeller (open to all) supporting decision-making for retrofits, renovations etc. which lead to increased energy efficiency.	1 Framework for energy-related interventions in public buildings which includes the implementation of Energy Audits in selected public buildings enabling through smart sensor systems the recording of energy consumption	15 Training sessions (seminars, study visits, eLearning etc.) on energy-related topics (energy management process, monitoring, targeting, energy auditing, regulations & standards, development of energy projects, financial tools & techniques with emphasis	1 Benchmarking Tool for the benchmarking of participating authorities regarding energy performance & the promotion of energy efficiency & savings in public buildings.
					

				on energy performance contracting etc.) contributing to increased capacities of energy managers & other stakeholders leading to medium-term & long-term energy efficiency.	
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## Operational Objectives

(connected with the respective Work Packages)

<p>WP1: SME Coordination</p>	<p>WP1 aims to ensure timely &amp; proper implementation of project activities &amp; coordination of all partners, &amp; includes project management &amp; reporting activities, project meetings (also kick-off), evaluation &amp; monitoring performance activities (Indicators &amp; mid-term evaluation), quality assurance (manual &amp; procedures) &amp; participation to programme events.</p>
<p>WP2: Communication &amp; Dissemination</p>	<p>WP2 aims to disseminate &amp; diffuse project results, to involve stakeholders in project activities &amp; to ensure replicability &amp; multiplier effects of the project; it includes the drafting of the Communication Plan (definition of stakeholders strategy, messages, channels, action plan, assessment), the implementation of the Action Plan (project identity, website, social media, brochures, events, e-Newsletters, videos), monitoring of action's plan implementation, &amp; the design of the PRO-ENERGY roadmap for replicability of results/multiplier effects &amp; the roadmap's consultation with local/ regional/ national/ European stakeholders.</p>
<p>WP3: Joint Regional Analysis Strategy &amp; Framework</p>	<p>WP3 aims at formulating a Joint Strategy &amp; Action Plan for the whole Balkan Med area regarding energy efficiency through behavioural change based on the analysis of the existing situation regarding energy efficiency in participating territories incorporating mapping of policies, initiatives &amp; interventions &amp; the selection of good practices &amp; benchmarking of participating authorities, at building know-how which will be used in trainings of WP4 &amp; at establishing the framework for the pilot actions of WP5 through the establishment of joint criteria for selecting pilot public buildings, the identification/selection of pilot buildings from all territories &amp; the implementation of energy audits (smart metering) in these buildings.</p>

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WP4: Capacity Building for Energy managers	WP4 capitalizes on knowledge & results of WP3 & includes the identification/selection of trainees (energy managers), the assessment of their training needs, the design & development of training curricula on topics such as energy management process, monitoring, targeting, energy auditing, solution development, regulations& standards, development& management of energy projects, financial tools & techniques with emphasis on energy performance contracting etc., the organization of training sessions (eLearning, study visits, seminars etc.) as well as the evaluation of training sessions
WP5: Pilot Actions & Sustainability	WP5 includes the implementation of pilot actions designed & specified in the Joint Strategy (WP3) & the drafting of a follow-up plan for sustainability of results (pilot actions, trainings) & its consultation with stakeholders.



**SECTION  
3**

**FOLLOW - UP ACTIVITIES**

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### 3.1. General Overview

This part will give an overview of the key points of the future strategic plan that the partnership has prepared for the sustainability of the PRO-ENERGY project, in an attempt to capitalize the acquired knowledge and experience and to formulate the best follow-up strategy for the project. The Follow-Up Activities formulated by the partnership have been based on a common, simple methodology: initially, the mission and goals of each of the partners as regards PRO-ENERGY in general and the specific Output (i.e., the strategic plan, the platform etc.) developed are analysed. Then, a specific activity that builds on the Output is proposed with a short description. The Activity is then supported by listing the Actions Required in order to implement the Activity and by listing the Required Resources.

Finally, for each activity a short Opportunities & Challenges matrix is created, along with an initial timeframe for implementation.

Once all partners have submitted their Sustainability Plans, the LP - Region of Epirus will create a united consolidated Plan.

*Note: Towards the fruitful and most purposeful completion of the Sustainability Plans, every partner is instructed to conduct their own alongside a careful consultation with their respective stakeholders (Annex I) and include the feedback received inside their Sustainability Plans. The main purpose behind this action, is that consultation with stakeholders within all participating areas shall help gain insights & ensure commitment & consensus.*



The present document outlines the contribution in the Follow-up Plan of the

## Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises - Plovdiv

### 3.2. Sustainability Plan for the "Joint ICT Platform"

Output: Joint ICT Platform	
Institutional Mission & Goals	The Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises supports all processes that aim to promote such innovative initiatives, embedded with energy reduction.
Proposed / Planned Sustainability Activities	The ICT platform will be kept up-to-date and populated in collaboration with relevant stakeholders. These kinds of tools will be preserved and continue to operate and promote energy reduction in public buildings of Plovdiv area.
Actions Required	A Memorandum of Understanding between the Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises and the selected Operator for the platform will be drawn.
Resources Required (Human Recourses / External Expertise / Equipment)	Annual budget for additional content creation and financing the operational support of the platform. Looking for possibility of upgrading the PRO-ENERGY ICT platform with new project under Euro-MED Programme.
Opportunities & Challenges	The Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises, having hands-on experience on the design & development of complex ICT platforms, will capitalize upon the opportunity that the operation of this platform offers.  The sustainability of the platform is challenging since it requires sufficient users to be visiting the platform in order to have an impact.
Timeframe of implementation	2022 onwards
Comments	N/A



### 3.3. Sustainability Plan for the “Joint Strategy & Action Plan”

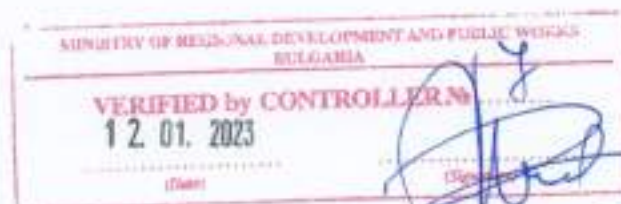
Output: Joint Strategy & Action Plan	
<b>Institutional Mission &amp; Goals</b>	Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises is responsible to promote and support regional development, by creating, promoting, and supporting initiatives that support its mission. Thus, the created Joint Strategy & Action Plan fulfils this purpose.
<b>Proposed / Planned Sustainability Activities</b>	Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises has formally adopted the Joint Strategy & Action Plan and is incorporating its elements across programmes and projects that is implementing.
<b>Actions Required</b>	No formal action is required. Implementation of specific actions, within existing and future programmes/ projects
<b>Resources Required</b> <i>(Human Recourses / External Expertise / Equipment)</i>	One contract of External Expertise for the creation of an implementation Plan.
<b>Opportunities &amp; Challenges</b>	The Joint Strategy & Action Plan provides the opportunity to unify several programmes and projects that are implemented or future project under Euro MED Programme by Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises. By adopting and incorporating the innovative elements of the Joint Strategy and Action Plan within other programme, the project's sustainability is ensured.
<b>Timeframe of implementation</b>	immediate implementation
<b>Comments</b>	N/A





### 3.4. Sustainability Plan for the “Joint Cost-Benefit Analysis Modeller”

Output: Joint Cost-Benefit Analysis Modeller	
<b>Institutional Mission &amp; Goals</b>	Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises supports all processes that aim to promote such innovative initiatives, embedded with energy reduction.
<b>Proposed / Planned Sustainability Activities</b>	The Joint Cost-Benefit Analysis Modeller will be (open to all) supporting decision-making for retrofits, renovations etc. which in turn, is planned to lead to increased energy efficiency in the pilot building and the other buildings of University of Agribusiness and Regional Development.
<b>Actions Required</b>	No formal action is required. Implementation of specific actions, within existing and future programmes/ projects
<b>Resources Required (Human Recourses / External Expertise / Equipment)</b>	Funding of energy upgrades through cost reductions and future projects
<b>Opportunities &amp; Challenges</b>	The CBA modeller alongside the pilot actions foreseen are jointly developed & applied, leading on the one hand to economies of scale & on the other to useful dynamic interregional comparisons & benchmarking, hence stimulating continuous improvement processes & regional excellence
<b>Timeframe of implementation</b>	Immediate activation/implementation and future projects submission and implementation
<b>Comments</b>	N/A



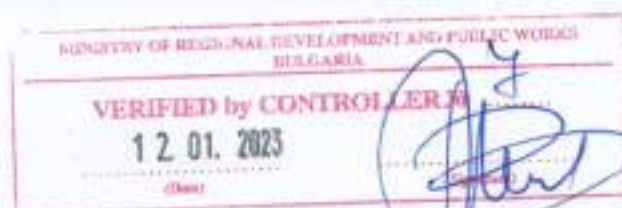
### 3.5. Sustainability Plan for the “Framework for energy-related interventions”

Output: Framework for energy-related interventions	
Institutional Mission & Goals	The Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises supports all processes that aim to promote such innovative initiatives, embedded with energy reduction.
Proposed / Planned Sustainability Activities	The Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises will coordinate with its key stakeholders, in order to promote the adoption of this framework by all relevant stakeholders and any other interest party.
Actions Required	No formal actions are required.
Resources Required (Human Recourses / External Expertise / Equipment)	No additional resources are required.
Opportunities & Challenges	Deployment of Renewable Energy Sources requires heavy investment, takes time to pay-back and entails the existence of a solid/effective legislative framework
Timeframe of implementation	Immediate implementation
Comments	N/A



## 3.6. Sustainability Plan for the “Training sessions”

Output: Training sessions	
<b>Institutional Mission &amp; Goals</b>	The Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises, participates and promotes the engagement in the training sessions that are bound to produce added value for the project along with the opportunity to promote further collaborations
<b>Proposed / Planned Sustainability Activities</b>	The energy-related topics of the training sessions (seminars, study visits, eLearning etc.) can be on energy management process, monitoring, targeting, energy auditing, regulations & standards, development of energy projects, financial tools, and techniques with emphasis on energy performance contracting etc.). They will be arranged to contribute to increased capacities of energy managers & other stakeholders leading to medium/long-term energy efficiency at district NUTS 3 and regional level NUTS 2. RDA BSC SMES is a member of the Council for regional Development of South-Central Region of Bulgaria NUTS 2, also with the support and engagement of the Sustainable Energy Development Energy.
<b>Actions Required</b>	Apart from the trainings themselves, no other planned action will be required.
<b>Resources Required (Human Recourses / External Expertise / Equipment)</b>	No additional resources are required.
<b>Opportunities &amp; Challenges</b>	Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises will reinsure that the trainings for Energy Managers will be organised and implemented with the aim to reduce disparities between regions and discrimination based on age, gender, disability etc, also with the support and engagement of the Sustainable Energy Development Energy.
<b>Timeframe of implementation</b>	immediate implementation
<b>Comments</b>	N/A



### 3.7. Sustainability Plan for the “Benchmarking Tool”

Output: Benchmarking Tool	
<b>Institutional Mission &amp; Goals</b>	The Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises supports all processes that aim to promote such innovative initiatives, embedded with energy reduction,
<b>Proposed / Planned Sustainability Activities</b>	The Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises will reassure that this tool will be used for the benchmarking of participating authorities regarding energy performance & the promotion of energy efficiency & savings in public buildings.
<b>Actions Required</b>	Apart from the “benchmarking tool” itself, no other planned action will be required.
<b>Resources Required</b> (Human Resources / External Expertise / Equipment)	No additional resources are required.
<b>Opportunities &amp; Challenges</b>	This kind of tool will lead on the one hand to economies of scale and on the other to useful dynamic interregional comparisons and benchmarking, hence stimulating continuous improvement processes and regional excellence
<b>Timeframe of Implementation</b>	Immediate implementation
<b>Comments</b>	N/A

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**SECTION  
4**

**JOINT FOLLOW-UP ACTIVITIES**

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## 4.1 Proposed joint activities

Activity	Goal	Proposed implementation vehicle (funding programme or other)
Dissemination of PRO-ENERGY's Benchmarking tool	To maximise the impact of the PRO ENERGY project and utilize its key outcomes	<ul style="list-style-type: none"> <li>✓ Interreg Euro-MED Programme 2021-2027</li> <li>✓ Interreg Danube Transnational Programme 2021-2027</li> <li>✓ Interreg Europe 2021-2027 Programme</li> <li>✓ Green Deal</li> <li>✓ Erasmus +</li> </ul>
Skills Development for the Energy Sector	To upgrade the skills and capacity of energy professionals, especially of smaller businesses and niche markets	<ul style="list-style-type: none"> <li>✓ Interreg Euro-MED Programme 2021-2027</li> <li>✓ Interreg Danube Transnational Programme 2021-2027</li> <li>✓ Interreg Europe 2021-2027 Programme</li> <li>✓ Green Deal</li> <li>✓ Erasmus +</li> </ul>
Incorporating of PRO-ENERGY project results, politics, and strategic documents in future projects under Euro MED Programme and other transnational programmes in the period 2021 - 2027.	To maximise the lessons learned and developed energy saving measures and training materials.	<ul style="list-style-type: none"> <li>✓ Interreg Euro-MED Programme 2021-2027</li> <li>✓ Interreg Danube Transnational Programme 2021-2027</li> <li>✓ Interreg Europe 2021-2027 Programme</li> <li>✓ Erasmus +</li> </ul>
Incorporating of PRO-ENERGY project topics and results in Bachelor & Master degrees and specializations and living labs	To improve the quality of university education in the field of energy efficiency, etc.	<ul style="list-style-type: none"> <li>✓ Erasmus +, University alliance and Horizon 2020</li> </ul>



**SECTION 5 ANNEXES**

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## ANNEX I -Methodology of public consultation

Any kind of meeting or event is intended to produce an outcome, whether it is only for the participants and their organisations (e.g. a workshop) or has a wider impact (e.g. an open event, conference, etc.). A key common feature that all types of meetings and events should have in common is that they should have the potential to inspire or at least keep participants engaged, creating the conditions for open participation and constructive dialogue.

The job of a "Facilitator" is to ensure that any meeting/event proceeds smoothly, according to the schedule, the desired outcome and with equitable treatment of participants.

Consultation events also have a need for tangible, immediate and measurable outcomes, which are a synthesis of the views and decisions expressed during the meeting/workshop. In order to achieve the objectives, modern procedures and tools are used, some of which are briefly presented in the table below.

Procedures	Tools
<ul style="list-style-type: none"> <li>Defining the roles of participants, setting the agenda, timetable, and "rules"</li> <li>Recording of contributions, questions, management of "individual" interventions</li> <li>Adapting the approach according to the audience and participants</li> <li>Maintaining the 'neutrality' of the facilitator</li> <li>Active listening - respect for all positions</li> </ul>	<ul style="list-style-type: none"> <li>"Idea-Proposal-Recommendation" for the creation of a strategy and/or action plan</li> <li>"Available space" for issues of equal importance but outside the scope of the discussion</li> <li>"Circular Discussion" to ensure that all participants have a voice</li> <li>"Narrative" to create coherence on the proposal</li> </ul>

