PRESOURCE

Minutes of Partner Meeting

27th – 28th May 2013, Lodz, Poland

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Participants

1. Daniel de Graaf, UBA
2. Johannes Fresner, STENUM
3. Pavel Růžička, ENVIROS
4. Vladimir Dobes, ENVIROS
5. Robin Bürger, Fraunhofer MOEZ
6. Jens Rockel, Fraunhofer MOEZ
7. Caterina Rinaldi, ENEA
8. Stanisław Aleksandrow, Pro-Akademia
9. Anna Széchy, Corvinus
10. Gyula Zilahy, Corvinus
11. Janka Clauder, BMU
12. Sebastian Schmidt, VDI Center for Resource Efficiency

1. Transnational PP workshop on EDIT VALUE

Presentations

- Interviews with SMEs DE
- Interviews with SMEs CZ
- Interviews with SMEs HU
- Interviews with SMEs IT
- Interviews with SMEs AT
- EDIT VALUE

PPs presented the results of their interviews to companies. The following findings were discussed:

- In most countries the primary focus of companies is on energy savings. Reasons might be: energy is a major cost factor; while companies are aware of rising energy prices they seem to ignore the price of lost raw materials; energy consumption is easier to measure compared to material flows; energy savings have no direct effect on the quality of the product, while material savings might have.
- In all countries a major driver for RE measures are economic aspects / costs reductions, while the major barriers are lack of finance for initial investment and long pay back time, as well as high bureaucracy (in case of public funds) and lack of information. In most countries companies finance RE measures through own funding. Generally, systematic RE measurement is not in place. The same applies to external benchmarking.

Enviros presented progress on the development of the integrated methodology for EDIT VALUE.
A table for the investigation of aspects (or potentials) for improving RE and sustainability within a business was developed (see below). The table shall serve as guidance for consultants or companies to identify RE needs (step 1).

Level of implementation:		Irrelevance	Absence	Preparation	Integration	Proaction	Weight	Note
Element (of an aspect)	**2.10 Implementation of suitable stakeholder analysis and involvement system**	Irrelevant for business activity	None	Is being prepared	Is implemented	System is effectively implemented	**A** **B** **C**	
		0	**1**	**2**	**3**	**4**		Result

As part of step 1, EDIT VALUE also includes: a) stakeholder analysis, b) analysis of material and energy inputs / outputs, c) analysis of product life cycle. After the identification of aspects, appropriate intervention tools are presented (step 2) and the feasibility of the identified tools is assessed (step 3).

Partners proposed that both the wording and numbering should be made clearer (e.g. use of the word “app” instead of “tool” or use of traffic light colours to indicate relevance of aspects).
Partners agreed that EDIT VALUE shall be integrated in the PRESOUCE website, however ways and means still need to be discussed.

2. Transnational PP workshops on Stakeholder & RE Activity Mapping

Presentations

- Mapping of Stakeholders & Activities
- Concept for Transnational Workshops

VDI presented the results of the mapping of stakeholders and activities in each of the CE countries. The analysis shows that there are different forms of cooperation, that existing funds and institutions are adapted to the needs of RE and strategically realigned and that the awareness of RE-related arguments is underdeveloped in many relevant groups of society - especially economic chances. Detailed results are presented in the attached PPT.

Stakeholder dialogue and workshop conception
Overall 8 transnational workshops are planned on tools and experiences (2), institutional support schemes and structures (3), norms, standards and indicators (1) and action plan development (2). Participants shall be intermediaries (associations, consultants, public administrations) and have an active role in the workshop / report on their experience. Each workshop shall have minimum 25 external participants from at least 3 CE countries.

Budapest workshop
The first workshop on institutional support schemes and structures will take place in Budapest (Hungary) and serve as an introduction to all following workshops. The workshop shall include discussion on good practices of support measures (what works/has worked?) and provide input to NAP drafting.
The workshop shall especially involve ministry representatives and actors involved in the drafting of National Action Plans. Some participants from the EU level shall also be involved. The workshop will take one day (morning to early afternoon).
All partners shall participate and each shall send 1-2 experts to the workshop. Partners might among others address advisory board members of Act Clean.

Further workshops: schedule

- 13th September 2013, Corvinus HU => introduction & institutional support schemes and structures
- December 2013, BMU DE => introduction & institutional support schemes and structures
- December 2013, BMU DE => institutional support schemes and structures (non-financial)
- July 2014, ENEA IT => Tools and experiences
- April 2014, ENVIROS CZ => Action Plan development & Tools and experiences
- May 2014, MOEZ DE => Financial support schemes (public, private and innovative)
- October 2014, MOEZ DE & STENUM AT => Financial support schemes (public, private and innovative)
- January 2014, UBA DE => Tools and experiences

3. Transnational PP workshop on Competence Platform

Presentation

- Concept for Competence Platform

- Target group: the Platform does not target SMEs directly but rather intermediaries (agencies, associations, chambers etc.) and public actors supporting and working with SMEs. Also, the Platform provides information on public financial actors and their instruments.
- Resource Atlas: the Platform will include an interactive map. Clicking on a CE country, a separate page will open with respective country information. The Platform will provide information on actors (private, public, networks) and their activities. With regard to the financial sector, only information on public funding programmes will be included. The user will be able to search / filter information according to categories.
- Tools: the Platform will promote the tools of EDIT VALUE and provide i.a. information on public funding and consultancies (however, only those consultancies participating in the trainings on EDIT VALUE).
- iFrames / links to good practice databases: no additional good practice database will be developed, but the Platform will have iFrames or links to existing databases.
- EDIT VALUE: once the EDIT VALUE Tool is further developed, it shall be integrated in the Platform. Ways and means will be then discussed.
- Statistics: it will be possible to generate internal web statistics.
- Good practice of the month: the home page will feature a “good practice of the month”. Responsible for the example will be the partners in a successive way and on a monthly basis.
- Link / inclusion in other Platforms: in the future the Competence Platform shall ideally be linked to / included in existing platforms / portals (e.g. UNEP SCP Clearinghouse or UNIDO RECPnet Knowledge Management System).

4. Communication

s.Pro presented proposals for PRESOURCE logos and partners agreed on one of them. s.Pro reminds the partners to provide comments on the communication plan and especially on project messages.

5. Transnational PP workshop on Financial Instruments

Presentations

- Economic incentives and funding framework
- Interviews with financial actors AT
- Interviews with financial actors HU

Key Results of Expert Interviews: Presentation and Discussion

PPs presented their findings of the interviews conducted so far with relevant actors from the financial sector in their respective countries. Stenum, Corvinus University and MOEZ presented PPTs, which are attached to these Minutes.

The presentation of the findings was done along the structure provided by Fraunhofer MOEZ:

Country:	Interviewed organizations/ financing Institutions (n=?)	Relevant organizations/ financing Institutions	Financial instruments	Main criteria for investment/ financing in RE-innovations	Barriers and drivers of financing/ Investing in RE-innovations	Best practice example	Recommen-dations
Public							
Private							
Innovative							

Many conclusions are similar throughout the countries of the PRESOURCE Network. They are well presented in the attached PPTs. So far only Stenum and Fraunhofer MOEZ managed to complete all interviews that they intended to conduct:

Country	Interviews conducted so far	Target for total number of interviews	Still to be conducted
Austria	15	15	0
Italy	/	5 - 10	5 - 10
Czech Republic	10	15	5
Poland	3	7 - 10	7 - 10
Hungary	4	15	11
Germany	36	45 (voluntary increase compared to Bologna)	9

The following special issues were discussed in more detail:

- Some of the interviewees seem to be reluctant to be cited / to sign off their statements (this requires authorization from the HQ)
- **In some countries high liquidity vs. risk averse provision of loans from Banks:**
  In times of low interest rates for savings, bonds etc. an enormous amount of cash is searching for investment opportunities. Many interviewees asked the PPs whether they would have opportunities in their business field. At the same time the private financial sector is getting more and more risk-averse – also because "Basel III" requires them to increase their share of private equity. Thus SMEs have increasing problems of getting a loan from a private bank.
- There seem to be high differences in the financing costs (i.e. interest rates for loans differ a lot from country to country).

6. Reporting

EPCO presented 2 reporting templates:

- 1 template to facilitate the activity reporting (with a special focus on the indicators)
- 1 template to facilitate the financial reporting (with a link between the cost items per budget line and the breakdown of expenditures to be completed by each FLC). This template is

updated by EPCO for every reporting round and allows the PP the monitoring of their own expenditure

The project partners have been asked to make use of these templates. This would contribute to decreasing the clarification loops with the JTS and thus a faster approval of reports.

7. Next steps

Next steps and deadlines WP3

30 June 2013: UBA, Stenum and ENEA should provide input to revising form 1.4

31 July 2013: Enviros will circulate new draft of form 1.4 to PPs for comments

31 August 2013: PPs provide feedback on new form 1.4

12 September 2013: Enviros will make the preliminary EDIT VALUE tool available for discussion in Budapest meeting

30 September2013: All PPs will have completed their interviews with SMEs and provide Enviros with their findings of the interviews (roughly 2- 3 pages per country)

4 November 2013: Draft training programme completed to be (internally) piloted in Graz

Next steps and deadlines WP4

15 June 2013: EPCO will provide template with uniform corporate identity for analytical reports (plus circulate once more the description of the report structure as circulated by Fraunhofer MOEZ already earlier)

30 June 2013: Fraunhofer MOEZ will provide ToR for conducting the desktop research (on country-level) on available cost benefit analyses

01 September 2013: All PPs should have completed their interviews with stakeholders from the financial sector. By 1 Sep 2013 they shall send their analytical reports to Fraunhofer MOEZ

01 October 2013: All PPs should send their input on cost benefit analysis to Fraunhofer MOEZ

Next steps and deadlines WP5

10 June 2013: BMU/ VDI ZRE together with Corvinus University will circulate an outline of the concept for the Budapest workshop (13 Sep 13)

BMU will circulate a new plan for transnational workshops (topic, dates and hosts)

BMU/ VDI ZRE will circulate a revised concept for the competence platform. PPs shall provide their feedback until 14th June

31 July 2013: BMU will provide a stakeholder mapping for the EU level

Next steps and deadlines WP2

s.Pro will provide to the partners: the logo in different formats; templates for e.g. PPTs, reports and the PRESOURCE roll-up. Partners will provide comments on the draft communication plan, with a special focus on project messages.