

2nd Online Mini Workshops
Series

Renovation Wave in Action -
Sharing Experiences

1st Webinar

Aggregation of projects in an area-based approach

The experience in the Region Hauts-
de-France

29th April 2020
(09:30-10:30 CEST)
Via GoToMeeting

EurACE
THE EUROPEAN ALLIANCE OF COMPANIES
FOR ENERGY EFFICIENCY IN BUILDINGS



Moderated by:



Presented by H el ene Sibileau
EuroACE Senior EU Affairs Manager

Guidance

- You are kindly asked to remain muted
- No cameras for the whole duration of the webinar
- Only speakers and moderator will stay unmuted
- A 20-25 minutes Q&A session will follow the main presentation
- Ahead of, and during, the Q&A session, questions will have to be sent to “**Everyone**” in the **GoToMeeting chat box**.
- Questions should be as concise as possible and specify to whom they are directed
- The moderator will group questions and then address them to the speakers
- If time does not allow to cover all questions, they will be forwarded to the speaker for later response
- The PowerPoint presentation and questions will be shared with you in due course

Introduction



Julie Kjestrup
President of EuroACE

Presentation by:



Adrian Joyce
Secretary General of EuroACE

About EuroACE

12 Member Companies,
Cross-sector representation:



More than 200,000 employees

More than 900 production facilities and
office locations in the EU



About EuroACE

Improving the energy efficiency of buildings and reducing their energy demand is the **most cost-effective** method of:

- Creating employment and securing economic growth
- Providing Europeans with comfortable and healthy homes
- Meeting carbon reduction targets
- Achieving energy security





RENOVATE EUROPE

- EU-wide political communications campaign
- Focuses exclusively on ambitious energy *renovation* of the building stock, motivating EU and national institutions to take action
- 38 partners, including 14 at national level
- High political support with the *Champions Together for Renovation*

#PrioritisePeople
#AccelerateRenovation



Showcasing best practices...

- All information about exhibition available at <https://www.renovate-europe.eu/reday/reday-2019/online-resources/>



Today's discussion

An area-based approach linked to technical assistance and how it has been successful in a Region of France

Short reminder of the EuroACE views on this topic

Keynote presentation will follow from Elodie Denizart the Region of *Hauts de France*



Area-Based Approach

What is an *Area-Based Approach*?

- Define a group of buildings closely located to each other based on ratio of worst-performing buildings (or other criteria)
- Plan to renovate all buildings in the defined area at the same time
- Ensure significant *enabling measures* are available

Advantages

- Achieve economies of scale
- Permits improvement of all parts of an area
- Helps avoid feelings of discrimination
- Consolidates communities
- Urban regeneration/just transition in action

Which *Enabling Measures*?

- Coherent long-term renovation strategies
- Targets for the energy demand reduction for each area or building typology
- Binding minimum energy performance standards when renovating
- Independent technical assistance at all stages
- Financial instruments tailored to each consumer segment

Area-Based Approach

Local Governance

- ▶ Experience shows that trust is built close to home
- ▶ Many cities and regions have regulatory powers
- ▶ Early experience with area-based programmes is positive (France)



The experience of Hauts-de-France



Elodie Denizart

EU Policy Officer, Permanent Representation of Hauts-de-France Region to the European Union

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Mission to the European Union



Région
Hauts-de-France

WEBINAR



Renovation Wave in action
29th of April 2020

Regional strategy for private home renovation



REGIONAL CONTEXT

WHERE IS HAUTS-DE-FRANCE?

- Northern France
- Region of **6 million inhabitants**
- Administrative merging of the 2 former regions **Picardie** (2 million inh.) and **Nord-Pas de Calais** (4 million inh.) in 2016

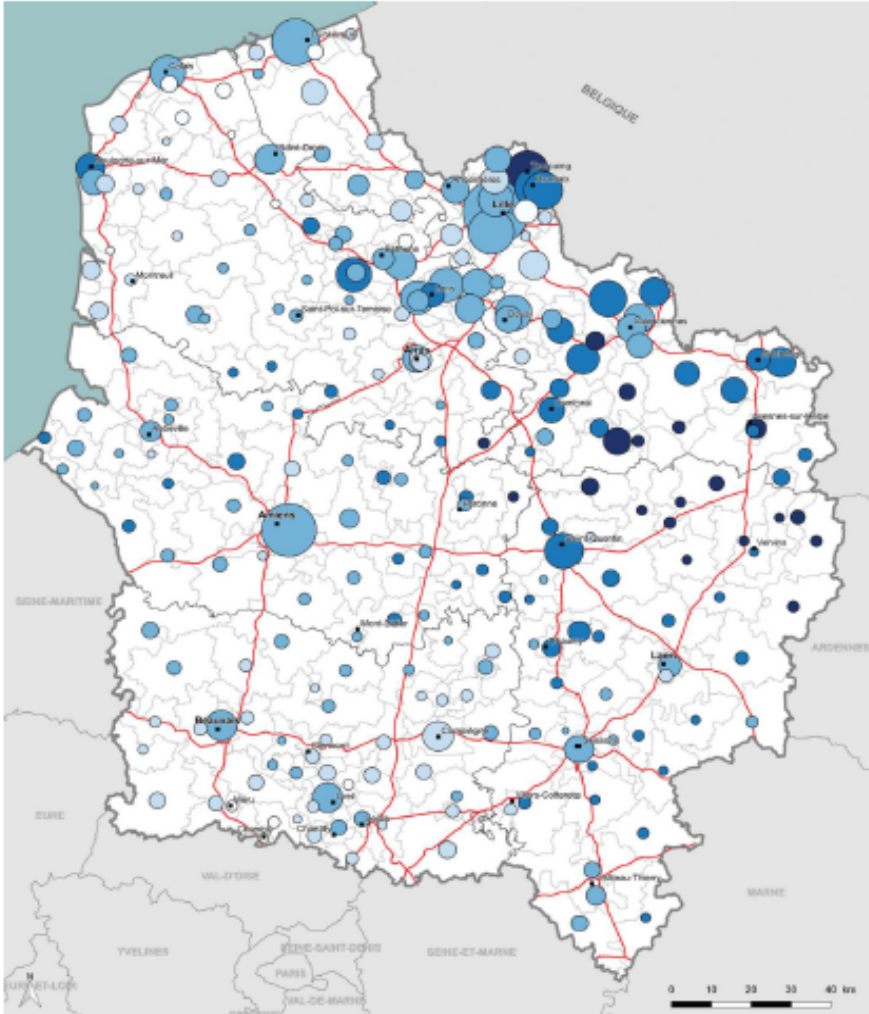


REGIONAL CONTEXT FOR PRIVATE HOMES



Région
Hauts-de-France

Résidences principales construites avant 1975
Source : DREAL Hauts-de-France – Filocom 2016



Nombre de résidences principales
construites avant 1975



Part des résidences principales construites avant 1975
dans le parc total de résidences principales



- 2,5 million of primary residences within which:
 - 60% (1,5 million of homes) built before the thermal regulation of 1975
- Regional specificity: the part of detached houses (71%) much more than the national average (56%)
- The structure of the housing stock varies a lot depending on the territories:
 - Big volumes on the Lille Metropole area, as well as Dunkerque and Amiens
 - Most energy « sieves » in the rural areas, as well as some of Lille Metropole sectors

POLITICAL FRAMEWORK FOR PRIVATE HOME RENOVATION

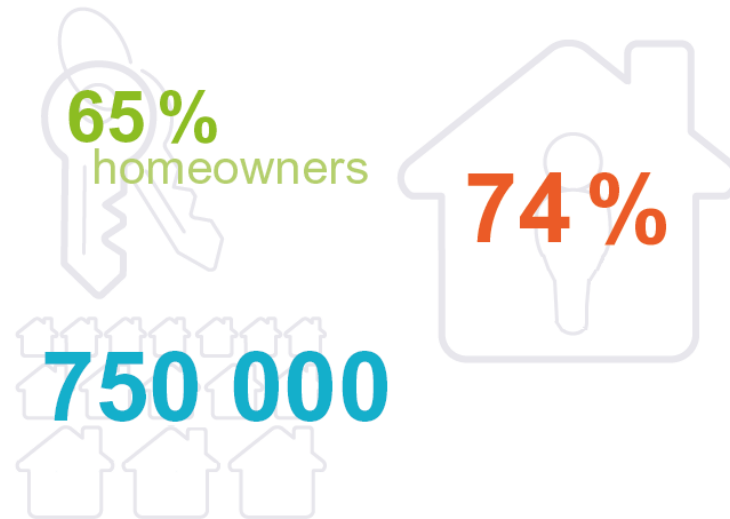
- **2013:** creation of the Regie for the **Public Service for Energy Efficiency (PSEE)** by the Picardie Region
- **2014-2017: EIB-ELENA** (experimentation to renovate 2.000 housing units)
- **2016:** administrative reform / **merging** of Picardie and Nord-Pas de Calais // 2 operational programmes for structural funds 2014-2020
- **2017-2019** : extension of the **ELENA** facility
- **2017-2020: Interreg 2 seas** project Triple-A
- **2019-2020:** setting-up of a new **regional strategy** on private home renovation for 2020-2024, including:
 - Deployment of the Pass Renovation / Public Service for Energy Efficiency
 - Development of Housings one-stop-shops at local levels



FOCUS ON THE PUBLIC SERVICE FOR ENERGY EFFICIENCY (PSEE)

INITIAL CONTEXT AND OBJECTIVES

Housing stock in Picardie



Per capita income below average and
higher unemployment rate
Energy bills higher by 23% than
average

Political impulse in 2012 - 2013

Need to aggregate individual projects
in order to

- Create a virtuous circle for local economy: funding of renovation works performed locally through savings on energy bills (i.e losses for the local economy)
- Be able to impact both supply and demand through a new market

ABOVE ALL: THE QUESTION OF TRUST

« Tiers de Confiance »

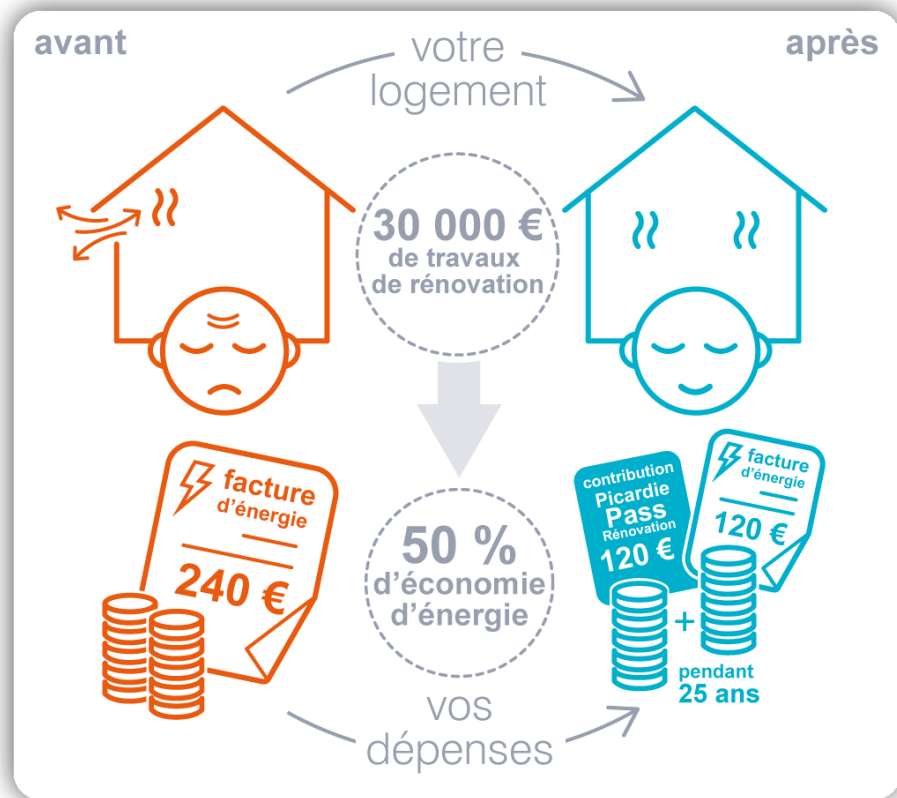


- Definition of the good works
« Be ambitious ! »
- Financing solutions
- Selection of enterprises /
quality of the works
- Monitoring after works



- Upskilling in technical and
administrative issues
- Organisation / Grouping
- Security of payments

IDEAL SCHEME // ACTUAL EXAMPLE



-50% on bills → 100% of the monthly payment

-49% on bills → 70% of the monthly payment

PICARDIE PASS RÉNOVATION
Des travaux pour économiser

RÉNOVATION ÉNERGÉTIQUE À GUISE (AISNE)

Région Hauts-de-France

PROGRAMME DE TRAVAUX

- Isolation thermique de la toiture par sarking
- Isolation Thermique par l'Extérieur (ITE) sur les murs
- Remplacement de deux menuiseries

Coût des travaux : ~ 53 000 euros TTC

FINANCEMENT

ETIQUETTES ÉNERGIE APRES TRAVAUX

Caractéristiques :

- Surface : 122 m²
- Chauffage au fioul
- Pavillon
- 8 pièces

Processus :

- 1er contact
- Diagnostic énergétique
- Proposition programme de travaux
- Signature du contrat d'abonnement au SPEE
- Démarrage des travaux
- Fin du chantier
- Démarrage de l'abonnement après travaux (pendant 5 ans)

PROJECT FOLLOW-UP DURING ALL THE PHASES

1

Before the works – work program definition

Energy savings $\geq 35\%$



2

During works
Consultation / Selection / Works supervision

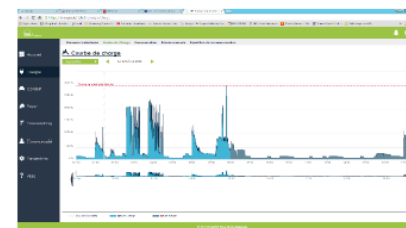
Architects & work companies
Quality / Schedules



3

After the works, follow up
during 3 years / Eco coaching

Limit rebound effect
Limit financial risk



2 DIFFERENT SETTINGS FOR 2 DIFFERENT TARGETS



→ For detached houses

- Accompanying the owners for an ambitious job
- Secure energy savings
- Accompaniment with an adapted financing



→ For condominiums

- Management of multi-stakeholder projects
- Regulatory obligations
- Cost control

2 DIFFERENT SETTINGS FOR 2 DIFFERENT TARGETS

Detached housings

FORMULE 1.
ACCOMPAGNEMENT
**TECHNIQUE
& FINANCIER**
1860€ TTC



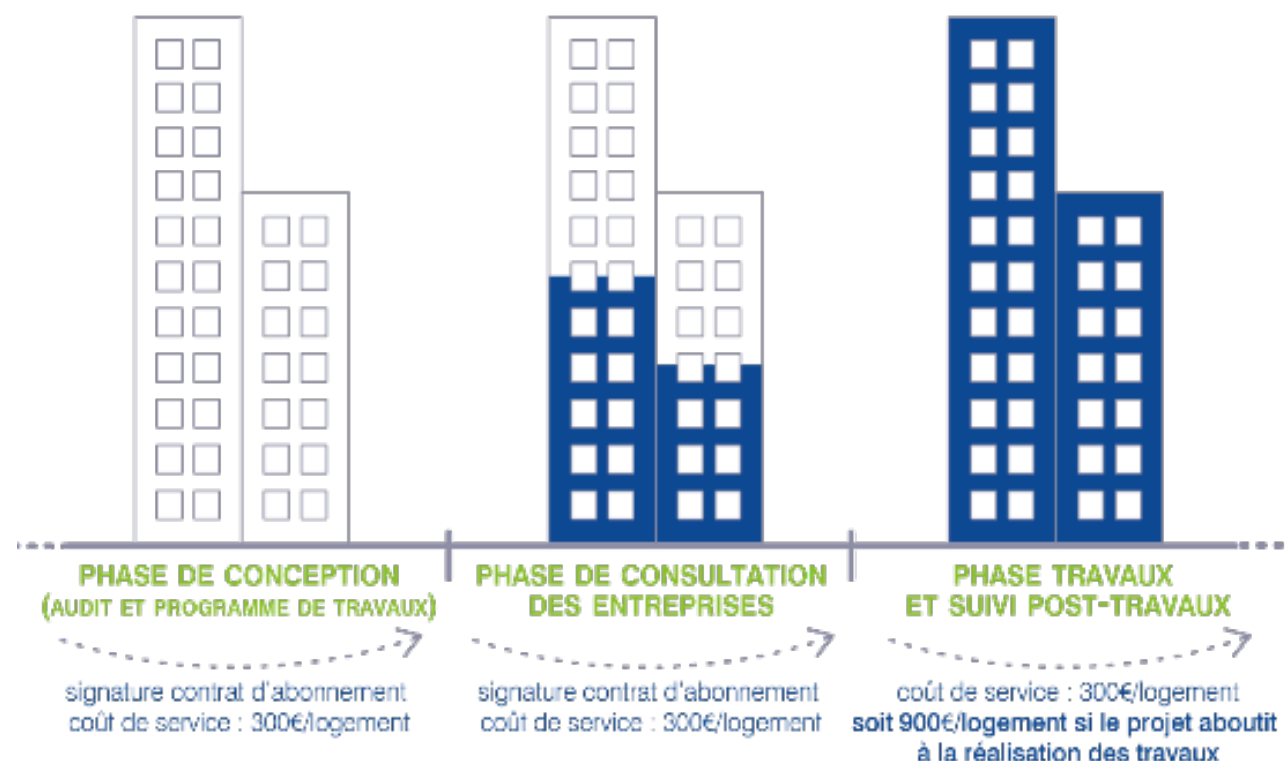
- Réalisation d'un audit énergétique du logement
- Conception du programme de travaux
- Recrutement des entreprises
- Accompagnement au suivi du chantier
- Avance du financement
- Paiement des entreprises
- Suivi des consommations pendant 3 ans

FORMULE 2.
ACCOMPAGNEMENT
TECHNIQUE
1200€ TTC



- Réalisation d'un audit énergétique du logement
- Conception du programme de travaux
- Assistance dans le recrutement des entreprises
- Assistance sur le suivi du chantier
- Suivi des consommations pendant 3 ans

Condominiums



PSEE FINANCIAL FRAMEWORK

Charges	Hypothesis (for 2000 SFH projects – 3y)	Done 2014-2019 (~1700 projects SFH + MFH)
Works	56,9 M€	40 M€ (33 M€ already engaged)
Service activity (internal staff, renovation technicians, operating costs,...)	9,0 M€	10 M€

Resources	Hypothesis (for 2000 SFH projects – 3y)	Done 2014-2018 (~1700 projects SFH + MFH)
Regional council Initial provision	8,0 M€	8,0 M€
Refinancing loan	47 M€ (EIB and CDC)	35,5 M€ (18 M€)
PSEE service	3,4 M€ (1550€ / SFH project)	1,65 M€ (1550€ / SFH project & 750€ / app.)
Subsidies (ELENA, ERDF / CPER, other projects)	3,3 M€	4,7 M€
Energy savings certificates	4,2 M€	2,3 M€



Région
Hauts-de-France

15% of loans to homeowners + working capital requirements



THE COST OF THE ACCOMPANIMENT


Projects typology	Fee (€) Without taxes	Real external costs (€)
Single Family Houses	1550	3450
Condominiums	750	1805

→ Energy savings certificates to balance the costs but :


- volumes are difficult to evaluate
- valuation of energy certificates depends on the market

→ Subsidies to cover part of the Regie internal costs

RESULTS – END 2019



635
renovated
houses



Received
subsidies



12 condominiums
(1008 flats)

~16 k€/flat



~40 M€



860
Companies



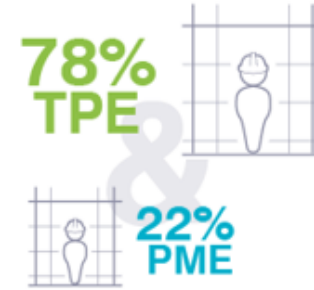
645
loans
70 to 80%
of global cost

THE CONSTRUCTION SECTOR



Région
Hauts-de-France

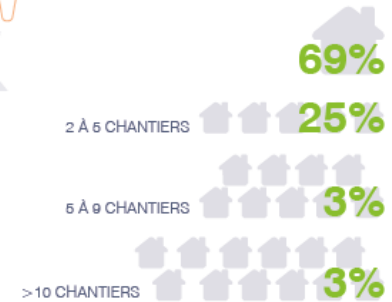
PROFIL DES ENTREPRISES PARTENAIRES



ENTREPRISES EN GROUPEMENT



CHANTIERS PAR ENTREPRISES



93.5%
DES ENTREPRISES
PARTENAIRES
BASÉES EN HAUTS-DE-FRANCE



RÉPARTITION GÉOGRAPHIQUE DES ENTREPRISES NOTIFIÉES



PROFIL DES ENTREPRISES PARTENAIRES

77% TPE



19% PME



291
ENTREPRISES
LOCALES
DU BTP
PARTENAIRES DU
PICARDIE PASS
RENOVATION

EMPHASIS ON THE FINANCIAL SUPPORT

→ SPEE takes charge of the full amount of the works

Direct payment to construction companies

Advantage : quality management

→ SPEE collects the subsidies for the homeowners and the condominiums

Advantage : not necessary to wait for the subsidies to start the work → deadlines reduction

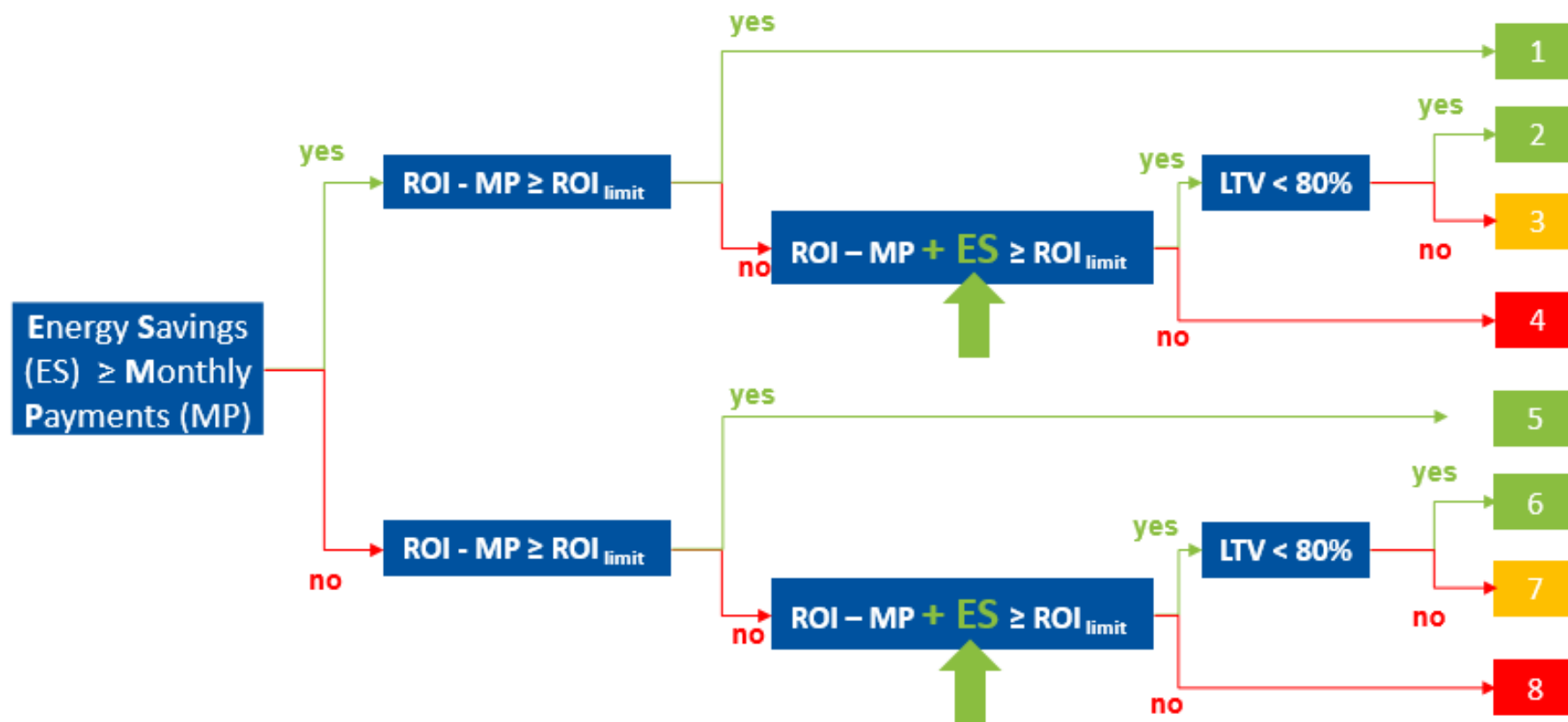
→ Homeowners start to repay at the end of the works

- over 15 to 25 years
- a reasonable interest rate (2,5%), no penalty in case of early repayment
- loan duration : 25 years

→ also accessible to owners of apartment in condominiums

- in addition to existing group loans (ECO PRET COPRO, Domofinance, Crédit Foncier)

RISK ASSESSMENT

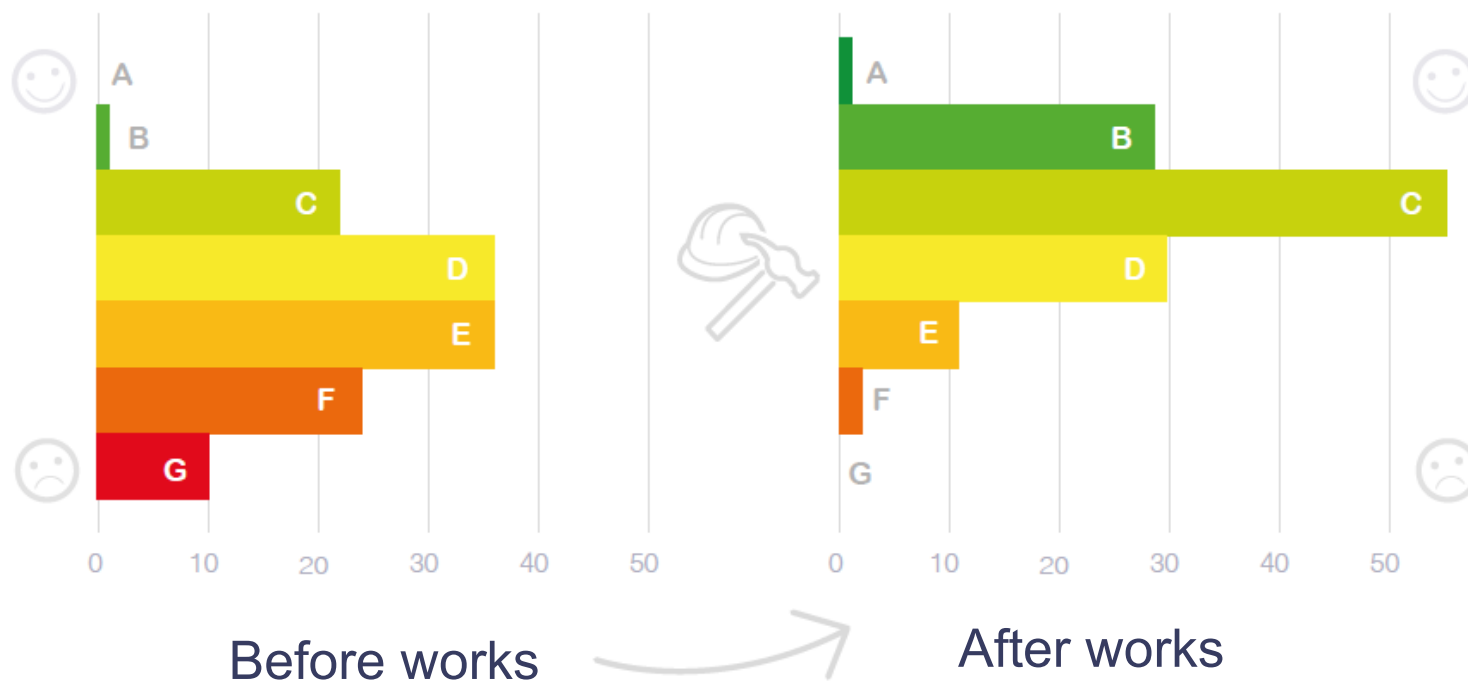


ROI : Rest of income (all ressources – all recurrent financial burdens)

ROI_{limit} : limit of ROI to live properly (depends on family composition)

LTV : Loan to Value

ENERGY SAVINGS



Average measured energy savings 45%
62% of the monthly payments covered by energy savings

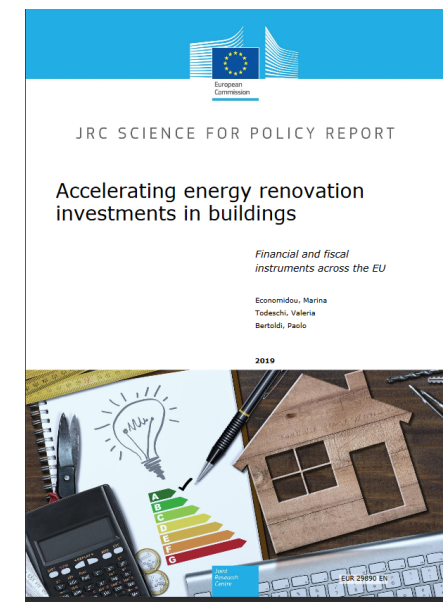
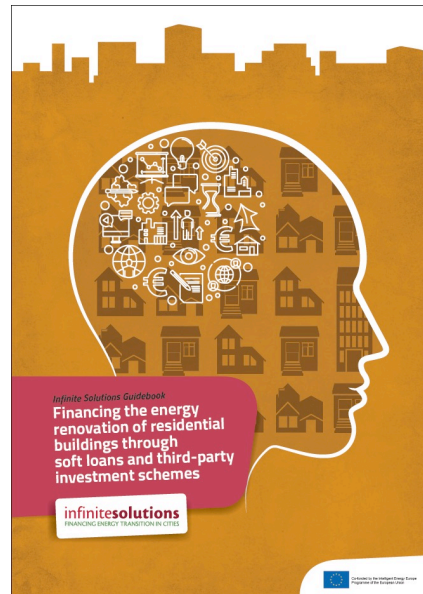
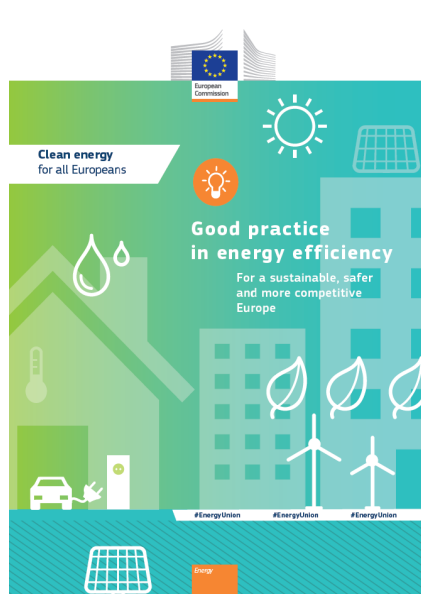
MONITORING

→ **Average financial package** : subsidies 13%
self-financing 17%
1/3 party direct financing 70%

→ **645 active loans** ( : 494 /  : 151) - 19,3 M€

→ **doubtful loans: 1,7%**

BEST PRACTISE IDENTIFIED AT NATIONAL AND EUROPEAN LEVELS



[Video on the 7 third-party funding organisations in France:](https://www.youtube.com/watch?v=YvqV0zTM6Bo&list=PLvIJoZ77CV32iz5yRz_pXS4xEF_EFJfj)

https://www.youtube.com/watch?v=YvqV0zTM6Bo&list=PLvIJoZ77CV32iz5yRz_pXS4xEF_EFJfj

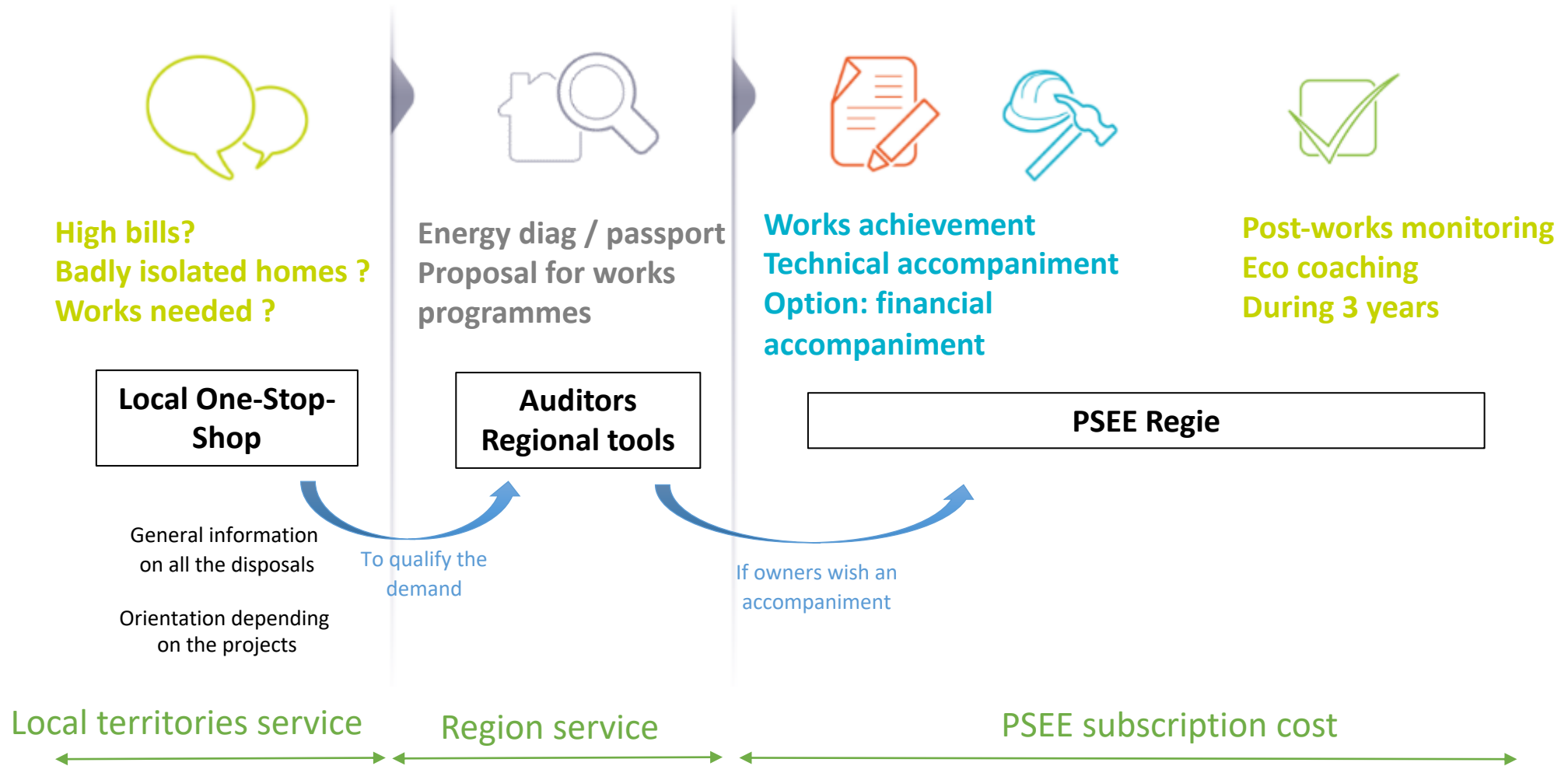


**FROM A PUBLIC SERVICE TO A
REGIONAL PROGRAMME FOR
ENERGY EFFICIENCY**

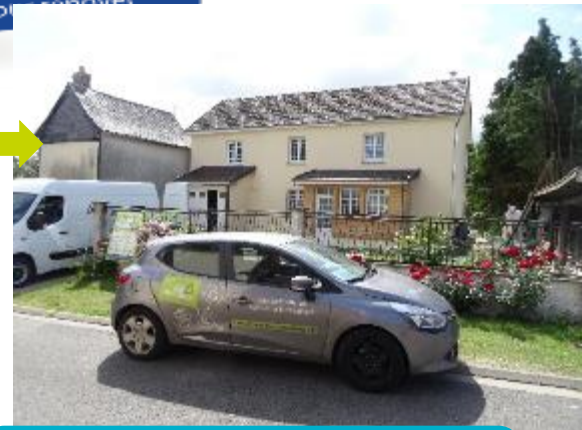
THE REGIONAL PROGRAMME FOR ENERGY EFFICIENCY

- Development of housing one-stop-shops for all local territories in Hauts-de-France (3 waves of calls for tenders)
- Development of tools to favour the massification for private homes renovation: digital tools / softwares, housing energy passport...)
- Accompaniment of households in their renovation (regional support, PSEE, OSS...)
- Regional partnerships with public and private actors of housing renovation (building sector and craftsmen federations, social housing, resource center...)

THE HOUSEHOLDS PATHWAY FOR RENOVATION IN HAUTS-DE-FRANCE



SOME EXAMPLES OF RENOVATIONS



Maison rurale à Belleuse, Somme
100m², construite en 1850
54 000€ de travaux



Maison rurale à Etréaupont, Aisne
95m², construite en 1960
20 300€ de travaux



Maison de ville à Liomer, Somme
95m², construite en 1880
66 000€ de travaux





Pavillon post-68 à
Sissonne - Oise
Travaux d'isolation,
changement des
menuiseries,
installation d'une
VMC hygroréglable,
installation d'un
répartiteur de chaleur
Montant total :
72 587€



Maison brique type
ouvrier à Creil - Oise
Travaux d'isolation
(combles, murs et
plancher), changement
des menuiseries,
Installation d'une VMC
hygroréglable
Montant total : 19 805€.



Maison rurale à Lalandelle - Oise.
Travaux d'isolation, changement
des menuiseries,
installation d'un poêle à granulés
Montant total : 37 700€



Maison bourgeoise à Hirson - Aisne
Travaux d'isolation,
dépose totale du plancher
du grenier, changement
des menuiseries,
installation d'un insert
bois
Montant total : 48 600€



Habitat ouvrier à Courmelles - Aisne.
Travaux d'isolation, changement des menuiseries,
installation d'une VMC hygroréglable, installation
d'une chaudière à condensation
Montant total : 39 000€

Pavillon des années
70 à Drucat -
Somme.
Travaux d'isolation,
changement des
menuiseries,
installation de VMC
mécanique,
installation d'une
chaudière fioul
condensation
Montant total :
51 000€



Maison individuelle à Lachapelle-aux-pots - Oise.
Travaux d'isolation (toiture, murs et sous-face de
plancher), changement des menuiseries, installation d'une
VMC hygroréglable, installation d'une pompe à chaleur air,
création d'un circuit central
Montant total : 64 230€



**HAUTS-DE-FRANCE
PASS RÉNOVATION**



Des travaux pour économiser

**HAUTS-DE-FRANCE
PASS COPROPRIÉTÉ**



Accompagner pour rénover

Résidence Les Grands Jardins à Soissons



ECONOMIES D'ÉNERGIE

Consommation moyenne avant travaux :
251 kWh/m².an

Consommation moyenne après travaux (selon étude) :
145 kWh/m².an

Estimation d'économie d'énergie : 42%

Construite en 1965, la résidence de 50 logements « Les Grands Jardins » installée à Villeneuve Saint Germain vient de connaître une rénovation d'ampleur avec l'accompagnement du Hauts-de-France Pass Copropriété. Une aubaine pour les copropriétaires qui espéraient ces travaux depuis des années !



PROGRAMME DE TRAVAUX

Isolation Thermique par l'Extérieur
des façades et pignons
Isolation des planchers bas
Remplacement des menuiseries
extérieures des parties communes
Installation d'une ventilation Hygroréglable
Peinture des communs
Calorifugeage du réseau de chauffage
Isolation et étanchéité de la toiture-terrasse
Travaux privatifs d'intérêt collectif : Remplacement
des menuiseries extérieures vétustes en bois
simples vitrages (volets roulants en option)

Coût des travaux : 788 323 euros TTC
Quote-part moyenne : 15 766 euros TTC



HAUTS-DE-FRANCE
PASS RÉNOVATION



Des travaux pour économiser

HAUTS-DE-FRANCE
PASS COPROPRIÉTÉ



Accompagner pour rénover

Résidence Albert Dugué à Creil

Le cœur de ville de Creil a retrouvé un sérieux coup de neuf. Depuis un an, les échafaudages de chantier ont laissé apparaître les belles façades rinnovées de la copropriété «Albert Dugué». Les 11 bâtiments, datant des années 1970, qui regroupent 75 logements et 22 commerces, s'harmonisent désormais parfaitement avec le paysage autour de l'église Saint Médard.

PROGRAMME DE TRAVAUX

Isolation Thermique par l'Extérieur
Ventilation
Embellissement des balcons

Coût des travaux : 1 755 498 euros TTC
Quote-part moyenne : 19 431 euros TTC

ECONOMIES D'ÉNERGIE

Consommation moyenne avant travaux :
467 kWh/m².an
Consommation moyenne après travaux (selon étude) :
281 kWh/m².an

Estimation d'économie d'énergie : 40%



ANY QUESTIONS

Elodie DENIZART
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Q&A Session

Please be patient while
Hélène Sibileau reads your
questions to the speaker



Conclusions



Julie Kjestrup
President of EuroACE



Thank You For Your Attention!

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