

TAKING
COOPERATION
FORWARD

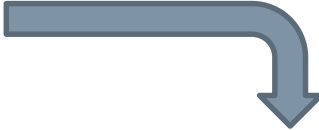
Transnational training Guided exercise on energy planning in public buildings

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Regional
Energy
Agency **North**

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1. **Build an action or measure for Energy and Climate Plan**
 - a) **development of fundamental financial analysis**
 - b) **funding plan**
 - c) **preliminary pitch which will be delivered to the city mayor**
 - d) **present built action/measure**
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- Energy Expert (focused on energy savings, CO2 savings, technology implementation)
 - Financial Expert (more focused on costs, financial savings, payback period)



Form 3 groups of 7-9 people

1. Shavnik, Montenegro – 10 public company's official vehicles to be replaced with electric ones
2. Zhytomyr, Ukraine –8 public buildings upgradeable with PV systems
3. Gdynia, Poland – 14,600 public lighting lamps based on high pressure sodium technology without regulation modernisation with manageable LED lighting



- 1. Identify the key drivers for your mayor.**
- 2. Prepare SWOT analysis of your action (address all pros and cons as a part of the SWOT analysis)**
 - a) Identify the quantitative and qualitative benefits from the perspective of your mayor.**
 - b) Identify all negative impacts of implementation of this action.**
 - c) Identify the main reasons and external threats why your mayor may not support the initiative.**
 - d) Identify opportunities that beneficiary may exploit within implementation of the action. What positive effects can cause?**
- 3. Build a business case to present it to the stakeholder. You will have 3 minutes for your “pitch”.**



THANK YOU!

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