

POWERTY

Renewable energies for vulnerable groups

BILATERAL MEETING N° 4 AEA & EAP (14/06/2022)



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1 Introduction

During the bilateral meetings, all necessary information to define the **adaptation of the best practices by a region will be compiled**, depending on the particular local conditions in each region, as well as the more appropriate methods and monitoring indicators. **Each partner will develop at least one bilateral meeting** on the themes of interest to make sure that all partners participate in this exercise in a balanced way.

The bilateral meetings will be developed in situ and/or electronically (skype conferences, video conferences, or telephone interviews, etc.). The results of the bilateral meetings will be documented by the host region and will be useful to further develop the final version of the action plan in each region.

Each partner region may host several partners in a multilateral meeting in case they are interested in pursuing and adapting the same working issues.

2 Bilateral meeting

At the [14th of June, 2022](#) EAP together with Schneider Electric Bulgaria had the pleasure to host AEA during a physical **bilateral meeting, taking place at the premises of Schneider Electric Bulgaria in Plovdiv**. The event was part of a two days intensive exchange of experiences programme, which gathered all POWERTY project partners and focused on viable practices and new actions for alleviating energy poverty.



During the bilateral meeting, the partners continued the learning process by focusing on the good practices identified by EAP in Bulgaria and which were in interest for AEA for further replication in Andalusia.

The main needs identified by AEA

In Andalusia there are many older people in a situation of energy poverty. The need for these people, who also lack technological resources and up-to-date information, to know the state of their homes in terms of energy, as well as the possibilities of improving their situation through specific training and measures that can be implemented in the house.

The main objectives of the visit were to gain in dept understained on how to:

- reduce the number of families or elderly people in a situation of energy poverty.
- improve the self-knowledge of the inhabitants of their energy situation and its possibilities, to help them take measures to improve it.
- create of a network of elderly people as energy advisers for elderly people.

Thus, the meeting Agenda covered the following main aspects:

- ✚ Sustainable reduction of energy consumption of low-income households through energy advice – **How did we start? – the experience from [REACH project](#).**
- ✚ The methodology to select the vulnerable households to have the energy audit.
- ✚ *The training of students or other people about energy savings and renewable energy.*
- ✚ *Information on the various availale tools to support household visits.*
- ✚ *The energy audit process and the final report.*
- ✚ *Energy saving devices that were promoted during campaigns.*
- ✚ *Information from implemented campaigns in 2016, 2017, 2018.*
- ✚ *The contribution of Schneider Electric (SE).*

In the Annex section located at the end of this document, the **Agenda** is attached which focused on:

Welcome opening by Mrs. Elena Vatrachka (SE).

At the beginning she presented the core values, incentives and commitments of the company, which is one of the leaders in the Sustainability sector.

She also explained on SE`s purpose to empower all, as to make the most of our energy and resources, bridging progress and sustainability for all. Mrs. Vatrachka also explained that energy poverty is one of the top priorities for the company in Bulgaria, due to the very large shares of the population living in energy poverty.

Schneider Electric (SE) is a a company with an international presence -it is located in more than 100 countries and has products for low voltage electrical distribution, building management and security, medium voltage electrical distribution and smart grid, UPSs and solutions for data centers and networks, automation and industrial control, etc.

Schneider's vision for more sustainable world by Mr. Martin Ganchevski (SE).

✚ The contribution of Schneider Electric (SE).

He remarked how SE contribute to the good practice with its Social Responsibility(RSC).

Case of study 1. Sustainable reduction of energy consumption of low-income households through energy advice ([access to the good practice](#)) presented by Petar Kisyov (EAP).

He explained information on where the concept for energy advising originates from.

✚ How did we start? – the experience from REACH project.

- Project **REACH** (IEE 2014-2017) aimed at empowering energy-poor households in Bulgaria, Croatia, Macedonia and Slovenia to save energy and water, while at the same time establishing energy poverty as an issue that demands tailor-made structural measures.
- REACH targeted energy-poor households, local actors that can help address energy poverty (such as social support services, local authorities or schools), and decision makers at local, national and EU level.

- It supported 400 households in the Plovdiv region, who received an audit by energy advisors and package of appliances and materials that helped them reducing their energy and water consumption.
- It developed guidelines containing tips for energy efficiency and how to save energy and possible programmes and donors.
- It involved students from 2 vocational school by building their capacity and transforming them into energy advisers during their practice classes.

The methodology to select the vulnerable households to have the energy audit.



- Petar Kisyov explained on the Win-win collaborations with stakeholders, who provided access to the vulnerable/ marginal groups.
- During REACH project EAP worked with Caritas, Red Cross and other local stakeholders, such as association of people disabilities, etc., to help us identify people in need.
- Each household was visited twice – during the first visit a simplified audit was carried out based on a pre-defined tools.
- During the second visit – results from the audit were provided, including potential savings from the provided gadgets and other identified savings.
- Energy and water saving gadgets, who were installed by the advisors.

The training of students or other people about energy savings and renewable energy.

- During REACH EAP worked with students from Vocational Schools.
- Such students have the obligation to take part in summer practice hours within companies .
- Thus, for a period of two weeks eAP involved students during their summer practice hours.
- The progamme included training sessions – 3-days and side visits to energy poor households.
- This practice has been repeated several times during the project timespan.

Information on the various available tools to support household visits.

Program tool for calculation of savings

Тип на обекта:	1/2 фамилна къща	Частна собственост или под наем?	
Брой етажи в сградата	1 или 2		
адреса:			
Разположение?	среден етаж		
адреса:			
Тип къща ?	не е на калкан		
Възраст на сградата	> 35 години (1950 -1975)		
Изолация на сградата	стени	Височина на тавана	нормален (2,50 - 2,80 m)
Вид дограма	единично остъкляване	Вид на прозоречната дограма	дърво/ PVC
Жилищна площ:	100 м ²		
Отопляема жилищна площ:	50 м ²	Деца под 12 години в домакинството?	не
Брой стаи	3	Възрастни хора под 60 години в домакинството ?	да
Брой хора в домакинството	2 човека	Има ли някой в жилището през целия ден?	да
		Колко дни в годината е необитаемо?	0 дни
		Средно колко дни в годината оставате в жилището си?	365 дни

Data collection sheet

 Чек-лист: Потреблението на вода

Брой хора	2	Цена за 1 м ³ , вкл. ДДС:	1.63	лв/м ³	Годишно потребление	70	м ³		
Стая	Уред/ предназначение	Тип	Дебит в литра за 1 мин	Време на изтичане/от казанче	Използване, литри	Брой използвания	Потребление за 1 използване	Годишно потребление в м ³	Стойността на потребената вода в лева
	Тоалетни	Вид система ? Водоспестяващ бутон? (Далък се използва?)				за ден /от 1 човек			
баня и тоалетна	Тоалетна чиния	Водоспестяващ бутон?	xxx	xxx			xxx	0.0	0.00 лв.
тоалетна	Тоалетна чиния	Водоспестяващ бутон?	xxx	xxx			xxx	0.0	0.00 лв.
	Душ			времетраене на къпането		седмично /от 1 човек			
баня	душ				xxx		xxx	0.0	0.00 лв.
					xxx		xxx	0.0	0.00 лв.
	Чешми	резба за аератор - вътрешна		външна / лев					

Спестявания от чешми Не използвайте аератори за кранове, ако водата се загрява в малък ел. бойлер!

за нагряване 1 м³ вода се нуждаете от 34.8 kWh
% на разпределение за кранове 33 %

Стая	Измерен дебит преди (литри/мин)	средно време на 1 използване (мин)	дебит след(литри/мин)	Тип на уреда: аератор за чешма	Спестявания			Цена	
					м ³ /год	кВтч /год (за водния бойлер)	лв / год		
кухня	10	2	5	Аератор за чешма 24 външна резба	6.6	75	23.99 лв.	4.00 лв.	
баня	10	1	5	Аератор за чешма 24 външна резба	3.3	38	11.99 лв.	4.00 лв.	
					0.0	0	0.00 лв.	0.00 лв.	
					0.0	0	0.00 лв.	0.00 лв.	
					0.0	0	0.00 лв.	0.00 лв.	
Изчислено е за дни през годината, когато хората са си в къщи.					Общо	9.9	113	35.98 лв.	8.00 лв.

The energy audit process and the final report

- o <http://www.project-idea.eu/tutorials/>

Т-в "Благоевец" №8		Факс: 032/625754				
		www.reach-energy.eu				
Уважаеми Увалиева,						
Представяме Ви следните резултати от извършената проверка на енергийното и водно потребление на Вашето домакинство, въз основа на информацията получена от Вас:						
Реални спестявания на енергия и вода в размер:	59 лв.	за година.				
Спестени емисии:	123	кг CO2/год.				
Предадени уреди:	41 лв.	безплатно.				
Допълнителни икономии са възможни, ако следвате предписаните съвети!						
Имате допълнителен потенциал за спестявания:		0 лв.	за година.			
Чрез собствени инвестиции:		0 лв.	по-възможност.			
Годишно потребление	Ел. енергия		Вода*		Енергия за отопление*	
	кВтч	лева	м³	лева	кВтч	лева
Общо	3662	876 лв.	70	114 лв.	3720	655 лв.
на човек	1831	-	35	-	-	-
на м²	-	-	-	-	74	-
Оценка	добре		икономично		ниско	
Спестявания	152	27 лв.	10	16 лв.	90	16 лв.
в %	4 %		14 %		2 %	

Energy saving devices that were promoted during campaigns

- 3- 4 LED lights.
- Efficient tap aerators.
- Efficient water shower heads.
- air sealing tape for old windows.
- Radiator folio.
- Power switches to avoid standby looses.



Case of study 2. Empowering vulnerable citizens to save energy with the “Give Energy” campaign ([access to the good practice](#)) Mrs. Elena Vatrachka, Head of the HR Department of SE, Mrs. Mariela Dimitrova and Mr. Martin Ganchevski.

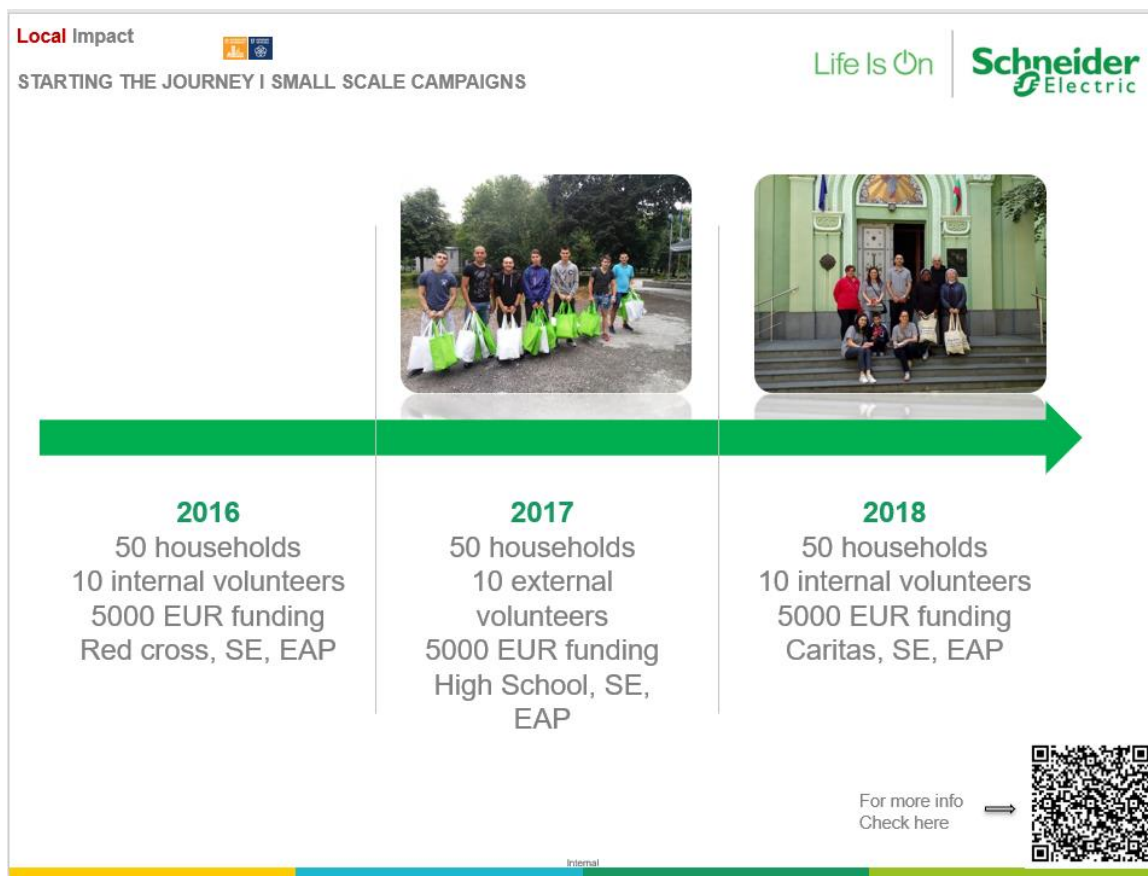
They presented the feedback and lessons learnt from SE from implemented campaigns in 2016, 2017, 2018. This included, but no limited to:

- The concept – funding, execution, partnerships, volunteering activities, training
- implementation steps, plan and timeline;
- funding and budget requirements;
- engaging stakeholders and volunteers; volunteering activities;
- training of volunteers as energy advisors;
- training of vulnerable people by energy advisors on efficient energy consumption;
- lessons learnt by working with volunteering institutions.


Information from implemented campaigns in 2016, 2017, 2018.

Local Impact STARTING THE JOURNEY | SMALL SCALE CAMPAIGNS

Life Is On | Schneider Electric



Year	Households	Volunteers	Funding	Partners
2016	50 households	10 internal volunteers	5000 EUR	Red cross, SE, EAP
2017	50 households	10 external volunteers	5000 EUR	High School, SE, EAP
2018	50 households	10 internal volunteers	5000 EUR	Caritas, SE, EAP

For more info Check here 

Internal

Energy saving devices that were promoted during campaigns

Local Impact



KEEP THE MOVE | GO BIGGER SCALE

Life Is On | Schneider Electric



x40



2019

Community engaging
Crowdsourcing
Raising awareness
7 days event
Special installation
500+ participants
222120 steps generated
2019 lighting of the tree



2021

2019 households
50 professional
volunteers
50000 EUR funding
SE, EAP, NAV
Business partners

For more info
Check here



Internal

To know more about the good practices identified in POWERITY project, the good practice guide is available in our [LIBRARY](#).

3 Good practice (s) to be adopted

AEA will use this knowledge to implement an action in its regional action plan to develop a network of energy advisers' focus on elderly people.

In the Annex section located at the end of this document, the **Benchmarking-fiche** of the good practice to be adopted created by AEA is attached.

4 Attending partners and stakeholders

The **6 attendees** from AEA team and the hosting organisations EAP and Shneider Electric Bulgaria are shown in the next table:

Name	Role	Organisation
Joaquin Villar	Head of Department	AEA
Ruth Borrego	Project Officer	AEA
Elena Vatrachka	Head of Department	SE Bulgaria
Mariela Dimitrova	Head of Department	SE Bulgaria
Martin Ganchevski	Head of Department	SE Bulgaria
Petar Kisyov	Project coordinator	EAP

5 Conclusions

During the physical bilateral meeting in Plovdiv, Bulgaria, AEA received valuable insights regarding successful cases, which implemented training actions among students. The information served to build AEA`s capacity on how to engage energy companies/ stakeholders in financing such activities.

The presented good practises and examples during the bilateral meeting, which originated from implemented campaigns dating from 2014 and who managed to activate a number of stakeholders to help vulnerable households, will serve for AEA to adapt new measures within the “**1st Comprehensive Strategic Plan for the elderly in Andalusia 2020 – 2023**”. All presentations will serve to help AEA to build a proper strategy to reduce the number of families or elderly people in a situation of energy poverty by improving their self-knowledge and by **creation of a network of elderly people as energy advisers for elderly people**.

The presentations also gave the opportunity to discuss various details regarding energy advising and activating vulnerable people.

6 Annexes

6.1 Benchmarking Fiches

BENCHMARKING FICHE TEMPLATE – POWERTY

VERSION V2 – DECEMBER 2020

Region: Please indicate the region where to be implemented	Spain
Topic: Please indicate one of the four topics of the POWERTY project	EMPOWERMENT
<i>Benchmarking fiches will be used for each region to indicate how to consider adopting the good practices identified by the participant regions of POWERTY Project</i>	
Good practice to be adopted:	Please indicate the name of the good practice your region is interested to adopt. Please specify also the topic of the practice and if your region is interested in some specific part of the good practice
<ul style="list-style-type: none"> Sustainable reduction of energy consumption of low-income households through energy advice Empowering vulnerable citizens to save energy with the “Give Energy” campaign 	
Are you interested in implementing a PILOT ACTION in your region on this good practice?	Please, answer “Yes or No” More information in Interreg Europe Manual (Section 4.2 <i>What activities may take place under each phase?</i>)
No	
Main needs to respond to:	Please specify the main needs in your region related to the topic that you think the good practice once adopted in your region will give a response
In Andalusia there are many older people in a situation of energy poverty. The need for these people, who also lack technological resources and up-to-date information, to know the state of their homes in terms of energy, as well as the possibilities of improving their situation through specific training and measures that can be implemented in the house.	
Main objective to transfer the good practice to your region:	Please detail what you want to improve or to achieve in your region by adopting the good practice. Identify what changes you want to make in your region
<ul style="list-style-type: none"> Reduce the number of families or elderly people in a situation of energy poverty. Improve the self-knowledge of the inhabitants of their energy situation and its possibilities, to help them take measures to improve it. Creation of a network of elderly people as energy advisers for elderly people 	
Factors that might hamper the transfer:	Please indicate problems or barriers that could appear when transferring the good practice to your region

<ul style="list-style-type: none"> • Barriers on the part of educational entities to implement training action among their students. • Barriers on the part of the energy sector company to finance the activity. 	
Policy instrument:	Please detail if there is already in place any policy instrument to implement the good practice in your region
<p>Sustainable reduction of energy consumption of low-income households through energy advice</p> <p>The policy instrument to be improved with this action is the “1st Comprehensive Strategic Plan for the elderly in Andalusia 2020 – 2023”.</p>	
Existing financing funds:	Please detail any funds that could be used to finance the implementation of the practice in your region during the 2 nd phase in the project
<p>Sustainable reduction of energy consumption of low-income households through energy advice</p> <p>The origin of the funds come from corporate social responsibility of the companies.</p>	
Relevant stakeholders:	Please detail the relevant stakeholders involved and the role they could have in the implementation of the practice
<ul style="list-style-type: none"> • Elderly Citizens and Non-contributory pensions Directorate of the Regional Ministry of Equality, social policies and conciliation (Andalusian Regional Government) • Public educational entity • Volunteer students • Association or organization such as Cáritas or Red Cross • Energy sector company • Families benefited 	
Main beneficiaries:	Please indicate the main target groups that will benefit from the adoption of the good practice
Elderly people living alone or families in a situation of energy poverty.	
Further information:	Please indicate if you may need further information on the practice. Do you have any query or doubt? Do you need a bilateral meeting to complete the information?
<p>Sustainable reduction of energy consumption of low-income households through energy advice</p> <ul style="list-style-type: none"> • The methodology to select the vulnerable households to have the energy audit. <ul style="list-style-type: none"> - Who selects the families that will receive the energy audit? - Is only one visit to the dwellings necessary? - Who do contact with the families to receive the energy audit? • The access to the corporate social responsibility of the companies to pay the action. • The training of students or other people about energy savings and renewable energy. <ul style="list-style-type: none"> - What was the program of your training? Duration? Training entity? - What kind of students received training? <ul style="list-style-type: none"> ▪ University students? ▪ Training modules? ▪ Was it needed a specific study profile? • The energy audit: <ul style="list-style-type: none"> - What kind of interview did they conduct with the owners? - Did they have a check-list to review the homes? Some example? - What did they focus on when reviewing the dwellings? - Did they have a list of measures to implement in the homes? Some example? - What energy saving devices were promoted (in good practice €50 cost is specified)? 	

- Did they prepare a common final report? What is the content of that report? Some example?
- What did Schneider Electric contribute? Only financing (in euros)? Any equipment or element that will help the students in their visits? Training?

Empowering vulnerable citizens to save energy with the “Give Energy” campaign

- Planification of the event.
- How to choose where and when celebrate the event.
- How to finance the event.

Contact details to obtain further information on the adoption of the good practice

Contact name	Ruth Borrego
e-mail	ruth.borrego.andrade@juntadeandalucia.es
Organization	Andalusian Energy Agency (AEA)
Type of organisation	Public
Website	www.agenciaandaluzadelaenergia.es
Fiche completed on date:	31/05/2022

6.2 Agenda



POWERITY PROJECT Bilateral Meeting Agenda 14 June 2022

Energy Agency of Plovdiv (EAP) and Schneider Electric Bulgaria receiving Andalusian Energy Agency (AEA)

Day 1 (14/06/2022):

- 14:00 Welcome opening at the Schneider Electric office by Mrs. Elena Vatrachka
- 14:10 Schneider`s vision for more sustainable world. Current missions and ongoing practises by Mr. Martin Ganchevski
- 14:40 Presentation of practise n^o 1: Sustainable reduction of energy consumption of low-income households through energy advice by Mr. Petar Kisyov (EAP).
- 15:20 Presentation of practise n^o 2: Empowering vulnerable citizens to save energy with the "Give Energy" campaign by Mrs. Elena Vatrachka and Mrs. Mariela Dimitrova
- 16:00 End of meeting.

Event location: „Industrialna“ str. 4202 Radnovo, Plovdiv, Bulgaria

Participants:

Name	Role	Organisation	Email
Mrs. Elena Vatrachka	Head of Depart.	SE Bulgaria	elena.vatrachka@se.com
Mrs. Mariela Dimitrova	HR	SE Bulgaria	mariela.mihaylova@se.com
Martin Ganchevski	Head of Depart.	SE Bulgaria	martin.ganchevski@se.com
Mr. Petar Kisyov	Project coordinator	EAP	Petar.kisyov@eap-save.eu
Liyana Adzharova	Head of Depart.	EAP	Liyana.adjarova@eap-save.eu
Milena Agopyan	Project Officer	EAP	Milena.agopyan@eap-save.eu
Joaquin Villar	Head of Depart.	AEA	joaquin.villar@juntadeandalucia.es
Ruth Borrego	Project Officer	AEA	ruth.borrego.andrade@juntadeandalucia.es

6.3 Attendance sheet

LIST OF ATTENDEES

Name	Role	Organisation	Signature
Joaquin Villar	Head of Department	AEA	
Ruth Borrego	Project Officer	AEA	
Elena Vatrachka	Head of Department	SE Bulgaria	
Mariela Dimitrova	Head of Department	SE Bulgaria	
Martin Ganchevski	Head of Department	SE Bulgaria	
Petar Kisyov	Project coordinator	EAP	
Liyana Adzharova	Executive director	EAP	
Milena Agopyan	Project Officer	EAP	

6.4 Contact details to obtain further information on the bi-lateral meeting

Contact name	Petar Kisyov
e-mail	Petar.kisyov@eap-save.eu
Organisation	Energy Agency of Plovdiv, EAP (Bulgaria)
Type of Organisation	Private
Website	https://www.eap-save.eu/
Fiche completed on date:	26/07/2022