

Peer Powered Cities and Regions

PROSPECT Recommendations – Decision Matrix

This document is composed within Work Package 5, Task n.1 “Benchmark for integrated learning”

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Peer Powered Cities and Regions

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Preface

PROSPECT aims to create an easy and replicable peer to peer learning programme for regional and local authorities to learn with and from each other on how to finance and implement their sustainable energy and climate action plans using innovative schemes. The learning programme has five (5) thematic modules, namely public buildings, private buildings, public lighting, transport, and cross-sectoral in which regional and local authorities, who can serve as mentors or mentees, will learn in two ways: through peer mentoring and study visits. The learning programme has three learning cycles; each learning cycle offers 5 peer mentoring and 5 study visit programmes.

Who We Are

No	Participant Name	Short Name	Country Code	Logo
1	Institute for Housing and Urban Development Studies BV	IHS	NL	
2	The European association of local authorities in energy transition	ENERGY CITIES	FR	
3	European Federation of Agencies and Regions for Energy and the Environment	FEDARENE	BE	
4	Institute for European Energy and Climate Policy Stichting	IEECP	NL	
5	EUROCITIES ASBL	EUROCITIES	BE	
6	University of Piraeus Research Center	UPRC	GR	
7	Climate-KIC GmbH	CLIMATE-KIC GMBH	DE	
8	Ober Oesterreich Energiesparverband	ESV	AT	
9	Agencia Regional de Energia para os Concelhos do Barreiro, Moita e Montijo	S.ENERGIA	PT	
10	Mesto Trnava	TRNAVA	SK	



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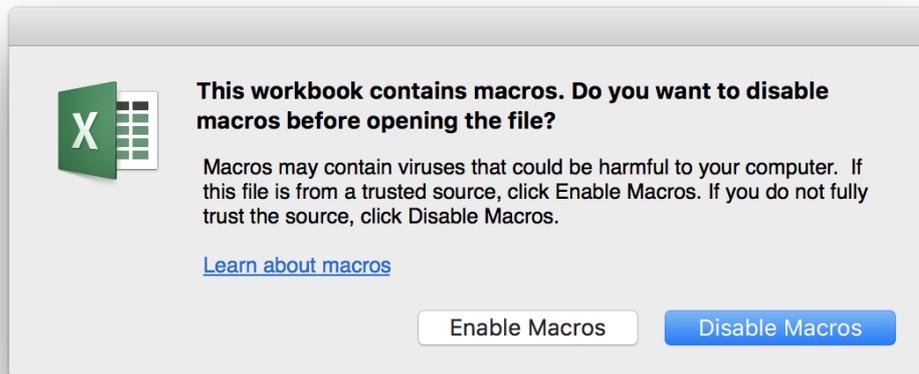
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1 PROSPECT Recommendations – Decision Matrix Description

In the context of Work Package 5: Replication assessment and planning, a Recommendations-Decision Matrix tool was developed, so as to check the pre-requisites for implementing each innovative financing scheme at the local level (i.e. the conditions that each public authority needs to meet in terms of its characteristics among the three axes of the Benchmark survey). This matrix is based on the factors assessed in the PROSPECT Benchmark survey and includes the questions that mentors and mentees answered for the different municipalities and regions. The variables used in the matrix were selected after taking into consideration the strengths and weaknesses of each innovative financing scheme, as well as the barriers to each scheme that different sectors (e.g. Public and Private Buildings, Public Lighting, Cross sectoral) present. It consists an easy-to-grasp checklist that assists a local authority in its first decision-making steps to decide against a set of financing alternatives, it compares them and proposes the most suitable one.

2 PROSPECT Recommendations – Decision Matrix User Manual Template

When opening the excel-based tool, the first step is to enable Macros contained in the excel-file by clicking on the “Enable Macros” button as depicted below.



Once macros are enabled, the User-Guide will be presented, enlisting all the relevant information one needs to know to use and navigate through the tool. A screenshot of the user-guide is provided below.



Recommendations Matrix - User Manual

There are 4 sectors of recommendation:

- a) Public Buildings,
- b) Private Buildings,
- c) Public Lighting,
- d) Cross sectoral

For each sector, there are specific innovative financing schemes that could be best adopted in.

EPC can be best adopted in sectors a, b, c, d.

Third-party financing can be best adopted in sectors a, b, d.

Revolving funds can be best adopted sectors in a, b, d.

Cooperative and **Crowdfunding** can be best adopted in sectors

Guarantee funds can be best adopted in sector b.

Soft Loans can be best adopted in a.

Green bonds can be best adopted in sectors a, b, d.

For each financing scheme, the user should answer the questions by selecting one of the pre-determined (YES/NO) answers provided from the drop-down list.

The financing scheme with the majority of positive answers (YES) is likely to be a suitable choice for your city/region.

Please note that the recommendations matrix provides an ease of implementation rate (%) for each financing scheme with regard to general framework conditions.

More information to help you make a choice based on project-specific characteristics is also available in the PROSPECT Learning Handbooks. Finally expert advice from a knowledgeable consultant should be provided to make a final selection.

It is suggested to check the innovative financing schemes regarding the sector(-s) that your city/region is interested in.

Click on the respective sector's button to start using the matrix!

Developed by:



3 PROSPECT Recommendations – Decision Matrix Public Buildings Template

Next the user of the tool can navigate through the different sheets according to the sector of interest and answer the questions enlisted for each sector and financing scheme, by selecting one of the answers provided in the drop-down list menu. At any point in time, the user is able to get an overview of the results or return to the user-guide, by clicking on the buttons provided. The following screenshots depicts examples of the recommendations

Matrix for the different sectors.

Recommendations Matrix

Questions	Own funds	EPC	Third party financing	Revolving Funds	Soft loans	Green bonds
	Please use the drop-down list to provide your answers for each scheme of your preference.					
	Answer	Answer	Answer	Answer	Answer	Answer
1 Are subsidies, tax benefits, or other incentives available for private project investors and lenders?	No. Incentives are	No. Incentives are	Yes. Incentives available	Yes. Incentives available	Yes. Incentives available	No. Incentives are
2 Do public procurement procedures facilitate sustainable energy investments adequately?	Yes. Efficient tendering	No. Public Procurement	No. Public Procurement	Yes. Efficient tendering	Yes. Efficient tendering	No. Public Procurement
3 Do ownership issues with regard to city's assets (e.g. buildings) facilitate the implementation of SECAP related	Yes. Ownership issues	No. Ownership issues	Yes. Ownership issues	Yes. Ownership issues	No. Ownership issues are	Yes. Ownership issues
4 Is the process to gain a construction/renovation permit fast and efficient?	No. The permit acquisition	No. The permit acquisition	Yes. The permit	Yes. The permit	No. The permit acquisition	No. The permit acquisition
5 Are Budgetary Rules for public and regional authorities revised to exclude financing schemes (e.g. EPC) from debt quota	Yes. Requirements of	Yes. Requirements of	Yes. Requirements of	Yes. Requirements of	No. Budgetary rules have	Yes. Requirements of
6 Does the city have a history on default on debt?	Yes. Yes there are some	Yes. Yes there are some	Yes. Yes there are some	Yes. Yes there are some	No. No recent defaults.	No. No recent defaults.
7 Is the typical nominal bank lending rate relatively low?	Yes. It facilitates the	Yes. It facilitates the	Yes. It facilitates the	No. It prevents the	Yes. It facilitates the	Yes. It facilitates the
8 Does the public stance support SECAP related investments?	No. The public is not	Yes. The public frequently	Yes. The public frequently	No. The public is not	Yes. The public frequently	Yes. The public frequently
9 Are city's SECAP related projects and initiatives adequately disseminated to prospect investors and actors?	Yes. There are frequent	Yes. There are frequent	Yes. There are frequent	No. No dissemination	No. No dissemination	No. No dissemination
10 Are city's own capital requirements (e.g. available city budget) sufficient to implement the financing scheme?	No. The city's own budget	Yes. Sufficient budget for	No. The city's own budget			
11 Is the city's cooperation and communication with public actors for SECAP or other investment projects adequate so as to	No. Sporadic informal	No. Sporadic informal	No. Sporadic informal	Yes. Established	Yes. Established	Yes. Established
12 Is the city's cooperation and communication with traditional private actors for SECAP or other investment projects (e.g.	Yes. Established	Yes. Established	Yes. Established	Yes. Established	Yes. Established	No. Sporadic informal
13 Is the city's cooperation and communication with non-traditional investment actors (e.g. ESCOs) sufficient to implement	Yes. Established	Yes. Established	Yes. Established	No. Sporadic informal	Yes. Established	Yes. Established
14 Is the city's personnel for project underwriting & evaluation sufficient to support the implementation of the respective	No. Insufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel
15 Is the city's personnel for administration, co-ordination and monitoring adequate to support the implementation of the	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel
16 Is there city personnel available to conduct business development activities among which investigating alternative funding	Yes. There is personnel that explores alternative financing options.					
Ease of implementation rate [%]	44%	75%	81%	69%	69%	63%
Press the button below to see your overall results!						
<input type="button" value="Overall Results"/>						

4 PROSPECT Recommendations – Decision Matrix Public Lighting Template

Recommendations Matrix

	Questions	Own funds	EPC	Revolving Funds
		Please use the drop-down list to provide your answers for each scheme of your preference.		
		Answer	Answer	Answer
1	Are subsidies, tax benefits, or other incentives available for private project investors and lenders?		Yes. Incentives available covering a	Yes. Incentives available covering a
2	Do public procurement procedures facilitate sustainable energy investments adequately?	Yes. Efficient tendering process.	Yes. Efficient tendering process.	Yes. Efficient tendering process.
3	Do ownership issues with regard to city's assets (e.g. buildings) facilitate the implementation of SECAP related	Yes. Ownership issues are not a barrier	Yes. Ownership issues are not a barrier	Yes. Ownership issues are not a barrier
4	Is the process to gain a construction/renovation permit fast and efficient?	Yes. The permit acquisition process is	Yes. The permit acquisition process is	No. The permit acquisition process is
5	Are Budgetary Rules for public and regional authorities revised to exclude financing schemes (e.g. EPC) from debt		No. Budgetary rules have not yet been	Yes. Requirements of financing
6	Does the city have a history on default on debt?			No. No recent defaults.
7	Is the typical nominal bank lending rate relatively low?	Yes. It facilitates the potential investor	Yes. It facilitates the potential investor	Yes. It facilitates the potential investor to
8	Does the public stance support SECAP related investments?	Yes. The public frequently supports	Yes. The public frequently supports	No. The public is not supportive of
9	Are city's SECAP related projects and initiatives adequately disseminated to prospect investors and actors?		No. No dissemination activities.	Yes. There are frequent dissemination
10	Are city's own capital requirements (e.g. available city budget) sufficient to implement the financing scheme?	Yes. Sufficient budget for the selected		Yes. Sufficient budget for the selected
11	Is the city's cooperation and communication with public actors for SECAP or other investment projects adequate so as	Yes. Established communication/co-		Yes. Established communication/co-
12	Is the city's cooperation and communication with traditional private actors for SECAP or other investment projects (e.g.		Yes. Established communication/co-	Yes. Established communication/co-
13	Is the city's cooperation and communication with non-traditional investment actors (e.g. ESCOs) sufficient to		Yes. Established communication/co-	Yes. Established communication/co-
14	Is the city's personnel for project underwriting & evaluation sufficient to support the implementation of the respective	Yes. Sufficient personnel for project		Yes. Sufficient personnel for project
15	Is the city's personnel for administration, co-ordination and monitoring adequate to support the implementation of the	Yes. Sufficient personnel for	Yes. Sufficient personnel for	No. Insufficient personnel with no
16	Is there city personnel available to conduct business development activities among which investigating alternative		Yes. There is personnel that explores alternative financing options.	
Ease of implementation rate (%)		100%	83%	81%
Press the button below to see your overall results!				
<div style="border: 1px solid gray; padding: 10px; display: inline-block; margin: 0 auto;">Overall Results</div>				

5 PROSPECT Recommendations – Decision Matrix Private Buildings Template

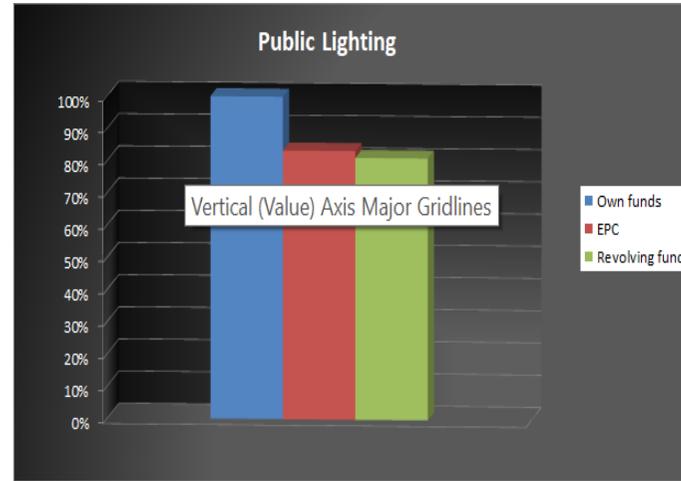
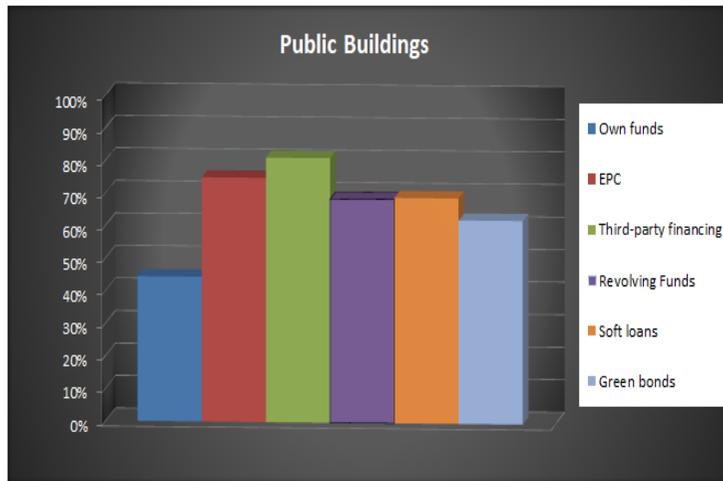
Recommendations Matrix

Questions	Own funds	EPC	Third party financing	Revolving Funds	Cooperative/Crowdfunfin	Guarantee funds	Soft loans	Green bonds	
	Please use the drop-down list to provide your answers for each scheme of your preference.								
	Answer	Answer	Answer	Answer	Answer	Answer	Answer	Answer	Answer
1	Are subsidies, tax benefits, or other incentives available for private project investors and lenders?	Yes. Incentives available	No. Incentives are	No. Incentives are	No. Incentives are planned	No. Incentives are	Yes. Incentives available	Yes. Incentives availabl	
2	Do public procurement procedures facilitate sustainable energy investments adequately?	No. Public Procurement	Yes. Efficient tendering	Yes. Efficient tendering	Yes. Efficient tendering	No. Public Procurement	Yes. Efficient tendering	No. Public Procurement	
3	Do ownership issues with regard to city's assets (e.g. buildings) facilitate the implementation of SECAP related	Yes. Ownership issues	Yes. Ownership issues	Yes. Ownership issues	No. Ownership issues	Yes. Ownership issues are	Yes. Ownership issues	Yes. Ownership issues	
4	Is the process to gain a construction/renovation permit fast and efficient?	Yes. The permit	Yes. The permit	No. The permit	Yes. The permit	No. The permit acquisition	Yes. The permit	Yes. The permit	
5	Are Budgetary Rules for public and regional authorities revised to exclude financing schemes (e.g. EPC) from debt		Yes. Requirements of	Yes. Requirements of	Yes. Requirements of	Yes. Requirements of	Yes. Requirements of	Yes. Requirements of	
6	Does the city have a history on default on debt?		No. No recent defaults.	No. No recent defaults.	No. No recent defaults.			No. No recent defaults.	
7	Is the typical nominal bank lending rate relatively low?	No. It prevents the	No. It prevents the	No. It prevents the	Yes. It facilitates the		No. It prevents the	Yes. It facilitates the	
8	Does the public stance support SECAP related investments?	Yes. The public	Yes. The public	Yes. The public	No. The public is not	Yes. The public frequently	Yes. The public	No. The public is not	
9	Are city's SECAP related projects and initiatives adequately disseminated to prospect investors and actors?		Yes. There are frequent	Yes. There are frequent	Yes. There are frequent	Yes. There are frequent	No. No dissemination	No. No dissemination	
10	Are city's own capital requirements (e.g. available city budget) sufficient to implement the financing scheme?	Yes. Sufficient budget for		No. The city's own	Yes. Sufficient budget for	Yes. Sufficient budget for	Yes. Sufficient budget for	No. The city's own	
11	Is the city's cooperation and communication with public actors for SECAP or other investment projects adequate so as	Yes. Established		Yes. Established	Yes. Established		Yes. Established	Yes. Established	
12	Is the city's cooperation and communication with traditional private actors for SECAP or other investment projects (e.g.		Yes. Established	Yes. Established	No. Sporadic informal	Yes. Established	Yes. Established	Yes. Established	
13	Is the city's cooperation and communication with non-traditional investment actors (e.g. ESCOs) sufficient to implement		Yes. Established	Yes. Established	Yes. Established		Yes. Established		
14	Is the city's personnel for project underwriting & evaluation sufficient to support the implementation of the respective	No. Insufficient personnel		No. Insufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel for	Yes. Sufficient personnel	Yes. Sufficient personnel	
15	Is the city's personnel for administration, co-ordination and monitoring adequate to support the implementation of the	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel for	Yes. Sufficient personnel	Yes. Sufficient personnel	
16	Is there city personnel available to conduct business development activities among which investigating alternative							No. There is no personnel available for this function.	
Ease of implementation rate (%)		67%	83%	63%	69%	69%	73%	62%	81%
Press the button below to see your overall results!									
<div style="border: 1px solid #ccc; padding: 10px 20px; display: inline-block; background-color: #e6e6e6;">Overall Results</div>									

6 PROSPECT Recommendations – Decision Matrix Cross Sectoral Template

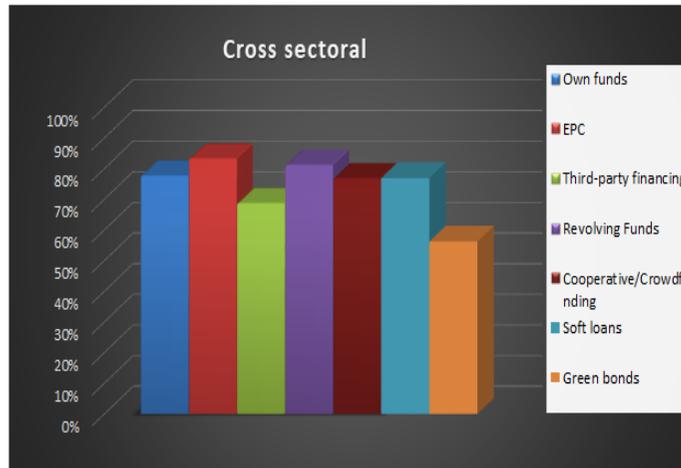
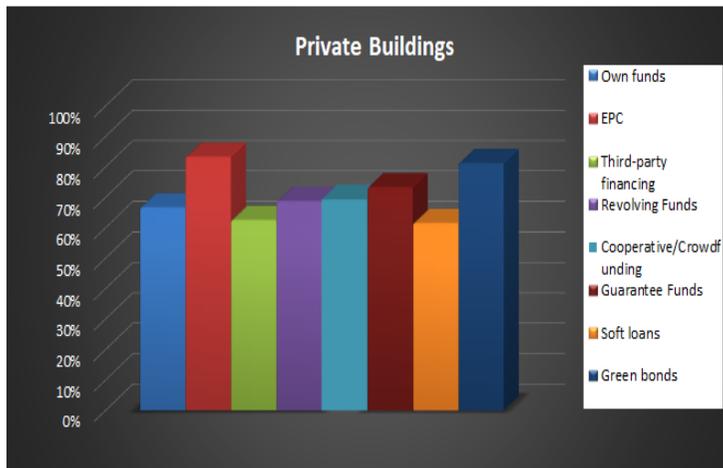
		Recommendations Matrix						
Questions	Own funds	EPC	Third party financing	Revolving Funds	Cooperative/Crowdfunding	Soft loans	Green bonds	
	Please use the drop-down list to provide your answers for each scheme of your preference.							
	Answer	Answer	Answer	Answer	Answer	Answer	Answer	
1	Are subsidies, tax benefits, or other incentives available for private project investors and lenders?	Yes. Incentives available	No. Incentives are planned	No. Incentives are planned	No. Incentives are planned to	Yes. Incentives available	Yes. Incentives available	
2	Do public procurement procedures facilitate sustainable energy investments adequately?	Yes. Efficient tendering	No. Public Procurement	Yes. Efficient tendering	Yes. Efficient tendering	No. Public Procurement	No. Public Procurement	
3	Do ownership issues with regard to city's assets (e.g. buildings) facilitate the implementation of SECAP related	No. Ownership issues are	Yes. Ownership issues are	Yes. Ownership issues are	Yes. Ownership issues are	Yes. Ownership issues are not	Yes. Ownership issues are	
4	Is the process to gain a construction/renovation permit fast and efficient?	Yes. The permit acquisition	Yes. The permit acquisition	Yes. The permit acquisition	Yes. The permit acquisition	No. The permit acquisition	Yes. The permit acquisition	
5	Are Budgetary Rules for public and regional authorities revised to exclude financing schemes (e.g. EPC) from debt	Yes. Requirements of	Yes. Requirements of	Yes. Requirements of	Yes. Requirements of	Yes. Requirements of financing	Yes. Requirements of	
6	Does the city have a history on default on debt?	No. No recent defaults.	No. No recent defaults.	No. No recent defaults.	No. No recent defaults.	Yes. Yes there are some	Yes. Yes there are some	
7	Is the typical nominal bank lending rate relatively low?	Yes. It facilitates the	Yes. It facilitates the	No. It prevents the potential	Yes. It facilitates the	No. It prevents the potential	No. It prevents the potential	
8	Does the public stance support SECAP related investments?	Yes. The public frequently	Yes. The public frequently	No. The public is not	Yes. The public frequently	Yes. The public frequently	Yes. The public frequently	
9	Are city's SECAP related projects and initiatives adequately disseminated to prospect investors and actors?	Yes. There are frequent	No. No dissemination	Yes. There are frequent	Yes. There are frequent	Yes. There are frequent	Yes. There are frequent	
10	Are city's own capital requirements (e.g. available city budget) sufficient to implement the financing scheme?	Yes. Sufficient budget for	Yes. Sufficient budget for	Yes. Sufficient budget for	Yes. Sufficient budget for	No. The city's own budget	No. The city's own budget	
11	Is the city's cooperation and communication with public actors for SECAP or other investment projects adequate so as	No. Sporadic informal	Yes. Established	No. Sporadic informal	Yes. Established	Yes. Established	Yes. Established	
12	Is the city's cooperation and communication with traditional private actors for SECAP or other investment projects (e.g.	Yes. Established	Yes. Established	Yes. Established	Yes. Established	No. Sporadic informal	No. Sporadic informal	
13	Is the city's cooperation and communication with non-traditional investment actors (e.g. ESCOs) sufficient to	No. Sporadic informal	Yes. Established	Yes. Established	Yes. Established	Yes. Established	Yes. Established	
14	Is the city's personnel for project underwriting & evaluation sufficient to support the implementation of the respective	Yes. Sufficient personnel	No. Insufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel for	Yes. Sufficient personnel	Yes. Sufficient personnel	
15	Is the city's personnel for administration, co-ordination and monitoring adequate to support the implementation of the	Yes. Sufficient personnel	Yes. Sufficient personnel	Yes. Sufficient personnel	No. Insufficient personnel	Yes. Sufficient personnel for	Yes. Sufficient personnel	
16	Is there city personnel available to conduct business development activities among which investigating alternative	Yes. There is personnel that explores alternative financing options.						
Ease of implementation rate (%)		78%	83%	69%	81%	77%	77%	56%
Press the button below to see your overall results!								
<input type="button" value="Overall Results"/>								

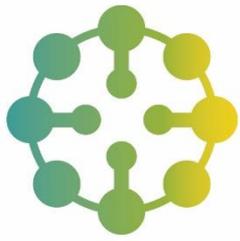
7 PROSPECT Recommendations – Decision Matrix Overall Results Template



Press the button below to return to the user guide!

User guide





PROSPECT