

**ActNow!**

# Report on Identification of most Efficient Energy Efficiency Measure (O 3.3)

**Group of Activity 3.3**



EUROPEAN  
REGIONAL  
DEVELOPMENT  
FUND





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## 1. Introduction

In the Interreg Baltic Sea Region (BSR) Program Project Act Now! (Action for Energy Efficiency in Baltic Cities), participating municipalities are asked to develop own project ideas for improving the energy efficiency in their respective public building stocks. Building on previous activities in the project, e.g. the customised capacity building schemes (GoA 2.3) and data from energy management systems (EMS, GoA 3.2), each of the municipalities selected an actual energy saving measure that suits its specific needs and capacities, and developed it further during the project in terms of an financial feasibility study (GoA 3.4).

Subject to this GoA 3.3 was the decision-making process of selecting these energy efficiency measures. With energy efficiency in the building sector being a vast field, where efficiency gains can potentially harvested at numerous points at numerous scale, making a robust and accountable decision in terms of the most effective energy efficiency measure can be a complex task.

As a practical exercise, the municipalities in the project were asked to discuss different options in their respective LEEGs (Local Energy Efficiency Work Groups), aided by their coaching expert partners. This way, they should learn to identify and compare different energy efficiency potentials and come to a decision, which one should be implemented with more priority.

This report documents both, the process and the results in each municipality.

## 2. Overall approach

Given the diversity of the nine municipalities and tandems in the project, applying a predefined method of decision-making to all cases was considered not suitable. With different local and historic circumstances, buildings, levels of experience, and stakeholders involved, it was evident that the actual decision process needs to be shaped by the ones most immediately involved: the municipalities, the LEEGs and their coaching expert partners.

In order to assist the local process, and to document and aggregate the process and results, a questionnaire was developed (see

Appendix A – Questionnaire). It was developed with the following guiding principles:

- **Suggest targets and criteria:** The judgement whether an energy efficiency measure is “effective” or not, needs to be made in reference to a set of targets and criteria. Any measure to be seriously considered for implementation must address the strategic targets of the given administration. The questionnaire suggests to be aware of three types of targets:
  - **Main targets** are critical for the success of the activities in and therefore must be addressed by the energy efficiency measures.
  - **Secondary targets** are desirable, but not critical for the success of the activities.
  - In some cases, being aware of **non-targets** might help avoiding confusion. These may appear desirable, but are, for some particular reason, explicitly not pursued.

While addressing at least one strategic target of the municipality is a minimum requirement for any activity, criteria are required to make a robust and accountable comparison between options. Since “effectivity” is a broad term and needs to be further specified, the questionnaire suggests different categories of criteria:

- **Ecology** (Examples: CO<sub>2</sub> savings, air quality improvement, noise emission reduction, healthy housing conditions...)
- **Economy** (Examples: necessary investment, energy cost savings, payoff time, possibility of funding aids...)
- **Technical** (Examples: availability, reliability, applicable to building stock, innovation level...)
- **Legal & Administration** (Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)
- **Society** (Examples: co-operation with local stakeholders, public approval of activities, improved quality of life, good example for citizens, symbolic value...)
- Others

Assuming that the criteria might be applied with different weighting, respondents were asked to assess the importance of the selected criteria:

- on a three-stepped scale: critical, important, desirable,
  - or if it is an exclusion criterion that must not be fulfilled.
- **Suggest a stringent process:** While shaping the actual decision-making process was left to each tandem and LEEG, the questionnaire suggests a minimum set of aspects to ensure a stringent process in line with the Act Now! Project:
    - **Baseline:** Respondents were asked to describe the baseline which they started the decision-making process from. In the best case, it should be rooted in previous steps in the Act Now! project, such as the capacity self-assessment or energy management data.
    - **Usage of targets and criteria:** Respondents were asked to justify/explain their decisions in reference to the stated targets and criteria (see above).
    - **Alternatives:** Accordingly, respondents were asked to name alternative measures that were in closer consideration and to explain, why they were deemed less effective.
    - **Difficulties:** Respondents were asked to report difficulties experienced during the decision-making process.

### 3. Main Observations

While the main result of this GoA – the selected energy efficiency measures – will be processed in GoA 3.4 by exploring their financing opportunities, this section provides a brief overview over the observations extracted from the questionnaire’s responses.

- **Diversity of projects:** The energy efficiency measures selected by the responding municipalities cover a relatively wide range in technical scale and cost. On the lower end of the scale are measures addressing particular installations in particular buildings. Examples are:
  - Installation of energy consumption and in-door air quality controlling and monitoring systems into municipal centre, two schools and a kindergarten. (Elva, Estonia)
  - Replacement of town hall’s ventilation system including ground-water-based cooling and heat recovery. (Sievi, Finland)
  - Replacement of town hall's ventilation system including ground-water-based cooling and heat recovery. (Gulbene, Latvia)

Other municipalities aim at scalability, setting up modernisation programmes to be applied to multiple buildings with partly open development in the future. Examples are:

- Public buildings modernization to increase their energy efficiency, prepared by: energy audits and definition of scope as well as ESCO/EnPC procurement. Target: Up to 8 public buildings. (Silute, Lithuania)
- Thermal modernization of educational facilities in connection with the energy management system - 1-2 buildings per year. (Gdynia, Poland)
- Energy retrofitting of private single-family homes (Sonderborg, Denmark)

The project at the upper end of technical scale aims at the modernisation of an entire urban neighbourhood:

- Analysis and concept development for a climate friendly neighbourhood including 56 buildings (Bremerhaven, Germany)

- **Targets:** Municipalities focussing on public buildings mostly aim at energy cost saving and healthy indoor environments as primary targets. These immediately tangible results seem to have more priority rather than climate impact. Municipalities aiming at the private sector (Sonderborg, Bremerhaven) have more emphasis on the latter. As a rule of thumb, municipalities with more extensive previous experience and a more elaborate action plan already existing tend to have more elaborate and more specifically stated targets.
- **Criteria:** While the responding municipalities always acknowledged GHG reduction and climate protection as decision criteria, these are by far not the only important aspects.
  - **Ecology:** Besides the obvious criterion of GHG reduction, **healthy working and living conditions** as well as **air quality** were mentioned regularly as criteria. Multiple respondents ranked these immediately tangible effects even higher than the climate impact of the measure.
  - **Economy:** Particularly in cases where public buildings are addressed, **cost saving** is the primary objective of the measure selected, often ranking even higher than the climate protection aspect. Also, short investment pay-off times and availability of funding and support were mentioned regularly.

- **Technical:** Respondents largely focused on “pragmatic” criteria such as **availability** and **reliability** rather than innovation level or smartness.
  - **Legal & Administration: Compliance** with local policy and national legislation were commonly taken into account, while procurement regulation was another aspect mentioned repeatedly.
  - **Society:** Among the most commonly mentioned social aspects are **local stakeholder involvement**, improved **quality of life**, the **exemplary character** towards citizens and a positive, green **image** of the municipality.
- **Process:** Most respondents reported a **stringent decision-making process** in the LEEG and/or tandem, where a number of options were discussed in regard of different criteria, also utilising audits and monitoring data. However, complaints about regulatory obstacles and interference with higher-level administration disturbing a clear process were also reported.
  - **Alternatives:** If alternative options that were taken into consideration were reported, they were always of the same or lesser scale than the actually selected energy efficiency measure. This indicates that the responding municipalities consistently tried to implement the largest scale project at their given situation and capabilities.
  - **Difficulties:** Only few respondents reported difficulties. These were mostly related to financial restrictions or investment risk, shaping the scope of the possible during the decision-making process.

## 4. Conclusions

Overall, the responding municipalities proved that they succeeded in making a robust and accountable selection of energy efficiency measures, in compliance with the local policy and based on targets and criteria. Thereby, the selected projects of diverse character, indicating that each selection was made according to the local circumstances and capabilities.

Especially with the public building stock in mind, more immediate impacts such as energy cost saving as well as health and air-quality seem to be the predominant motivation for energy efficiency. The climate and environment aspect are throughout included as target and/or criterion, however not always first and foremost. Apart from this, the municipalities proved to be aware of a broad range of criteria.

Based on the observations reported here, the guideline (GoA 5.1) and web-based learning tool (GoA 5.3) to be compiled later during the Act Now! project will include guidance how to make a criteria-based decision building on the local policy in a robust and accountable way.



# Appendix A – Questionnaire

## GoA 3.3 – Questionnaire

This questionnaire is part of GoA 3.3 “Identification of potential for energy saving and identification of most effective measures”. In GoA 3.3, each tandem shall identify the “most effective and, under the scope of a cost-benefit analysis most useful energy efficiency measures” (project application). The identified measure will then be further developed as a pilot investment case in GoA 3.4.

The aim of this questionnaire is to document the **process** and the **results** of identifying the energy efficiency measure, that later will be the pilot investment case. It seeks to aggregate all necessary information for the final report as well as the web-based training tool (GoA 5.3) in a comparable way, but still being open for the differences in each individual case.

This questionnaire needs to be answered by **each tandem** until **August 31<sup>st</sup> 2019** and delivered to [r.kajimura@unendlich-viel-energie.de](mailto:r.kajimura@unendlich-viel-energie.de).

Should you have any questions regarding this questionnaire, please contact:

Ryotaro Kajimura  
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+49 30 200 535 57  
[r.kajimura@unendlich-viel-energie.de](mailto:r.kajimura@unendlich-viel-energie.de)

### 1. About the tandem

Name of Municipality

Name of coaching expert partner:



## 2. Baseline

Please briefly describe the baseline, you started the decision-making process from. What were the previous steps taken before considering different energy efficiency measures (e.g. self-assessment, SWOT analysis, energy monitoring)? What kind of data and information was available at that time (e.g. hourly energy consumption data)? What did you find out that affected your decision-making process?

## 3. Targets

Any decision-making process depends on the targets it is working towards. These may differ from tandem to tandem due to the local circumstances. Please specify the targets you want to achieve by implementing energy efficiency measures in your tandem municipality (e.g. climate protection, cost saving, energy independence, fostering local economy etc.).

### Main targets

Please specify the targets, that are critical for the success of the activities in your tandem municipality and therefore must be addressed by the energy efficiency measures you will be selecting.

1.
2.
3.

Please provide a brief explanation why these targets are mandatory for your activities.



**Appendix B - Answers to Questionnaire**

## GoA 3.3 – Questionnaire

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This questionnaire is part of GoA 3.3 “Identification of potential for energy saving and identification of most effective measures”. In GoA 3.3, each tandem shall identify the “most effective and, under the scope of a cost-benefit analysis most useful energy efficiency measures” (project application). The identified measure will then be further developed as a pilot investment case in GoA 3.4.

The aim of this questionnaire is to document the **process** and the **results** of identifying the energy efficiency measure, that later will be the pilot investment case. It seeks to aggregate all necessary information for the final report as well as the web-based training tool (GoA 5.3) in a comparable way, but still being open for the differences in each individual case.

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---

### 1. About the tandem

Name of Municipality

Bremerhaven

Name of coaching expert partner:

acting as coaching expert: Udo Schmermer KlimaKommunal

## 2. Baseline

Please briefly describe the baseline, you started the decision-making process from. What were the previous steps taken before considering different energy efficiency measures (e.g. self-assessment, SWOT analysis, energy monitoring)? What kind of data and information was available at that time (e.g. hourly energy consumption data)? What did you find out that affected your decision-making process?

**Baseline:** Bremerhaven Municipality set a energy saving certification since 2006. The applied energy efficiency management system is called European Energy Award (EEA, based on ISO 50000). The EEA works with a municipal Energy Team (LEEG) which develops an energy policy work programme/prioritised work catalogue EPAP (SEAP) every four years. The whole management process is supervised by an external expert and the EPAP is certified by an external auditor.

**previous steps:** The for Act Now prioritized measure x was the concept study "Klimameile Alte Bürger /Climate Mile Alte Bürger - An Energy Efficient Quarter Renovation Concept"

**data available / kind of information:** heat offtake potential, solar potential, house ownership conditions, demographic data, carbon reduction potential in tons in private housings and enterprises in bremerhaven

**affecting decision:** The Municipality committed itself to reduce its carbon dioxyd emissions. Without private households and private companies, no CO2 savings targets of a nominal size can be achieved by the municipality. Because the municipal regulatory intervention in these savings potentials goes virtually against zero, the path to this goal leads only via incentives and promotion of personal initiative/participation. That has to be described an planned in a written concept.

## 3. Targets

Any decision-making process depends on the targets it is working towards. These may differ from tandem to tandem due to the local circumstances. Please specify the targets you want to achieve by implementing energy efficiency measures in your tandem municipality (e.g. climate protection, cost saving, energy independence, fostering local economy etc.).

### Main targets

Please specify the targets, that are critical for the success of the activities in your tandem municipality and therefore must be addressed by the energy efficiency measures you will be selecting.

1. 

To foster the improvement of climate protection in the private existing building stock
2. 

Financially viable solutions must be found that enable low-threshold measures to be taken even with little financial input
3. 

The measure is expected to result in few long-term financial liabilities for the municipal budget

Please provide a brief explanation why these targets are mandatory for your activities.

Climate protection is a main objektiv of intended municipal policy. As identified in climate protection program KEP2020 residents are a main actor for energy saving and climate protection. Private hausholds have 81 kt carbon saving potential at all (mostly by measures for electricity and heat 73 kt CO2-saving potential, renovation measures in apartment buildings (3 kt), renovation of detached one-family houses / two-family houses / townhouses (2 kt), procurement of electricity saving devices (3kt). Financially viable solutions must be found to also give low-income earners and homeowners with weak financial strength due to low rental income a development perspective for a more energy saving lifestyle. Low-threshold measures to be taken even with little financial input or the splitting of a generous modernization approach into small, step-by-step expandable modernization modules, under the umbrella of a large overall concept, iare preferred. It is intended to keep investment less risky and the burden on the individual calculable. Against the background of a municipal budget heavily burdened with debts and an eminent investment backlog in the municipal infrastructure and the fact that the original task of a municipality must be to ensure the eternal existence of services of general interest (German Daseinsvorsorge), the measures for private investment must not give rise to any ongoing municipal obligations which are fulfilled at the expense of municipal services of general interest.

## Secondary targets

In case you have identified other targets that are desirable, but not critical for the success of the activities in your tandem municipality, please specify them below.

1.
2.
3.

Please provide a brief explanation of the reasons why these targets are desirable but not critical for your activities.

## Non-targets (optional)

In case there were targets that you intendedly have decided not to pursue for a particular reason, please provide a brief description.

## 4. Process outline

The process of identifying the most effective energy efficiency measure may differ from case to case, depending on factors like the structure of the local working group or the municipal administration. Please outline the most important steps of the process you have worked through in your tandem in order to identify the most effective energy efficiency measure.

- How did you proceed from the baseline described above? What were the main steps in the process?
- What were the main questions that were answered in each step?
- Did you include additional information or data in the respective step?
- Who was involved in each of the decision-making steps?

(Examples: only the tandem, higher levels of administration, citizens)

\*Your input shall include at least 3-4 steps. You are welcome to attach an additional visualisation (e.g. a flowchart) of the process to this questionnaire.

- LEEG discussed and agreed on most important fields of energy efficiency (second meeting 2018)
- from each prioritized field four measures had been preselected by tandem with high priority and subsequently discussed in the LEEG.
- LEEG identified one most prio measure per field 2018 (Klimameile was one of them)
- LEEG in BHV consists of highest level of administration (members of the Magistrat / municipal authorities)

## 5. Decision criteria

Decision-making and the evaluation, how “effective” a particular energy-efficiency measure is, requires a set of criteria. For each category below, please name the criteria you applied to the options in your decision-making process, and specify how important each criterion was.

You are free to leave a category empty, if it does not apply to your case.

### Ecology

(Examples: CO2 savings, air quality improvement, noise emission reduction, healthy housing conditions...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion
CO2 saving	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CO2 neutral	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

### Economy

(Examples: necessary investment, energy cost savings, payoff time, possibility of funding aids...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion
energy cost savings	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
funding aids	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
quality improvement	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Speculation decrease	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Technical

(Examples: availability, reliability, applicable to building stock, innovation level...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion
applicable to building stock	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
innovation level	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
reliability, not experimental technc	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
capacity building	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Legal & Administration

(Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion
consistence to local policy	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
regulatory hurdles	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)



## Society

(Examples: co-operation with local stakeholders, public approval of activities, improved quality of life, good example for citizens, symbolic value...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion
co-operation with local stakeholde	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
improved quality of life	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
good example for citizens	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Image Klimastadt	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
transferability to other local areas	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Others (optional)

Please enter any criteria that you have applied in your decision-making process, but do not fit into the above categories.

Criterion	Importance			
	critical	important	desirable	exclusion criterion
capacity building process overall ii	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Source of criteria

Please describe briefly, how you identified the criteria above.

(Examples: discussion in the local working group, consulted a guideline, advice from administration...)

We discussed all measures in the LEEG but certain less-known aspects of energy efficiency, the most strategic aspects in questions of implementation and new concepts and innovative approaches have been mostly the contribution of the external expert.

## 6. Identified energy efficiency measure

In this section, please provide a description of the energy efficiency measure, that you have evaluated as most effective and therefore will be subject to the pilot investment further processed in GoA 3.4.

### What will be done?

Please briefly describe, what exactly will be done in the selected energy efficiency measure. Please also specify the scale of the measure by providing quantitative information (e.g. refurbished building area, capacity of heat supply system, expected investment volume...).

The project "Klimameile" will show, how in a quarter with a predominant share of buildings from the art deco epoche and with a very mixed ownership and tenant structure, the energy consumption of residents can be changed in such a way that in a long term the greenhouse gas emissions from households and entrepreneurs in this street tend towards zero. The "Alte Bürger" was identified as a suitable neighbourhood for this purpose because of the already proven openness of a good number of local residents and businesses to sustainable lifestyles. The project is structured in four steps. (1) energy saving potential analysis on a technical level by a first greenhouse gas and energy balance sheet for the quarter; target is the calculation and simulation of the reachable degree of a stand-alone energy supply for electricity and heat in all buildings (2) investigation of the energetic potential of selected buildings and energetic renovation concept for those 6-10 buildings by preparation of individual object related renovation concepts combined with advice for local property managements or owners, target is to trigger medium-term investment in the renovation of the building (3) intense participation of residents during the whole project by workshops for residents, installing a joint platform for residents (4) planning and organization of structures for the follow up implementation of a energetic renovation quarter management. The area includes 56 buildings housing altogether 836 residents. The potentially available roof area for solar plants is 12,321 m<sup>2</sup>, equivalent to 2 GW/h solar energy. The potential heat requirement is in calculation and will be available in September 2019.

### Energy saving effect

Please quantify the expected energy savings by implementing this measure.

The energy saving potential is not known yet and the requested value will be a result of the project itself.

### Investment costs

Please quantify the expected costs necessary to implement this measure.

€ 170.000

## Reasons for selection

Please explain, why you have decided to select this particular energy efficient measure as pilot investment candidate.

Which of the targets specified in section 2 does it address to which extent?

Improvements of climate protection in the private existing building stock will be shown and their financing will be well calculated in concept studie expertise. Financially viable solutions will be developed in a broad participation process to enable action even with a little financial input. Through the creation of local neighbourhood networks during the development of the concept study, communication structures with a long lasting effect are created for progressive investment.

Which of the criteria specified in section 4 does it fulfil?

do not understand this question. What are criteria of 4?

Optional: What additional advantages does the selected measure have, that are not represented by the targets and criteria?

## Alternatives

Please name up to three alternative energy efficiency measures, that you took into closer consideration. In which way are they less appropriate for further development, compared to the energy efficiency measure you have actually selected?

As possible new measures for the EPAP, the LEEG has been discussed the:

- Provision of e-bikes for employees as a non-cash benefit
- Inclusion of solar energy use in ensemble protection of residential areas
- Determination of demand for bicycle parking facilities (also mobile)
- Completion and publication of a heat register
- Preparation of a climate protection sub-concept for buildings under administration of the municipal business development agency BIS

## 7. Difficulties

What kind of difficulties did you experience (if any) during the process of identifying the most effective energy efficiency measure? Why did they occur? How did they affect the process? How did you deal with the problem (solve, work around, ignore...)?

From the very beginning, we had made every effort to bring together representatives of the individual municipal institutions at the highest possible level. In fact, this proved to be an own goal. At the level of the department heads it was relatively easy to agree on appointments, whereas on the level of members of the Magistrat and directors it was almost impossible to find dates/time.

The biggest obstacle proved to be that any discussion of a measure was immediately placed under the restriction of financial viability. It was very difficult, if not impossible, in the divergence phase of the discussion to develop ideas, any conceivable and desirable measure could not be discussed. Restrictions should have been discussed in the following so called convergence phase instead of cutting off the creative phase.

It proved difficult to establish responsibilities as binding commitments.

Thank you!

## GoA 3.3 – Questionnaire

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This questionnaire is part of GoA 3.3 “Identification of potential for energy saving and identification of most effective measures”. In GoA 3.3, each tandem shall identify the “most effective and, under the scope of a cost-benefit analysis most useful energy efficiency measures” (project application). The identified measure will then be further developed as a pilot investment case in GoA 3.4.

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### 1. About the tandem

Name of Municipality

Name of coaching expert partner:

## 2. Baseline

Please briefly describe the baseline, you started the decision-making process from. What were the previous steps taken before considering different energy efficiency measures (e.g. self-assessment, SWOT analysis, energy monitoring)? What kind of data and information was available at that time (e.g. hourly energy consumption data)? What did you find out that affected your decision-making process?

## 3. Targets

Any decision-making process depends on the targets it is working towards. These may differ from tandem to tandem due to the local circumstances. Please specify the targets you want to achieve by implementing energy efficiency measures in your tandem municipality (e.g. climate protection, cost saving, energy independence, fostering local economy etc.).

### Main targets

Please specify the targets, that are critical for the success of the activities in your tandem municipality and therefore must be addressed by the energy efficiency measures you will be selecting.

1.
2.
3.

Please provide a brief explanation why these targets are mandatory for your activities.

## Secondary targets

In case you have identified other targets that are desirable, but not critical for the success of the activities in your tandem municipality, please specify them below.

1.

2.

3.

Please provide a brief explanation of the reasons why these targets are desirable but not critical for your activities.

## Non-targets (optional)

In case there were targets that you intendedly have decided not to pursue for a particular reason, please provide a brief description.

## 4. Process outline

The process of identifying the most effective energy efficiency measure may differ from case to case, depending on factors like the structure of the local working group or the municipal administration. Please outline the most important steps of the process you have worked through in your tandem in order to identify the most effective energy efficiency measure.

- How did you proceed from the baseline described above? What were the main steps in the process?
- What were the main questions that were answered in each step?
- Did you include additional information or data in the respective step?
- Who was involved in each of the decision-making steps?  
(Examples: only the tandem, higher levels of administration, citizens)

\*Your input shall include at least 3-4 steps. You are welcome to attach an additional visualisation (e.g. a flowchart) of the process to this questionnaire.



## 5. Decision criteria

Decision-making and the evaluation, how “effective” a particular energy-efficiency measure is, requires a set of criteria. For each category below, please name the criteria you applied to the options in your decision-making process, and specify how important each criterion was.

You are free to leave a category empty, if it does not apply to your case.

### Ecology

(Examples: CO2 savings, air quality improvement, noise emission reduction, healthy housing conditions...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

### Economy

(Examples: necessary investment, energy cost savings, payoff time, possibility of funding aids...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Technical

(Examples: availability, reliability, applicable to building stock, innovation level...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Legal & Administration

(Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Society

(Examples: co-operation with local stakeholders, public approval of activities, improved quality of life, good example for citizens, symbolic value...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Others (optional)

Please enter any criteria that you have applied in your decision-making process, but do not fit into the above categories.

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Source of criteria

Please describe briefly, how you identified the criteria above.

(Examples: discussion in the local working group, consulted a guideline, advise from administration...)

## 6. Identified energy efficiency measure

In this section, please provide a description of the energy efficiency measure, that you have evaluated as most effective and therefore will be subject to the pilot investment further processed in GoA 3.4.

### What will be done?

Please briefly describe, what exactly will be done in the selected energy efficiency measure. Please also specify the scale of the measure by providing quantitative information (e.g. refurbished building area, capacity of heat supply system, expected investment volume...).

### Energy saving effect

Please quantify the expected energy savings by implementing this measure.

### Investment costs

Please quantify the expected costs necessary to implement this measure.

## Reasons for selection

Please explain, why you have decided to select this particular energy efficient measure as pilot investment candidate.

Which of the targets specified in section 2 does it address to which extent?

Which of the criteria specified in section 4 does it fulfil?

Optional: What additional advantages does the selected measure have, that are not represented by the targets and criteria?

## Alternatives

Please name up to three alternative energy efficiency measures, that you took into closer consideration. In which way are they less appropriate for further development, compared to the energy efficiency measure you have actually selected?

## 7. Difficulties

What kind of difficulties did you experience (if any) during the process of identifying the most effective energy efficiency measure? Why did they occur? How did they affect the process? How did you deal with the problem (solve, work around, ignore...)?

Thank you!

## GoA 3.3 – Questionnaire

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### 1. About the tandem

Name of Municipality

Name of coaching expert partner:

## 2. Baseline

Please briefly describe the baseline, you started the decision-making process from. What were the previous steps taken before considering different energy efficiency measures (e.g. self-assessment, SWOT analysis, energy monitoring)? What kind of data and information was available at that time (e.g. hourly energy consumption data)? What did you find out that affected your decision-making process?

## 3. Targets

Any decision-making process depends on the targets it is working towards. These may differ from tandem to tandem due to the local circumstances. Please specify the targets you want to achieve by implementing energy efficiency measures in your tandem municipality (e.g. climate protection, cost saving, energy independence, fostering local economy etc.).

### Main targets

Please specify the targets, that are critical for the success of the activities in your tandem municipality and therefore must be addressed by the energy efficiency measures you will be selecting.

1.
2.
3.

Please provide a brief explanation why these targets are mandatory for your activities.



## Secondary targets

In case you have identified other targets that are desirable, but not critical for the success of the activities in your tandem municipality, please specify them below.

1.

2.

3.

Please provide a brief explanation of the reasons why these targets are desirable but not critical for your activities.

## Non-targets (optional)

In case there were targets that you intendedly have decided not to pursue for a particular reason, please provide a brief description.

## 4. Process outline

The process of identifying the most effective energy efficiency measure may differ from case to case, depending on factors like the structure of the local working group or the municipal administration. Please outline the most important steps of the process you have worked through in your tandem in order to identify the most effective energy efficiency measure.

- How did you proceed from the baseline described above? What were the main steps in the process?
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- Who was involved in each of the decision-making steps?  
(Examples: only the tandem, higher levels of administration, citizens)

\*Your input shall include at least 3-4 steps. You are welcome to attach an additional visualisation (e.g. a flowchart) of the process to this questionnaire.

## 5. Decision criteria

Decision-making and the evaluation, how “effective” a particular energy-efficiency measure is, requires a set of criteria. For each category below, please name the criteria you applied to the options in your decision-making process, and specify how important each criterion was.

You are free to leave a category empty, if it does not apply to your case.

### Ecology

(Examples: CO2 savings, air quality improvement, noise emission reduction, healthy housing conditions...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

### Economy

(Examples: necessary investment, energy cost savings, payoff time, possibility of funding aids...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

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## Technical

(Examples: availability, reliability, applicable to building stock, innovation level...)

Criterion	Importance			
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## Legal & Administration

(Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)

Criterion	Importance			
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## Society

(Examples: co-operation with local stakeholders, public approval of activities, improved quality of life, good example for citizens, symbolic value...)

Criterion	Importance			
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## 6. Identified energy efficiency measure

In this section, please provide a description of the energy efficiency measure, that you have evaluated as most effective and therefore will be subject to the pilot investment further processed in GoA 3.4.

### What will be done?

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### Energy saving effect

Please quantify the expected energy savings by implementing this measure.

### Investment costs

Please quantify the expected costs necessary to implement this measure.

## Reasons for selection

Please explain, why you have decided to select this particular energy efficient measure as pilot investment candidate.

Which of the targets specified in section 2 does it address to which extent?

Which of the criteria specified in section 4 does it fulfil?

Optional: What additional advantages does the selected measure have, that are not represented by the targets and criteria?

## Alternatives

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## 7. Difficulties

What kind of difficulties did you experience (if any) during the process of identifying the most effective energy efficiency measure? Why did they occur? How did they affect the process? How did you deal with the problem (solve, work around, ignore...)?

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Name of Municipality

Name of coaching expert partner:

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## 3. Targets

Any decision-making process depends on the targets it is working towards. These may differ from tandem to tandem due to the local circumstances. Please specify the targets you want to achieve by implementing energy efficiency measures in your tandem municipality (e.g. climate protection, cost saving, energy independence, fostering local economy etc.).

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1.
2.
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Please provide a brief explanation why these targets are mandatory for your activities.

## Secondary targets

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(Examples: only the tandem, higher levels of administration, citizens)

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You are free to leave a category empty, if it does not apply to your case.

### Ecology

(Examples: CO2 savings, air quality improvement, noise emission reduction, healthy housing conditions...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

### Economy

(Examples: necessary investment, energy cost savings, payoff time, possibility of funding aids...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Technical

(Examples: availability, reliability, applicable to building stock, innovation level...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

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## Legal & Administration

(Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

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## Society

(Examples: co-operation with local stakeholders, public approval of activities, improved quality of life, good example for citizens, symbolic value...)

Criterion	Importance			
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## Others (optional)

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## Source of criteria

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(Examples: discussion in the local working group, consulted a guideline, advise from administration...)

## 6. Identified energy efficiency measure

In this section, please provide a description of the energy efficiency measure, that you have evaluated as most effective and therefore will be subject to the pilot investment further processed in GoA 3.4.

### What will be done?

Please briefly describe, what exactly will be done in the selected energy efficiency measure. Please also specify the scale of the measure by providing quantitative information (e.g. refurbished building area, capacity of heat supply system, expected investment volume...).

### Energy saving effect

Please quantify the expected energy savings by implementing this measure.

### Investment costs

Please quantify the expected costs necessary to implement this measure.



## Reasons for selection

Please explain, why you have decided to select this particular energy efficient measure as pilot investment candidate.

Which of the targets specified in section 2 does it address to which extent?

Which of the criteria specified in section 4 does it fulfil?

Optional: What additional advantages does the selected measure have, that are not represented by the targets and criteria?

## Alternatives

Please name up to three alternative energy efficiency measures, that you took into closer consideration. In which way are they less appropriate for further development, compared to the energy efficiency measure you have actually selected?

## 7. Difficulties

What kind of difficulties did you experience (if any) during the process of identifying the most effective energy efficiency measure? Why did they occur? How did they affect the process? How did you deal with the problem (solve, work around, ignore...)?

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### 1. About the tandem

Name of Municipality

Name of coaching expert partner:

## 2. Baseline

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## 3. Targets

Any decision-making process depends on the targets it is working towards. These may differ from tandem to tandem due to the local circumstances. Please specify the targets you want to achieve by implementing energy efficiency measures in your tandem municipality (e.g. climate protection, cost saving, energy independence, fostering local economy etc.).

### Main targets

Please specify the targets, that are critical for the success of the activities in your tandem municipality and therefore must be addressed by the energy efficiency measures you will be selecting.

1.
2.
3.

Please provide a brief explanation why these targets are mandatory for your activities.

## Secondary targets

In case you have identified other targets that are desirable, but not critical for the success of the activities in your tandem municipality, please specify them below.

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## Non-targets (optional)

In case there were targets that you intendedly have decided not to pursue for a particular reason, please provide a brief description.

## 4. Process outline

The process of identifying the most effective energy efficiency measure may differ from case to case, depending on factors like the structure of the local working group or the municipal administration. Please outline the most important steps of the process you have worked through in your tandem in order to identify the most effective energy efficiency measure.

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(Examples: only the tandem, higher levels of administration, citizens)

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## 5. Decision criteria

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You are free to leave a category empty, if it does not apply to your case.

### Ecology

(Examples: CO2 savings, air quality improvement, noise emission reduction, healthy housing conditions...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

### Economy

(Examples: necessary investment, energy cost savings, payoff time, possibility of funding aids...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Technical

(Examples: availability, reliability, applicable to building stock, innovation level...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

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## Legal & Administration

(Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)

Criterion	Importance			
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## Society

(Examples: co-operation with local stakeholders, public approval of activities, improved quality of life, good example for citizens, symbolic value...)

Criterion	Importance			
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## Others (optional)

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## 6. Identified energy efficiency measure

In this section, please provide a description of the energy efficiency measure, that you have evaluated as most effective and therefore will be subject to the pilot investment further processed in GoA 3.4.

### What will be done?

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### Energy saving effect

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### Investment costs

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## Reasons for selection

Please explain, why you have decided to select this particular energy efficient measure as pilot investment candidate.

Which of the targets specified in section 2 does it address to which extent?

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## Alternatives

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## GoA 3.3 – Questionnaire

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### 1. About the tandem

Name of Municipality

Name of coaching expert partner:

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## Reasons for selection

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### 1. About the tandem

Name of Municipality

Name of coaching expert partner:

## 2. Baseline

Please briefly describe the baseline, you started the decision-making process from. What were the previous steps taken before considering different energy efficiency measures (e.g. self-assessment, SWOT analysis, energy monitoring)? What kind of data and information was available at that time (e.g. hourly energy consumption data)? What did you find out that affected your decision-making process?

## 3. Targets

Any decision-making process depends on the targets it is working towards. These may differ from tandem to tandem due to the local circumstances. Please specify the targets you want to achieve by implementing energy efficiency measures in your tandem municipality (e.g. climate protection, cost saving, energy independence, fostering local economy etc.).

### Main targets

Please specify the targets, that are critical for the success of the activities in your tandem municipality and therefore must be addressed by the energy efficiency measures you will be selecting.

1.
2.
3.

Please provide a brief explanation why these targets are mandatory for your activities.



## Secondary targets

In case you have identified other targets that are desirable, but not critical for the success of the activities in your tandem municipality, please specify them below.

1.

2.

3.

Please provide a brief explanation of the reasons why these targets are desirable but not critical for your activities.

## Non-targets (optional)

In case there were targets that you intendedly have decided not to pursue for a particular reason, please provide a brief description.

## 4. Process outline

The process of identifying the most effective energy efficiency measure may differ from case to case, depending on factors like the structure of the local working group or the municipal administration. Please outline the most important steps of the process you have worked through in your tandem in order to identify the most effective energy efficiency measure.

- How did you proceed from the baseline described above? What were the main steps in the process?
- What were the main questions that were answered in each step?
- Did you include additional information or data in the respective step?
- Who was involved in each of the decision-making steps?  
(Examples: only the tandem, higher levels of administration, citizens)

\*Your input shall include at least 3-4 steps. You are welcome to attach an additional visualisation (e.g. a flowchart) of the process to this questionnaire.

## 5. Decision criteria

Decision-making and the evaluation, how “effective” a particular energy-efficiency measure is, requires a set of criteria. For each category below, please name the criteria you applied to the options in your decision-making process, and specify how important each criterion was.

You are free to leave a category empty, if it does not apply to your case.

### Ecology

(Examples: CO2 savings, air quality improvement, noise emission reduction, healthy housing conditions...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

### Economy

(Examples: necessary investment, energy cost savings, payoff time, possibility of funding aids...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Technical

(Examples: availability, reliability, applicable to building stock, innovation level...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Legal & Administration

(Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Society

(Examples: co-operation with local stakeholders, public approval of activities, improved quality of life, good example for citizens, symbolic value...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Others (optional)

Please enter any criteria that you have applied in your decision-making process, but do not fit into the above categories.

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

## Source of criteria

Please describe briefly, how you identified the criteria above.

(Examples: discussion in the local working group, consulted a guideline, advise from administration...)

## 6. Identified energy efficiency measure

In this section, please provide a description of the energy efficiency measure, that you have evaluated as most effective and therefore will be subject to the pilot investment further processed in GoA 3.4.

### What will be done?

Please briefly describe, what exactly will be done in the selected energy efficiency measure. Please also specify the scale of the measure by providing quantitative information (e.g. refurbished building area, capacity of heat supply system, expected investment volume...).

### Energy saving effect

Please quantify the expected energy savings by implementing this measure.

### Investment costs

Please quantify the expected costs necessary to implement this measure.

## Reasons for selection

Please explain, why you have decided to select this particular energy efficient measure as pilot investment candidate.

Which of the targets specified in section 2 does it address to which extent?

Which of the criteria specified in section 4 does it fulfil?

Optional: What additional advantages does the selected measure have, that are not represented by the targets and criteria?

## Alternatives

Please name up to three alternative energy efficiency measures, that you took into closer consideration. In which way are they less appropriate for further development, compared to the energy efficiency measure you have actually selected?

## 7. Difficulties

What kind of difficulties did you experience (if any) during the process of identifying the most effective energy efficiency measure? Why did they occur? How did they affect the process? How did you deal with the problem (solve, work around, ignore...)?

Thank you!



## GoA 3.3 – Questionnaire

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This questionnaire is part of GoA 3.3 “Identification of potential for energy saving and identification of most effective measures”. In GoA 3.3, each tandem shall identify the “most effective and, under the scope of a cost-benefit analysis most useful energy efficiency measures” (project application). The identified measure will then be further developed as a pilot investment case in GoA 3.4.

The aim of this questionnaire is to document the **process** and the **results** of identifying the energy efficiency measure, that later will be the pilot investment case. It seeks to aggregate all necessary information for the final report as well as the web-based training tool (GoA 5.3) in a comparable way, but still being open for the differences in each individual case.

This questionnaire needs to be answered by **each tandem** until **August 31<sup>st</sup> 2019** and delivered to [r.kajimura@unendlich-viel-energie.de](mailto:r.kajimura@unendlich-viel-energie.de).

Should you have any questions regarding this questionnaire, please contact:

Ryotaro Kajimura  
Renewable Energies Agency (PP3)  
+49 30 200 535 57  
[r.kajimura@unendlich-viel-energie.de](mailto:r.kajimura@unendlich-viel-energie.de)

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### 1. About the tandem

Name of Municipality

Name of coaching expert partner:

## 2. Baseline

Please briefly describe the baseline, you started the decision-making process from. What were the previous steps taken before considering different energy efficiency measures (e.g. self-assessment, SWOT analysis, energy monitoring)? What kind of data and information was available at that time (e.g. hourly energy consumption data)? What did you find out that affected your decision-making process?

## 3. Targets

Any decision-making process depends on the targets it is working towards. These may differ from tandem to tandem due to the local circumstances. Please specify the targets you want to achieve by implementing energy efficiency measures in your tandem municipality (e.g. climate protection, cost saving, energy independence, fostering local economy etc.).

### Main targets

Please specify the targets, that are critical for the success of the activities in your tandem municipality and therefore must be addressed by the energy efficiency measures you will be selecting.

1.
2.
3.

Please provide a brief explanation why these targets are mandatory for your activities.

## Secondary targets

In case you have identified other targets that are desirable, but not critical for the success of the activities in your tandem municipality, please specify them below.

1.
2.
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Please provide a brief explanation of the reasons why these targets are desirable but not critical for your activities.

## Non-targets (optional)

In case there were targets that you intendedly have decided not to pursue for a particular reason, please provide a brief description.

## 4. Process outline

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You are free to leave a category empty, if it does not apply to your case.

### Ecology

(Examples: CO2 savings, air quality improvement, noise emission reduction, healthy housing conditions...)

Criterion	Importance			
	critical	important	desirable	exclusion criterion

(\*critical = must be fulfilled, exclusion criterion = must not be fulfilled)

### Economy

(Examples: necessary investment, energy cost savings, payoff time, possibility of funding aids...)

Criterion	Importance			
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## Technical

(Examples: availability, reliability, applicable to building stock, innovation level...)

Criterion	Importance			
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## Legal & Administration

(Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)

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## Society

(Examples: co-operation with local stakeholders, public approval of activities, improved quality of life, good example for citizens, symbolic value...)

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## Reasons for selection

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(Examples: regulatory hurdles, procurement rules, administrative approval process, consistence to local policy...)

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Thank you!