

# Program for Workshop 3

## Workshop 3 “Organisation and financing”

2 Days duration

### Expected participants:

Technical and managing staff from DHC utilities,  
DHC customers, cooperative unions, consumer protection associations,  
banks and financial institutes.

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Smart and flexible 100% renewable district heating  
and cooling systems for European cities



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## Program for Workshop

The main objective of workshop “Organisation and financing” was to train stakeholders on how to organise and run 100% renewable district heating and cooling systems.

### Main addressed topics:

- *Metering, payment, service to customers, administration*
- *Customer involvement and ownership, business models and financial analysis*
- *Viability of consumer-owned company, legal and financial*
- *Financing, investment costs*
- *Case studies*

## Day one

- 1. Welcome** by the regional task force and PlanEnergi.
  - a. Presentation of regional status, goal and program for the workshop.
  - b. Presentation of the program – the steps in organizing new district heating (Contact to consumers, business plan including break even for connection of consumption, financing, expected consumer prices and organization with statute for members). Invitation to consumer meeting, preliminary contract, tendering, contracts with suppliers, final contracts with customers)
- 2. Business plan** (75 minutes)
  - a. Competitiveness of district heating vs. individual, Municipal loan guarantees
  - b. Group work session providing what input is needed in a business plan from different perspectives (e.g. consumer, investor, municipality). The “Business Model Generation” framework could be applied/mentioned for inspiration.
  - c. Local examples (case studies and related projects) by local SRF partners
  - d. Danish example from Bornholm
- 3. Fuel Supply** (30 minutes)
  - a. Contracts for biomass, biogas etc., Danish examples
  - b. Local examples
- 4. How to get customers connected** (60 minutes)
  - a. Example of procedure from Bornholm, DK.
  - b. Local examples by local consultants.
- 5. Customer contracts** (60 minutes)
  - a. Danish and local examples.
  - b. Regulatory framework, legislation
  - c. Guideline on contract conditions for DH supply, experience and practice
- 6. How to organize a district heating company** (60 minutes)
  - a. The Danish model for coops, the emergence of district heating
  - b. Standard articles of association, experience and practice
  - c. Local examples from local consultants.
- 7. How to organize monitoring and payment** (60 minutes)
  - a. Danish and local examples
  - b. Types of customer relationships
  - c. Heat meters

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## Day two

8. **Case study one** (60 minutes)
  - a. Organizational and financing issues. Discussion of the steps.
9. **Group work.** Case studies (60 minutes)
10. **Presentation** of group work (60 minutes)
11. **Conclusion by the regional task force.** How to follow up upon the organizational and financing workshops.