

BEAST

Beyond Energy Action Strategies

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Canary Islands Workshops on bankable energy actions and projects, and business models

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		YES	NO
Distribution List:	East Sweden Energy Agency	✓	
	Comunità Montana Valtellina di Morbegno	✓	
	Cyprus Energy Agency	✓	
	More and Romsdal Fylkeskommune	✓	
	Province of Flemish Brabant	✓	
	Zemgale Regional Energy Agency	✓	
	University of Zagreb, Faculty of Mechanical Engineering and Naval Architecture	✓	
	Western Isles Council	✓	
	Canary Islands Institute of Technology	✓	
	European Commission	✓	

Ver.	Date	Drafted	Checked	Approved	Status (C-P)*
01	10/09/15	Salvador Suárez	Salvador Suárez		P

* C: Confidential
P: Public

Topic	Bankable energy actions and projects, and business models
Date	2 and 3 March 2015
Location	ITC / Grand Canarias
Number of participants	6+6

Two workshops on bankable energy actions and projects, and business models have been celebrated in the Canary Islands in 2015. The training activities aim at the long-term capacity building in the archipelago. The aim of the workshops was to reinforced the local and regional analysis capacity to understand basic investment project concepts needed to



effectively understand and promote sustainable energy projects and actions. The knowledge gain through the workshops would be helpful to correctly manage investment decisions related to renewable energy projects and actions. Initial project feasibility analysis is an important part of business strategic planning, and crucial for implementation is of the projects.

Other factors affecting bankability of sustainable energy projects were also addressed in the workshops. Emphasis was made in the need of carrying-out a much broader economic analysis, to identify and highlight the social benefits of sustainable energy projects. Positive externalities of RES and energy saving projects, have an impact on the Social Internal Rate of Return, which is the basis for justifying public support for projects which are not able to generate by themselves a high enough financial return to the private investors.



Finally business models were also discussed, and examples of successful experiences were analysed. The objective was to inform the participants of existing proven formulas for commercial exploitation of the investments, which can reinforce the bankability of sustainable energy projects.

Two workshops were celebrated on the 2nd and 3rd of March 2015, with 6 participants in each. The speaker in both workshop was Salvador Suárez, who as ITC staff, has been actively participating in all the activities organized in the framework of the BEAST project. Included are the two lists of participants to each of the two workshops celebrated in the Canary Islands. Attached to this report is a Power Point presentation prepared by Salvador Suárez. Attached to the report a the Power Point presentation prepared by ITC for the workshops.



LISTA DE ASISTENCIA		
Ponente: Salvador Suárez García		FECHA
PROYECTOS DE INVERSIÓN EN ENERGÍAS RENOVABLES		02/03/15 (12:30 a 16:30)
APELLIDOS	D.N.I.	FIRMA
María Soledad Fleitas Santana	44.722.765 R	
Himar Marrero Cáceres	44.722.718 T	
Rafael Medina Velázquez	43.253.589 L	
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Maria Isabel González Suárez	42.227.740-Q	
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LISTA DE ASISTENCIA		
Ponente: Salvador Suárez García		FECHA
PROYECTOS DE INVERSIÓN EN ENERGÍAS RENOVABLES		03/03/15 (08:00 a 12:00)
APELLIDOS	D.N.I.	FIRMA
Diana Cabrera Brito	44.700.507 F	
David Jesús García Hernández	78.522.069 T	
Rosa Riutort Sánchez	42.860.720 J	
Eduardo Méndez Rodríguez	44.741.380 D	
Mónica Esther Ramírez Díaz	44.302.091 C	
Inmaculada Sánchez Pérez	54.079.400 Y	

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