



SME POWER

Interreg Europe



European Union
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Good Practice Peer Review

BEEP 2 – building on strong
foundations

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BEEP 2 – building on strong foundations (Business Energy Efficiency Project)

Background and Introduction

- Stephen Beresford
- SME Power Project Manager

Developing the BEEP 2 Bid

- Helen Grayshan
- Senior Funding and Projects Officer

Changes incorporated into BEEP 2

- Caroline Hearne
- Business Energy Efficiency Project Manager

BACKGROUND AND INTRODUCTION

Good Practice to highlight process Durham County Council went through to deliver a second successful bid for funding under ESIF 4b.

- **Summary of why this is a good practice**
- **Some information about the initial bid**
- **Case study of work undertaken**

- **Developing the BEEP 2 bid**
- **Summative Assessment**
- **Change in policy instrument**

- **Features of BEEP 2**
- **Changes incorporated into BEEP 2**
- **Targets and progress**

Why is this Good Practice?

- **Example of successful project transition**
- **Improved outcomes, value for money**
- **Highlight value of critical analysis of project**
- **Hopefully it can be replicated by other partners**

Key Stakeholders

- **Durham County Council**
- **Government**
- **SMEs**

Factors enabling this good practice

- **7 year ESIF bid window timetable**
- **3 year project duration**
- **Not all funding allocated at once**
- **Summative assessment**
- **Political support**
- **Engagement with national Government**

Background to BEEP

Idea / concept-need to support SMEs if we want to achieve our carbon ambitions

2016-2019, ERDF PA 4b

£533,887 project budget

First of it's kind for Durham (and everyone!)

Durham as Transition Region

Small, in-house team to deliver free audits to SMEs supported by grant process to facilitate improvements

Business receives:

- Fully funded energy audit
- Advice and support
- Customised written audit report
- Grant funding

County benefits:

- Another business assisted
- CO₂ saving for the County

Examples of solutions

- Compressors
- LED lighting
- UV cleaning
- Gas boilers
- Heat pumps
- Golf buggies
- Solar PV
- Biomass

Case Study

Castle Eden Brewery

Worked with BEEP from 2017 and made a succession of changes following BEEP investigation and report

Initial site investigation, bill analysis, and recommendation report and meeting.

Initially LED replacements, saving £5,800 and 11 tonnes of CO₂ each year.

This also saved the company more as it did not have to hire a machine to reach the ceiling lights when they needed replacing.

Further savings delivered through installing a water meter.

The improved data collection led to change in manufacturing process, saving water and carbon



This also resulted in replacing electric immersion heaters with gas boiler, saving another 13.9 tonnes of CO₂.

Power Purchase Agreement- 140kWp system on roof



Total Savings – still being assessed, but over £10,000 per year, and annual savings of 55 tonnes of CO₂.

Good example of embedding a low carbon ethos throughout the business



DEVELOPING THE BEEP 2 BID

Developing the BEEP 2 Bid

Helen Grayshan

1. Summative (end) assessment of project:

- **Funder required and paid for**
- **Independent consultant**
- **Interviews with customers and stakeholders**

Strengths

- Good reviews from SMEs overall
- Stakeholders very impressed
- Exceeded C1 target (240 of a target of 240!)

Weaknesses

- The process took too long for some SMEs
- Did not achieve full carbon target
- Communications need consistency

Opportunities

- Many SME's want to revisit their energy efficiency work
- Transport needs to be added as a theme
- Bigger grant pot needed

Threats

- The project concept cannot be delivered without substantial grant funding
- Good value for money, but not cheap

Developing the BEEP 2 Bid

Helen Grayshan

2. Change in policy instrument

- **Priority axis 4 b**
- **New application guidance**
- **Funder can ask for clarifications between Outline and Full Application**
- **Running up to end of ERDF period in UK**

BEEP2 had to be re-tailored to the policy instrument and guidance – not just business as usual!

- **Shift away from innovation to effectiveness**
- **Satisfying internal stakeholders**
- **Change in definitions on 12 hours of support – Durham LOCARBO influence!**
- **State Aid - General Block Exemption Regulation over de minimis**
- **BUT consistently high carbon target!**

In addition to the lessons learned from the summative assessment of the BEEP1 Project, BEEP 2 had to incorporate these changes

CHANGES INCORPORATED INTO BEEP 2

Features of BEEP 2

Focus on heat, transport and innovation

- Heat pumps
- Solar thermal
- EV transport
- Heat recovery

Challenges

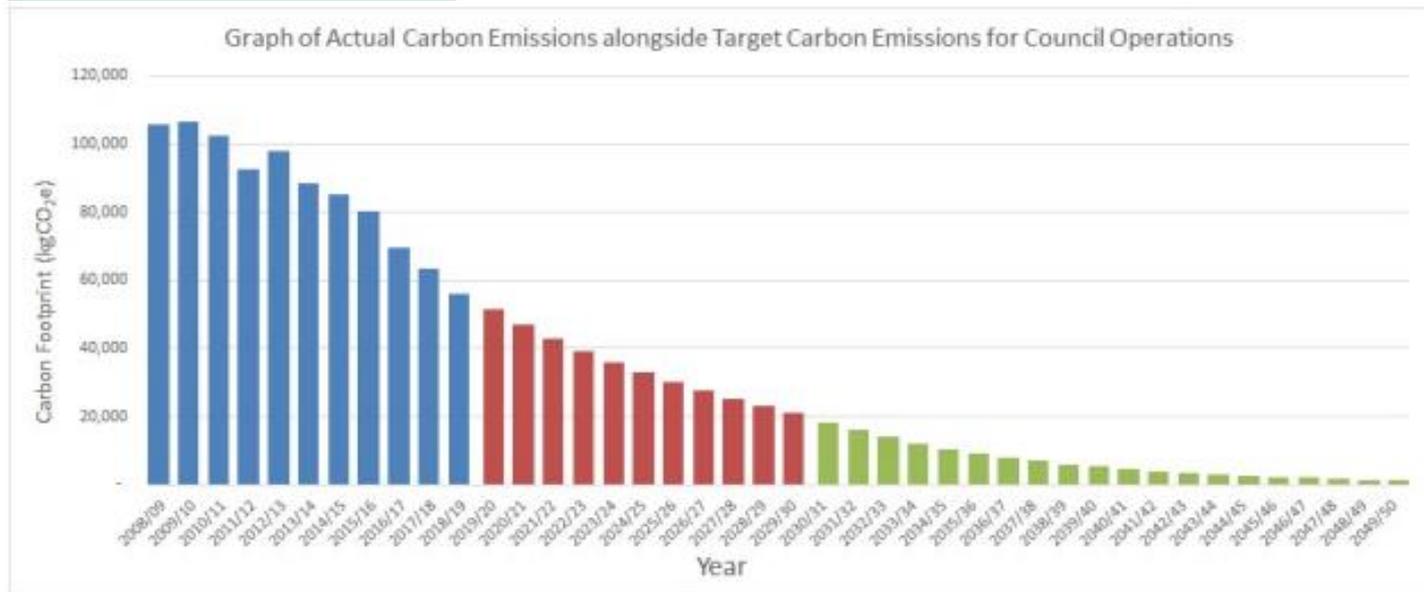
- Loss of RHI and Feed In Tariffs
- Matched finance
- Covid 19

Significant changes from BEEP

- Part time Engagement Officer
- One quotation for work
- 20% standard for LED upgrades
- Flexible with grants
- Closer relationship with businesses
- Grants changed back from GBER to de minimus to avoid having to refuse 'Undertakings in Difficulty'

Over 330 businesses received support
By 2022 560+

1900 tCO2 saved annually so far
By 2022 4,000 tCO2





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Thank you!

Questions welcome



Project smedia