



## **Minutes of INDECO PROJECT Final Meeting**

**Brussels, 18.03.2015**

**Version: 2nd Draft**

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Meeting called to order at 10:00 am by the host *COTANCE*.

## 1. Agenda

Time	Topic	Partner
10:00	<b>Welcome</b>	Cotance
10:10	<b>Agenda explanation and overture</b> of IND-ECO Project Objectives and Expected Outcome and Deliverables	UNIC
10.20	<b>WP 3</b> Final indicators of activities Final status of actions Technical discussion	INESCOP LEITAT All partners
11.00	<b>WP 4</b> Final indicators of activities Final status of actions Technical discussion	INESCOP COTANCE All partners
11.30	<b>WP 5</b> Final indicators of activities Final status of actions Technical discussion	INESCOP UKLF All partners
12.30	<b>WP 2</b> Final indicators of activities Final status of actions Technical discussion	INESCOP ICPI All partners
<b>13.00</b>	<b>Lunch</b>	
14.00	<b>WP 7</b> Strategy, plans and results Technical discussion	UNIC All partners
14.40	<b>Work Package 6 – Task 6.5</b> Recommendations to policy makers Technical discussion	COTANCE
15.00	<b>Work Package 1</b> Project management	UNIC
15.30	<b>Work Package 1</b> Project Budget and Financial Reports	CONCIARICERCA
16:00	<b>P.O. Guidelines &amp; Remarks for Final Reporting</b>	EU/IEE
16:45	<b>Q&amp;A</b>	All
17.30	<b>Meeting end</b>	

## 2. Attendees

Name	Organisation	Acronym or Role
Celine Tougeron	EACI	P.O.
Ioannis Ioannidis	UNIC	IAI
Vialetto Barbara	CR&S	BV
Elena Fanetti	UF	EF
Gustavo Gonzalez-Quijano	COTANCE	GGQ
Macarena Gonzalez	COTANCE	MGQ
Javier Casellas	LEITAT	XC
Xavier Duarri	LEITAT	XD
Maria Dolores Fabregat	INESCOP	MD
Luminita Albu	ICPI	LA
Daniel Petcu	SFERA	DP
Guido Zilli	DANI	GZ
Raluca Pache	PROCOMOD	RP
Mariana Popescu	PIELOREX	MP
Gheorghe Bostaca	APPBR	BG
Elisaveta Gilina	BU	EG
Sergey Gilin	BU	SG
Maria J. Fereirra	CTCP	MJF
Vera Pinto	CTCP	VP
Paul Pearson	UKLF	PP
Giovanni Franco	SOG	GF

## 3. Approval of Minutes of Month-30 Interim Consortium Meeting

Action not implemented. No further concerns or request for changes or amendments have been requested.

## 4. Apologies & Power of Attorney

IAI presented the *P.O.* with power of attorney and apologies from Project COO (Silvia Pedrana) and moved a motion to assign as chairperson for the meeting GGQ. The motion was passed.

## 5. Amendments in Final Meeting Agenda

GGQ presented shifts and changes in the agenda in view of:

- (1) The imminent travelling arrangements of *INESCOP* on the same day.
- (2) Request by *P.O.* to move last item on the agenda immediately after item 2, in order to enable her departure in the afternoon and stir discussions and presentations thereof.

## ***A. MORNING SESSION***

### **6. Welcome**

GGQ has launched the Final Meeting with a welcome and a brief overture of INDECO Project from kick-off to the imminent completion, expected on the 30<sup>th</sup> of April 2015.

A template attendees' registration sheet was circulated and all delegates, including the **P.O**, have signed it, as required.

### **7. Business**

<b>Item 1: Agenda explanation and overture of IND-ECO Project Objectives and Expected Outcome and Deliverables</b>
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INDECO Final Meeting Agenda overture was carried out with the aid of slides by **IAI**, delegated representative of the **COO** and **UNIC**. The speaker went on to present and assess overall progress made by month-35. More specific he presented: (i) stipulated with Annex 1 Project quantified objectives, (ii) quality indicators and expected deliverables / results by project end, and (iii) achieved by month-35 results per WP, based upon the information provided by each WP leader.

**IAI** emphasised the ambitious scope of the project, the envisaged, but proven redundant, broker function for **INDECO** project consortium following its completion in offering services towards Energy Efficiency, as well as to specific points regarding investments number calculation, web site quality and problematic, DB accessibility encountered bottlenecks, and the eventual attainment of all project goals.

He concluded by asking clarifications regarding **WP8** and querying whether it was necessary to report activities in this WP that was not clear from Annex 1.

At this point the **P.O.** responded that **WP 8** activities refer in links with other IEE projects and training of Coordinators tasks covered in terms of costs by IEE. Hence, it was not necessary to report activities in **WP 8**.

<b>Item 2: P.O. Guidelines &amp; Remarks for Final Reporting</b>
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Project **P.O.** (Celline Tougeron) was the next speaker to take the floor and she went on to highlight the following emerging points:

1. *Interim Progress Report Observations follow up*: The speaker emphasised the fact that the Supplementary has met her expectations in terms of format and content and that should serve as a guide to final reporting. She pointed out that the elaboration and presentation of the additional report was foreseen and agreed upon with Grant Agreement; she pointed out that the Supplementary Progress report addressed the big picture, as well as answered specifically questions raised regarding the contents of the Interim Progress Report, by adopting the right approach towards that end.
2. *Points regarding Financial Reporting*: The speaker urged partners:
  - a. to comply with Annex 1- Article 11 and explain deviations, e.g. single partner delegations for a project meeting consisting of more than one person – except Kick-off Meeting.

- b. Implement amendments in budget allocation per partner and specific category costs that did not exceed 20%, without requesting the consent and approval of **EACI** and the **P.O.** On the other hand, for changes or deviations greater than 20% the **P.O.** had to be informed, a request launched and at least one month would lapse until approval was granted.
3. *Project Publishable Report*: The **P.O.** emphasised the importance of the publishable report, which will de facto act as the Project “calling card”. She went on to depict its content – namely **IEE** specifications for this purpose, recently completed successfully IEE projects publishable reports (Textile Sector). The content should focus on the needs of target groups, present results, in conjunction to what was expected and what was actually done. The scope is to promote the fact that **INDECO** project throughout its life time comprised activities which aimed at working with companies and sharing harvested knowledge and experience with them , in order eventually to facilitate investments in energy efficiency in the Tanning and Footwear Sectors, respectively. Acronyms should be avoided, as well as references to specific project tasks, work packages, which are of no interest to the targeted audience.
4. *Project Web site*: The **P.O.** highlighted the need to update the web site as well as eventually adopt the IEE specifications, communicated to the consortium and **COO** in due time, stating that the improvement and revision is expected, since non-compliance can have an impact in terms of grant payment.
5. *Final Reports Submission Deadline*: Final Reports should be presented 60 days after the project execution end date, at latest.
6. *Databases*: The **P.O.** reiterated that these are platforms for sharing harvested knowledge and user-friendliness ought to be assured and recommended to the consortium to use the existing budget for resourcing funding internally for implementing the improvements, as well, as web site revisions, as required.
7. *IEE Website* as per Financial Guidelines should be updated by **COO**. **EEFG** is issuing monthly minutes and financial sheets based on the **IEE** web site content, which is shared with the Industry and Financial Bodies, with information been explored by the Market and Policy Makers.

**Item 3: WP 3 - Final indicators of activities - Final status of actions - Technical discussion**

WP leader: **LEITAT**

(i) *Final indicators of activities*

**MD.** took the floor to present **WP 3** status at a glance with the aid of slides the status of activities and deliverables as per Annex 1.

(ii) *Final status of actions*

WP leader **XD** was the next speaker who presented with a graphic illustration an overview of activities and results obtained by month-35. He particularly focused on the scope of the DB, deliverable of **WP3**, in terms of disseminating and promoting existing EU-technological and financial solutions towards Energy Efficiency and identifying specific high energy consumption areas.

More specific he reported that:

WP 3.1 - Scouting Report: Pending task the verification of technical solutions

WP 3.3 - Deliverable 3.3: In-progress

WP 3.4 - Deliverable 3.4 - and in parts are still in-progress. Achievement of commitment by Associations is still impending.

WP 3.5 - Deliverable 3.5: No progress registered since December 2014 Supplementary Report in terms of presentation to companies, and the situation needs to be clarified as seconded by **M.D.**

*(iii) Technical discussion*

**IAI** opened the discussion by pointing out that the expected number of companies would have necessitated a couple of man-years in company visits and feedbacks collection and elaboration. He went on to add that existing population of companies is more than sufficient to guide further take up of measures, solutions, always depending on the prevailing Market conditions. He did query the significance of the numbers stipulated with Annex 1 in terms of results achievement and how these targets were set to start with.

**MJF** responded that already on month-30 INDECO consortium has addressed the feasibility in terms of consortium resources and companies time availability for the expected results achievement and it was agreed to make the WP4 evaluation by personal direct contacts and phone.

**IAI** queried the plausibility for verification and promotion of technological solutions as expected for INDECO. He mentioned that that would have meant obtaining specific data on devices before and after technological update, which is not feasible.

**XD** returned to the floor and stressed the existing difficulties in obtaining measurements of energy consumption before and after the audit for specific devices, productivity variance and lack of control.

**GGQ** intervened to remind delegates that measurement must be carried out on site using dedicated instruments for this purpose.

**GF**, as representative of **SOG**, reported the transfer and tools to **ASSOFON**, the Foundries Association in Italy, which are looking into mandatory compliance to existing Italian law for highly energy consuming Industries. **SOG** participated in Internal Workshops on this specific thematic area yielding a forum and a brokerage event for demonstrating existing technical solutions and tools. He concluded that adopting technical solutions in order to verify them is out of the scope of **INDECO** project.

On the same issue, **PP** shared the experience and an Inventory of verified Energy Efficient Equipment already available in UK through measures implemented by Carbon Trust for their external verification. He concluded by pointing out that **UKLF** consequently had a head start in **INDECO**, whereas the aim of the DB is to guide and inform and eventually promote energy efficient solutions.

*(iv) Imminent Actions:*

- Updating data on scouting template (*All partners*)
- Check DB for data discrepancies in uploaded content – Verification (*CR&S*)
- Finalise Deliverables pending completion (*Deliverables Responsibles*)

**Deadline:** Before first week Catholic –Protestant Easter Holidays as depicted for each activity and deliverable with revised common monitoring procedure, elaborated by **INESCOP**

**Item 4: WP 4 - Final indicators of activities - Final status of actions - Technical Discussion**

WP Leader: *COTANCE*

(i) *Final indicators of activities*

**MD** undertook the presentation of activities and deliverables status overview before WP Leader **GGQ** took the floor to present in more detail the outcome and activities still in progress.

(ii) *Final status of actions*

**GGQ** went on to underline the expected results for **WP 4**, namely:

- One directory with 100 Financial solutions,
- Presentations to at least 600 companies and 60 Associations,

**GGQ** Reported the actual status of all related actions, in particular the creation of the Inventory of Financial Solutions included in the DB, as well as the number of presentations to companies implemented hitherto in **WP 4**.

The speaker depicted emphatically and with clarity the difficulties encountered when aiming at obtaining agreements from EU-financing bodies like the **EIB**, in order to assure the EU-dimension, expected for this WP and Inventory of Financial Solutions. He pointed out that, as reported on month-30, but also explicitly presented with the “*Supplementary Report*”, European financing bodies and Institutions could not have embarked in any privileged agreement with **INDECO** consortium, since this was not allowed. **GGQ** stressed the overall encountered bottlenecks and impediments in scouting solutions to financing energy efficiency investments for SMEs of the Tanning and Footwear Sectors, making reference to “*D 6.2 Recommendations to Policy Makers*” document **COTANCE** has elaborated – to report **GGQ** later on the date. **INDECO** consortium had obviated and mitigated the risk by concluding instead of Agreements a limited number of Letters of Support – or intention – with financial institutions, since financial bodies approached at a National level were unwilling to enter in a contractual agreement as stipulated with *Annex 1*.

(iii) *Technical discussion*

**GGQ** reported concrete examples of financing schemes available and presented with **WP 4.2**. These comprised Rotation loans – funds, equity funds only in Italy offered by Regional Government (e.g. Veneto Sviluppo), Carbon Trust energy efficiency investment payback schemes in UK, with all Structural funds made available at a EU-level, financing up to 20% of the total budgeted investment, as depicted in **WP4.2** and already reported with Supplementary Progress Report.

At this point **LA** took the floor and mentioned that for structural funds a project must be presented when applying for a grant.

*(iv) Imminent Actions:*

- Complete activity WP 4.3, in particular the analysis of feedback from companies (**INESCOP**); latter activity was still in progress and difficulties have been encountered in treating data and arriving to reliable conclusions at that point.
- Continue activities for concluding agreements or acquiring LoS at a National level by all partners involved (**All partners**).
- Update inventory of financial solutions in DB, accordingly and as appropriate (**COTANCE**)

**Deadline:** Till project end or otherwise as depicted for each activity and deliverable with revised common monitoring procedure, elaborated by **INESCOP**

<b>Item 4: WP 5 - Final indicators of activities - Final status of actions - Technical Discussion</b>
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WP Leader: **UKLF**

*(i) Final indicators of activities*

**MD** undertook the presentation of activities and deliverables status overture ; however, the speaker pointed out that the presented indicators had to revised after taking into consideration partner input that was made available only the day before the Final Meeting. Revised version of the presentation of common monitoring procedure and **WPS** can be found attached to the Minutes of the Final Meeting.

*(ii) Final status of actions*

**PP** took the floor and with the aid of slides presented the actions in progress regarding Investment Plans (short-mid- and long-term) based on all data received in most cases, like Italy, a couple of days before the Final meeting itself. Consequently, he urged all attendees to take into consideration that the quantitative indicators per country in terms of primary energy savings and GWG emissions would have to be verified and eventually will be updated and finalised.

In particular, **PP** underlined the attainment of some of the most ambitious project results regarding the number of investment plans and investments realised hitherto, as understood from the cumulative consolidated figures for the whole consortium on month-35, but also in terms of investment and primary energy savings achieved. The speaker emphasised the determinative impact of multiple investments realised in Italy, towards the attainment of **WP 5** goals.

**PP** referred to the difficulty in getting companies to commit in investment plans to be eventually realised after project execution phase completion (mid- and long-term perspective), as witnessed in Bulgaria, but also in most of the other participant countries. This had generated secondary potential risks for the environmental claims deliverables for companies which demonstrated an interest, but did not establish a timeline or plan for the realisation of the investments.

The speaker went on to report some of the most important findings and conclusions drawn from **WP 5** actions near the end of the project, which ought to be reported and integrated prior to any further actions. In particular he underlined:

- Most companies are not looking into payback, but in most cases public image improvement and product promotion through certification of energy efficient production or low carbon products.
- Rating of companies energetic performance is already an integral part of stewardship and labelling schemes world wide (e.g. LWG gold rating).
- Major global brands, customers of Tanneries tend to qualify their products through certification.

*(iii) Technical discussion*

At this point, the chairperson opened the discussion to the floor for eventual questions and contributions.

RP was the first delegate to contribute regarding the factors that determined the feasibility of investments during project life as well as the witnessed lack of commitment by companies. More specific, RP referred to the established so far preference of several companies for own-financing of investments – also demonstrated with company feedbacks to questionnaires and during presentations to companies' tasks. RP emphasised that it is not that companies like but instead are forced to resource won funds for Energy Efficiency investments as her company has done. Key issues to be addressed is that there is risk that through most if not all of the available financing measures companies feel that are losing control of their business, whilst commercial financing, namely loans at commercial interest rates are not available at a sustainable cost.

Finally, the *P.O.* intervened to state that it has become clear from **INDECO** reports that significant impediments exist for companies which wish to resource funding in Energy Efficiency and, therefore, it was important to include in the Project Publishable Report concrete examples of financing schemes as above, enabling the successful Market uptake of project results.

The P.O. made reference to existing EU- co-financing measures SME Instruments, EASME and Life Projects (e.g. Eco-innovation projects) and ENYA.

*(iv) Imminent Actions:*

**PP** proposed the following imminent actions till the end of the project:

- Verification of investment plans
- Define set of conversion factors applicable for the calculation of Primary Electric Energy savings achieved by each company and investment (PP mentioned the existing governmental rules in UK, other reliable conversion factors available at a National level or used by companies already in the past).

**Deadline:** Till project end or otherwise as depicted for each activity and deliverable of **WP 5** with revised common monitoring procedure, elaborated by **INESCOP (attached)**.

**Item 5: WP 2 - Final indicators of activities - Final status of actions - Technical Discussion**

WP Leader: **ICPI**

*(i) Final indicators of activities*

**MD** undertook the presentation of activities and deliverables status overview; however, the speaker pointed out that the presented indicators had to be revised after taking into consideration the benchmark for Tanneries revision, disseminated on 17.03.2015 by **IAI**. Revised version of the presentation of common monitoring procedure and **WP2** can be found attached to the Minutes of the Final Meeting.

*(ii) Final status of actions*

**LA** took the floor and presented with the aid of slides the actual status of:

- (1) Audit Activities,
- (2) Audit Reports drafting,
- (3) Inventories compilation by Tanneries and Footwear Manufacturers, and
- (4) Benchmarking Activities.

**LA** concluded by depicting the actual status of the related Deliverables revised and updated on month-35.

**LA** referred to the conflicting number of Audits expected in each country and for each industrial activity and reported that the total expected number was eventually met following the inclusion of audits carried out in Bulgaria.

Benchmarks for both Sectors had been finalised, even though further discussion and evaluation of the final revision of Tannery Benchmark and EnPIs had to follow its late submission for assessment by partners.

At this point **LA** passed the floor to **IAI** who carried out the presentation of the revised Tannery benchmark, statistical analysis, highlighting conclusions based on the statistical survey of inventories compiled by Tanneries in all countries.

*(iii) Technical discussion*

**GGQ** took the floor and highlighted the fact that the revised benchmark for Tanneries presented by **IAI** had to be evaluated by all partners after the Final Meeting, and eventually verified before taken up. He went on to query how actual benchmarking of companies will be carried out and put the same question to **CTCP** regarding Footwear companies, since also in this case statistically significant results were obtained from the start population generated using Energy inventories, products of **WP2**. He also stated that there is a technical, but also a political dimension to consider when deciding the grading system and communication to be adopted by **INDECO**.

**MJF** has responded that have used a similar approach but also it is not clear the grading to apply for evaluating the individual companies.

**LA** stated that she could not see how the highlighted conclusion have shown lack of dependence of EnPIs from procurement mix and in some cases of tanning technology, mentioning that she used to be a Tanner.

**IAI** returned to the floor to point out that this is not routine benchmarking as carried out for product or company certification or marketing purposes as its referred to a EU-sample of many tanneries setting the EnPIs based on the statistical analysis employed. The threshold values usually are set with fair performing companies scoring EnPI values within the +- 30% boundaries range of values higher and lower than the EnPIs determined for each Sector. On the other hand, companies with poor performance show higher values and with good/very good performance scored values lower than the range of EnPIs specified with benchmarks. He also mentioned the impending methodological definition within the framework of PEF leather Pilot Project. **IAI** did not have an alternative methodology to propose. He concluded that partners can assess the data and agree or disagree pointing out discrepancies in statistical calculations and modelling following the Final Meeting, if that was the case. Finally he pointed out that when analysing large populations of statistical significant data it is the case that the conclusions extracted are not as expected or assumed; also for him some of the conclusions were surprising.

**PP** carried on the discussion by stating that values calculated for wet blue bovine leather production in UK were quite similar, and he also explained why there have been several data sets with values well exceeding the EnPIs – specialty leathers or specific conditions for generation of thermal energy. He also pointed out that the values for energy consumption were those measured as in Environmental claims and those for primary energy that had to be calculated thereof.

**GF** was the next speaker to state that he welcomed the benchmark eventually revised and although he was not an expert grading of Tanneries and Footwear Manufacturers should be a simple follow on activity as proposed.

(iv) *Imminent Actions:*

- Conclusion of Audit reporting (*All partners*)
- Validation of revised Tannery benchmark (*All partners*)
- Definition of grading rules for benchmarking grading of each company (*CTCP, CR&S*)

**Deadline:** Till project end or otherwise as depicted for each activity and deliverable of **WP 2** with revised common monitoring procedure, elaborated by **INESCOP (attached)**.

<b>Overall observations and additional points raised by P.O.</b>
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The **P.O.** at this point - and before leaving the Meeting and venue - pinpointed some final observations, stemming from the presentations concluded so far:

- A lot of progress and hard work has been done towards the attainment of the Project's objectives and expected multiple results have been already achieved, that need to be validated and confirmed.
- Priority corrective actions regard: the improvement of the web site, DB and IEE site updating (link to the project web site)

Delegates discussed further the imminent and required changes or improvements to the DB in terms of: devices comparison always made against boiler, the accessibility of all technical solutions, and

the impending elimination of minimum maximum price fields. WP 3 Leader XD briefly exchanged ideas with **IAI** about the specific work to be undertaken and the costs expected for their realisation.

**P.O.** had made clear that changes can be made and communicated to the Commission and EACI if these included new subcontracting costs. Along these lines **IAI** committed **UNIC** towards the prioritised web site and DB improvements by resourcing internally funds towards that end.

**MGQ**, **RP**, **LA** and **EG** took the floor to promote results of their scouting of solutions for improving the project web site. **MGQ** agreed that the most cost effective solution would be to create a new web site, whilst both **EG** and **LA** made clear that their IT internal or external experts can apply all necessary changes possibly at a relatively reduced cost. **MJF**, on the other hand, proposed that a new photo / image should be added to the existing site and there was no real need to create a new site at this stage.

A discussion of necessary improvements to DB needed by project followed with **XD** and **IAI** exchanging points of view and other partners contributing with their experience hitherto in uploading and using the DB.

**GGQ** intervened to stress the need for complete accessibility to DB technical and financial solution sand that these should be accessible by anyone and at the End of the project handed out as CDs to partners for this purpose.

After a robust exchange of opinions with **IAI** with the intervention and clarifications of **XD** and **GF** it became clear that uploading and access to all solutions is already possible using specific search criteria. The DB is already fully public so there is no private section or need for handing out CD copies of its content. **XD** would lead with **UNIC** the finalisation of the list of improvements to apply after the Final Meeting and existing budget will be used for this purpose.

**IAI** welcomed all proposals and quotations for the imminent task of Web site and DB improvements and he promised to deliver a solution the soonest possible, as a matter of priority upon his return in Milan and office.

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*At this point the P.O. left the venue and GGQ declared the meeting adjourned for a lunch break.*

## ***B. AFTERNOON SESSION***

**Meeting commenced de novo at 14.30 hours**

<i>Item 6: WP 7 - Strategy, Plans and Results Technical Discussion</i>
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Task Responsible: ***COTANCE***

*(i) Final status of actions*

**IAI** took the floor to present an update of dissemination and communication of project results actions undertaken in WP 7 and the revised communication plan based on the results obtained hitherto.

The speaker presented the status of deliverables and activities in progress with emphasis on the 2<sup>nd</sup> International Workshop, scheduled to take place on the following date.

*(ii) Strategy and Plans*

**IAI** stressed that the main strategic goal of the project in establishing a brokerage service or new business did not actually meet Market needs, and was rendered redundant.

He then went on to report that **UNIC** had therefore to revise the Exploitation Plan for the Project, starting from the draft **IAI** had prepared on month-30. In particular, it has become clear that determinative adverse factor for establishing which project results are possibly exploitable has been granting public access is granted to all outcomes of the project, which could have been otherwise exploited commercially. The imminent needs emerging for monitoring project outcomes in the mid- and long-term, but also for sustaining the knowledge based platform and tools of **INDECO** (DB and web site) require resourcing of additional new revenues, which are not available or in disposal of partners.

*(iii) Discussion*

**GGQ** intervened to state that the **COO** should assure the continuation of function of the DB and exploitation of the results of the project.

**IAI** responded that he will be presenting partners with template documents for gathering all necessary individual partner information for finalising the exploitation and dissemination plan. He, however, stressed the difficulty in proposing a business model when all exploitable results are already public – as required.

*(iv) Imminent Actions:*

Imminent actions were as per presented by **IAI** and **UNIC** updated communication plan from month-35 to project end (attached *WP7 Final Meeting Presentation, UNIC*).

**Item 7: WP 6 Work Package 6 – Task 6.5 Recommendations to policy makers & Technical Discussion**

WP Leader: **INESCOP (task leader COTANCE)**

*(i) Final status of actions*

**GGQ** took the floor to present with the aid of slides the presentation also due for the 2<sup>nd</sup> International Workshop, scheduled for the next day. Reference point for accessing the current state of trade was the stand of Leather Industry in 2011; along these lines, the speaker demonstrated the resilience of the Sector as a whole in terms of turnover, despite the evident decrease in terms of production output. He concluded that at this moment production output has stabilised.

**GGQ** emphasised the highlighted conclusions regarding financing opportunities of Energy Efficiency and in particular for the SMEs of the Leather Sector and recommendations included in the deliverable **D 6.2** document thereof. He reported that contributions by partners, regarding the specific problems and impediments in each of the participating countries, have been integrated and went on to report several concrete examples to this end. He concluded by addressing the fundamental problem that financing measures are not sector specific, but instead horizontal.

*(ii) Technical discussion*

**GGQ** open the discussion to all delegates still present instigating the presentation of problems witnessed during project execution by delegates from companies present.

**PP** was the first delegate to respond by referring to the Green Investment Bank in UK and the high threshold value for obtaining financing as an example of the limitations of existing measures or opportunities for financing investments. In particular, investment plans with a value less than 500.000 GBP are not eligible for funding. HSBC and the Bank of UK have similar cut off minimum investment criteria enacted.

**RP** spoke as a Footwear SME owner with a clear strategy towards Energy Efficiency who has actively participated in **INDECO** and despite the prevailing impediments had realised an investment plan. **RP** mentioned that objective of a sustainable product is great in theory, but during recession the customers and consumers are looking for a cheaper product. The speaker went on to explain that several companies are justifying investment more as a charity aspect or for promoting Public Relations.

*(iv) Imminent Actions:*

- Acquire reports from another project
- All new information as above to be integrated in Report
- Dispatch copy of Deliverable **D 6.2** to the **P.O.**
- Resource more specific information regarding access to funding and instruments from the Italian situation. Particular reference to **CONFIDI**, reported during the 1<sup>st</sup> restricted Project Workshop (by **D. ROCCHETA**), as a credit body that guaranteed financing for a specific Sector.

**Deadline: D 6.2** should be finalised and be ready for dispatch on the 27.03.2015.

*Item 8: WP 1 – Project Management*

WP Leader: *UNIC*

**IAI** proposed to delegates that **BV (CR&S)** should pursue her presentation for guiding Final Financial Reporting, since all aspects of final reporting and coordination of actions till project end have been already addressed. He was prepared to answer specific questions, but also implement partner-to-partner SKYPE conferences as needed to help resolve any emerging problems or clarify aspects regarding individual partner reporting.

He then went on to reiterate that Web site and DB related corrective actions will be implemented as soon as possible by the **COO** in order to ensure the completeness of project grant payments at the end of the project.

At this point emerged the need to act to link **INDECO** with other projects using the Web site when rectified and fuelled a brief robust exchange of opinions between **GGQ** and **IAI** in an attempt to identify how this can be implemented and the course of already initiated actions towards that end.

*Item 8: WP 1 – Project Budget and Financial Reports*

**BV** took the floor and with the aid of overheads reported the status of financial reporting referring in particular to the rules governing cost statements and related individual partner reports – stipulated with Grant Agreement.

**BV** stressed the need to justify invariance in man-month pay rates applicable over the whole project duration, in order to mitigate the risks from a challenge posed by the new Financial Officer. The speaker urged partners to provide **CR&S** with official declarations for reasoning as ICPI has already done.

Discussion that followed focused upon specific partners query regarding:

- Audit requirements: It was concluded that it is not necessary to undertake an independent audit and present a certificate
- Breakdown of costs per WP and cost item was indispensable and should be carried out by all partners
- Hourly rates should be verified internally
- Additional materials and info to be sent to partners (**UKLF**)

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With all items in the Final Meeting Agenda addressed and discussed thoroughly, all related Questions answered, **GGQ** thanked all delegates for their precious support and presence and brought the meeting to a close at ca. 19:30 hours. **GGQ** reminded **INDECO** partners that the 2<sup>nd</sup> International Workshop was scheduled for the next day and wished all success in the remaining project activities.

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