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**THE EUROPEAN PLATFORM FOR CITIZEN INVESTMENT IN  
RENEWABLE ENERGY**

**Project Acronym:**

**CITIZENERGY**

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**Subject:**

**Work Package 5**

Deliverable D5.6 Report on European Network of Stakeholders, at least 25  
members, subscribing at least 3 joint position papers on legislation

**Dissemination Level:**

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**Project Coordinators:**

**Technical Coordinator**  
BOAENERGIA (PT)

**Financial Coordinator**  
Eupportunity, Euppy



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## Executive Summary

This deliverable presents the planning, the methodology and the delivery of the “Stakeholder Network” contributing to the broader roll out of the CITIZENERGY platform beyond the Consortium members and the EU countries covered by the project.

Task 5.9 focuses on the creation and engagement of a core stakeholder group around the financing of renewables in the European Union.

The aim of the Stakeholder Network is to contribute to ongoing legal work at EU level in order to influence the legal decision making process in favor of a European citizen investment framework. The task identifies relevant legal processes within the EC, such as among others the Capital Market Union including the prospectus directive, and the Strategic Framework for Energy Union and engage a large number of potential stakeholders in issuing joint position papers toward the regulating authorities.

## 1. Network expansion

The work within Work Package 5, European network expansion, will take the results of the project work from Work Package 4 and prior work and aim at leveraging them by enlarging the scope of the existing platform users and projects (from the pilot stage), including existing and new stakeholders, RES promoters and projects also in other European countries. Under task 5.6, Platform exploitation plan, the aim is to build a European level network of stakeholders for citizen investment in RES projects. This is aimed to promote a favorable EU framework for the creation of citizen RES projects and foster integration and synergies between key actors EU-wide. It shall be composed of at least 25 members before the completion of the project, which are hoped to subscribe to three joint position papers regarding EU level legislation under preparation.

This network is hoped to be influential in helping to create a positive legal and political framework and help set up the exploitation opportunities of the Citizenenergy project post EC funding. The consortium understands that only in collaboration with relevant organisations the project will be able to continue having a substantial impact on citizen RES projects across Europe.

## 2. Approach and focus

In order to align a stakeholder network around relevant ongoing legislative initiatives within the EU, relevant legal challenges need to be identified. Citizenenergy is focusing within this activity on legal issues surrounding the framework for investments as well as the legal framework for energy issues.

The following three areas of interest have been identified.

1. Mobilising private investments through an effective EU-wide Capital Market Union
2. Strategic Framework for the Energy Union aiming to improve participation of consumers
3. Specific national or regional initiatives in target countries fostering citizen's involvement in energy

It is expected that the three joint papers with selected stakeholders are covering those three areas of interest.

## 3. Stakeholder's list

Potential stakeholders are within and outside the policy process. Citizenenergy will work to connect with existing advisory groups to the EC on energy issues, such as Smart Grids Task Force; Citizens' Energy Forum and its expert groups on Vulnerable Consumers and on Consumers as Energy Market Actors; Energy Sub-Group of the European Consumer Consultative Group as well as national organisations such as AFD (FR), FMO (NL) or DFID (UK). Citizenenergy will also engage with non-political stakeholders to be identified during the roll-out of the pilot projects. Already at this stage, the following stakeholders have been identified and will be approached in due course and in alignment with the progress of Work Package 4.

- VERDEGAIA; ecological and non profit association
- Federation of Cooperatives SINERXIA
- SGEA- Galician Society of Environmental Education

- Sindicato Labrego Galego
- Nosa Enerxia (RES Coop)
- Association Ecological Defence of Galicia (ADEGA)
- Co-operatives UK
- Community Energy England
- Trillion Fund
- RenewableUK
- Solar Trade Association
- Energycities
- Energy Economics Group
- EuroACE
- COGEN Europe
- European Council for an Energy Efficient Economy
- European Federation of Agencies and Regions for Energy and Environment
- European Renewable Energies Federation
- Renewable Energy Association
- Wuppertal Institute
- European Wind Energy Association
- EBAN European Business Angels Network
- BAE Business Angels Europe
- EVCA European Private Equity and Venture Capital Association
- O.Ö. Energiesparverband
- Gertec GmbH - Ingenieurgesellschaft
- SWS Group
- Energy and Sustainable Development Agency of Modena
- Energy Restructuring Agency, ApE - Agencija za prestrukturiranje energetike doo
- Prospektiker European Institute for Futures Studies
- Energy Agency for Southeast Sweden
- EcoCrowd (Crowdfunding Platform of the German Env. Found.)
- Leih Dein Geld (Crowdfunding for Env. Projects)
- Friends of the Earth, Scotland
- Cooperatives Europe
- Asociación de Empresas de Energías renovables
- Bundesverband Eneuerbare Energie e.V

In addition to the already identified potential Stakeholders, the final list includes 150 organisations, of which 40 have been actively involved in some of the activities related to the position papers, either by participating in the Stakeholders Network Meetings or by disseminating the paper through their communication channels. A full list of organisations is provided in Section 1 of the Annex.

## 4. Methodology

Stakeholder mapping and engagement will be rolled out through a collaborative process of research, debate, and discussion that will allow to draw from multiple perspectives to determine

the final list of key stakeholders in the target countries and in Europe. Our mapping will be broken down into four phases:

1. **Identifying: listing relevant groups, organizations, and people** (see above list)
2. **Analyzing: understanding stakeholder perspectives and interests**
3. **Mapping: visualizing relationships to objectives and other stakeholders**
4. **Prioritizing: ranking stakeholder relevance and identifying issues**

### 1. Identifying: listing relevant groups, organizations, and people

We have drawn up an initial list of existing stakeholders. However, for the quality of the result we acknowledge that the final list will and should not remain static. It will change as the environment evolves and as stakeholders might make decisions or change their opinions.

Based on these guiding principles:

- ✓ **Who is engaging in renewable energy and why?** What stakeholders communicate regularly with and about it? How to identify lesser-known stakeholders?
- ✓ **Thinking forward:** Considering potential stakeholders from new markets, new technologies, new customers, and new impending regulations
- ✓ **Considering diversity:** Including a diversity of stakeholder based on expertise, geography in target countries, and tactics from across the spectrum.
- ✓ **Social media:** Social media provides an unparalleled opportunity to identify and reach lesser-known stakeholder groups.
- ✓ **Awareness of the “crowd”:** sometimes the loudest voices or heaviest campaigners are not necessarily the easy stakeholders.

The list includes:

- ◇ Crowdfunding platforms (e.g. platforms managers, lead investors, agents, analysts)
- ◇ Project owners (e.g. research institutions, researchers, companies engaged in RES activity, intermediaries)
- ◇ Investor community (e.g. European level industry associations, single investors)
- ◇ Community (e.g. research community organizations, and special interest groups)
- ◇ Government (e.g. public authorities, and EU policymakers; regulators; and opinion leaders)
- ◇ Civil society organizations (e.g. NGOs, civil society)

### 2. Analyzing: understanding stakeholder perspectives and interests

Once we drew up the list of stakeholders, we apply a scored list of criteria to analyse each identified stakeholder:

#### Expertise Value

Stakeholder	Contribution	Legitimacy	Willingness to Engage	Influence	Necessity of Involvement
SH1	<b>High:</b> Knowledge in RES issue	<b>High:</b> Directly affected by RES development	<b>High:</b> Proactive group that is already engaging in RES	<b>Low:</b> Relatively unknown group	<b>Low:</b> Not an outspoken stakeholder
SH2	<b>Medium</b>	<b>Medium</b>	<b>High</b>	<b>Medium</b>	<b>Medium</b>
SH3	<b>Low</b>	<b>Low</b>	<b>Medium</b>	<b>Low</b>	<b>Medium</b>

SH4	Low	Medium	Low	Medium	Medium
SH5	High	Medium	Low	High	High

### 3. Mapping: visualizing relationships to objectives and other stakeholders

Mapping stakeholders is then a visual exercise allowing to see where stakeholders stand when evaluated by the same key criteria and compared to each other and visualizing the often complex interplay of issues and relationships created in the criteria chart above.

### 4. Prioritizing: ranking stakeholder relevance and identifying issues

It is not practical and usually not necessary to engage with all stakeholder groups with the same level of intensity at all times. We will look closely at the issues and decide whether they are material to the Citizenenergy engagement objectives.

## 5. Action Plan

In order to favour a better planning for carrying out the actions envisioned for the creation of a Stakeholders' Network that would contribute and support the position papers, the planning was divided into four phases.

In the first phase, the consortium has identified five potential topics focusing on **How can the development of Crowdfunding for renewable energy be boosted:**

- **Contribute to the EU 20-20-20 energy goals** by creating an EU wide investment platform that will leverage citizen involvement and investments in RES projects. This will result in more renewable energy installed capacity – 180 MW is estimated to be fostered only by this project - fostering a competitive, low carbon and resource efficient economy;
- **Contribute to a future with secure, cheaper and renewable electricity** by promoting the use of decentralized production and local consumption as a mean to improve electricity affordability, diversification of sources and reducing grid transport and consequent energy losses;
- **Anticipate the creation of a common EU framework for citizen investment** by mobilizing different stakeholders. Once a common EU framework is in place, the platform will have conditions to be exploited to its full potential, promoting limitless interaction between promoters and citizens from different EU countries;
- **Support the development of a long-term investment culture in the EU**, an area in which the European Commission has recently announced a draft Green Paper<sup>1</sup>. Citizen RES projects typically have long term return on investment and are clearly in line with the promotion of long-term investment;

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<sup>1</sup> [http://ec.europa.eu/governance/impact/planned\\_ia/docs/2013\\_markt\\_018\\_long\\_term\\_finance\\_en.pdf](http://ec.europa.eu/governance/impact/planned_ia/docs/2013_markt_018_long_term_finance_en.pdf)



- **Contribute to the European objective of job creation in a greener economy<sup>2 3</sup>** and to the estimated potential for the creation of 410.000 additional jobs<sup>4</sup> in the RES sector in 2020, while providing access to alternative financing sources to SMEs.

In the second phase, the list of potential topic has been narrowed down to three final topics during a consortium meeting in M-30:

- 1) Fostering crowd-based investments in renewables and energy efficiency
- 2) The opportunity of alternative financing and need for citizen engagement
- 3) Highlighting the importance of regional and local authorities' catalysing role

At the same time, the consortium has agreed on the timing for the publishing, the procedure to be followed in drafting and finalising, and the dissemination channels to be exploited for each position paper.

Dates of publishing were set at June 2016 for position paper 1), September 2016 for position paper 2), and October 2016 for position paper 3). Synergies with other topic-related events that were taking place simultaneously in different European countries have been taken into careful consideration when deciding for the most appropriate timing: Climate Chance, taking place in Nantes between 26 and 28 September 2016, and the European Week of Regions and Cities, taking place in all European countries between 10 and 13 October 2016, are only two of the most prominent examples.

In the third phase, the same procedure has been applied for the development of each position paper. A draft version was developed by ECN and then submitted to the consortium for feedback. After having reached a consensus on the first draft version, a Stakeholders' Meeting has been organized, in which the draft has been presented to relevant organisations who have been invited to provide inputs and comments, as to fully integrate their perspective into the final version. Finally, the new draft version has been submitted once again to the full consortium, in order to obtain final approval.

The fourth and final phase has focused on gathering formal support from relevant organisations. Once the final draft had been approved, a close follow-up with the whole Stakeholders Network has been deployed, as to insure support for each paper.

In sections 5.1, 5.2, and 5.3 a more detailed description of the procedure applied for the development and endorsement of each position paper is presented.

### 5.1 Development of "Fostering crowd-based investments in renewables and energy efficiency" (position paper 1)

During its annual conference held in May 2016, ECN has organised a first Stakeholders Meeting that served as a kick-off meeting in order to collect valuable inputs that have been used as a base for the development of a first draft version. The entire conference has been devoted to analysing the potential of crowdfunding in the field of renewable energy and

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<sup>2</sup> According to the European employment observatory, in 2007, 8,7 million jobs in the EU were considered green jobs (around 4% of total jobs)

<sup>3</sup> "Exploiting the employment potential of green growth": Commission staff working document, SWD(2012)92

<sup>4</sup> The impact of renewable energy policy on economic growth and employment in the European Union (2009)

[http://ec.europa.eu/energy/renewables/studies/doc/renewables/2009\\_employ\\_res\\_report.pdf](http://ec.europa.eu/energy/renewables/studies/doc/renewables/2009_employ_res_report.pdf)

energy efficiency, so as to constitute a more comprehensive and appealing event for Stakeholders.

A first invitation (Annex 2.1) describing the programme and the expected results from the meeting has been sent out to all the identified Stakeholders on 29th of April, asking them to confirm their participation by 9th of May. After a first round of invitations, 13 organisation had confirmed their willingness to attend the Stakeholders meeting.

Table 1 shows the list of contacted organisations, who had been previously identified as key stakeholders for the Citizenenergy position papers. As shown in the table below, a significant number of contacted organisation has not replied to the invitation.

	Organization	Type of organisation	Participant's Name	Email	Present on 24/
<b>CE Consortium members</b>					
1	ECN	European professional association	Oliver Gajda / Adrienne Lotos		yes
2	BOA Energia	Energy cooperative	Ivana		yes
3	CUPPY	EU consultancy	Tomas Costa/ Henrique Burney		yes
4	UNDP Croatia	International organisation	Robert Pasicko		yes
5	RESCOOP	Energy Cooperative	Dirk Vansintjan	dirk.vansintjan@rescoop.eu	yes
6	Climate Alliance	International organisation	Sarah Mekjian	sarah.mekjian@climatealliance.org	yes
7	Lumo	Crowdfunding platform	Alex Raguet		yes
8	Abundance Generation	Crowdfunding platform	Karl Harder		?
9	Green Crowding	Crowdfunding platform	Sissi Müller		?
10	SOM Energia	Energy cooperative	Siward Somers		?
11	Windvogel	Energy cooperative	Siward Somers		yes
12	University of Santiago	University			?
13	Cittadiniativa	National professional association	Mariano Votta	m.votta@cittadiniativa.it	?
14	CURADA	European professional association	Esteban Pelayo/ Robin Codega	esteban.pelayo@eurada.org	yes
<b>European organisations/ professional associations</b>					
15	Solar Power Europe	European professional association	James Watson	j.watson@solarpowereurope.org	?
16	European renewables Energy Federation	European professional association	Oïrte Fouquet/ Dirk Hendrikx	oïrte.fouquet@eref-europe.org	yes
17	Energy Cities	Association of Cities	David Donnerer/ Alix Bolle	david.donnerer@energy-cities.eu	yes
18	WindEurope	European professional association	Dorina Luga	dorina.luga@ewea.org	yes
19	European Biogas Association	European professional association	Jan Štambáky	stambaky@european-biogas.eu	?
20	European Solar Thermal Industry Federation	European professional association	Stefano Lambertucci	stefano.lambertucci@esetif.org	?
21	Climate Action Network Europe	European Network	Wendel Trio	wendel@can-europe.org	?
22	Enercoop	Energy Cooperative	Mathieu Richard	mathieu.richard@enercoop.org	?
23	EUREC Association of European Renewable Energy Research centres	European professional association	Paola Mazzucchelli	mazzucchelli@eurec.be	yes
24	Friends of the Earth	European network	Molly Walsh	foeeurope	?
25	EUFORES	European network	Roxane Roth	roxane.roth@eufores.org	?
<b>National organisations</b>					
26	Karsten Wenzlaff	German Crowdfunding Association	Karsten Wenzlaff	karsten.wenzlaff@gmail.com	?
27	Vito (on behalf of Flanders Cleantech association)	National professional association	Bart Doms	bart.doms@vito.be	no
28	Renewable UK	National professional association	Maria McCaffery	info@renewableuk.com	?
29	Green Institute (Poland)	National professional association	Dariusz Szewc	dariusz.szewc@greeninstitute.pl	yes
<b>Regional organisations</b>					
29	Development Agency East Flanders	Regional development agency	Dieter Geerens	dieter.geerens@comuv.be	yes
30	Agência de Energia do Porto	Regional energy agency	Alexandre Varela	amv@adeporto.eu	?
31	ASTER	Regional development agency	Viorika Dishnica	viorika.dishnica@aster.it	yes
32	Acció	Regional development agency	Sandra Salgado	salgado@catalonia.com	yes
33	ICLEI Local Governments for Sustainability	European network	Peter Defranceschi	peter.defranceschi@iclei.org	?
34	Province of East Flanders	Regional Office	Petra Van Paucke	petra.van.paucke@proost-xandere.be	?
35	Region of Murcia Office	Regional Office	Lucia Huertas	lucia.huertas@info.rmm.es	?
36	IVACE	Regional development agency	Francisco Ferrando Casanova	fernando_fra@iva.es	?
<b>Crowdfunding Platforms</b>					
37	Green Channel	CF Platform	Uwe Lebelt	uwe.lebelt@greengchannel.fr	yes
38	One Planet Crowd / Start Green Capital	CF platform / VC	Coenraad de Vries	coenraad@startgreen.nl	yes
39	Wiseed	CF Platform	Yannik Roth	yannik@wiseed.com	in parallel session
40	Bettervest	CF Platform	Marilyn Heib	marilyn.heib@bettervest.de	in parallel session
41	Enerflip	CF Platform	Julien Hostache	julien@enerflip.fr	in parallel session
42	CarbonTrust	CF Platform	Irene Maffini	irene.maffini@carbontrust.com	yes
<b>Other organisations/ businesses</b>					
43	University of Dundee	University	Mathias Claes/Ariel Bergman	m.claes@dundee.ac.uk	yes
44	WIP	Consulting company	Thomas Maldonis/mak Dukan	Thomas.Maldonis@wip-munich.de	yes
45	Wola Zmian	Private company	Aneta Skubida	askubida@wp.pl	no
46	Solar Plaza	Professional network	Stefano Crucu	s.crucu@solarplaza.com	?
47	Quercus	Private company	Madalena Ferreira	madalenaferreira@quercus.pt	?

Table 1: list of contacted organisations and confirmed participants to the Stakeholders Meeting on May 24, 2016

In an attempt to increase the number of participating organisations, a second round of invitation emails has been sent out shortly after (5<sup>th</sup> April), before the previously communicated date for final confirmation. The invitation displayed the same text as that shown in Fig.1, urging the contacted organisations to kindly confirm their participation by May 9<sup>th</sup>.

Since no progress had been made after this second round of invitation, Mrs. Adrienne Lotos has personally followed up with such organisations through phone calls. The outcome after

the phone calls was no different than the one ECN had already achieved, with 13 confirmed participants expected to be attending the first Stakeholders Meeting.

The meeting has taken place as foreseen in the agenda, but with a lowest turnout than expected. Due to a public transportation strike on that day, many Brussels-based organisations that had confirmed their participation had to cancel their attendance. Only 5 organisations managed to attend the Stakeholders meeting:

- ACCIO, through its representative Ms. Sandra Salgado;
- ASTER, through its representative Ms. Martina Lodi;
- Development Agency of East Flanders, through its representative Mr. Dieter Geenens;
- Triodos Bank, through its representative Mr. Wynen;
- StartGreen, through its co-founder Mr. de Vries.

Although the number of participants has been significantly lower than expected, due to both a low responsiveness of the contacted organisations and to the unexpected strike that took place on that same day, the inputs that have been collected during the first Stakeholders meeting have been used to kick-off the work on the first position paper. Such inputs have been collected following the presentations given by Mr. Nuno Brito Jorge (BOA), Ms. Sarah Mekjian (CA), and Mr. Tomás Gonçalves (EUPPY).

A first draft version of the paper was developed in the following weeks and uploaded on the shared directory (Basecamp) on June 7<sup>th</sup>, as to ask consortium partners for their inputs and final approval. Following a brief discussion among the partners, a final version of the position paper has been uploaded and approved on June 15<sup>th</sup>. A press release was developed by CA and submitted to the consortium, and the position paper has been finally released in June 21<sup>st</sup>, as shown in Fig.2.

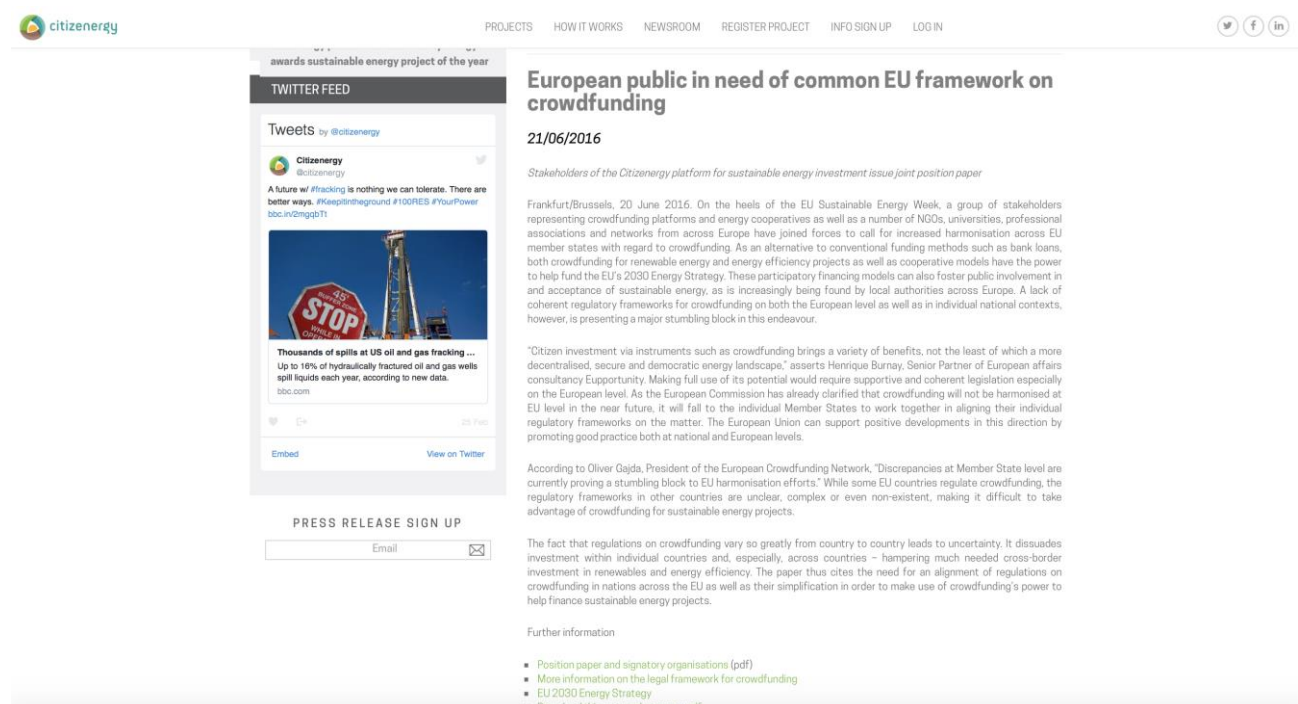


Figure 1: screenshot of the article that announced the release of the first position paper on the Citizenenergy website.

By the time the position paper was ready for the final release, support had been received from the following organisations: CrowdFundRES consortium (9 Organisations), Wiseed and Green Channel. A more detailed description of supporting organisations is provided in section 1.2 of the Annex.

As the numerical outcome of the first Stakeholders meeting was not sufficient as to ensure a widespread dissemination of the issues tackled in the policy paper, ECN had foreseen a follow-up Stakeholders meeting, as to widen the spectrum of involved organisations.

## 5.2 Development of “The opportunity of alternative financing and need for citizen engagement” (position paper 2)

The second Stakeholders meeting was held on September 14<sup>th</sup>, 2016, at ECN premises. In order to avoid low turnout, the Invitation email (Annex 3.1) has been sent out on August 29<sup>th</sup>. The Invitation included a detailed agenda and the expected results from the meeting. As to set up a more efficient exchange of opinions and inputs, in contrast to the first Stakeholders Invitation, a first draft of the position paper was developed by ECN and submitted to the other consortium members, in order to gather their inputs. The draft version was then sent out to potential Stakeholders together with the Invitation Letter, as to allow them to better understand the overall framework of the Citizenenergy project and the context of the specific Stakeholders meeting.



#	Organisation's name	Contact Person	Email	Comments	Invitation Date	Reminder Date	
1	European Solar Thermal Industry Federation	Stefano Lambertucci	stefano.lambertucci@estif.org		29-ago		Confirmed
2	European Biomass Association	Nathalie Hemeleers	Hemeleers@asbiom.org		29-ago		
3	Biowanze			to contact through Eu Biomass Association			
4	Engie Lab		contact@engie.be	Delivery failed	29-ago		
5	Edora			to contact through Eu Biomass Association			
6	EUREC	Paola Mazzucchelli	mazzucchelli.p@eurec.be		29-ago		
7	EUFORES (PE Intergroup)	Claude Turmes		we should have his personal contacts			
8	European Renewable Energies Federation	Dörte Fouquet	dorte.fouquet@erf-europe.org		29-ago		
9	Danish Energy Association	Anders Stouge	ast@danskenergi.dk		29-ago		
10	Global Wind Energy Council		info@ewec.net		29-ago		
11	European Environmental Bureau	Leonardo Mazza	leonardo.mazza@eeb.org		29-ago		
12	Climate Action Network	Mathias Claeys Bouuvert	mathias@canclimate.org		29-ago		
13	European Climate Foundation	Nimali Samarasingha	Nimali.Samarasingha@europeanclimate.org		29-ago		
14	European Federation of Local Energy Companies	Ludovica Sara Fondi	lzf@efelc.com		29-ago		confirmed
15	European Financial Inclusion Network	Olivier Jérusalmy	olivier.jerusalmy@financite.be		29-ago		
16	Union Française de l'Electricité	Céline Langlois	celine.langlois@ufe-electricite.fr	Paris-based, but they have someo	29-ago		
17	Central Europe Energy Partners	Marin Bodio	mbodios@ceep.be		29-ago		
18	European Geothermal Energy Council	Philippe Dumas	p.dumas@egec.org	Luca Angelino is also a potential	29-ago		
19	Aster	Martina Lodi	martina.lodi@aster.it		29-ago		confirmed
20	Ginger	Agnes Aggrizzi	agnes@ideaginger.it		29-ago		
<b>CE Consortium members</b>							
21	ECN	European professional assoc	Oliver Gajda / Francesca Passeri				
22	BOA Energia	Energy cooperative	Nuno				
23	EUPPY	EU consultancy	Tomas Costa/ Henrique Burnay				yes
24	UNDP Croatia	International organisation	Robert Pasicko				
25	RESCOOP	Energy Cooperative	Dirk Vansintjan	dirk.vansintjan@rescoop.eu			
26	Climate Alliance	International organisation	Sarah Mekjian	sarah.mekjian@climatealliance.org			
27	Lumo	Crowdfunding platform	Alex Raguet				
28	Abundance Generation	Crowdfunding platform	Karl Harder				
29	Green Crowding	Crowdfunding platform	Sissi Müller				
30	SOM Energia	Energy cooperative	Siward Somers				
31	Windvogel	Energy cooperative	Siward Somers				
32	University of Santiago	University					
33	Cittadinattiva	National professional associa	Mariano Votta	m.votta@cittadinanzattiva.it			
34	EURADA	European professional assoc	Esteban Pelavo/ Robin Codega	esteban.pelavo@eurada.org			
<b>European organisations/ professional associations</b>							
35	Solar Power Europe	European professional assoc	James Watson	j.watson@solarpowereurope.org	31/09		
36	Energy Cities	Association of Cities	David Donnerer/ Alix Bolle	david.donnerer@energy-cities.eu	31/09		not coming
37	WindEurope	European professional assoc	Dorina Luga	Dorina.luga@ewea.org	31/09		
38	Enercoop	Energy Cooperative	Mathieu Richard	mathieu.richard@enercoop.org	31/09		
39	Friends of the Earth	European Network	Molly Walsh		31/09		
40	Greenpeace Europe		Tara Connolly				confirmed
<b>National organisations</b>							
41	Vito (on behalf of Flanders Cleantech association)	National professional associa	Bart Doooms	bart.dooms@vito.be	31/09		Confirmed
42	Renewable UK	National professional associa	Maria McCaffery	info@RenewableUK.com	31/09		
43	Green Institute (Poland)	National professional associa	Dariusz Szved	dariusz.szved@zielonyinstytut.pl	31/09		Confirmed
<b>Regional organisations</b>							
44	Development Agency East Flanders	Regional development agenc	Dieter Geenens	dieter.geenens@pomov.be	31/09		
45	Agência de Energia do Porto	Regional energy agency	Alexandre Varela	amy@adeporto.eu	31/09		
46	ASTER	Regional development agenc	Viorika Dishnica	viorika.dishnica@aster.it	31/09		
47	Acció	Regional development agenc	Sandra Salgado	ssalgado@catalonia.com	31/09		
48	ICLEI Local Governments for Sustainability	European Network	Peter Defranceschi	peter.defranceschi@iclei.org	31/09		
49	Province of East Flanders	Regional Office	Petra Van Poucke	petra.van.poucke@oost-vlaanderen	31/09		
50	Region of Murcia Office	Regional Office	Lucia Huertas	lucia.huertas@info.carm.es	31/09		
51	IVACE	Regional development agenc	Francisco Ferrando Casanova	ferrando_fra@gva.es	31/09		
<b>Crowdfunding Platforms</b>							
52	Green Channel	CF Platform	Mathieu Dancré, Audrey Benay	mathieu.dancré@greengreenchannel.fr	31/09		not coming
53	One Planet Crowd / Start Green Capital	CF platform / VC	Coenraad de Vries	coenraad@startgreen.nl	31/09		
54	Wised	CF Platform	Yannig Roth	yannig@wised.com	31/09		Not Coming
55	Bettervest	CF Platform	Marylin Heib	marylin.heib@bettervest.de	31/09		
56	Enerfip	CF Platform	Julien Hostache	julien@enerfip.fr	31/09		Not Coming
57	CarbonTrust	CF Platform	Irene Maffini	irene.maffini@carbontrust.com	31/09		
<b>Other organisations/ businesses</b>							
58	University of Dundee	University	Mathias Claes /Ariel Bergman	m.klaes@dundee.ac.uk	31/09		Confirmed
59	WIP	Consulting company	Thomas Maidonis/mak Dukan	Thomas.Maidonis@wip-munich.de	31/09		
60	Wola Zmian	Private company	Aneta Skubida	askubida@wp.pl	31/09		
61	Solar Plaza	Professional network	Stefano Cruccu	s.cruccu@solarplaza.com	31/09		Not Coming
62	Quercus	Private company	Madalena Ferreira	madalenamartins@quercus.pt	31/09		
63	Camera di Commercio Italia-Belgio		Stefania Betti	sbetti@ccciabel.com		12-set	

Table 2: list of contacted organisations and confirmed participants to the Stakeholders Meeting on September 14, 2016

This change of strategy proved to be very effective: after the first round of invitations, 7 organisations had confirmed their participation, while 5 other replied stating that they would not be participating in the meeting, but would have been interested in being updated about the paper's development.

As for the meeting in May, a round of phone calls targeting organisations that had not yet replied to the invitation has been undertaken by Ms. Francesca Passeri (ECN) in the following week. One week before the meeting, on September 9<sup>th</sup>, a reminder has been sent out to the unresponsive organisations. The final list of participants included 8 confirmed participants and 5 organisations that, although not physically participating in the meeting, would have been interested in kept updated about the paper.

Table 2 shows the full list of organisations that have been contacted and asked to be among the participants in the second Stakeholders meeting; the "Not coming" label next to some of the organisations served to indicate those that had an interest in being updated about the

meeting's outcomes. In order to satisfy their request, minutes from the meeting have been circulated afterwards. The organisations highlighted in purple were the ones that decided to provide their logo in sign of formal support for the final draft of the paper. A signed list of participants can also be found in the Annex, in section 3.2.

As foreseen in the agenda, the meeting was opened with a brief introduction about the Citizenenergy project. As to follow-up on the first position paper released in June, Tomás Gonçalves (EUPPY) also participated in the meeting, presenting the first position paper to the Stakeholders. The draft version of the second position paper was presented by Oliver Gajda (ECN), who then opened the floor for the discussion with participants.

The collected inputs were integrated into the first draft version and a second draft version was then submitted to the consortium for final approval. On September 30<sup>th</sup>, a final version of the paper was sent out to all previously contacted organisations. A press release announced the official release of the second policy paper on the Citizenenergy website on October 14<sup>th</sup> (Fig.3).

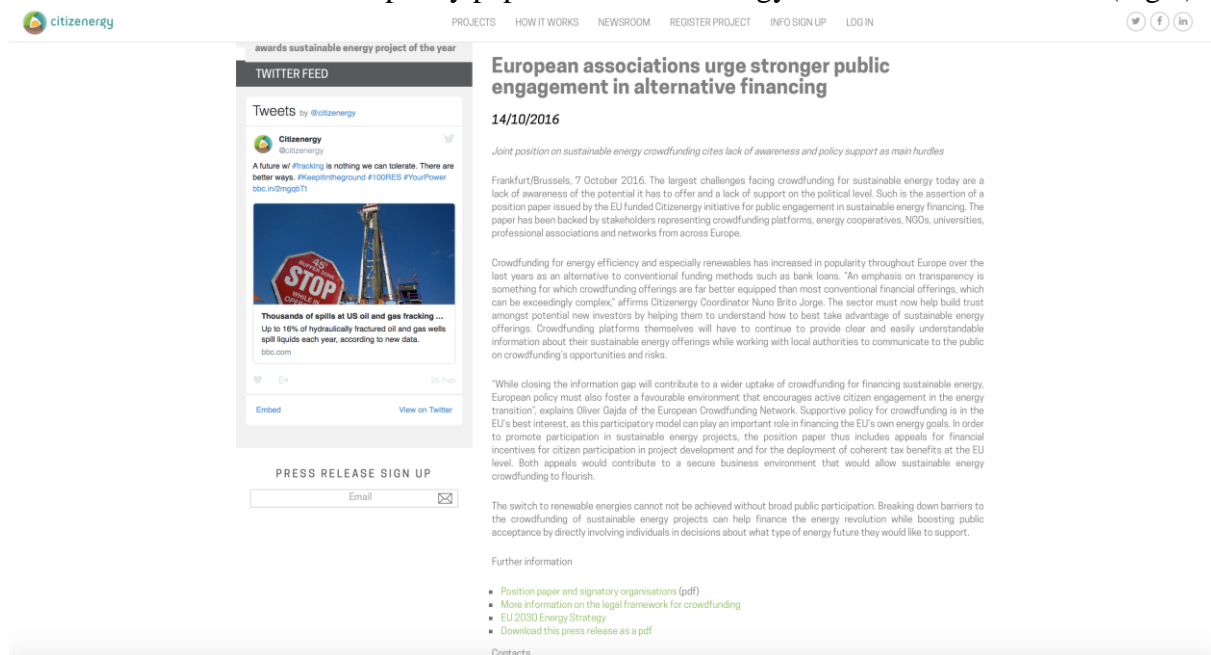


Fig. 2: screenshot of the article that announced the release of the second position paper on the Citizenenergy website.

Of the 8 participating in the Stakeholders meeting, 7 decided to appear among the supporting organisations (the one not appearing among the supporters being Eupportunity, one of the consortium members), and AdePorto, which had been one of the organisations requesting to be kept updated on future developments, decided to support the paper as well.

These organisations were added to the 9 organisations from the CrowdFundRES consortium and GreenChannel, which stated once again their support for the Citizenenergy project, providing their logo for the second position paper as well. A more detailed description of newly added supporting organisations is provided in section 3.3 of the Annex.

### 5.3 Development of “Highlighting the importance of regional and local authorities’ catalysing role” (position paper 3)

To boost the participation in the development of the final position paper, two Stakeholders meeting were organized: the first one has taken place in Krems, Germany, during the 2016 Climate Alliance International Conference, while the second Stakeholders meeting has taken place on October 25 at the premises of the Emilia-Romagna Regional Delegation to Brussels.

During the Krems Stakeholders meeting, inputs from all participating organisations were gathered and served as a base for the development of the first draft of the position paper. The draft was then sent out to all participants in a follow-up email, with an invitation to provide more input if needed.

The hosting location for the second Stakeholders meeting was originally set at ECN premises, as detailed in the Invitation Letter, but when Emilia-Romagna region offered to host the meeting at the building, the location was moved based upon the evaluation that it could ensure a greater participation and a wider echo to the topics that were discussed in the meeting. In order to guarantee a high quality discussion among participants, only regional and local authorities that had already shown a particular interest in renewable energy projects and alternative finance have been directly invited. Due to the high number, the full list of contacted organisations from both the Krems and the Brussels meetings is provided in Section 4.1 of the Annex.

The Invitation Letter, containing a detailed agenda and the expected results from the meeting, was sent out to the identified public authorities on October 7 (See Section 4.2 in the Annex). At the same time, Citizenergy's consortium member Esteban Pelayo (EURADA) was asked to promote the meeting among the network's members.

Due to the satisfying results that came from the previous Stakeholders meeting, the same engagement strategy was deployed: a first draft of the position paper was developed by ECN together with Climate Alliance Brussels Office, and afterwards submitted to the other consortium members, in order to gather and integrate their inputs. The draft version was then sent out to potential Stakeholders together with the Invitation Letter, as to allow them to better understand the overall framework of the Citizenergy project and the context of the specific Stakeholders meeting.

As for the past two Stakeholder's meetings, a round of phone calls was undertaken by Francesca Passeri (ECN) in order to target those organisations that had not yet responded after the first Invitation email had been sent out. A final reminder was sent out on October 18. The final list of organizations that had confirmed their participation consisted of 10 organisations, both public authorities and European industry associations. The participants list is provided in Section 4.3 of the Annex.

The physical presence at the meeting was, however, lower than expected: only 3 organisations that had previously confirmed their attendance were in the room. After having collected inputs from the participating organisations, a final draft of the position paper was developed and circulated among the consortium partners for final approval.

The publication date had been set by partners by the end of October, but as the number of participants and responses was not as high as expected, the publication date was postponed to beginning on January. This decision was made considering two important factors. The first element of delay being intrinsic to the nature of signatory organisations: public authorities face many internal bureaucratic constraints, that force them to undergo a longest procedure in order to formally support any kind of initiative. The second delaying factor was the low responsiveness of the contacted organisations, that compelled the ECN Team to single one-on-one follow-up phone calls and Skype calls, causing a further delay in gathering the needed support.

At the publication date, the paper had been endorsed by 11 new organisations, and the CrowdFundRES consortium, Aster, CEDEC and Wiseed, that had already supported Citizenergy's previous position papers. After the publication date, CARTIF has also asked to appear among the supporting organisations. A more detailed description is provided in Section 4.4 of the Annex.

A press release has been drafted and published on the Citizenergy website on January 21 to announce the official release of the final position paper (Fig. 4)

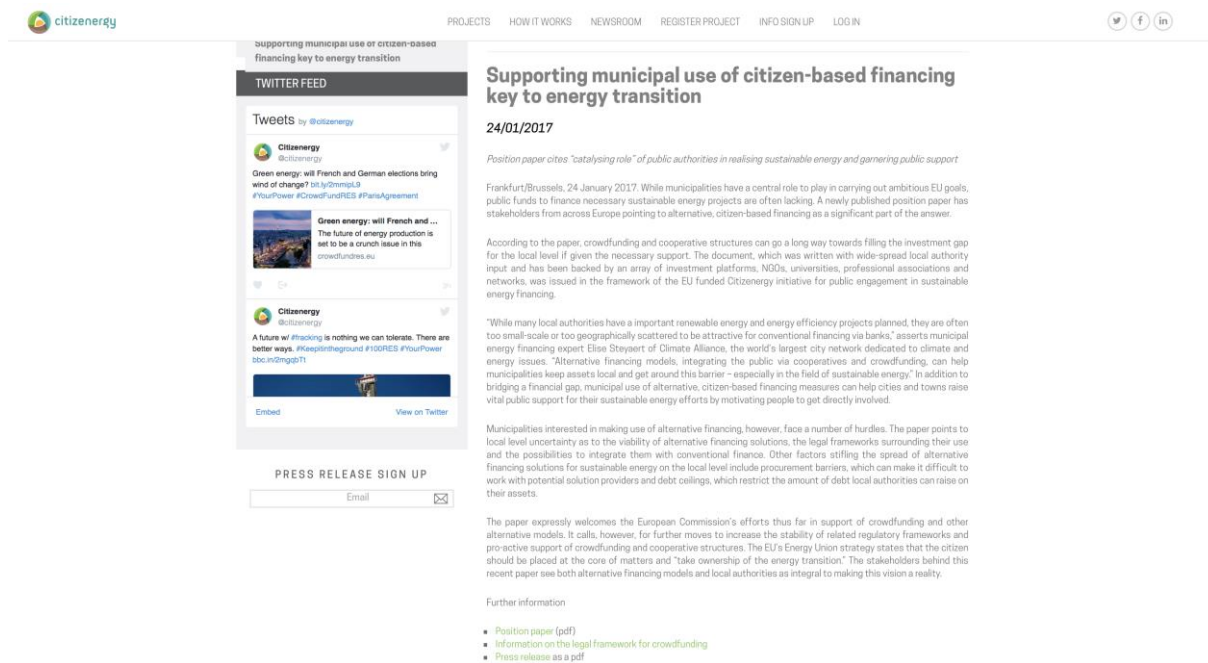


Fig 3: screenshot of the article that announced the release of the third position paper on the Citizenenergy website.

## 6. Results

The objective of the creation of a European Network of Stakeholders – i.e. the gathering of at least 25 members before the completion of the project that will subscribe at least 3 joint position papers – has been achieved.

Citizenenergy is a pioneering project in its field, and position papers reflect what it has tried to achieve, the drivers behind the need for an harmonised and inclusive environment for the development of European crowdfunding in the field of renewable energy and energy efficiency, with a particular stress on the barriers to investment. All the highlighted issues contained in the three papers combined are useful information that the Project has delivered to national and European policy makers.

However, a dominant factor has been identified as a major obstacle to the engagement and expansion of the Stakeholders Network. As stated in the previous paragraph, the low responsiveness of contacted organisations has been the most important element that challenged the schedule for all three position papers development. Since most of the organisations had not replied to the first email, several bilateral meetings have been organised by the ECN Team.

On the 24<sup>th</sup> of May, the ECN conference provided a perfect networking environment that allowed all attending consortium partners to engage in one-to-one meetings with relevant Stakeholders and policy makers. In the following months, a bilateral meeting between ECN and EURADA was organised to define a joint engagement strategy for the coming papers.

During the Consortium meeting held in Brussels in June (M30), after having analysed the hindering factors that had emerged in the engagement of Stakeholders and supporting organisations, the attending consortium members have redefined the publication dates for the remaining papers accordingly, extending the foreseen release date to September for the second paper and October for the third.





After the second and third Stakeholders meeting, a thorough face-to-face dissemination effort was put in place, aiming at raising awareness about the issues raised in the position papers and the overall objective of the Citizenergy project:

- A bilateral meeting was organised with Mr. Angelino (EGEC) and Ms. Varga (ESTIF) in October and December.
- A presentation was given by Francesca Passeri (ECN) within the scope of the ECTP Conference on November 18.
- Francesca Passeri and Esteban Pelayo (EURADA) participated in the AGORADA Conference held in Bologna on November 21-22, as to promote the position paper amongst public authorities and regional development agencies.
- Kathrin Kohl (ECN) And Sissy Muller (Green Crowding), both members of the CrowdFundRES Consortium, facilitated a presentation of Citizenergy position papers during the CrowdFundRES Belgian National Workshop held on January 12.
- Final versions of all three position papers have been distributed and presented at the CrowdFundRES Policy Workshop, organised by ECN and held in Brussels on February 16.

Details from participation in the above-listed events can be found in Section 5.1 of the Annex.

Other to the challenges that have been faced during the position papers development period, several promising results emerge from a closer analysis of the final achievements.

In the first place, the three position papers have received formal support from 31 organisations, coming from 11 Member States. The original target of 25 supporting organisations has been therefore achieved. Table 4 provides a list of all supporting organisations.

Organisation Name	Organisation Type	Country	Logo
CrowdFundRES Consortium (9 Organisations, see below)	European Project Consortium	Europe	
Wirtschaft und Infrastruktur GmbH & Co Planungs-KG – Coordinator	Consultancy	Germany	
University of Dundee	University	United Kingdom	
Osborne Clarke	Law Firm	Belgium	
youris.com EEIG	Communication Agency	Belgium	
GLOBAL 2000 – Friends of the Earth Austria	Environmental Organisation	Austria	

One Planet Crowd B.V.	Crowdfunding Platform	Germany/Netherlands	
Renewable Energy Generation Ltd	Renewable Energy Company	United Kingdom	
BNRG Renewables Ltd	Renewable Energy Company	United Kingdom	
VALOREM	Green Energy Producer	France	
Wiseed	Crowdfunding Platform	France	
Green Channel	Crowdfunding Platform	France	
Aster	Regional Development Agency	Italy	
Estif	European Association	Belgium	
AdePorto	Regional Energy Agency	Portugal	
Cedec	European Association	Belgium	
Eref	European Association	Belgium	
Ivace	Regional Development Agency	Spain	
Zielony Instytut	University	Poland	
Energy cities	European Association	Belgium	
PPL	Crowdfunding Platform	Portugal	
WeAreStarting	Crowdfunding Platform	Italy	

InfinityHub	Innovation Hub	Italy	<b>INFINITYHUB</b>
Croatian Regions Association	Regional Association	Belgium	
KEA Klimaschutz- und Energieagentur Baden-Württemberg GmbH	Regional Energy Agency	Germany	
North West Croatia Regional Energy Agency (REGEA)	Regional Energy Agency	Croatia	
Regional Energy Agency North	Regional Energy Agency	Croatia	
Međimurje Energy Agency (MENEJA)	Regional Energy Agency	Croatia	
Varaždin County	Regional Energy Agency	Croatia	
Regional Development Agency of Slavonia and Baranja	Regional Development Agency	Croatia	
Ginger	Crowdfunding Platform	Italy	
CARTIF	Technological Centre	Spain	

Table 4: list of organisations that have provided formal support to Citizenergy's position papers

A second promising result is given by the growing number and nature of the supporting organisations throughout the period that ranges from the first Stakeholders meeting to the final release of the third position paper. The first paper has received support from 11 organisations, 9 of which being part of the CrowdFundRES consortium and the remaining two being crowdfunding platforms. Such organisations have clearly a strong interest in contributing, endorsing and being updated on the developments and findings that are reported in the first position paper.

The review of the engagement strategy for the development and dissemination of the second position paper allowed the Citizenergy consortium to expand the network of supporting organisations, without losing the already received endorsement for the first position paper. By

the time the second position paper was released, 7 new organisations were added to the list of supporters. The nature of supporters also extended, with local energy agencies, industry associations, European networks and regional development agencies being added to the list. The same effect was replicated and amplified for the third position paper, where 13 organisations were added to the previous list, contributing to the expansion of the geographical coverage of the supporters.

## 7. Follow-up after project duration

The results that have been collected within the scope of the Citizenenergy Project have been and will continue to be a strong support for the development of other activities. In order to maintain the momentum created by the publication of the position paper and to continue working on overcoming what has been highlighted as an obstacle, all the identified Stakeholders have been invited to join a policy workshop that will be organised within the scope of the CrowdFundRES Project, already a strong supporter of Citizenenergy policy paper and actions.

The meeting was organised by ECN in Brussels and has taken place on February 16. A copy of the agenda for the event is provided in Section 5.2 of the Annex. The first panel has been moderated by Oliver Gajda, who repeatedly referred to the Citizenenergy position papers as a strong base for the development of the CrowdFundRES Policy Guidelines, since there are strong synergies between the two projects.

As a follow-up to the meeting, on the last day on activities for the Citizenenergy Project (February 28), Kathrin Kohl (ECN) reached out to all participants by sending them the three final versions of the position papers. Figure 4 provides the evidence of the email that has been sent out as to disseminate the three papers and requesting any input or feedback from participants.

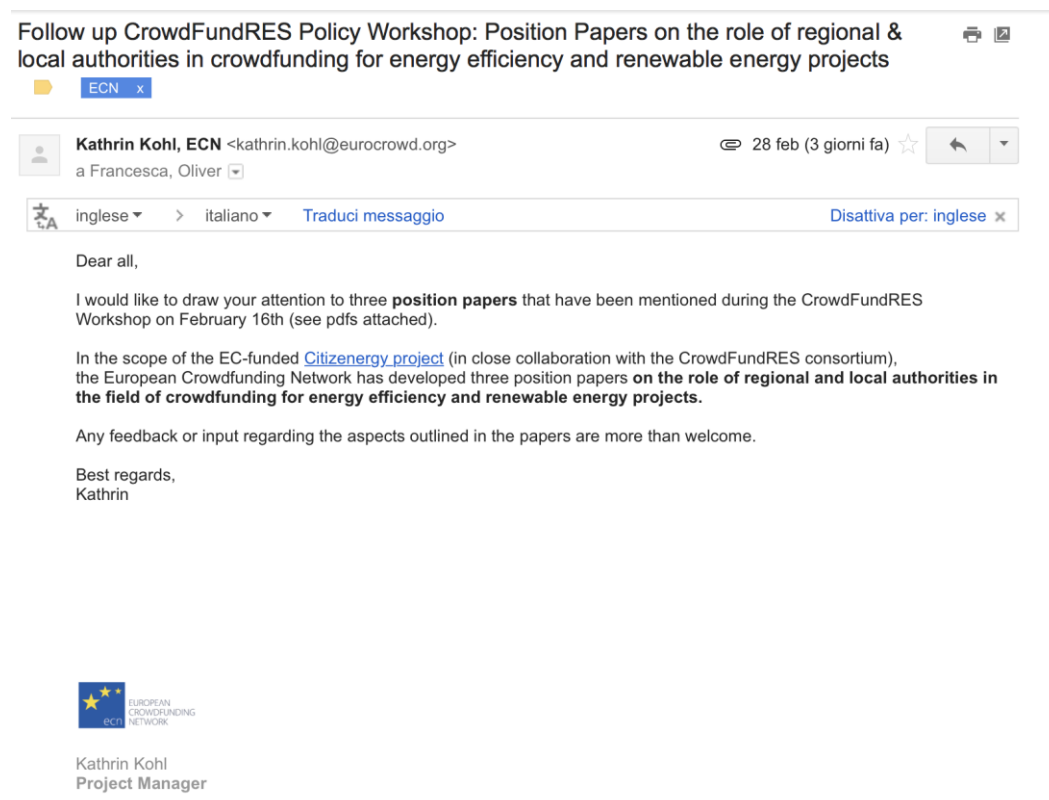




Figure 4: Follow-up email that has been sent out to CrowdFundRES Policy Workshop's participant to get input and feedback on Citizenenergy policy papers.

## Annex

### 1) Full List of contacted Stakeholders

Organization	Name
Solar Power Europe	James Watson
European renewables Energy federation	Dörte Fouquet
Energy Cities	Alix Bolle
WindEurope	Dorina Luga
European Biogas Association	Jan Štambaský
European Solar Thermal Industry Federation	Stefano Lambertucci
Enercoop	Mathieu Richard
EUREC Association of European Renewable Energy Research centres	Paola Mazzucchelli
Friends of the Earth	Molly Walsh
EUFORES	Roxane Roth
Global Wind Energy Council	
European Environmental Bureau	Leonardo Mazza
Climate Action Network	Mathias Claeys Bouuaert
European Climate Foundation	Nimali Samarasinha
European Federation of Local Energy Companies	Ludovica Sara Fondi
European Financial Inclusion Network	Olivier Jérusalmy
Central Europe Energy Partners	Marcin Bodio
European Geothermal Energy Council	Philippe Dumas
Solar Trade Association	
Energycities	Eckart Würzner
Energy Economics Group	Reinhard Haas
EuroACE	Susanne Dyrboel
European Council for an Energy Efficient Economy	Peter Bach
European Federation of Agencies and Regions for Energy and Environment	Dr. Julije DOMAC
Renewable Energy Association	Martin Wright
Wuppertal Institute	Dr. Uwe Schneidewind
EBAN	Candace Johnson
EVCA	Dörte Höptner
Vito (on behalf of Flanders Cleantech association)	Bart Doms
Renewable UK	Maria McCaffery
Green Institute (Poland)	Dariusz Szved
Danish Energy Association	Anders Stouge
Union Francaise de l'Electricite	Céline Langlois
Federation of Cooperatives SINERXIA	Purificación Alfonso Riveiro
SGEA- Galician Society of Environmental Education	Paula Lubia Fernández
Sindicato Labrego Galego	Isabel Vilalba Seivane

Association Ecological Defence of Galicia (ADEGA)	Virxinia Rodríguez
Co-operatives UK	
Community Energy England	
RenewableUK	
Green Channel	Uwe Lebelt
One Planet Crowd / Start Green Capital	Coenraad de Vries
Wiseed	Yannig Roth
Bettervest	Marylin Heib
Enerfip	Julien Hostache
CarbonTrust	Irene Maffini
Ginger	Agnese Agrizzi
Nosa Enerxia (RES Coop)	Juan G. Seoane
Trillion Fund	
University of Dundee	Mathias Claes /Ariel Bergman
WIP	Thomas Maidonis/mak Dukan
Wola Zmian	Aneta Skubida
Solar Plaza	Stefano Cruccu
Quercus	Madalena Ferreira
Biowanze	
Engie Lab	
Edora	
VERDEGAIA; ecological and non profit association	Diego Rodríguez Vieites
Development Agency East Flanders	Dieter Geenens
Agência de Energia do Porto	Alexandre Varela
ASTER	Martina Lodi
Acció	Sandra Salgado
ICLEI Local Governments for Sustainability	Peter Defranceschi
Province of East Flanders	Petra Van Poucke
Region of Murcia Office	Lucia Huertas
IVACE	Francisco Ferrando Casanova
EU Representation Office of Carinthia in Brussels	Daniel Polzer
Liaison Office of the Province of Salzburg to the EU	Maren Kuschnerus
EU Liaison Office of Vienna	Harald Bürger
Délégation de la Région de Bruxelles-Capitale	Manoëlle Wasseige
Delegation Wallonie to the EU	Fabienne Thirion
EU Liaison Agency of Flanders	Joke Hofmans
General Representation of the Government of Flanders to the European Union	
European Solar Thermal Industry Federation	Stefano Lambertucci
European Biomass Association	Nathalie Hemeleers
EUREC	Paola Mazzucchelli
Danish Energy Association	Anders Stouge

Climate Action Network	Mathias Claeys Bouuaert
European Federation of Local Energy Companies	Ludovica Sara Fondi
Aster	Martina Lodi
European Geothermal Energy Council	Luca Angelino
EU Office of Varna	Bilyana Raeva
Representation of the National Association of Municipalities in the Republic of Bulgaria in Brussels	Kamen Kumanov
Representation of the South-East region of Bulgaria	Dimka Meridonov
Regional Development Agency of Slavonia and Baranja	Biljana Đanković
Croatian Regions Office	Zvonka Gverić
Regional Development Agency Dubrovnik - Neretva Region	Hrvoje Butigan
EU Liaison Office of the Region of Istria	Dino Babic
European Office of Cyprus	Christos Katsalis
Union of Cyprus Municipalities - Brussels Office	
Prague House	Richard Zábranský
EU Office of the Region of South Boemia	René Příhoda
EU Office fo the Region of South Moravia	Eliška Buzková
Central Denmark EU Office	Aase Højlund Nielsen
Copenhagen EU Office	Amanda Alletorp Sørensen
North Denmark EU Office	Niels Tudor-Vinther
Association of Finnish Local and Regional Authorities	Barbro Kälä
East and North Finland EU Office	Sointu Räisänen
Helsinki EU Office	Noora Vahervaara
Southwest Finland EU Office	Antton Rönholm
Tampere Region EU Office	Petra Kortelainen
Bureau alsace Europe	Katharina Robohm
Bureau Bourgogne Franche - Comté	Eugénie Bardin
Délégation de la Région Auvergne Rhône-Alpes	Nicolas Lete
Délégation de la Picardie auprès de l'UE	Romain Wascot
Bureaux des Régions Ultrapériphériques - Guadeloupe	Cyrielle Cuirassier
EU Liaison Office of the Region of Baden-Wuttemberg	Caroline Bogenschütz
EU Liaison Office of the Free State of Saxony	Wolfgang Kill
Europabüro des Deutschen Landkreistages	Michael Schmitz
Representation of Saarland to the EU	Dr. Jutta Bruch
EU Representation of Rheinland Pfalz	Dagmar Tytko
EU Representation of Lower Saxsonia	Wulf Blumenstein
EU Representation of Hessen	
Central Union of Municipalities and Communities of Greece	Katerina Karavola
Representative of Local Government of Miskolc	Gabor Simon
Representative of County Council of Békés Megye	Tamas Gergo Samu
Representative of local government of District 2 of Budapest	Béla Kocsy



National Delegation of Ireland	Sarah Holden
Rappresentanza europea della Regione Abruzzo	Leo Grassi
EUREGIO Provincia Autonoma di Trento	Emiliano Corà
EUREGIO Provincia Autonoma di Bolzano	Giulia Chiarel
EU Office Val D'Aosta	Renato Chuc
EU Office Region of Puglia	Luciana Milella
Latvian Association of Local and Regional Governments	Agita Kaupuza
Lithuanian Association of Local Authorities	Ieva Andriulaitytė
Association des villes et communes luxembourgeoises	Romain Reiter
EU Liaison Office of Lower Silesia	Ewelina Wójcik
Regional Office of Lodzkie Region in Brussels	Ewa Guzek
Regional Office of the Province of Western Western Pomerania in Brussels	Katarzyna Kowal
Representative of the Romain Municipalities Association to Brussels	Silviu-Emil Ungure-Iubitu
Bratislava Region Office in Brussels	Marek Dvorský
EU Office of Kosice Region	Martin Mojzis
EU Office of Nitra Region	Tomáš Szlavik
Delegación de las Diputaciones de Badajoz y Cáceres y la Federación de Municipios y Provincias de Extremadura en Bruselas	Manuel Mendigutia
Basque Country's Delegation in Brussels	
Délégation du Gouvernement de la Catalogne auprès de l'UE	Mirei Sole Lloret
Delegación del Gobierno de Navarra en Bruselas	Mikel Irujo Amezaga
EU Balearic Islands Government Office	Karin OLIVER
Central Sweden European Office	Johanna Bond
City of Gothenburg EU Office	Susanne Ingmansson
Skåne Association of Local Authorities	Johanna Haward
East Sweden EU Office	Simon Johansson
EU Representation Office of Amsterdam, The Hague, Rotterdam & Utrecht	Mark Boekwijt
Arnhem Nijmegen City Region - Office in Brussels	Cecile De Boer
Bureau Maastricht Region in Brussels	Bertine Jongerius
East Netherlands Provinces	Auke van der Goot
Convention of Scottish Local Authorities	Judith Macgregor
East of England European Partnership	Geoff Archer
Greater Birmingham and West Midlands Office	Xenia Tsitiridou
Scottish Government EU Office	Lesley Ward
Highlands & Islands of Scotland European Partnership - Brussels Office	Marie Prevot
Welsh Local Government Association	Lucy Sweet

## 2) Fostering crowd-based investments in renewables and energy efficiency

### 2.1 Invitation to Stakeholders Meeting on May 24, 2016



EUROPEAN  
CROWDFUNDING  
NETWORK



**Subject :** Invitation of a representative of the **Organisation's Name** to the Stakeholder  
Network Meeting of "Citizenenergy" project on 24th May 2016

Dear **Sir/Madame**,

**CITIZENERGY** is a European project funded by the Intelligent Energy Europe Program (IEE/13/403SI2.675223) that aims at creating an EU-wide platform for citizen participation in renewable energy projects. The project has started in 2014 for a duration of 3 years.

This project brings together the worlds of renewable energy crowdfunding and renewable energy cooperatives for the first time in a **single online platform that displays investment opportunities**, and other forms of engagement, for citizens all over Europe to participate in the energy transition.

More information on the project at [www.citizenenergy.eu](http://www.citizenenergy.eu)

In order to disseminate the project's results to policy stakeholders and contribute to foster a positive legal environment for alternative investments into renewables a **Stakeholder Network** has been thought with the aim of **developing 3 position papers** to be presented to the European Commission.

It is thus with great pleasure that **we invite your organisation the Organisation's Name** to bring in your valuable insights and views by participating in our special Citizenenergy Stakeholder meeting within our ECN CrowdCamp focusing on Crowdfunding for renewables on the **24<sup>th</sup> of May 2016, 9.30 am CET, in Brussels** (Hotel Silken Berlaymont, Rue Charlemagne, 11, 1000 Bruxelles).

The meeting's main objectives are:

- Presenting the project's result to date
- Sharing CITIZENERGY's communication strategy and identifying possible dissemination synergies;
- Identifying other possible means of cooperation between CITIZENERGY and your organization
- Signing up a joint position paper on supporting alternative investments into renewables

Your presence would be highly appreciated as we seek to gather opinions from as many different kinds of stakeholders and perspectives as possible and we believe that **the Organisation's Name** can provide very relevant insights that will contribute to the project's success.

Please confirm your attendance before the 9<sup>th</sup> of May 2016.

We look forward to seeing you in Brussels!

Best regards,

Adrienne Lotos

## 1.2 List of supporting Organisations

Organisation Name	Organisation Type	Country	Logo
CrowdFundRES Consortium (9 Organisations, see below)	European Project Consortium	Europe	
Wirtschaft und Infrastruktur GmbH & Co Planungs-KG – Coordinator	Consultancy	Germany	
University of Dundee	University	United Kingdom	
Osborne Clarke	Law Firm	Belgium	
youris.com EEIG	Communication Agency	Belgium	
GLOBAL 2000 – Friends of the Earth Austria	Environmental Organisation	Austria	
One Planet Crowd B.V.	Crowdfunding Platform	Germany/Netherlands	
Renewable Energy Generation Ltd	Renewable Energy Company	United Kingdom	
BNRG Renewables Ltd	Renewable Energy Company	United Kingdom	
VALOREM	Green Energy Producer	France	
Wiseed	Crowdfunding Platform	France	
Green Channel	Crowdfunding Platform	France	

### 3) The opportunity of alternative financing and need for citizen engagement

#### 3.1 Invitation Letter



#### **Invitation for the Stakeholder Meeting on “The Opportunity of Alternative Financing and Need for Citizen Engagement”, Brussels, September 14, 2016**

Dear Sir/Madame,

We would like to share our ideas about alternative financing and citizen engagement for renewable energy and energy efficiency with you and your Organization during the Stakeholder Meeting of **September 14**, organised in the scope of the **Citizenenergy Project**. We would also like to hear your ideas to include them in our forthcoming Policy Paper “**The opportunity of alternative financing and need for citizen engagement**”.

We also would like to gain, where possible, the support of individual organisations for this paper.

**The meeting will be held in Brussels on September 14, from 3 pm to 5 pm, at the premises of ECN (Neo Building 7th floor 51, Rue Montoyer - 1000 Brussels).**

Citizenenergy is a European project funded by the **Intelligent Energy Europe Program**, which aims at **establishing crowdfunding** for renewable energies so that it will meet the needs of both **renewable energy source (RES)** promoters and potential citizen investors. The involvement of European citizens in the Renewable Energy Sector is pivotal for a further development of our economy and society.

The use of an innovative and powerful financial tool as **crowdfunding** would effectively help the engagement of EU citizens in relevant energy initiatives. A second aim of the project lies in the identification of the main barriers to citizen engagement and investment, as well as recommendations to tackle these obstacles. A draft version of the Policy Paper “*The opportunity of alternative financing and need for citizen engagement*”, containing further information about the potentials of the Project and the related challenges to overcome, is attached.

The main goals of the meeting are:

- ☐ To gather inputs and suggestions from relevant Stakeholders
- ☐ To integrate such inputs in the final draft of the upcoming Policy Paper “The opportunity of alternative e financing and need for citizen engagement”
- ☐ To collect support for the position expressed in the Policy Paper.



Please find below the agenda of the meeting.

Stakeholders' Meeting Agenda – September 14, 2016	
15.00 – 15.15	Welcome coffee
15.15 – 15.30	Introduction on Citizenenergy
15.30 – 16.15	Presentation of Draft Policy Paper “The opportunity of alternative financing and need for citizen engagement”
16.15 – 17.00	Tour de table and discussion on suggestions and inputs from Stakeholders

**If you would like to attend, please confirm your attendance by replying to this email by September 5, 2016.**

If you have any questions about the event, please do not hesitate to contact me by email at [francesca.passeri@eurocrowd.org](mailto:francesca.passeri@eurocrowd.org).

Looking forward to receiving your reply.

Yours Sincerely,

Francesca Passeri

### 3.2 List of Participants



#### “The Opportunity of Alternative Finance and the Need for Citizen Engagement”






STAKEHOLDERS' MEETING  
Brussels, September 14, 2016

#### LIST OF PARTICIPANTS

Participant	Organisation	Signature
Tara Connolly	Greenpeace EU Unit	
Bart Dooms	Vito	via SKYPE
Tomás Gonçalves Costa	Eupportunity	
Ludovica Sara Fondi	European Federation of Local Energy Companies	Ludovica Sara Fondi
Matthias Klaes	University of Dundee / Crowd FundRES Project	
Stefano Lambertucci	European Solar Thermal Industry Federation	Stefano Lambertucci
Martina Lodi	Aster	Martina Lodi
Dariusz Szwed DARIUSZ	Green Institute, Poland	D. Szwed
Francisco FERRANDO CASANOVA	IVACE, Region of Valencia, SPAIN	

### 3.3 List of Supporting Organisations

Organisation Name	Organisation Type	Country	Logo
CrowdFundRES Consortium (9 Organisations, see below)	European Project Consortium	Europe	
Aster	Regional Development Agency	Italy	
Estif	European Association	Belgium	

AdePorto	Regional Energy Agency	Portugal	
Cedec	European Association	Belgium	
Eref	European Association	Belgium	
Ivace	Regional Development Agency	Spain	
Zielony Instytut	University	Poland	

#### 4) Highlighting the importance of regional and local authorities' catalysing role

##### 4.1 List of Contacted Organisations

NAME	ORGANIZATION	COUNTRY
Daniel Polzer	EU Representation Office of Carinthia in Brussels	Austria
Maren Kuschnerus	Liaison Office of the Province of Salzburg to the EU	Austria
Harald Bürger	EU Liaison Office of Vienna	Austria
Manoëlle Wasseige	Délégation de la Région de Bruxelles-Capitale	Belgium
Fabienne Thirion	Delegation Wallonie to the EU	Belgium
Joke Hofmans	EU Liaison Agency of Flanders	Belgium
	General Representation of the Government of Flanders to the European Union	Belgium
Stefano Lambertucci	European Solar Thermal Industry Federation	Belgium
Nathalie Hemeleers	European Biomass Association	Belgium
Paola Mazzucchelli	EUREC	Belgium
Anders Stouge	Danish Energy Association	Belgium
Mathias Claeys Bouuaert	Climate Action Network	Belgium
Ludovica Sara Fondi	European Federation of Local Energy Companies	Belgium
Martina Lodi	Aster	Belgium
Luca Angelino	European Geothermal Energy Council	Belgium
Bilyana Raeva	EU Office of Varna	Bulgaria

Kamen Kumanov	Representation of the National Association of Municipalities in the Republic of Bulgaria in Brussels	Bulgaria
Dimka Meridonov	Representation of the South-East region of Bulgaria	Bulgaria
Biljana Đanković	Regional Development Agency of Slavonia and Baranja	Croatia
Zvonka Gverić	Croatian Regions Office	Croatia
Hrvoje Butigan	Regional Development Agency Dubrovnik - Neretva Region	Croatia
Dino Babić	EU Liaison Office of the Region of Istria	Croatia
Christos Katsalis	European Office of Cyprus	Cyprus
	Union of Cyprus Municipalities - Brussels Office	Cyprus
Richard Zábranský	Prague House	Czech Republic
René Příhoda	EU Office of the Region of South Boemia	Czech Republic
Eliška Buzková	EU Office fo the Region of South Moravia	Czech Republic
Aase Højlund Nielsen	Central Denmark EU Office	Denmark
Amanda Alletorp Sørensen	Copenhagen EU Office	Denmark
Niels Tudor-Vinther	North Denmark EU Office	Denmark
Barbro Källd	Association of Finnish Local and Regional Authorities	Finland
Sointu Räisänen	East and North Finland EU Office	Finland
Noora Vahervaara	Helsinki EU Office	Finland
Antton Rönholm	Southwest Finland EU Office	Finland
Petra Kortelainen	Tampere Region EU Office	Finland
Katharina Robohm	Bureau alsace Europe	France
Eugénie Bardin	Bureau Bourgogne Franche - Comté	France
Nicolas Lete	Délégation de la Région Auvergne Rhône-Alpes	France



Romain Wascot	Délégation de la Picardie auprès de l'UE	France
Cyrielle Cuirassier	Bureaux des Régions Ultrapériphériques - Guadeloupe	France
Caroline Bogenschütz	EU Liaison Office of the Region of Baden-Wuttemberg	Germany
Wolfgang Kill	EU Liaison Office of the Free State of Saxony	Germany
Michael Schmitz	Europabüro des Deutschen Landkreistages	Germany
Dr. Jutta Bruch	Representation of Saarland to the EU	Germany
Dagmar Tytko	EU Representation of Rheinland Pfalz	Germany
Wulf Blumenstein	EU Representation of Lower Saxsonia	Germany
	EU Representation of Hessen	Germany
Katerina Karavola	Central Union of Municipalities and Communities of Greece	Greece
Gabor Simon	Representative of Local Government of Miskolc	Hungary
Tamas Gergo Samu	Representative of County Council of Békés Megye	Hungary
Béla Kocsy	Representative of local government of District 2 of Budapest	Hungary
Sarah Holden	National Delegation of Ireland	Ireland
Leo Grassi	Rappresentanza europea della Regione Abruzzo	Italy
Emiliano Corà	EUREGIO Provincia Autonoma di Trento	Italy
Giulia Chiarel	EUREGIO Provincia Autonoma di Bolzano	Italy
Renato Chuc	EU Office Val D'Aosta	Italy
Luciana Milella	EU Office Region of Puglia	Italy
Agita Kaupuza	Latvian Association of Local and Regional Governments	Latvia
Ieva Andriulaitytė	Lithuanian Association of Local Authorities	Lithuania
Romain Reiter	Association des villes et communes luxembourgeoises	Luxembourg

Ewelina Wójcik	EU Liaison Office of Lower Silesia	Poland
Ewa Guzek	Regional Office of Lodzkie Region in Brussels	Poland
Katarzyna Kowal	Regional Office of the Province of Western Western Pomerania in Brussels	Poland
Silviu-Emil Ungure-lubitu	Representative of the Romain Municipalities Association to Brussels	Romania
Marek Dvorský	Bratislava Region Office in Brussels	Slovakia
Martin Mojzis	EU Office of Kosice Region	Slovakia
Tomáš Szlavik	EU Office of Nitra Region	Slovakia
Manuel Mendigutia	Delegación de las Diputaciones de Badajoz y Cáceres y la Federación de Municipios y Provincias de Extremadura en Bruselas	Spain
	Basque Country's Delegation in Brussels	Spain
Mirei Sole Llor	Délégation du Gouvernement de la Catalogne auprès de l'UE	Spain
Mikel Irujo Amezaga	Delegación del Gobierno de Navarra en Bruselas	Spain
Karin OLIVER	EU Balearic Islands Government Office	Spain
Johanna Bond	Central Sweden European Office	Sweden
Susanne Ingmansson	City of Gothenburg EU Office	Sweden
Johanna Haward	Skåne Association of Local Authorities	Sweden
Simon Johansson	East Sweden EU Office	Sweden
Mark Boekwijt	EU Representation Office of Amsterdam, The Hague, Rotterdam & Utrecht	The Netherlands
Cecile De Boer	Arnhem Nijmegen City Region - Office in Brussels	The Netherlands
Bertine Jongerius	Bureau Maastricht Region in Brussels	The Netherlands
Auke van der Goot	East Netherlands Provinces	The Netherlands
Judith Macgregor	Convention of Scottish Local Authorities	UK
Geoff Archer	East of England European Partnership	UK

Xenia Tsitiridou	Greater Birmingham and West Midlands Office	UK
Lesley Ward	Scottish Government EU Office	UK
Marie Prevot	Highlands & Islands of Scotland European Partnership - Brussels Office	UK
Lucy Sweet	Welsh Local Government Association	Wales

For the Krems' Stakeholders Meeting:

Margarita	Farran	Barcelona
Michal	Vesely	Brno
Maria	Vankann	Aachen
Nuno	Brito Jorge	
Andy	Deacon	Brussels
Sarah	Mekjian	Frankfurt
Elise	Steyaert	Brussels
Albert	Vendrell Roca	Barcelona
Eftima	Petkova	Smolyan
Christoph	Stenzel	Traismauer
Dagmar	Wolsing	Essen
Laura	Gouverneur	Hohenstein
Christine	Rehberger	Linz
Helfried	Kreiter	Judebnburg
Jovanche	Cvetanoski	Skopje
Stevčo	Jakimovski	Skopje
Gabriele	Reinhart	Wien
Friedrich	Hofer	Graz
Konstanze	Stein	Karlsruhe
Thomas	Höhrhan	Krems
Veronika	Stenzel	Krems an der Donau
Manfred	Brandstätter	St. Pölten
Christoph	Runst	Leipzig
Bernd	Winkler	Mainz
Birgit	Farnsteiner	Norderstedt
Gerhard	Gruber	Ober-Grafenodrf
Roland	Raab	Steyr
M.	Hartmann	Unterstinkenbrunn

## 4.2 Invitation Letter



**Invitation for the Stakeholder Meeting on  
“Alternative financing for renewable energies and energy  
efficiency: Highlighting the importance of regional and local  
authorities involvement”,  
Brussels, October 25, 2016**

Dear **Sir / Madam**,

We would like to share our ideas about alternative financing and the role of public authorities for renewable energy and energy efficiency with you and your Organization during the Stakeholder Meeting of **October 25**, organised in the scope of the **Citizenenergy Project**. We would also like to hear your ideas to include them in our forthcoming Policy Paper “**Alternative financing for renewable energies and energy efficiency: Highlighting the importance of regional and local authorities involvement**”.

One of the aims of the meeting is to gain support of individual organisations for this paper, in order to develop a strong network of Stakeholders that is willing to back up the proposed issues and solutions.

**The meeting will be held in Brussels on October 25, from 4 pm to 5.30 pm, at the premises of ECN (Neo Building 7th floor 51, Rue Montoyer - 1000 Brussels).**

Citizenenergy is a European project funded by the **Intelligent Energy Europe Program**, which aims at **establishing crowdfunding** for renewable energies so that it will meet the needs of both **renewable energy source (RES)** promoters and potential citizen investors. The involvement of European public authorities in the Renewable Energy Sector is pivotal for a further development of our economy and society.

The use of an innovative and powerful financial tool as **crowdfunding** would effectively help the engagement of EU citizens in relevant energy initiatives, but such an objective cannot be achieved without the active involvement of regional and local authorities. Public authorities, in turn, have to gain access to knowledge and instruments that allow them to educate citizens on alternative finance tools, such as crowdfunding. A draft version of the Policy Paper “**Alternative financing for renewable energies and energy efficiency: Highlighting the importance of regional and local**



*authorities involvement*”, containing further information about the potentials of the Project and the related challenges to overcome, is attached.

The main goals of the meeting are:

- To gather inputs and suggestions from relevant Stakeholders on identified barriers for public authorities
- To integrate such inputs in the final draft of the upcoming Policy Paper “Alternative financing for renewable energies and energy efficiency: Highlighting the importance of regional and local authorities involvement”
- To collect support for the position expressed in the Policy Paper.

Please find below the agenda of the meeting.

Stakeholders’ Meeting Agenda – October 25, 2016	
16.00 – 16.15	Welcome coffee
16.15 – 16.30	Introduction on Citizenergy
16.30 – 17.00	Presentation of Draft Policy Paper “Alternative financing for renewable energies and energy efficiency: Highlighting the importance of regional and local authorities involvement”
17.00 – 17.30	Tour de table and discussion on suggestions and inputs from Stakeholders

**If you would like to attend, please confirm your attendance by replying to this email by Friday, October 21, 2016.**



If you have any questions about the event, please do not hesitate to contact me by email at [francesca.passeri@eurocrowd.org](mailto:francesca.passeri@eurocrowd.org).

Looking forward to receiving your reply.

Yours Sincerely,

Francesca Passeri

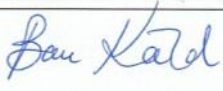
### 4.3 List of Participant

**“Alternative financing for renewable energies and energy efficiency: Highlighting the importance of regional and local authorities involvement”**

**STAKEHOLDERS' MEETING**  
**Brussels, October 25, 2016**

**LIST OF PARTICIPANTS**

Participant	Organisation	Signature
<b>Amanda Alletorp Sørensen</b>	Copenhagen EU Office	
<b>Barbo Kälđ</b>	Association of Finnish Local and Regional Authorities	
<b>Bilyana Raeva</b>	EU Office of Varna	
<b>Eva Flora Varga</b>	European Solar Thermal Industry Federation	
<b>Geoff Archer</b>	East of England - European Partnership	
<b>Ieva Andriulaitytė</b>	Lithuanian Association of Local Authorities	

Luca Angelino	EGEC		
Ludovica Sara Fondi	CEDEC		
Maren Kuschnerus	Liaison Office of the Province of Salzburg to the EU		
Maria Chiara Zingaretti	European Parliament		
Tomás Gonçalves da Costa	EUopportunity		

#### 4.4 List of Supporting Organisations

Organisation Name	Organisation Type	Country	Logo
CrowdFundRES Consortium (9 Organisations, see below)	European Project Consortium	Europe	
Aster	Regional Development Agency	Italy	
Energy cities	European Association	Belgium	
PPL	Crowdfunding Platform	Portugal	
WeAreStarting	Crowdfunding Platform	Italy	
InfinityHub	Innovation Hub	Italy	
Croatian Regions Association	Regional Association	Belgium	
KEA Klimaschutz- und Energieagentur Baden-Württemberg GmbH	Regional Energy Agency	Germany	

North West Croatia Regional Energy Agency (REGEA)	Regional Energy Agency	Croatia	 REGIONALNA ENERGETSKA AGENCIJA NORTH-WEST CROATIA SJEVEROZAPADNE HRVATSKE REGIONAL ENERGY AGENCY
Regional Energy Agency North	Regional Energy Agency	Croatia	 Regional Energy Agency North
Međimurje Energy Agency (MENEJA)	Regional Energy Agency	Croatia	 MEĐIMURSKA ENERGETSKA AGENCIJA d.o.o.
Varaždin County	Regional Energy Agency	Croatia	
Regional Development Agency of Slavonia and Baranja	Regional Development Agency	Croatia	 REGIONALNA RAZVOJNA AGENCIJA SLAVONIJE I BARANJE
Ginger	Crowdfunding Platform	Italy	 GINGER CROWDFUNDING
CARTIF	Technological Centre	Spain	 CARTIF
Cedec	European Association	Belgium	 CEDEC
Wiseed	Crowdfunding Platform	France	 WISEED

## 5) Results and Follow-up

Email exchanges for participation in the ECTP Conference, follow-up after bilateral meetings with EGEA and ESTIF, and participation in the CrowdFundRES Belgian National Workshop





**Franziska Bergmann** <bergmann@steinbeis-europa.de> 14/11/16 ☆

a Francesca ▾

inglese ▾ > italiano ▾ [Traduci messaggio](#) [Disattiva per: inglese](#) ✕

Dear Franziska,

Many thanks for your spontaneous availability for our session on Friday, which I highly appreciate! Here are all the details:

- Please find attached the agenda (pdf), a template for the ppt and in excel the latest version of the financing session. The official agenda will be shortly updated with the new financing session.
- The duration of each presentation is 20 min + 5 min question & answers

As this session is dedicated to the topic of "financing source beyond the project duration" - and here we are speaking of typical European funded RTD projects - we would like to present alternative funding/financing/investment bodies and mechanisms, that are especially interesting for the "last mile funding" in order to bring a product into the market. Therefore I would very much appreciate it if you could give an general overview of the European Crowdfunding Network, and explain when crowdfunding is a good alternative to go for and what the requirements and benefits are. Also, it would be nice but not necessary to include some examples from the construction/energy-efficient buildings sector.

- We will register you and you will shortly receive a registration confirmation by the ECTP organising committee.
- I'd appreciate it if you arrive on Friday before 10:45h. You will receive a badge at the registration desk. The meeting location is:

BOZAR  
23 Rue Ravenstein  
1000 Brussels

For any further questions please do not hesitate to contact me.

I look forward meeting you on Friday!

Best regards,  
Franziska Bergmann

**Francesca Passeri** <francesca.passeri@eurocrowd.org> 05/12/16 ☆

a Luca, Eva ▾

Dear Luca, Dear Eva,

I hope this email finds you well. I was wondering if you have had the chance to look at the draft position paper that I have sent you last week (and that you can also find attached to this email, just in case) - and if you wanted to appear among the supporting organisations.

Please let me know if there is any additional information you might require from my side.

Kindest Regards,  
Francesca

EUROPEAN  
CROWDFUNDING  
NETWORK  
ECN

Francesca Passeri  
Junior Project Manager



## Re: Belgian National Workshop



ECN x



**Kathrin Kohl, ECN** <kathrin.kohl@eurocrowd.org>

9 gen ☆



a Sissy, Pablo, Francesca ▾



inglese ▾



italiano ▾

[Traduci messaggio](#)

[Disattiva per: inglese](#) x

Hi Sissy,

happy new year to you too and all the very best for 2017!

Good to hear that 33 people already signed up. Francesca would be able to join from our side. She could briefly present the most recent Citizenenergy policy paper. Would that be something you had in mind?

Please let Francesca know if this is ok, so she knows what to prepare.

Best wishes,

Kathrin

## 5.1 CrowdFundRES Policy Workshop – Agenda

European Policy Workshop, 16th February 2017, Brussels



### AGENDA



Time	Content	Responsible
09:00-09:30	Participants Registration & Welcome to coffee	
<b>Introduction Session</b>		
<b>Title: CrowdFundRES Project</b>		
09:30-09:45	Welcome & Introduction to CrowdFundRES project	ECN and WIP
09:45-10:00	Review of crowdfunding regulation & market developments for RES project financing in the EU	Osborne Clarke
10:00-10:15	Case Studies & Practical Experience in RES crowdfunding	ABUNDANCE
<b>Session II</b>		
<b>Title: Opportunities and Challenges associated with the implementation of the Policy Recommendations – identifying priorities and setting the timeframe</b>		
10:15-10:30	Policy Recommendations on regulatory and market framework improvements for crowdfunding RES projects	ECN
10:30-10:45	<b>The Clean Energy Package and its Financing Measures</b> Ms. Sofia Pinto-Barbosa, Policy Officer, European Commission DG ENERGY (Renewables and CCS Policy)	<b>KEYNOTE SPEECH</b>
10:45-11:30	<b>Policy Recommendations for Renewables and for Crowdfunding: Overcoming challenges related to the implementation of the policy recommendations</b> Discussants: Tanja Aschenbeck-Florange, Lawyer, Osborne Clarke Dr. Jean-Pierre Bussalib, Policy Officer, BaFin Ms. Sofia Pinto-Barbosa, Policy Officer, European Commission DG ENERGY Alex Raguet, CEO and Co-Founder, Lumo Andrea Beltramello, European Commission DG FISMA Moderation: Oliver Gajda, European Crowdfunding Network	<b>PANEL DISCUSSION</b>
<b>Groupwork Session III</b>		
11:30-12:30	Group Work on Policy Recommendations followed by wrap-up by group	All participants
12:30-13:30	Lunch & networking break	
<b>Session IV</b>		
<b>Title: Opportunities and Challenges associated with the implementation of the guidelines – identifying priorities and setting the timeframe</b>		
13:30-13:45	Draft guidelines for RES developers, investors and crowdfunding platforms	UNIDUN
<b>Groupwork Session V</b>		
13:45-14:30	Group Work on Draft Guidelines followed by wrap-up by group	All participants
14:30-17:00	Farewell speech and time for networking	



This event is organized in the framework of the CrowdFundRES project. This project has received funding from the European Union's Horizon 2020 Research and Innovation programme under grant agreement N° 646435.