HOW THE OSS (One-Stop-Shop) IN VILNIUS HELPS TO TACKLE ENERGY RENOVATION OF MULTIFAMILY BUILDINGS

LINA BUBULYTĖ, Project Manager

VšĮ Atnaujinkime miestą
STATISTICS IN VILNIUS

TOTAL APARTMENT BUILDINGS 7562
BUILT BEFORE 1995 5280/4600

70% 325 K 1964 y. 11 M. sq. m

RENOVATED 60 m²
- 56 kWh expenses per heating period
189 €

NOT RENOVATED 60 m²
- 133 kWh expenses per heating period
413 €

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WHO WE ARE – ABOUT Amiestas

A PUBLIC, NON-PROFIT INSTITUTION, ACCOUNTABLE TO VILNIUS CITY MUNICIPALITY

ADMINISTRATOR FOR VILNIUS CITY ENERGY EFFICIENCY PROGRAM, CONTRIBUTING TOWARDS CLEAN ENERGY TRANSITION

ONE-STOP-SHOP MODEL FOR MULTI-APARTMENT BUILDING RENOVATION
KEY ACTIVITIES

- Developing programmes and measures
- Constant engagement and communication with residents
- Providing comprehensive project management services
- Providing services of administration for the repayment of loans
- Project management services for the renovation of territories of neighbourhoods
OSS PROCESS IN LITHUANIA

**START**
- 1st meeting with homeowners

**1-2 months**
- 1st voting - consent to prepare Investment Plan

**2 months**
- Purchasing Investment Plan (public procurement)
- Presentation of IP to homeowners → 2nd voting

**1-2 months**
- Preparation of Application and confirmation from APVA/EPMA
- Application submission to Credit Institution

**1 month**
- Public procurement of contract works

**12-18 months**
- Contract works’ implementation

**FINISH**
- End of Project (post project support available)

The residents must agree by majority of votes (50% + 1 vote).

Starting to receive State Funding (subsidy)
FINANCING FOR DEEP RENOVATION IN LITHUANIA

~ 35% TOTAL (subsidy)

30% Energy Efficiency measures

100% Soft part of the project

HOMEOWNERS – Credit from the Bank (monthly installments)
DEEP RENOVATION BUDGET (Subsidy) %

- Heating Systems: 50%
- Walls and Roof Insulation: 30%
- Windows and Balconies: 30%
- Elevators and Electrical Installation: 30%
- Project Design, Administration: 100%
CURRENT SITUATION & COMPLETED PROJECTS TO DATE

<table>
<thead>
<tr>
<th>Division</th>
<th>No of projects / value (EUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Implementation Division works on</td>
<td>99 projects / EUR 115 m</td>
</tr>
<tr>
<td>Development (Sales) Division works on</td>
<td>109 projects / EUR 158 m</td>
</tr>
<tr>
<td>Credit Administration Division works on</td>
<td>126 projects / 5224 apartments</td>
</tr>
<tr>
<td>Infrastructure Division – neighborhood territories</td>
<td>66 neighborhood territories / EUR 5 m</td>
</tr>
</tbody>
</table>
KEY SUCCESS FACTORS IN SELLING PROCESS

- Encourage active community members
- Qualified personnel & communication
- Meetings with communities after 6 PM
- Resources & local government support
BENEFITS OF DEEP RENOVATION

- THE QUALITY OF LIFE IMPROVES
- FOSTERING THE SENSE OF COMMUNITY
- INCREASED PRICE OF THE APARTMENTS
- CONTRIBUTING TO REDUCING CLIMATE CHANGE
RENOVATION EXAMPLE - BEFORE

PROJECT OUTLINE:

- **Address**: 83 ZIRMUNU street, Vilnius
- **Built year**: 1966
- **Renovation year**: 2023
- **Type**: 5-storey, 99 apartments
- **Energy class**: F
PROJECT OUTCOME:

- Duration of renovation works: 22 months
- Project value: EUR 1,7 m
- New energy class: B
- Lower energy demand (reduced by 68%)
- The monthly payment: 1,05 EUR per 1 sq. m.
Amiestas PRIORITIES

- QUALITY IN CONSTRUCTION WORKS
- QUALITY IN DESIGN
- IMPLEMENTATION OF NEW TECHNOLOGIES
- PREFABRICATED RENOVATION
PERSUADING RESIDENTS AND HOMEOWNERS OF MULTIFAMILY BUILDINGS TO START THE RENOVATION JOURNEY: THE CHALLENGES

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# RENOVATION STARTS WITH COMMUNICATION

## MESSAGE TO THE COMMUNITY
- **CHANNELS:** Social media, outdoors advertising, PR

## MESSAGE TO THE TARGET GROUPS
- **CHANNELS:** Districts selection for the outdoors advertising, messages to the homeowners in their buildings

## PERSONAL COMMUNICATION
- **CHANNELS:** Face to face meetings with the homeowners
CHALLENGES!

- Lack of property ownership
- Lack of community feeling
- Lack of tools for effective communication
- Lack of knowledge and engagement
- Challenges of project leadership
- Complex renovation process
- Adaptation to changing market and environment
1. OPERATIONAL

- Lack of tools for effective communication
- Challenges of project leadership
2. RELATED TO THE HOMEOWNERS

✓ Lack of knowledge and engagement
✓ Lack of property ownership
✓ Lack of community feeling
3. RELATED TO THE MARKET

- Complex renovation process
- Adaptation to changing market and environment
EXAMPLE OF K13 BUILDING

ABOUT THE BUILDING:

✓ **Address**: Konstitucijos prospektas 13, Vilnius (K13)
✓ **Built year**: 1989
✓ **Type**: 16-storey, 61 apartments
✓ **Condition**: beyond repair
✓ **First meeting**: beginning of 2020
TAKE A CLOSER LOOK...
When our dream is too big for others...

**PLANNED MEASURES:**

- Increase energy efficiency
- Integrate innovative solutions
- Improve common condition and the look of the building
- Reduce heating and electricity costs
- Hot water and Cold-water system renovation
- New elevator and Change electrical installation
- Change of doors, windows and glazing of balconies
- Roof and walls insulation
- Fire alarm system renovation
- Heating system and Ventilation system renovation
- Waste water and rainwater drainage system renovation
Step by step to nowhere...

- More than 20 meetings with residents
- Visit to "Solitec" (PV panels supplier)
- Eco tours to other renovation projects
- Offer to visit Finland
- Meeting with vice mayor

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Looking into the numbers..

<table>
<thead>
<tr>
<th></th>
<th>Innovative Project</th>
<th>Usual Project</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project value, EUR</strong></td>
<td>3.7 m</td>
<td>3.8 m</td>
</tr>
<tr>
<td><strong>Subsidies, EUR</strong></td>
<td>2.1 m (56.8%)</td>
<td>2.1 m (55.2%)</td>
</tr>
<tr>
<td><strong>Residents pay, EUR</strong></td>
<td>1.6 m</td>
<td>1.7 m</td>
</tr>
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</table>
THE RESIDENTS ARE NOT READY FOR INNOVATIVE SOLUTIONS IN THEIR MULTI-APARTMENT BUILDINGS YET!

K13 WILL PROCEED WITH USUAL DEEP RENOVATION PROCESS
THANK YOU!

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