



Inspirational story	Schiebroek business park heading to energy positive	INST-03
Country	Netherlands	
Energy efficiency measures	Solar panels, smart meters, solar thermal, insulation measures, electrification, LED	
SME sector	Mixed – Business park	
Why	"A business park that generates more energy than it consumes": Business Park Schiebroek Rotterdam is taking this ambitious step by, among other things, realising a cooperative solar park.	
How	<p>Approach</p> <p>In 2011, an organisational structure was set up in Schiebroek Business Park with a Business Investment Zone (BIZ) scheme, enabling companies to collectively invest in public space. Both property owners and users of the business park pay an annual contribution of €150, which pays for professional park management. The park manager started working on basic problems at the business park in 2011, with the objective of 'clean, operational, safe'. Solving basic problems first instilled such confidence among business owners that in 2015 the business park joined the cooperation Bedrijventerreinen Energiepositief (BE+), a network of parties that aims to turn 250 business parks energy-positive and CO₂ neutral within 10 years. The park manager's next step was to calculate what the possibilities and costs of sustainability would be. For this purpose, TNO performed an energy potential scan (EPS). The entrepreneurs of the business park were included in every step, which created trust and commitment among the entrepreneurs.</p> <p>Based on the results of the EPS several measures were investigated, including rooftop solar, insulation measures, smart meters, solar thermal, electric car charging stations, LED street lighting, and a joint solar park. The most significant measure is the establishment of the joint solar park. The solar park will, for 80%, be financed by the bank, with the remaining 20% financed by entrepreneurs and the partners they work with. For the solar park, the entrepreneurs are eligible for SDE++. When the project is realised, Stichting BIZ Schiebroek and its partners will set up an ESCo for energy management. The ESCo and the entrepreneurs' association will become joint owners of the solar park, with the entrepreneurs' association as co-shareholder.</p>	





	<p>Setbacks</p> <p>Sustainability and energy are not the core business of most entrepreneurs. Due to a lack of knowledge, manpower and financial resources, working on sustainability and sustainable energy generation is evidently not a priority for most entrepreneurs in business park Schiebroek. Appointing a park manager to unburden entrepreneurs and connect stakeholders has enabled Schiebroek to take major steps towards sustainability. The park manager knows the entrepreneurs and their individual needs, and is able to liaise with appropriate solutions. Schiebroek business park is close to a residential area. In a development process like this, it is important to involve all stakeholders from the beginning. For example, a lot of time was lost because an area manager from the municipality criticised a planned fence around the solar park at a late stage. As a result, the plan had to be changed and soil tests had to be carried out for the construction of ditches around the park. The soil investigation showed contamination that had to be remediated. This put pressure on the business case. Also in the cooperation with lawyers, who were involved at a much later stage. Agreements that were made previously were sometimes not sufficiently taken into account.</p>
Whom	<p>Furthermore, there was extensive cooperation with environmental services, municipal officials, the business association, the grid operator and a professional project developer. When entering into partnerships with commercial providers of technical solutions, careful consideration was given to service and quality, and whether they could meet the needs of individual entrepreneurs, both large and small. Following through on negative reactions creates positivity, and this shows: 'A good example follows suit'.</p>
What	<p>The EPS showed that a total of 14 million kWh of electricity and eight hundred thousand cubic metres of gas are consumed at Schiebroek business park. There is one large consumer who consumes 9 million kWh alone, so the total consumption of the remaining entrepreneurs is around 5 million kWh. After implementing the planned measures, including solar on roof and facade, the solar park, solar thermal, insulation, LED lighting and charging stations, 50% of the consumption of these remaining users will be sustainably generated locally. The joint solar park will generate about 1.6 million kWh.</p>
Lessons learned	<p>The collective approach at Schiebroek business park, in which the park manager brings entrepreneurs together while meeting individual needs of entrepreneurs, was the major success factor for collective sustainability at Schiebroek business park. This success makes it possible to continue the cooperation in new projects. Currently, the possibilities for a new project with fast charging infrastructure are being explored. In earlier projects, such as the collective solar park, delays occurred because not all actors were involved from the start and, as a result, it was not possible at times to move</p>





forward quickly when decisions had to be made. In future projects an even closer look will be taken at who has a say at what point in the process, and these actors will be involved from the start.



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