

**PROBLEMY I PERSPEKTYWY ROZWOJU  
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**PROBLEMS AND PROSPECTS  
OF TERRITORIES' SOCIO-ECONOMIC  
DEVELOPMENT**

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## **PROBLEMS AND PROSPECTS OF TERRITORIES' SOCIO-ECONOMIC DEVELOPMENT**

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## **ESCOs AS FACTOR OF UKRAINIAN ECONOMY DEVELOPMENT**

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Dependence on foreign energy sources is now a key challenge for Ukraine, along with the military conflict on its east. The state has a shortage of domestic energy resources and therefore large energy import from other countries, especially from Russian Federation. Difficult relations with the northern neighbor, which repeatedly led to the interruptions of Russian natural gas supply after disputes over the gas price in recent years, require search for alternative ways of reliable energy supply in Ukraine. The situation is complicated because of the high energy intensity of the national economy. In 2013 energy intensity of Ukrainian GDP was 339 koe/\$ (PPP, 2005) or 2.12 times higher than in the world in average and 2.95 times higher than in EU [1]. At the same time, the high energy intensity determines a huge potential of energy efficiency (EE) growth for production and consumption processes in Ukraine, only a small part of which is now implemented. Thus, based on data of [1] and the average EU indicators, in 2013 the possibility of reducing energy consumption through EE improvements was amounted up to 234% of the current level in the domestic industry, 94% – in the service sector and 24% – in the transport sphere.

Government of Ukraine adopted the updated Energy Strategy of Ukraine till 2030, State Target Economic Program on Energy Efficiency and the Development of Energy Production from Renewable Energy Sources and Alternative Fuels for 2010-2015, National Renewable Energy Action Plan by 2020 and other laws, aimed at implementing existing energy saving (ES) potential. However, the processes of EE improvements in the economy of the country are extremely slow. Imperfect legislative base, low energy prices till

recently, lack of information for energy consumers concerning EE opportunities, lack of reliable funding and professional performers of energy efficient projects are the main reasons for this deceleration. Stimulation of development of effective ES market and involvement of its key players – Energy Service Companies (ESCOs) – in the processes of EE growth can be a powerful impetus to implement ES potential of Ukraine and its regions.

By definition of EU EE Directive (2012/27/EU) ESCO is “a company that offers energy services which should include implementing EE projects (and other sustainable energy projects). Many ESCOs work on a turn-key basis”. ESCOs accept some degree of risk for the achievement of improved EE in a user’s facility and have their payment for the services delivered based (either in whole or at least in part) on the achievement of those EE improvements [2]. The main advantages of ESCO participation in EE increasing are not limited to the scope of ESCO and its customers, but also include other economic entities (fig. 1).

<p style="text-align: center;"><b>Property owner (client)</b></p> <ul style="list-style-type: none"> <li>• Energy cost savings (or other utility cost)</li> <li>• No or low upfront cost</li> <li>• Healthier indoor environment</li> <li>• Increase of comfort</li> <li>• Building value increase</li> <li>• Additional renovation components (aesthetics, status improvement, extension, etc.)</li> <li>• Public image/prestige</li> </ul>	<p style="text-align: center;"><b>ESCO/contractor</b></p> <ul style="list-style-type: none"> <li>• Workplace</li> <li>• Profit</li> <li>• Long-term, reliable partnership</li> <li>• Possibly further contracts with the same partner</li> <li>• Public image/prestige</li> </ul>
<p style="text-align: center;"><b>Municipality/community</b></p> <ul style="list-style-type: none"> <li>• Jobs</li> <li>• Growth of the value of the building stock of the territory</li> <li>• More attractive district/area for investments</li> <li>• Healthier district</li> <li>• Independency</li> <li>• Development of communities</li> <li>• Healthier environment</li> </ul>	<p style="text-align: center;"><b>National economy</b></p> <ul style="list-style-type: none"> <li>• Jobs</li> <li>• Development of real estate market – growth of GDP</li> <li>• Motivation of residents’ and/or investors to spend money locally</li> <li>• Growth of energy security, decrease of need for energy resources</li> <li>• Healthier environment</li> </ul>

*Figure 1. Benefits of ESCO projects for stakeholders (improved on the basis of [2])*

In Ukraine today there are about 30 large and 70 small ESCOs. Since 2001 around 100 EE projects have been realized in residential and public buildings [2]. But the peculiarity of domestic ESCOs still remains that large-scale projects are implemented mainly at the expense of the government or/and with the help of grants provided by international financial institutions and with the technical assistance of donor organizations (such as UNDP, USAID, and the

EU). The reason is the fear of potential customers of large-scale EE projects concerning high risk of projects implementation. This does not stimulate owners to risk their money, moreover, because given the relatively low utility tariffs for the population till recently ES projects in the housing sector characterized by long payback periods (7-15 years).

Meanwhile, according to [2] the potential size of the ESCO market is estimated around €100 million in the building and industry sector of Ukraine. However, because of barriers to the ESCO market development (tab. 1) we should not expect intensification of ES projects implementation involving ESCO without serious state support. Given the increase in utility tariffs in 2014-2015, it should be noted the growing recognition of the need of ES and financial feasibility of such measures, willingness to invest in EE among the population and business leaders. However, issues of improving legal principles of ESCOs' functioning and financing mechanisms of their work, the formation of multilevel ES funds for financial support on a competitive basis of the most effective ES projects implementation remain problematic.

*Table 1. Rating of barriers to ESCO activity in 2013 [2]*

Type of barrier	Rating	Type of barrier	Rating
No ESCO legislation	1	Low awareness about financial solutions	5
Lack of financial solutions	2	Disabling polices, lack of trust	6
Existence of in-house expertise	3	Split incentives	7
High transaction costs	4	Competition with other instruments	8

Thus, in the near future for Ukraine solving these problems has become a priority for EE increase, which will activate the implementation of domestic ES projects by means ESCOs and provide energy efficient development of Ukrainian regions.

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