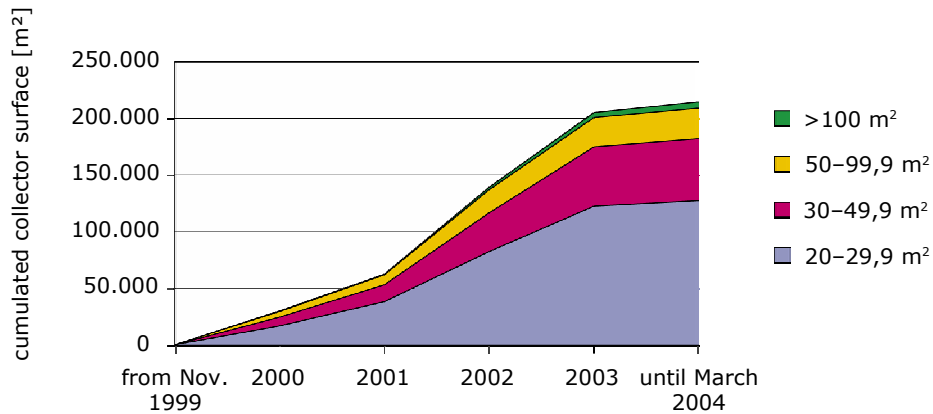
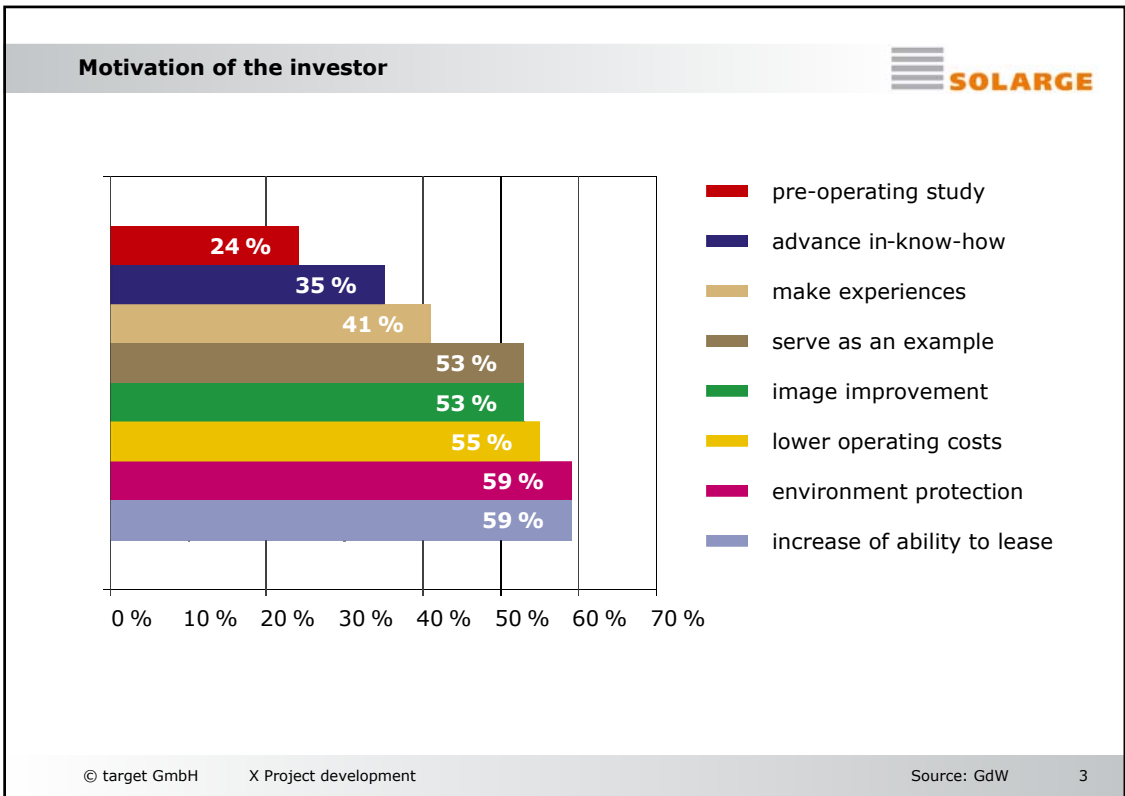


Evaluation of the statistics of support programmes for CSTS
(Solarthermie 2000 and Marktanzreizprogramm, 11/1999 - 03/2004)
 please insert chart about support programmes in your country



- Housing construction
 - public companies
 - private housing industry
 - cooperative societies, co-ownerships
- Accommodation sector
 - hotels, pensions
 - youth hostels, camping sites
- Social/public sector
 - hospitals, old people's homes, residential accommodations
 - schools, kindergartens, sports facilities, (indoor-)swimming pools
 - jails, caserns, university cafeterias
- Commercial use
 - laundries, car wash
 - gastronomy, canteen kitchens
 - hairdressers, bakeries etc.
 - agriculture (piglet barn heating)
- Industrial use
 - food processing
 - beverage industry



- ### Prerequisites on the side of the investor
- positive attitude regarding solar technology
 - occasion (modernisation, new building, anniversary and the like)
 - disposition to pre-project planning
- © target GmbH X Project development Source: A. Rummel 4

Technical/organisational aspects

Technique

- installation surface for collectors and storage
- heating and drinking water system
- user and consumption data
- etc.

Finance

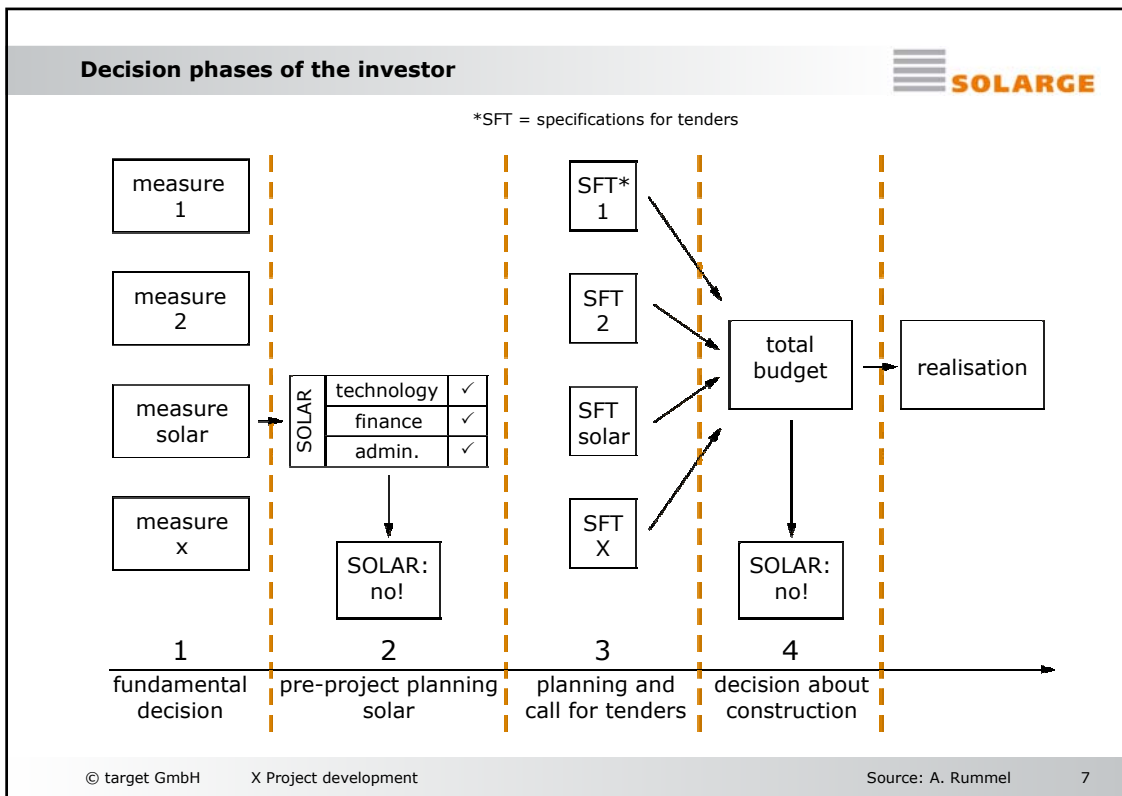
- investment and operational costs
- financing and support
- budget and allocation of investment costs between tenants
- possible marketing advantages
- etc.


Administration

- manpower requirements of involved departments
- inclusion of external specialists if applicable

Emotional/psychological aspects

- Support of the motives of the investor
- What kind of decisions can the investor make and which ones does he have to make?
- Standard solutions and reference systems help to reduce uncertainties



- ### Pre- and after phases of the project development
- 
- attention to solar technology, create „solar environment“
 - regular addressing of potential investors
 - support investors of realised projects with PR
 - good project documentation for reference purposes
 - inform and motivate involved staff
- © target GmbH X Project development Source: A. Rummel 8

Cost distribution for solar systems (Solarthermie 2000)

- collectors ca. 30 %
 - substructure for collectors ca. 10 % *)
 - installation of collectors ca. 5 % *)
 - interconnection of collectors ca. 5 % *)
 - other interconnections ca. 15 %
 - solar storage and heat exchanger ca. 10 %
 - control ca. 5 %
 - miscellaneous ca. 5 %
 - planning ca. 15 %
- *) in case of roof-integrated and roof-mounted systems rather lower
in case of mounting on a flat roof rather higher

Eligible for support are

- please list the beneficiaries of your national support measure

-
-
-

Amount of support

- please list the amounts of support available in your country

-
-

Eligible for support are

- please list the beneficiaries of your national support measure

Type and amount of support

- please list the conditions of support available in your country

-

-

Object of support

- please list the equipment eligible for support

-

Eligible for support are

- please list the beneficiaries of your national support measure

Type and amount of support

- please list the conditions of support available in your country

-

-

Object of support

- please list the equipment eligible for support

-

- please list conditions of fiscal incentives in your country
-
-
-

- please list the positive consequences of an instrument similar to the German Energy Saving Order (EnEV), if applicable
-
-

- Determination of the costs of the solar utility heat
- Consideration of the solar heat generation costs
- Single values as basis for the calculation

- please list the rules concerning the allocation of investment costs between tenants (if applicable in your country)
-
-
-

- image gain through PR
- information for tenants
- information for employees

Phases of realisation

- information (users, tenants, employees)
- detailed planning of the solar system
- definition of the interconnection between the different crafts
- specifications for tenders, call for tenders, placing
- planning of the construction progress
- delivery, mounting, construction management
- first operation, acceptance of construction work
- monitoring, remote monitoring
- nominal/actual value comparison of the operating results