



Roadshow: Build your financial capacity

How to apply for 2-hours mentoring session with financial experts and investors

Non-competitive opportunity
8 individual mentoring sessions for 8 cities

Scalable Cities
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2-hours mentoring session
Non-competitive opportunity for 8 cities

Table of Contents

1.	Introduction	2
1.1.	What is Scalable Cities.....	2
1.2.	What is the Roadshow: Build your financial capacity?.....	4
1.3.	How to register for a Mentoring session?	4
2.	Mentoring sessions	5
2.1.	Main objectives and purpose of the Mentoring session. Project eligibility.	5
2.2.	Who is this session for, and when can it be scheduled?	5
2.4	Necessary commitment and information required from the entity to prepare the Mentoring session.....	5
2.5	When and how will the mentoring session be conducted?	6



1. Introduction

Cities can harness digital technology, data analytics, and connectivity to optimize resource use, enhance energy efficiency, reduce emissions, and foster sustainable practices. Smart infrastructure, including energy-efficient buildings and efficient transportation networks, enables local administrations to achieve their environmental goals.

Smart Cities empower local governments to make data-driven decisions, engage citizens through co-creation processes, understand financial requirements using innovative financing models, cultivate collaborative stakeholder ecosystems, and include vulnerable groups and disadvantaged areas to align with EU sustainability goals. Financial acumen is essential for both administrations and citizen behavior, playing a crucial role in transforming cities into sustainable, green hubs of the future. This approach represents a dedicated commitment towards achieving a climate-neutral Europe by 2050.

Local administrations are crucial for the success of the [EU Taxonomy](#), and the [New Green Deal](#) due to their role in implementing green initiatives at the city and regional levels. They require financial skills to secure funds, manage budgets, attract investments, ensure compliance, foster innovation, and drive local economic growth in alignment with the [EU's sustainability objectives](#). Local governments are the bridge between [European sustainability policies](#) and tangible projects, making their financial expertise vital for translating these initiatives into actionable, green solutions that benefit both the community and the environment.

1.1. What is Scalable Cities

[Scalable Cities](#) is a community of cities. Since 2014, a total of 20 European projects have been funded in which lighthouse cities and fellow cities have committed to developing innovative projects to achieve climate neutrality. The key idea has been to develop innovative energy solutions and business models that can be scaled up and replicated across Europe and lead to measurable results.

In this sense, public administrations have been invited to take an active part in the energy transition by taking a proactive role in both designing innovative services and addressing the local market.



Scalable Cities has a Secretariat that supports all these Smart Cities communities to collect and document all the knowledge and experiences developed, as well as to provide support through different services.



2-hours mentoring session
Non-competitive opportunity for 8 cities

Some of the technical solutions developed by the cities that are part of Scalable Cities are the following:

- Computing and cognitive solutions, providing applications or services enabling behavioural changes for citizens.
- Data-Driven business models enable cities or operators to manage energy efficiency better.
- Deployment of charging infrastructure for electric vehicles.
- District heating.
- Electric/hybrid public vehicle purchases.
- Energy management (district/blocks/ buildings/Demand response) using technologies such as AI, microgrid, blockchain or others.
- Energy storage.
- Frugal solutions: it is an approach that involves using ingenuity to innovate most simply and effectively possible using the least amount of resources.
- Industrial heat production.
- Infrastructure physical and digital.
- Mobility stations.
- New buildings.
- New public transport infrastructures.
- Park & ride facilities.
- Positive Energy Blocks / Positive Energy Districts.
- Private buildings retrofitting.
- Public buildings retrofitting.
- Public lighting.
- Renewable energy production.
- Renewable energy thermal production.
- Vehicle Sharing Platforms (carpooling, sharing).
- Bundling services, grouping a set of actions in a coherent and global business model. E.g. combining retrofitting with renewables and EV charging stations.
- Digital twins.
- Positive energy Districs / Positive energy neighbourhoods.
- Others



1.2. What is the Roadshow: Build your financial capacity?

The [Roadshow is a service offered by the Scalable Cities Secretariat](#) to support cities in the field of financial design of projects such as business model, financial schemes and everything that unfolds from it. With this objective, a series of activities will be carried out through which basic and advanced skills on finance will be acquired, to have resources with which to think and design economically sustainable and scalable urban projects to achieve climate neutrality.

This document provides comprehensive information on the application process for a one-on-one mentoring session with financial experts and investors.

1.3. How to register for a mentoring session?

We appreciate your interest in this opportunity and encourage you to take full advantage of it. To ensure a smooth registration process, please follow these steps:

1. Carefully read through this document to familiarize yourself with the session, including its objectives, the information we require in advance, and the eligibility criteria.
2. Once you have reviewed the information, proceed to register using the designated link provided below.
3. After registering, you will receive a confirmation email with further instructions on how to prepare for the session, and we will schedule the mentoring session.

Registration link: <https://forms.gle/JvFLKY4H656ADnvq5>



2. Mentoring sessions

2.1. Main objectives and purpose of the mentoring session. Project eligibility.

This session is intended for cities with **well-developed project that require specific financial advice**. The type of project eligible for mentoring must align with the kinds of projects developed within Smart City communities (a general list of technical solutions can be found in section 1.1 of this document).

To maximize the benefit of the two hours mentoring session, the city must provide the necessary information to GNE Finance at least two weeks before the session (for further details, please refer to section 2.4.).

2.2. Who is this session for, and when can it be scheduled?

There are a total of eight mentoring sessions available for eight cities or municipalities that apply. These sessions are individual meetings between city representatives and GNE Finance (experts in finance and investment) and can be scheduled between November 2024 and May 2025.

This event is intended for city representatives, including project managers, relevant city department officials, policymakers, finance officers, and other professionals involved in developing specific projects for which they seek advice and financial clarification.

Eligible projects may come from a range of entities, including city departments, public or semi-public utility companies, public agencies, coordinating authorities, and other public bodies directly connected to the city. The primary requirement is that the project must be in a mature stage, meaning that a **memorandum or a similar document must be available** (for further details, please refer to section 2.4.).

2.4 Necessary commitment and information required from the entity to prepare the mentoring session

City representatives participating in the mentoring session are required to:

1. Be committed to the energy transition project they are developing.
2. Provide a document containing all the information typically found in a memorandum*, or commit to preparing a similar document for the session.
3. Submit this documentation, along with a list of specific questions or concerns, at least two weeks prior to the mentoring session.



2-hours mentoring session
Non-competitive opportunity for 8 cities

* Content of a memorandum:

This document summarizes the key information delivered to investors to describe the main elements of the Project. Below a typical table of content.

Memorandum Content		Memorandum Output / Purpose
1	Investment plan : objectives, scope, and key findings	Snapshot on project – quick understanding & decision making
2	Info on the technical solution for E/E and sustainability	Investment plan context - rationale of the proposed initiatives
3	Market trends	Market opportunities & challenges to define the investment strategy
4	Existing infrastructure vs potential upgrades	Technical feasibility and requirements of the investment plan
5	Investment size, on-going cost O&M, revenues projections, tariffs and potential sources of funding	Clear outlook of the financial implications and potential returns of the investment
6	Regulations, permits & compliance requirements	Helps navigate legal and regulatory frameworks, ensuring project compliance and maximizing available incentives
7	Tech & regulatory challenges, mkt volatility	Decision-making support ensuring project resilience against headwinds
8	Roadmap, resource allocation, responsibilities	Action plan supporting the investment strategy, project management and coordination
9	KPIs & project performance tracking	Performance assessment - adaptive project management
10	Key findings, recommendations, and next steps	Key investment plan and relevant project evolution milestones

2.5 When and how will the mentoring session be conducted?

Upon registering for the event and confirming that you either have a memorandum or will prepare a similar document prior to the session, we will contact you via email to schedule the date and time of the session.

Two weeks prior to the session, we will request the necessary documentation along with a list of questions or topics you wish to discuss. These questions are intended to guide the preparation for the session, though additional topics may be raised during the mentoring.

The session will be scheduled, and except in cases of significant necessity, it is expected to take place at the agreed-upon date and time.



2-hours mentoring session
Non-competitive opportunity for 8 cities

