





WHO WE ARE – ABOUT Amiestas

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





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



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

5280 apartment buildings with poor insulation and technical condition

4600 apartment buildings still need renovation

70% of the residents of Vilnius live in these old apartment buildings









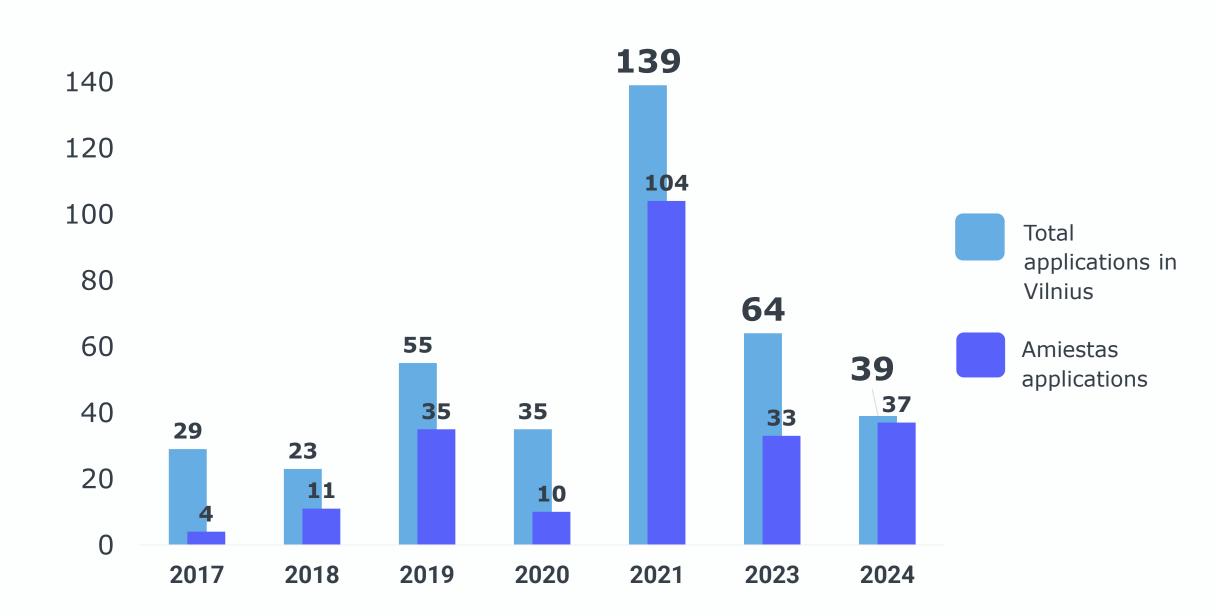




Reality: cheapest solutions, no vision...



Statistics of applications in Vilnius



Success rate



KEY SUCCESS FACTORS IN SELLING PROCESS

COMMUNITY
MEMBERS TO GET
INVOLVED IN THE
PROCESS



MEETINGS WITH COMUNITIES AFTER 6 PM

QUALIFIED PERSONNEL & COMMUNICATION





A CONTRACTOR

GOVERNMENT
SUPPORT

FOCUS ON BUILDING
TECHNICAL
CONDITION AND
TRANSFORMATION

MAIN CHALLENGES WE FACE IN SELLING PROCESS

1. OPERATIONAL

- Lack of tools for effective communication
- ➤ Challenges of project leadership

2. HOMEOWNERS RELATED

- Lack of knowledge and engagement
- Lack of property ownership
- Lack of community feeling
- ➤ Worries about quality

3. MARKET RELATED

- Complexity of renovation process legislation
- Adaptation to changing market and environment

Engaging community leaders











Amiestas PRIORITIES for architecture and quality



QUALITY IN CONSTRUCTION WORKS



QUALITY IN DESIGN



IMPLEMENTATION OF NEW TECHNOLOGIES



PREFABRICATED RENOVATION









Transformation of mindset





ARE WE READY FOR INNOVATIONS?

A STORY OF K13

ABOUT THE BUILDING:

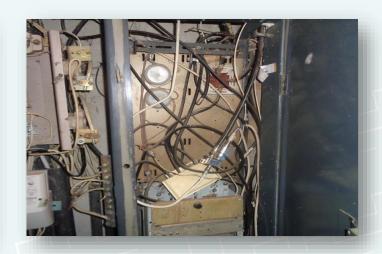
- ✓ **First meeting**: beginning of 2020
- ✓ Address: Konstitucijos prospektas 13, Vilnius (K13)
- **✓ Built year**: 1989
- √ Type: 16-storey, 61 apartments
- ✓ Condition: beyond repair













TAKE A CLOSER LOOK...





Vision for PROSUMER produce its own heat only from renewable energy sources





247 kWp PV modules integrated into facade



Produce 120 MWh elecricity per year



The heat from the extracted air from sanitary facilities supposed to be used in heat pump



Owners of the apartments will pay only 1 Eur/m²/year for heating

- 230 t CO2 per YEAR

Step by step to nowhere...



MORE THAN 20 MEETINGS WITH RESIDENTS FROM 2020



∠
 VISIT TO "SOLITEC" (PV PANELS SUPPLIER)



ECO TOURS TO OTHER RENOVATION PROJECTS



OFFER TO VISIT FINLAND



MEETING WITH VICE MAYOR

	Innovative Project	Usual Project
Project value, EUR	3.7 m	3.8 m
Subsidies, EUR	2.1 m (56.8%)	2.1 m (55.2%)
Residents pay, EUR	1.6 m	1.7 m





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