

District heating in new buildings in Aarhus

Challenges and opportunities





AffaldVarme Aarhus Teknik og Miljø Aarhus Kommune 3th annual conference and consortium meeting



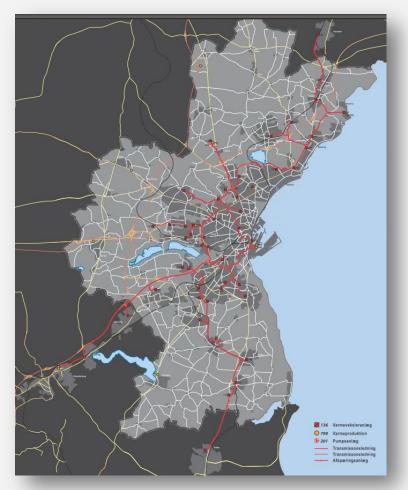
Elsebeth Arendt (<u>elar@aarhus.dk</u>)

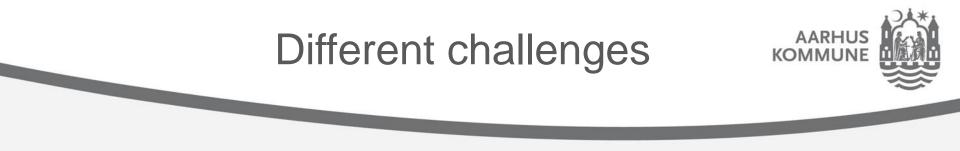
10 years at AffaldVarme Aarhus

- 2 years as manager
- 8 years as director of district heating

AffaldVarme Aarhus

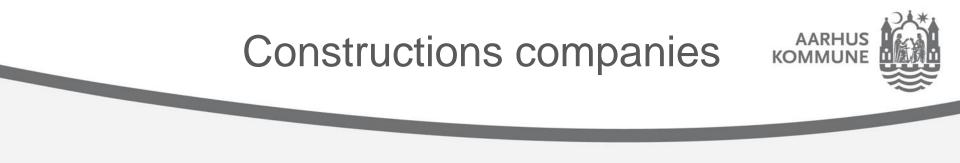
- 2,000 GWh annual sales
- 53,000 customers
- Supply 95% of the citizens in Aarhus with district heating.





Different customers - different challenges

- The private estate marked (Construction companies)
 Mainly families, building a standard house
- The professional estate marked
 - Mainly Cooperative Associations, building apartments
- The developer/investor
 - Preparing the property for resale



Our experience at the beginning

- Statement: "You can't build a low-energy house using district heating as energy source"
- We did not agree, so we called for a meeting with the companies
- Advertise the company, who can provide a low-energy house using district heating
- Today we have 15 construction companies on our homepage

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Constructions companies

We cooperate with the municipality

- They advertise district heating
- With the deed of the property, the new landowner receive our brochure
- Our account managers contact the potential customer

Today more then 90 % of the private estate marked choose district heating



AARHU

KOMMU

Fjernvarme betaler sig Spar CO₂ og penge – også når du bygger i Lavenergiklasse 2015



Another challenge

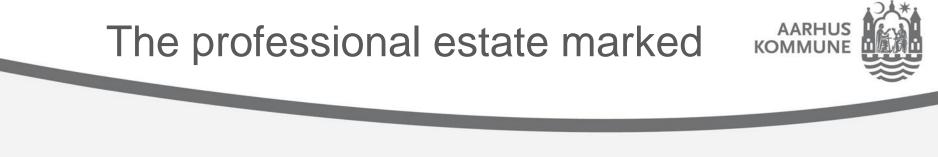
It's not about "common sense", but about politics

Some Cooperative Associations board of directors want a sustainable profile

- Energy without solid or liquid fuel
- Self sufficient
- Controlling the price

Some even prefer electric heat instead of district heating

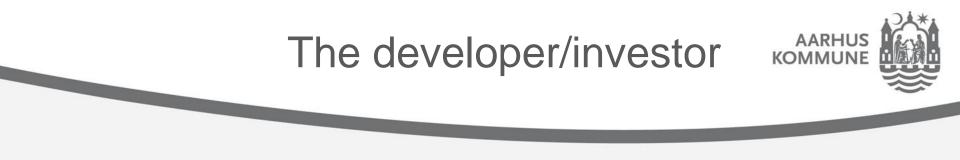
• Save cost to pipes etc.



Our solution

- We have to influence the decision makers
- We have to be better to tell about district heating as a sustainable product
- We have to participate in the public debate





A new challenge

- They want to save the cost to develop the area with district heating (50,000 DKK. per property)
- It is the new property owner's problem, that there is no district heating



The developer/investor

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Our solution

- We have to have competitive prices
- All the new builder's primary focus is price

