ASSISTING SMEs TO ACHIEVE IMPROVED ENERGY EFFICIENCY

Energy efficiency is often very challenging in small enterprise mainly due to lack of expertise, limited human resources and insufficient financial means. The closing meetings that were held after each energy audit helped us better understand these challenges and the needs of this segment of enterprise, ensuring the right training programme was designed specifically for SMEs in Malta. A training plan for SMEs was thus prepared to address these challenges in line with the aims of the 'EnergyEfficiency4SMEs' Project.

A good communication plan ensured the purpose of the information sessions was clearly and timely delivered to the right audience. Different communication methods were selected to invite prospective SMEs, including social media and websites, and by sending personal emails to selected businesses. Partnering with business organisations such as the Malta Chamber further enhanced the effective reach of the target audience.

Two webinars for SMEs were organised by The Energy & Water Agency (EWA) together with the Malta Business Bureau (MBB) on 29-Oct-24 and 21-Nov-2024. The webinars provided ease of attendance & participation. Two other in-person events were organised, one in Malta and another at the sister island Gozo on 25-Nov-24 and 18-Feb-25 respectively. The in-person sessions also included workshops and a help desk, providing tailored individualised guidance to SMEs, ensuring high added value.

Presentations by expert speakers included topical themes including:

- Solar PV Technologies
- PV Regulations
- Best Practices & Case Studies presented by several SMEs
- Funding Opportunities for SMEs by various providers
- IMPAWATT – Presentations | Calculation Tools | Fact Sheets | Best Practices | Measures
- ISO 50001 Certification
- Energy Audits Scheme for SMEs – reimbursement of professional fees
- The GUEST Project (free energy audits) – key findings, trends, solutions
- Eco-Certifications
- Successful Business Models
- Opportunities & Challenges in the Gozo accommodation sector

A workshop was also organised on 17-Jun-2025, bringing together energy auditors, business support organisations, and industry experts. Presentations included:

- Insights on the perception of Energy Audits in Enterprise
- The Energy Efficiency Directive & Renewable Energy Directive
- Selling the Energy Audit to Management
- Energy Audits – Expectations, Benefits, Challenges – an enterprise outlook
- Funding Opportunities

Time was allocated for networking giving the opportunity for stakeholders to discuss the challenges & opportunities in an informal environment.

(Photos below)

1. Presentation by the Lead Audit Engineer about the key findings of the energy audits

2. Presentation by the University of Malta about Successful Business Models

3. One of the Workshops discussing selected themes, noting challenges & recommendations

4. The Help Desk by Malta Enterprise provided personal guidance to the various support schemes