

Matching the demand for skilled professionals

BuildUpSkills, 9 December 2020



Who we are

A PAN-EUROPEAN
NON-PROFIT
ASSOCIATION



31 NATIONAL MEMBER
ASSOCIATIONS





20% of the EU population are housed in the private rented sector



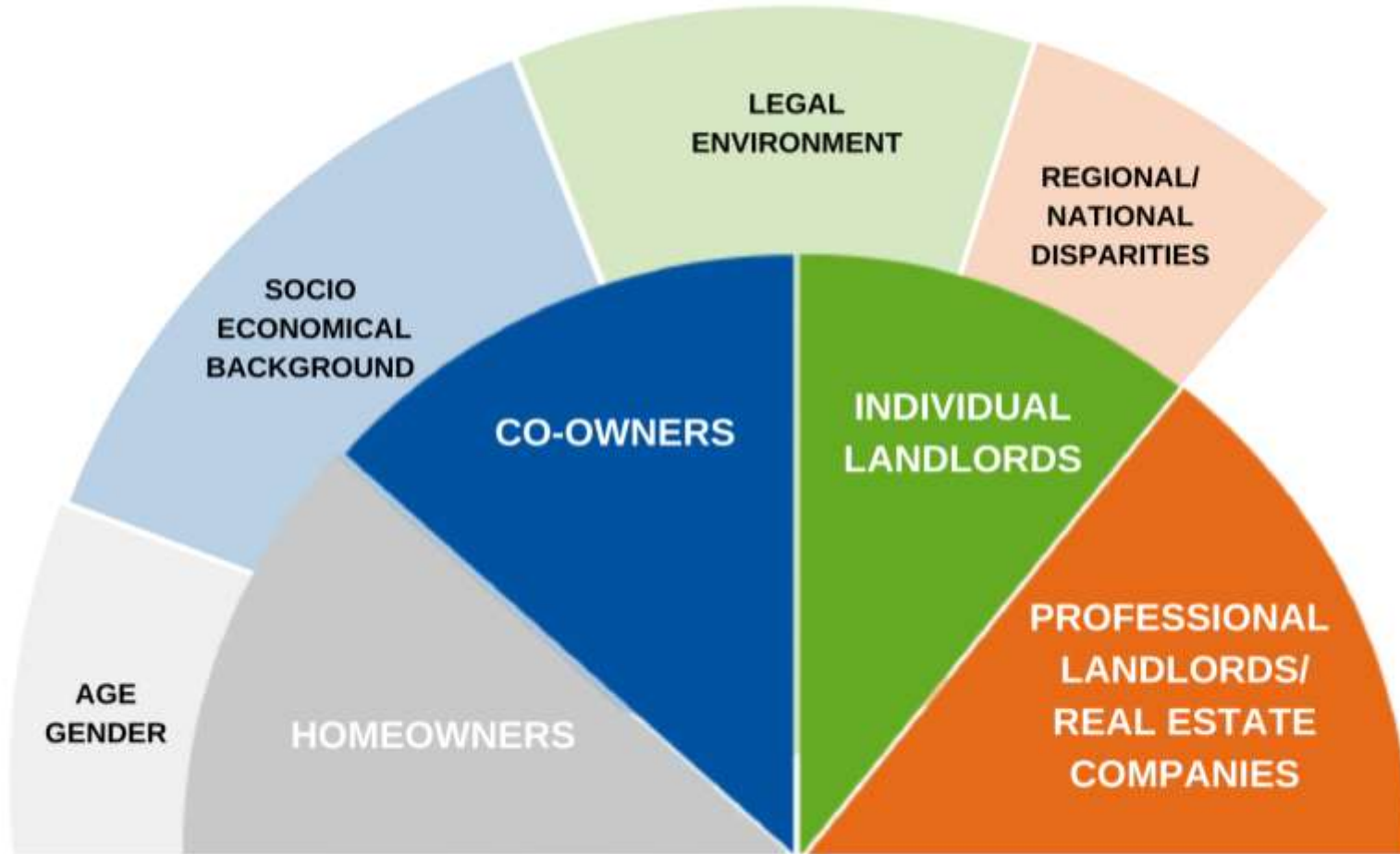
70% of the EU population live in their own house



Real estate activities represent 10,9% of EU GDP



Our sector



No such a
thing as a
homogeneous
demand side



Main barriers to renovation demand

KNOWLEDGE OF FINANCIAL TOOLS AND
INCENTIVES



INTERDISCIPLINARY
KNOWLEDGE



DIGITAL
SKILLS



TECHNICAL
SKILLS



SOCIAL
AND COMMUNICATION
SKILLS

Skills needed to overcome the barriers

What matters when choosing professionals



What can influence the choice of professionals





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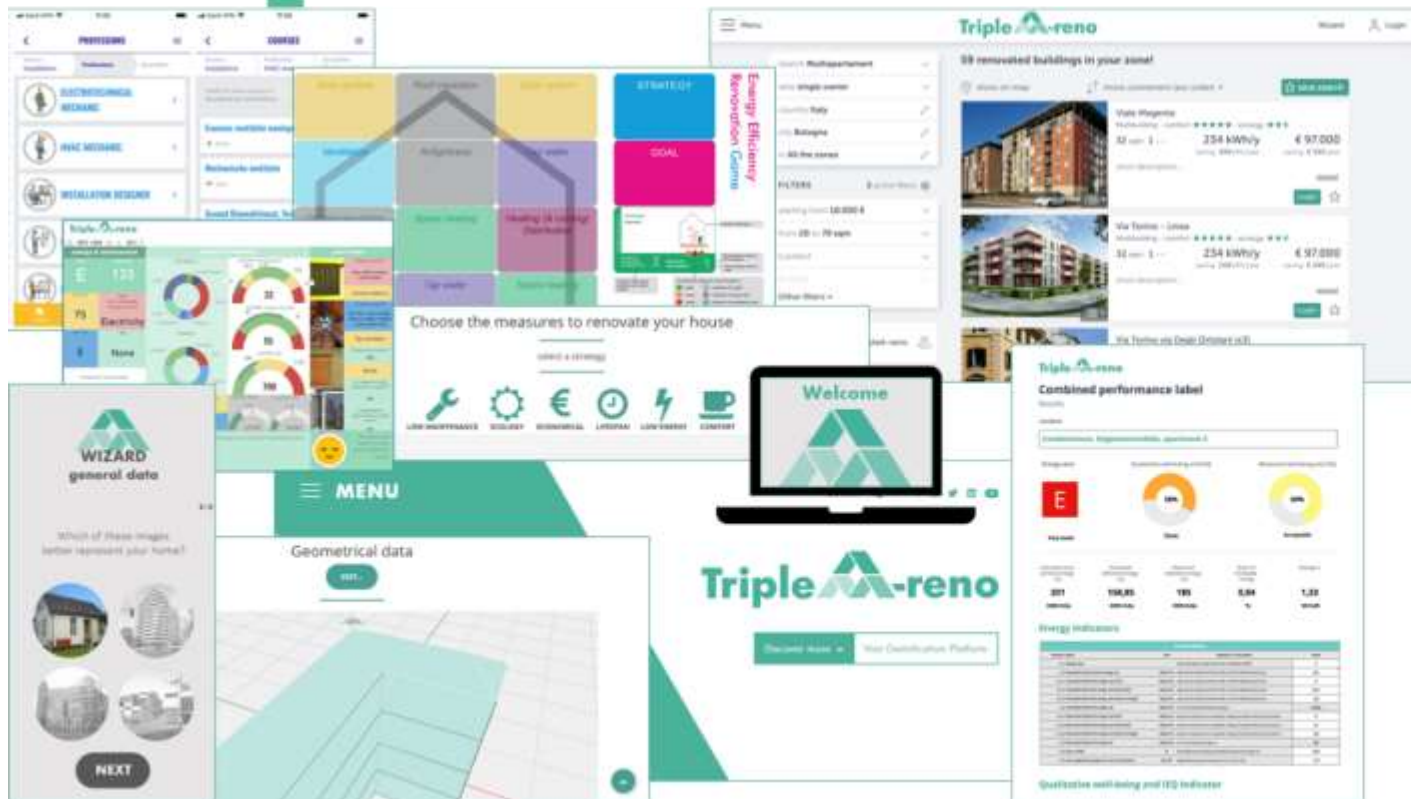
- **One single point of contact**
- **Inform and raise awareness**
- **Provide technical knowledge, renovation advices**
- **Pair the skills, links to professionals**
- **Coordinate renovation and a range of individuals**
- **Manage administrative burden and uncertainty over financing**
- **Manage costs and energy performance**
- **Quality control**



Practical Solution: One-stop-shops

Practical Solution: Renovation Platform and Peer-to-Peer Review

Triple A-reno



- **STEP 1: Voluntary assessment (free)**

-> Using simple data, available on energy bills and geographic data.

- **STEP 2: Adaptable renovation action plan**

-> Proposed by the free platform and adaptable to the user's budget, time and needs.

- **STEP 3: Connections with local skilled services**

-> Skilled professionals can provide services *in loco* and/or through the platform.

- **STEP 2: Assuring quality and trust**

-> The work is certified by quality labels.

Policy Recommendations



Raise awareness among final decision-makers



Involve and train intermediaries/representatives

e.g. professional organisations and property owners organisations



Promote collaboration between actors and scale-up one-stop-shops



Promote all-encompassing skills and knowledge

THANK YOU!

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