CITY-ACCEL

From SECAP Actions to Investment Pipeline Factory

LAB 1- Introductory

Overview of funding programmes, funds and financial instruments, and opportunities to turn SECAP priorities into investable projects and attract financing

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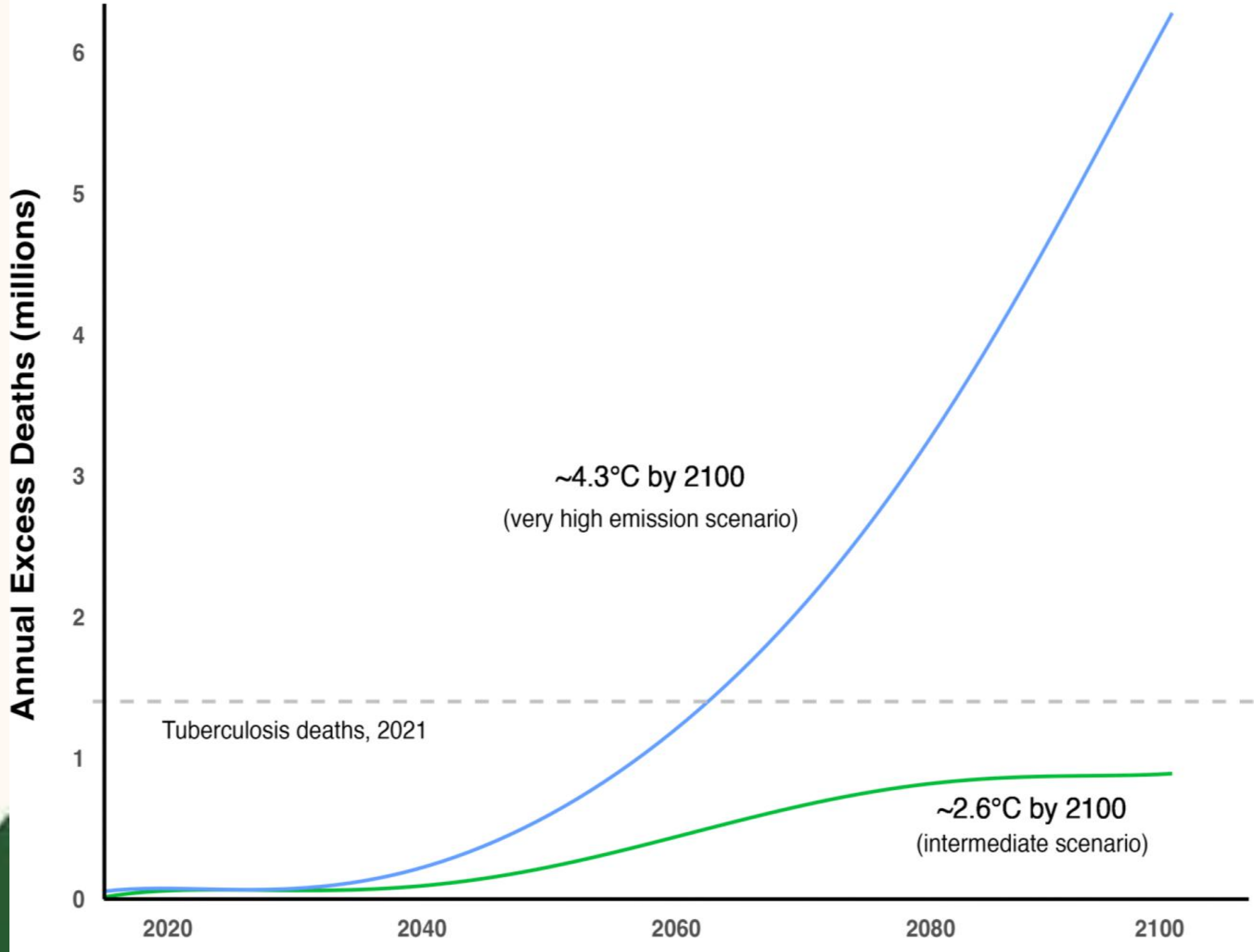
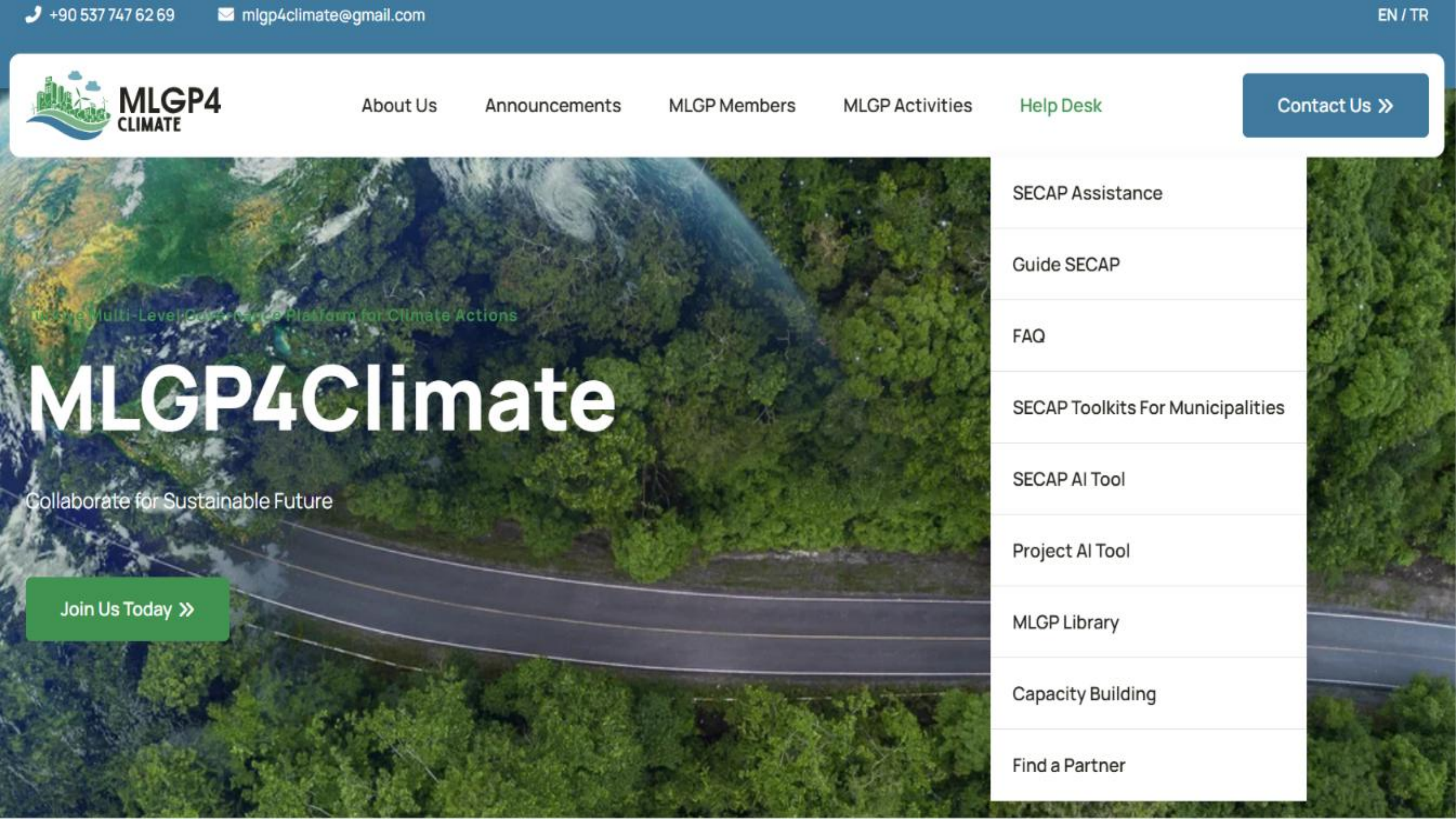
The World Health Organization estimates that climate change could cause US$2–4 billion in direct health damages every year by 2030.



MLGP4Climate
Success story record
2021-2026

+300% increase in Turkish municipalities joining GCoM
✅ 100+ SECAPs directly supported
✅ Active influencing network with 600+ stakeholders (International as GCoM, C40, ICLEI, My Covent, JRC, CoR, CoM Europe & MED, Ministries, municipalities, etc) mobilised
✅ Türkiye’s first workable GCoM Help Desk
✅ Library, SECAP methodology, SECAP training model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Sustainable energy climate action plan (SECAP) valuable background to develop investment ready projects

Key modalities

- Baseline emission inventory
- Risk vulnerability assessment
- Energy poverty
- Mitigation actions
- Adaption actions

SECAP

Sustainable Energy and Climate Action Plan

Key provision

SECAP is a strategy, not yet an investment pipeline. The fastest route to finance is to convert a small number of high-impact measures into well-structured projects, use grant or technical-assistance windows to prepare them, and then match mature projects with loans, blended finance, guarantees, private capital or municipal financing instruments

From SECAP to Climate Finance Accelerator

Vision

Accelerator to support GCoM municipalities move from SECAP commitments and climate plans to investable local climate action pipelines, with COP31 Antalya used as the global visibility and matchmaking moment

Breef summary
Climate Finance Opportunities for SECAP Implementation

Immediate opportunities to act on

- **Horizon Europe** – Climate-Neutral and Smart Cities Mission (HORIZON-MISS-2026-04-CIT): open until 8 October 2026; €85.5 million indicative call budget. Strong fit for sustainable urban mobility, low-temperature heating, AI-enabled urban planning and circular construction demonstration projects.
- **Horizon Europe** – Batteries and Mobility (HORIZON-CL5-2026-10): open until 8 October 2026; €263 million. Includes CIVITAS support for sustainable and smart urban mobility, plus resilient passenger transport and logistics topics.
- **Horizon Europe** – New European Bauhaus Facility (HORIZON-NEB-2026-01): open until 1 December 2026; €101.1 million. Highly relevant for neighbourhood transformation, circular and regenerative built environments, social inclusion and innovative financing/business models.
- **Horizon Europe** – Energy (HORIZON-CL5-2026-11): open until 1 December 2026; €131.5 million. Relevant where municipal utilities or partners can participate in innovative PV, sustainable CHP, AI/data or other energy demonstration projects.
- **City Climate Finance Gap Fund:** rolling, no deadline. Particularly relevant for converting early-stage municipal ideas into finance-ready concepts and pre-feasibility-level projects. It provides in-kind technical assistance, not construction grants.

Financial Calls

European Commission

Call for Call for Demonstration of zero emission coaches and buses in long distance operations

This topic supports large-scale demonstration of zero-emission buses and coaches for long-

European Commission

Call for Data-driven circular economy for e-mobility ecosystem

Call for Data-driven circular economy for e-mobility ecosystemThis topic supports innovation projects that accelerate the transition

European Commission

Call for Demonstration of industrial excess/waste heat conversion to mechanical or electrical powers

This topic supports

City Climate Finance Gap Fund

Call for early-stage municipal climate projects seeking technical assistance for investment preparation

The call focuses focuses on municipalities, local authorities,

Instruments that help bridge the gap between a SECAP action and a bankable project

City Climate Finance Gap Fund

Who can apply: cities, municipal authorities and local governments in OECD-DAC ODA-eligible countries; applications can also be made through eligible municipal utilities, associations or development banks with city support.

When: rolling basis; no deadline.

What it provides: in-kind technical assistance from the World Bank or European Investment Bank/GIZ side. It does not transfer cash to the city and does not finance construction.

What it can help prepare: low-carbon and resilient urban projects in sustainable mobility, energy efficiency and renewables, buildings, waste/circular economy, water/wastewater, flood resilience, green infrastructure and related urban sectors.

Best use for CITY-ACCEL / SECAP: submit an Expression of Interest for 1–3 priority project packages that are too early for a bank but sufficiently defined to justify pre-feasibility and finance preparation.

IRENA Climate Investment model

IRENA
International Renewable Energy Agency

- Demand-driven platform led by IRENA, UNDP and SEforALL, in collaboration with the Green Climate Fund.
- Project proponents can submit renewable-energy projects for tailored technical assistance, project facilitation and matchmaking with registered financial institutions.
- Best fit: solar PV portfolios, municipal/utility renewable generation, storage-linked renewable systems and other energy-transition projects that are beyond a purely conceptual idea and need help reaching commercial-finance readiness.
- CIP is not itself a construction grant or a bank loan; its value is in project maturation and connecting credible projects with finance providers

EBRD Green Cities

- EBRD Green Cities has more than €5bn in programme funding and combines municipal infrastructure investment with Green City Action Plans and donor-funded technical cooperation.
- In Türkiye, EBRD reports work across six of the country’s 10 largest cities and €884m of investments signed by the end of March 2026, alongside support for bankable climate-aligned pipelines.
- Best fit: mature municipal/utility investments in public transport, energy efficiency, water, wastewater, waste, buildings and resilience – especially where a city can identify an anchor investment and commit to a broader pipeline.

İLBANK, World Bank and the emerging resilient-cities finance pipeline

SURFF - Sustainable Urban Resilience Financing Facility pathway
SURFF'sin Türkiye ambition to strengthen investment preparation, develop implementable project pipelines, deepen international cooperation and mobilise finance for resilient cities. It is highly aligned with SECAP implementation: project preparation should receive the same attention as construction, and grants, loans, guarantees and expertise should be combined.

CITY-ACCEL PROVISION

From SECAP to Climate Finance Accelerator

CITY-ACCEL PROVISION
Generating climate bankable, investment-ready projects

1. **Project Origination from SECAP and Conceptualization**

   The origination process includes stakeholder mapping, regulatory framework analysis, market demand assessment, and identification of the specific climate hazards the initiative aims to mitigate.

2. **Develop a technically feasible and financially sound concept**

   The financial model must outline anticipated costs and returns, including capital expenditures, operational expenses, income forecasts, and potential funding sources. For adaptation initiatives without immediate financial returns, the model must provide an economic justification through avoided losses, improved productivity, or long-term resilience benefits.

3. **Structuring the Finance**

   The financing structure may integrate various instruments—such as grants, concessional loans, equity, guarantees, or carbon credits—commonly referred to as blended finance.

CITY-ACCEL PROVISION
Generating climate bankable, investment-ready projects

4.Implementation Readiness and Governance
Viable initiatives require not only robust financial modeling but also implementation capacity and institutional preparedness.

5.Risk Management and Scalability
Risk management is fundamental to bankability. All projects face risks: technological, market, climatic and financial—that require systematic assessment, quantification, and mitigation.

6.Documentation and Due Diligence
The documentation phase transforms the concept into a comprehensive, bankable proposal. This includes a comprehensive project appraisal report covering the rationale, objectives, technical design, financial estimates, risk matrix, and governance framework.

CITY-ACCEL PROVISION
Generating climate bankable, investment-ready projects

7. Engagement, Financing
Securing financing requires proactive engagement with prospective investors and financiers. Project advocates should initiate discussions promptly, share initial thoughts, and refine proposals in response to feedback.

8.Mitigation and Adaptation: Distinct Pathways to Bankability
Adaptation projects,such as climate-resilient agriculture, flood management, or ecosystem restoration, often lack immediate revenue sources. Their value is measured by mitigated losses, increased productivity, or strengthened community resilience. Blended financing models that integrate grants or concessional funds with private investment are crucial for achieving financial viability while providing public goods in these projects.

9. Common Pitfalls in Developing Climate-Finance Projects
Numerous ventures fail not for lack of merit but because they are inadequately prepared for investor scrutiny. Excessively optimistic revenue projections, insufficient risk assessment, inadequate contractual agreements, and insufficient articulation of climate justification are common shortcomings

The operating model: from SECAP to Investment Pipeline Factory

A disciplined 9-step workflow to turn actions into bankable portfolios

1. Extract → 2. Cluster → 3. Screen → 4. Quantify → 5. De-risk → 6. Structure → 7. Aggregate → 8. Match → 9. Pitch

Bankable pipeline

Extract
Pull all investable actions from SECAPs and existing municipal plans.

Screen
Prioritise the 10–15% of actions with real CAPEX, measurable impact and a clear owner.

Structure
Select grant, loan, ESCO/EPC, PPP or blended finance models.

Pitch
Prepare the fiche, financial model and data room for targeted financier meetings.

Decision rule: do not convert every SECAP action into a project. Convert the strongest actions into investment products.

Draft : CITY-ACCEL Investment Project Fiche

Project / SECAP action	Owner + location
CAPEX + OPEX	Existing studies
Energy generation/savings	CO_2 reduction
Financial savings/revenue	Payback / IRR / NPV
Permits + grid	Procurement model
Municipal contribution	Financing gap + requested instrument
Implementation period	Key risks + mitigation

Example ask
€8.4m senior loan + €1.6m municipal co-financing + €0.8m grant-funded technical assistance.

Output
2–4 page fiche + financial model + supporting data room

1. France practical example: from SECAP to finance

France practical example: from SECAP to finance

1. Innovative Green Bonds & Aggregation

The City of Paris, France (Climate Bonds): To fund its large-scale SECAP objectives, Paris bypassed traditional bank loans and issued its first **€300 million green bond**. Following its success, they issued a second 17-year climate bond for **€320 million** at an attractive 1.43% interest rate. The financial market response was overwhelmingly positive, drawing **€1.2 billion in investor offers** within three days, directly financing structural city-wide energy efficiency and transit upgrades.

2. Romania example: from SECAP to finance

Based on these initiatives and other notable results, the city was awarded "Sustainable Community – European Energy Award" for Romania

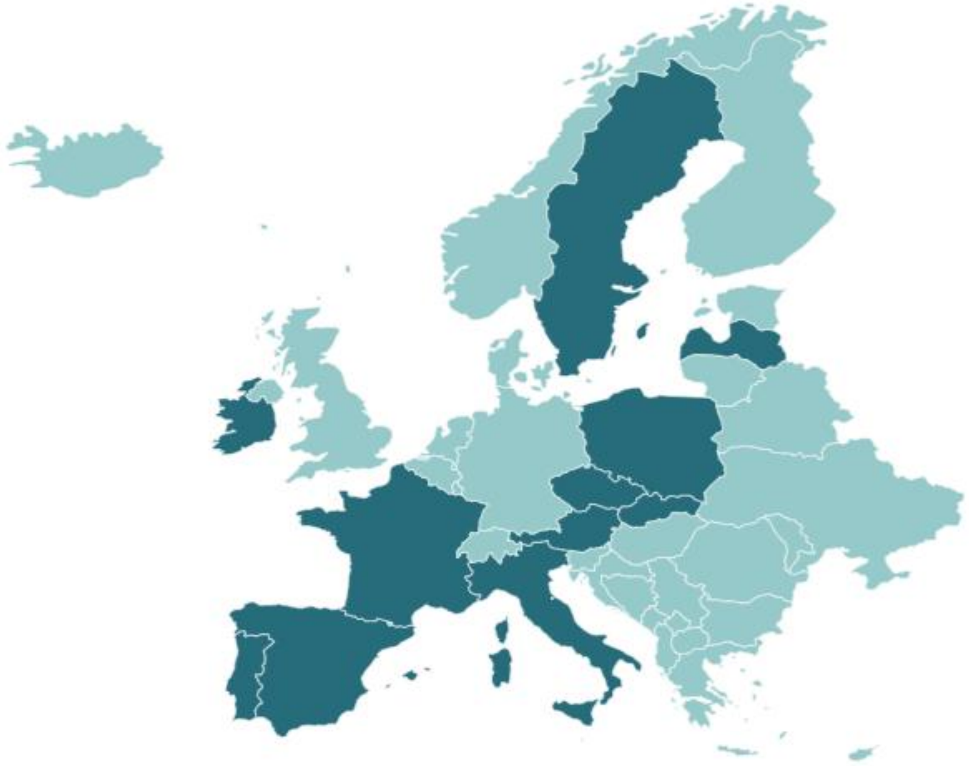
Romania practical examples: from SECAP to finance

2. Multi-Sector Municipal Upgrades (EU Grant Blending)

Alba Iulia Municipality, Romania: Working alongside local energy agencies, the municipality turned its SECAP into a comprehensive pipeline of bankable sub-projects. They secured a mix of EU funding and local co-investment to execute multiple major initiatives simultaneously:

- complete modernization of the **public lighting network**.
- thermal rehabilitation and deep retrofits for highly inefficient **residential blocks of flats**.
- targeted energy efficiency structural works on public **educational buildings**.
- fleet electrification through the acquisition of new **electric transit buses**

Own Your SECAP



Practical example: from SECAP to finance
3. Advanced Residential Retrofitting (OwnYourSECAP)

Combined Mitigation & Adaptation Structural Pilots: Under the European **OwnYourSECAP** initiative, targeted project templates allowed smaller municipalities to package high-cost actions for underwriting. A primary success story involved an apartment building retrofit combining a **340,000 EUR investment** for styrene foam insulation (160 mm) coupled with an integrated **green roof**, successfully delivering **34.7 MWh in annual energy savings** while simultaneously cooling the urban microclimate.

CITY-ACCEL SLOGO

For SECAP finance must go hand-in-hand with **skills**, **digitalisation** and **climate-smart investment.**

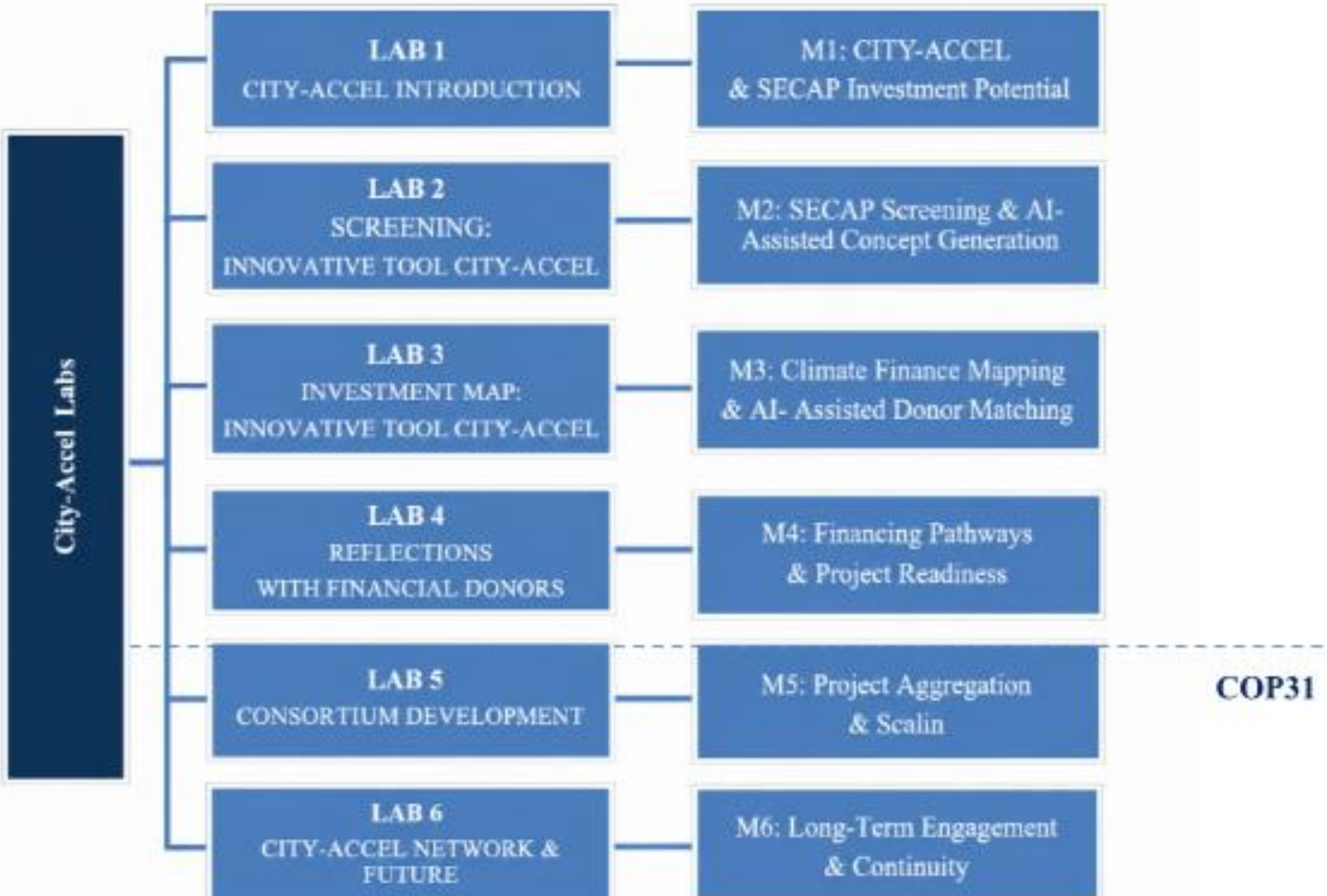
CITY- ACCEL

Test financing logic for SECAP implementation, not limited

- Finance modeling
- Guide to get grants for innovation, demonstration, replication and knowledge components
- Use project-preparation facilities to fund the “missing middle”: options analysis, pre-feasibility, financial modelling, climate metrics, safeguards and project packaging.
- Use EBRD, World Bank,İLBANK and other IFI channels for larger, mature capital investments; combine them with grants, guarantees or technical assistance where possible.
- Aggregate small SECAP measures into investment packages large enough for financiers

CITY-ACCEL: SECAP Investment Attraction Training Lab for Municipal Leaders

SLOGAN – LEARN. ACCELERATE.BUILD.



CITY-ACCEL
TRAINING PROGRAM-LABs

From SECAP to Climate Finance Accelerator (CITY-ACCEL)

Benefit to you

LEARNING by doing

- **Theory- practice**
- **Finance- digital CITY ACCELL AI tools**
- **Professional financial and technical speakers**: financial institutions, technical experts
- **Networking for projects** GCoM, C40


Let’s create our success story
Go to amazing journey
...Be not easy, but interesting and valuable

IF YOU WANT TO GO QUICKLY, GO ALONE.
IF YOU WANT TO GO FAR, GO TOGETHER.

-AFRICAN PROVERB