

**Enhancement Workshop for the Project Developers  
'Business Planning and Implementation of Renewable Energy and Energy Efficiency Projects'**

**Date: 27.04.2011 Place: Hotel "Salyut", Kiev**

<b>08:30 - 09:00</b>			<b>REGISTRATION OF CORE PARTNERS OF THE NORWEGIAN – UKRAINIAN PROGRAMME</b>		
<b>MORNING SESSION</b>					
10:00 - 10:20	Aims and Objectives of the Workshop			Sergei Faschevsky, Norsk Energi	
10:20 - 11:00	Introduction to projects management and implementation			Ekaterina Shishka and Dmitry Pedan	
11:00 - 11:30	Investment cycle procedures: main administrative requirements to implementation and operation of renewable energy projects.			<b>XXX, Tebodin Ukraine</b>	
<b>11:30 - 11:50</b>	<b>COFFEE BREAK</b>				
11:50 - 12:20	Procurement and tendering procedures: public, private and IFIs			<b>XXX, Tebodin Ukraine</b>	
12:20 – 13:00	Determining energy savings and gains – international performance measurement and verification protocol			Mr. Jalel Chabchoub Efficiency Valuation Organization (EVO)	
<b>13:00 – 14:00</b>	<b>LUNCH</b>				
<b>TEST PRESENTATIONS OF PROJECTS</b>					
<i>Moderators: Mr. Hans Borchsenius and Sergei Faschevsky, Norsk Energi</i>					
14:00 – 16:30	<b>Each project developer makes a project presentation. Comments are collected:</b> Landfill gas utilization      Biogas      Biomass conversion Small hydropower              Waste heat-to-Electricity      Pellets production EE in Buildings                  utilization			Project developers and owners	
<b>16:30 - 17:00</b>	<b>COFFEE BREAK</b>				

**International Conference**  
**'Business Planning of Renewable Energy and Energy Efficiency Projects in Ukraine and Eastern Europe'**

**Date: 28.04.2011 Place: Hotel "Salyut", Kiev**

<b>08:30 - 09:00</b>	<b>REGISTRATION OF PARTICIPANTS</b>		
<b>INTRODUCTORY SESSION</b>			
<i>Moderator: Mr. Oleg Dzioubinski, UNECE, Sustainable Energy Division</i>			
9:00 - 9:10	<b>Opening speech</b>	Mr. Olav Berstad Norwegian Ambassador	
9:10 - 9:20	<b>Opening speech</b>	Ms. Mariya Malaya, NAER	
9:20 - 9:35	<b>Climate change policies in international context</b>	Mr. Hans Borchsenius, Norsk Energi	
9:35 - 9:45	<b>Investments in energy efficiency and renewable energy: making them business-as-usual</b>	Mr. Oleg Dzioubinski UNECE, Sustainable Energy Division	
<b>9:45 - 10:00</b>	<b>COFFEE BREAK</b>		
<b>PRESENTATION OF PROJECTS IDENTIFIED</b>			
<i>Moderator: Mr. Hans Borchsenius, Norsk Energi</i>			
10:00 - 10:10	<b>Introduction to the developed potential EE and RE projects (Business Plans and Project Idea Notes)</b>	Mr. Sergei Fischevsky, Norsk Energi	
10:10 - 12:20 (10 projects)	<b>Presentation of developed projects:</b> Landfill gas utilization Small hydropower EE in Buildings	Biogas Waste heat-to-Electricity utilization	Biomass conversion Pellets production  Project developers and owners
<b>12:20 - 13:00</b>	<b>LUNCH</b>		
<b>PROMOTING INVESTMENTS IN ENERGY EFFICIENCY AND RENEWABLE ENERGY PROJECTS</b>			
<i>Moderator: Mr. Sergey Surnin, Arena-Eco, Kiev</i>			
13:00 - 13:15	<b>Policies and Strategies for Promotion of EE and RES in Ukraine</b>	Ms. Mariya Malaya, NAER	
13:15 - 13:30	<b>Promotion of EE and RE. Experience from Norway</b>	Mr. Hans Borchsenius, Norsk Energi	
13:30 - 13:45	<b>Financing Energy Efficiency and Renewable Energy Investments in Ukraine and other Eastern European Countries</b>	Mr. Markus van der Burg Conning Asset Management Limited	
13:45 - 14:00	<b>Opportunities and Challenges RES projects. An investor's outlook</b>	Ivan Zyuzin, Fjord Capital	
14:00 - 14:15	<b>Potential for investments in clean energy and capacity building to develop bankable projects</b>	Mr. Deltcho Vitchev Renaissance Finance International	
<b>14:15 - 14:30</b>	<b>COFFEE BREAK</b>		
<i>Moderator: Mr. Deltcho Vitchev, Renaissance Finance International</i>			
14:35 - 15:30	<b>Experience from EE and RE loan financing facilities:</b> - EBRD - IFC/WB - NEFCO - NIB	Representatives of Financial Institutions	
15:30 - 15:45	<b>Using Carbon Finance to Finance EE and RE Projects</b>	Mr. Alexei Sankovsky/ Polina Botsokha, ICF International	
15:45 - 16:00	<b>Determining energy savings and gains – international performance measurement and verification protocol</b>	Mr. Jalel Chabchoub Efficiency Valuation Organization (EVO)	
16:00 - 16:15	<b>Regional Planning for EE and RE projects. Practitioner's point of view</b>	Mr. Mark Berfman, Sumy Regional Administration	
16:15 - 16:30	<b>Questions &amp; Final Workshop Conclusions</b>	Mr. Hans Borchsenius Norsk Energi	
<b>16:30</b>	<b>Reception</b>		