



United Nations  
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# Experience of Training Seminars on Business Planning of Energy Efficiency and Renewable Energy Projects

**Nadejda Khamrakulova**  
**Associate Programme Officer**  
**UNECE/Sustainable Energy Division**

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# Financing Energy Efficiency Investments for Climate Change Mitigation (FEEI) Project



## Long-Term Objective

*Promote an investment environment for self-sustaining energy efficiency and renewable energy projects to be developed and financed to reduce greenhouse gas emissions*

## Activities

- Source of financing with dedicated investment funds
- Institutional and policy reforms
- **Trainings to help establish bankable project proposals**
- Establishing network of energy efficiency managers

## 12 participating countries

- 2 European Union countries: Bulgaria, Romania
- 5 South-Eastern European countries: Albania, Bosnia and Herzegovina, Croatia, the former Yugoslav Republic of Macedonia, Serbia
- 5 countries of Eastern Europe and Central Asia: Belarus, Republic of Moldova, Kazakhstan, Russian Federation, Ukraine

## Website

<http://feei.info/eng/background>



# Project Development Curriculum

- Elaboration of the Terms of Reference
- Training sessions, including:
  - **Information Seminar** (to provide information on the general requirements of financial institutions to investment projects);
  - **Targeted Consulting Sessions** (to provide assistance to project developers/owners in a form of individual consultations);
  - **Capacity Building for Policy Makers** (to increase awareness on requirements of bankable projects among policy makers in order to provide assistance and support to national/regional authorities to introduce economic, institutional and regulatory reforms needed to support investments in EE and RE projects).





# Objectives:

The training aims to bring knowledge and skills to prepare and submit bankable project proposals, including:

- **Financial engineering and business planning skills** to identify, select and develop energy efficiency and renewable energy investment projects and prepare bankable project proposals;
- **Business development skills** to prepare equity and/or mezzanine finance participation of the investment fund in local companies, manufacturers of EE technology, energy service company or standing alone EE and RE projects;
- **Capacity to develop further projects** to a standard project format.







## Training Seminars on Business Planning of Energy Efficiency and Renewable Energy Projects



- **Regional training seminars:**
  - Kiev, Ukraine (27-28 April 2011)
  - Skopje, the former Yugoslav Republic of Macedonia (29-30 June 2011)
- **Country-oriented training seminars:**
  - Tomsk, Russian Federation (17-18 June 2010);
  - Almaty and Astana, Kazakhstan (March-April 2012);
  - Dnipropetrovsk, Ukraine (11-12 April, 2012)



## Training Seminars on Business Planning of Energy Efficiency and Renewable Energy Projects



### Training seminar in Tomsk, Russian Federation (17-18 June 2010):

- In the framework of the Conference on “Sharing Experience in Implementation of Energy Efficiency Projects in the Russian Federation” (16 June 2010, Tomsk);
- Jointly organized with Gazprom Promgaz and Administration of the Tomsk Oblast;
- Facilitated by the international experts from business and financial institutions (such as Promsvyazbank, Russian Sustainable Energy Financing Facility, Renaissance Finance International (UK));
- Over 100 participants of the conference and over 30 participants of the training.



## Training Seminars on Business Planning of Energy Efficiency and Renewable Energy Projects

### Regional training seminar in Kiev, Ukraine (27-28 April 2011):

- Participants from Belarus, Republic of Moldova, Russian Federation and Ukraine;
- Followed by the International Conference on “Business Planning of Energy Efficiency and Renewable Energy Projects” (28 April 2011) with participation of Government, industry, consulting companies, business sector, banking and financing community in Ukraine;
- Over 80 participants of the conference and training;
- Jointly organized with Norsk Energi (programme “Business Planning of Climate Projects”) in partnership with ARENA-ECO, Clean Technologies Institution and Sumy State University.





## Training Seminars on Business Planning of Energy Efficiency and Renewable Energy Projects

### Regional training seminar in Skopje, the former Yugoslav Republic of Macedonia (29-30 June 2011):

- Participants from Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Serbia, and the former Yugoslav Republic of Macedonia;
- Followed by the International Conference on “Business Planning of Energy Efficiency and Renewable Energy Projects” (30 June 2011) with participation of EBRD, World Bank, IFC, Macedonian Bank for Development Promotion, Tutunska Banka and IK Banka;
- Over 100 participants of the conference and training;
- Jointly organized with Norsk Energi (“Cleaner and more cost effective industry in Macedonia” programme) and the Energy Agency of the Republic of Macedonia.







## Training Seminars on Business Planning of Energy Efficiency and Renewable Energy Projects



**Organization of and participation in the training seminars in Almaty and Astana, Kazakhstan (March-April 2012) in the framework of the MOU with Energy Efficiency Center (within Energy Research Institute named after Ch. Chokin):**

- Roundtable on "Energy efficiency in public and private sectors: practical approaches and methods", 14 March 2012, Astana
- Organization of Training Seminar on «Business planning in projects for the EE and RE and implementation of energy management systems in industrial enterprises in Kazakhstan», 9-11 April 2012, Almaty



## Training Seminars on Business Planning of Energy Efficiency and Renewable Energy Projects



### Training seminar in Dnipropetrovsk, Ukraine (11-12 April 2012):

- Project developers and project owners from Ukraine;
- Targeted training for over 30 participants;
- Jointly organized with East Europe Foundation in Ukraine;
- Facilitated by the international expert from Renaissance Finance International (UK);
- Followed by individual consultations on the preparation of EE and RE project proposals.



## Training Seminars on Business Planning of Energy Efficiency and Renewable Energy Projects



- Presentation on measurement and verification of actual energy savings with mechanisms of the International Performance Measurement and Verification Protocol (IPMVP);
- Preparation of the CD-ROM containing principal standard documentation, templates and other relevant information on preparation of the bankable project proposals;
- Linking training course materials and filmed instruction to Internet dissemination  
([http://feei.info/eng/Training/Capacity/Video\\_Training](http://feei.info/eng/Training/Capacity/Video_Training)).



**Thank you for your attention!**



**Nadejda Khamrakulova**

Associate Programme Officer

**Sustainable Energy Division**

**+41 22 917 5773**

**[nadejda.khamrakulova@unece.org](mailto:nadejda.khamrakulova@unece.org)**

**<http://www.unece.org/energy/se/eneffic.html>**

**<http://feei.info/eng/background>**