

Introduction to Training

29 June 2011 Hotel Continental, Skopje

Ann Iren Glimsdal Senior Consultant, Norsk Energi ann.glimsdal@energi.no www.energi.no

Norsk Energi

- Industry association established in 1916
- Energy, environment and safety
- 80 experts with BSc, MSc and PhD
- Consultancy, engineering services, analysis and training
- Independent from equipment suppliers and manufactures
- 90% of turnover from private industry
- International projects mainly funded by Norwegian government and IFIs
 - Capacity building
 - Technical assistance





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Cleaner and more cost effective industry in Macedonia

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MAK-09/006 A three-years program funded by



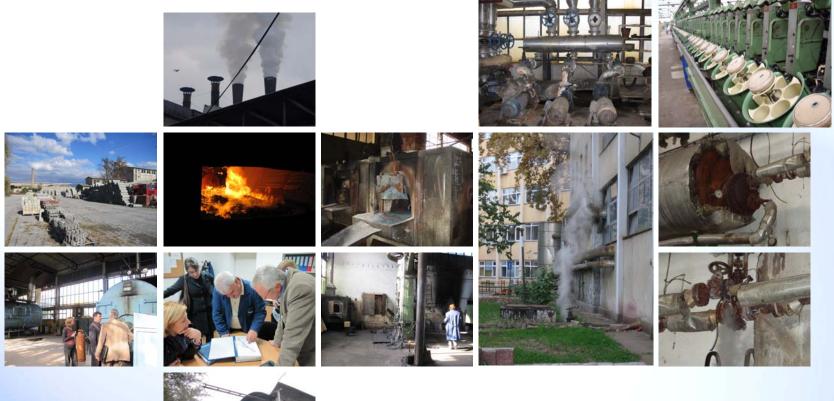
Norwegian Ministry of Foreign Affairs Cleaner and more cost effective industry in Macedonia





CCEI Macedonia

Energy Efficiency Projects – Student Exchange – Environmental Management Systems Energy Instensive Industry and District Heating Companies







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Cleaner and more cost effective industry in Macedonia

NEWS	ABOUT	DOCUMENTS	CONTACT US		search	Q
NEWS					About the project	
efficiend	cy and re		n business planning for nergy to be hosted in t dmin No Comments		Cleaner and more cost effective Macedonia is a 3 year program Government of the Kingdom of I	funded by the
Energi (Norwegi Commission for of Energy Efficie	an Association o Europe (UNECE ncy and Renewa and Herzegovina	f Energy Suppliers and E), is organizing an Inte able Energy Projects.T	Cost Effective Industry in Macedonia, Norsk I Users) and United Nations Economic rnational Conference on Business Planning he event is organized for participants from rbia and the Former Yugoslav Republic of		NORSK OF ENE	RGI
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	-	consultant			E-mail	
phase 3 of the e	nergy efficiency	component of CCEI. T	ltants for the work to be conducted in the com he four junior consultants, selected among 87 ortunities in Vardar Dolomite DOOEL and Soc	applicants, will be taking	Subscribe	

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Agenda – Session I

SESSION I					
09:00-09:30	Introduction to the training and presentation of participants	Norsk Energi and UNECE			
09:30-10:00	Rationale for controlling energy consumption External impact on cost effectiveness of production and expected changes in regulatory framework	Prof. Risto Filkoski, UKIM			
10:00-10:30	Energy management – how to build a culture Low cost measures and routine adjustment Tip and case examples on changing company culture	Ms. Claire Jenkins, Norsk Energi			
10:30-10:40	Planning of renewable energy projects Important aspects to consider when planning RE projects	Ms. Ann Iren Glimsdal, Norsk Energi			
10:40-11:00	Coffee break				
11:00-11:40	Capital energy efficiency projects Identification of projects and quantifications of savings	Ms. Claire Jenkins, Norsk Energi			
11:40-12:20	International Performance Measurement and Verification Protocol (IPMVP)	Mr. Hrvoje Glamuzina, HEP ESCO			
12:20-13:00	Preparing project documentation Assessment of documents needed and general advice Consistency, scope of project, stakeholders, credibility	Ms. Ann Iren Glimsdal, Norsk Energi			



Agenda – Session II

SESSION II							
Moderator: Claire Jenkins							
14:00-15:30	Business Planning of EE and RE projects	Mr. Deltcho Vitchev					
	Business plan, financial plan and projections, evaluation of	Renaissance Finance					
	financial risks, financial schemes and sources	International					
15:30-15:45	Break						
15:45-16:00	Why are private banks now engaging in EE financing?	Mr. Zlatko					
	EE lending seen from a banks' perspective. Motivation for	Nestoroski,Tutunska					
	entering the market and experiences so far	Banka					
16:00-16:15	Assessment of loan applications	Mr. Aleksandar					
	What are the main shortcomings in business plans/loan	Stanojkovski, MBDP					
	applications seen from a banks' perspective						
16:15-17:15	Q&A regarding financing EE and RE projects						
	Participants are requested to submit questions in when						
	registering participation						
17:15-17:30	Closing of training seminar	EARM and CCC					
18:00-20:00	Reception Dinner						



Presentation of participants

