



Introduction to Training

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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

P0429060



MAK-09/006

A three-years program funded by



Norwegian Ministry of
Foreign Affairs

Cleaner and more cost effective industry in Macedonia



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НЦЦП МКД





CCEI Macedonia

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





Cleaner and more cost effective industry in Macedonia

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NEWS

International conference on business planning for energy efficiency and renewable energy to be hosted in Skopje

June 23, 2011 in [All News](#), [Energy Efficiency](#) by [ccei_admin](#) | [No Comments](#)

In the framework of the programme Cleaner and More Cost Effective Industry in Macedonia, Norsk Energi (Norwegian Association of Energy Suppliers and Users) and United Nations Economic Commission for Europe (UNECE), is organizing an International Conference on Business Planning of Energy Efficiency and Renewable Energy Projects. The event is organized for participants from Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Serbia and the Former Yugoslav Republic of Macedonia the 30th June 2011.

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Four new junior consultants recruited

June 22, 2011 in [All News](#), [Energy Efficiency](#) by [ccei_admin](#) | [No Comments](#)

Contracts have now been signed with four junior consultants for the work to be conducted in the companies participating in phase 3 of the energy efficiency component of CCEI. The four junior consultants, selected among 87 applicants, will be taking part in project teams that will look at energy saving opportunities in Vardar Dolomite DOOEL and Socotab Bitola AD.

About the project

Cleaner and more cost effective industry in Macedonia is a 3 year program funded by the Government of the Kingdom of Norway.



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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 Business plan, financial plan and projections, evaluation of financial risks, financial schemes and sources	Mr. Deltcho Vitchev Renaissance Finance International
15:30-15:45	Break	
15:45-16:00	Why are private banks now engaging in EE financing? EE lending seen from a banks' perspective. Motivation for entering the market and experiences so far	Mr. Zlatko Nestoroski, Tutunska Banka
16:00-16:15	Assessment of loan applications What are the main shortcomings in business plans/loan applications seen from a banks' perspective	Mr. Aleksandar Stanojkovski, MBDP
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