



Empowered lives.
Resilient nations.

**International Training Course on Business Planning for Energy Efficiency Projects
3-4 April 2013, Almaty, Kazakhstan**

AGENDA

**International Training Course
on Business Planning for Energy Efficiency Projects**

co-organized by

USAID Central Asian Energy Efficiency Support Program (CAEESP)

United Nations Economic Commission for Europe (UNECE)

United Nations Economic and Social Commission for Asia and the Pacific (ESCAP)

United Nations Development Program (UNDP)

3-4 April 2013

Rixos Hotel Almaty, Kazakhstan

TIME	TOPIC
DAY 1	3 April, 2013
08:30 – 09:00	Registration
09:00 – 09:30	Opening Panel: Mr. Michael Trueblood, Director, Economic Growth Office, USAID Mr. Viktor Badaker, UNECE Mr. Nikolay Pomoshchnikov, ESCAP Ms. Irina Goryunova, UNDP
09:30 – 11:00	Session 1 – Business Planning in the Context of the Global Energy Efficiency 21 Project: Mr. Oleg Dzioubinski, UNECE and Mr. Sergey Tulinov, ESCAP Mr. Deltcho Vitchev, Training Facilitator, Renaissance Finance International • Programme introduction • Presentation of participants • Introduction to the process of developing a Business Plan
11:00 – 11:30	Coffee-break (lobby, next to the training room)
11:30 – 13:00	Session 2 – Mr. Deltcho Vitchev, Training Facilitator • Introduction to the process of developing a Business Plan (continued) • Introduction to Financial Aspects of the Business Plan (Net Present Value (NPV), Internal Rate of Return (IRR), payback analysis etc.)
13:00 – 14:30	LUNCH (Restaurant Brasserie, Rixos Hotel)
14:30 – 16:00	Session 3 – Mr. Deltcho Vitchev, Training Facilitator



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	<ul style="list-style-type: none"> • How to describe your project in a Business Plan • Calculating Environmental Benefits
16:00 – 16:30	Coffee-break (lobby, next to the training room)
16:30 – 18:00	Session 4 – Mr. Deltcho Vitchev, Training Facilitator <ul style="list-style-type: none"> • Developing a Financing Plan
18:00 – 19:30	Reception for participants (lobby, next to the training room)
DAY 2	4 April 2013
09:00 – 10:30	Session 1 – Mr. Deltcho Vitchev, Training Facilitator <ul style="list-style-type: none"> • Financial schemes and sources • Criteria and requirements of financial institutions
10:30 – 11:00	Coffee-break (lobby, next to the training room)
11:00 – 12:30	Session 2 – Mr. Deltcho Vitchev, Training Facilitator <ul style="list-style-type: none"> • Homework introduction - completion of technical parts of the proposal by trainee teams and advisory services by training facilitator
12:30 – 14:00	LUNCH (Restaurant Brasserie, Rixos Hotel)
14:00 – 15:30	Session 3 – Experience with Energy Efficiency Financing Instruments Moderator: Ms. Mary Worzala, CAEESP <ul style="list-style-type: none"> • Ms. Aigul Absametova, Eurasian Development Bank (EADB) • Mr. Svyatoslav Pavlyuk, Covenant of Mayors East • Ms. Zhanna Zhakupova, Asian Credit Fund • Mr. Shaun Lee, Green Energy Sustainable Solutions (GESS)
15:30 – 16:00	Coffee-break (lobby, next to the training room)
16:00 – 17:00	Session 4 – Wrap-up of the Training Course Introduction of the second part of the training (to be held in June)