



# Capacity Building Workshop on Design of Bankable Project Proposals for Energy Efficiency and Renewable Energy by Underserved Households in North Macedonia

**Venue: UN House, Main Conference Room**  
**Address: Jordan Hadzi Konstantinov-Dzinot No. 23**  
**Skopje, North Macedonia**

**Online option: [Join here \(MS Teams\)](#)**

**27 May 2024, 11:00-16:00**

## Introduction

The United Nations Development Programme (UNDP, lead agency), the International Organization for Migration (IOM), the United Nations Economic Commission for Europe (UNECE), and the European Bank for Reconstruction and Development (EBRD) with support from the UN Joint SDG Fund are implementing [the Joint Programme](#) “*Green Finance Facility to Improve Air Quality and Combat Climate Change in North Macedonia*” under overall coordination of the UN Resident Coordinator Office.

The Joint Programme aims to improve the national capacity on renewable energy (RE) and energy efficiency (EE) technologies for SMEs and households in North Macedonia. It contributes to overcoming the barriers, including unlocking of private capital for investments in RE and EE solutions. Specifically, the Programme has kick-started a financing instrument, known as Green Finance Facility (GFF), that provides access to affordable green finance and technical assistance for SMEs (Outcome 1) and marketable but underserved target groups of individuals / households (Outcome 2) for investments in RE and EE solutions. The GFF-enabled adoption of RE and EE is contributing to reduction of greenhouse gas emissions and air pollution while strengthening the ecosystem for RE and EE investments in the country.

As an implementing partner in GFF, UNECE brings [technical assistance and training](#) to support consultancy companies in using a list of eligible technologies to monitor and verify the project performance (planned vs. actual) and providing expertise in design and verification of RE and EE investment projects. For GFF, such a [training seminar](#) was held by UNECE and UNDP at the end of November 2023, supporting the project and verification consultants to support the SMEs (Outcome 1) accessing finance through GFF.

The workshop is a follow-up to the training seminar in November 2023, with current focus on project consultants engaged to support individual applicants from the target groups accessing finance through the GFF (Outcome 2).

## Workshop Objectives

The workshop intends to present experience and discuss the following aspects:

- Specific requirements for design and financing of RE and EE projects for individuals/households
- Experience of project design, financing, and verification of RE and EE projects for SMEs (financing planned and disbursed; equipment purchased and installed; and communication between project design and verification consultants, borrowers (individuals/households), and financial institutions)
- Next steps in project implementation

**Participants:**

Project design consultants and verification consultants for underserved individuals / for SMEs and households, representatives from public sector institutions and/or agencies, representatives from participating financial institutions, UNDP, IOM, UNECE, and EBRD, and EE and RE experts.

**DRAFT AGENDA**

11:00 – 11:15	Registration and online platform setup
11:15 – 11:35	<p><b>Opening remarks</b>  Moderator: <b>Ms. Gordana Popovikj Friedman</b>, Project Manager, Green Finance Facility, UNDP</p> <ul style="list-style-type: none"> <li>• Representative of the Deputy Prime Minister’s Cabinet (TBC)</li> <li>• <b>Ms. Rossana Dudziak</b>, UN Resident Coordinator</li> <li>• <b>Mr. Oleg Dzioubinski</b>, Regional Adviser, Sustainable Energy, UNECE</li> <li>• <b>Mr. Armen Grigoryan</b>, Resident Representative, UNDP</li> <li>• <b>Ms. Sonja Bozinovska Petrushevska</b>, Head of Office, IOM</li> </ul>
11:35 – 11:45	<b>Group Photo</b>
11:45 – 13:00	<p><b>Specific requirements for design and financing of RE and EE projects for individuals/households</b>  Moderator: <b>Mr. Oleg Dzioubinski</b>, Regional Adviser, Sustainable Energy, UNECE</p> <ul style="list-style-type: none"> <li>• <b>Mr. Deltcho Vitchev</b>, Senior Expert on EE&amp;RE Project Financing <ul style="list-style-type: none"> <li>○ Calculating monthly payments of consumer loans, family budget and basic metrics of evaluating ability to service debt</li> </ul> </li> <li>• Project Design Consultant for SMEs</li> </ul> <p><b>Q&amp;A</b>, discussion</p>
13:00 – 13:45	Lunch break
13:45 – 14:30	<p><b>Experience of project design, financing, and verification of RE and EE for SMEs</b>  Moderator: Project Design Consultant for SMEs</p> <ul style="list-style-type: none"> <li>• Verification Consultant for SMEs</li> <li>• Representative of SME(s) and/or PFI</li> </ul> <p><b>Q&amp;A</b>, discussion</p>
14:30 – 15:30	<p><b>Review of application format, screening questionnaire and documentary requirements for households of target groups</b>  Moderator: <b>Ms. Gordana Popovikj Friedman</b>, Project Manager, Green Finance Facility, UNDP</p> <ul style="list-style-type: none"> <li>• <b>Ms. Vanja Lazaridis</b>, Project Manager, IOM</li> <li>• <b>Mr. Igor Panchevski</b>, Project Consultant</li> <li>• <b>Ms. Daniela Trpkoska</b>, Energy Consultant</li> <li>• Project Consultant for SMEs (TBD)</li> <li>• Verification Consultant (Independent Assessor) for households</li> </ul> <p><b>Q&amp;A</b>, discussion</p>
15:30-15:45	
15:45 – 16:00	<p><b>Next steps and closing</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Oleg Dzioubinski</b>, Regional Adviser, Sustainable Energy Division, UNECE</li> <li>• <b>Ms. Gordana Popovikj Friedman</b>, GFF Project Manager, UNDP</li> <li>• <b>Ms. Vanja Lazaridis</b>, Project Manager, IOM</li> </ul>

