



## From Analysis to Realisation:

# -How to realise energy efficiency projects in Macedonian Industry?

Round Table Discussion, 2 March 2010  
Cleaner and more cost effective industry in Macedonia





# Content

- Brief information about Norsk Energi
- Activities in West Balkan region
- Cleaner and more cost effective industry in Macedonia
- Aim of today's discussion



# Norsk Energi

- Industry association established in 1916
- Energy, environment and safety
- 90 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

**”Efficient, environmentally friendly and safe utilisation of energy”**





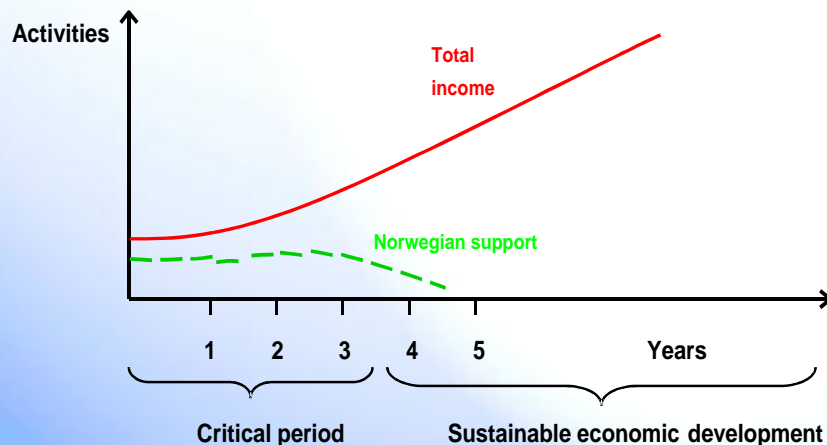
# International Projects



# Activities in Serbia

5 year programme of Norwegian assistance to Serbian Ministry of Mining and Energy and Regional Energy Efficiency Centres for promoting Energy Efficiency

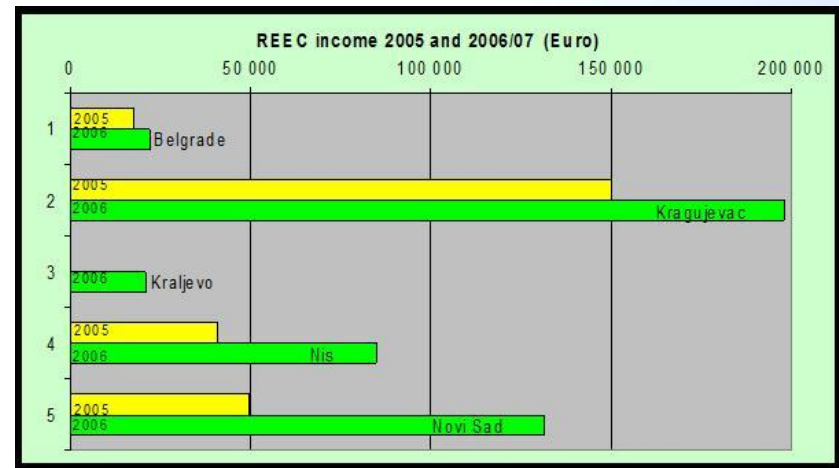
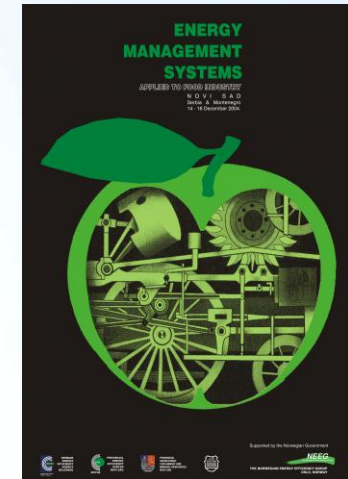
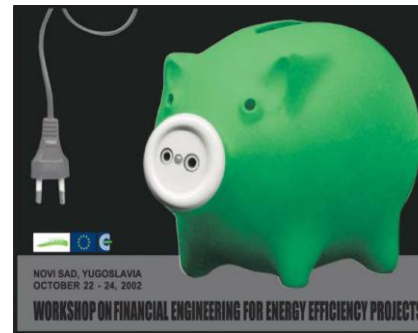
- Advisory assistance to MoME on energy policy issues
- Assist in establishing institutions for restructuring energy sector and promoting improved energy efficiency
  - Serbia Energy Efficiency Agency in its inception phase
  - 5 Regional Energy Efficiency Centres over a period of 5 years



# Training of REECs in Serbia

Programmes conducted 2003-2008

- Financial engineering
- Energy Management Systems applied for food processing industry
- Munciple energy planning
- Energy labelling of buildings
- Clean Development Mechanism

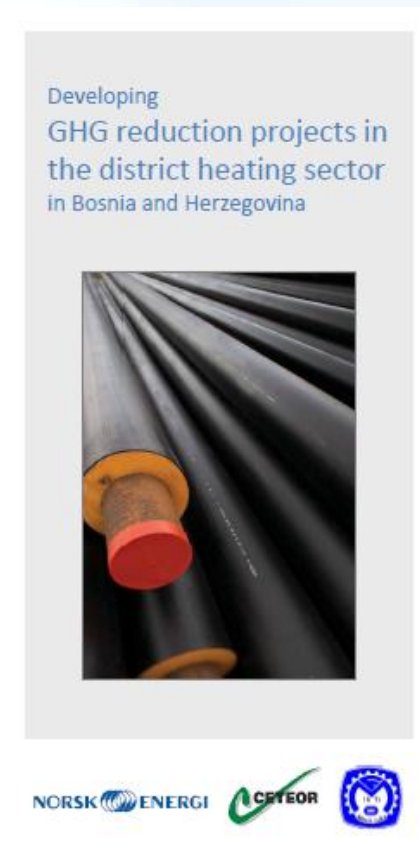




# Project in Bosnia and Herzegovina

1,5 year Norwegian funded programme on developing greenhouse gas reduction projects in the district heating sector

- Joint proposal from the Ministry of Foreign Trade and Economic Relations (MoFTER)
- Close cooperation with authorities, but training is targeting district heating companies and local consultants
- 2 local partners
  - CETEOR in Sarajevo
  - Department for Thermal Engineering at University of Banja Luka
- Practical project development programme focusing on developing a pipeline of projects in both entities
- Promotion of identified projects towards financing institutions and buyers of carbon credits





# CDM Capacity Building in Macedonia

## 2008-2009 Building Local Expertise in Climate Project Development in Macedonia

- Bilateral project with MoEPP and Secretariat of European Affairs represented in Steering Committee
- Proposal prepared based on National Strategy on CDM prepared by MoEPP
- Practical capacity building for
  - Designated National Authorities and its staff of experts
  - Industry, NGOs and Consultants
- “Learning by doing”
  - Participants identified projects and prepared project documentation
  - 2 phases – Only most serious/successful proceeds to phase 2
  - Grants awarded to most successful project proposal for further development by local consultants



### RESULTS

- Project proposals being further developed
- >30 consultants able to identify potential CDM projects
- >10 able to prepare good PiN
- One participant now operating as consultant on CDM in Serbia



# 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



NORSK  ENERGI

НЦЦП МКД





# Programme Aim

Contribute to reduced greenhouse gas emissions and a more cost efficient energy intensive industry in Macedonia

## Desired output

1. Pipeline of climate projects with project documentation ready for financing
2. Increased dialogue between project developers and financing institutions
3. Increased cooperation between industry and educational institutions
4. Improved environmental performance in companies
5. Increased number of students with international experience



# Partners and their roles

## **The Norwegian Ministry of Foreign Affairs**

Finances the programme and oversees its implementation

## **Norsk Energi**

Programme manager, has overall responsibility for implementation and reporting

Contact person: Ms. Ann Iren Glimsdal

## **Center for Climate Changes**

Local programme coordinator, facilitating the implementation of the activities

Contact person: Ms. Bojana Stanojevska

## **National Cleaner Production Centre** at the Mechanical Faculty of UKIM, Skopje

Provides technical assistance and facilitate the contact with the university

Contact person: Prof. Atanas Kocov

## **Ministry of Environment and Physical Planning & Ministry of Economy**

Supports the programme with advices and guidance

## **Economic Chamber of Commerce**

Support the programme in reaching out to the industry and arranging workshop



Photo: Ms. Glimsdal (NE), Prof. Kocov (NCPC), Ms. Sørensen (NE) and Ms. Stanojevska (CCC)



# Activities 2009-2010

## Administration and Marketing

Preparation of brochure

Setting up website

[www.ccei.org.mk](http://www.ccei.org.mk)

Signing of MoU with programme supporters

## Energy Efficiency

Preparation of prefeasibility studies for projects in selected companies

Technical assistance in project development

Preparation of business plans for selected EE projects

Eligibility assessment CDM financing

Presentation of projects to financing institution

ROUND 1 STARTED 2009

ROUND 2 STARTS 2010

## Student Exchange

Exchange of technical students for practical training abroad

1 outgoing and 1 incoming, 2010

1 outgoing and 1 incoming, 2011

## Environmental Management

Information seminar 26th October 2009

Collect data about interested companies

### EMS TRAINING

PHASE 1: 2 workshops

QUALIFICATION ROUND

PHASE 2

- 3 workshops

- Site visits

- Technical assistance



# Status Energy Efficiency Component

- Assistance to 5 companies in 2009
  - SILMAK, University Clinical Centre, Karpos, Poli-MZT and Teteks Yarn
- Preparation of pre-feasibility studies
- Different companies and different challenges
  - UCC – Need governmental decision, meeting with Minister of Health conducted
  - SILMAK – large investment required, not in operation this winter



# Aim of this event

- Create meeting between people that works for the same cause, but with different roles
- Spread awareness about the possibilities of financing of energy efficiency projects
- Better understand each others roles, challenges and opportunities in order to join forces more efficiently
- Avoid overlapping in the donor-market
- Please fill in questionnaire before leaving!



**Thank you for your attention !**

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