



EU4Energy



**SUPPORT TO DEVELOPMENT OF LEGISLATIVE AND REGULATORY FRAMEWORKS
FOR PROVIDING ENERGY EFFICIENCY SERVICES**

**CAPACITY - BUILDING WORKSHOP
«SPECIFICS AND POSSIBILITIES FOR IMPLEMENTATION OF ENERGY
PERFORMANCE CONTRACTS (EPC) AND INCENTIVES FOR ACTIVITIES OF
ENERGY SERVICES COMPANIES (ESCO) IN THE REPUBLIC OF BELARUS»**

**30 – 31 January 2019, Minsk, Belarus
Europe Hotel – Conference hall 7th floor**

AGENDA

Day I	30 January 2019
9:00 – 9:30	Registration and coffee
9:30 – 9:45	Opening Session <ul style="list-style-type: none">• Mikhail Malashenko, Director, Department for Energy Efficiency of the Republic of Belarus (tbc)• Elena Rakova, Manager of the EU Projects on Energy efficiency and environment, EU Delegation in Belarus (tbc)
	Workshop introduction and information <ul style="list-style-type: none">• Bilyana Chobanova, EU4Energy Project Manager
	International experts team <ul style="list-style-type: none">• Ms. Tamara Babayan (Armenia)• Mr. Jaroslav Maroušek (Czech Republic)• Mr. Nicolae Zaharia (Moldova)• Mr. Ihor Horovykh (Ukraine)
	Sessions moderators <ul style="list-style-type: none">- Mr. Oleksandr Antonenko, Energy Charter Secretariat- Mr. Nicolae Zaharia, EU4Energy international expert
9:45 – 10:30	Session 1: Institutional framework and key figures/facts on EPC/ESCO <p>History and main statistics (ESCOs, EPCs, savings, average contract size)</p> <p>Institutional responsibilities and role of Government</p>

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- 10:30-11:15 Session 2: Legislative framework for implementation of EPC/ESCO**
Review of the legislative framework for implementation of ESCO and EPC. Pros and cons for regulation of the energy services.
Presentation of experience of the EU and Eastern Partnership countries.
Q&A
- 11:15-11:30 Coffee-break**
- 11:30 – 12:15 Session 3: Main stages of the EPC signing**
Main stages of the EPC signing in the state sector.
Legal, institutional and administrative barriers and bottlenecks in adopting state purchases rules for energy services.
Brief discussion on overcoming these barriers based on practical experience:
) Negotiation procedure
) Competitive dialogue
) Appraisal of proposals and awarding the best one
Presentation of experience of the EU and Eastern Partnership countries.
Q&A
- 12:15-13:00 Session 4: Model contract (main elements, contracts types, approval options, etc.)**
Legal aspects of the model EPC:
) Contracts types (buildings, industry, public lighting)
) Main elements and mandatory parts
) Approving authorities
Presentation of experience of the EU and Eastern Partnership countries.
Q&A
- 13:00-14:00 Lunch**
- 14:00-15:15 Session 5: Baseline identification**
Energy efficiency measures – energy service projects identification and pay-off terms, role of energy audits
Estimation and adjustment of initial energy consumption levels (baseline) – mandatory for appropriate ESCO proposal
Presentation of experience of the EU and Eastern Partnership countries.
Q&A

- 15:15-16:00 Session 6: Accounting of savings with regard to the budget legislation**
 Specifics of savings accounting in budget sector. Measures for overcoming barriers.
 Assurance: future revenues of the project as main “pledge” – how to that savings are obvious and sustainable? Stability of revenues.
Presentation of experience of the EU and Eastern Partnership countries.
 Q&A
- 16:00-17:00 Conclusions of the Day I**

Day II 31 January 2019

- 9:00-9:45 Session 7: Incentive measures**
 Measure for fostering of staff and companies management for the EPC implementation
Presentation of experience of the EU and Eastern Partnership countries.
 Q&A
- 9:45-10:30 Session 8: ESCO Preparation and Financing**
 Skills required for ESCO. Who could render ESCO services, which type of companies?
 Sources of financing: internal, external, from the funds of customer – existing internal and credit resources, impact on ESCO.
 Necessary preconditions for the EPC projects financing.
 Factoring and other possibilities.
Presentation of experience of the EU and Eastern Partnership countries.
 Q&A
- 10:30-11:00 Coffee-break**
- 11:00-11:45 Session 9: Assessment and verification of achieved economy**
 Verification of energy savings, measurements and reporting.
 Implementation of IPMVP (international practices of measurements and verification).
Presentation of experience of the EU and Eastern Partnership countries.
 Q&A
- 11:45-12:30 Closing discussion**
- 12:45-14:00 Lunch**