



# INVITATION TO PARTICIPATE

in

## ANNUAL ENERGY SECTOR MISSION

to the World Bank Group, Inter-American Development Bank  
& Asian Development Bank

*Including an optional program with US Department of Energy & other aid-funded organizations*

**“Sustainable Energy for the World: Smart Solutions  
in Renewable Energy and Energy Efficiency”**

**Washington, D.C., November 1 – 5, 2009**

The **Private Sector Liaison Officers (PSLO)** Network invites you to an annual joint mission focusing on the renewable energy and energy efficiency sector opportunities at the International Financial Institutions specifically designed to provide an opportunity for the private sector to:

- initiate a dialogue with the WB, IDB and ADB officers responsible for energy sector projects;
- understand the project requirements and constraints; and their level of competitiveness in accessing bank projects and bank-financed projects and programs in the energy sector.
- inform staff of the capabilities and interests of international firms in the energy sector.

**This mission is designed for:**

- ❖ Consulting firms, individual consultants, training institutions and universities
- ❖ Equipment manufacturers/suppliers
- ❖ Prospective sponsors of private sector projects

**Please join us if you wish to:**

- learn what types of projects the World Bank, IDB, & ADB are financing in the renewable energy and energy efficiency sectors;
- identify specific opportunities to market your company's products and services;
- discover how projects are initiated and developed;
- find out how your firm can stay in the loop for future projects.

**The optional program** will include meetings with United States government and industry representatives highlighting opportunities and market trends in the energy sector useful for companies interested in business opportunities in the US, as well as meetings with other aid-funded international organizations.

**Mission Program:**

The following is a tentative agenda and is subject to change. The cost of the Energy Mission to Washington DC will be \$450. Registration includes the welcoming reception on Sunday, WB program and lunch on Monday, participant fee to the Inter-American Development Bank Seminar with lunch on Tuesday, dinner with the ADB on Wednesday and optional add-on programs.

**Sunday, November 1st**

5:00 – 8:00 pm

**Welcome Gathering for Mission at Fairmont Hotel - 2401 M Street, NW**

Welcoming Remarks, Presentation of participants and Introduction to the World Bank Group by **Gilles Garcia, Manager, Enterprise Outreach Services – Room: Imperial I**

Networking Dinner – **Room: Imperial II**

**Monday, November 2nd**

9:00 – 9:30

**Program at the World Bank - I building, Room 2-220, 1850 I Street NW, Washington, D.C.**

Welcoming Remarks:

Priorities, challenges and opportunities for scaling up RE/EE development in the midst of financial crisis: **Jamal Saghir, Director, Energy, Transport & Water, World Bank**

9:30-10:15

Panel Presentations:

*Panel 1: Renewable Energy in the World Bank*

WB specialists discussing the major strategic initiatives in this sector with project examples: **Anil Cabraal, Lead Energy Specialist, Energy Anchor and/or Malcolm Cosgrove-Davies, Lead Energy Specialist, Africa Region**

*Panel 2: Energy Efficiency in the World Bank*

WB specialists discussing the major strategic initiatives in this sector with project examples: **Philippe Charles Benoit, Sector Manager, Latin America and the Caribbean Region, Lucio Monari, Sector Manager, Energy Anchor**

10:15-10:30

Coffee Break

10:30 – 11:30

Innovative Financing for Scaling Up RE and EE

WB specialists discussing the major initiatives/experiences in the area of Carbon Finance, Global Environment Fund, and Clean Technology Fund:

- **Joelle Chassard, Manager or Neeraj Prasad, Lead Carbon Finance Specialist**
- **Richard Hosier, Sr. Environmental Specialist,**
- **Michele de Nevers, Manager or Rohit Khanna, Sr. Operations Officer**

11:30 – 12:00

Procurement Advice:

Introducing new technologies to the Bank – “When and How” by Senior Procurement Specialist: **Bernard Becq, Chief Procurement Policy Officer**

12:30 - 2:30

Working lunch at the World Bank with WBG energy & environment specialists

Keynote Speaker: **TBD**

2:30 - 3:15

Panel 1: IFC experience and financing resources for RE/EE projects :

- **Darius Lilaoonwala, Senior Manager, Power Division, IFC;**
- **IFC Sustainability Business Innovator, Corinne Figueredo,**
- **Senior Investment Officer, Cleaner Technologies Department, IFC**

3:15 - 4:00

Panel 2: MIGA experience with political risk mitigation for RE/EE project investments: **Antonio Barbalho, Head of Oil, Gas, Mining, Chemicals and Energy**

4:00 - 4:15

Coffee break

4:30 - 5:30

Panel 3: Special Regional Initiatives with RE/EE focus

- Lighting Africa: **Anil Cabraal, WB Lighting Africa Program Manager or Russel Sturm, IFC Lighting Africa Program Manager**
- Middle East and North Africa Renewable Energy Scale-up: **Jonathan Walters, Sector Manager, Energy and Transport, MENA Region**
- Africa Low Carbon Opportunities in the Energy Sector: **S. Vijay Iyer, Sector Manager, or Christophe de Gouvello, Sr. Energy Specialist**
- Energy Efficiency Lighting Initiatives in South Asia and Beyond: **Salman Zaheer, Sector Manager, or Ashok Sarkar, Sr. Energy Specialist, Energy Anchor**
- Innovative Energy Efficiency Financing Schemes: Bulgaria EE Fund, Romania Green Fund, etc.: **Ranjit Lamech, Sector Manager**

5:30 - 6:00

Closing remarks

Speaker: **TBD**

**Tuesday, November 3rd**

**Program at the Inter-American Development Bank - 1300 New York Avenue NW, Washington, D.C.**

8:30 – 9:00 Check-in and Coffee

SESSION I: The IDB Group's commitment with sustainable energy

9:00 – 9:30 Welcoming Remarks: the Bank's perspective on energy challenges in Latin America and the Caribbean region  
*Speaker: TBD*

9:30 – 10:15 Opportunities in tackling climate change and developing sustainable energy in the region: overview of the Sustainable Energy and Climate Change Initiative (SECCI).  
*Speaker: TBD*

10:15 – 10:45 Networking coffee break

10:45 – 11:15 Why does the private sector need to be engaged on climate change issues: the IDB Group's perspective.  
*Speaker: TBD*

11:15 – 12:00 From micro-enterprise to large companies: the IDB Group's vision to help the private sector combating climate change and developing sustainable energies (windows and tools).  
*Speaker: TBD*

12.00 – 1:30 Networking Luncheon  
*Keynote Speaker: TBD*

SESSION II: Case studies on financing opportunities for private sector projects in sustainable and renewable energies

1:30 – 3:00 Developing sustainable energy projects: how to take advantage of the IDB Group's available financial and non-financial instruments?  
*Panel with case studies presentations by three private sector windows of the Bank and questions and answers.*  
*Speakers: TBD*

3:00 – 3:30 CIF Funds at the IDB  
*Speaker: TBD*

3.30 – 4:00 Consultancy opportunities within IDB private sector operations  
*Speaker: TBD*

4.00 – 4:30 Networking Coffee Break

SESSION III: Business opportunities for private sector companies within energy public sector projects financed by the IDB

4:30 – 5:15 Procurement rules and case studies on IDB financed projects in sustainable and renewable energy  
***Magda Theodate, Procurement Specialist***

5.15 – 5:30 Closing remarks, sources of information and useful contacts  
*Speaker: TBD*

**Wednesday, November 4th**

- 9:00 – 4:00 One-on-One meetings with World Bank Task Team Leaders (TTL) to discuss specific projects of interest to companies or IDB staff per company's request
- Or
- 9:00 –10:30 Morning Program at the Organization for American States (OAS)
- 11:00 – 12:00 Lunch Break (on your own)
- 12:30 – 2:00 Energy Briefing at the **US Department of Energy, Office of Policy and International Affairs** , 1000 Independence Ave. SW, Washington, D.C.
- 3:00 – 4:30 Overview of energy projects funded by Millennium Challenge Corporation by **Ms. Jeri Jensen, Managing Director, Private Sector Initiatives Department of Policy & International Relations**
- 4:00 p.m. – 8:00 p.m. Dinner Program with the Asian Development Bank

### Thursday, November 5

- 9:00 – 4:00 One-on-One meetings with World Bank Task Team Leaders (TTL) to discuss specific projects of interest to companies or IDB staff per company's request
- Or
- 9:00 – 12:00 Briefing Program at the United Nations Industrial Development Organization (UNIDO)  
**H. Stephen Hallway, Special Advisor, 43 Arell Court, Suite 200, Alexandria, VA**

**NOTE:** Participants are responsible for airfare, hotel, meals outside of the formal program and ground transportation. However, a preferred rate at the Fairmont Hotel Washington D.C. will be made available upon registration.

### PSLO Contacts

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*The PSLO network is a group of 100 business intermediary organizations in 79 countries around the world working to foster trade and investment between countries with the support of the World Bank Group's products and services. PSLOs facilitate companies' access to WBG business opportunities, services and knowledge, and act as the voice of the private sector in advising the WBG on how to better engage companies on development issues.*



# REGISTRATION FORM

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**Participants may also register on-line at [www.midwestpslo.org/energymission2009](http://www.midwestpslo.org/energymission2009)**

Please complete the following form to confirm your participation in the Energy Mission. Fax or e-mail this form to Kasia Batorski, PSLO for USA at [kbatorski@globalmidwestalliance.org](mailto:kbatorski@globalmidwestalliance.org) or 1 +(773)

Cost to participate is **\$450.00** Registration and payment must be made by October 15, 2009.

Contact Name .....

Title/Position .....

Company .....

Address .....

Phone Fax ..... Mobile .....

Email .....

Please list Countries/Sectors of Interest:

.....  
.....

Interested in the optional program? Yes No

If yes, please list parties/organizations of interest:

.....  
.....

Please forward a short company profile with logo and a photo of the participant to [kbatorski@globalmidwestalliance.org](mailto:kbatorski@globalmidwestalliance.org) or fax to + (1) 480-275-3844.

Cheque Enclosed\* *\*Please make your cheques payable to: Global Midwest Alliance, 230 S. Wabash Ave, Suite #410, Chicago, IL*

VISA

MasterCard

Card Holder (Please Print): \_\_\_\_\_

Card# \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Signature: \_\_\_\_\_

***Cancellation policy: Written notification of cancellation must be received by October 1, 2009 for a 50% refund. After October 15, 2009, no refund will be given for cancellations.***