

# GLOBAL PROGRAMME ON RECP | WORKSTREAM: RECP FINANCE

## DEVELOPING AND CONDUCTING TRAININGS ON RECP FINANCING

Topic	TRAINING ON RECP FINANCING
Objectives	<ul style="list-style-type: none"> <li>– To share and test the key findings of the Primers with local stakeholders (document to be updated after the training sessions):               <ul style="list-style-type: none"> <li>§ Arguments in favor of RECP projects (socio-economic benefits, success stories...);</li> <li>§ Key challenges and solutions for financing RECP projects (innovative financing mechanisms, importance of the project preparation phase...);</li> <li>§ Analysis of the sources of funding for RECP initiatives in the country.</li> </ul> </li> <li>– To strengthen the capacity of NCPCs on facilitation services:               <ul style="list-style-type: none"> <li>§ Mapping sources of finance (financial sources database);</li> <li>§ Supporting clients in developing bankable projects (project checklist, economic analysis tools...);</li> <li>§ Developing the local network (briefing template for financiers, project database...);</li> </ul> </li> <li>– To initiate the cooperation with strategic partners at programme level.</li> </ul>
Participants	<ul style="list-style-type: none"> <li>– About 25-30 participants, from:               <ul style="list-style-type: none"> <li>§ National cleaner production centers (NCPCs): <i>Days 1, 2 and 3</i></li> <li>§ Small and medium enterprises (SMEs): <i>Days 1 and 2 (and 3 if possible)</i></li> <li>§ Financing institutions (international financing institutions, local banks, etc.): <i>Days 1 (and 2 if possible)</i></li> <li>§ Government representatives (Ministry in charge of SMEs or industry, Ministry in charge of environment): <i>Days 1 (and 2 if possible)</i></li> <li>§ Other relevant partners (technology and services providers like ESCOs for ex.): <i>Days 1 (and 2 if possible)</i></li> </ul> </li> </ul>

### Day 1: Awareness raising and advocacy oriented sessions *(strategic level with all participants)*

9:30-11:00	<ul style="list-style-type: none"> <li>– <b>Opening speeches and introduction:</b> <ul style="list-style-type: none"> <li>§ Presentation from UNIDO (UNIDO mandate, RECP Programme and RECPnet)</li> <li>§ Presentation from the NCPC (background on RECP initiatives and projects in the country)</li> <li>§ Presentation from EY (objective and scope of the work, approach and planning)</li> <li>§ Tour de table</li> </ul> </li> </ul>
11:00-11:30	<ul style="list-style-type: none"> <li>– <b>Break:</b> <ul style="list-style-type: none"> <li>§ Coffee</li> <li>§ Survey (distribution of the paper, answer to the questions related to expectations)</li> <li>§ Posting of RECP projects</li> </ul> </li> </ul>
11:30-13:00	<ul style="list-style-type: none"> <li>– <b>Main challenges and solutions for financing RECP projects:</b> <ul style="list-style-type: none"> <li>§ EY presentation on the key findings of the primer (chapter 2)</li> <li>§ Illustrations and presentations from Ministries</li> <li>§ Illustrations and presentations from industry representatives (e.g. associations)</li> <li>§ Q&amp;A</li> </ul> </li> </ul>
13:00-14:00	<ul style="list-style-type: none"> <li>– <i>Lunch</i></li> </ul>

14:00-16:00	<ul style="list-style-type: none"> <li>– <b>Identification of financial sources:</b> <ul style="list-style-type: none"> <li>§ EY presentation on the key findings of the primer (chapter 4): Financing sources database and country-based analysis</li> <li>§ Illustrations and presentations from Financial institutions and Banks (presentation of existing programs and strategies)</li> <li>§ Q&amp;A</li> </ul> </li> </ul>
16:00-16:30	<ul style="list-style-type: none"> <li>– <b>Conclusions</b> <ul style="list-style-type: none"> <li>§ Survey (answer to the questions related to satisfaction, and collect of the paper)</li> <li>§ Conclusions from NCPC and UNIDO</li> <li>§ Presentation of the 2<sup>nd</sup> day program and logistics issues by EY</li> </ul> </li> </ul>
16:30-17:30	<ul style="list-style-type: none"> <li>– <b>Snack</b> <ul style="list-style-type: none"> <li>§ Informal exchange on the projects presented by the NCPCs</li> </ul> </li> </ul>
<b>Day 2: Site visits</b> (operational level with financiers, SMEs and NCPC)	
8:30-12:00	<ul style="list-style-type: none"> <li>– <b>First site visit</b> <ul style="list-style-type: none"> <li>§ Transportation to the site</li> <li>§ Presentation of the site visited (by the SME involved): <ul style="list-style-type: none"> <li>- Presentation of the project (technical description, initial economic assessment, expected results, etc.);</li> <li>- Main steps for identifying, preparing and developing the project (actors involved, main difficulties, etc.)</li> <li>- Outcomes of the project (pay-back time, environmental impact, etc.);</li> </ul> </li> <li>§ Exchange of concert and good local practices and lessons learned</li> <li>§ Conclusions (how to improve the access to finance, reliability of the initial economic assessment, how to replicate this kind of project, etc.).</li> </ul> </li> </ul>
12:00-13:30	– <i>Lunch</i>
13:30-17:00	<ul style="list-style-type: none"> <li>– <b>2<sup>nd</sup> site visit:</b> <ul style="list-style-type: none"> <li>§ Same agenda</li> </ul> </li> </ul>
<b>Day 3: Preparation of bankable RECP projects</b> (technical oriented training session with SMEs and NCPC – train the trainers)	
9:30-10:30	<ul style="list-style-type: none"> <li>– <b>Role of NCPCs for facilitating financing RECP projects</b> <ul style="list-style-type: none"> <li>§ UNIDO presentation: towards centers of excellence</li> <li>§ EY presentation: recommendations on the role of NCPCs (chapter 3)</li> <li>§ Q&amp;A</li> </ul> </li> </ul>
10:30-13:00	<ul style="list-style-type: none"> <li>– <b>Presentation and test of tools and databases</b> <ul style="list-style-type: none"> <li>§ EY presentation on the financial sources database (chapter 4) and test</li> <li>§ EY presentation on the RECP project database (chapter 5) and test</li> <li>§ EY presentation on the checklist and the timetable (chapter 6) and test</li> <li>§ EY presentation on the project fiche and the business plan (chapter 6) and test</li> <li>§ Q&amp;A</li> </ul> </li> </ul>
13:00-14:00	– <i>Lunch</i>
14:00-16:00	<ul style="list-style-type: none"> <li>– <b>Economic assessment</b> <ul style="list-style-type: none"> <li>§ Introduction to the dummy case (EY)</li> <li>§ Exercises to perform economic assessments (based on the dummy case)</li> </ul> </li> </ul>
16:00-16:30	<ul style="list-style-type: none"> <li>– <b>Conclusions</b> <ul style="list-style-type: none"> <li>§ Conclusions from NCPC and UNIDO</li> <li>§ Evaluation of the training sessions</li> </ul> </li> </ul>