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# CDM MARKETS AND TECHNOLOGY TRANSFER LATIN AMERICA 2007



Cartagena, Colombia  
**THE CARTAGENA HILTON**  
Gran Salón Bolívar

March 19-21, 2007

**EVENT OVERVIEW AND AGENDA**

# EVENT OVERVIEW

## **PREVIEWING 2007 & THE FIRST KYOTO COMPLIANCE PERIOD: CER MARKETS AND PRICES, KEY REGULATORY AND LEGAL ISSUES, AND PROJECT FINANCING OPTIONS**

- ◆ Evolution of CER Demand and Prices -Previewing the Global Carbon Markets in 2007 and 2008 – Valuation of CER Flows.
- ◆ Key CDM Regulatory Issues for 2007.
- ◆ Key Legal and Contractual Issues for Balance and Equity.
- ◆ Financial Options to Enable SOA Technology Transfer for CDM Projects
- ◆ Case Studies in SOA Technology Transfer Through CDM to Date.

## **EMERGING TECHNOLOGIES FOR EMISSION REDUCTION IN LEADING CDM SECTORS**

**THE JOURNAL OF CLEANER PRODUCTION** Presents

Leading Research for Publication in its 2007 Special Issue on CDM,

### **"CDM MARKETS AND TECHNOLOGY TRANSFER TO DEVELOPING COUNTRIES"**

- ◆ Emissions Measurement and Monitoring Technology
- ◆ Mainstream Energy Generation
- ◆ Renewable Energy Generation
- ◆ Agro-Industrial Production: Sugar, Palm Oil, Biofuels Production
- ◆ Methane Capture and Use
- ◆ Mass Transport
- ◆ Large Industrial Processes: Cement, Pulp and Paper, Oil Refining



## **FINANCE OPTIONS FOR TECHNOLOGY TRANSFER TO CDM PROJECTS**

- ◆ Export Promotion Finance
- ◆ Technology provider finance
- ◆ Direct Investment, Debt, Equity
- ◆ OECD Countries (Annex B) National Carbon Funds

## **2007 LAC CLIMATE TECHNOLOGY FAIR**

- ◆ The World's Leading Climate Technology Suppliers
- ◆ Side Events Detailing the Leading Emission Reduction Technologies
- ◆ Commercial stands with technology offerings and financing options
- ◆ Professional Consultation on Applicability of Technologies via CDM

## **2007 LAC CDM PROJECT FAIR**

- ◆ 25 Projects from the CDM Sectors in focus for 2007
- ◆ Selected for probability of success and focus on technology transfer
- ◆ Project Profiles Available 15 days in Advance to Participants

## **Post-Event Visit: ISLAS DEL ROSARIO**

- ◆ San Pedro de Majagua Eco-Lodge
- ◆ 3 day visit to the beautiful coral reef island system now endangered by Climate Change
- ◆ Preparation of Elements of Special Issue of the Journal of Cleaner Production

Sunday 18 March	Staging and Event Preparation	GEMATOURS, CAEMA, Natura Products, Stand Renters and Hilton Staff
	Technology Fair Installation 9:00 AM – 7:00 PM	
	Early Registration opens for All Participants 3:00 PM -7:00 PM	
	7:00 PM: VIP Welcome Cocktail: Old Town Cartagena, Hosted by Conservation International. Remarks By: Fabio Arjona, Director CI Colombia.Dr. Donald Huisingh, Editor in Chief, the Journal of Cleaner Production; Thomas Black-Arbeláez, Director, the Andean Center;	

### DAY 1: Plenary Sessions

#### PREVIEWING 2007 & THE FIRST KYOTO COMPLIANCE PERIOD:

- EVOLUTION OF CER MARKETS AND PRICES 2007-8
  - KEY REGULATORY ISSUES FOR 2007
- KEY LEGAL AND CONTRACTUAL ISSUES FOR BALANCE, EFFICENCY AND EQUITY
  - FINANCING OPTIONS FOR TECH TRANSFER

<b>MON</b>		
7:00 AM	Registration Open for All Participants	
7:00 -9:00 AM	Colombian Gourmet Organic Coffees and Pastries, by Natura Products	
<b>WELCOME AND KEYNOTE PRESENTATIONS 9-11 AM</b>		
9:00 AM	Introduction to the Event and its Agenda.	Thomas Black-Arbeláez
9:10 AM	Welcome by the Vice President of Colombia	Honorable Francisco Santos, Vice President of Colombia
9:20 AM	Keynote: The Takeoff of the Global Carbon Market, with the United States Soon on Board.	President, AES Energy
9:40 AM	Keynote: Opportunities for Latin America in the Global Carbon Market	TBD
10:00 AM	CDM's Potential for Technology Transfer Sustainable Growth: A view from the European Union	Honorable Peter Kalas, Ex Minister of Environment, Czech Republic
10:20 AM	The Evolution of the CDM and Expected Developments for the First Compliance Period	Hernán Carlino, Member of the CDM Executive Board
10:35 AM	Welcome from the Journal of Cleaner Production	Donald Huisingh, E.I.C.
10:40 AM	Welcome from the World Business Councils for Sustainable Development of Latin America	Lourdes Luque, President, CEMDES-WBCSD
10:45 AM	Welcome from Colombian Minister of Environment	Honorable Juan Lozano, Minister Environment and Habitat of Colombia
10:50 AM	<b>COFFEE</b>	

**EVOLUTION OF CER MARKETS AND PRICES  
PREVIEWING 2007-8 WITH A VIEW TO DEMAND AND PRICES IN THE FIRST  
COMPLIANCE PERIOD OF THE KYOTO PROTOCOL**

Host: Thomas Black, Andean Center

11:10 AM	Introduction to the Panel - key themes.	Thomas Black - Arbeláez
11:20 AM	<b>Key Trends in the Global Carbon Market for CERs, Looking to 2007 and the First Compliance Period.</b> Presentation of the key indicators, Issues and themes affect the demand and prices of CERs. Probable market and price scenarios. Intro to the distinguished panel.	Jorund Buen, Point Carbon
11:40 AM	The European Markets for CERs in 2007 and 2008	European Commission, ETS Chief Economist
12:00 PM	The Japanese Market for CERS in 2007 and 2008	TBD
12:20 PM	The Canadian Market for CERS in 2007 and 2008	Jerry Liddle, President, Raintree Carbon Canada
12:40 PM	The Emerging US Market: Will the USA Implement a Market System to reduce GHG that welcomes CERs?	Irving Mintzer, US Bus Council Sus Develop
1:00 PM	Wrap up and Commentary on Market Presentations	WBCSD Directors Thomas Black-Arbeláez
1:10 – 2:30 PM	<b>LUNCHEON AND INAUGURATION of the 2007 LAC CLIMATE TECHNOLOGY FAIR AND PROGRAM OF SIDE EVENTS</b> Remarks by WBCSD and Juan Carlos Caycedo	

**THE EVOLVING CDM REGULATORY and LEGAL FRAMEWORKS: KEY  
ISSUES FOR 2007-8**

Host: Lourdes Luque, WBCSD-CEMDES

2:30 PM	Introduction to the Topics, the Presenters and Commentators	Lourdes Luque, CEMDES
2:40 PM	<b>Key Issues and Challenges for the CDM Regulatory framework.</b> Review of 2006 Executive Board decisions and impacts, and key challenges for 2007. Review of progress in 2006 and key tendencies for 2007 in UNFCCC approval process. How can the regulatory process be improved for greater efficiency, lower uncertainty, lower Trans Cost?	Einar Telnes, Director for CDM, Det Norske Veritas, Oslo Norway
3:20 PM	Comments and Discussion from panel	
3:30 PM	Key Legal Issues in CDM Transactions; Ineficiencies, imbalances and uncertainties to date; the Development of a More Efficient and Equitable CER Contracting Framework (ERPA).	Charlotte Streck, Director, Climate Focus, Amsterdam Inés Manzano, Ecuador
4:10 PM	Comments and Discussion from panel Wrap up and Conclusions: Lourdes Luque	Minister Lozano o Project Owners, Lourdes Luque, Juan C. Caycedo
4:20 PM	Colombian Gourmet Organic Coffees and Pastries, by Natura Products	

## EMERGING FINANCING OPTIONS FOR TECH TRANSFER TO CDM PROJECTS

Host: IADB, COFIDE, WBCSD or Col Central Bank

4:40 PM	Introduction to the Topics, the Presenters and Commentators	Santiago Madriñan, CECODES-WBCSD
4:50 PM	The role of the IDB to improve access to CDM project finance in both debt and equity sources, regionally and locally in LAC.	Keynote – TBD IDB. (inv)
5:10 PM	Opportunities and Challenges for the Investment Banking on CDM Projects Financing	Rodolfo Arenas, Investment Banking - VP Corficolombiana
5:30 PM	Emerging Alternatives Equity Investment In Projects: The FAIR TRADE CDM Investment Alliance	Thomas Black
5:50 PM	Technology Financing Alternatives from Export Promotion Finance of Annex B Countries	Austria: Andreas Schmid Canada: Claudia Gutierrez
6:10 PM	Financing Alternatives from Technology Suppliers	Michel Lozovik, ETA ONE Biogas Engines of Austria
6:30 PM	Financing Alternatives from Annex B State Financing Sources	Austrian CDM Fund
6:50 PM	Panel Wrap up: Review of Emerging Financing Alternatives Identified by Panel	WBCSD, Project Owners, Carlos Gustavo Cano
End of Day 1, Admin Announcements, Inv to Cocktail		CAEMA
7:00 PM	<b>Cleaner Production Technology Cocktail:</b> Reception by JCLP and the Andean Center Remarks by Donald Huisinigh, Editor in Chief, JCLP	
8:00 PM	<b>Orientation for Projects in the Project Fair:</b> Guidelines and schedules, project presentations & business roundtables	
8:30 PM	<b>Buses to Old Cartagena:</b> Evening Tours of the Fort City	

**DAY 2:**  
**PRESENTATION OF NEW EMERGING TECHNOLOGIES FOR EMISSION  
REDUCTION IN LEADING CDM SECTORS:**

**THE JOURNAL OF CLEANER PRODUCTION** Presents  
the Leading Candidates for Publication in its 2007 Special Issue on CDM,  
**"CDM MARKETS AND TECHNOLOGY TRANSFER TO DEVELOPING COUNTRIES"**

8:00 AM	Welcome and Introduction, explanation of 2 track presentation format, methodology for input from audience participants, session overviews. At expected CER prices, how do abatement costs compare in these techs? Overview of participation of new technology providers in this event from Germany, Austria, Canada, USA, etc.	Dr. Donald Husingh, Editor in Chief, Journal of Cleaner Production  Juan Carlos Caycedo, CAEMA
8:10 AM	Technology Transfer US-LAC in the EPA Methane to Markets Program and the EPA New GHG Technologies Program	Director, EPA Methane To Markets Program
<b>NEW TECHNOLOGIES EN GHG MEASUREMENT/MONITORING</b>		
8:20 AM	The Key Role of Modern Technologies in Measurement and Monitoring for Efficient Annual Verification	Axel Michaelowa, Director, Perspectives Gmbh, Zurich
8:30 AM	Rapid technological advance and evolution of costs in monitoring technologies that facilitate transparent reporting and verification	Siemens, TBD
8:40 AM	Continuous Emissions Monitoring and Reporting Technologies in Approved CDM Projects to Date	Yohany Acosta, CAEMA-IT Automatización
HILTON STAFF MOVE DIVIDING PANEL BETWEEN 2 AREAS Separate Projection, Video Recording and Audio equipment running		

	<b>TRACK A</b>	<b>TRACK B</b>
9:00 AM	<b>RENEWABLE ENERGY</b> Keynote & Host: Irving Mintzer, US Business Council for Sustainable Development	<b>METHANE CAPTURE, USE &amp; MITIGATION.</b> Keynote & Host: Director EPA Methane to Markets.
9:10 AM	TT to date through registered CDM Projects – Francisco Boshell, CAEMA	TT to date through registered CDM Projects – Juan Carlos Caycedo
9:25 AM	Leading Abatement Options in Renewable Energy, for 2007: EPA New Technology Program	Leading Abatement Options for Methane Capture and Use in 2007: EPA New Technology Program
9:40 AM	Candidate Paper for Publication JCP, Jorund Buen Wind Technology	Candidate Paper for Publication by LANDTEC
9:55 AM	Case Study: New Renewable Energy Technologies from GE	Case Study: New Technology for LFG Engines and Flaring, ETA ONE
10:10 AM	Panel Commentators: WBCSD, CDM Project Participants	Panel Commentators: WBCSD, CDM Project Participants
10:30 AM	Coffee and refreshments in Climate Technology fair	

10:45 AM	<b>MASS TRANSPORT PROJECTS, INCLUDING BIOFUELS USE:</b> Keynote and host: Axel Michaelowa	<b>MAINSTREAM ELECTRICITY GEN.</b> Keynote & Host: AES ENERGY
10:55 AM	TT to date through registered CDM Projects – CAEMA	TT to date through registered CDM Projects – CAEMA
11:10 AM	Leading Abatement Options in 2007: EPA New Technology Program	Leading Abatement Options in 2007: EPA New Technology Program
11:25 AM	Key Methodological Issues in applying CDM to Biofuels production and use	Candidate Paper for Publication JCP
11:40 AM	Case Study: Electric Rope Way Systems in Mass Transport	Case Study: Featured Technology TBD, by Technology Supplier TBD
11:55 AM	Panel Commentators: WBCSD, CDM Project Participants	Panel Commentators: WBCSD, CDM Project Participants
12:05 AM	Break while new Panel is installed	

**Session 3, EMERGING TECHNOLOGIES FOR GHG ABATEMENT IN KEY PRODUCTIVE CDM SECTORS IN LAC**

12:00 PM	<b>AGRO-INDUSTRY SUGAR, PALM OIL, AND BIOFUELS PRODUCTION</b> Keynote and Host: Jens Mesa, President, FEDEPALMA	<b>LARGE INDUSTRY</b> (CEMENT – PULP AND PAPER – OIL REFINING) Keynote & Host: President, CEMEX or Holsim.
12:15 PM	TT to date through registered CDM Projects – CAEMA	TT to date through registered CDM Projects – CAEMA
12:30 PM	Leading Abatement Options in 2007: EPA New Technology Program	Leading Abatement Options in 2007: EPA New Technology Program
12:45 PM	Candidate Paper for Publication	Candidate Paper for Publication
1:00 PM	Case Study 1: Featured Technology Jenbacher's New Biogas Engines: Benito Prieto, Jenbacher Austria Case study 2: Recent advances in Biofuels Production Technologies, Jan Orvall	Case Studies: Geological Sequestration of CO2 streams; Siemens Energy Efficiency Tech
1:15 PM	Panel Commentators: WBCSD, CDM Project Participants	Panel Commentators: WBCSD, CDM Project Participants
1:30 -2:00 PM	LUNCHEON: ANALISIS OF RESULTS OF TT POTENTIAL 2007 FROM PAPERS PRESENTED, DR. DONALD HUISINGH, Journal of Cleaner Production	

**2:00 - 5:00 PM LAC 2007 CDM PROJECT FAIR**

- ◆ New Projects Seeking Investment, Technologies, CER Sales
- ◆ Focus on Transfer of High Productivity Technologies
- ◆ Focus on Projects with High Probability of Implementation and Low CER Delivery Risk

<b>PROJECT PRESENTATIONS ON THREE SCREENS</b>	<b>BUSINESS ROUNDTABLE 50 CDM PROJECTS</b>
<ul style="list-style-type: none"> <li>• Detailed Presentations by 25 Project Owners on 3 Screens</li> <li>• 20 Minute Presentations of each project in Consistent formats</li> </ul>	<ul style="list-style-type: none"> <li>• 50 Pre-screened New Projects from the Leading CDM Sectors in LAC.</li> <li>• Private Scheduled Meetings with Project Owners.</li> <li>• Projects seek investors, CER sales, technologies.</li> </ul>

## PROGRAM OF SIDE EVENTS

### LEADING TECHNOLOGIES FOR CDM PROJECT DESIGN AND IMPLEMENTATION

FIRM	SIDE EVENT TOPIC
<b>Austrian Trade Organization</b>	Austrian Technologies: Leaders in Cleaner Production, Emissions Reductions and Productivity for CDM Austrian Financing Programs for Technology Export
<b>GE Jenbacher</b>	Renewable Electricity Generation with Biogas Motors
<b>Biodiesel Technologies</b>	Exploration of CDM Opportunities in Biodiesel Technologies
<b>ETA ONE</b>	Leading Technology in Biogas Motors and Flares
<b>Swoboda</b>	Renewable Energy, Steam and Heat Generation Technologies
<b>Canada</b>	Canadian Tech Export Promotion and Financing Programs
<b>Quest Air</b>	Fuel Cells for Transport Reductions
<b>Cummins</b>	Leading Technology for Biogas Electricity Generation
<b>John Zink</b>	Enclosed High Efficiency Flaring Systems for Methane Mitigation
<b>LEADERS IN CDM SERVICES</b>	
<b>DNV</b>	DNV Experience and Services in CDM Validation and Verification
<b>TUV</b>	TUV Experience and Services in CDM Validation and Verification
<b>CAEMA</b>	FAIR TRADE CDM: Design, Formulation, Registration and Marketing Strategies for Efficiency and Equity
<b>LEADING CER PURCHASERS AND INVESTORS</b>	
<b>EDF TRADING</b>	Energie de France Trading: Program for CER Purchases
<b>ENDESA</b>	ENDESA: Spain's Largest CER Purchaser
<b>Austria CDM Fund</b>	Program of CER Purchases and Project Investments
<b>CAEMA</b>	FAIR TRADE CDM INVESTMENT FUND: ONE BILLION DOLLARS FOR CDM JOINT VENTURES
<b>CONFERENCE SPONSORS SPECIAL EVENTS</b>	
<b>Journal of Cleaner Production</b>	The Journal of Cleaner Production: Mission, Publications, and Dedication to Cleaner Production and Technology Transfer
<b>Elsevier Scientific Publications</b>	Elsevier Scientific Publications: Mission, Trajectory, Publications
<b>WBCSD 1</b>	Latin American Affiliates of WBCSD Directors and Members: Welcome, Agenda and Key CDM Issues
<b>WBCSD 2</b>	WBCSD Conclusions on State of the CDM in 2007: Strategies & Areas for Improvement
<b>FEDEPALMA</b>	Private Event for FEDEPALMA MEMBERS: Dr. Axel Michaelowa and CAEMA on CDM Options for Biodiesel Projects

## CONCLUSIONS OF THE CONFERENCE: LOOKING TO THE FUTURE OF EMISSION REDUCTION PROJECTS IN LATIN AMERICA

- ◆ Summation of Presentations on Markets, Regulation and Finance:  
Thomas Black -Arbeláez, Peter Kalas, Irving Mintzer, Hernan Carlino
- ◆ Analysis of the Technology Transfer Potential to Developing Countries from papers and projects presented, DR. DONALD HUISINGH, JCLP and JUAN CARLOS CAYCEDO, CAEMA
  - ◆ Comments and Recommendations from participants in the Audience
- ◆ Conclusions and Recommendations from the WBCSD to the UNFCCC on improvements needed in the CDM framework for efficiency and equity.

7:30 PM	<b>FEAST ON THE CARRIBEAN BEACH</b> Dinner, Drinks, Networking on the Hilton Beach Music and Dance	Hosts: Diamond -Platinum Sponsors
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### DAY 3: POST – EVENT ACTIVITIES

## CDM PROJECT DEVELOPMENT WORKSHOP

(Additional Cost)

8:30 AM	Introduction to Course and Presenters	CAEMA
8:45 AM	Creation of Value in CDM Projects: Design, Formulation and Pricing Strategies to Mitigate Risk and Optimize Value.	Thomas Black A. & Juan Carlos Caicedo CAEMA
9:30 AM	Common Problems in CDM Formulation to be avoided.	Axel Michaelowa, Perspectives Gmbh Zurich
10:00 AM	Preparing Projects for Efficient Validation and Verification	Einar Telnes, DNV
10:45 AM	COFFEE	
11:00 AM	A New Contracting Model for ERPAs: Equity and Efficiency in Legal and contractual Issues	Charlotte Streck, Climate Focus Inés Manzano, CEMDES
11:45 AM	Wrap up and End of Workshop: questions and answers to presenters	Axel Michaelowa, Einar Telnes, Charlotte Streck, Thomas Black Arbeláez, Juan Carlos Caycedo
12:00 AM	END	

## 3 DAY EXCURSION TO ISLAS DEL ROSARIO

(Additional Cost)

<b>WED</b>	<b>Day 1</b>
1:30 PM	
3:00 PM	Arrival at Islas del Rosario
<b>THU</b>	Snorkeling tour of coral reefs, marine ecosystems, and private beach areas
<b>FRI</b>	<b>EVENT TEAM'S REVIEW OF PRESENTATIONS</b> VIPs and others continue to relax on the beach and related activities
9:00 AM	Review of Papers Presented with a view to publication. Consolidation of Workshop Memories. Determination of next steps. Signing of MOU for next year.
Noon	Lunch and then relaxation activities
<b>SAT</b>	Return to Cartagena

### Note:

**This agenda is preliminary and depends on the definitive confirmation of the lecturers and participant companies. It is subject to changes.**

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