

FOREWORD

Welcome to this first **JEPP bulletin** in which a variety of articles and useful information on energy and poverty issues are presented to those who are active in providing energy services in developing countries.

JEPP aims to link international policies to on the ground experiences, which are reflected in the articles that describe outcomes of international conferences as well as descriptions of lessons learned from practitioners. The agenda item gives an overview of events, like for instance the seminar organized by NCDO and JEPP on June 1 2005.

By clicking on the links in the contents, you will be redirected to the article of choice. On the bottom of each article you will find the website of the original source. For practical reasons we chose to send out a plain version of this bulletin; for a fancier issue you are kindly invited to our website www.jepp.info.

We hope this issue will be a useful service to you. Remarks are very welcome as well as contributions for our next JEPP bulletin. Thank you to all JEPP members and partners for their input.

The Netherlands, April 2005



Photo: B. Teune (Bolivia)

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Colophon

The Johannesburg Energy & Poverty Platform (JEPP) is a platform for all parties involved in the provision of energy services to poor people in the developing world. JEPP aims at bringing together the key actors, discussing the role of energy in poverty alleviation and exchanging information and experiences on issues related to energy and poverty. JEPP is funded by DGIS, and it is carried out by ECN, ETC and NCDO.

This first JEPP bulletin provides an overview of events and information in the field of energy services in relation to poverty reduction. The newsletter only exists in digital form and will be sent to all JEPP members.

In this issue you will find a choice collection of texts that derives from different sources. We thank those who allowed us to use the articles.

You are invited to visit the JEPP website www.jepp.info for more information.

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INTRODUCTION

The current discourse in development strategies and energy services call for a closer collaboration between the public and private sector which has to fill the gap between a retreating public sector and an imperfect free market mechanism.

Due to this gap, many households in African, Asian and Latin American countries find themselves literally searching for their daily basic energy needs. This is mainly done in a very time consuming way as mostly women and children go out for fuel wood and purchase expensive batteries on the market.

Although on first sight most households seem to lack adequate financial resources for efficient energy services, it has been proven that commercial modern service delivery to poor households is feasible.



Photo: B. Teune (Tanzania)

In order to minimize financial risks and optimize the chance of success, initiatives need the support of different stakeholders from the public, private and civil sector. In this newsletter we hope to transmit a promising signal by showing best practices, practical tips and background information on partnerships in the energy sector. We hope it will inspire you to contribute to the improvement of the livelihoods of 2 billion people in the world without affordable, clean and safe energy services.

See our website for our [JEPP members](#) and subscribe as well!

BID SEMINAR 'ACCESS TO ENERGY SERVICES FOR THE POOR: HOW TO DEVELOP COMMERCIALY VIABLE PROJECTS?' 1 JUNE 2005:

BiD seminars are practical seminars on business opportunities in developing countries. These meetings are unique because the selected projects are sustainable, potentially profitable, improve lives of the poor and are innovative. More so, they are open to outside participants as they are still looking for potential partners. The seminar cases are presented by professionals and entrepreneurs.

BiD Seminar #4:

Date: 1 June 2005
Venue: Amsterdam, Royal Tropical Institute (KIT)
Language: English
Costs: 50 euro
Organization: Dutch National Committee for International Cooperation and Sustainable Development (NCDO), the Royal Tropical Institute, P+ Magazine
in cooperation with the Johannesburg Energy & Poverty Platform (JEPP).

Goals of the seminar:

- To give insight into market opportunities in developing countries in the field of energy services for the poor.
- To present and discuss concrete initiatives aimed at energy services provision for the poor.
- To provide an overview of recent international developments with regard to energy provision for the poor.

Main questions to be discussed:

- 1) How to create a conducive environment to make investments in energy services for the poor in developing countries commercially attractive?
- 2) What are the 'strengths, weaknesses, opportunities & threats' (SWOT) of/for investments in energy services for the poor in developing countries?

Target group:

Energy supply companies, financial institutions, energy industry, research institutes, NGOs, policy makers which are active in the field of energy services provision in developing countries.

For more information, registration and further details please visit:

<http://www.businessindevelopment.nl/article-1012.2756.html>.

TEN TOP TIPS FOR SUCCESSFUL SCALING UP

by Alan Brewis

First issued: ITDG, Boiling Point issue 50

In November 2002 EnterpriseWorks Ghana launched the 'Gyapa' improved charcoal stove—a variant of the Kenya ceramic Jiko – with funding from USAID and the Shell Foundation. By July 2004, over 36 000 stoves had been sold. This equates to an annual savings of charcoal worth \$1 250 000 USD, a total of 3500 hectares of forest preserved, and around 28 000 tonnes of carbon dioxide emissions averted. With sales now climbing beyond 3000 per month, Alan Brewis, Country Director for the EnterpriseWorks Ghana office, gives us a few tips for successful scaling up.

Never tell your customer you are from an NGO:

If the scale-up is going to be successful, then an independent, *profitable* supply chain must be built. Successful projects generally work with existing manufacturers and retailers; these are the project's clients, and they will be supplying a new product to their customers (the project's target group). The primary motive of the manufacturers and retailers for scaling up will be – and should be – profit. If the customers realize that the stoves are being promoted by a funded organization, then sustainable scaling up becomes much more difficult. Handouts or subsidized pricing should be avoided even in the early stages, since no customer will want to pay the full production and distribution price if their neighbors was given a stove for less.

Know your customers and their habits:

When it comes to charcoal stoves, most of the customers will be urban women with a family. There will be times during the day when the majority of such women are listening to the radio; they probably like to listen to certain local dramas, or they might have favourite DJs or talk shows that they tune in to at specific times of the day. Get to know their daily routine by asking some of the following questions: Do they tend to shop in the afternoons or mornings? Do they read a newspaper and, if so, which one? Or do they get their news from the local chat on the minibus they take to the market, or by socializing after a religious gathering or maybe at the clinic? Does someone else hold the purse strings? Is it their husband and, if so, do they sit together in the evening watching TV? What do they watch and when? With this sort of information, much of which can be collected during baseline surveys and verified during on-going project monitoring, an effective marketing strategy can be designed.

Copy the private sector:

Okay, we are not going to copy all of their devious tricks, but many companies have been successfully selling products to your customers for a long time. EnterpriseWorks projects build strong brands for the products they are promoting; they develop brand names, design logos, and even compose memorable jingles that will capture the attention of consumers. In Ghana, entertaining computer animated stove images were developed for TV adverts (you can view them on the Ghana Household Energy page of www.enterpriseworks.org); these were a great success. Many of the kids in Accra and Kumasi will now spontaneously sing out the jingle when they see Gyapa events in town. Social marketing will be essential: cooking and eating competitions at local markets are great fun, and an effective method of raising awareness and selling stoves. The project should never sell stoves directly at these events, instead invite local retailers, help them to set up a stand and refer all sales to them. It may be worth hiring the local FM radio DJ to be the emcee at these events – they really bring in the crowds. Use t-shirts, caps, pens, printed balloons etc. as advertising support. In Ghana, the sponsoring of local evening TV dramas has also been a good value for the money. If possible, have the stove and its benefits featured in the script. This type of product placement, especially when it involves well-known and well-liked actors, is very effective.

Give the stove status and style:

Affordability is important but it isn't the only factor that will lead to large sales volumes. Although the Gyapa stove is aimed at households that cannot afford LPG or kerosene, it is still sold as an up-market product with emphasis placed on the stove's modern appearance both in advertising and the design of the logo. It is important not to market the stove based on project goals alone; many Ghanaian cooks have more pressing issues to worry about than deforestation up-country, though they will appreciate the message of charcoal savings and reduced smoke. The Gyapa is marketed using attributes such as being modern and stylish, easy to light, cooking quickly and saving money. As a starting point, many of the features that are important to the target group can be gleaned from careful design of the baseline questionnaire, and then modified later as monitoring results are collected.



Photo: A. Kooijman (Tanzania)

Balance demand creation with supply:

There is little point in creating a healthy demand for your smart new improved stove if they aren't available at the local market. This sounds obvious, but when building both supply and demand together from zero, it can become quite a tricky balancing act. Turn up the marketing to stimulate demand but be prepared to back off while the manufacturers and retailers catch up. Both will be sceptical at first, but as demand picks up and they notice your marketing efforts (you should be inviting them to local sales events and informing them of advertising schedules), they will become more willing to take on bigger orders and consignments.

Pay attention to quality control:

The early adopters that will buy the new stoves in the first months are often a little more affluent than the typical customer that will eventually make up the bulk of total sales. These early adopters are sometimes local characters and can be quite vocal; it is important that they have something positive to say about the new stove. In Ghana, our target was to train 25 manufacturers; in the end we trained – and retrained – a total of 76. Of these, only 31 are reliably producing satisfactory quality stoves, and it is only these

manufacturers that we link to retailers. The remaining ex-trainees may make a few low quality stoves now and then for sale directly from their workshops, but these account for less than 1% of total sales. EnterpriseWorks generally promotes and assists small-scale informal sector manufacturers. Mass production through larger scale engineering firms has been tried in the past and while this does result in a high quality product, mechanized production requires a feed of consistently high quality and expensive new raw material, which results in a more costly stove. In most stove projects EnterpriseWorks has found that well organized, small workshops with a production line system using hand tools and recycled materials, gives a good compromise between quality and price.

Treat your retailers well:

For the first few months retailers won't be interested. Stoves are usually heavy and they take up a lot of valuable shop space compared to nesting buckets, basins and other kitchen equipment. Nevertheless, using established retailers is an essential component of successful *sustainable* scaling up. Ideally you could try supplying retailers on a buy back basis: whatever they don't manage to sell, you buy back from them. However, the retailer has to pay up front for the stoves, so this rarely works in the early stages since they are uncertain that the stove will sell. Providing initial stock on a sale or return basis seems to be the best compromise. With sale or return a small batch of stoves are delivered, if they sell them then they pay full wholesale price, if they can't sell them then they give the stoves back. Some chasing around for cash from sales made by less reliable retailers is inevitable, but consider it as self selection: any retailers that cause more than minor problems can be dropped early, and you can concentrate your efforts on the more reliable ones. Supplying retailers with an initial stock for free is to be avoided at all costs—there will be no way to judge the reliability of the retailer, stoves will be sold far below cost price, and the market for stoves in that area will be spoiled. It will also be necessary for the project to collect from manufacturers and deliver to retailers in the early stages, but as sales build, it will be possible to link good retailers with manufacturers, allowing them to sort out their own transport arrangements. Retailers should be visited regularly and rewarded for high sales with t-shirts, caps and other promotional items. They are your link to customers, and you will need to cultivate a good relationship with them so that they will assist during monitoring exercises. During the first year of the project in Ghana we were working with 261 retailers in Accra and Kumasi; however, as project assistance in the form of sale or return supply and transport was removed this dropped to only 62 retailers. Interestingly, total sales dropped by only 31% and after 3 months it had returned to previous levels. If a good foundation of committed manufacturers linked to dynamic retailers has been laid, and a strong demand created, then sales – and, more importantly, benefits – will grow without further subsidy.

Pay your sales agents on a commission basis:

This is not a normal NGO approach but it is essential. Do not hire staff with NGO experience for these posts; choose sales staff from the commercial sector with extensive and successful commission-based sales experience. Give them targets and bonuses if they reach them.

Beware of projects bearing (your stoves as) gifts

It is very tempting to boost sales by supplying batches of stoves to not-for profit organizations; unfortunately most of the stoves will then be distributed free or at a subsidized price. This short-term surge in sales does nothing to build the commercial supply chain that is essential for sustainability. In the long term, distributing stoves in this way will weaken the supply chain since it does not incorporate retailers, and does not build linkages between them and manufacturers.

Use it!

Cook a variety of meals with the stove at home and in the office from time to time. You will then become more familiar with its performance, and better able to interpret, and respond to, any feedback from users.

See for more articles of Boiling Point magazine and ITDG info: <http://itdg.org/?id=energy>

ENERGY AND THE MILLENNIUM DEVELOPMENT GOALS

by Eric Kamphuis (ETC), heb.kamphuis@etcnl.nl

First issued in Commend magazine no 1

The Millennium Development Goals (MDG) that were adopted in the United Nations Millennium Declaration express the great ambition of 189 countries to join forces to fight poverty, illiteracy, hunger, lack of education, gender inequality, child and maternal mortality, disease and environmental degradation. The relation between energy and the MDGs can be summarized in the following table:

MDG1: Eradicate extreme poverty and hunger by 2015	<ul style="list-style-type: none"> • Clean, efficient fuels reduce the large share of household income spent on cooking, lighting and keeping warm. • Energy can be used to help sowing and harvesting crops and to process and transporting food. • Access to reliable energy services enables enterprise development. • 95 percent of all staple food need cooking.
MDG2: Achieve universal primary education	<ul style="list-style-type: none"> • Access to energy provides opportunities to use better teaching equipment. • Electricity enables access to educational media and communications in school. • Energy helps create a more child friendly environment at school thus improving attendance and reduce drop out rates. • Availability of modern energy services frees up children's time from helping with survival activities so that they can go to school.
MDG3: Promote gender equality and empower women	<ul style="list-style-type: none"> • Reliable energy services offer scope for women's enterprises and allow income generating activities beyond day light hours. • Lighting allows evening classes and help to retain teachers. • Street lights improves women's safety.
MDG4&5&6: Health (Reduce child mortality and Improve maternal health and combat HIV/AIDS, Malaria and other diseases)	<ul style="list-style-type: none"> • Energy is needed to store medicine. • Indoor air pollution from fires contributes to respiratory infections in children. • Provision of nutrition cooked food, space heating and boiled water contributes to better health. • Energy services provide access to better medicine refrigeration, equipment sterilisation and operating theatres.
MDG7: Ensure environmental sustainability	<ul style="list-style-type: none"> • Overuse of fuelwood can cause erosion, reduce soil fertility and desertification, fuel switching, improved efficiency and energy crops can help. • Using cleaner, more efficient fuels reduces greenhouse gas emissions which cause climate change. • Clean energy production can encourage better natural resources management.

Source: presentation by Ms. Lyatuu of UNDP and Mr. Sawe of TaTEDO, February 2005, Tanzania

At the same time more than 2 billion people in developing countries lack access to modern energy services. Their dependence on biomass and the use of inefficient, traditional cooking and heating facilities often puts natural resources under increasing pressure. Economic growth is in many developing coun-

tries hampered by decreasing investment levels in the energy sector and, in the case of rural and similar communities, by a lack of modern energy services, including electricity. Poverty and the access to modern energy services are thus closely related.

The relationship between poverty and energy was explicitly acknowledged in the World Summit on Sustainable Development (WSSD) of 2002 in Johannesburg. The Millennium Goals were reaffirmed in the Summit, but energy, then acknowledged as one of the determining factors of poverty, became part of them.

The Summit stressed the necessity for a firm commitment to joint actions and working together within this perspective. Ways and means were sought to make energy services and resources reliable, affordable, economically viable, socially acceptable and environmentally sound, reckoning with national specificities and circumstances. Enhanced energy efficiency, decentralised energy systems, the increased use of renewables, cleaner liquid and gaseous fuels were to be stimulated. National energy policies and regulatory frameworks were to be developed and put in place. Public-private partnerships have to be developed within these frameworks.

All this financial and technical assistance has to be offered by developed countries. The merging of the Millennium Declaration and the 'energy objective' of WSSD together can thus be understood -in quantitative terms- as an intention to provide one billion (half of two billion) poor people with access to affordable and reliable energy services over the period 2003-2015.

WSSD was less clear to what extent free markets should solely determine the delivery of adequate energy services. The relation between public and private interests proved to be an important issue in the thinking about the future of the delivery of energy modern services. Much emphasis has been put on globalisation and the removal of regulations that inhibit the free exchange of goods and services.

It is in this field that public-private partnerships should play an important role, because a solely 'market-fixated' approach to energy development prevented too often direct support for rural energy, energy efficiency or renewable energy. This message should be communicated loud and clear not only through the Johannesburg Energy Poverty Platform (JEPP), but also elsewhere.

For more articles of Commend newsletter see: <http://forums.seib.org/leap/default.asp?action=68>

As addition to this article, the recent Millennium Project (MP) report "Investing in Development" identifies energy, including electricity and safe cooking fuels, as an essential infrastructure service and part of the "means to a productive life" and is assigned targets and investment. The MP gender equality task force also has a section on energy, focusing on the time burden on girls and women and the health impacts of this burden. See for more info www.energia.org.

THE ACCESS PROGRAMME: ENERGY FOR DEVELOPMENT

by Sarah Adams (Electricité de France), sarah.adams@edf.fr

The [EDF Group](#), a major energy provider in Europe, has made energy for development one of the watchwords of its Sustainable Development policy.

Almost 400,000 people in developing countries have been provided with access to energy through projects which have been either created or supported by the EDF Access Programme.

Energy is today considered to be a vital need and as the largest electricity company in the world, the EDF Group cannot ignore that one third of the world's population does not have access to electricity. The company has therefore decided to contribute to increasing this access and in this way to help in reaching the Millennium Development Goals which were set by the United Nations in the year 2000. EDF's commitment led to the creation of a specific programme in 2001, **the Access Programme**, to initiate, develop and coordinate actions in rural and peri-urban areas in developing countries.

These projects are always set up with other partners, whether institutional (World Bank, UNDP, KfW, Governments – both national and local), industrial (Total, ABB, Nuon, Raps, etc.), EDF affiliates (EDF Energy, Edenor), or NGOs (Siyasizisa Trust in South Africa, Nicolas Hulot Foundation in West Africa, etc.).

The developmental impacts of these projects on the local people and communities are carefully monitored annually by independent experts and the results of these studies will be published on the GVEP (Global Village Energy Partnership – a joint World Bank and UNDP initiative) website.

The EDF Access Programme has set up and operates four Rural Energy Services Companies (RESCOs), two in Mali (at present 2,000 families – average family size between 20 and 80 people – in the future to be extended to a total of 7,000 families), one in Morocco (at present 7,000 families – average family size 8 people – in the future to be extended to a total of 53,000 families) and one in South Africa (at present 3,100 families – average family size 8 people – in the future to be extended to 12,000 families). Three of the four projects are based on Solar Home Systems, the fourth, in Mali, being based on Solar Home Systems and diesel minigrids.

Working in rural areas

These are long-term projects, on average the concessions granted are for 15 to 20 years, and after the initial electrification stage additional accompanying services are provided such as LPG gas distribution, solar pumping and business areas to encourage the development local economic activities. These locally-run companies become in time true rural services companies in areas of the world where these services are almost unknown. This implies creating and maintaining a payment culture in order that these companies become sustainable and viable in the long term.

Local personnel are trained to manage the companies and maintain the equipment, repair and replacement of faulty or worn components being included in the “fee for service” paid by the customers which is calculated to be less than their previous expenditure on energy sources (paraffin, batteries, candles, etc.). At the same time, technological expertise and know-how is transferred.

The structures created by these local companies can then be used by other organisations such as local NGOs in order to support their actions and provide access to these isolated populations, for example to disseminate and communicate information on health and safety.

And in slums areas of some major cities

Through its affiliates, the EDF Group is present in some of the most challenging areas of the world's major cities: Edenor in Buenos Aires (Argentina), Light in Rio (Brazil), Lydec in Casablanca (Morocco) and PNES in Cape Town (South Africa).

Almost 1 billion people are presently living in slums or slum conditions in cities throughout the developing world with the numbers growing by 2-5% a year on average. Traditional approaches to electricity service for these customers have, in the majority, ceased to work for a variety of reasons: low and spo-

radic revenues, high costs, non payment cultures, transient populations, difficult physical service conditions and general insecurity.

The Access Programme is carrying out monitoring and evaluation studies on these populations to assess needs and evaluate results. The Programme is also setting up pilot programmes intended to reduce electricity consumption through demand side management, to improve service quality through prepayment metering and ultimately to reduce the electricity expenditure of the poor.

And though innovative pilot projects

The Access Programme also sets up innovative pilot projects throughout the world working in partnership with the ADEME (the French Agency for the Environment and Energy Efficiency) and their joint NGO FONDEM (the Foundation for Energies in the World).

These projects, which focus on highlighting innovative technologies or organisational models, have already been set up in West Africa, China, Laos and Madagascar. In 2005, two new pilot projects will be set up with the ADEME and EDF's British affiliate, EDF Energy, in India in order to test a biomass gasification model run on a local cooperative basis with the support of local NGOs.

LESSONS FROM INDONESIA, A PARTNERSHIP IN SOLAR HOME SYSTEMS

The Solar Entrepreneur, issue 2

Triodos Renewable Energy for Development Fund has supported a partnership between the largest microfinance bank of Indonesia, Bank Rakyat Indonesia (“BRI”) and one of the largest re- tail solar dealers, PT Mambruk Energy International. The partnership was launched in 2004. Under the pilot phase, 1,500 solar home systems will be sold in 4 separate locations in Indonesia.

The way it works

Mambruk is responsible for sourcing and marketing the solar home system. Upon identification of a potential credit candidate, Mambruk recommends the client to BRI. BRI credit officers conduct a thorough credit evaluation based on its own internal standards. If the credit is approved, Mambruk will install the system, and BRI will pay the full loan amount to Mambruk. BRI will thereafter be responsible for collection of the loan and interest. In the case of a default, BRI has the right to claim the solar home system as collateral and Mambruk provides a buy-back guarantee to BRI on the solar home system. Triodos Renewable Energy for Development Fund comes in to provide some extra comfort by committing a loan to Mambruk so it can meet its obligations that could result from the buy-back guarantee.

A year to prepare

The road to implementation took more than a year. BRI is a large bank and the project required approval and support from various divisions. Solar home systems are generally seen as “consumer goods” and consequently we had to convince the members that solar home systems can also be for productive use: by extending the working hours of, for instance, cottage industries and providing light for studying by children at night. Also, the IT system of BRI needed some adaptation to be able to handle the solar credit scheme.

Lessons learned

Some of the lessons are shared below:

- There is a need to understand and accept that there are differences in mentality between microfinance institutions and solar companies. Microfinance institutions are designed to avoid risks and most have rigid loan procedures and are not eager to innovate, while solar companies want to sell as many systems as possible. There are also two important similarities: (i) serving clients with good products and improve their standard of living and (ii) operate in a profitable way. • It is unavoidable that the implementation of (any) new product requires changes in accounting systems and operations.
- The scheme needs to be designed in such way that it is rationale for both parties and the clients. In practice this means that initially the conditions should be comparable to existing loan products and hence can be implemented easily.

For loads of practical selling tips and first hand experiences, see Solar Entrepreneur magazine on www.freeenergyfoundation.org

PRICE CONTEST

The Solar Entrepreneur, issue 2



Foto: Free Energy Europe

You want to do solar business. But now, how to attract clients? Demo systems in the shop, window dressing, demonstration shows in villages? We invite solar entrepreneurs to share success stories. What works best? A team of experts will select the best idea, and Solar entrepreneur will finance the most effective promotion activity.

See website at www.freeenergyfoundation.org/solarent for more information.

WORLD CONFERENCE 'ENERGY FOR DEVELOPMENT'

by Dutch Ministry of Foreign Affairs
(12-14 December 2005, the Netherland)

The World Conference 'Energy for Development' took place in the Netherlands from 12 - 14 December 2004. The Minister for Development Co-operation, Mrs. van Ardenne and State Secretary for Housing, Spatial Planning and the Environment, Mr. van Geel chaired the event. The conference was organised in co-operation with the Worldbank, the UNDP and the World Business Council for Sustainable Development.

The conference was attended by some 300 delegates, including representatives of national governments, international organisations, business and NGOs. Many ministers responsible for energy from developing countries were present at the conference including the delegates were enthusiastic about the initiative and were positive about the open, constructive and result-oriented atmosphere in which discussions took place. Energy for poverty eradication, energy for economic development, the relationship between energy and environment and health issues and the ways in which public and private investments in the energy sector in developing countries can be increased were the main issues discussed.

In the chair's conclusions Minister van Ardenne and State Secretary van Geel called upon governments, business sector, international development organisations and non governmental organisations to work out concrete commitments for the next cycle of the UN-Commission on Sustainable Development (2006/2007) where energy, next to industrial development, climate and atmosphere will be the topic.



Photo: Free Energy Europe (Nicaragua)

More specifically there was a call for commitments in:

- Widening access to energy services for the poor,
- Mainstreaming energy in the development process
- Improving the health and environmental situation,
- Improving the market conditions in the energy sector,
- Generating the necessary financial means, and
- Better incorporation of energy in the process to achieve the Millennium Development Goals in national policy programmes.

Additional information and about the conference results and the chairs conclusions can be downloaded from the conference website www.energyfordevelopment.org

INTERNATIONAL CONFERENCE FOR RENEWABLE ENERGY, BONN 2004

Between 1 and 4 June 2004, Bonn played host to guests from all over the world. 3,600 participants followed the German Government's invitation to attend the International Conference for Renewable Energies – renewables 2004 in order to address the two central issues: How can the proportion of renewable energies used in industrialised and developing countries be substantially increased? How can the markets for renewable energies be better developed?

The international conference for Renewable Energy 2004 has adopted the following outcomes:

A Political Declaration containing shared political goals for an increased role of renewable energies and reflecting a joint vision of a sustainable energy future, which provides better and more equitable access to energy as well as increased energy efficiency. See:

www.renewables2004.de/en/2004/outcome_declaration.asp

An International Action Programme, including actions and commitments by governments, international organisations and stakeholders. Responding to the "Call for Actions and Commitments" that was published before renewables 2004, conference participants contributed to the Action Programme with voluntary commitments to goals, targets and actions within their own spheres of responsibility. See:

www.renewables2004.de/en/2004/outcome_actionprogramme.asp

Policy Recommendations for Renewable Energies that can be of benefit to governments, international organisations and stakeholders as they develop new approaches and political strategies and address the roles and responsibilities of key actors. See:

www.renewables2004.de/en/2004/outcome_actionprogramme.asp

CALENDAR

Events in the field of 'energy services to poor people in the developing world':

- 4-5 May 2005 GVEP Asia Regional Workshop Phnom Penh, Cambodia
This workshop will focus on increasing energy access in Cambodia, Indonesia, Laos, Mongolia, Philippines, and Vietnam. See <http://www.gvep.org/content/calendar/detail/9671>
- 1 June 2005 BiD seminar 'Access to Energy Services for the Poor: How to Develop Commercially Viable Projects?' (15:00-19:00, Amsterdam)
www.businessindevelopment.nl
- 14-16 Sept 2005 Millennium +5 Summit (New York)
<http://daccessods.un.org/access.nsf/Get?Open&DS=A/59/545&Lang=E>
www.un-ngls.org/MDG/unaction.htm#1
- April 2006 14th Session of the Commission on Sustainable Development (CSD 14)
Themes:
- Energy for Sustainable Development
- Climate Change
- Air Pollution / Atmosphere
- Industrial Development
www.un.org/esa/sustdev/csd/csd13/csd13.htm
- April 2007 CSD 15
Themes: see under CSD 14.

Check for smaller local and regional events also <http://www.hedon.info/goto.php/events.htm>.

CALL FOR CONTRIBUTIONS

In future JEPP newsletters we will provide the opportunity for JEPP partners to contribute articles, information about upcoming seminars, conferences and also offer in each newsletter the opportunity for a JEPP partner to write an article on their organisation, its services, achievements and future goals. We would also appreciate suggestions to improve the newsletter.

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