

Developing Successful CDM Partnerships

**CCPO Trade Mission to  
Kenya and Uganda  
26th - 30th January 2009**

**The Climate Change Projects Office**

**BERR**

Department for Business  
Enterprise & Regulatory Reform

 Department of Energy  
and Climate Change

## FOREWORD

Climate change is the greatest environmental challenge facing the world today. The latest science shows us that climate change is a bigger and more urgent challenge than had been previously understood. The Intergovernmental Panel on Climate Change (IPCC), the world's leading source on climate change information, provides an even stronger link between human activities and climate change and clearly demonstrates the need for urgent action to cut greenhouse gas emissions.

The UK believes the carbon market has a vital role to play, and the world's first national greenhouse gas emission trading scheme was established in the UK in 2002. Since then, the carbon market has grown enormously, with the European Union Emissions Trading Scheme (EU ETS) in place since 2005, followed by the implementation of the UN Clean Development Mechanism (CDM). This mechanism allows for the creation of credits from projects around the world which are purchased by both Governments and the private sector. The growth of the carbon market has resulted in the growth of expertise within the companies working on climate change projects, emissions trading and associated services.

Since the Kyoto Protocol came into force in 2005, the CDM has developed rapidly with over a 1000 projects registered and over 4000 projects in the whole pipeline. In a very short period of time the CDM has mobilised billions of pounds in public and private investment to reduce emissions in developing countries and presents opportunities for innovative partnerships.

However, whilst the number of CDM projects in Africa is increasing there are still relatively few projects in Sub Saharan Africa; the UK Government believes this number could and should be greater. Africa has a number of potential projects especially in the areas such as waste, energy efficiency and renewable energy options; the sustainable development benefits of projects in Africa are often high and there are often suitable methodologies in place.

It is therefore with great pleasure that the UK Climate Change Projects Office (CCPO), in partnership with the British High Commission's UK Trade and Investment office and Kenyan and Ugandan Designated National Authorities, bring this group of companies with such broad climate change experience to East Africa for the first time. We invite you to meet the delegation at our seminars and through one to one business meetings, where we hope long-term business partnerships can be developed, benefiting Kenyan, Ugandan and UK participants.

CCPO



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#### **Courtney Blodgett, Projects Adviser**

Courtney is a CDM specialist with expertise in project implementation, writing and technical reviewing of project design documentation, emissions reduction accounting and researching and working on the policy side of the CDM. Courtney has a BSc degree in Environmental Science and Management from the University of Rhode Island and a Masters degree in Environmental Management as part of the European Postgraduate Course in Environmental Management.

Courtney's experience on climate change also includes research and volunteer activities. She is currently seconded to the Climate Change Projects Office from EcoSecurities where she was a Principal CDM Project Manager and delivered comprehensive carbon markets training in China and worked on China based CDM projects.

Courtney's responsibilities at CCPO include:

- Advising UK businesses on detailed climate change projects enquiries relating to Kyoto Mechanisms;
- Planning, organising and taking part or leading CCPO Trade Mission delegations and representing the CCPO at other UK and international events, particularly from a technical perspective.

Courtney has led or participated in missions to China and Ukraine.



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#### **Vicky Elliott, Head of CCPO**

Vicky has been head of the Climate Change Projects Office since mid 2007 and leads and manages the CCPO work programme. She has a Bachelors degree from Cambridge University and an MSc from Edinburgh University. She has worked on environmental policy in various parts of the civil service including the Scottish Executive, European Commission and most recently the Cabinet Office where she supported the Prime Minister's International and European adviser on environmental and climate change policy.

As Head of CCPO Vicky's responsibilities include:

- Setting CCPO priorities & monitoring effectiveness
- Keeping close contact with industry stakeholders, and ensuring CCPO's work programme fits their needs
- Feeding into UK contributions to international negotiations affecting Kyoto mechanism projects
- Attending trade missions and other climate change events to promote the CCPO

Vicky has led or taken part in CCPO Trade Missions to: Central America, South America, Japan, Russia, Hong Kong and China.



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### **Hannah Greig, Business Communications**

Hannah joined the Climate Change Projects Office in May 2008 and leads on CCPO's CDM work in Africa, Latin America and India. Hannah has a Bachelors degree in Environmental Science from the University of Southampton. She has worked in various parts of the UK civil service including the Home Office and Government Office for London where she worked on waste issues in London.

Hannah's responsibilities include

- Organisation of overseas and inward CDM trade missions (except China, SE Asia and the Gulf States)
- Management, promotion and development of the CCPO website and databases
- Production and Management of CCPO business guides.

This is Hannah's first trade mission with CCPO.

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### **Africarbon Ltd**

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### **Kelly Clark, Acting CEO**

Mission Objectives:

1. Raise profile of Africarbon
2. Meet with potential partners and project developers in Kenya and Uganda
3. Strengthen network and identify projects in host countries

Company Info

Africarbon is a commercial company that develops Clean Development Mechanism (CDM) projects in Sub Saharan African (SSA) countries with the explicit goal of increasing Africa's share in the CDM, building local knowledge/capacity for the future and contributing to African development through sustainable economies.

Africarbon (originally called Springboard), was announced in 2007 at the UN Climate Conference in Bali by the UK Environment Secretary, Hilary Benn. The idea for the initiative grew out of a recognition that Africa was failing to participate fully in the CDM.

In response to this call to action, the following institutions joined Defra (now DECC) to form the multi-stakeholder consortium that is now Africarbon:

- Shell Foundation, Standard Bank, REEEP, Barclays Bank, Agrinergy, Climate Change Capital, Norton Rose, Steptoe & Johnson

Africarbon's core services are

1. CDM Consultancy - working with the project developer to handle all aspects of the CDM registration process
2. Agency Service - putting high quality buyers of CERs in touch with project developers to ensure that credits are purchased at the best market price available.
3. Soft Financing - assisting project developers by using the Africarbon network to put project developers in touch with carbon/project financiers in order to assist with project finance / structuring
4. DNA Consultancy - working with local governments to assist them in setting up their Designated National Authority.

**BP**

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**Carlos Barrera - Origination Manager, Emission Assets Business****Mission Objectives:**

In order to comply with European greenhouse gas emissions regulations, BP has established a team to acquire a large quantity of CDM credits. Our involvement in this trade mission will be to establish contact with project owners/developers based in Kenya and Uganda to inform them about BP's carbon offer. The goal will be to begin the relationship building process, and as appropriate, enter into agreements with these companies for the purposes of CER purchases.

**Company Info:**

BP is one of the top 3 leading international energy companies by market capitalisation. With annual revenues of over \$280 billion, BP employs almost 100,000 people worldwide in businesses ranging from oil/gas extraction to refining to trading and marketing. Since its launch in 2005, 'BP Alternative Energy' has been growing rapidly in areas that aim to meet future energy challenges. This department now houses the renewable energy businesses - Wind, Solar, Hydrogen and Biofuels; also it houses innovative businesses to meet growing energy demand such as coal conversion, clean coal, energy efficiency and others.

The Emissions Asset Business within BP Alternative Energy aims to manage the group's long-term compliance position for greenhouse emissions, as regulations proliferate in Oceania, USA, and other regions.

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**Mark Simpson Director (attending Nairobi only)**  
**Paul Keir, Kenyan Director (attending Nairobi only)****Mission Objectives**

To expand our contacts, projects and business throughout Kenya and East Africa

**Company Info**

Co2balance is one of the longest established and most trusted specialist international carbon management consultants in the world. Regularly cited for its quality in independent reports, co2balance provides a total carbon management service from carbon footprinting through consulting on energy efficiency to supplying carbon credits from its own unique brand of projects including CDM. We currently operate in East Africa and are looking to expand our sphere of business in that part of the continent.

**EcoSecurities**

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**Aaron Senanu, Senior Project Manager (East and West Africa Sub-Regional Director)****Mission Objectives**

- To promote the carbon market in Kenya and Uganda
- To network with potential Kenyan and Ugandan developers

**Company Info**

EcoSecurities is a world leading company in the business of sourcing, developing and trading carbon credits. EcoSecurities structures and guides greenhouse gas emission reduction projects through the project cycle, working with both project developers and buyers of carbon credits.

EcoSecurities has experience with projects in the areas of renewable energy, agriculture and urban waste management, industrial efficiency and forestry. With a network of offices and representatives in over 25 countries on five continents, EcoSecurities has amassed one of the industry's largest and most diversified portfolios of carbon projects.

Utilising its highly diversified portfolio, EcoSecurities is able to structure carbon credit transactions to fit any buyers' needs, and has executed transactions with both private and public sector buyers in Europe, North America and Japan.

Working at the forefront of carbon market development, EcoSecurities has been involved in the development of many of the global carbon market's most important milestones, including developing the world's first CDM project to be registered under the Kyoto Protocol. EcoSecurities has been at the forefront of all significant policy and scientific developments in this field.

EcoSecurities Group plc is listed on the London Stock Exchange AIM (ticker ECO).

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**Ashington Ngigi, Managing Director IT Power East Africa****Mission Objectives**

To establish business connections with companies operating in the regime of carbon finance.

To explore CDM-related project opportunities in East Africa

**Company Info**

IT Power is a leading sustainable energy company, which specialises in renewable energy technologies and energy policy, and related economic, financial, commercial and environmental work. Since its formation 27 years ago, IT Power has completed over 1000 projects in more than 100 countries.

IT Power offers CDM consultancy services throughout the CER delivery process from project identification and screening, PDD development, validation, through to registration and post-registration monitoring and management. Finished and on-going projects cover a wide spectrum of technologies including wind, biomass, hydro, industrial waste heat recovery, coal mine methane, landfill gas and biomass. IT Power has been involved in the CDM since inception, including the first ever wind project in China and the first ever coal mine methane (CMM) utilisation project in China.

IT Power is also able to offer services for CDM technical due diligence, having conducted due diligence on over 15 projects covering wind, hydro, biomass and N2O abatement for several internationally-renowned carbon credit buyers.

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**Tom Morton, Executive Director, Head of Origination for Middle East and Africa**

**Tom Owino, Vice-President, Projects Origination**

**Mission Objectives**

We are based in Kenya, however we are very interested to meet other developers and buyers in the market and to make further contacts in Uganda through the CCPO.

**Company Info**

J.P.Morgan's Environmental Markets team assists partners and clients through the use of market mechanisms to address the present and future challenges of a carbon-constrained environment. We provide advice and support to companies and project developers in emerging markets to create emissions reduction credits from projects that successfully reduce emissions. The team has considerable experience and knowledge in developing and executing projects in many sectors, including renewable energy, municipal waste management, industrial gases, fuel substitution and energy efficiency.

The team has dedicated experts based in New York, Washington DC, London, Sydney, Nairobi, Ankara, Tokyo, Mumbai and Santiago.

J.P.Morgan acquired ClimateCare, one of the world's leading carbon offset developers and retailers, in April 2008 - some 10 years after its foundation. This allows us to operate effectively in both the Compliance (CDM) and the Voluntary carbon markets, developing and selling high quality emission reductions, in end-to-end structured commercial transactions that are tailored to the specific needs of our partners and clients.

J.P.Morgan is the world's largest bank with a capitalisation of US\$ 1.3 trillion. In a market dominated by turbulence, counterparts can gain significant benefit from contracting with a company of this financial scale.

We have had an office in Nairobi to originate projects from the African region since early 2007 and have a number of projects going through the CDM and Voluntary Market cycles.

## **CONTACTS POINTS:**

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UK Trade and Investment (UKTI) is the government organisation that helps UK companies succeed in international markets and overseas enterprises seeking to locate in the UK. UKTI East Africa covers Kenya, Uganda, Tanzania and Ethiopia, we have an office in each of these markets based at the British High Commission/Embassy. We offer a variety of services to UK companies looking to set up in our region including market research, identifying partners or distributors and organising seminars and/or product launches, amongst others. We also assist local companies in each of our individual markets looking to source products and services from the UK.