

Newsletter

Young Energy Specialists and Development Co-operation

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FROM THE CHAIRMAN

It is always a good thing to sit back and take a look at what is happening around you and what has been going on. This is true not only for the end of the year, but somehow this time of year does stimulate this kind of reflection. So please make sure you are sitting comfortably, and have a look with me at what has been happening within YES-DC lately. I hope you can look back on the past year with a very positive feeling, as I certainly do!

The past few months have been very well filled with activities for YES-DC members. A quick update on events of the past few months. There have been very interesting discussions on topics that are relatively new to YES-DC: on technology and behaviour, and on E-commerce. These events attracted a number of members we don't see often at events concerning 'typical' YES-DC subjects that have a stronger link to development co-operation - so we think we are meeting a demand by making a larger variation in topics. You can find more about these discussions in articles further on in this newsletter.

An excursion to Germany was another major event. Not only did we visit the Shell Solar cell factory in Gelsenkirchen, which was our first goal, but we also had a presentation on the German PV programme, and we visited a 1 MW PV installation nearby. Definitely interesting- take a look at the article I have written on this trip!

And then of course there was the COP! The Climate Conference in The Hague was the most important event concerning energy and development co-operation this year (even though the outcome was rather disappointing), and of course YES-DC wanted to link an event to this Conference. A number of enthusiastic members organised a day-filling programme, starting with introductions to the history and 'crunch issues' of the COP, followed by a visit to the conference site of YES members where we could walk around between the representatives, NGO's and journalists, a very good discussion in the evening and finally the unofficial COP afterparty. This event attracted a large number of YES members, and also people from outside YES. We all had a wonderful day! The 'feature articles' in this newsletter prove that the IPCC was very right in accrediting YES-DC.

The group of YES members who have been in discussion with the World Bank since last year have also had a very active and productive period. A proposal for the organisation and financing was finalised with input from Uganda. Wim Klunne will tell you all about YES-Uganda and YES-Africa in this newsletter.

That brings me to a rather sad subject: Wim is leaving us as the YES-DC Newsletter editor. Luckily, he won't disappear out of sight from YES- as he will be the president of YES-Africa. Wim has edited the YES newsletters since the very first edition, and has been the major thrust behind the evolution of the newsletter. Thanks Wim!

So- if any of you wants to take over this job as editor (or a group would like to form an editorial committee), please contact one of the board members. We are doing our best on this newsletter, but we are afraid that we have too many other things to do for YES to keep the newsletter going in its current shape and volume. We are always open to new ideas on communication - which does not only account for the newsletter, but also for email contacts. Email is the most frequently used communication means between YES-DC members- we use our list-server to let you know which activities you can expect, and to disseminate information on job openings, as well as spreading information or questions we receive from YES- members. Because a number of YES members indicated that they would enjoy having the opportunity for discussions and information exchange on a more open basis- we are now in the process of setting up a separate email-group for this. We hope you will all use this group to exchange ideas, information and questions on energy and/or development co-operation. The existing email list will remain for all formal communications from 'the organisation YES-DC'- such as invitations for YES-DC activities. You will receive more information about this soon!

We are not only looking back in this newsletter, as you can see. We have lots of plans for the coming year, and hope you will take part in activities and discussions to come. Please let us know if your reflection on the past year has inspired you for ideas for events or discussions or any improvements for YES-DC.

On behalf of the rest of the board:

All the best for the year 2001 and we hope to hear from you and see you at all our YES activities!

Annemarije van Dijk

WANTED: NEW BOARD MEMBERS

Most of the current board can't get enough of running YES-DC, and would like to stay on the coming year. Two of us are leaving the board. So anyone who would like to take on an active role and exercise influence on YES-activities: please let us know you would like to be a candidate for a board function. Candidates are appointed to a board function by the general meeting, which will be held in March or April.

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E-COMMERCE FOR UTILITIES

By Jeroen van der Linden

A YES-DC lecture with a non-typical subject was organised on the 1st of November, 2000, where the role of eCommerce in modern society was discussed. Special reference was made to the potential for utilities in the ongoing liberalisation of the electricity market. Without getting your business involved in eCommerce, in the long run you might end up lost. At least, that's according to Geert van der Goor of Andersen Consulting. His motto: "think big, start small, scale fast!"

Introduction

Before highlighting the term "eCommerce", Jan-Willem Martens, YES-DC board member, gave some background information on liberalisation of the electricity market in the Netherlands. He explained that currently only the market for bulk users is liberalised. Middle class is to follow in 2002; the small users in 2004.

Models presenting effect of liberalisation of the small consumer market show an increase in kWh-price for these customers. This results from the fact that, despite lower generation costs, the energy tax (so-called REB) increases. Yet, eCommerce is said to result in lower kWh-prices for the end-consumer, because of the way the services are being offered: eCommerce through new business models.

eCommerce

Geert van der Goor of Andersen Consulting is a firm believer in the endless possibilities of eCommerce in modern business society. According to Geert, eCommerce entails:

-10% "e"

-10% hype

-80% Commerce

The "e" is the main driving force and core of the business: electronic use of communication media has vast potential of being fast, reaching wide and reducing costs.

For example, via eCommerce you can put your organisation in business in just a few hours by using the Web, reaching out and offering your services to a worldwide public. In addition, on-line communication is reducing transaction costs in the "order-of-magnitudes". Prove comes in by looking at travel agencies (internet-booking) and the financial sector (on-line bank transactions),

were on-line business deals cost you less. This is where commerce, the business, comes in...

New business models

-The commercial side of the eCommerce is about exploring and exploiting new markets, facing -new competitors, applying -new business models, and adapt to -new ways of working. All in all, it provides some challenge! But what exactly is meant by "new business models", specifically in relation to utilities?

To this end, Geert presents 3 types of business models, boiling down to three distinguished institutional groups: sellers, a market, and buyers. Each of these groups make use of eMarket channels, enabling them to attack inefficiencies and redundancies in marketing systems.

The models are briefly explained below:

1) Seller driven business models

In this model, sellers offer self-serving channels or eBusiness infrastructure to procure for products and services.

2) Market driven business models

This refers to the market as a virtual trading place, or to a place buyers and sellers are matched "real time".

3) Buyer driven business models

Here, buyers are e.g. buyer agents or buyer consortia (like "letsbuyit.com"). Also, reverse auction may take place. Reverse auction is the contrary of auction (where buyers bid on a supplier's excess), and refers to suppliers lowering their price from the buyer's original bid on goods or services until the auction ends (i.e., bid-out contracts, spot-buys).

In the eMarket, it is known that competition is not so much between products and services, but between the different types of business models.

Potential for utilities

By setting-up alliances and joint ventures, forces can be combined to corporate and complement services. This paves the way for "uncommon" strategies undertaken by utilities in order to improve their business performance and service provided. For example, utilities may want to enforce traditional energy suppliers to rethink their retail strategy, i.e.

are we making money on selling energy to customers or are we making money on customers buying energy?

New Comers, or "first movers" in the market of eCommerce already showed some considerable benefits in terms of revenue enhancement; cost reduction; asset intensity reduction (working capital, physical infrastructure); and service improvement. It is expected that some 26% of all revenues from the utility sales comes from eCommerce in 2003 (for comparison: for computer electronics, this figure is expected to be 39%).

Because of the dynamic and potentially risky (even instable) nature of market activities, utilities have to think big (e.g. combine different services offered), yet at the same time start small in order to be flexible and adapt to changing circumstances and conditions. Then, they have to scale fast in order to become successful players in the eMarketplace.

Successful examples

Several examples show the potential of success for utilities and customers. Check out their respective websites!

GreenMountain.com (US) gives environmentally conscious customers advice on energy, transportation, investing, consumer goods and education. On the website, residents of California and Pennsylvania can sign up for 95% or 100% 'nuclear and coal free' energy.

BuyEnergyOnline.com (UK): operates an online reverse auction where UK businesses can source gas and electricity:

- Customers state their energy requirements (volume per site, number of locations, payment method, invoicing requirements, optional: load profile, etc.)
- Suppliers place bids on a customer specified energy demand in an auction window of seven days.
- When the customer accept a tender, the contract is executed offline, direct with the supplier.

GasenLicht.net (NL) is a Dutch buyer agent that facilitates the energy buying process of commer-

cial and residential consumers. Their future offerings include -information about the cheapest energy supplier; -convenience of having all the purchase information in one place; -tariff information and calculation; and -energy news.

Yellowstromenbw.de (Germany): The EnBW-Group has set-up Yello Strom (without the "w"...), a daughter company which is offering low-price electricity to the mass German market.

Essential.com (US): negotiates on the customer's behalf with services suppliers to save the customer money. It provides the customer with a web-based control centre for managing essential services. Furthermore, it

issues a single monthly online bill for all the services (i.e. home security, internet dial-up, natural gas, cellular, weather insurance, etc.).

Impact on utilities, customers and environment

Already in the US, the impact of eCommerce can be made visible. Where eCommerce revenue amounted to a small US\$ 12 billion in 1999 for the gas & electricity utilities, the use (and revenues) of eCommerce is clearly growing exponentially at the moment. It is expected that in 2004 a rough US\$ 266 billion will be earned with on-line services in the utility sector. Apart from the perceived financial benefits for the utilities, from the presented examples it can be said that customers benefit from

eCommerce by getting better services for lower tariffs. What this means in terms of environmental benefit - given the fact that "green electricity" is still the most expensive type of electricity supply for customers to

Conclusions

eCommerce offers a big potential for businesses like utilities, as well as for customers. If utilities want to step into the eCommerce, a long-term commitment is needed. Starting -eBusinesses need to move at 'eSpeed' to gain experience, build momentum and develop capabilities, but adapt direction swiftly if necessary - 'learning by doing'. Their strategy should be based on the approach of 'think big, start small, scale fast'. In applying this approach, there need to be a focus on the customer.

GELSENKIRCHEN

by Annemarije van Dijk

On the 20th October YES-DC visited a solar cell factory in Gelsenkirchen, in Germany not far from the Dutch border. This factory belongs to Shell Solar Deutschland GmbH, and was just taken into use this year. The factory did not look like a 'normal' factory at all. The main entrance was a very flashy solar PV porch, behind which a meeting room and demonstration area and some offices lead to a big brand new shiny hall with just one production line and a table.

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The production line was not running, for maintenance it was said (although some of us had heard rumours about unavailability of

wafers). This may have been an advantage for us, because the production manager showed us all the steps of the production line in detail.

The solar cell factory makes wafers into cells, which can then be built into modules. The process starts with 0.3 mm. thin silicium wafer squares.

These are placed onto the conveyor belt by a robot arm, and then handling is avoided as much as possible, as handling is the man cause of breakage. The (12.5 x 12.5 cm) squares are etched to remove all irregularities, doped, and coated (this is the point where the grey sheet turns bright blue). Then the metal rectangular pattern is applied for conductivity.

The process is still being optimised -



for example to increase the energy yield of the cells- by varying production temperatures, throughtimes etc. - this means that the characteristics of the cells can vary. The cells are tested and sorted according to energy yield.

At a table in the spotlessly clean hall six people were continuously soldering

conductive strips onto the cells, which were then placed into boxes to be made into modules at the Shell factory in Helmond, the Netherlands.

This was not the only interesting part of our tour in the Shell factory. I enjoyed having a look in the demonstration and education areas very much. Here all kinds of 'games' were set up- showing things like how the yield of PV varies with inclination and positioning towards the sun, how the inverters 'catch' the yield, and how the cells are built up.

The YES day-programme also made sure we learnt something about the implementation issues of PV. Frank Wouters from Ecofys, Germany, gave a presentation which also gave a good impression of the booming renewables sector in Germany. The new subsidy programme in Germany is based on the utilities paying commercially interesting prices for decentrally produced renewable energy. For PV 0.99DM is paid per kWh.

After a very elaborate lunch, we went to see a IMW PV production facility in Herne. This turned out to be integrated in the roof of a beautiful building. An enormous glass 'Greenhouse' made a Mediterranean climate in which a number of buildings were surrounded by large stone 'gardens' (Continues on p.5)

MEMBERS' MIND

Dear Frank,

In "Members' Mind" of the last newsletter you opened a discussion on the accountability of donor money and the persons working for it. An interesting discussion indeed and it triggered some thoughts I would like to share with you.

If I recall it correctly, your argument is that a person who buys a PV system in a commercial market, has freedom of choice and will spend it according to his priorities. On the opposite donor money often seems to be spent on well-meaning but very expensive consultants/NGOs with unclear added value and the money may never reach the end-user. You ask two questions: 1) if all that money would be given to the target group, instead of being spent on consultants and the like, would not the income for that day of over a thousand people double? 2) If they would have it, would the end-user then still spend it on all those expensive experts?

Let me first answer your first question: The answer is "no": Donor assistance is around US\$50 billion per year (and declining). Spread over 2 billion poor people, that makes US\$25 a person a year, a mere 7 cents a day. That won't hardly help to alleviate their daily hardships.

However, much more important than this simple arithmetic, is your next question. Also here I disagree with you: your commercial venue or handing out money is not going to change a poor man's life. It is an old argument: "trade not aid" *. Reality is a bit more complex. Private sector has only helped the more developed countries (notably in Asia) and only serves established markets. We all know, rural electrification is a social policy, private sector will only target com-

mercially viable opportunities and not solve the energy problems of the rural poor.

What the real issue is in poverty alleviation, is the question how we can develop the enormous potential wealth contained in every human being and which is far greater than the 7 cents a day you want to give them. That is a matter of educating them, of providing jobs of changing structures by developing appropriate institutions. In short, you need human and social investments, implemented or guided by governments and NGOs, who make in turn use of consultants and NGOS.

Human development is all about understanding human interaction, technology is not the issue. A piece of hard-ware is easily sold, but "the process of learning to understand, replicate and utilise the technology, including the capacity to choose it and adapt it to local conditions and integrate with indigenous technologies"*** is what really makes the difference. If you take Uganda, the PV market there really started after a number Ugandans had the opportunity to go the USA and be trained in solar technology. When they returned they started their own local PV businesses.

NGOs play also an important role in asking for transparency and democracy to ensure the participation of poor people in the decision process, which is much more effective in making their voices heard than providing them with an additional 7 cents a day. These are all efforts promoted by donor assistance whose benefits are not direct but come in the long run, but that does not mean that it's not worth trying.

Hence, Frank, I hope to have relieved your anxiety a bit, by pointing out that donor assistance and the associated consultants do have an added value. Private sector is no alternative for donor

MEMBERS' MIND

In this issue of "MEMBERS' MIND", Jan-Willem Martens responds to the letter Frank van der Vleuten sent in. All members are invited to write a letter to our editors and to express their ideas and feelings about energy and development cooperation, or to write down their reaction to one of the earlier published open letters.

We hope that this letter will again generate some reactions among our members and start of a lively discussion. Don't hesitate to send in new topics!

You can send your comments or open letters by e-mail to burger@ecm.nl. All letters will be placed in the next issue of the newsletter - though the editors do reserve the right of reservation

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assistance, but the two are complementary.

Jan-Willem Martens

* For a further discussion of international financial flows in relation to technology transfer, see "Chapter 2: Trends in Technology Transfer" of the IPCC Special Report on Methodological and Technological Issues in Technology Transfer (SRIT).

** See IPCC-SRIT, p. 3 of the Summary for Policymakers (downloadable from www.ipcc.ch)

Gelsenkirchen (cnt'd from p.4)

with trees in pots. The PV modules in the roof were all double-glass Pilkington modules with space between the cells. Because the modules have different spacing between the cells a 'natural' effect of clouds with varying shadow is obtained. Very impressive!

From cell production to architecture - all in all a very complete day-programme, which was not only interesting, but fun as well. And seeing the possibilities of large scale PV in architecture, I hope there will be a time when PV is so cheap that electricity produc-

tion facilities will all be as beautiful as the one we saw in Herne!

Annemarije van Dijk

MET YES NAAR COP-6

DOOR ALEX DE RAAD

Vrijdagochtend 17 november net na de ochtendspits met de trein naar Den Haag. Jaha, als volledig gemotoriseerd jongere oudere (of is het stiekem al oudere jongere, dat vergeet ik telkens) denk ook ik wel eens aan het milieu. Vandaag staat een bezoek aan COP6 op het programma. Gelabeld als 'Observer Emission Trading' mocht ik, onder de veilige vleugels van YES-DC, eens de sfeer opsnuiven in deze politieke arena.

Maar alvorens het zover was werden we door het organiserend YES-comité opgevangen in de stationsrestaurant van Den Haag CS. Onder het genot van koffie/thee kregen we eerst een toelichting over datgene wat op ons te wachten stond. We startten met de stoomcursus 'ontstaansgeschiedenis van COP6' gegeven door Dyan Phylipsen. Volgens gaf Hugo een korte uitleg over de partijen die aan de onderhandelingsstafel zaten en in grote lijnen de hun agendapunten voor COP6. Tot slot gaf JanWillem B. tekst en uitleg over de gehanteerde nomenclatuur, naar bleek een niet onbelangrijke handreiking. De rode draad gedurende deze leermomenten (c.q. herkenningfase) bestond uit Monique die de sprekers inleidde en ons inlichtte over de gang van zaken op COP6. Na zo'n anderhalf uur te zijn gebriefd over de 'inenouts' kon ons COP6-avontuur beginnen en vertrokken we met de tram naar het Congresgebouw.

COP6 werd georganiseerd rond drie 'thema's': klimaatonderhandelingen (achter gesloten deuren), site-events (openbaar) en informatiestands (van voornamelijk NGO's betrokken bij het onderwerp klimaatbeleid). Vlakbij het Congresgebouw waren nog een aantal stands opgebouwd waar bedrijven met hun 'duurzame' technologieën konden pronken. Het leek mij interessant om het onderhandelingsproces een keer mee te maken. Helaas bezat mijn badge niet de juiste kleur (groen in plaats van rood). Als vervanging heb ik een andere meeting mogen meemaken van de 'Contact group on guidelines un Articles 5, 7 and 8 of the Kyoto Protocol'. Het was de bedoeling dat in deze vergadering de onderwerptekst m.b.t. het advies van de 'Subsidiary Body for Scientific and Technological Advice' aan de COP6 zou worden aangepast. Voor dit doel was een enorm videoscherm geplaatst waarop deze tekst in Word werd afgebeeld. Blijkbaar met de bedoeling om realtime de ontwerp tekst aan te passen. Dit proces verliep zo snel als stroop en had verduidelijkt veel weg van een cursus Word. De voorzitter zag de gang van

Young Energy Specialists and Development
Cooperation Presents



DEBATE & DANCE

THE UNOFFICIAL ORIGINAL CoP-6
AFTERPARTY

Starts Friday November 17th at 19:30 hrs

zaken na zo'n half uur ook niet meer zo zitten want hij verdaagde de zitting tot een later tijdstip op de middag en in een andere zaal. In de hoop dat het dan zou vlotten? Ik wist genoeg en was blij dat ik de luxe had om 's-avonds voor de buis het onderhandelingsresultaat van die dag kon vernemen (in plaats van aanwezig te moeten zijn).

Verder heb ik het site-event van EZ en Senter-International bezocht waarin de Eru-PT guidelines werden toegelicht. De doel van de Nederlandse overheid is om 50% van de totale broeikasgasreductie te kopen in het buitenland tegen lagere kosten (10 tot 20 gulden per ton) dan de reductiekosten in eigen land (ongeveer 40 gulden per ton). Onder het JI-programma betreft dit financiële steun van de Nederlandse overheid voor niet kosteneffectieve investeringen in Oost-Europese projecten. Op deze wijze worden dus Eru's in het buitenland gekocht. Alvorens financiële steun wordt verleend moet een projectontwikkelaar, via een zogenaamde baseline- en monitoring studie (B+M-studie), een inschatting maken van de Eru-prijs door informatie te geven over: (i) de verwachte volume van de reductie, (ii) de kans is dat deze reductie daadwerkelijk gehaald wordt, (iii) de wijze waarop wordt gemeten wat de daadwerkelijke reductie zal zijn gedurende de budget periode (2008-2012) en (iv) in hoeverre het project zonder extra financiering onrendabel is (lees zonder subsidie deze reductie niet zou plaatsvinden). De Eru-PT guidelines (ontwikkeld door ECN) geven daarbij aan op welke wijze

deze B+M-studie moeten worden uitgevoerd.

Op 17 juli 2000 had Senter 26 expressions of interest ontvangen van bedrijven over de gehele wereld. Negen bedrijven zijn uitgenodigd om een voorstel in te dienen waaruit moet blijken wat hun Eru's kosten. De deadline voor proposals is 15 februari 2001 met een totaal reductiepotentieel van ongeveer 9.1 miljoen ton CO₂-equivalenten en een totaal investeringsvolume van ongeveer EUR 495 miljoen (ongeveer een miljard gulden). Uitgaande van een maximale Eru-prijs van 20 gulden zal maximaal een kleine 20% worden gefinancierd door Senter. Het betreffen projecten m.b.t. CHP, biomassa, landfill, herbemossing, wind energie en waterkracht. Interessant ook is wie de uitverkorenen zijn. Helaas, dit is vanuit concurrentieoogpunt nog vertrouwelijke informatie (voor wie geïnteresseerd is moet de site van Senter in de gaten houden, www.senter.nl/erupt).

Aan het einde van de dag heb ik me nog op de Technobeurs laten informeren over de brandstofcel met ammoniak reformer voor toepassing op schepen met veel utilities (t.b.v. energievoorziening op het schip). Leuke en (zo op het oog gezien) minder vervuulende technologie ten opzicht van stookolie gedreven aggregaten. Over ongeveer vijf jaar moet deze technologie marktrijp zijn. Maar of ze kunnen concurreren met dieselaggregaten betwijfel ik (bijvoorbeeld meerinvesteringen i.v.m. hogere veiligheidsmaatregelen ammoniakopslag). En als reductiemaatregel komt deze techniek, in de internationale scheepvaart althans, waarschijnlijk ook niet in aanmerking. Immers, voor zover mij bekend, wordt de uitstoot van de internationale scheepvaart (en luchtvaart) niet meegerekend in de nationale CO₂-balans. Met andere woorden een leuke techniek (en ook leuke dames van de PR trouwens), maar toch maar een andere toepassing zoeken? De meneer van Zevco had er toch alle vertrouwen in dat het goed zou komen.

Verder werd ik door een heel vriendelijke meneer van StatOil gewezen op hun fabuleuze CO₂-opslag technologie. Dit houdt in dat je gewoon fossiele brandstoffen (van StatOil?) kunt verbranden en dat StatOil de CO₂-emissies dan voor je dumpst in een of ander uitgeput gasveld. Wat mij betreft een flauwekul techniek m.b.t. duurzaamheid. Hooguit kan het een rol vervullen in het transitieproces naar een duurzame energievoorziening. Dat is prima, maar verkoop het niet als een schone

technologie.

Zo rond een uur of zeven, m'n hoofd gevuld met indrukken van COP6 en een pizza en wijn achter de kiezen, was ik wel toe aan een dut. Maar het hield niet op (gelukkig maar). YES had namelijk een heus after site-event georganiseerd in Havana,

een kroeg zo'n beetje tegenover het binnenhof (zie ook volgend artikel). Drie forumsprekers waren uitgenodigd om hun visie over en indrukken van COP6 uiteen te zetten. Hierdoor veel leuke in-side info over COP6 en een leerzame discussie aan de hand van een vijftal stellingen. Ongetwijfeld zal Hugo hierover uitgebreid verslag doen, dus hier zal ik jullie verder niet mee vermoeien. Ook de indruk van de

afterparty zal van zijn hand moeten komen. Voor mij was het, rond half elf, tijd om met een trein naar Alkmaar te zoeken.

Monique, Hugo, Jan-Willem B. en Irma Jan-Willem M. bedankt voor de uitstekende organisatie!

Alex de Raad

Due to editorial oversight this contribution was made in Dutch. The editors apologise for any inconvenience incurred and offer free oral translation to anyone who may so desire.

THE UNOFFICIAL COP-6 AFTERPARTY



- Liam Salter, WWF, European Policy Office
- Louise Aukland, Ecoscurities

And indeed, all ingredients led to a most interesting and lively debate. Below you will find a brief summary of the content of a truly excellent evening. Thanks to a sublime chairman (big up Jan-Willem), the debate centred around three propositions but also explored different aspects of environmental policy, touching some interesting side-issues.

Don't Sink the Protocol

Liam expresses his concern about what the WWF calls a serious threat to the protocol. There is much uncertainty about the storing capacity of sinks, for instance of forests. (and then, what is a forest? what is a tree actually?) If sinks get an important place in the protocol then a real necessary fundamental change in energy consumption is postponed.

Axel agreed on the objections raised by Liam. He found it really hard to determine the CO₂-storage compared to a 'business as usual' scenario. Which part of the storage is autonomous and which part is extra stored because of human efforts? Nevertheless, though he objected to the use of sinks as a short term CO₂-storage facility, he did spot a role for sinks as storage of CO₂ on the longer terms. According to him, there were definitely ways in which sinks can be made sustainable.

Louise recognised the undermining potential of sinks but at the same time stressed the large contribution sinks can make to global CO₂ emission reduction. She pointed out that twenty percent of global emissions are the result of deforestation.

From the audience, the question was raised to what extent the WWF supports sinks because a further investment in sinks would lead to reforestation - a goal strongly endorsed by the WWF. Liam responds to this by making clear that investment in reforestation should be done without connecting it to the



You can never tell on forehand whether a debate is going to be experienced as original and inspiring or dull and uninteresting. But in this case all omens looked good. For one thing most people enjoyed themselves during the day (read Alex' report for example). Secondly, the location was cosy and intimate. And thirdly the guest speakers seemed happy to attend in this informal atmosphere. They were:

- Axel Michealowa, Hamburg Institute for International Economics;



issue of CO₂ reduction.

No CDM in Africa

This proposition was launched with the underlying assumption that CDM can cause a raise in energy demand in places where before the project, no emissions occurred in the first place. So CDM could provoke emissions, rather than preventing it.

The response of the speakers was unanimous. All three agreed upon the fact that if CDM is not going to happen in Africa, it (the continent) will follow the exact same path of the Western world regarding energy production and consumption patterns. Also they made clear that the implementation of renewable energy technologies in Africa brings about substantial other positive spin-offs.

The third proposition referred to the different badges participants wear at the CoP. While the official delegates of the different countries wear pink badges, others, for instance NGO members like

JUBILEUM BEZINNINGSGROEP ENERGIEBELEID (BG)

DOOR JEROEN VERSCHELLING

Op uitnodiging van de BG waren we met een aantal Yes DC leden aanwezig bij het 25 jarige jubileum van de BG op 14 september in het sjeke hotel Karel V in Utrecht. Hier volgt een korte impressie.

De jubileumdag begon met een meditatief openingsritueel met plenair geneurie, -wrijf en -knisper met doorzichtige papertjes, gevolgd door terug- en vooruitblikken. Vervolgens kwam een humoristisch lied over de goede oude tijd (strijd tegen de kernenergie, enz.), een scherp vraaggesprek van Lennart Booij met Van Dieren en Tuininga, over de vraag of er nou werkelijk wat bereikt was in al die jaren. (v. D. en T. vonden natuurlijk van wel, maar Booij had zich goed voorbereid en liet zich niet zo gemakkelijk overtuigen, het-

Jeroen apologises for not being able to write in English (eds.)

geen resulteerde in een scherp en amusant vraaggesprek).

Na al deze spreektijd voor vernieuwers kwam Fossiel aan het woord: Shell directeur J. van der Veer, vertelde over de 'omslag' in het Shell-denken waardoor ook daar nu in 'energie en milieu' wordt gedacht in plaats van olie en gas. En dat men werkt aan doorbraken op PV gebied want "als die zonnepaneeltjes netzo gemaakt worden als vandaag, dan wordt het natuurlijk niets". Een openhartig verhaal dat zelfs de grootste pessimisten kortstondig deed twifelen. Tenslotte kwam via een videolink een vraaggesprek tot stand met L Schippers, een Amerikaanse energie deskundige met veel kennis over het Nederlandse energiebeleid die in razend tempo een stortvloed aan cijfers afvuurde en en passant grapjes bleef maken over zijn Nederlandse voorouders. Samenvattend was de ochtend een aardige mix van een amu-

sant en informatief programma vol visie en vernieuwende gedachten.

's-Middags waren er een aantal korte inleidingen en werkgroepjes die stellingen moesten opleveren. Stellingen werden in plenaire sessie genummerd en bestickert (alle deelnemers hadden hier toe 3 stickertjes gekregen). Deze stellingen zouden de BG nieuw kruis moeten geven voor de komende 25 jaar.

Als belangrijkste stelling werd geformuleerd dat de BG zich in de toekomst niet meer alleen zou moeten richten op criticaster van het overheidsbeleid maar zich daarnaast meer moeten richten op de marktpartijen. Van 'BG energiebeleid' naar 'BG energie' dus.

Al met al toch een leuke dag die waarschijnlijk in februari nog een staartje krijgt als we zelf een interne discussie avond gaan organiseren bij Yes DC.

3 ENERGY EFFICIENCY IN THE CZECH REPUBLIC experience from the field

BY MICHAEL TEN DONKELAAR

In September 1998 I moved to the Czech Republic to work for SEVEN, a non-profit organisation working in the field of energy efficiency. The main reasons for me to move to the Czech Republic were professional interest in the energy sector in Central and Eastern Europe and personal interest to work in the Czech Republic for a while. As part of my family is from the Czech Republic, I have traveled a lot to this country and I was already equipped with the necessary language skills.

SEVEN is an organisation working for almost ten years in the Czech Republic and has been advising governments, municipalities, international organisations and private firms in the field of energy efficiency. The mission of SEVEN through the years has been to achieve the twin goal of environmental protection and economic recovery of the Czech economy. As

the energy intensity of the Czech economy is more than twice as high as in Europe (caused by the economic structure that is based on heavy industry), the potential of achieving cost-effective energy saving measures is still enormous and often can lead to significant improvement of the local environment.

One of the fields I started to work on in SEVEN, are energy policy studies. SEVEN plays an important advisory role for national and regional government and energy companies in the development in the creation of energy strategies. Except for increasing energy efficiency, privatisation of enterprises and liberalisation of the energy market has become a hot topic. As the Czech Republic is moving towards integration with the European Union, legislation and policy has to be adapted to the EU.

Although an enormous amount of work has still to be done in the field of environmental protection and energy efficiency, one cannot say that little has happened in the Czech Republic and other Central and Eastern European

countries. The Czech Republic was one of the countries that suffered most from environmental pollution during the eighties and early nineties, and immediate action was necessary. In the energy sector this resulted in desulphurisation of coal fired power plants and switch from coal to natural gas for small heating plants. These measures have led to a significant decrease of air pollution in the last few years, although energy consumption remains still relatively high.

However, there is a different approach in energy policy compared to countries as the Netherlands. Ways to save energy and protect the environment have until recently been sought in regulations, standards, emission limits and other kinds of obligations. This top-down structure of environmental policy leaves little possibility for dialogue between the government and the private sector. In several EU countries governments realised that good co-operation with industry is a condition for further improvement of energy efficiency and environmental protection. The system of long-term agreements in the Netherlands is in our

CoP-6 Afterparty (cnt'd from p.8)

the YES-DC members, wear green ones.

Get Rid of the Green Badges!

A real unanimous response arose: green badges do matter! Axel made clear that it is a wonderful result of the path toward a 'civil society'. According to his personal experience, the different interests gathering around the decision-makers have a considerable impact on the process and the outcome. The joint newsletter of the NGO's gathered in the Climate Action Network (CAN), the ECO, is an example of this. Issued every day, this newsletter is sometimes the first thing delegates read when they get up in the morning.

Out of the audience, the remark was made that the presence of the green badges prevented extreme situations

like in Prague, where demonstrators clashed hard with (riot) police. When by accident entering a normally closed area of the congress centre, the person making the remark even saw heavily-armed police forces, ready to roll out in case of severe demonstrations.

Another person pointed out that he had the experience that some delegates sometimes long for strong signals of NGO's, in order to legitimise their own 'green' point of view. In all, green badges were marked as important and influential.

These were some of the highlights of the evening. The debate continued long after it officially was finished,

though after some time, the volume of the music was turned up and the debate moved in to its next and final stage: the after-party. Many of the YES-DC members moved like I never saw them move before. They danced



till closing hours. I could and cannot envision a better-suited ending of a wonderful and special day.

Energy efficiency (cnt'd from p.8)

view a good way to increase energy efficiency in the industrial sector and bringing part of the responsibility for environmental protection to the private sector.

Although regulations play an important role in Czech energy policy, several other instruments are being introduced in the Czech Republic to promote energy efficiency where private firms can play an important role. One of them is Energy Performance Contracting (EPC, also called

Third Party Financing) . The method of EPC is as follows: a so-called ESCO (Energy Service Company) finances investments leading to energy savings for a client through its own resources and after the equipment has been put into operation the client repays the investments through achieved savings on the electricity bill. The ESCO remains responsible for maintenance of the equipment during the time that the client repays the investment and has to ensure that the agreed energy savings are achieved. Energy Per-

formance Contracting is especially suitable when an organisation lacks finances of its own for necessary investments in energy efficiency. Since the early nineties EPC projects have been carried out in the Czech Republic, mostly in schools, hospitals and other public organisations where heating systems were replaced. As most energy systems are in a bad state, new systems present large energy savings, making them suitable for EPC projects (as most clients prefer payback periods as low as possible).

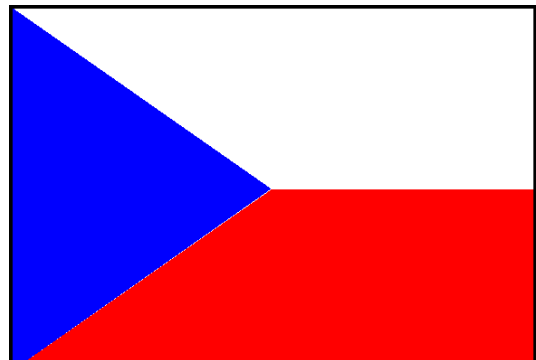
The main problem with a method like EPC is, however, that it is relatively new and people have to be convinced that such a way of financing can work. EPC is more than only installation of energy efficient equipment against a loan, it contains a whole system of installation, regular maintenance and monitoring of energy savings on which the repayments are finally based. Because of the complexity of the EPC method, a lot of organisations are not yet willing to finance projects this way and agree with an ESCO on such a long

term project.

During my stay in the Czech Republic I have realized that the problem with energy efficiency is not so about technology, but about organization and financing. This is of course the case in many countries of the world but it particularly holds for the Czech Republic and other CEE countries. There are many technically skilled people in the Czech Republic and a lot of manufacturers exist in this country that are able to produce all kinds of technologies, from combined heat and power generators to lighting technologies. There is, however, still a lack of knowledge regarding financing and project development, that requires other kinds of skills.

Therefore, the largest challenge in the Czech Republic lies in finding the right partners together that can realise the best kinds of projects gradually leading to a more energy efficient future.

Michael ten Donkelaar
SEVEN - the Energy Efficiency Centre
Czech Republic
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FOUR YEARS OF YES-NEWSLETTERS



januari 1, nummer 1 september 1998

YES-DC officieel een vereniging!

Sinds 30 maart 1996 is YES-DC officieel een vereniging. Op deze datum heeft de oprichtingsvergadering plaats gevonden waarbij zo'n dertig mensen aanwezig waren en waarbij het huidige bestuur aangesteld is. Wie er in dit bestuur zitten kan je lezen op pagina 3 van deze nieuwsbrief waar het bestuur zich voornemt.

De YES-DC nieuwsbrief
Op de oprichtingsvergadering werd door meerdere leden de wens naar een grotere of communicatie te verbeteren door het afzetten van een nieuwsbrief. De nieuwsbrief die nu voor je ligt is characteer een eerste aanzet. Dit nummer heeft een experimenteel karakter in vrommelijke bedoeld als eerste aanzet. Met andere woorden: opmerkingen en suggesties van auteurs van de nieuwsbrief zijn van harte welkom.
De komende nieuwsbrief vindt je voortaan in de vorm van een aankondiging van een of twee YES-DC leden. Ook in volgende nieuwsbrieven zal je die terug vinden, maar dan aangevuld met andere informatie. Zo heeft de redactie een aantal concrete bijdragen in de komende uitgaven voor een relatie met de naam "uitgelezen YESers". Hierin willen we (oud-)leden die momenteel in het buitenland werken

naar het woord laten om te vertellen over hun ervaringen. Daarnaast zal in het volgende nummer een artikel verschijnen over het computerprogramma FASE. Andere artikelen die de redactie in gedachte heeft zijn onder andere: "Nieuw adviesbureau" waarin in ieder nummer een ander adviesbureau op het gebied van energie (en omringende) beschreven wordt.
Naast de al genoemde verlagen en aankondigingen in deze eerste nieuwsbrief, ook een aantal zeer interessante mogelijkheden voor werk voor YES-leden zijn hierin opgenomen (zie pag. 2 en 3).
Vindt u toch je bijdraken niet adequaat genoeg van toe te voegen bij de YES-DC? Het is natuurlijk mogelijk om te komen met andere ideeën, of wil je zelf een artikel aanvragen? Laat het de redactie weten! (Adres zie achterzijde)

<p>YES-DC Postbus 2802 3500 VG Utrecht</p> <p>DRUKWERK</p> <p><i>24 september 1996: thematische duurzame energie in Nederland en ontwikkelingslanden (zie pag. 3)</i></p>	<p>REPUBLIEK</p>
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In September 1996 the first YES-DC newsletter was published. Now, more than four years later, the YES-DC newsletter is still there. We saw a development from a simple by that time WordPerfect based newsletter, via Word to a DTP based newsletter now. A shift from Dutch to English and the provision of digital copies in pdf-format.

From day one of YES-DC, the sunny Saturday morning in Utrecht in 1994, it was felt that communication with and between members is crucial. We started off with e-mail communication, but as by that time not all members were connected to the digital highway, and as a more formal way of communication, a newsletter came into

sight. The first issue was published in September 1996 with as opening article the news that YES-DC was established formally as an association. The main aim of the newsletter was and is to inform members on YES activities by reporting on activities undertaken and by announcing new activities. The first couple of newsletters were distributed as papercopies only, but since the May issue of 1999 digital copies in pdf format were provided as well. Although digital copies are available and quite a number of members do request a digital copy, paper copies are sent to all members. But as digitalisation is increasing, sending papercopies might finally stop.

From the first newsletter I have

been involved actively in putting together all texts that were written by members and outsiders to get a full newsletter. I really enjoyed making newsletters but after 4 years and (if counted correctly)

11 issues I am glad to pass the job of editor over to someone else. I do wish the new editorial committee all the best and hope to receive a lot of new newsletters in the years to come. Because even with all new communication means, faster e-mail and internet connections, a role will be there for a YES-DC newsletter.

Wim Klunne



Newsletter

Young Energy Specialists and Development Co-operation

Volume 5, issue 1

May 2000

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FROM THE CHAIRMAN

Dear all,

In front of you is the last issue of the YES-DC Newsletter by the current board of 1999-2000. At the same time, this is the first issue completely in the English language. This shift from Dutch to English as official communication language is due to the fact that, with our network and contacts expanding, we would like to keep our non-Dutch speaking members also up-to-date.

The change in official communication language is not the only change in which you may have experienced last year, and which you are aware of the new activities and strategic policies set out in the recent past. For example, YES-DC is trying hard to further expand its network (e.g. in USA, UK and its activities (e.g. through the YESA FORTH project) abroad to keep YES-DC members better informed (e.g. by more e-News) and more regular communication via Newsletter and listserve), and to let those members have a more active say in what we actually envisage to do. The latter is done also by interviews via telephone, as was just recently held amongst the members.

Also, your say in how to move on with YES-DC is hopefully increased by presenting you our concept strategy paper. This concept is included in this Newsletter, and we are very eager to hear your comments on it. The next proper occasion to do so would be at the next general board meeting, which will take place on FRIDAY 12 MAY, at the PALMERACHT 89 in AMSTERDAM, for which all of you are invited!

During this board meeting (after which we will explore the night-life in Amsterdam and have a good talk and drink!) also the new board for the coming year will present itself. Most on this board you can find in this Newsletter, but in the meantime I can reveal to you that two members of the current board will withdraw for the upcoming year. These board members are Otto Bos (currently commissioner of finance), and myself.

On the one hand I feel sorry to leave YES-DC, on the other hand I think it is time for someone new to take over. After all, a dynamic young network as YES-DC is, needs a board which stays alert and taps the minds of new and fresh people having innovative ideas! So welcome to these new people and board!

I would like to thank you all for the pleasant atmosphere you as member created, this makes being active for and within YES-DC so attractive. I very much enjoyed meeting and talking things over with you. I appreciate that you are never to shy to trigger controversial discussions. Let us continue doing that!

Also, I would like to thank the current board. Being 'on board' for the last two years (and last year as chairman, I feel I worked with highly motivated people, all aiming to make YES-DC an even more informative network on energy and developing issues, bringing in new ideas and stimulating me with your enthusiasm. Special thanks to Otto Bos, who by now can be considered a 'system' in the board, and to me was a very stable and reliable factor... Otto, did you ever miss one meeting? Last but certainly not in the least, thanks to Wim Klunne, as often you proved to be indispensable and almost inexhaustible, thank!

Leave us wishing the new board success for the coming year. As for you, all members, I hope to meet you all at the upcoming general board meeting in Amsterdam; if not, then surely at one of YES-DC's future events.



Report from the London International YES-DC

P.S. At the board meeting in Amsterdam you will be handed over the newest version of the YES-DC member Directory (guide, so don't miss it!

WATCHING TELEVISION IN A SUSTAINABLE MANNER

THE RELATION BETWEEN TECHNOLOGY AND BEHAVIOUR

On the 7th of September Jaap Jelsma held a lecture on the relation between technology and human behaviour. The central question in his lecture was 'how can the design of a technology influence the acceptance and implementation of a technology?

As we all know technology influences our behaviour. For instance the introduction of e-mail has changed for a lot of us the way we get in touch with our friends. E-mail makes getting in touch with others a lot easier (you can write whenever you like), cheaper (compared to phone calls), faster (compared to sending a letter). As a consequence e-mail traffic grows extremely fast. Humans are lazy creatures. The less we need to do or think the

more we like it. To put it in Jaap's scientific terms, most of our behaviour is driven by convenience. Whether or not we accept a technology is determined by the way we perceive the benefits and costs of changing our behaviour.

Lets take an example out of everyday life. While lying on a couch we zap from one station to another trying to seek nice programs during which we don't have to think. When the time comes to go to bed we don't walk to the thing and push the power button but we use the remote control to switch it off (as a consequence the television set is still on stand-by and therefore using electricity). The bad news is not only YES-DC members are lazy but also technology designers.

They don't think too much about how consumers use the things they designed. As a result of this we have televisions that can be switched off by remote control.

But almost all problems have solutions. Solution 1 YOU LAZY PEOPLE GET OFF YOUR COUCHES AND SWITCH OFF THE TV PROPERLY. 2) Designers should take more into account consumer behaviour and the environmental consequences of this behaviour. They should then use this knowledge to design things in a manner that helps and stimulates people to behave in a more sustainable way.

I like the second solution best!

Paulien van der Hoeven

YES-AFRREI WORKINGGROUP BECOMES YES-AFRICA FOUNDATION!

The last edition of the YES-newsletter reported on the submission of the YES-Afrrei proposal to the WorldBank. Since then this proposal was revised on request by the Bank to incorporate specific milestones. At those moments in time clearly defined objectives will be reached and evaluated and part of the project funds will be released. The revision of the project proposal was done in close cooperation with our Ugandan counterpart at the Makerere University in Kampala.

Only at the end of November the final document was sent to the WorldBank for approval.

By the time of appearance of this

newsletter the YES-Afrrei workinggroup will be transformed in the association YES-Africa. Main reason is the have a formal body to manage the funds that will come from the WorldBank to cover the costs involved in executing the project.

In the mean time the chairman of the workinggroup was invited by the WorldBank to give a presentation on the YES-Uganda proposal during the people's Power Workshop in South Africa at the end of September. Special attention was given to the question whether replication in South Africa would be possible to come to a YES-South Africa. A meeting with

the Department of Minerals and Energy Affairs identified opportunities, but the initiative was clearly put at the South African site.

As a spin-off of our contacts with the WorldBank we were brought in contact with energy specialists in Sweden who would like to found a YES-Sweden! More information on this initiative can be obtained from Simon Kuyvenhoven (simonkuyvenhoven@yahoo.com)

More information on YES-Africa and YES-Uganda can be obtained from the YES-Africa chairman Wim Klunne (wim_klunne@geocities.com)

AGENDA

The last YES-DC activity of the year 2000:

What?

A presentation (with slideshow!) by Marcel van der Maal on his work on renewable energy in Tanzania; followed by The traditional YES- DC kerstborrel (xmas toast)

When?

Friday 15 DEC 19:30

Where?

In the KARGADOOR (oudegracht (aan de werf) 36 tel 030 231 0377, 10 minutes by foot from Utrecht Central Station)

Programme

19:30 Tea/coffee and welcome (Kargadoor)
20:00-20:30 presentation Marcel van der Maal on his work with TaTeDo (a Tanzanian NGO).
20:30-21:00 questions and discussion
approx 21:15: we move to Oudaen (oude gracht 99 tel 030-2311864, 5 minutes by foot from Utrecht Central Station)
21:30-..??? informal discussion, gossip and drinks at Oudean

YES- DC activities in 2001

We have not yet set the dates for the activities that are coming up- but you can look forward to the following topics:

'Green electricity' from your wall socket - a new technology for marketing renewable energy

The Netherlands National Environment Plan- The Ministry of economic affairs versus environmental affairs

Bezinningsgroep- philosophise about the roles of North and South in the climate discussion and what the SHOULD be for the climate.

SUSTAIN- a visit to the largest sustainable energy trade fair in The Netherlands in May

YES-DC presents: 'rural electrification'. No experts from outside YES-DC this time, but for this evening or series of evenings we invite you to give a presentation of your own experience. Following the success of the 'epic and elegy' series in 1999 we want to give YES-members the chance to tell and hear about their own experiences in the field of energy and development co-operation. We propose to have a number of presentations around the subject 'rural electrification' this time. Please get in touch with one of the board mebers if you would like to use this opportunity to tell us your side of the story.

COLOFON

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Thanks to our members for this list of activities (and all the ones we have already had)! We are glad that we receive ideas for YES events from you. DO let us know if you have an idea for a discussion or excursion or other YES-event! And if you would like to (help) organise a YES- DC event: wonderful - just get in touch with the board and we will assist you where we can.