## Workshop – Commercial Frameworks for Energy Investment
### September 8-9, 2008
Labadi Beach Hotel, Accra, Ghana

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<th>Time</th>
<th>Topics</th>
<th>Resource People/Facilitators</th>
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<tr>
<td><strong>DAY 1</strong></td>
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| 0900 – 1200 | **Welcome and Overview**  
Workshop goals - building critical support for energy infrastructure investment and regulatory oversight | • USAID welcome  
• Dr. Michelle Michot Foss, CEE-UT  
• Mr. Ishmael Edjekumhene, KITE  
• Mr. Jim Lindley, NARUC  
• Mr. Ishmael Edjekumhene and Dr. Gürcan Gülen, CEE-UT  
• Dr. Gürcan Gülen  
• Mr. Ishmael Edjekumhene  
• Dr. Michot Foss, Facilitator  
Resource experts:  
• Mr. Eric Williams  
• Mr. George Tony  
• Mr. George Abugri  
• NARUC Delegation |
|         | Overview of previous workshops (2007-08)                               |                                                                                                                                                    |
|         | Highlights of Accra Communiqué                                         |                                                                                                                                                    |
|         |  
- Investment and pricing  
- Results from May 2008 Abuja  
- Availability of gas: investment & pricing  
- Introduction of West Africa Energy Security Report  
  - Energy situation in West Africa  
  - WAGP & WAPP scorecards |                                                                                                                                                    |
|         | **Facilitated Discussion I – Energy sector governance and roles of institutions for energy infrastructure investment in West Africa** |                                                                                                                                                    |
|         | Energy sector governance – what is it, what constitutes “good governance”, accountability & metrics  
  - Do governance problems differ across the energy value chains? |                                                                                                                                                    |
| 1200 – 1330 | Lunch                                                                 |                                                                                                                                                    |
| 1330 – 1800 | **Facilitated Discussion I, continued – Energy sector governance and roles of institutions for energy infrastructure investment in West Africa** |                                                                                                                                                    |
|         | Building political support for energy sector initiatives and regulatory bodies  
  - Role of the media  
  - Role of the civil society organizations  
  - Role of the associations & unions  
  - Role of elected officials and their civil service staff |                                                                                                                                                    |
|         |Hands on project                                                        |                                                                                                                                                    |
| **DAY 2** |                                                                        |                                                                                                                                                    |
| 0900 – 1200 | **Facilitated Discussion II – Policy and regulatory frameworks and investment considerations**  
Policy making and legal basis for investment  
- Role of elected officials and their civil service staff  
Regional regulation – approaches, shared problems and solutions  
- Role of regulators  
- Investment Needs in West Africa  
- Investment Considerations | • Dr. Gülen, Facilitator  
Resource experts:  
• Mr. Eric Williams  
• Private sector representatives  
• NARUC Delegation |
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<td>Cost structures</td>
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<td>Financing projects</td>
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<td>Regulatory issues (access, tariffs, payment discipline, disputes, etc.)</td>
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<td>Investment promotion</td>
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<td>Role of domestic banks &amp; financial markets</td>
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<td>Hands on project</td>
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<td>Lunch</td>
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| 1330 – 1530 | **Facilitated Discussion II** – Policy and regulatory frameworks and investment considerations (CONT’D)** | • Dr. Gülen, Facilitator Resource experts:  
• Mr. Eric Williams  
• NARUC Delegation  
• Dr. Michot Foss  
• Dr. Gülen  
• Mr. Edjekumhene  
• Mr. Lindley |