



Transferring the Dutch success of voluntary agreements with industry to other countries

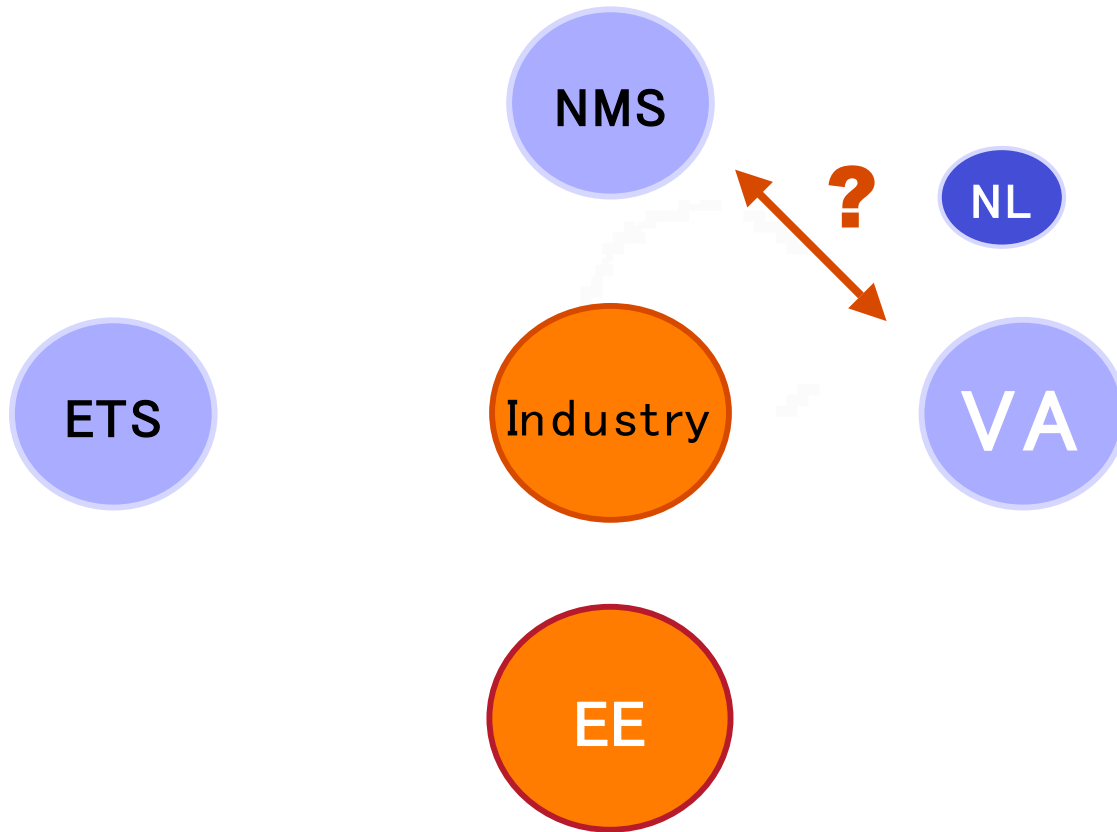
Experiences in Bulgaria and Romania

Nicole van Beeck

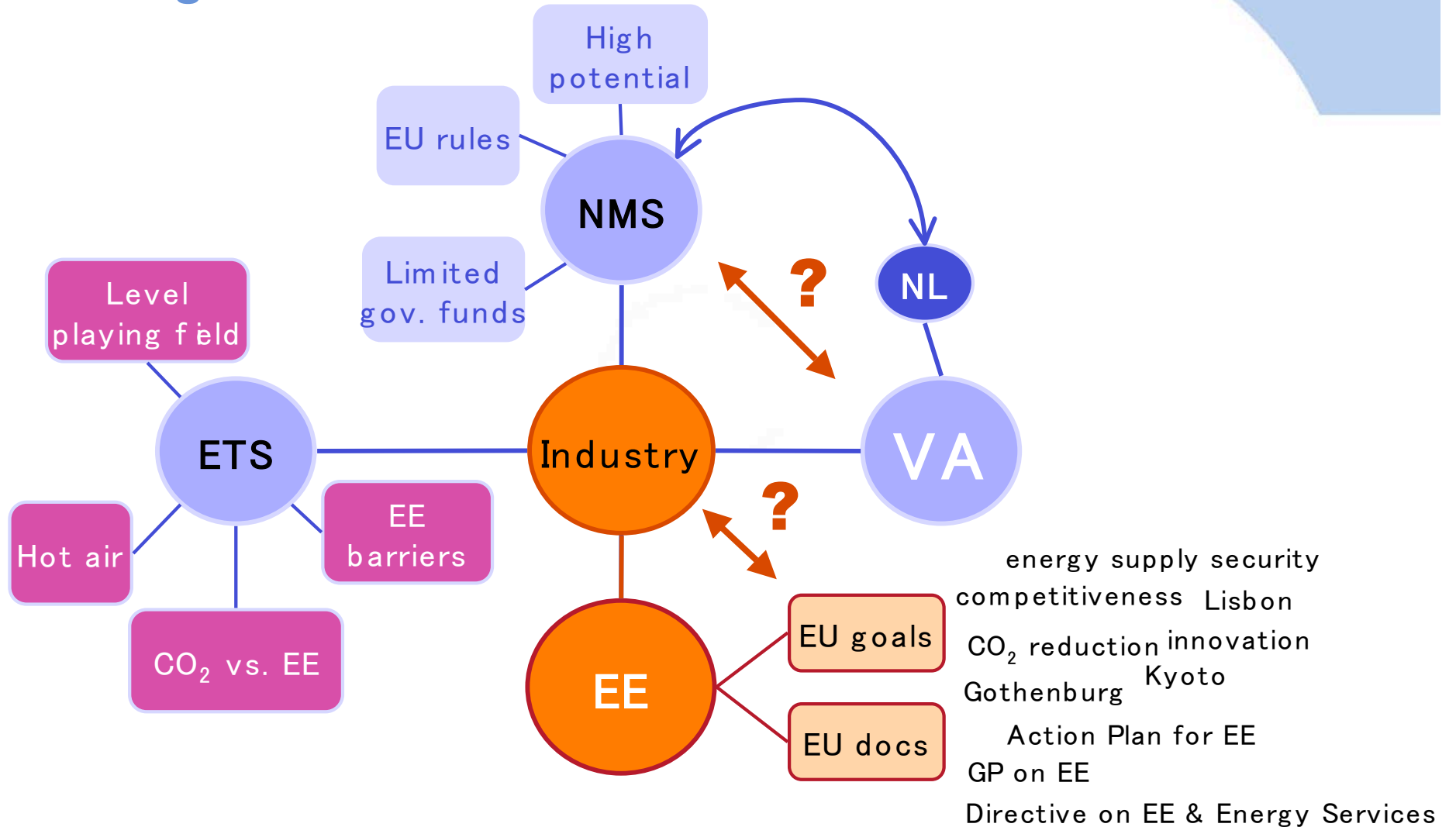
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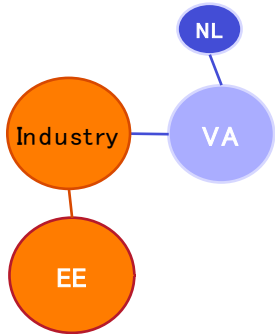
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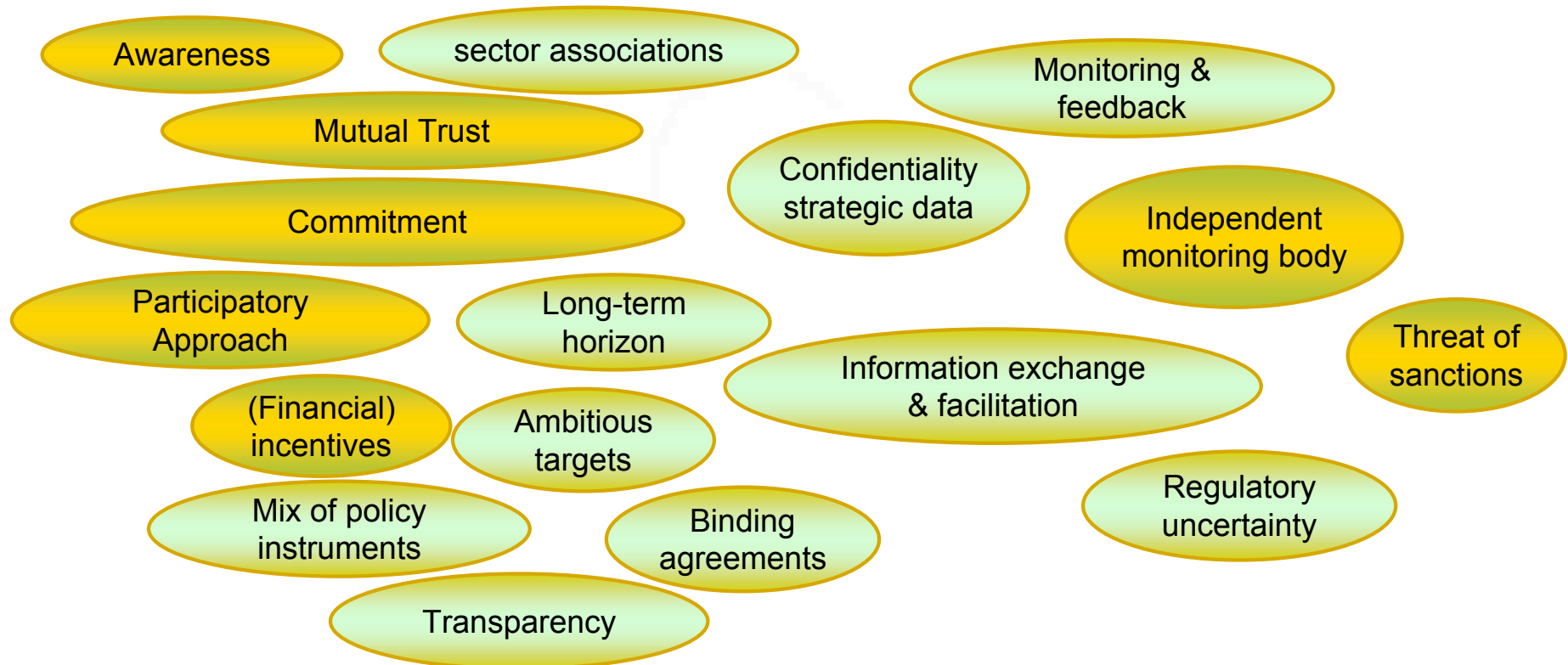
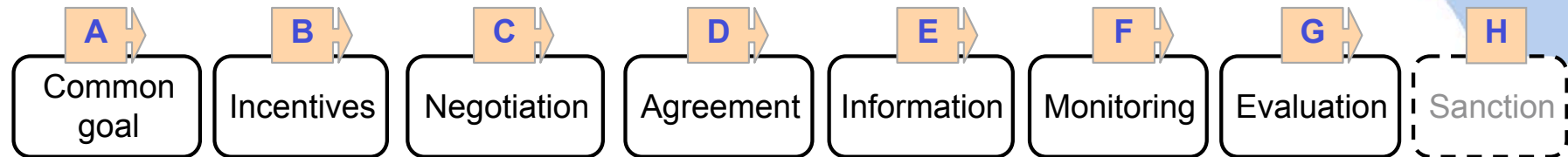


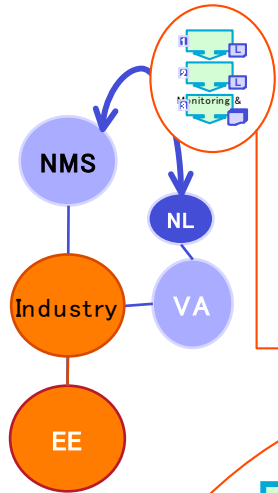
Setting the scene



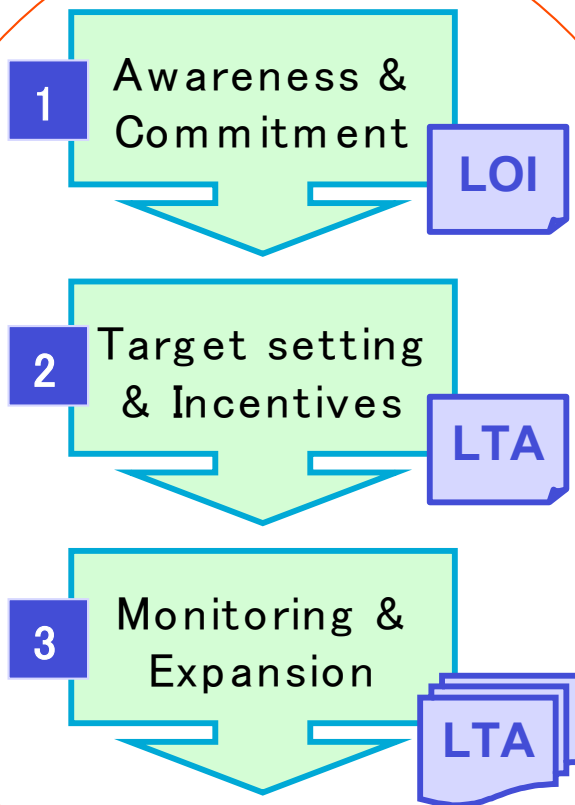


Key aspects Dutch LTA scheme

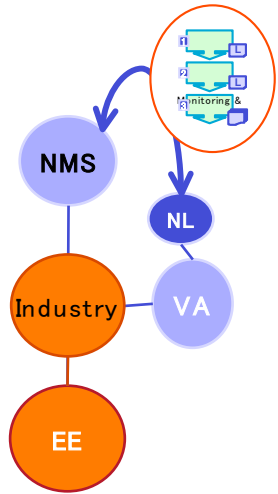




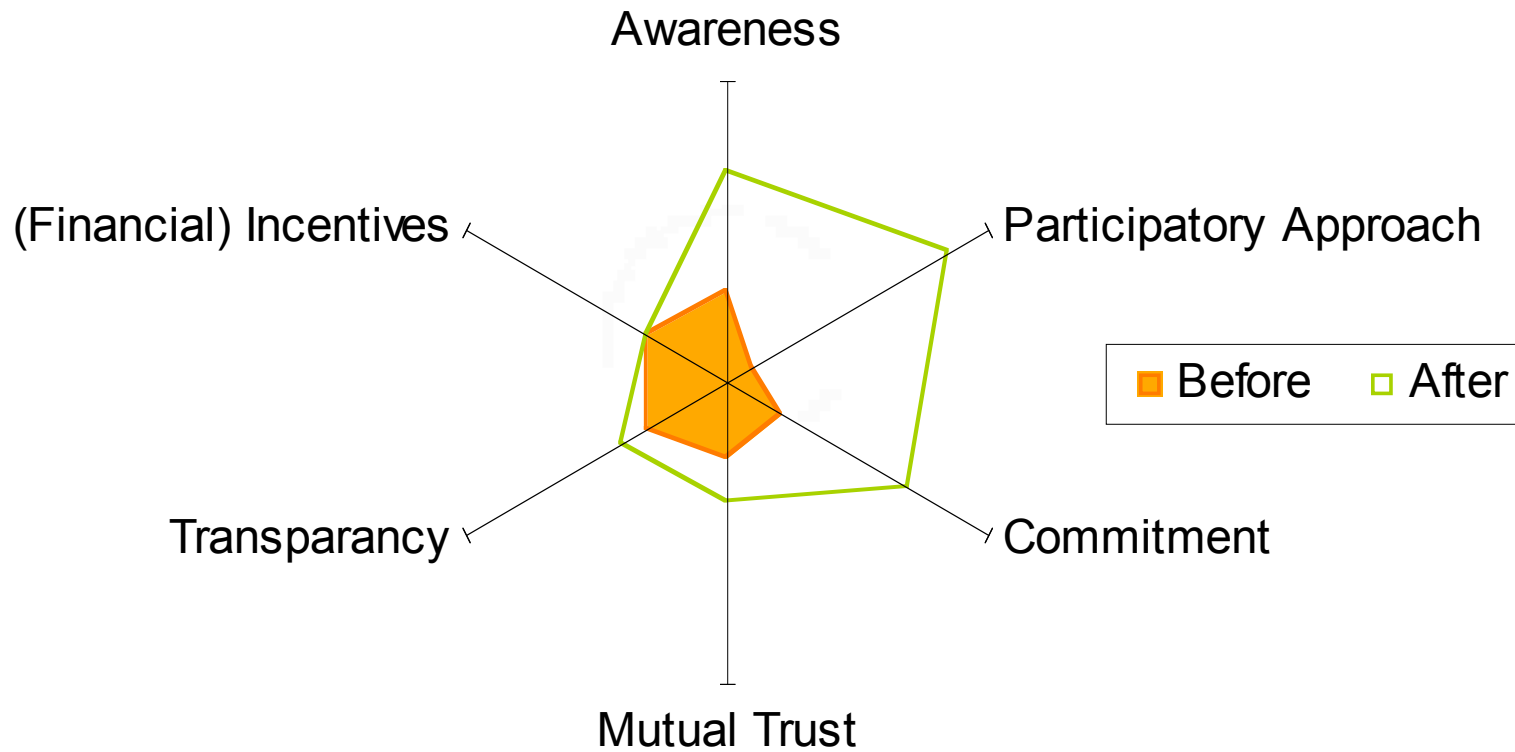
Transferring Dutch LTA knowledge

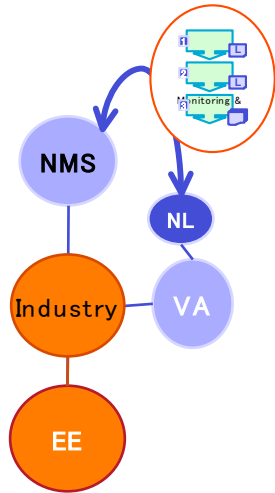


- Participatory approach in 3 phases
- Process more important than 'products'
- Managing the learning process



Results Phase I - Bulgaria





Lessons learnt so far

- Division into phases works well
- Transfer is about managing the learning process rather than developing products
- ‘Cultural’ aspects (awareness, trust, power level, politics) need to be taken into account (no 1:1 duplication)
- Key aspects are awareness, the participatory approach, commitment, trust, transparency, and incentives
- ETS companies: to include or not to include?



Questions for discussion

How can other countries, especially NMS, benefit from the success of the Dutch voluntary agreements?

- Are Voluntary Agreements a suitable instrument in NMS?
 - Is the participatory approach applicable in former communist countries?
 - Is the power distance between the parties not too big?
 - Is there enough mutual trust?
 - Is the government reliable enough?
 - Will companies actually take energy saving measures?

- Can the government provide enough incentives?
 - What are incentives with high leverage effect?
 - Structural Funds as an easy way out?

- Can Voluntary Agreements be used complementary to the EU Emission Trading Scheme?
 - Should the LTA scheme focus SME only? (and use Structural Funds)
 - Will the administrative burden be acceptable?