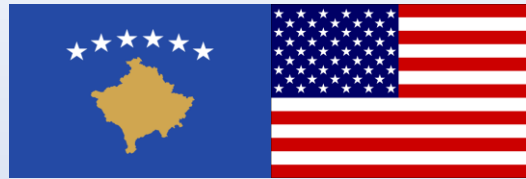




MILLENNIUM
CHALLENGE CORPORATION

UNITED STATES OF AMERICA



Webinar: Kosovo Compact

October 3, 2022, 8 – 9.30 am EDT

Agenda

Welcome and MCC/CDT Introductions

5 min

Kosovo Compact Intro

5 min

Energy Storage Project (Q&A 10 min)

20 min

Just and Equitable Transition Acceleration
(JETA) Project (Q&A 10 min)

15 min

American Catalyst Facility for Development
(ACFD) Project (Q&A 5 min)

10 min

MCC Procurement Process and Information

5 min

Compact Q&A

30 min



RULES



Please mute your microphone – do not place on hold if joining by phone



Questions can be entered into the chat box and will be answered during the Question & Answer portions



Use the 'raised hand' function if you wish to ask a question directly and unmute when you are invited to speak



MCC is recording the webinar and will post the recording on www.mcc.gov



MCC and CDT Introductions

Sarah Olmstead

Kosovo Resident
Country Director

Mary Smith and

Lauren Sprott

Program officers

Jonathan Saiger

Energy Storage Project Lead,

Jessica Lin-Powers

Activity Lead

Sofie Kika, Energy Specialist

Albert Bossar

ACFD Project Lead

Ethan Myer

ESP Advisor

Pellumb Gjinolli

ESP Specialist

Lum Mita

Kosovo CDT, National Coordinator

Melik Krasniqi,

Senior Public Relations Specialist

Arta Baruti,

Finance specialist

Jozefina Cutura and

Isabel Dillener

JETA Project Leads

Gramos Buçinca

Workforce Development

Specialist

Nataliya Holl

Procurement Lead

Arsim Kastrati

Procurement

Director



Disclaimer

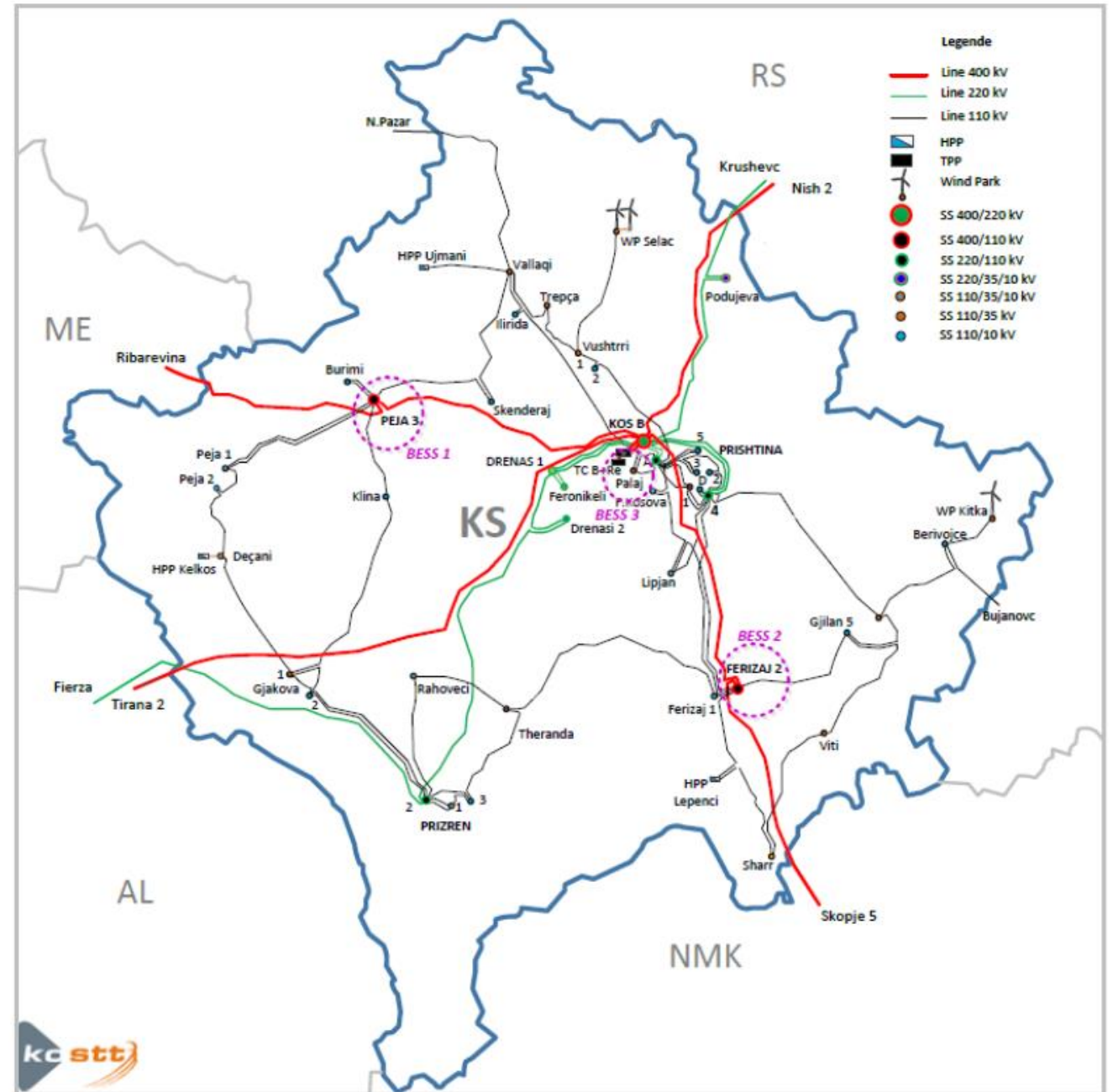
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Kosovo Compact (1/4)



Kosovo Compact Signature
July 15, 2022



Kosovo Compact (2/4)

Compact signed – **July 15, 2022**

\$236M program – \$202M
MCC & \$34.6M
Government of Kosovo

Expected to benefit over
1.8 million people in
Kosovo



Three complementary projects that



Support Kosovo's energy security and transition to a cleaner energy future



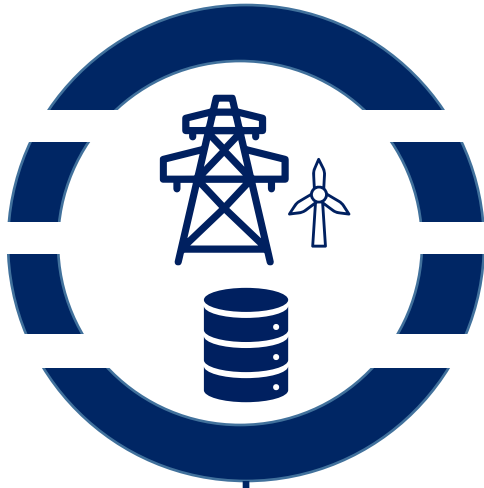
Address existing skill gaps in the energy sector's education and training system, and



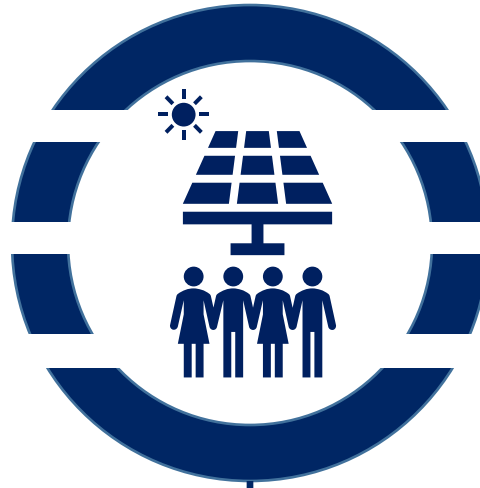
Leverage DFC financing to support blended finance transactions to catalyze energy sector private investments



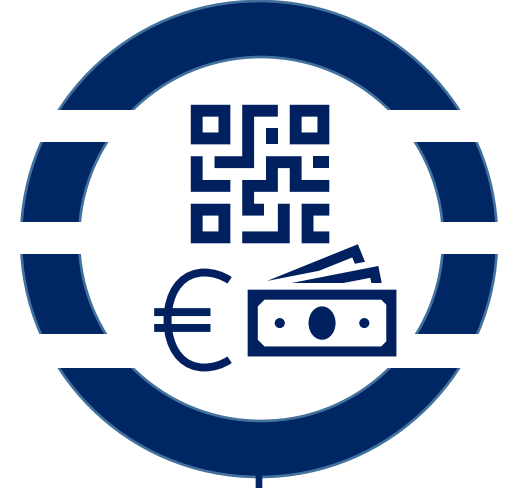
Kosovo Compact (3/4)



Energy Storage Project
USD
\$180 million



JETA Project
USD
\$16 million

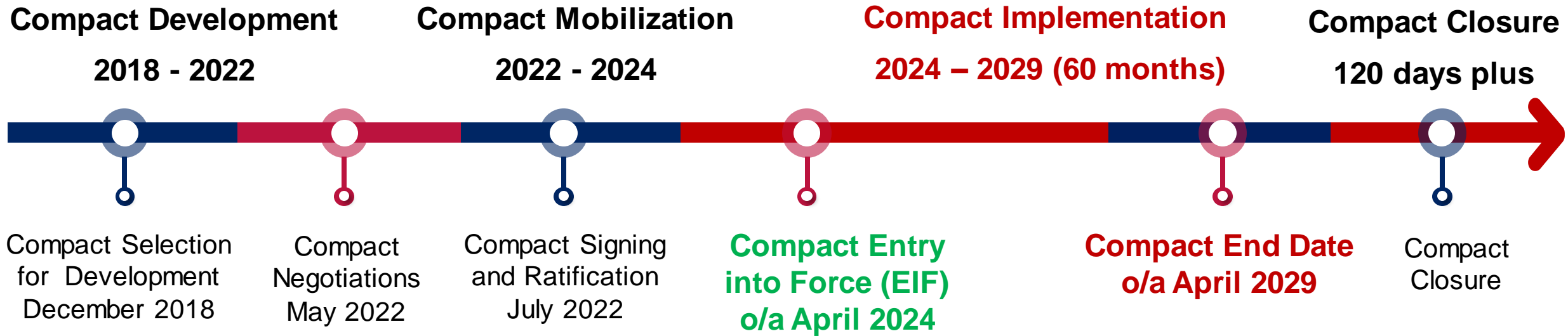


ACFD Project and M&E
USD
\$5.5 million

Program Management and Administration USD **34.4 million**



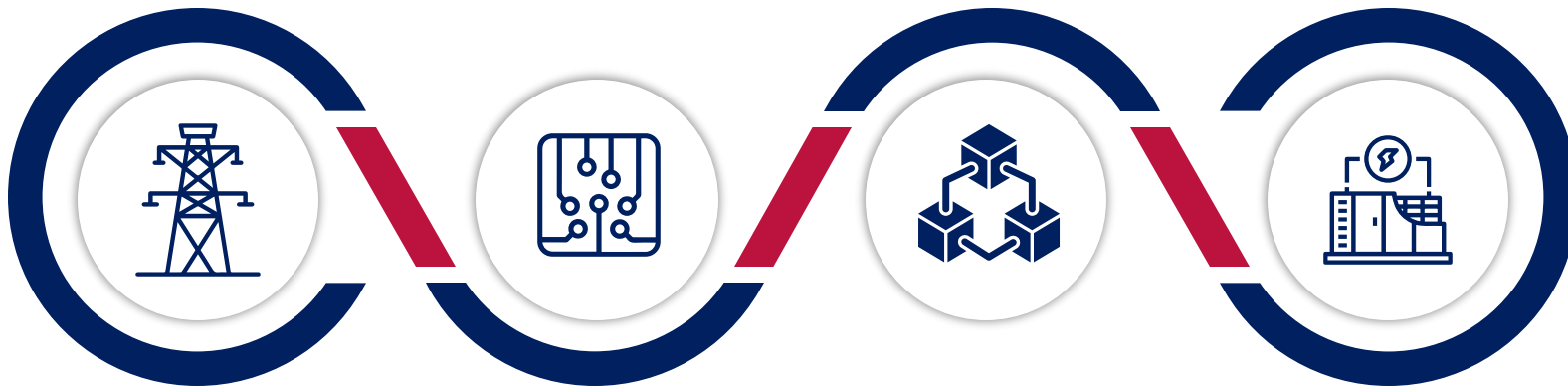
Kosovo Compact (4/4)



Energy Storage Project (1/4)

Supports Kosovo's energy security and transition to a cleaner energy future, as reflected by:

(i) usage of energy storage systems for reserves, (ii) availability of the storage systems, and (iii) reduced cost of securing adequate electricity for Kosovo.



**Frequency Restoration Response Activity (FRR Activity),
Multi-functional Energy Storage Activity (MFES Activity)
and Energy and Climate Policy Support Activity.**



Energy Storage Project (2/4) ~ Procurements

Pre-Compact Entry into Force 01



October/November 2022:

- BESS Design and Supervision Consultant, RFP
- Environmental and Social Consultant (ESoC), RFP
- BESS Specialist Consultant, IC, international
- BESS-AG Support Consultant, IC, local

Frequency Restoration Response Activity (FRR Activity)

Multi-functional Energy Storage Activity (MFES Activity)

Energy and Climate Policy Support Activity



02

Post-Compact Entry into Force
Works contracts and other technical support contracts signed in first year after entry into force



Energy Storage Project (3/4) ~ Procurements Post ELF

Frequency Restoration Response Activity (FRR Activity) aims to support KOSTT

- Battery, transformers and control equipment;
- Land acquisition and improvements;
- Construction of additional electrical facilities and equipment including power lines, substation improvements, and other interconnection related components;
- Training for existing and new-hire KOSTT employees; and
- Computer hardware and software.

Multi-functional Energy Storage Activity (MFES Activity) aims to support a new public entity

- Works required to increase Kosovo's electricity storage capability;
- Additional electrical facilities and equipment including batteries, power lines, transformers, and other interconnection related components;
- Land acquisition and improvements;
- MFES Entity staff; and
- Individual management advisory services and/or a management contract.



Energy Storage Project (4/4) ~ Procurements Post ELF

Energy and Climate Policy Support Activity will provide...

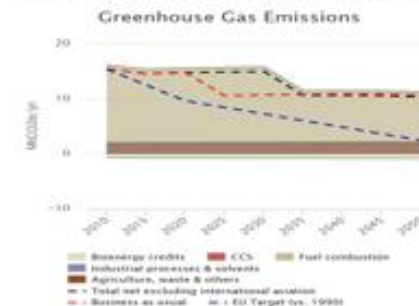
- Policy and institutional reform to establish an ancillary services market in Kosovo;
- Regulatory support and technical assistance to GoK environmental agency;
- Technical assistance for pro-poor and inclusive planning;
- Measures to advance female employment and entrepreneurship across investments



Environmental and construction standards



Inclusive policies and sectoral reforms



GHG monitoring for climate plans & policies



Equitable benefits and job opportunities





Energy Storage Project – Questions and Answers



JETA Project (1/2)

The objectives are to (1) produce graduates who are hired in relevant jobs in the energy and adjacent sectors; and (2) increase employment of women among employers participating in the Inclusive Energy Sector Workforce Activity

Energy Skills for the Future Activity

Establishment of new technical training programs or build from existing programs to provide the skills demanded by employers in the energy and adjacent sectors, with a focus on gender equity

Inclusive Energy Sector Workforce Activity

Promotion of gender equitable practices among energy sector employers, increase in female representation in energy companies in Kosovo, and support for networking, mentoring, and training opportunities for women

**Design and Implementation
Support Services for Both
Activities**



JETA Project (2/2) ~ Procurements



Pre-Compact Entry into Force 01



Sept-Oct 2022:

- Sept 2022: Inclusive Energy Sector Workforce Design and Implementation Consultant
- Oct 2022: Energy Skills for the Future Design and Implementation Consultant



02

Post-Compact Entry into Force

- 2024: Design and Supervision of Works Contractor
- 2025: Works Contractor



JETA Project – Questions and Answers



American Catalyst Facility for Development Project (1/3)

The objective is to facilitate DFC blended finance transactions to catalyze private investments in Kosovo

Options include:

- (i) augmenting MCC Funding to deliver a PPP alternative to a public entity for the MFES Activity;
- (ii) leveraging private sector participation to facilitate additional private sector investment in leased energy storage systems and services;
- (iii) catalyzing complementary renewable energy investments that bolster generation capacity and strengthen the energy storage entity business case, and
- (iv) identifying climate finance investment opportunities.



American Catalyst Facility for Development Project (2/3)

MCC and DFC developed the **American Catalyst Facility for Development (ACFD)** to increase collaboration and enhance America's Development toolkit.

The ACFD is a blended finance mechanism which provides *strategic grants to catalyze private sector investment in MCC countries.*

The ACFD establishes a dedicated pool of grant funding for projects within MCC programs to *de-risk private sector investments in key sectors.*



American Catalyst Facility for Development Project (3/3)

USG Development Agencies



- Loans
- Guarantees
- Risk Insurance
- Direct Equity & in Funds
- First Loss Loans
- Feasibility Studies



- Technical Assistance
- Macroeconomic Assistance



- **Infrastructure Grants**
- Enabling Environment
- Legal/Policy Reform
- Technical Assistance
- Advisory Services Grants
- Blended Financing Solutions

Within the USG development landscape, MCC is the only agency that can provide blended financing at scale, to support the MCC mission and partner agencies.

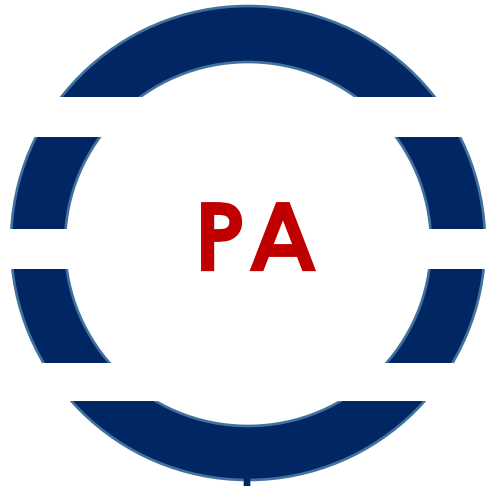




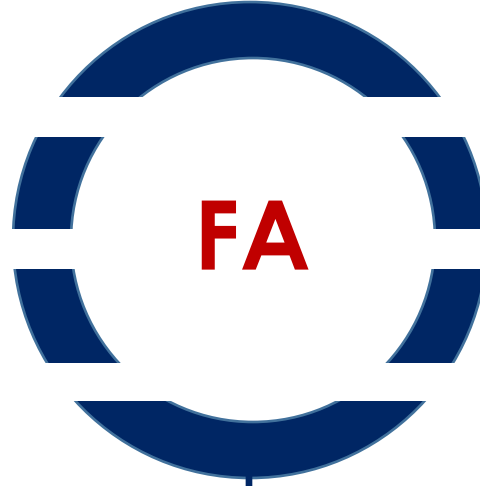
ACFD Project – Questions and Answers



Administrative Procurements



Procurement Agent (PA) -
proposals due on
October 7, 2022



Fiscal Agent (FA) -
proposals due on
October 14, 2022



MCA Recruitment HR
Services – proposals
received on
September 29, 2022



MCC Procurement Process



MCC Program Procurement Guidelines (PPG), February 2021, **Program Grant Guidelines**, released November 2020 and **MCC Standard Bidding Documents (SBDs)**

Published on MCC Website:

<https://www.mcc.gov/work-with-us/partner-country>



Procurement Principles

- Open, fair, and competitive procedures
- Qualified and capable bidders
- Winning contracts are price-reasonable and best value



MCC mandatory thresholds require reviews and/or approvals during procurement process:

Bidding documents, evaluation reports and, in some cases, contracts (See Approvals Matrix in MCC PPG).



Procurement Opportunities

DG Market Website:
[Millennium Challenge Corporation - dgMarket](#)

MCA-Kosovo Website
coming soon

MCC Website
www.mcc.gov/work-with-us

Procurement opportunities announced via current General Procurement Notice (GPN)

- June 17, 2022 to June 16, 2023
- Updated as needed or every 3 months, covering 12-month timeframe
- Procurements and GPN advertised on DG market, UNDB Online, sam.gov, MCA-Kosovo (future) and MCC websites, local newspapers, and other relevant media outlets
- Individual procurements advertised through Specific Procurement Notices (SPNs)

Interested in an opportunity on the GPN?

- Email to mcakosovoprocurement@gmail.com
- Include relevant details:
 - ✓ Contact person(s), email(s), company name/address/phone number
 - ✓ Let us know the procurements/activities you're interested in!





Procurements – Questions and Answers





Kosovo Compact - Questions and Answers





THANK YOU

for your participation!

www.mcc.gov/work-with-us

www.mcc.gov/podcast

www.mcc.gov/subscribe (to MCC email list)

Supplementary MCC Overview Information



MILLENNIUM
CHALLENGE CORPORATION

UNITED STATES OF AMERICA

MCC Core Principles and Competitive Selection

MCC Mission is to: Reduce poverty through economic growth



How MCC selects countries?

- MCC's Board of Directors uses a data-driven, transparent method to identify the best-governed poor countries where MCC can reduce poverty through economic growth
- MCC measures countries' policy performance based on 20 independent indicators
- Only low-income and lower-middle income countries are considered for MCC funding



MCC Investments

- Promote economic growth
- Help people lift themselves out of poverty
- Create more stable, secure countries and regions
- Open the door for companies to work in new markets with fewer up-front risks
- Enhance American interests



Core Principles

- Competitive countries selection
- Country-led solutions
- Country-led implementation

What Makes MCC Unique

- County selection based on country commitment to good governance
- Minimum economic rate of return
- Compacts' strict 5-year clock
- Focus on results and Country-led solutions and implementation. Funding is committed to specific programs' deliverables
- Invoices are paid directly by the U.S. Treasury to the contractor
- When Compacts are Entered into Force (EIF) the funds are available from US Treasury, and are "locked in" and not dependent on the Appropriation Bill passing
- The procurement process establishes a fair competition
- Winning contracts are price-reasonable and best value
- International environmental and labor standards are enforced



Where MCC Works

5-Year Compacts

- Benin II
- Côte d'Ivoire
- Mongolia II
- Morocco II
- Nepal
- Niger
- Senegal II

Compacts Under Development

- Indonesia II
- Kosovo
- Lesotho II
- Malawi II
- Mozambique
- Sierra Leone
- Timor Leste
- Belize
- Zambia II
- Regional Compacts

Threshold Programs

- Kosovo
- Togo
- The Gambia
- Solomon Islands
- Kenya (in development)
- Kiribati (in development)

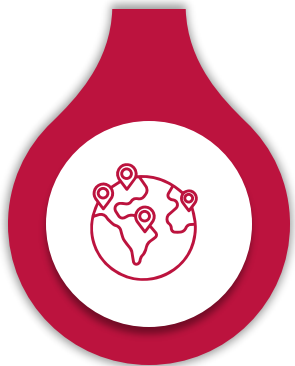
MCC currently works in 24 countries, has 13 active compact and threshold programs and has 15 programs under development across the globe.

Two Channels of Business Opportunities



With Headquarters

- o/a \$70 million per year
- Administered directly by MCC
- For headquarters operations, due diligence, and country oversight
- Governed by the U.S. Federal Acquisition Regulations: (FAR) and CFR



With Partner Countries

- o/a \$500 million per year
- Administered by partner countries with MCC oversight
- For program implementation
- Governed by MCC's Program Procurement Guidelines (PPGs) and Program Grants Guidelines (PGG)

Reaching out to U.S. and International Companies



MCC is committed to making sure U.S. and International companies are aware and take advantage of opportunities to work with us

www.mcc.gov/work-with-us
www.mcc.gov/podcast
www.mcc.gov/subscribe (to MCC email list)