

Policy  
Documents  
5 of 5

**Deutsch, Kathleen**

b(6)

**From:** Deutsch, Kathleen  
**Sent:** Monday, August 21, 2000 2:21 PM  
**To:** Jackson, Sandra; Home, Edith  
**Cc:** Brodman, John  
**Subject:** FW: Meeting with Enron reps. 8/22/00 @ 1:30 PM

**Importance:** High

Sandy and Edie,

Here is another name to add to the list of people coming in tomorrow for the Enron meeting with David Goldwyn. Do you need any other information from me?

Also, may I get a copy of the clearance memo(s) you sent forward just in case there's a problem when I go down to meet them tomorrow?

Thanks,

Kathy

-----Original Message-----

**From:** Brodman, John  
**Sent:** Monday, August 21, 2000 1:15 PM  
**To:** Deutsch, Kathleen  
**Subject:** FW: Meeting with Enron reps. 8/22/00 @ 1:30 PM  
**Importance:** High

FYI

-----Original Message-----

**From:** Lora.Sullivan@enron.com&internet [mailto:Lora.Sullivan@enron.com]  
**Sent:** Monday, August 21, 2000 12:18 PM  
**To:** Brodman, John  
**Cc:** Lora.Sullivan@enron.com&internet  
**Subject:** Meeting with Enron reps. 8/22/00 @ 1:30 PM  
**Importance:** High

John,

George Pickart with CMS Energy will be joining the Enron group tomorrow 8/22/00 @ 1:30 PM.  
I've attached his coordinates for security clearance.

Mr. George Pickart  
International Affairs Director  
CMS Energy (Consumers Power Energy)  
JOB:

b(6)

**Deutsch, Kathleen**

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**From:** Deutsch, Kathleen  
**Sent:** Monday, August 21, 2000 4:37 PM  
**To:** 'Lora.Sullivan@enron.com%internet'  
**Subject:** RE: DOE meeting 8/22/00 @ 1:30

Yes. Here it is:

David L. Goldwyn  
Assistant Secretary for International Affairs

John Brodman  
Director  
Office of African and American Affairs

~~Kathleen L. Deutsch~~  
Office of African and American Affairs

Henry Santiago  
Office of African and American Affairs

Harvetta Asamoah  
Office of the General Counsel

Regards,

Kathy

-----Original Message-----

**From:** Lora.Sullivan@enron.com%internet [mailto:Lora.Sullivan@enron.com]  
**Sent:** Monday, August 21, 2000 4:10 PM  
**To:** Deutsch, Kathleen  
**Subject:** DOE meeting 8/22/00 @ 1:30

Kathy,

Do you have a list of the DOE officials attending the 1:30 pm meeting tomorrow which I can distribute?

Many thanks.

Lora Sullivan  
202-466-9142  
202-828-3372 (fax)

**Deutsch, Kathleen**

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**From:** Irwin, Jeff C [IrwinJC@state.gov]  
**Sent:** Tuesday, August 22, 2000 8:46 AM  
**To:** Deutsch, Kathleen  
**Subject:** RE: our Enron mtg. memo

Yes, let's do. Thanks.

-----Original Message-----

**From:** Deutsch, Kathleen [mailto:Kathleen.Deutsch@hq.doe.gov]  
**Sent:** Monday, August 21, 2000 7:03 PM  
**To:** 'IrwinJC@state.gov'  
**Subject:** our Enron mtg. memo

Dear Jeff,  
Attached is the memo I did for our meeting with Enron tomorrow. Hope it's useful to you. Thanks again for sending me the info from Doug. I never did get his email.

Shall we compare notes tomorrow after our respective meetings?

Kathy

## Deutsch, Kathleen

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**From:** Deutsch, Kathleen  
**Sent:** Tuesday, September 05, 2000 3:22 PM  
**To:** Asamoah, Harvetta  
**Subject:** RE: Argentina

Yes, aren't they? glad you liked them. Next we'll have to compare them to the ones I'll bake with the mix you gave me.

KD

—Original Message—

**From:** Asamoah, Harvetta  
**Sent:** Tuesday, September 05, 2000 3:05 PM  
**To:** Deutsch, Kathleen  
**Subject:** RE: Argentina

Kathy,

The scones are good! Thank you!

—Original Message—

**From:** Deutsch, Kathleen  
**Sent:** Tuesday, September 05, 2000 10:28 AM  
**To:** Asamoah, Harvetta  
**Subject:** RE: Argentina

I don't, but will call State and see what they have.

Did you have a nice weekend?

Kathy

—Original Message—

**From:** Asamoah, Harvetta  
**Sent:** Friday, September 01, 2000 1:40 PM  
**To:** Deutsch, Kathleen  
**Subject:** Argentina

Hi Kathy,

At this morning's Free Trade Agreement of the Americas Investment Group interagency meeting, I mentioned the labor issue that you told me about, involving the water works investment by Enron.

Do you have any additional information about that? I plan to send it to the interagency group, by e-mail.

Harvetta

## Deutsch, Kathleen

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**From:** Deutsch, Kathleen  
**Sent:** Monday, September 11, 2000 10:48 AM  
**To:** Fariello, Theresa  
**Subject:** RE: Argentina

I haven't heard any more but will check with the Embassy. Enron was sending reps to meet with the Ambassador on Wednesday, so I'll get a report and let you know.

—Original Message—

**From:** Fariello, Theresa  
**Sent:** Thursday, September 07, 2000 6:32 PM  
**To:** Deutsch, Kathleen; Santiago, Henry  
**Subject:** Argentina

What is the latest with Argentina and the stamp tax issues?

**Deutsch, Kathleen**

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**From:** Fariello, Theresa  
**Sent:** Tuesday, September 19, 2000 10:42 AM  
**To:** Deutsch, Kathleen  
**Subject:** RE: Enron Meeting with US Ambassador to Argentina

Thanks. I'll read it later, but can you summarize what it says briefly? Thanks.

-----Original Message-----

**From:** Deutsch, Kathleen  
**Sent:** Tuesday, September 19, 2000 9:57 AM  
**To:** Fariello, Theresa  
**Subject:** FW: Enron Meeting with US Ambassador to Argentina

Dear Terri,

Here is a "trip report" from Michelle Blaine, Senior Counsel for Enron, about their latest meetings on the stamp tax issue in Buenos Aires. It lays out the status and issues very well, so I decided to send the whole report to you instead of excerpting from it (which I can also do if you need that done).

Kathy

-----Original Message-----

**From:** Deutsch, Kathleen  
**Sent:** Tuesday, September 19, 2000 9:53 AM  
**To:** 'Lora.Sullivan@enron.com%internet'  
**Subject:** RE: Enron Meeting with US Ambassador to Argentina

Dear Lora,

This is just what we needed, and I thank you!

Kathy

-----Original Message-----

**From:** Lora.Sullivan@enron.com%internet [mailto:Lora.Sullivan@enron.com]  
**Sent:** Tuesday, September 19, 2000 9:01 AM  
**To:** Deutsch, Kathleen  
**Cc:** Lora.Sullivan@enron.com%internet  
**Subject:** Enron Meeting with US Ambassador to Argentina

Kathleen,  
Per your request an update!  
Best regards.

Lora Sullivan

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We had an excellent meeting with U. S. Ambassador Walsh and two of his assistants, Jim Sullivan and Doug Climan in Argentina. The Ambassador was very proactive in addressing the stamp tax issue and in his suggestions and personal commitment to assist as much as possible. He plans to meet with all the governors of the provinces and discuss the impact of these stamp tax assessments on attracting and keeping foreign investment. He also intends to speak directly with President de la Rúa about the issue in hopes of raising it to a higher level of importance with emphasis on the impact to foreign investment. He emphasized that unfortunately these measures would be long term rather than short term, but we should consider them

"done."

Doug Climan reported that Enron's ICSID notice letter to the federal government suggesting that Enron would pursue its BIT claim definitely got the government's attention. Nevertheless, the general concern remains that the federal government can take little action without an international directive because of the political cost. The Ambassador had received reports from Linda Eddleman at the State Dept. and Ambassador Gonzalez and will continue communication with them.

I was again accompanied by Guido Tawil and Doak Bishop. Francisco Mezzadri, the Southern Cone Regional Manager for CMS Energy also attended the meeting and was vocal about the new PPI tariff issue. Mezzadri has been very active in politics in BA and was known and well received by Ambassador Walsh. Jim Sullivan agreed to follow up with him on the PPI issue. I've not talked directly with Mezzadri since the meeting, but Tom Miller of CMS stated that CMS plans to send an ICSID letter regarding the PPI tariff increase soon.

Finally we discussed with Ambassador Walsh the issue of an expedited ICSID jurisdictional proceeding on the stamp tax case without much reassurance of a real possibility, considering the different positions people in the government would take, but it certainly wasn't ruled out. The concern is how to go about it. Traditionally, the Argentine government has fought jurisdiction with a vengeance which can take as long as a year. As you know, Doug Climan is concerned about whether advocating an expedited jurisdictional proceeding goes beyond the level of informal diplomatic negotiations permitted by ICSID and the treaty. I will ask Doug pursue research in this area as he suggested, because Doak, Guido and I believe this is entirely appropriate under the terms and the spirit of the ICSID Convention which permits informal diplomatic negotiations for purposes of facilitating a settlement. We think expedited treatment of the jurisdictional proceedings in the ICSID arbitration is the quickest way to reach a final resolution, because the federal government has already taken the position in an Argentine provincial court proceeding that the stamp tax is illegal, arbitrary and capricious. ENARGAS has publicly taken the same position. Thus, if jurisdiction is agreed to or quickly resolved, there is no other dispute.

Enron is fine tuning its Request for Arbitration and plans to file it within the next two weeks. Please call me with any questions or suggestions at 713-345-6159.

Michelle Blaine

**Deutsch, Kathleen**

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**From:** Deutsch, Kathleen  
**Sent:** Monday, September 18, 2000 11:36 AM  
**To:** 'Joe.Hillings@enron.com%internet'  
**Subject:** RE: Argentine Tax Stamp Issues

Thanks, that would be great.

Kathy

-----Original Message-----

**From:** Joe.Hillings@enron.com%internet [mailto:Joe.Hillings@enron.com]  
**Sent:** Monday, September 18, 2000 11:24 AM  
**To:** Deutsch, Kathleen  
**Subject:** Argentine Tax Stamp Issues

Kathy --

Joe's on travel today. I'm checking with Houston. They did meet with the Ambassador and I'll try to get you an update.

Lora



**JANE DEE HULL**  
GOVERNOR

**BORDER ELECTRICITY FORUM 2000**  
APRIL 12, 2000  
*WORKING AGENDA - REVISED 3/02/00*

- Location:** The Arizona Biltmore Resort and Spa  
Phoenix, AZ
- Hosted by:** The Honorable Jane Dee Hull, Governor of Arizona, &  
The Honorable Dr. Luis Tellez Kuenzler, Secretary of  
Energy, The Republic of Mexico
- Presented by:** The Arizona-Mexico Commission (AMC)
- Sponsored by:** Arizona Public Service Company (APS)  
Public Service Company of New Mexico (PNM)  
Salt River Project (SRP)  
Tucson Electric Power (TEP)

v. 2. 6. 00

**WORKING AGENDA**

- 8:30 a.m.**                    **Summit Begins:**  
Welcoming remarks by:  
- José A. Cárdenas, AMC President
- Continental Breakfast**
- 8:33 a.m.**                    **Introduction of Governor Hull:**  
- José A. Cárdenas, AMC President
- 8:35 a.m.**                    **Opening Remarks:**  
- Governor Hull welcomes participants
- 8:38 a.m.**                    **Introduction of Secretary Tellez:**  
- Governor Hull
- 8:40 a.m.**                    **Opening Remarks:**  
- Secretary Tellez welcomes participants
- 8:45 a.m.**                    **Introduction of Secretary Bill Richardson (*Invited*):**  
- Governor Hull
- 8:47 a.m.**                    **Opening Remarks:**  
- Secretary Bill Richardson, U.S. Department of Energy,  
welcomes participants (*Invited*)

release

8:52 a.m. Introduction of Panel I Moderator:  
- José A. Cárdenas, AMC President

8:55 a.m. Introduction of Panelists:  
- Panel I Moderator: Luis Ramirez, Regional Director,  
The Americas, Global Market Entry Practice, Deloitte  
& Touche

9:00 – 11:00 a.m. Panel I: The United Mexican States

Moderator: Luis Ramirez, Regional Director, The Americas, Global  
Market Entry Practice, Deloitte & Touche

1	Current Regulatory Framework	Dr. Hector Olea
2	Border Region Investment Plan	Ing. Eugenio Laris Alanis
3	Implications of the proposed changes in interconnection and the proposal of structural changes in the Mexican utilities industry.	Dionisio Perez Jacome
4	Demand growth in the border region and the electrical import strategy.	Dr. Eduardo Arreola
5	Generation and transmission capacity of the border region.	Raymundo Campos
6	Questions and answers.	Moderator: Luis Ramirez

11:00 – 11:20 a.m. Break

11:20 a.m.

**Introduction of Panel II Moderator:**

- José A. Cárdenas

11:25 a.m.

**Introduction of Panelists:**

- Panel II Moderator: Carol Colombo, Partner, Colombo & Bonacci

11:30 – 1:00 p.m.

**Panel II: The United States of America**

**Moderator:**

Carol Colombo, Partner, Colombo & Bonacci

1	Presentation on Energy Exportation Potential to Mexico	U.S. Department of Energy
2	Export Mechanisms and Presidential Permits	U.S. Department of Energy
3	Transmission Cost Regulations and Node Operations	FERC
4	Importation and Contracts for the Purchase of Electricity by Mexico	U.S. Department of Energy
5	Questions and Answers	Moderator: Carol Colombo

1:00 – 2:30 p.m.

**Luncheon:**

Introductions by:

Margie Emmermann, Policy Advisor for Mexico

- Remarks: Secretary Richardson (Invited)
- Keynote Speaker: Secretary Tellez

2:30 – 2:45 p.m.

**Break**

2:45 p.m.

**Introduction of Panel III Moderator:**

- José A. Cárdenas

2:50 p.m.

**Introduction of Panelists:**

- Panel III Moderator: Lisa Urias, Partner, Alesco Consultores Southwest

3:00 – 4:30 p.m.

**Panel III: The Border-  
Private Sector Case studies of High Voltage  
Transmission Interconnections**

**Moderator:**

Lisa Urias, Partner, Alesco Consultores Southwest

1	Types of Interconnection
2	Commercialization Strategy
3	Exportation Strategy
4	Strengthening of the Electricity Infrastructure
5	Open Forum Discussion for Arizona Utilities
6	Questions and Answers

5:00 p.m.

**Border Energy Forum Adjourns:**

- Closing Remarks: José Cárdenas, AMC President

release

**PARTICIPATING COMPANIES**

1. ARIZONA PUBLIC SERVICE (PARENT IS PINNACLE WEST)
2. SALT RIVER PROJECT
3. TUCSON ELECTRIC POWER
4. CSW
5. AEP
- \* 6. ENRON
7. RELIANT
8. ENTERGY
9. SITHE
10. IBERDROLA
11. ENDESA
12. HYDRPQUEBEC
13. PSNM
14. SEMPRA (PARENT OF SAN DIEGO GAS AND ELECTRIC)
15. NRGY
16. EL PASO ELECTRIC CO.
17. IMPERIAL IRRIGATION DISTRICT
18. DESTEC
19. EDISON INTERNATIONAL (LOS ANGELES, CA)
20. CALPINE
21. ELECTRICITY OF FRANCE (EDF)
22. DYNERGY
23. ICA
24. LUIS VAZQUEZ
25. FINSA
26. USGEN
27. MITSUBISHI
28. PUBLIC SERVICE COMPANY OF NEW MEXICO
29. TENASCA
30. LEWIS & ROCA
31. SQUIRES, SANDERS & DEMPSEY
32. COLOMBO & BONACCI
33. WOODS & DWEYER
34. BANK ONE, ARIZONA
35. SIERRA SOUTHWEST TOUCHSTONE ENERGY
36. CEMEX, USA
37. ALESCO CONSULTORES SOUTHWEST

release

38. DELOITTE & TOUCHE

**The Fourth IEA International Conference on Natural Gas**  
**December 5<sup>th</sup>, 6<sup>th</sup> and 7<sup>th</sup>, 1999**  
**Cancun, Mexico**

1-21-74

<p><b>Sunday December 5</b>  <b>Morning</b>      <b>Registration</b>  <b>Foyer 2</b>  <b>19:00-21:00</b>      <b>Welcome</b>                           <b>Cocktail</b>                           <b>Fountain Courtyard</b></p>	<p><b>15:00 - 17:00</b>      <b>WORKSHOP</b>                           <b>SESSION</b>                           <b>Parallel Workshops 1 - 2</b></p>	<p><b>Speakers:</b>  <b>Marcos Ramirez</b>  <b>CEO, Pemex Gas and Basic</b>  <b>Petrochemicals, Mexico</b>  <b>Jorge Chávez</b>  <b>Deputy Secretary for Policy and Energy</b>  <b>Development, Mexico</b>  <b>Sergio Aranda</b>  <b>Director General, Gas Natural, Mexico</b>  <b>Luis Vázquez</b>  <b>President, Grupo Diavaz, Mexico</b>  <b>Julio Campos</b>  <b>Minister of Energy and Mines, Guatemala</b></p>	<p><b>SESSION 6</b> Plaza Ballroom  <b>Supply and Demand: Challenges in the</b>  <b>21<sup>st</sup> Century</b>    <b>Chair:</b> —    <b>Claude Detourné</b>  <b>Gaz de France</b></p>
<p><b>Monday December 6</b>  <b>8:00 - 9:00</b>      <b>Continental</b>                           <b>Breakfast</b>                           <b>Ballroom Foyer</b></p>	<p><b>SESSION 1</b> Plaza Ballroom  <b>Technology Drivers in the 21<sup>st</sup> Century</b>  <b>Gas Industry</b>    <b>Chair:</b>    <b>Fidel Valle Savañol</b>  <b>Head of the Application and</b>  <b>Development Department, Gas Natural,</b>  <b>Spain</b></p>	<p><b>SESSION 4</b> Plaza Ballroom  <b>South America After Liberalization:</b>  <b>Moving Towards an Integrated Regional</b>  <b>Network</b>    <b>Chair:</b>    <b>Luis Giusti</b>  <b>Senior Advisor, Center of Strategic and</b>  <b>International Studies, USA</b></p>	<p><b>Speakers:</b>  <b>Curtis R. Frasier</b>  <b>COO, Coral Energy, USA</b>  <b>Tsunenori Tokumoto</b>  <b>General Manager, Energy Technology</b>  <b>Research Institute, Tokyo Gas</b>  <b>Luigi Scopesi</b>  <b>Director, Research and Development,</b>  <b>Snam, Italy</b>  <b>Richard Adcock</b>  <b>System Control Manager, Transco, UK</b>  <b>Alfredo Elias Ayub</b>  <b>Director General, Electricity Federal</b>  <b>Commission, Mexico</b>  <b>Jesaya N. Nyamu</b>  <b>Minister of Energy and Mines, Namibia</b>  <b>(To be confirmed)</b>  <b>Abdelmadjid Attar</b>  <b>Chairman, Sonatrach, Algeria (To be</b>  <b>confirmed)</b></p>
<p><b>9:00 - 10:30</b>      <b>OPENING</b>                           <b>PLENARY</b>                           <b>SESSION</b>    <b>Room 1</b></p>	<p><b>Speakers:</b>  <b>Robert Frith</b>  <b>Vice-President, Shell International,</b>  <b>E &amp; P, Inc.</b>  <b>Michael Stewart</b>  <b>President, Westcoast Energy International,</b>  <b>Inc.</b>  <b>William A. Barnett</b>  <b>Executive Vice-President, Gas Research</b>  <b>Institute</b>  <b>Wim Heyselberghs</b>  <b>CEO, Electricity and Gas International,</b>  <b>Tractebel</b>  <b>José Antonio Ceballos</b>  <b>Director General, Pemex Exploration and</b>  <b>Production, Mexico</b></p>	<p><b>Speakers:</b>  <b>Luis Carlos Valenzuela</b>  <b>Minister of Mines and Energy, Colombia</b>  <b>Jorge Chamot</b>  <b>Minister of Energy and Mines, Peru</b>  <b>Alfredo Mirkin</b>  <b>Director of Strategic Planning, Mercado</b>  <b>Energético, Argentina</b>  <b>René Ortiz</b>  <b>Minister of Energy and Mines, Ecuador</b>  <b>Doug Farmer</b>  <b>Vice-President, Transredes, Bolivia</b>  <b>Gianfelice Rocca</b>  <b>President, Techint, Italy</b>  <b>Gianfelice Rocca, President, Techint, Italy</b>  <b>Bernardo Quintana</b>  <b>President, Grupo ICA, Mexico</b></p>	<p><b>13:30 - 15:30</b>      <b>Buffet-</b>                           <b>Lunch</b>                           <b>Fountain Courtyard</b></p>
<p><b>Conference Co-Chairs:</b>  <b>Jorge Chávez</b>  <b>Deputy Secretary for Policy and Energy</b>  <b>Development, Mexico</b>  <b>Hans Jorgen Koch</b>  <b>Director, Office of Energy</b>  <b>Efficiency, Technology and R&amp;D, IEA</b></p>	<p><b>SESSION 2</b> Room 1  <b>The Evolving Structure of the North</b>  <b>American Market: Prospects for the Future</b>  <b>and Lessons for Other Regions</b>    <b>Chair:</b>    <b>David Parker</b>  <b>President, American Gas Association,</b>  <b>USA</b></p>	<p><b>11:00 - 11:30</b>      <b>Coffee Break</b>    <b>11:30 - 13:30</b>      <b>WORKSHOP</b>                           <b>SESSION</b>                           <b>Parallel Workshops 5 - 6</b></p>	<p><b>15:30 - 17:30</b>      <b>CLOSING</b>                           <b>PLENARY</b>                           <b>SESSION</b>    <b>Room 1</b></p>
<p><b>Welcoming Remarks:</b>  <b>Angélica Fuentes</b>  <b>President, Mexican Natural Gas</b>  <b>Association</b></p>	<p><b>Speakers:</b>  <b>Brian MacNeill</b>  <b>President and CEO, Enbridge, Inc.</b>  <b>Kevin Hannon</b>  <b>President and COO, Enron North America</b>  <b>Benjamin Schlesinger</b>  <b>President, Benjamin Schlesinger and</b>  <b>Associates, Inc.</b>  <b>D. A. Arledge</b>  <b>Chairman, President and CEO,</b>  <b>Coastal Corp.</b>  <b>Donald Felsing</b>  <b>Group President on Regulated Affiliates,</b>  <b>Sempra Energy</b></p>	<p><b>SESSION 5</b> Room 1  <b>Natural Gas and Environment: Clean</b>  <b>Operations and Gas in the Kyoto Context</b>  <b>and Gas in the Kyoto Context</b>    <b>Chair:</b>    <b>Kenneth Vollman</b>  <b>Chairman, National Energy Board, Canada</b></p>	<p><b>Conference Co-Chairs:</b>  <b>Jorge Chávez</b>  <b>Deputy Secretary for Policy and Energy</b>  <b>Development, Mexico</b>  <b>Hans Jorgen Koch</b>  <b>Director, Office of Energy</b>  <b>Efficiency, Technology and R&amp;D, IEA</b></p>
<p><b>Opening Speeches:</b>  <b>Luis Téllez</b>  <b>Secretary of Energy, Mexico</b>  <b>Bill Richardson</b>  <b>Secretary of Energy, USA</b>  <b>Robert Priddle</b>  <b>Executive Director, IEA</b></p>	<p><b>19:00 - 21:00</b>      <b>Reception</b>                           <b>Fountain Courtyard</b></p>	<p><b>Speakers:</b>  <b>T.J. Glauthier</b>  <b>Deputy Secretary, Department of Energy,</b>  <b>USA</b>  <b>Marie Rounding</b>  <b>President and CEO, Canadian Gas</b>  <b>Association, Canada</b>  <b>Juan Carlos Belausteguigoitia Rius</b>  <b>Deputy Secretary, Secretariat of the</b>  <b>Environment and Natural Resources,</b>  <b>Mexico</b>  <b>Ahmed Abdelmotal</b>  <b>Vice-Chairman, Egyptian General</b>  <b>Petroleum Company</b>  <b>Norman Anderson</b>  <b>Vice-President, Latin America Gas, BP</b>  <b>Amoco, Brazil</b></p>	<p><b>Workshop Chairs' reports:</b>  <b>Fidel Valle Savañol</b>  <b>Head of the Application and Development</b>  <b>Department, Gas Natural, Spain</b>  <b>David Parker</b>  <b>President, Natural Gas Association, USA</b>  <b>Angélica Fuentes</b>  <b>President, Mexican Natural Gas</b>  <b>Association, Mexico</b>  <b>Luis Giusti</b>  <b>Senior Advisor, Center of Strategic and</b>  <b>International Studies, USA</b>  <b>Kenneth Vollman</b>  <b>Chairman, National Energy Board, Canada</b>  <b>Claude Detourné, Gaz de France, France</b>  <b>Claude Detourné, Gaz de France</b>  <b>17:30 - 18:30</b>      <b>Room 1</b></p>
<p><b>0:30 - 11:00</b>      <b>Coffee Break</b></p>	<p><b>Tuesday December 7</b>  <b>8:00 - 9:00</b>      <b>Continental</b>                           <b>Breakfast</b>                           <b>Ballroom Foyer</b></p>	<p><b>SESSION 3</b> Room 1  <b>Mexico: Industry Restructuring and New</b>  <b>Players</b>  <b>(3) Mexico: Industry Restructuring and</b>  <b>New Players</b>    <b>Chair:</b></p>	<p><b>Closing Addresses:</b>  <b>Closing Addresses:</b>  <b>Abrián Lajous, CEO, Pemex, Mexico</b></p>
<p><b>1:00 - 13:00</b>      <b>OVERVIEW</b>                           <b>PLENARY</b>                           <b>SESSION</b>    <b>Room 1</b></p>	<p><b>9:00 - 11:00</b>      <b>WORKSHOP</b>                           <b>SESSION</b>                           <b>Parallel Workshops 3 - 4</b></p>	<p><b>SESSION 6</b> Plaza Ballroom  <b>Supply and Demand: Challenges in the</b>  <b>21<sup>st</sup> Century</b>    <b>Chair:</b> —    <b>Claude Detourné</b>  <b>Gaz de France</b></p>	<p><b>17:30 - 18:30</b>      <b>Room 1</b></p>
<p><b>Conference Co-Chairs:</b>  <b>Jorge Chávez</b>  <b>Deputy Secretary for Policy and Energy</b>  <b>Development, Mexico</b>  <b>Hans Jorgen Koch</b>  <b>Director, Office of Energy</b>  <b>Efficiency, Technology and R&amp;D, IEA</b></p>	<p><b>Overview Speeches:</b>  <b>Sergio Garrriba</b>  <b>Commissioner, Regulatory Authority for</b>  <b>Electricity and Gas, Italy</b>  <b>Simon Turner</b>  <b>President, TransCanada Pipeline</b>  <b>International, Canada</b>  <b>Vicтор Olea</b>  <b>Chairman, Energy Regulatory</b>  <b>Commission, Mexico</b>  <b>Iñigo Cortina</b>  <b>President, Repsol, Spain</b>  <b>Alfonso Rodríguez</b>  <b>Minister of Energy and Mines, Venezuela</b>  <b>Yves Gadonneix</b>  <b>President, Gaz de France, France</b></p>	<p><b>13:00 - 15:00</b>      <b>Buffet-</b>                           <b>Lunch</b>                           <b>Fountain Courtyard</b></p>	<p><b>13:00 - 15:00</b>      <b>Buffet-</b>                           <b>Lunch</b>                           <b>Fountain Courtyard</b></p>

Angelica Fuentes President, Mexican Natural Gas Association, Mexico		
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no later

Deutsch, Kathleen

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**From:** Dudley, James L [DudleyJL@state.gov]  
**Sent:** Tuesday, January 23, 2001 10:45 AM  
**To:** Deutsch, Kathleen  
**Subject:** FW: CMS PPI-indexing



DPC0118 CMS  
Energy.doc

Kathy- Thought you might be interested in this. -James

> -----Original Message-----

> From: Climan, Douglas P  
> Sent: Monday, January 22, 2001 8:53 AM  
> To: Dudley, James L(Main State)  
> Subject: CMS PPT-indexing

> <<DPC0118 CMS Energy.doc>> HI James, Thanks for your feedback last week  
> - here's a final cleared copy for your files. I was able to get the PPI  
> comparison data you suggested and included it. FYI, Enron has asked to  
> come in to discuss the same issue. Best, Doug

12-7-01

**U.S. Companies with an Interest in Mexico**

**Companies Holding Electricity Export Authorizations or Permits to Construct and Operate  
Electric Transmission Lines Across the United States - Mexico Border**

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(305) 461-6945

reback ..... elect stakeholder  
11-13-01

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U.S. - Mexico Electricity Symposium  
Invites Mailed to:

3-9-2000

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## Gay, Carolyn

---

**From:** Douglas Wallace [Douglas\_Wallace@ita.doc.gov]  
**Sent:** Monday, April 02, 2001 4:22 PM  
**To:** Gay, Carolyn; Brodman, John  
**Subject:** NEPA power project

John/Carolyn: Good seeing you both in Nigeria. I thought you might be interested in this article...

Monday, April 2, 2001

NEPA lists hurdles to ENRON  
power project

Lagos insists on April date

By Yakubu Lawal, Energy Correspondent and  
Lekan Sanni

AS Lagos residents await, with bated breath, the promised end to their electricity supply nightmare this month, when the independent power project is billed for commissioning, The Guardian has learnt that the hopes may be forlorn after all.

Reasons: The National Electric Power Authority (NEPA), through which the power to be generated is to be distributed, at the weekend listed six fresh hurdles before the project executives ENRON Nigeria Ltd, the non-fulfilment of which would leave it doomed.

The authorities also said the power generated might be rejected if it does not meet Nigeria's specifications.

But the Lagos State government, facilitators of the project, continued also at the weekend to re-assure the populace that there is no cause for alarm.

The hurdles, according to NEPA, are statutory and have to be met before electricity generated by ENRON can be allowed into the authority's grid system.

NEPA's General Manager, Lagos thermal power station, Egbin, Mr. Edward A. Adeleye, enumerated these requirements when journalists were conducted round the project.

The hurdles include:

installation of metres for gas in-take;

construction of Gas Insulator Sub-station (GIS);

communication equipment, cables;

protector facilities for the cables conveying power from ENRON's barges to NEPA's transmission station;

installation of energy meter to determine the amount of power coming from Enron into NEPA grid; and

synchronisation of NEPA - ENRON power facilities.

Most importantly, however, according to Adeleye, NEPA will test the quality of power being produced by ENRON as well as other facilities which will only be accepted if they meet the international standard or NEPA's specifications.

"I cannot confirm whether all these facilities are on the ground because they have not been installed, but I do know that installation and commissioning of the projects, where all the equipment will be tested by NEPA, will take at least 30 days", Adeleye said.

The general manager added that fabrication of pipes that would convey gas from NEPA metering point to ENRON is still being done while proposal for connecting the ENRON power into NEPA's grid is yet to be submitted to the authority.

Adeleye said if all these facilities are put on ground, NEPA is ready to receive the initial 90 megawatt (mw) electricity to be delivered by ENRON.

"As far as we are concerned, NEPA is ready to receive the ENRON power, but all the conditions for such connections must be satisfied by NEPA", he stated.

According to him, with the on-going rehabilitation of 440 mw, i.e. two units in Egbin, the power station will be able to contribute about 1,410 mw to the national grid.

He said Egbin thermal station will be contributing about 1,320 mw while ENRON will put 90 mw into the system.

The power plant which currently generates about 860 mw from the available four units of 220 mw each, he added, will continue to be the bedrock of NEPA's electricity generation in the country.

Explaining the importance of testing ENRON facility to determine the quality of its power, Adeleye said in Nigeria most of the transmission ratings are on 132 kv, 11 kv and 330 kv while in the United States from where ENRON comes, they have 138kv, 11.8 kv, 230 kv.

He also stated that while the Nigerian movement circle is 50 hertz, that of the U.S. is 60 hertz. "So we must carry out thorough tests on all the equipment before accepting power from ENRON.

The official said additional 710mw will come into the national grid from Egbin by December this year. Barring all obstacles, he added, ENRON is expected to deliver 270mw by the end of the year while the two units being rehabilitated by Marubeni of Japan will add 449mw.

He said that when fully on stream, Egbin thermal

station will be providing 25 per cent of the national electricity requirement in the country.

According to him, NEPA takes about 50 million standard cubic feet (mmscf) of gas per day per unit from the Nigerian Gas Company (NGL), which translates to about 200 million standard cubic feet per day (mmscfd), noting further that by the time all the six units are operational and on load, Lagos thermal station will be utilising 300 mmscf of gas for the generating of 1,320mw electricity, while ENRON will be looking at gas value of about 150 mmscf for its operations.

At another tour of the independent power project, also at the weekend, the Lagos State Works Commissioner Rauf Aregbesola allayed the fears of the residents over the project.

Addressing journalists at the project's site in Ikorodu, he noted that some fears were being nursed over the recent shifting of its commissioning but pledged: "There can be no going back on the project".

The tour was facilitated by Enron to show journalists the level of work done on the project. To ENRON's General Manager, Mr. Dennis Skipper, the delay is insignificant.

On ground, according to a statement by Chief Press Secretary to Lagos State government Segun Ayobolu are three barges, almost completed with 600 men working to meet the new deadline.

Aregbesola, alongside some of his counterparts namely Mr. Dele Alake (Information and Strategy) Kayode Anibaba (Environment and Physical Planning) and Musiliu Obanikoro (Home Affairs and Culture) expressed satisfaction with the speed at which the installation work was going on.

Aregbesola said the tour was for journalists to see physically, what had gone into the project "so that people will know and realise it is not just a question of rhetorics, that in reality the project is on course and, Insha Allah, our people will benefit from it".

Although Enron has assured that it would deliver on April 10, Aregbesola said Lagos State government had decided to give it a little more time "to test everything and be rest assured that it is not just a half-sided readiness and that we are fully ready to take on the load... So we are not in a hurry to give a date but definitely, by the middle of next month we should have this behind us".

He continued: "From what you are seeing now, it is almost over in terms of completion but other things are political and that is why we have to be very sure every bit of it, every part of it is ready before we now tell you, yes, we are set to go because once we set out, we don't want to give any excuse for not having the energy there".

Aregbesola spoke further: "The industrial sector needs between 1,500 and 2,000 megawatts, and NEPA is giving between 400 and 500 megawatts.

Therefore any addition and injection of power will definitely rub off the people thereby increasing the energy available to Lagosians".

The commissioner said that the primary target of the Lagos State government is to ensure that by October, "whatever energy that will be available to Lagosians through this medium will be beneficial to all Lagosians".

Skipper assured that in spite of the postponements, Enron had neither lost focus nor relented in its determination to deliver on schedule.

He thanked all parties involved in the deal, including the Federal Government, Lagos State government and the National Electric Power Authority (NEPA) for their cooperation.

Skipper noted that the "little problem is not peculiar to Nigeria alone as ENRON had gone through a similar experience in the United States. "Doing something for the first time, problems like this are inevitable but we are sure to surmount them", he said.

Reacting to the submission of Adeleye yesterday, Alake said that issues raised by NEPA are technical which the authority ought to discuss with ENRON.

According to him, both ENRON and NEPA officials have been getting in touch with each other and the issues should have been raised at one of such meetings.

The commissioner said that ENRON is already aware of what should be put in place, adding that some of them are already on the ground.

Alake accused NEPA of acting in bad faith, and explained that there was a plan to politicise the project.

He also said that from all indications, NEPA did not wish the project well despite the authority's failure to meet the energy needs of the country.

Alake said that ENRON is not new to the energy sector and has all it takes to make the project a success.

**Gay, Carolyn**

---

**From:** Sperl, Thomas  
**Sent:** Tuesday, December 18, 2001 10:19 AM  
**To:** Billig, Michelle; DL-PI-32  
**Subject:** RE: Energy Deregulation After Enron

MB:

Seems like an article from the Economist, just a guess though.

To respond to your which Africa question, the article lets the cat out of the bag a bit with the concluding Africa thought:

"The South African Power Pool (SAPP) is gradually approaching the level of sophistication that could foster arbitrage opportunities similar to those exploited very successfully by Enron"

SADC (which drives SAPP) is definitely the most active area addressing/considering competition. They have developed the Regional Electricity Regulatory Association (taking the constitution from US's NARUC), and are considering evolving into a regional FERC entity. The current and planned interconnections transmission network rivals the US northeast. Individual nations are quite excited about prospects moving from monopoly to a African version of competition through a cautious evolutionary process slowed by political realities.

In West Africa, activity from Nigeria along the West Africa Gas Pipeline countries (Nigeria, Togo, Benin, Ghana) into Ivory Coast and Senegal, Guinea, and Mali is couched under ECOWAS as the unifying driver. They are quite cognizant of the changes occurring with their southern neighbors and although not close to the progress and momentum in SADC, intellectually they are opening themselves up to change.

The below quote from the article is the real driver of change; that is the opportunity to realize wealth cannot under any name be ignored so pervasive the reach of poverty.

"Many governments simply cannot afford to keep power generation, in particular, regulated. Without deregulation to break the monopoly of state-owned utilities, private investors will not be incentivised into the sector."

my humble opinion

Tom Sp.

-----Original Message-----

**From:** Billig, Michelle  
**Sent:** Tuesday, December 18, 2001 9:35 AM  
**To:** DL-PI-32  
**Subject:** Energy Deregulation After Enron

I think there is a bit of something for everyone here...Gary, scroll down to Brazil...Kathy, Canada...Do you know which Africa they are talking about?

Global: Energy Deregulation After Enron - What Happens Now?

Enron had operations in more than 40 countries. It reported more than US\$100bn in sales and US\$1bn in profit in 2000. It was once rated seventh on the Fortune 500 list of the biggest US companies, while accounting for as much as 25% of all electricity and gas traded electronically on any given day. [NL]

Its founder was a close friend of President George W. Bush and his family. By default or by design it was also a staunch proponent of, and an active participant in, California's

failed experiment with electricity deregulation. Now Enron has filed for the world's biggest-ever corporate bankruptcy and its rivals are eager to fill its shoes in the US, and pick up the pieces of its businesses around the world. Because Enron was a dominant player in markets spawned by energy deregulation, its collapse may have implications for the global march towards a network of restructured energy markets, albeit more so in some countries (or regions) than others. [PARA]Africa [PARA]Deregulation is progressing in many states and Enron's woes will not force a reversal. In any case, the energy markets of most countries in the region are not as sophisticated as the deregulated environment in which Enron thrived (see Global: 24 November 200: Privatisation of Power Utilities in Developing Economies: Before Or After Restructuring?). Many governments simply cannot afford to keep power generation, in particular, regulated. Without deregulation to break the monopoly-of state-owned utilities, private investors will not be incentivised into the sector. However, Enron's energy trading market share in the US will have been deemed monopolistic in some African countries, and these governments will now become more wary of creating a private monopoly to replace a state-owned monopoly in a deregulated environment. Governments will also want to ensure there are enough participants in the market to fill the shoes of any crumbling participant. One possible dilemma is that it will be difficult to avoid creating unregulated 'private' monopolies in those African states with smaller state-dominated electricity sectors. [PARA]The South African Power Pool (SAPP) is gradually approaching the level-of sophistication that could foster arbitrage opportunities similar to those exploited very successfully by Enron (see Africa Regional: 20 August 2001: The Southern Africa Power Pool (SAPP): What Progress Has Been Made?). Enron's trading platform, EnronOnline, was not considered an 'exchange' since the firm was the only counter-party to deals on its platform and no multiple bids or offers were accepted for any one deal. Therefore, it was exempted from regulation. When fully developed, however, the SAPP will be a regulated exchange, and controls will probably be put in place to ensure that a single utility does not become the market maker. [PARA]Asia Pacific [PARA] Enron's activities in the Asia Pacific region span trading platforms and equity in power projects. The collapse of the company effectively halted the activities of its regional trading divisions in Japan, South Korea, Singapore and Australia, due to the withdrawal of essential credit support from the US. This has caused concern, but as yet no wider crises, despite problems of tight liquidity in several of these markets. Energy derivatives markets remain relatively undeveloped in the region, but the reduction in potential for derivatives trading could exacerbate energy companies' risk exposure at a general level. Total exposure to Enron from the Japanese banking sector is not thought to exceed 10bn yen (US\$800m), a relatively small amount compared with banks in the US and Europe. [PARA] Enron's commitment to bricks and mortar power investments across the region was already in doubt, given its decision to pull out of the Dabhol power project in India, and uncertainty over the fate of four prospective power plants in Japan. These interests now represent its most tangible assets in the region. The attempt to sell Dabhol which comes at the end of a protracted payment dispute with the Maharashtra State Electricity Board (MSEB) may now be accelerated, with local buyers turning the screw in the realisation that a quick sale may be a necessity for Enron. Enron has already sacked 50 employees from its Indian subsidiaries. Enron's plans for power projects in Japan look increasingly unlikely to go ahead, and may be scrapped given the dearth of interest from other potential investors. Enron operates two small power plants in the Philippines whose operations have so far been unaffected by the events in the US. [PARA]Europe [PARA]The Western European energy market is different from the US market since it is a more mature, regulated market. Also, legislation on companies' off-balance sheet finances has been in place for some time, so the chances of a similar scandal happening are considerably reduced. The implications of Enron's demise will be felt in companies directly exposed to Enron. In the energy sector these exposed companies include BP, which said its maximum liability to the Enron group was US\$28m. Centrica, the UK's biggest gas supplier, was aiming to minimise its trading exposure, which is estimated at US\$42.8m. [PARA]In Germany, RWE estimated its exposure to Enron was around US\$8.9m, an estimate that has decreased substantially from last month. Wessex Water has assured its 2.4m customers that it can continue to operate even if Enron goes down. There is a corporate transparency issue that needs to be emphasised more than the nature of deregulated power and gas trading. If for example the Central and Eastern European Energy companies and the privatisation of state monopolies are made more answerable to international accounting standards this would give greater assurance to foreign investors. One only has to think of the cross-border gas trading scandals in Ukraine and Gazprom's off-balance sheet finances to see how this sector would benefit from greater legislation. Since the UK is a pioneer in the regulation of energy markets, it has been the first to experience some of the problems. Since the introduction of NETA (New Electricity Trading Arrangements) in March 2001 there have been a number of problems including two rises in the gas price and suggestions that renewables may find it difficult to secure niche markets. [PARA]The attitude of rating agencies like Moody's have

also come under scrutiny following Enron's demise. There are suggestions now that they are going to be much harsher in their assessment of energy companies. On 10 December 2001, in a move that echoed the Enron crisis, they downgraded the stock of US company AES Drax Holding Ltd to 'junk bond' status. The chief financial officer acknowledged that electricity prices in UK had fallen since 1999 due to excess capacity and would remain flat for three years. Drax will, unlike Enron, survive the downgrade. It is another early sign from the crisis that open energy markets do work and there will hopefully be enough competitors to move into the hole that Enron's collapse has created. Then shortly afterwards Moody's downgraded Dynegy to one level above junk bonds following a lawsuit from Enron over their failed rescue bid. [PARA]The UK gas market was launched on 6 December 2001 to be traded on the Atlanta-based Intercontinental Exchange and performed extremely well especially for the seasonal trade of Summer 2002. Though six majors operated under contract there were eight other companies trading without paper agreements. The fall-out of Enron's collapse may mean that this kind of volume of trading may be more heavily regulated - which is not going to be good for the successful open markets. Corporate transparency and international accounting standards are a more pressing need across the board, as is legislation for off-balance companies. [PARA]Middle East [PARA]Enron had a less significant presence in the Middle East than in other regions. With electricity markets only just beginning to open up to foreign investors in the Middle East most of Enron's interests were potential rather than actual. The impact of Enron's collapse primarily came over the summer as the company scaled back its limited interests in the region. The company withdrew from the Dolphin gas project - a project to create a regional gas network supplied by Qatar's giant North Field. The withdrawal was a surprise to many and Enron's declaration that the project was uneconomic raised some eyebrows. [PARA]Following on from the withdrawal from Dolphin, Enron also pulled out of the Saudi Arabian national gas project - the largest gas infrastructure project in the world. After initially being short-listed for participation, it was confirmed by the Saudi authorities in June 2001 that US-based Marathon was to replace Enron in the Red Sea project. Enron also has an interest in Turkey where it holds a stake in the Trakya Power Project - Turkey's first build-own-transfer (BOT) 478MW natural gas fired power project on the northern coast of the Sea of Marmara in Turkey. [PARA]North America [PARA]Enron's demise is related in many more respects to accounting standards in the US than the deregulation of the electricity sector. However, the alleged influence of Enron executives on the Bush Administration's energy reform blueprint published in August 2001, and Enron's controversial participation in California's botched deregulation, has inevitably led to some conclusions being drawn. Some of these conclusions are probably right while some, notably that the firm's collapse will force a re-regulation of the industry, may be off the mark. [PARA]Canada [PARA]In Canada, regulatory reform in the electricity industry has largely been a function of the provincial governments, and few provincial governments have liberalised their markets. Generally, Canada has taken the lead from its southern neighbour on deregulation issues. Alberta and Ontario have introduced legislation to deregulate their power sectors, with wholesale deregulation is set to start next year in Ontario. Alberta was the first province to introduce privatisation legislation in 1995, and a 1998 amendment to the original legislation allowed retail customers to choose their electricity suppliers from January 2001. [PARA]Nevertheless, Enron's stumble has registered badly in Canada. Enron Canada Corp., the local affiliate of the bankrupt firm, lost an appeal on 6 December at the Queen's Bench courthouse in Calgary, Alberta. It had sought an injunction to keep companies from cancelling bilateral contracts for 30 days, while it carried out a restructuring to distance it from its stricken US parent and prevent insolvency. Enron Canada pleaded that the sanctity of the contracts was vital to its survival as one of the nation's largest natural gas and power marketing companies, but Judge D.G. Hart countered that jittery trading partners had the right to cancel their contracts. The defendants had argued that the downgrade of Enron Canada's parent company triggered contractual provisions allowing them to do so. [PARA]Enron Canada may now have to seek credit protection under the Canadian equivalent of US Chapter 11. Some of Enron Canada's customers are bound to be provincial utilities, and their governments would have to pick the pieces of any negative consequences. Regardless, the Canadian electricity sector is already heavily regulated, and for the most part Enron's demise will probably make no difference to deregulation in the country, except, perhaps, hardening the stance of those against it. [PARA]US [PARA]It is difficult, and probably wrong, to pin Enron's woes (or indeed California's), on the 'failure' of electricity deregulation in the US, because it has more to do with alleged impropriety in its accounting methods. But it is proper to examine how deregulation fostered Enron's meteoric rise. Deregulation neither failed Enron nor California, but they somehow failed deregulation. Many have wondered how a company such as Enron, with relatively fewer hard assets than its competitors, could have become the industry leader in the buying and selling of electricity and gas in North America. This is primarily because of 'access rights', a by-product of deregulation that Enron

really championed. It afforded Enron the means to transfer electricity and gas through pipelines it did not own. [PARA]The Federal Energy Regulatory Commission (FERC) orders of 1996 required open and equal access to jurisdictional utilities' transmission lines for all electricity producers - the so-called 'third party access rights', thereby consolidating the foundation laid for deregulation in electricity transmission. The FERC orders had built on the Energy Policy Act of 1992 (EPAct), which deregulated the prices that utilities could charge one another for power they moved across state lines. This increased trading of power between utilities and spawned power brokers and 'merchants' like Enron. Nevertheless, Enron did not bother much with owning power plants or transportation infrastructure, but exploited access rights almost sanctimoniously. However, in the end this proved to be a double-edged sword, as Enron then lacked the necessary assets to bolster its credit rating and prevent its bankruptcy filing on 2 December. Arguably, deregulation cannot be blamed for Enron's miscalculations in this regard. Enron's failure will encourage more energy firms to enhance their portfolio of physical assets. [PARA]Deregulation also encouraged convergence. Energy companies saw opportunities in offering consumers a variety of residential services, combining internet access, telecommunications, satellite television and water services in one bill - taking advantage of synergies in crucial functions like electronic metering and billing systems. These forms of consolidation, within and across the various utility sectors - gas, electric, cable, etc. - are often termed convergence. The biggest of such convergences so far occurred in 1998 when Enron acquired Wessex Water of the UK for US\$2.2bn. Many observers have castigated Enron for making these sort of investments, saying the result was a loss in focus as a thoroughbred energy company. Some have even alleged that Enron utilised such 'non-core' investments to tie up some of the 'off-balance sheet' partnerships now being investigated by both the Securities and Exchange Commission and Congress. This suggests that convergence itself is not a bad investment decision, provided it is exploited effectively. Convergence deals also entice investment, as well as commercial bankers, who put considerable funds on the line to back them. Now many of the banks have been burned by Enron's demise, and will henceforth tighten credit standards for energy projects as a whole. Even securitised lending will come under greater scrutiny (see Global: 15 October 2001: Is Securitisation The Future of Energy Project Financing?). [PARA]The most contentious issue which Enron's debacle has thrown up in the US is the liberty of energy traders. The Clinton Administration and Congress contemplated exercising more oversight over the financial instruments used by firms to trade energy contracts. However, hard lobbying by the industry against such a move is alleged to have influenced the powers that be. The result was that the measure that became law, the Commodity Futures Act of 2000, specifically exempted energy trading from the regulatory scrutiny applied to brokers of money and securities. Now there are calls for Congress to consider new regulatory controls over energy markets. Countless Congressional hearings are under way or planned to seek new directions in electricity legislation. Congressional action is likely to affect the accounting methods of companies generally, but it is less certain how strenuously lawmakers will crack down on the energy derivatives market, which has hitherto been unregulated. However, both Democrats and Republicans have unveiled legislation that seeks to strengthen the powers of the Federal Energy Regulatory Commission (FERC) in overseeing the electricity industry (see US: 6 December 2001: Senate Democrats Unveil Alternative To H.R.4), although some Republican proposals are very controversial (see US: 7 December 2001: House Republicans Unveil New Electricity Legislation). [PARA]South America [PARA]Enron has significant investments in Brazil, and this is the Latin American country where the company's collapse is most likely to be felt. Following Enron's decision to file for bankruptcy in the US, the Brazilian government said that it was legally entitled to seize Enron's assets in the country if the company goes bust. Lawyers in Brazil contend that any such seizure by the state would be contingent upon the impact Enron's failure has on its operating units. The Sao Paulo electricity distributor Elektro Eletricidade e Servicos SA, which Enron acquired in 1998 for US\$1.27bn, has tried to distance itself from the troubles of its parent company by issuing a statement saying that it is not part of Enron's Chapter 11 bankruptcy filing in the US, and insisting that as it is structured independently, Enron's fate does not affect its ability to meet obligations under its concession contracts. However, concerns about Elektro's ability to finance its cash flow needs and future expansion following the collapse of Enron prompted the international rating agency Standard and Poor's to downgrade Elektro on 29 November. [PARA]If any of Enron's operating companies in Brazil went bankrupt, the government could legally take them over. However, the government hopes that a market solution will be found. There is mounting pressure on Enron to sell off its large Brazilian holdings in order to raise cash. There are rumours that Portugal's Electricidade de Portugal (EDP) and the local consortium VBC Energia may be interested in acquiring Elektro. Enron also owns two gas-fired thermoelectric plants - Eletrobolt, with a capacity of 380MW, and the 480MW Cuiaba plant. [PARA]Enron will probably have to accept a much lower price for its Brazilian assets than it originally bought them

for, not only because of its current financial weakness, but because of unfavourable conditions in the Brazilian electricity market. Brazil is in the midst of an economic slowdown and an energy crisis, which forced the government to introduce rationing measures starting in June. The withdrawal of all foreign bidders from the privatisation auction of the Brazilian integrated power utility Copel, initially scheduled for October 2001, revealed that investors also have serious concerns about the regulatory framework for Brazil's electricity sector. Elektro, like other electricity distribution companies in Brazil, has sustained large losses this year due to rationing and the depreciation of the local currency. Enron's Eletrobolt plant that was inaugurated in September stands idle due to the government's failure to address the issue of the non-functioning wholesale electricity market (MAE). Utilities also want higher electricity tariffs in order to make investments in new thermal plants more attractive. There will be increased pressure on the government to improve the regulatory environment for the energy sector, if it is to assure a quick and uncomplicated sell-off of Enron's electricity assets. [PARA] Enron also owns large stakes in Rio de Janeiro's natural gas distributor Companhia Distribuidora de Gas do Rio de Janeiro (CEG) and its local division CEG-Rio. At the end of April 2001, Brazil's state oil company Petrobras agreed to buy Enron's 25.4% stake in CEG and 33.75% stake in CEG-Rio, and was close to completing the sale before Enron's bankruptcy proceedings were announced. Enron's collapse has put a temporary halt to the sale of these assets, with Petrobras announcing that it was suspending negotiations to purchase Enron's stake in CEG, whilst it re-evaluated the deal. Petrobras has said that it has not lost interest in the purchase, but there is speculation that it will now try to negotiate a lower price. However, even if Petrobras manages to lower the asking price for Enron's gas distribution assets, Brazil's oil and gas regulator, the National Petroleum Agency (ANP), may at the last minute decide to oppose the sale on the grounds that it would give Petrobras a monopoly over the domestic natural gas market. Enron has a small interest in the Bolivia-Brazil natural gas pipeline and stakes in several other gas distribution companies in Brazil. [PARA] Enron also has operations in Bolivia, Argentina, Venezuela, Colombia, Panama, Guatemala and Dominican Republic. In Puerto Rico, Enron had been poised to complete a sale in the coming weeks of a 49% interest in the 507MW EcoElectrica gas-fired thermal power plant and a liquefied natural gas terminal for about US\$250m (see Puerto Rico: 1 August 2001: Mirant to Buy Power Plant and LNG Terminal). [PARA] The Big Picture [PARA] All told, Enron's calamity will impact variably across the globe. Europe is probably too way down the line of deregulation to be seriously disrupted by the incident, although the attitude of many European banks to funding energy projects will change. The banking sectors of Asia-Pacific countries appear to have been affected more by Enron's fall due to their exposures. Enron dabbled deeply in the Australian energy trading market, so the government there may be weighing up options on tightening regulation. In other parts of the world, the energy industry is either still heavily regulated or Enron's participation in the energy market was mostly bilateral trading. [PARA] In the US, many municipal utilities outside of the FERC's control over transmission networks are against extending access rights, by empowering the FERC to force the opening up of such networks. They have many state authorities and Senate Democrats on their side on this. Legislation that reflects Enron's misfortunes will definitely emerge from Congress in 2002, but like many issues on reforming the US\$200bn power industry, there will be winners like Enron, and their will be losers. And like the numerous employees, banks, investors and counter-parties who will be burned by the bankruptcy, there are always unfortunate losers. [PARA] This article was written by Gbenga Alaran (gbenga.alaran@wmrc.com) and the World Markets Energy team.

**Gay, Carolyn**

---

**From:** Jeffrey Donald [j-donald@bcIU.org]  
**Sent:** Wednesday, July 11, 2001 2:50 PM  
**To:** Gay, Carolyn  
**Subject:** Western Hemisphere Energy Integration Conference



Carolyn,

Thank you for calling regarding BCIU's proposed conference on Latin American energy integration and sorry I'm late getting this to you. As mentioned, BCIU has had very preliminary conversations with our own member companies and with a few key Latin American Embassies regarding this idea. The response so far has been positive.

Our first choice of dates for the event is September 10. However, as we believe the participation of Secretary Abraham is critical to securing participation by Ministerial level officials from the region, we would be open to considering other dates. Our primary focus with the conference will be to encourage regional energy integration by examining the liberalization experience in the region, lessons learned, and strategies for expanding energy trade and investment and integration.

A rough draft of the conference agenda is as follows:

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BCIU Conference  
on

Western Hemisphere Energy Integration

- 9:00 a.m. Welcoming Remarks  
Peter Tichansky, President, BCIU
- 9:10 a.m. Expanding Regional Economic Integration and the Implications for Energy Use  
Cesar Gaviria, Secretary General, Organization of American States
- 9:45 a.m. Electricity Sector Liberalization in Latin America, Lessons Learned and the Road Ahead  
Panel discussion featuring Ministers of Energy (TBD)
- 11:00 a.m. Break
- 11:15 a.m. Attracting Investment in Regional Oil and Gas Networks  
Panel discussion featuring Ministers of Energy (TBD)
- 12:30 p.m. Luncheon
- 1:30 p.m. Keynote Address by Secretary of Energy Spencer Abraham  
The U.S. National Energy Strategy and Hemispheric Energy Integration
- 2:15 p.m. Financing Energy Infrastructure Projects  
Panel discussion featuring a private sector infrastructure fund manager and the Inter-American Development Bank
- 3:15 p.m. Latin American Private Sector Views on Energy Integration in the

Hemisphere

Petrobras Chairman/President (TBC)

4:15 p.m. U.S. Private Sector Views on Energy Integration in the Hemisphere  
Duke Energy/AES/Enron Chairman/President (TBC)

5:15 p.m. Conclusion

thru the Organization of

**Gay, Carolyn**

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**From:** John Brodman [jbrodman@usaid.gov]  
**Sent:** Wednesday, June 13, 2001 3:49 AM  
**To:** Gay, Carolyn  
**Subject:** Travel to Lagos

\*\*\*\*\*

Carolyn,

I'll be traveling to Lagos today to meet with the Lagos zone NEPA people and visit the Enron/AES project and the Egbin powerplant. I won't be back until late Friday, and I won't see my e-mail until then. JB

John R. Brodman  
Senior Energy Policy Advisor, and  
Manager of Energy Assistance Programs  
USAID Mission, Abuja, Nigeria  
E-mail: jbrodman@usaid.gov  
johnbrodman@hotmail.com  
Phone: 234-9-523-0225, room 844  
Fax: 234-9-523-1570

**Person, George**

---

**From:** Lockwood, Andrea  
**Sent:** Wednesday, July 05, 2000 12:58 PM  
**To:** Fariello, Theresa; Willis, Matthew; Pumphrey, David; Person, George  
**Cc:** Sperl, Thomas; Berger, Daniel  
**Subject:** RE: Completed Enron Deal (Nigeria)

The press release from Enron (which we'll put in the briefing book) says the agreement was signed by Enron with NEPA in agreement with the Lagos State Government. Minister of Power and Steel Agagu also signed the agreement. The Power purchase agreement was touted as the first of its kind signed by NEPA. The PPA also allows for the potential construction of a 548 megawatt power plant. That project is dependent on the successful completion of a feasibility study and financing.

-----Original Message-----

**From:** Goldwyn, David  
**Sent:** Friday, June 30, 2000 2:18 PM  
**To:** Person, George  
**Cc:** Fariello, Theresa; Willis, Matthew; Pumphrey, David  
**Subject:** RE: Completed Enron Deal (Nigeria)

Good news. Who is the purchaser? Lagos state or NEPA?  
Do we know?  
And thanks for the heads up, Enron....

I suppose the five year term addresses Refai's concerns about impeding a potential NEPA sale.

-----Original Message-----

**From:** Person, George  
**Sent:** Friday, June 30, 2000 2:04 PM  
**To:** Goldwyn, David; Humphrey, Calvin; Fariello, Theresa; King, Rachel; Santiago, Henry  
**Cc:** Pumphrey, David; Lockwood, Andrea; Billig, Michelle; Sperl, Thomas; Willis, Matthew; Gilliard, Emma; Berger, Daniel; Sacks, Steve  
**Subject:** Completed Enron Deal (Nigeria)  
**Importance:** High

Great advocacy news out of Abuja, courtesy of State Dept:

June 30, 2000

The Enron Corporation and Nigerian authorities have completed their negotiations and signed an updated 5-year \$147M power purchase agreement. Under the new terms, Enron will provide 270MW of emergency power and can re-negotiate for a new 5-year contract contingent upon the success of and at the conclusion of the current contract.



**Enron Corp**  
*From the desk of Chris Long*  
1775 Eye Street, N.W., Suite 800  
Washington, D.C. 20006  
202-466-9158

## Fax Cover Sheet

NUMBER OF PAGES (including cover) 4

Date: July 5, 2000

To: Andrea Lockwood 586-0013

444

June 30, 2000

**FACT SHEET ON ENRON'S 270-MEGAWATT EMERGENCY POWER PROJECT IN NIGERIA**

- Enron and the Nigerian Authorities have successfully completed their negotiations and signed an updated Power Purchase Agreement (PPA). Under the agreement, Enron will provide 270 megawatts of emergency power, which will be used to boost the national power grid's capacity.
- The 270 megawatts of emergency power will be supplied by nine 30-megawatt, barge-mounted power plants. Three of the plants already have arrived in Nigeria and the remaining six are in transit.
- The barges will be fueled by natural gas and located near the National Electric Power Authority's facility in Egbin. The plants will be retrofitted to comply with Nigeria's power system requirements. Enron expects to begin generating electricity by fourth quarter 2000.
- The PPA also allows for the potential construction of a 548-megawatt power plant and related facilities. But that project is dependent upon the completion of a successful feasibility study, financing requirements and related items. Enron's current focus is on completing the emergency power project. If all projects were to move forward, project cost could be in the range of US\$500 million.
- In addition, prospects for any other potential opportunities in Nigeria are contingent upon the success of the 270-megawatt emergency power project.
- Enron is one of the world's leading electricity, natural gas and communications companies. The company, which owns approximately \$37 billion in energy and communications assets, produces electricity and natural gas, develops, constructs and operates energy facilities worldwide, delivers physical commodities and financial and risk management services to customers around the world, and is developing an intelligent network platform to facilitate online business. *Fortune* magazine has named Enron "Most Innovative Company" for five consecutive years, the top company for "Quality of Management" and the second best company for "Employee Talent." In addition, Enron ranks in the top quarter of *Fortune's* "Best 100 Companies to Work For in America." Enron's Internet address is [www.enron.com](http://www.enron.com). The stock is traded under the ticker symbol "ENE."

**PRESS**



**RELEASE**

FAX FOR SA - 01-5870509  
FROM OZE - AGWT

release

## AMENDED ENRON POWER PACT SIGNED

The amended Enron Power Purchase Agreement (PPA) was signed in Abuja on Friday June 30<sup>th</sup> 2000 by representatives of the Federal Ministry of Power and Steel, NEPA, Lagos State Government and Enron. The PPA signing signifies the kick off of a 270MW emergency power project to be operated by Enron in Lagos State.

Senator Liyel Imoke, NEPA Chairman Technical Board Committee, in his opening remarks at the signing ceremony observed that the historic event marked the beginning of the Enron PPA, the first of its kind by NEPA in agreement with the Lagos State Government. He noted that it opens doors of opportunity in the power sector to other private investors.

Power and Steel Minister, Dr Segun Agagu representing the Federal Government, said the revised agreement was worth the effort. While thanking the Lagos State Government for its concern on the power needs of Nigerians, especially Lagos State he noted that the delay in implementing the project was not by design.

Dr. Agagu thanked Enron for its tenacity and perseverance, observing that Enron interest in the Nigerian Power Sector was not just for profit but to assist in ameliorating the nation's power problems. He also promised that all officers involved in the project would work assiduously in cooperation with Enron.

The Lagos State Commissioner of Finance, Dr. Oluwole Edun, on behalf of his government, expressed their gratitude to the President, Vice President, former Minister of Power & Steel, Chief Bola Ige and officials of NEPA for their painstaking efforts to such projects which according to him have all the potentials to become a national phenomenon in due course.

Dr. Ekerendu, Permanent Secretary, Ministry of Power & Steel in his vote of thanks, remarked that the amendments are meant to make the power project work. He expressed appreciation for the support of the Honourable Minister, the Chairman and members of the NEPA Technical Board who have brought sanity to NEPA operations, which he believes will ensure success of the emergency power project.

  
MUHAMMAD S. MOUSA-BOOTH,  
ASST. GENERAL MANAGER (PR).

TEL: ABUJA 09-2346246

DATE: 30<sup>TH</sup> JUNE, 2000

LAGOS 01-2634299

**Agenda**

**The Hon. Bill Richardson  
U.S. Secretary of Energy  
Reception**

**Co-hosted by  
U.S. Embassy Lagos  
and  
The Corporate Council on Africa**

**Eko Hotel  
Lagos, Nigeria**

- 8:00 p.m.** Secretary Richardson arrives Eko Hotel Poolside for reception; greeted by Amb. William Twaddell and CCA sponsors
- 8:30 p.m.** Amb. Twaddell welcomes Sec. Richardson and reception guests  
Introduces CCA representative to introduce Council and Sec. Richardson  
Sec. Richardson gives remarks  
Amb. Twaddell returns to podium to ask guests to return to reception
- 9:45 p.m.** Deputy Chief of Mission Mrs. Nancy Serpa thanks guests for coming to reception
- 10:00 p.m.** Reception adjourned

**####**

**The U.S. Embassy Lagos and The Corporate Council on Africa wish to thank our sponsors for the contribution for this evening's reception. Thank you:**

**Babcock & Wilcox; Mobil Producing Nigeria Uld., ENRON; Kellogg Brown & Root; ENRON; Texaco and Caterpillar Inc.**



**The Secretary of Energy**  
Washington, DC 20585

March 29, 2000

**The Honorable Olusegun Obasanjo**  
President of the Federal Republic of Nigeria  
Abuja, Nigeria

Dear President Obasanjo:

Thank you again for meeting with me on such short notice. It was good to see you again, and I enjoyed the breakfast with your distinguished Ministers. I am writing to follow-up on our discussion last week. First, I appreciate Nigeria's support of a substantial increase in production at the OPEC meeting. This decision is an important step toward stabilizing the oil market.

Second, I have also reviewed your request for U.S. assistance in helping to address the short-term electricity issue in Nigeria. I understand the urgency and magnitude of the need to provide emergency power to the citizens of Nigeria. In order to move immediately on addressing the short-term electricity issue in Nigeria, Mr. David Goldwyn, Assistant Secretary for International Affairs, is ready to lead a U.S. delegation of energy experts possibly during the week of April 3<sup>rd</sup>. I would hope that he would have an opportunity to report to you personally when you return from travel.

After an initial review of options available to expeditiously address this crisis, I believe that finalizing the details of the Enron project for the three barges to provide emergency power offers an excellent opportunity to gain rapid relief. The Enron facilities are onsite and can be mobilized in the near-term. Alternative measures may take much longer given the logistical problems in acquiring and shipping generators and negotiating terms of a new agreement.

Based on the information we have received from Enron, I believe that if we work jointly this project can make available 90 MW emergency power in 90 to 120 days for the national grid. Enron has agreed that discussions about the emergency power can proceed without linkage to the agreement on the construction of the 548 MW independent power project. Enron has indicated that it does not wish to reopen discussions of the original agreement on the independent power project.

I also understand that Enron has been able to renegotiate a lower unit price for the emergency power aspects of the project. In addition, Enron has indicated that they have a proposal for an additional six power barges, totaling 180 MW, which could be made available in four to eight months to provide electric power, also to serve the Nigerian national grid. This proposal may bear serious evaluation on a competitive basis.



11/10

Enron has offered to send a senior representative to Abuja at the same time my team is in Abuja to close the deal for the power barges. The U.S. team will be prepared to explore any measures that could be taken to address the needs of the power situation in Nigeria.

Recognizing some of the dynamics impeding remediation of the electricity crisis, I believe that your commitment and personal involvement will be needed. To achieve the most progress, it would be helpful for you to appoint a single representative who has a broad perspective on the electricity issues and would be empowered to resolve remaining issues concerning emergency power on behalf of the Nigerian Electric Power Authority and all the relevant ministries.

If we are successful, I believe that emergency power could be available to Nigeria in the near-term. The approach I have outlined would be a way in which your government could move forthrightly to address this important goal – providing reliable, competitively-priced electricity that will promote economic and social development for the citizens of Nigeria.

I look forward to our countries moving diligently to help address this critical and fundamental issue. This effort would be an excellent starting point for our formal bilateral energy cooperation, which would cover many important areas over the ensuing years.

If you would like to further discuss this matter, you may contact me or have your representative contact Mr. Goldwyn at (202) 586-5800 to advance the process.

Yours sincerely,



Bill Richardson



Department of Energy  
Washington, DC 20585

JUL 07 1999

ES99-010021

MEMORANDUM FOR THE SECRETARY

From:

*for* Calvin Humphrey *J. J. Javelle*  
Acting Assistant Secretary  
Office of International Affairs

Subject:

Action: Letters to:  
Terence Thorn, Executive Vice President, International Government  
Relations and Environmental Affairs, Enron International, and  
James Bannantine, Managing Director, Southern Cone, Enron International

Issue:

Inviting the private sector speakers to speak at the roundtables at the IV  
Hemispheric Energy Ministers Conference.

Background:

You will host the Ministerial Conference in New Orleans on July 28-30.

Sensitivities:

None.

Urgency:

We need to confirm the speakers for the roundtable sessions at the  
conference.

Impact:

These letters, showing your personal interest in their attendance and  
offering them a prominent role as speakers at the conference roundtables,  
should positively impact their decision to participate.   

Recommendation:

That you sign the attached letters.

Attachments

*Release*



**The Secretary of Energy**  
Washington, DC 20585

July 9, 1999

Mr. Terence Thorn  
Executive Vice President  
International Government Relations  
and Environmental Affairs  
Enron International  
Houston, Texas 77002-7361

Dear Mr. Thorn:

Please join me at the IV Western Hemisphere Energy Ministers Conference in New Orleans, Louisiana, July 28-30, 1999, at the Hotel Inter-Continental. This Conference will examine the challenges facing the countries of the Western Hemisphere as they prepare their energy sectors to meet the economic and environmental needs of the 21<sup>st</sup> century. The objective of this ministerial is to develop a vision for the Hemisphere's energy infrastructure for the next century.

The first element of the Conference will be an interactive discussion involving senior Government, industry, and financial representatives who will participate in a series of nine roundtable discussions. Each roundtable will be led by one of the participating Ministers attending the Conference. Speakers from the private sector will be invited to discuss their perspective on the critical issues related to hemispheric energy integration, clean energy development, sustainable energy development, and attracting private sector investment. All Energy Ministers attending the Conference will be invited to attend each roundtable.

I invite you to participate as a speaker in the Regulatory Cooperation and Market Integration Roundtable, which will be held Thursday, July 29, 1999, from 1:30 p.m. to 3:00 p.m. The format for each session will be as follows: Ministerial chairs will make opening remarks, and the meeting facilitator will describe the purpose, goals, and logistics of the session. Each speaker will have eight minutes to speak. Following the third or fourth speaker, the facilitator will moderate an open discussion among all roundtable participants. My staff will soon provide you with additional information on the Roundtable.

Because we are especially interested in giving the private sector a forum to articulate its views and perspectives, we hope you will be able to take part in this unique Conference. You can visit the Hemispheric Energy Initiative web page at [www.americasenergy.org](http://www.americasenergy.org) for further information about the Ministerial Conference.

If you have any questions, please contact Mr. Raymond Braitsch, Senior Advisor for Strategic Planning, Office of Fossil Energy. Mr. Braitsch can be reached at (202) 586-9682.

Yours sincerely,

A handwritten signature in cursive script that reads "Bill Richardson". The signature is written in black ink and is positioned above the printed name.

Bill Richardson



**The Secretary of Energy**  
Washington, DC 20585

July 9, 1999

Mr. James Bannantine  
Managing Director, Southern Cone  
Enron International  
Houston, Texas 77002-7361

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Yours sincerely,

A handwritten signature in cursive script that reads "Bill Richardson". The signature is written in black ink and is positioned above the printed name.

Bill Richardson

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

6

**Tucson, Arizona  
December 13-15, 1999**

*\*invited*

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**Energy Technologies for Rural Economic Development**

**Location: Tucson Convention Center, Gila Room.**

This workshop will address the opportunities and challenges in the provision of efficient energy services to unelectrified rural communities. Participants will address lessons learned from current projects in Africa, the new thinking on links between economic and social development and renewable energy opportunities.

**Chair:** *Jill Long Thompson*, Under Secretary for Rural Development,  
U.S. Department of Agriculture

**Panelists:** *The Honorable Syda Bbumba*, Minister of Energy and Mineral  
Development, Uganda

*The Honorable Phumzile Mlambo-Ngcuka*, Minister of Energy  
Affairs, South Africa

*The Honorable Ahmed Ould Zahaf*, Minister of Hydraulics and  
Energy, Mauritania

*Ambassador Leonard Spearman*, former U.S. Ambassador to  
Rwanda and Lesotho &  
Director, Renewable Energy for  
African Development

*Atul Arya*, Vice President, British Petroleum-Solarex

*Mike Bergey*, President, Bergey Windpower

*Richard Ector*, President & CEO, Tennessee Valley Infrastructure  
Group, Inc.

*Edan Prabhu*, President, Reflective Energy

*Frank Stewart*, Manager, Golden Field Office, U.S. Department of  
Energy

*Daniel Schochet*, Vice President, ORMAT

**Clean Energy and Climate Change Options**

**Location: Tucson Convention Center, Greenlee Room**

This workshop will review the flexibility mechanisms under the

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**Kyoto Protocol and the energy efficiency and renewable energy technologies which can aid countries in reducing greenhouse gas emissions.**

**Chair:** *David Sandalow, Assistant Secretary of State for Oceans, Environment and Science*

**Panelists:** *The Honorable Safiatou Ba-N'daw, Minister of Energy, Côte d'Ivoire*  
*The Honorable Ahmed Beebeejaun, Minister of Public Utilities, Mauritius*

*The Honorable Minidhoir Sagaf, Minister of Equipment and Energy, Comoros*

*Jack Cogen, President, Natsource*

*Karl Gawell, Director, Geothermal Association*

*David Hales, Associate Deputy Director, U.S. Agency for International Development*

*John Palmisano, Director of Environmental Policy, Enron*

*Raj Razdan, York International*

*Tom Roper, Board of Directors, Climate Institute*

*Paul Stolpman, Environmental Protection Agency*

*John Wells, Senior Analyst, Chemonics International*

**5:30-6:00 p.m.** **Presentation of Energy Information Administration Report, "Energy in Africa" by Jay Hakes, Administrator, Energy Information Administration**  
**Location: Tucson Convention Center Graham Room**

**5:30-6:15 p.m.** **Vans will be available at the Tucson Convention Center for transportation to the Holiday Inn City Center and Clarion Santa Rita**

**Five-minute walk to Holiday Inn City Center**

**7:00 p.m.** **Luxury vans will depart Holiday Inn City Center and Clarion Santa Rita for the Arizona Desert Museum**

**7:30-11:00 p.m.** **Gala Reception and Dinner**

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**Location: Arizona Desert Museum (transportation provided)**

**Traditional Dress or Business Attire**

**Note: Temperatures in the evening can be as low as 40 degrees  
Fahrenheit, please dress appropriately.**

**8:00-11:00 p.m.**

**Luxury vans will be available at the Arizona Desert Museum for  
transportation to the Holiday Inn City Center and Clarion Santa  
Rita**

**11:00-12:00 p.m.**

**Hospitality Suite Open**

**Location: Holiday Inn City Center Manhattan Room**

**Wednesday, December 15**

**6:30-8:30 a.m.**

**Ministers Continental Breakfast (Government Officials Only)**

**Location: Holiday Inn City Center Manhattan Room and  
Clarion Santa Rita Fiesta Room**

**8:00-8:30 a.m.**

**Vans will be available at the Holiday Inn City Center and  
Clarion Santa Rita for transportation to the Tucson Convention  
Center**

**Five-minute walk to Tucson Convention Center**

**9:00 a.m.-12:00 p.m.**

**Energy Ministers Meeting (Ministers plus two staff)**

**Location: Tucson Convention Center Crystal Ballroom**

**12:30-1:00 p.m.**

**Ministerial Press Conference**

**Location: Tucson Convention Center Turquoise Ballroom**

**1:00 p.m.**

**Luxury vans depart Tucson Convention Center for Starr Pass  
Golf Club (Ministers Only)**

**1:30-3:00 p.m.**

**Ministers Luncheon (Ministers Only)**

**Location: Starr Pass Golf Club**

**3:00 p.m.**

**Luxury vans depart Starr Pass Golf Club for Holiday Inn City  
Center and Clarion Santa Rita**

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- 6:00-6:30 p.m.**                      **Luxury vans depart Holiday Inn City Center and Clarion Santa Rita for the Civano Project**
- 7:00-8:30 p.m.** —              **Closing Reception and Dinner**  
**Location: Civano Project - An Integrated Energy Efficient Community**
- 8:30 p.m.**                              **Luxury vans depart Civano Project for Holiday Inn City Center and Clarion Santa Rita**

**NOTE:**

From 8:30 a.m. to 12:00 p.m. on Wednesday, December 15<sup>th</sup>, Jack Edlow, Vice Chairman of the Corporate Council on Africa and President of Edlow International will host a roundtable titled "Doing Business In Africa" at the Holiday Inn City Center for members of the private sector and interested government officials.

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**Monday, December 13**

**3:00-8:00 p.m.**

**Registration**  
Tucson Convention Center Galleria

**7:00-8:30 p.m.**

**Welcome Reception**  
Location: Tucson Convention Center Galleria

**Speakers:**

*The Honorable Cody Williams, City Councilman, City of Phoenix*  
*The Honorable Robert Walkup, Mayor, City of Tucson*

*The Honorable Bill Richardson, U.S. Secretary of Energy*

*The Honorable Jon Kyl, U.S. Senator, State of Arizona*

*The Honorable Jim Kolbe, U.S. Representative, State of Arizona,  
5<sup>th</sup> District*

*The Honorable Ed Pastor, U.S. Representative, State of Arizona,  
2<sup>nd</sup> District*

**Tuesday, December 14**

**8:00 a.m.-5:00 p.m.**

**Registration**  
Tucson Convention Center Galleria

Five-minute walk to Holiday Inn City Center

**8:30-9:30 a.m.**

**Conference Breakfast**  
Location: Holiday Inn City Center Empire Ballroom

**Speakers:**

*The Honorable Jim Kolbe, U.S. Representative, State of Arizona,  
5<sup>th</sup> District*

*The Honorable Susan Rice, Assistant Secretary for African Affairs,  
U.S. Department of State*

*Richard H. Matzke, President, Chevron Overseas Petroleum, Inc.*

*The Honorable John Wm. Kachamila, Minister of Mineral Resources  
and Energy, Mozambique*

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Five-minute walk to Tucson Convention Center

**10:00-11:00 a.m.**

**Opening Plenary**

Location: Tucson Convention Center Copper Ballroom

**Speakers:**

*The Honorable Bill Richardson, U.S. Secretary of Energy*

*The Honorable Syda Bbumba, Minister of Energy & Mineral  
Development, Uganda*

*The Honorable Bola Ige, Minister of Power and Steel, Nigeria*

**11:00-11:15 a.m.**

**Coffee Break**

Location: Tucson Convention Center Short Galleria

**11:15 a.m.-12:45 p.m.**

**Financing and Investment Plenary**

Location: Tucson Convention Center Crystal Ballroom.

This panel will focus on issues related to financing energy infrastructure projects, sovereign guarantees and risk management when debt is a factor, creative financing for dispersed energy sources, and transparent policies and regulations that encourage investment and energy market development.

**Chair:**

*Joe Grandmaison, Director, U.S. Trade and Development Agency*

**Speakers:**

*Tony Boone, Managing Director, Citicorp/Salomon Smith Barney*

*Ira Eisenstein, Vice President, Morgan Stanley Dean Witter*

*The Honorable Joseph P. Kennedy II, Chairman and President,  
Citizens Energy Corporation*

*Kerry Kirkland, Regional Administrator, U.S. Small Business  
Administration*

*Chris Lundstrom, Managing Director, Taylor-DeJongh, Inc.*

Five-minute walk to Holiday Inn City Center

**1:00-2:30 p.m.**

**Conference Luncheon**

Location: Holiday Inn City Center Empire Ballroom.

**Speakers:**

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*The Honorable Herschella Horton, Representative, Arizona House of  
Representatives*

*The Honorable Rodney Ellis, Senator, Texas State Senate*

*The Honorable Phumzile Mlambo-Ngcuka, Minister of Mineral and  
Energy Affairs, South Africa*

**Entertainment by:**

*Barbea Williams Performing Company*

**Five-minute walk to Tucson Convention Center**

**3:00-5:30 p.m.**

**Concurrent Roundtable Sessions**

**Central and Large-Scale Electricity Generation and Transmission**  
**Location: Tucson Convention Center, Maricopa Room**

This workshop will feature expert presentations and audience feedback on issues related to meeting infrastructure needs and enhanced end-use efficiency, regional cooperation in developing transmission grids and power pools, and electricity sector restructuring and privatization.

**Chair:** *Claude M. Ligon, Commissioner, Maryland Public Service  
Commission*

**Panelists:** *The Honorable Moncef Ben Adallah, Minister of Industry, Tunisia*  
*The Honorable Yekoyada Masakhalia, Minister for Energy, Kenya*  
*The Honorable Bonaventure Niyibizi, Minister of Energy, Water and  
Natural Resources, Rwanda*  
*The Honorable Ekwow Spio-Grabrah, Minister of Mines and Energy,  
Ghana*  
*Brian H. Bowen, Associate Director, Power Pool Development  
Group, Purdue University*  
*John Chamberlain, Director, International Business Group, TRESP  
Associates, Inc.*

*James W. Cook, Senior Vice President of Technology and  
Development, CMS Energy*

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*Thomas N. Hansen, Vice President-Technical Advisor, Tucson  
Electric Power Company*

*Michael Kappaz, Chairman and CEO, K&M Group of Companies*

*John Lavelle, General Manager for Energy Services Marketing,  
General Electric Energy Services*

*Rebecca A. McDonald, Executive Managing Director, Enron  
International Company*

*A.K. Ofosu-Ahenkorah, Executive Director, Energy Foundation,  
Accra, Ghana*

**Natural Gas and Oil - Supply, Infrastructure and Markets**

**Location: Tucson Convention Center, Mojave Room**

This workshop will focus on upstream natural gas and oil,  
infrastructure, market development and capacity building.

**Chair:** *\*William Ramsay, Deputy Executive Director, International Energy  
Agency*

**Panelists:** *The Honorable John Wm. Kachamila, Minister of Mineral Resources  
and Energy, Mozambique*  
*The Honorable Abdoulaye Lamana, Minister of Mines, Energy and  
Petroleum, Chad*  
*The Honorable Jose de Vasconcelos, Minister of Petroleum, Angola*  
*The Honorable Youssef Yousfi, Minister of Oil, Algeria*  
*Theodore Downing, Research Professor of Social Development,  
University of Arizona*  
*Dean Hennings, Business Development Manager, West Africa,  
Burlington Resources International*  
*Ian McIntosh, Executive Director, Cultural Survival, Inc.*  
*Chris Miller, Project Manager, West Africa Gas Pipeline, Chevron*  
*Pandora Snethcamp, Consultant, Snethcamp & Associates*  
*Gilbert K. Squires, President, SKG Consulting, Inc.*

*William Sullivan, Vice President for International Operations,  
Anadarko*

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*Mark Tomlinson, Sector Manager, Africa, World Bank*

**Energy Technologies for Rural Economic Development**

**Location: Tucson Convention Center, Gila Room.**

This workshop will address the opportunities and challenges in the provision of efficient energy services to unelectrified rural communities. Participants will address lessons learned from current projects in Africa, the new thinking on links between economic and social development and renewable energy opportunities.

**Chair:** *Jill Long Thompson, Under Secretary for Rural Development,  
U.S. Department of Agriculture*

**Panelists:** *The Honorable Syda Bbumba, Minister of Energy and Mineral  
Development, Uganda*  
*The Honorable Phumzile Mlambo-Ngcuka, Minister of Energy  
Affairs, South Africa*  
*The Honorable Ahmed Ould Zahaf, Minister of Hydraulics and  
Energy, Mauritania*  
*Ambassador Leonard Spearman, former U.S. Ambassador to Rwanda  
and Lesotho & Director, Renewable Energy for African  
Development*  
*Mike Bergey, President, Bergey Power*  
*Richard Ector, President & CEO, Tennessee Valley Infrastructure  
Group, Inc.*  
*Edan Prabhu, President, Reflective Energy*  
*Frank Stewart, Manager, Golden Field Office, U.S. Department of  
Energy*  
*Daniel Schochet, Vice President, Ormat*  
*Tom Vonderhaar, Executive Vice President, British Petroleum-  
Solarex*

**Clean Energy and Climate Change Options**

**Location: Tucson Convention Center, Greenlee Room**

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This workshop will review the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which can aid countries in reducing greenhouse gas emissions.

**Chair:** *David Sandalow, Assistant Secretary of State for Oceans, Environment and Science*

**Panelists:** *The Honorable Safiatou Ba-N'daw, Minister of Energy, Cote d'Ivoire*  
*The Honorable Ahmed Beebeejaun, Minister of Public Utilities, Mauritius*  
*The Honorable Minidhoir Sagaf, Minister of Equipment and Energy, Comoros*  
*Jack Cogen, President, Natsource*  
*Karl Gawell, Director, Geothermal Energy Association*  
*David Hales, Associate Deputy Director, U.S. Agency for International Development*  
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*Raj Razdan, York International*  
*Tom Roper, Climate Institute*  
*Paul Stolpman, Environmental Protection Agency*  
*John Wells, Senior Analyst, Chemonics International*

**5:30-6:00 p.m.** **Presentation of Energy Information Administration Report, "Energy in Africa" by Jay Hakes, Administrator, Energy Information Administration**  
**Location: Graham Room**

**7:30-11:00 p.m.** **Gala Reception and Dinner**  
**Location: Arizona Desert Museum (transportation provided)**  
**Traditional Dress or Business Attire**

**Wednesday, December 15**

**7:30-8:30 a.m.** **Continental Breakfast**  
**Location: Holiday Inn City Center Empire Ballroom**

**8:30 a.m.-12:00 p.m.** **Roundtable: "Doing Business In Africa"**

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Hosted by Jack Edlow, Vice Chairman of the Board, Corporate Council on Africa and President, Edlow International

**8:30a.m.**                    Welcome- *The Honorable Bill Richardson*, Secretary of Energy (Tentative)

**8:40a.m.**                    Opening Address- "Importance and Role of Small and Medium American Business in Africa," by *The Honorable J. Joseph Grandmaison*, Director, Trade and Development Agency.

**9:00a.m.-10:00a.m.**                    Doing Business In Africa For Small and Medium Business  
Panel One: "Opportunities and Experiences for Small and Medium Businesses in Africa."

**Chair:**                    *Steve Thornton*, Industry Consultant, Willbros USA, Inc.

**Panelists:**                    *Jay E. Hakes*, Administrator, Office of Energy Information Administration, U.S. Department of Energy  
*Gerry Feldman*, Deputy Director, Office of Africa, U.S. Department of Commerce  
*Dean Hennings*, Business Development Manager for West Africa, Burlington Resources  
*John Wells*, Senior Analyst, Chemonics International  
*Jose Brito*, Vice President, Government Relations, Ocean Energy

**10:15a.m.-11:15a.m.**                    Panel Two: "Financing Options for Small/Medium Businesses."

**Chair:**                    *Jim Andrews*, Vice President, Kellogg, Brown & Root

**Panelists:**                    *Kerry Kirkland*, Regional Administrator, U.S. Small Business Administration  
*Annemarie Emmet*, Africa Business Development Officer, U.S. Export-Import Bank  
*John Richter*, Africa Regional Director, U.S. Trade and Development Agency  
*Steven Ogunro*, Vice President, Bluestone Capital  
*Roger Jantio*, Managing Director, Sterling Merchant Finance Ltd.

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**11:30a.m.-12:30p.m.**

**Panel Three: "Case Study - Conducting Negotiations for Small/  
Medium Businesses."**

**Chair:** *Tony Carroll, Managing Director, Manchester Trade*

**Panelists:** *Jamil Zouaoui, Attorney at Law, Arent Fox  
Steven Ogunro, Vice President, Bluestone Capital  
Shahid Qadri, General Manager for Business Development, Black &  
Veatch*

**9:00 a.m.-12:00 p.m.**

**Energy Ministers Meeting (Government Officials Only)**

Five-minute walk to Tucson Convention Center

**12:30-1:00 p.m.**

**Ministerial Press Conference**

Location: Tucson Convention Center Turquoise Ballroom

**1:30-3:00 p.m.**

**Ministers Luncheon (Government Officials Only)**

**3:00-7:00 p.m.**

**Optional Program and Social Events**

**7:00-8:30 p.m.**

**Closing Reception and Dinner**

Location: Civano Project – An Integrated Energy Efficient  
Community

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**Wednesday, December 15**

**8:30 a.m.-12:00 p.m.**

**Roundtable: "Doing Business In Africa"**

Hosted by Jack Edlow, Vice Chairman of the Board, Corporate Council on Africa and President, Edlow International

**8:40a.m.**

**Opening Address**—"Importance and Role of Small and Medium American Business in Africa," by *The Honorable J. Joseph Grandmaison*, Director, Trade and Development Agency.

**9:00a.m.-10:00a.m.**

**Doing Business In Africa For Small and Medium Business**

**Panel One:** "Opportunities and Experiences for Small and Medium Businesses in Africa."

**Chair:**

*Steve Thornton*, Industry Consultant, Willbros USA, Inc.

**Panelists:**

*Jay E. Hakes*, Administrator, Office of Energy Information Administration, U.S. Department of Energy

*Gerry Feldman*, Deputy Director, Office of Africa, U.S. Department of Commerce

*Dean Hennings*, Business Development Manager for West Africa, Burlington Resources

*John Wells*, Senior Analyst, Chemonics International

*Jose Brito*, Vice President, Government Relations, Ocean Energy

**10:15a.m.-11:15a.m.**

**Panel Two:** "Financing Options for Small/Medium Businesses."

**Chair:**

*Jim Andrews*, Vice President, Kellogg, Brown & Root

**Panelists:**

*Kerry Kirkland*, Regional Administrator, U.S. Small Business Administration

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*John Richter*, Africa Regional Director, U.S. Trade and Development Agency

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*Roger Jantio, Managing Director, Sterling Merchant Finance Ltd.*

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**Panel Three: "Case Study - Conducting Negotiations for Small/  
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**Energy Ministers Meeting (Government Officials Only)**

**12:30-1:00 p.m.**

**Ministerial Press Conference**

**Location: Tucson Convention Center Turquoise Ballroom**

**1:30-3:00 p.m.**

**Ministers Luncheon (Government Officials Only)**

**7:00-8:30 p.m.**

**Closing Reception and Dinner**

**Location: Civano Project - An Integrated Energy Efficient  
Community**

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**Monday, December 13**

**7:00-8:30 p.m.**

**Welcome Reception**

**Location:** Tucson Convention Center Galleria

**Speakers:**

*The Honorable Cody Williams, City Councilman, City of Phoenix*  
*The Honorable Robert Walkup, Mayor, City of Tucson*  
*The Honorable Bill Richardson, U.S. Secretary of Energy*

**Tuesday, December 14**

**8:30-9:30 a.m.**

**Conference Breakfast**

**Location:** Holiday Inn City Center Empire Ballroom

**Speakers:**

*The Honorable Jim Kolbe, U.S. Representative, State of Arizona,  
5<sup>th</sup> District*  
*The Honorable Susan Rice, Assistant Secretary for African Affairs,  
U.S. Department of State*  
*Richard H. Matzke, President, Chevron Overseas Petroleum, Inc.*  
*The Honorable John Wm. Kachamila, Minister of Mineral Resources  
and Energy, Mozambique*

**10:00-11:00 a.m.**

**Opening Plenary**

**Location:** Tucson Convention Center Copper Ballroom

**Speakers:**

*The Honorable Bill Richardson, U.S. Secretary of Energy*  
*The Honorable Syda Bbumba, Minister of Energy & Mineral  
Development, Uganda*  
*The Honorable Sameh Fahmy, Minister of Petroleum, Egypt*  
*The Honorable Bola Ige, Minister of Power and Steel, Nigeria*

**11:15 a.m.-12:45 p.m.**

**Financing and Investment Plenary**

**Location:** Tucson Convention Center Crystal Ballroom.

This panel will focus on issues related to financing energy infrastructure projects, sovereign guarantees and risk management when debt is a factor, creative financing for dispersed energy sources, and transparent policies and regulations that encourage investment and energy market development.

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**Chair:** *Joe Grandmaison, Director, U.S. Trade and Development Agency*

**Speakers:** *Tony Boone, Managing Director, Citicorp/Salomon Smith Barney*  
*Ira Eisenstein, Vice President, Morgan Stanley Dean Witter*  
*The Honorable Joseph P. Kennedy II, Chairman and President,*  
*Citizens Energy Corporation*  
*Kerry Kirkland, Regional Administrator, U.S. Small Business*  
*Administration*  
*Chris Lundstrom, Managing Director, Taylor-DeJongh, Inc.*

**1:00-2:30 p.m.**

**Conference Luncheon**

**Location:** Holiday Inn City Center Empire Ballroom.

**Speakers:**

*The Honorable Rodney Ellis, Senator, Texas State Senate*  
*The Honorable Shirley Scott, Councilwoman, City of Tucson*  
*The Honorable Phumzile Mlambo-Ngcuka, Minister of Mineral and*  
*Energy Affairs, South Africa*

**Entertainment by:**

*Barbea Williams Performing Company*

**3:00-5:30 p.m.**

**Concurrent Roundtable Sessions**

**Central and Large-Scale Electricity Generation and Transmission**

**Location:** Tucson Convention Center, Maricopa Room

This workshop will feature expert presentations and audience feedback on issues related to meeting infrastructure needs and enhanced end-use efficiency, regional cooperation in developing transmission grids and power pools, and electricity sector restructuring and privatization.

**Chair:** *Claude M. Ligon, Commissioner, Maryland Public Service Commission*

**Panelists:** *The Honorable Simon Abingya, Minister for Mines and Energy,*  
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*The Honorable Mondef Ben Adallah, Minister of Industry,*

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**Tunisia**

**The Honorable Yekoyada Masakhalia, Minister of Energy, Kenya**

**The Honorable Bonaventure Niyibizi, Minister of Energy, Water  
and Natural Resources, Rwanda**

**The Honorable Babi Mbayi, Minister of Energy, Congo**

- Speakers:** **Claude M. Ligon, Commissioner, Maryland Public Service  
Commission**  
**Dr. Brian H. Bowen, Associate Director, Power Pool Development  
Group, Purdue University**  
**John Lavelle, General Manager for Energy Services Marketing,  
General Electric Energy Services**  
**James W. Cook, Senior Vice President of Technology and  
Development, CMS Energy**  
**William C. Drotleff, Senior Vice President, K&M Group of  
Companies, K&M Group of Companies**  
**Rebecca A. McDonald, Executive Managing Director, Enron  
International**  
**Thomas N. Hansen, Vice President, Rates and Regulation Support,  
Tucson Electric Power Company**  
**Dr. A.K. Ofosu-Ahenkorah, Executive Director, Energy Foundation,  
Accra, (Ghana)**

**Natural Gas and Oil - Supply, Infrastructure and Markets**

**Location:** Tucson Convention Center, Mojave Room

**This workshop will focus on upstream natural gas and oil,  
infrastructure, market development and capacity building.**

- Chair:** **William Ramsay, Deputy Executive Director, International Energy  
Agency**

- Panelists:** **The Honorable John Wm. Kachamila, Minister of Mineral Resources  
and Energy, Mozambique**  
**The Honorable Abdoulaye Lamana, Minister of Mines, Energy and  
Petroleum, Chad**  
**The Honorable Jose de Vasconcelos, Minister of Petroleum, Angola**  
**The Honorable Youssef Yousfi, Minister of Oil, Algeria**  
**Theodore Downing, Research Professor of Social Development,**

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**University of Arizona**

*Dean Hennings, Business Development Manager, West Africa,  
Burlington Resources International*

*Ian McIntosh, Executive Director, Cultural Survival, Inc.*

*Chris Miller, Project Manager, West Africa Gas Pipeline, Chevron*

*Pandora Sneathcamp, Consultant, Sneathcamp & Associates*

*Gilbert K. Squires, President, SKG Consulting, Inc.*

*William Sullivan, Vice President for International Operations,  
Anadarko*

*Mark Tomlinson, Sector Manager, Africa, World Bank*

**Energy Technologies for Rural Economic Development**

**Location: Tucson Convention Center, Gila Room.**

This workshop will address the opportunities and challenges in the provision of efficient energy services to unelectrified rural communities. Participants will address lessons learned from current projects in Africa, the new thinking on links between economic and social development and renewable energy opportunities.

**Chair:** *Jill Long Thompson, Under Secretary for Rural Development,  
U.S. Department of Agriculture*

**Panelists:** *The Honorable Syda Bbumba, Minister of Energy and Mineral  
Development, Uganda*  
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*The Honorable Ahmed Ould Zahaf, Minister of Hydraulics and  
Energy, Mauritania*  
*Ambassador Leonard Spearman, former U.S. Ambassador to Rwanda  
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*Mike Bergey, President, Bergey Power*  
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**Clean Energy and Climate Change Options**

**Location: Tucson Convention Center, Greenlee Room**

This workshop will review the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which can aid countries in reducing greenhouse gas emissions.

**Chair:** *David Sandalow*, Assistant Secretary of State for Oceans, Environment and Science

**Panelists:** *The Honorable Safiatou Ba-N'daw*, Minister of Energy, Cote d'Ivoire  
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*Jack Cogen*, President, Natsource  
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*John Palmisano*, Director of Environmental Policy, Enron  
*Raj Razdan*, York International  
*Tom Roper*, Climate Institute  
*Paul Stolpman*, Environmental Protection Agency  
*John Wells*, Senior Analyst, Chemonics International

**5:30-6:00 p.m.**

**Presentation of Energy Information Administration Report, "Energy in Africa" by Jay Hakes, Administrator, Energy Information Administration**

**Location: Graham Room**

**7:30-11:00 p.m.**

**Gala Reception and Dinner**

**Location: Arizona Desert Museum (transportation provided)  
Traditional Dress or Business Attire**

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

1

**Tucson, Arizona  
December 13-15, 1999**

*\*invited*

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**Ministers Arrival**

**Ministers arrive at Tucson International Airport  
Ministers will be met at their arrival gate by Conference staff and  
driven to their hotels.**

**Monday, December 13**

**10:00 a.m.-4:00 p.m.**

**Senior Officials Meeting (Government Officials Only)  
Location: Holiday Inn City Center Empire Ballroom**

**Five-minute walk to Tucson Convention Center**

**3:00-8:00 p.m.**

**Registration  
Tucson Convention Center Galleria**

**6:30 p.m.**

**Vans will be available at the Holiday Inn City Center and  
Clarion Santa Rita for transportation to the Tucson Convention  
Center**

**7:00-8:30 p.m.**

**Welcome Reception  
Location: Tucson Convention Center Galleria  
Speakers:**

*The Honorable Cody Williams, City Councilman, City of Phoenix*

*The Honorable Robert Walkup, Mayor, City of Tucson*

*The Honorable Bill Richardson, U.S. Secretary of Energy*

*The Honorable Jon Kyl, U.S. Senator, State of Arizona*

*The Honorable Jim Kolbe, U.S. Representative, State of Arizona,  
5<sup>th</sup> District*

*The Honorable Ed Pastor, U.S. Representative, State of Arizona,  
2<sup>nd</sup> District*

**8:15 p.m.**

**Luxury vans depart the Tucson Convention Center for the  
Manning House (Ministers and Invited Guests Only)**

**8:30-9:00 p.m.**

**Ministers/VIP Reception (Ministers and Invited Guests Only)  
Location: Manning House Atrium**

**9:00-11:00 p.m.**

**Ministers/VIP Dinner (Ministers and Invited Guests Only)  
Location: Manning House Dining Room**

Release

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

**Tucson, Arizona  
December 13-15, 1999**

*\*invited*

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- 9:00-11:00 p.m.**      **Luxury vans will be available to return Ministers to their hotels throughout dinner**
- 11:00-12:00 p.m.**      **Hospitality Suite Open**  
Location: Holiday Inn City Center Manhattan Room
- Tuesday, December 14**
- 8:00 a.m.-5:00 p.m.**      **Registration**  
Tucson Convention Center Galleria
- Five-minute walk to Holiday Inn City Center
- 7:30-8:15 a.m.**      **Vans will be available at the Clarion Santa Rita for transportation to the Holiday Inn City Center**
- 8:30-9:30 a.m.**      **Conference Breakfast (Reserved seating for Ministers)**  
Location: Holiday Inn City Center Empire Ballroom  
**Speakers:**  
*The Honorable Jim Kolbe, U.S. Representative, State of Arizona, 5<sup>th</sup> District*  
*The Honorable Susan Rice, Assistant Secretary for African Affairs, U.S. Department of State*  
*Richard H. Matzke, President, Chevron Overseas Petroleum, Inc.*  
*The Honorable John Wm. Kachamila, Minister of Mineral Resources and Energy, Mozambique*
- 9:30 a.m.**      **Vans will be available at the Holiday Inn City Center for transportation to the Tucson Convention Center**
- Five-minute walk to Tucson Convention Center
- 10:00-11:00 a.m.**      **Opening Plenary (Reserved seating for Ministers)**  
Location: Tucson Convention Center Copper Ballroom  
**Speakers:**  
*The Honorable Bill Richardson, U.S. Secretary of Energy*  
*The Honorable Syda Bbumba, Minister of Energy & Mineral Development, Uganda*  
*The Honorable Bola Ige, Minister of Power and Steel, Nigeria*

**U.S.-Africa Energy Ministers Conference:  
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**Tucson, Arizona  
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**11:00-11:15 a.m.**

**Coffee Break**

**Location: Tucson Convention Center Short Galleria**

**11:15 a.m.-12:45 p.m.  
Ministers)**

**Financing and Investment Plenary (Reserved seating for**

**Location: Tucson Convention Center Crystal Ballroom.**

**This panel will focus on issues related to financing energy infrastructure projects, sovereign guarantees and risk management when debt is a factor, creative financing for dispersed energy sources, and transparent policies and regulations that encourage investment and energy market development.**

**Chair:**

***Joe Grandmaison, Director, U.S. Trade and Development Agency***

**Speakers:**

***Tony Boone, Managing Director, Citicorp/Solomon Smith Barney***

***Ira Eisenstein, Vice President, Morgan Stanley Dean Witter***

***The Honorable Joseph P. Kennedy II, Chairman and President,  
Citizens Energy Corporation***

***Kerry Kirkland, Regional Administrator, U.S. Small Business  
Administration***

***Chris Lundstrom, Managing Director, Taylor-DeJongh, Inc.***

**12:45-1:00 p.m.**

**Vans will be available at the Tucson Convention Center for transportation to the Holiday Inn City Center**

**Five-minute walk to Holiday Inn City Center**

**1:00-2:30 p.m.**

**Conference Luncheon (Reserved seating for Ministers)**

**Location: Holiday Inn City Center Empire Ballroom.**

**Speakers:**

***The Honorable Herschella Horton, Representative, Arizona House of  
Representatives***

***The Honorable Rodney Ellis, Senator, Texas State Senate***

***Pete Likins, President, The University of Arizona***

***The Honorable Phumzile Mlambo-Ngcuka, Minister of Mineral and  
Energy Affairs, South Africa***

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

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**Tucson, Arizona  
December 13-15, 1999**

*\*invited*

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Entertainment by:

*Barbea Williams Performing Company*

**2:30-3:00 p.m.**

**Vans will be available at the Holiday Inn City Center for transportation to the Tucson Convention Center**

**3:00-5:30 p.m.**

**Concurrent Roundtable Sessions**

**Central and Large-Scale Electricity Generation and Transmission  
Location: Tucson Convention Center, Maricopa Room**

This workshop will feature expert presentations and audience feedback on issues related to meeting infrastructure needs and enhanced end-use efficiency, regional cooperation in developing transmission grids and power pools, and electricity sector restructuring and privatization.

**Chair:**

*Claude M. Ligon, Commissioner, Maryland Public Service Commission*

**Panelists:**

*The Honorable Moncef Ben Adallah, Minister of Industry, Tunisia  
The Honorable Yekoyada Masakhalia, Minister for Energy, Kenya  
The Honorable Bonaventure Niyibizi, Minister of Energy, Water and Natural Resources, Rwanda  
The Honorable Ekwow Spio-Garbrah, Minister of Mines and Energy, Ghana  
Brian H. Bowen, Associate Director, Power Pool Development Group, Purdue University  
John Chamberlain, Director, International Business Group, TRESP Associates, Inc.  
James W. Cook, Senior Vice President of Technology and Development, CMS Energy  
Thomas N. Hansen, Vice President-Technical Advisor, Tucson Electric Power Company  
Michael Kappaz, Chairman and CEO, K&M Group of Companies  
John Lavelle, General Manager for Energy Services Marketing, General Electric Energy Services  
Rebecca A. McDonald, Chairman and CEO,*

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**Tucson, Arizona  
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**Enron Asia Pacific/Africa/China**

**A.K. Oforu-Ahenkorah, Executive Director, Energy Foundation,  
Accra, Ghana**

**Natural Gas and Oil**

**Location: Tucson Convention Center, Mojave Room**

**This workshop will focus on upstream natural gas and oil,  
infrastructure, market development and capacity building.**

**Chair:** **William Ramsay, Deputy Executive Director, International Energy  
Agency**

**Panelists:** **The Honorable John Wm. Kachamila, Minister of Mineral Resources  
and Energy, Mozambique**

**The Honorable Abdoulaye Lamana, Minister of Mines, Energy and  
Petroleum, Chad**

**The Honorable Jose de Vasconcelos, Minister of Petroleum, Angola**

**The  
Honorable  
Youssef  
Yousfi,  
Minister  
of Oil,  
Algeria**

**Theodore Downing, Research Professor of Social Development,  
University of Arizona**

**Dean Hennings, Business Development Manager, West Africa,  
Burlington Resources International**

**Ian McIntosh, Executive Director, Cultural Survival, Inc.**

**Chris Miller, Project Manager, West Africa Gas Pipeline, Chevron**

**Pandora Snethcamp, Consultant, Snethcamp & Associates**

**Gilbert K. Squires, President, SKG Consulting, Inc.**

**William Sullivan, Vice President for International Operations,  
Anadarko**

**Mark Tomlinson, Sector Manager, Africa, World Bank**

**U.S.-AFRICA ENERGY MINISTERS CONFERENCE  
TUCSON, ARIZONA  
DECEMBER 13-15, 1999**

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**Remarks by:**

**Susan E. Rice, U.S. Assistant Secretary of State for African Affairs  
Conference Breakfast  
December 14, 1999**

Thank you, Congressman Kolbe. Secretary Richardson, Dick Matzke, Minister Kachamila, distinguished Ministers, private sector representatives: Let me take the opportunity to welcome you, as Secretary Richardson did last night, to Tucson and to the U.S.-Africa Energy Ministers Conference. Secretary Richardson has been a strong advocate for Africa for many years—in Congress, as UN Ambassador, and now through his leadership at the Energy Department with the African Energy Initiative and this Ministerial. Mr. Secretary, I am grateful for your vision and deep personal commitment. This U.S.-Africa Energy Ministerial is testimony to how far we have come over the past few years--Africans and Americans, public and private sectors--to build stronger ties and a true partnership between the U.S. and Africa. In 1994, at the White House Conference on Africa, President Clinton challenged us to get to work, "to develop a policy toward Africa that would unleash the potential of the African people in ways that would lead to a safer and more prosperous world."

I am proud to say that his Administration--working with all of you--has taken that mandate to heart. Some 5 years ago, Africa was the nearly exclusive domain of one understaffed bureau at the State Department and another at USAID. Now virtually every government agency--from Energy to the Transportation Department, from the Export-Import Bank to the Commerce Department and the Trade and Development Agency--is implementing creative new initiatives to strengthen our partnership with Africa.

Five years ago, we also lacked a comprehensive framework for fueling our mutual prosperity. Now, we are implementing a visionary new economic policy toward Africa under the President's Partnership for Economic Growth and Opportunity. Both the House and the Senate have passed the African Growth and Opportunity Act--now awaiting conference committee. And most members of our Cabinet--including Secretary Richardson and most recently UN Ambassador Richard Holbrooke--have taken his or her own unique expertise to Africa.

Against this back-drop, the United States is pursuing two over-arching policy goals on the continent: accelerating Africa's integration into the global economy and combating transnational security threats--like terrorism, proliferation, environmental degradation and disease--that put at greater risk both Africans and Americans daily. Rarely do these two policy goals converge more closely than in the area of energy cooperation. Promoting Africa's full integration into global energy markets benefits Africans as well as U.S. companies and consumers. Environmentally sustainable energy development will help spur Africa's growth and protect our delicate planet for generations to come.

Balancing energy development with energy conservation--an implicit theme of this conference--is not a zero-sum game. Clean energy alternatives and improved energy efficiency will open doors for both African and American entrepreneurs in other promising non-energy sectors

including agriculture, manufacturing, and tourism. Developing Africa's tremendous oil and gas production capacity, pursuing environmentally sensitive, growth-inducing technologies, and protecting Africa's delicate ecosystem all are necessities. And, they must also be priorities if we are to build a better common future in the century to come. U.S. companies are well aware of America's growing stake in Africa's energy sector. Americans depend increasingly on Africa--one of the world's most untapped energy markets-- to fuel cars, heat living rooms and power industry. Last year, Sub-Saharan Africa exported some 1.3 million barrels of oil per day to the U.S., or about 16.36% of total U.S. imports, compared to 23% from the Persian Gulf region. Over the next 10 years, we expect to rely increasingly on Africa as a key source of our imported oil.

We will also look to Africa to help fulfill our growing demand for natural gas. By the year 2015, global requirements for this energy source--which Africa has in abundance-- could increase 85% from current levels.

Beyond our traditional involvement in Africa's oil sector, U.S. companies are making large investments in natural gas delivery systems to enable Africa to capture and sell its product effectively. The West Africa Gas Pipeline is a notable example. This innovative partnership, led by Chevron, enjoys strong U.S. Government support. It will serve our collective interests by delivering power to four African countries, catalyzing regional integration, and providing spin-off projects for companies from all sectors and regions.

Enron is playing a similar role with its \$2.5 billion contract to develop a natural gas field, and build a pipeline and steel plant in Mozambique. U.S. investments in developing Africa's infrastructure and Africa's vast oil and gas reserves are win-win propositions for all concerned.

For this reason, under President Clinton's Partnership plan, the Overseas Private Investment Corporation (OPIC) has dedicated three quarters of a billion dollars to encourage private sector investment in Africa. We are increasing development and technical assistance and improving our high-level dialogue through for a such as this Ministerial to foster greater reform, development, and two-way trade and investment.

Many African governments already have taken significant steps to reform their economies and open their markets to U.S. traders and investors. Many are establishing inclusive political systems, accountable governance and promoting respect for human rights. In the majority of African nations--from South Africa to Mali to Tanzania--democratic institutions now form the basis for governance. Nigeria is now bravely implementing a remarkable transition to civilian rule.

Roughly thirty of Africa's nations are liberalizing their trade and investment regimes, reducing tariffs, ending subsidies and fighting corruption. From SADC to ECOWAS and COMESA, from WAEMU to the EAC--African countries are beginning to integrate their markets to form regional economic engines.

Yet, despite this important progress, we all know Africa's profound challenges still hold its people back. Today, 5,000 African families will mourn lost loved ones at a funeral service for a victim of HIV/AIDS. HIV/AIDS is no longer just a health problem, it is the greatest threat ever to Africa's security and potential prosperity. It is a crisis of the highest order, which, if

unchecked, can undo all the progress of the recent past. HIV/AIDS is decimating Africans from all walks of life.

This pandemic can and must be countered directly--through enlightened leadership, destigmatization, prevention, education and provision of affordable, compassionate treatment. Two countries are proving that this battle can be won: Uganda, the African epicenter of the HIV/AIDS pandemic, and Senegal. They have done so through massive grassroots public awareness and prevention campaigns. As a result, Uganda has cut its incidence rates by two-thirds, and Senegal now has some of the lowest rates in all of Africa.

This past summer, Vice President Gore announced a \$100 million initiative this fiscal year to double U.S. efforts to fight the disease globally. This is a vital step in the right direction, but clearly, much, much more remains to be done--by all of us.

Persistent conflict is the other major factor stalling African progress. From Sierra Leone to Central Africa, and from Angola to Sudan, too many African countries are fighting costly wars that retard growth, kill innocent civilians, enrich despots and warlords, and scare off investors.

The United States has worked long and hard to help our African partners resolve these disputes. Over the past year, U.S. diplomats made critical interventions in the continuing push to try to achieve a lasting peace in the energy-rich Congo. The U.S. also helped negotiate the fragile cease-fire in Sierra Leone and provided over \$110 million in logistical assistance to the West African peacekeeping force ECOMOG.

Still, Africans themselves must decide if their choice is for peace or for war. We cannot make that choice, but we can and we must support those who are genuinely committed to turning their swords into plowshares. And there are many in Africa.

In Nigeria, despite the historic success of its people to democratize and reconcile their nation, communal tensions in the Delta are worrisome indeed. The U.S. stands ready and willing to lend an appropriate helping hand. But no outsider's contribution can match or substitute for the Nigerian Government's own ongoing efforts and continued responsibility to ensure the Delta peoples' voices are heard, their environment is protected, the rule of law is respected, and the region's development goes forward. Ladies and Gentlemen, both the challenges and the opportunities facing the African people are immense. Yet, Africans' irrepressible will to triumph remains extraordinary and inspirational. Their will is our collective hope and already a powerful engine for Africa's development.

Each of us in this room has a contribution to make to accelerating Africa's progress and, by extension, our own. Through enlightened policies, creative investments, and responsible leadership, we can together build a safer and more prosperous future.

As one of our great Presidents, Lyndon Johnson, once said, "the test before us as a people is not whether our commitments match our will and courage, but whether we have the will and the courage to match our commitments." We have much left to do to promote our mutual security and prosperity. Our efforts--African and American, public and private sector--must be long-term, sustained, and determined. Together, we can and we must not merely reaffirm, but, in fact, fulfill our responsibilities to better the lives of all our people. Thank you.

**U.S.-Africa Energy Ministers Conference:  
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**Tucson, Arizona  
December 13-15, 1999**

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**Ministers Arrival**

**Ministers arrive at Tucson International Airport  
Ministers will be met at their arrival gate by Conference staff and  
driven to their hotels.**

**Monday, December 13**

**10:00 a.m.-4:00 p.m.**

**Senior Officials Meeting (Government Officials Only)  
Location: Holiday Inn City Center Empire Ballroom**

**Five-minute walk to Tucson Convention Center**

**3:00-8:00 p.m.**

**Registration  
Tucson Convention Center Galleria**

**6:30 p.m.**

**Vans will be available at the Holiday Inn City Center and Clarion  
Santa Rita for transportation to the Tucson Convention Center**

**7:00-8:30 p.m.**

**Welcome Reception  
Location: Tucson Convention Center Galleria**

**Speakers:**

*The Honorable Cody Williams, City Councilman, City of Phoenix  
The Honorable Robert Walkup, Mayor, City of Tucson*

*The Honorable Bill Richardson, U.S. Secretary of Energy*

*The Honorable Jon Kyl, U.S. Senator, State of Arizona*

*The Honorable Jim Kolbe, U.S. Representative, State of Arizona,  
5<sup>th</sup> District*

*The Honorable Ed Pastor, U.S. Representative, State of Arizona,  
2<sup>nd</sup> District*

**8:15 p.m.**

**Luxury vans depart the Tucson Convention Center for the  
Manning House (Ministers and Invited Guests Only)**

**8:30-9:00 p.m.**

**Ministers/VIP Reception (Ministers and Invited Guests Only)  
Location: Manning House Atrium**

**9:00-11:00 p.m.**

**Ministers/VIP Dinner (Ministers and Invited Guests Only)  
Location: Manning House Dining Room**

**9:00-11:00 p.m.**

**Luxury vans will be available to return Ministers to their hotels  
throughout dinner**

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

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**Tucson, Arizona  
December 13-15, 1999**

*\*invited*

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- 11:00-12:00 p.m.**                    **Hospitality Suite Open**  
Location: Holiday Inn City Center Manhattan Room
- Tuesday, December 14**
- 8:00 a.m.-5:00-p.m.**                **Registration**  
Tucson Convention Center Galleria
- Five-minute walk to Holiday Inn City Center
- 7:30-8:15 a.m.**                    **Vans will be available at the Clarion Santa Rita for  
transportation to the Holiday Inn City Center**
- 8:30-9:30 a.m.**                    **Conference Breakfast (Reserved seating for Ministers)**  
Location: Holiday Inn City Center Empire Ballroom  
**Speakers:**  
*The Honorable Jim Kolbe, U.S. Representative, State of Arizona,  
5<sup>th</sup> District*  
*The Honorable Susan Rice, Assistant Secretary for African Affairs;  
U.S. Department of State*  
*Richard H. Matzke, President, Chevron Overseas Petroleum, Inc.*  
*The Honorable John Wm. Kachamila, Minister of Mineral Resources  
and Energy, Mozambique*
- 9:30 a.m.**                            **Vans will be available at the Holiday Inn City Center for  
transportation to the Tucson Convention Center**
- Five-minute walk to Tucson Convention Center
- 10:00-11:00 a.m.**                **Opening Plenary (Reserved seating for Ministers)**  
Location: Tucson Convention Center Copper Ballroom  
**Speakers:**  
*The Honorable Bill Richardson, U.S. Secretary of Energy*  
*The Honorable Syda Bbumba, Minister of Energy & Mineral  
Development, Uganda*  
*The Honorable Bola Ige, Minister of Power and Steel, Nigeria*
- 11:00-11:15 a.m.**                **Coffee Break**

**U.S.-Africa Energy Ministers Conference:  
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**Tucson, Arizona  
December 13-15, 1999**

*\*invited*

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**Location: Tucson Convention Center Short Galleria**

**11:15 a.m.-12:45 p.m.**

**Financing and Investment Plenary (Reserved seating for Ministers)**

**Location: Tucson Convention Center Crystal Ballroom.**

This panel will focus on issues related to financing energy infrastructure projects, sovereign guarantees and risk management when debt is a factor, creative financing for dispersed energy sources, and transparent policies and regulations that encourage investment and energy market development.

**Chair:**

*Joe Grandmaison, Director, U.S. Trade and Development Agency*

**Speakers:**

*Tony Boone, Managing Director, Citicorp/Solomon Smith Barney*

*Ira Eisenstein, Vice President, Morgan Stanley Dean Witter*

*The Honorable Joseph P. Kennedy II, Chairman and President,  
Citizens Energy Corporation*

*Kerry Kirkland, Regional Administrator, U.S. Small Business  
Administration*

*Chris Lundstrom, Managing Director, Taylor-DeJongh, Inc.*

**12:45-1:00 p.m.**

**Vans will be available at the Tucson Convention Center for transportation to the Holiday Inn City Center**

**Five-minute walk to Holiday Inn City Center**

**1:00-2:30 p.m.**

**Conference Luncheon (Reserved seating for Ministers)**

**Location: Holiday Inn City Center Empire Ballroom.**

**Speakers:**

*The Honorable Herschella Horton, Representative, Arizona House of  
Representatives*

*The Honorable Rodney Ellis, Senator, Texas State Senate*

*Pete Likins, President, The University of Arizona*

*The Honorable Phumzile Mlambo-Ngcuka, Minister of Mineral and  
Energy Affairs, South Africa*

**Entertainment by:**

*Barbea Williams Performing Company*

**U.S.-Africa Energy Ministers Conference:  
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**Tucson, Arizona  
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**2:30-3:00 p.m.**

**Vans will be available at the Holiday Inn City Center for transportation to the Tucson Convention Center**

**3:00-5:30 p.m.**

**Concurrent Roundtable Sessions**

**Central and Large-Scale Electricity Generation and Transmission  
Location: Tucson Convention Center, Maricopa Room**

This workshop will feature expert presentations and audience feedback on issues related to meeting infrastructure needs and enhanced end-use efficiency, regional cooperation in developing transmission grids and power pools, and electricity sector restructuring and privatization.

**Chair:**

*Claude M. Ligon*, Commissioner, Maryland Public Service Commission

**Panelists:**

*The Honorable Moncef Ben Adallah*, Minister of Industry, Tunisia  
*The Honorable Yekoyada Masakhalia*, Minister for Energy, Kenya  
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*James W. Cook*, Senior Vice President of Technology and Development, CMS Energy

*Thomas N. Hansen*, Vice President-Technical Advisor, Tucson Electric Power Company

*Michael Kappaz*, Chairman and CEO, K&M Group of Companies

*John Lavelle*, General Manager for Energy Services Marketing, General Electric Energy Services

*Rebecca A. McDonald*, Chairman and CEO, Enron Asia Pacific/Africa/China

*A.K. Ofosu-Ahenkorah*, Executive Director, Energy Foundation,

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**Tucson, Arizona  
December 13-15, 1999**

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**Accra, Ghana**

**Natural Gas and Oil**

**Location:** Tucson Convention Center, Mojave Room

This workshop will focus on upstream natural gas and oil, infrastructure, market development and capacity building.

**Chair:** *William Ramsay*, Deputy Executive Director, International Energy Agency

**Panelists:** *The Honorable John Wm. Kachamila*, Minister of Mineral Resources and Energy, Mozambique  
*The Honorable Abdoulaye Lamana*, Minister of Mines, Energy and Petroleum, Chad  
*The Honorable Jose de Vasconcelos*, Minister of Petroleum, Angola  
*The Honorable Youssef Yousfi*, Minister of Oil, Algeria  
*Theodore Downing*, Research Professor of Social Development, University of Arizona  
*Dean Hennings*, Business Development Manager, West Africa, Burlington Resources International  
*Ian McIntosh*, Executive Director, Cultural Survival, Inc.  
*Chris Miller*, Project Manager, West Africa Gas Pipeline, Chevron  
*Pandora Sneathcamp*, Consultant, Sneathcamp & Associates  
*Gilbert K. Squires*, President, SKG Consulting, Inc.  
*William Sullivan*, Vice President for International Operations, Anadarko  
*Mark Tomlinson*, Sector Manager, Africa, World Bank

**Energy Technologies for Rural Economic Development**

**Location:** Tucson Convention Center, Gila Room

This workshop will address the opportunities and challenges in the provision of efficient energy services to unelectrified rural communities. Participants will address lessons learned from current projects in Africa, the new thinking on links between economic and social development and renewable energy opportunities.

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**Tucson, Arizona  
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**Chair:** *Jill Long Thompson, Under Secretary for Rural Development,  
U.S. Department of Agriculture*

**Panelists:** *The Honorable Syda Bbumba, Minister of Energy and Mineral  
Development, Uganda  
The Honorable Phumzile Mlambo-Ngcuka, Minister of Energy  
Affairs, South Africa  
The Honorable Ahmed Ould Zahaf, Minister of Hydraulics and  
Energy, Mauritania*

*Ambassador Leonard Spearman, former U.S. Ambassador to Rwanda  
and Lesotho & Director, Renewable Energy for African  
Development*

*Atul Arya, Vice President, British Petroleum-Solarex*

*Mike Bergey, President, Bergey Windpower*

*Richard Ector, President & CEO, Tennessee Valley Infrastructure  
Group, Inc.*

*Edan Prabhu, President, Reflective Energy*

*Frank Stewart, Manager, Golden Field Office, U.S. Department of  
Energy*

*Daniel Schochet, Vice President, ORMAT*

**Clean Energy and Climate Change Options**

**Location: Tucson Convention Center, Greenlee Room**

This workshop will review the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which can aid countries in reducing greenhouse gas emissions.

**Chair:** *David Sandalow, Assistant Secretary of State for Oceans,  
Environment and Science*

**Panelists:** *The Honorable Safiatou Ba-N'daw, Minister of Energy, Cote d'Ivoire  
The Honorable Ahmed Beebeejaun, Minister of Public Utilities,  
Mauritius*

*The Honorable Minidhoir Sagaf, Minister of Equipment and*

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**Tucson, Arizona  
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**Energy, Comoros**

*Jack Cogen, President, Natsource*

*Karl Gawell, Director, Geothermal Association*

*David Hales, Associate Deputy Director, U.S. Agency for  
International Development*

*John Palmisano, Director of Environmental Policy, Enron*

*Raj Razdan, York International*

*Tom Roper, Board of Directors, Climate Institute*

*Paul Stolpman, Environmental Protection Agency*

*John Wells, Senior Analyst, Chemonics International*

**5:30-6:00 p.m.**

**Presentation of Energy Information Administration Report,  
"Energy in Africa" by Jay Hakes, Administrator, Energy Information  
Administration**

**Location: Tucson Convention Center Graham Room**

**5:30-6:15 p.m.**

**Vans will be available at the Tucson Convention Center for  
transportation to the Holiday Inn City Center and Clarion Santa  
Rita**

**Five-minute walk to Holiday Inn City Center**

**7:00 p.m.**

**Luxury vans will depart Holiday Inn City Center and Clarion  
Santa Rita for the Arizona Desert Museum**

**7:30-11:00 p.m.**

**Gala Reception and Dinner**

**Location: Arizona Desert Museum (transportation provided)**

**Traditional Dress or Business Attire**

**Note: Temperatures in the evening can be as low as 40 degrees  
Fahrenheit, please dress appropriately.**

**8:00-11:00 p.m.**

**Luxury vans will be available at the Arizona Desert Museum for  
transportation to the Holiday Inn City Center and Clarion Santa  
Rita**

**11:00-12:00 p.m.**

**Hospitality Suite Open**

**Location: Holiday Inn City Center Manhattan Room**

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

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**Tucson, Arizona  
December 13-15, 1999**

*\*invited*

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**Wednesday, December 15**

- 6:30-8:30 a.m.**                    **Ministers Continental Breakfast (Government Officials Only)**  
Location: Holiday Inn City Center Manhattan Room and  
Clarion Santa Rita Fiesta Room
- 8:00-8:30 a.m.**                    **Vans will be available at the Holiday Inn City Center and Clarion  
Santa Rita for transportation to the Tucson Convention Center**  
  
Five-minute walk to Tucson Convention Center
- 9:00 a.m.-12:00 p.m.**           **Energy Ministers Meeting (Ministers plus two staff)**  
Location: Tucson Convention Center Crystal Ballroom
- 12:30-1:00 p.m.**                 **Ministerial Press Conference**  
Location: Tucson Convention Center Turquoise Ballroom
- 1:00 p.m.**                            **Luxury vans depart Tucson Convention Center for Starr Pass  
Golf Club (Ministers Only)**
- 1:30-3:00 p.m.**                    **Ministers Luncheon (Ministers Only)**  
Location: Starr Pass Golf Club
- 3:00 p.m.**                            **Luxury vans depart Starr Pass Golf Club for Holiday Inn City  
Center and Clarion Santa Rita**
- 6:00-6:30 p.m.**                    **Luxury vans depart Holiday Inn City Center and Clarion Santa  
Rita for the Civano Project**
- 7:00-8:30 p.m.**                    **Closing Reception and Dinner**  
Location: Civano Project – An Integrated Energy Efficient  
Community
- 8:30 p.m.**                            **Luxury vans depart Civano Project for Holiday Inn City Center  
and Clarion Santa Rita**

**U.S.-Africa Energy Ministers Conference:  
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9

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*\*invited*

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**NOTE:**

From 8:30 a.m. to 12:00 p.m. on Wednesday, December 15<sup>th</sup>, Jack Edlow, Vice Chairman of the Corporate Council on Africa and President of Edlow International will host a roundtable titled "Doing Business In Africa" at the Holiday Inn City Center for members of the private sector and interested government officials.

**U.S.-AFRICA ENERGY MINISTERS CONFERENCE  
TUCSON, ARIZONA  
DECEMBER 13-15, 1999**

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**Remarks by:**

**Chief Bola Ige**

**Minister of Power and Steel, Republic of Nigeria**

**Plenary Session**

**December 14, 1999**

**CHALLENGES OF POWER SECTOR REFORM IN NIGERIA**

*Stable and reliable power supply that is the life-blood of economic growth is impaired in Nigeria by a couple of factors that are considered common to majority of African nations. The factors and challenges posed by restructuring the power sector in Nigeria are presented in the context that makes it easy for other countries to draw comparisons in order to facilitate exchange of ideas and in conclusion, the author has proposed an initiative for open power market in Africa to encourage formulation of policies, intergovernmental collaborations and to optimise cross fertilisation of ideas and strategies*

***Preamble***

The state owned power agency in Nigeria was established in April 1972 with the main objectives to generate, transmit and distribute electricity as well as to co-ordinate all matters regarding electricity supply. This agency the National Electric Power Authority, NEPA - indeed had absolute power in all matters relating to electricity until recently when in 1998, some feeble half-hearted attempts were made to amend the electricity laws in Nigeria commonly known as the *NIEP Act*.

In the intervening years since 1972, NEPA has built an installed capacity of some 5,900 MW of power from eight stations comprising three hydro and five thermal plants. It did set up a neatly centralised vertically integrated organisational structure to carry out its monopolist mandate to dominate the power sector. However, just as it is common with all state owned monopolies, the output and quality of service continued a downward trend and can no longer be tolerated. Some of the significant indicators of this unacceptable performance are the inability to maintain power plants at their installed capacities as available overall capacity has dropped to less than 40% of the total installed-, the huge losses incurred in revenue collection and the high subsidies provided by government.

***The Goal***

In full realisation of the role of electricity as the life-blood of economic growth and national development, the government of the Federal Republic of Nigeria has declared a firm commitment to the provision of reliable electricity to all categories of consumers in the country. The government is committed to an enabling environment which guarantees level ground competition to make free power market thrive in Nigeria and will do everything possible to ensure that costs of operation and unnecessary tolls are reduced to barest minimum, the Federal Government is establishing a new power policy within a national energy policy and will subsequently create a new power trade and, free market within Nigeria and promote same in the West African sub-region.

Government is fully aware of the responsibilities that this goal bears as well as the various factors militating against its moves and it has enough political will and strength to combat them.

It will suffice at this juncture, to briefly summarise the strategy of government as follows:

- a. To boost generation and delivery of electricity in the short term and improve on quality of service
- b. To unbundle the power sector into its elemental components – *generation, transmission, and distribution*
- c. To restructure existing state owned electricity company - NEPA into multiple independent companies
- d. To divest government interests and controls from Nepalites and enable them trade at arms-length
- e. To prepare Nepalites for full privatisation within 20 - 30 months  
To deregulate the entire power sector and encourage private investors to participate in power generation, transmission and distribution
- g. To create an enabling environment and a transparent regulatory framework to usher in free power trade in the millennium

### ***The Challenges***

Just as government is set to implement a complete reform in the power sector, it has become aware of the multifarious challenges. The primary purpose of this paper is to focus on these challenges with a view to sharing them with other African nations to which these may be common. Also, to be shared are the visions and perhaps solutions that ought to enable successful strategies and sustainable development in the power sector in Nigeria and Africa. For clarity and simplicity, these challenges are paraphrased in the following sub-sections:

#### **Need for immediate action**

As at the inception of the new democratic government in Nigeria (June 1999), available power supply had dropped from installed capacity of 5,876 MW to 1,500 MW, that is, to 25% of installed capacity and 60% of peak demand. See Figure I.O. Power supply was erratic and interruptions could go on for very long periods. Also, power supply was available to less than 30% of the population of 120 million people.

#### **Restructuring of existing power company**

The existing 27-year old company, NEPA needs to be restructured into about 14 companies, comprising three generation companies, one transmission company, one common services company and at least nine distribution companies. Restructuring must be quick and efficient without impairing the services being provided or negatively affecting staff morale or output capacities.

Also, the restructured companies need to trade at arm's length pending when government's interests and control will be fully divested and the companies operate as full joint-stock entities under private sector control.

#### **Restructuring the power sector**

The entire power sector needs to be unbundled and deregulated to attract private investors' participation in generation, transmission and distribution of electricity without over-subscribing or signing bogus power purchase agreements.

### **Provision of enabling environment**

Transparent framework and regulatory guidelines will be required. Government will set up the *Office of the Regulator*, an independent and well-respected board that will regulate all matters relating to bulk power trade including tariff structures. See Fig. 2 for a schematic representation of the interrelation of interest groups with the regulatory body. This will be implemented with the amendment of existing electricity laws as well as the establishment of new ones.

### **Creation of infrastructure**

There is a great need to create some critical infrastructure in Nigeria in order to facilitate desired developments in the sector. These are:

- Improvement in the transmission grid system - refurbishment of existing, 132 KV and 330 KV transmission lines and substations as well as construction of new ones
- Development of adequate control and communication systems within power systems and installations
- Creation of much-needed redundancy required to stabilise power supplies in form of double circuits and extra generation power capacities.
- Inter-state gas pipeline network and extension to subregion to utilise abundant natural gas in Nigeria.

### **Developing a national transmission grid**

The development of a viable national transmission grid system is a prerequisite for successful implementation of a power policy agenda. We show in a schematic presentation in Fig. 3.0 how this is to evolve in Nigeria.

### **Surmounting social problems**

There are several social problems associated with institutionalising reforms in the power sector that have to be overcome. These problems, accumulated over the years, are briefly listed below:

- The inertia and general lack of will by operators in the power sector
- Corruption and fraud already grafted into the system
- The never-paying culture that encourages collusion with officials to further defraud electricity companies
- The notion that electricity is a social service to be provided by government at all costs
- The level of vandalising of installed equipment - transmission cables, circuit breakers, transformers sometimes bordering on sabotage
- The insufficiency of well-trained staff in critical areas
- The absence of general public enlightenment programmes to enable the public appreciate their responsibilities and obligations

### ***The Road So Far***

In the first six months of this administration, the Federal Ministry of Power and Steel has put in place the following steps towards achieving the goals and objectives in the power sector. These are:

- Spelling out and implementing specific agenda of operation within pre-set timeframe.
- Boosting power generation from 1,500 MW to 2,450 MW level.
- Commencing turn-around-maintenance programmes for hydro and thermal stations.
- Refurbishment of transmission line lines and substations as well as construction of new ones.

- Vigorous pursuit of rural electrification projects for 586 communities to be completed in two phases within 24 months.
- Deregulation of the power sector and encouraging the participation of private investors as Independent Power Producers, IPPs. This reached some significant stage with the recent signing of Power Purchase Agreement with Enron Inc., Houston, USA. Under this agreement, the company will provide an emergency diesel fuelled barge operated 90 MW in Lagos for a period of some 15 months and a permanent land based gas fuelled 540 MW supply, also in Lagos.
- Other pending independent power projects include 340 MW power in Bonny by Mobil Oil Company, 700 MW in Abuja by Asea Brown Boveri Company and North-South gas pipeline network by Texaco (Nigeria) PLC.
- The commencement of restructuring NEPA and intermediate steps to ensure higher efficiency before full break-up and privatisation; for instance, reshuffling management staff, improving on rate collection processes and increased physical inspections and monitoring.
- Activities in the power sector are being implemented with high degree of transparency with the introduction of open tender procedures and uncompromising demand for accountability.

### ***Concluding Remarks***

There are indeed many problems and solutions common or peculiar to African nations in the power sector and some of these are similar to those in Nigeria. In particular, the indicators listed below are considered more common across the continent than exceptional only to Nigeria:

- poor performance of state owned electricity monopoly
- under-supply of electricity
- operating large subsidies and non market driven tariffs
- operating antiquated or irrelevant electricity laws
- low electricity consumption per capita,
- low access of metered electricity to the population
- poor billing or rate collection processes
- low or non-existent state of redundancy required for stable and reliable electricity supply,
- high demand for electricity or growth rate (compared with industrialised nations)
- deteriorating or under maintained infrastructures
- inadequate funds or lack of access to free market funds
- corruption and lack of accountability in general operations

But just as the problems are common so are the expected solutions, of course, with the provision that each nation will have to tailor generalised solutions to fit its own environment. It is with this view that the following suggestion is being proposed:

The establishment of an *Open Power Market Initiative in Africa* or an appropriate collaboration which will not only provide fora where different governments will regularly exchange and discuss ideas but also afford practical implementation strategies to be shared among African countries or with other international bodies or industrialised nations. Under such an initiative, regional and sub-regional policies can be formulated and efforts of individual governments towards own local policies will be complemented.

The remainder of the concluding remarks will focus on areas where it is believed that African countries will require significant attention in terms of information or technology transfer, technical assistance or financial support:

- Power policy formulation
- Restructuring existing state owned agencies for privatisation
- Procurement, inventory and revenue management programs
- Regulatory framework for deregulated power sector
- Guidelines for independent power projects
- Simulation of static and dynamic characteristics of the transmission grid system
- Tariff structure management for bulk and retail power trade
- Training of manpower

Thank you for your attention.

Rebecca

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1050 17<sup>th</sup> Street NW, 11<sup>TH</sup> Floor  
Washington, DC 20036

Dr. David B. Lombard  
Technical Director  
Terra Thermal Power, Inc.  
6640 Hazel Lane  
McLean, VA 22101

**Mr. Michael Kostiw**  
Director, Govt Relations  
Exaco  
6050 17<sup>th</sup> Street NW, Suite 500  
Washington, DC 20036

**Mr. Buddy Beck**  
Thermo Electron  
90 L'Enfant Plaza SW, Suite 7170  
Washington, DC 20024

**Mr. Marshal Dugan**  
Business Development  
United Communications Systems Inc.  
110 Spring Hill Rd Suite 301  
Ft. Lee, VA 22102

**Mr. Neal Elliott**  
President  
US Combined Heat and Power Association  
1001 Connecticut Ave NW  
Suite 801, Washington DC 20036

**Mr. Barry Worthington**  
Executive Director  
Energy Association  
20 Eye St NW Suite 1000  
Washington DC 20006

**Mr. Robert Rose**  
Executive Director  
Fuel Cell Council  
25 K St NW Suite 790  
Washington, DC 20006

**Mr. Ruth Harkin**  
Senior VP International Affairs  
United Technologies Corp  
1111 St NW Suite 600  
Washington DC 20005

**Mr. John Kretching**  
Texas Utilities  
601 Pennsylvania Ave., NW, Suite W200  
Washington, DC 20004

**Mr. Randall Robinson**  
Executive Director  
TransAfrica  
1744 R St NW  
Washington, DC 20009

**Mr. Willard Workman, VP**  
International Affairs  
U.S. Chamber of Commerce  
1615 H Street, NW  
Washington, DC 20062

**Mr. Timothy Deal**  
Senior Vice President  
US Council for International Business  
1015 15<sup>th</sup> St NW Suite 975  
Washington, DC 20005

**Mr. Stephen McNulty**  
Operating Director  
US Export Council for Renewable Energy (US/ECRE)  
122 C Street NW Suite 520  
Washington, DC 20001

**Mr. Wayne Gibbons**  
President  
US Oil & Gas Association  
801 Pennsylvania Ave NW, Suite 840  
Washington, DC 20004

**Mr. Jeff Serfass, Executive Director**  
Utility Photovoltaic Group & National Hydrogen Assn  
1800 M Street NW #300M  
Washington DC 20036

**Mr. Roger Gale**  
Washington International Energy  
1155 21<sup>st</sup> St NW Suite 202  
Washington, DC 20036

**Mr. John F. Hay**  
Vice President, Gov. and International Affairs  
Westinghouse Electric Company  
100 New Hampshire Ave NW, Suite 1200  
Washington, DC 20037

**Ms Nancy Kete**  
World Resources Institute  
709 NY Avenue NW #700  
Washington, DC 20006

**Mr. Leon Spencer**  
Executive Director  
Washington Office on Africa  
212 East Capitol St NE  
Washington, DC 20003

**Mr. Peter Veit**  
Regional Director, Africa Programs  
World Resources Institute  
10 G St NW Suite 800  
Washington DC 20002

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12. Course

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

**Tucson, Arizona  
December 13-15, 1999**

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**Monday, December 13**

**7:00-8:30 p.m.**

**Welcome Reception**

**Location:** Tucson Convention Center Galleria

**Speakers:**

*The Honorable Cody Williams, City Councilman, City of Phoenix*  
*The Honorable Robert Walkup, Mayor, City of Tucson*  
*The Honorable Bill Richardson, U.S. Secretary of Energy*

**Tuesday, December 14**

**8:30-9:30 a.m.**

**Conference Breakfast**

**Location:** Holiday Inn City Center Empire Ballroom

**Speakers:**

*The Honorable Jim Kolbe, U.S. Representative, State of Arizona,  
5<sup>th</sup> District*  
*The Honorable Susan Rice, Assistant Secretary for African Affairs,  
U.S. Department of State*  
*Richard H. Matzke, President, Chevron Overseas Petroleum, Inc.*  
*The Honorable John Wm. Kachamila, Minister of Mineral Resources  
and Energy, Mozambique*

**10:00-11:00 a.m.**

**Opening Plenary**

**Location:** Tucson Convention Center Copper Ballroom

**Speakers:**

*The Honorable Bill Richardson, U.S. Secretary of Energy*  
*The Honorable Syda Bbumba, Minister of Energy & Mineral  
Development, Uganda*  
*The Honorable Sameh Fahmy, Minister of Petroleum, Egypt*  
*The Honorable Bola Ige, Minister of Power and Steel, Nigeria*

**11:15 a.m.-12:45 p.m.**

**Financing and Investment Plenary**

**Location:** Tucson Convention Center Crystal Ballroom.

This panel will focus on issues related to financing energy infrastructure projects, sovereign guarantees and risk management when debt is a factor, creative financing for dispersed energy sources, and transparent policies and regulations that encourage investment and energy market development.

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**Chair:** *Joe Grandmaison, Director, U.S. Trade and Development Agency*

**Speakers:** *Tony Boone, Managing Director, Citicorp/Salomon Smith Barney*  
*Ira Eisenstein, Vice President, Morgan Stanley Dean Witter*  
*The Honorable Joseph P. Kennedy II, Chairman and President,*  
*Citizens Energy Corporation*  
*Kerry Kirkland, Regional Administrator, U.S. Small Business*  
*Administration*  
*Chris Lundstrom, Managing Director, Taylor-DeJongh, Inc.*

**1:00-2:30 p.m.**

**Conference Luncheon**

**Location:** Holiday Inn City Center Empire Ballroom.

**Speakers:**

*The Honorable Rodney Ellis, Senator, Texas State Senate*  
*The Honorable Shirley Scott, Councilwoman, City of Tucson*  
*The Honorable Phumzile Mlambo-Ngcuka, Minister of Mineral and*  
*Energy Affairs, South Africa*

**Entertainment by:**

*Barbea Williams Performing Company*

**3:00-5:30 p.m.**

**Concurrent Roundtable Sessions**

**Central and Large-Scale Electricity Generation and Transmission**

**Location:** Tucson Convention Center, Maricopa Room

This workshop will feature expert presentations and audience feedback on issues related to meeting infrastructure needs and enhanced end-use efficiency, regional cooperation in developing transmission grids and power pools, and electricity sector restructuring and privatization.

**Chair:** *Claude M. Ligon, Commissioner, Maryland Public Service Commission*

**Panelists:** *The Honorable Simon Abingya, Minister for Mines and Energy,*  
*Ghana*  
*The Honorable Mondef Ben Adallah, Minister of Industry,*

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**Tunisia**

The Honorable Yekoyada Masakhalia, Minister of Energy, Kenya

The Honorable Bonaventure Niyibizi, Minister of Energy, Water  
and Natural Resources, Rwanda

The Honorable Babi Mbayi, Minister of Energy, Congo

**Speakers:** Claude M. Ligon, Commissioner, Maryland Public Service  
Commission  
Dr. Brian H. Bowen, Associate Director, Power Pool Development  
Group, Purdue University  
John Lavelle, General Manager for Energy Services Marketing,  
General Electric Energy Services  
James W. Cook, Senior Vice President of Technology and  
Development, CMS Energy  
William C. Drotleff, Senior Vice President, K&M Group of  
Companies, K&M Group of Companies  
Rebecca A. McDonald, Executive Managing Director, Enron  
International  
Thomas N. Hansen, Vice President, Rates and Regulation Support,  
Tucson Electric Power Company  
Dr. A.K. Ofosu-Ahenkorah, Executive Director, Energy Foundation,  
Accra, (Ghana)

**Natural Gas and Oil - Supply, Infrastructure and Markets**

**Location:** Tucson Convention Center, Mojave Room

This workshop will focus on upstream natural gas and oil,  
infrastructure, market development and capacity building.

**Chair:** *William Ramsay*, Deputy Executive Director, International Energy  
Agency

**Panelists:** *The Honorable John Wm. Kachamila*, Minister of Mineral Resources  
and Energy, Mozambique  
*The Honorable Abdoulaye Lamana*, Minister of Mines, Energy and  
Petroleum, Chad  
*The Honorable Jose de Vasconcelos*, Minister of Petroleum, Angola  
*The Honorable Youssef Yousfi*, Minister of Oil, Algeria  
*Theodore Downing*, Research Professor of Social Development,

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University of Arizona  
*Dean Hennings*, Business Development Manager, West Africa,  
Burlington Resources International  
*Ian McIntosh*, Executive Director, Cultural Survival, Inc.  
*Chris Miller*, Project Manager, West Africa Gas Pipeline, Chevron  
*Pandora Snethcamp*, Consultant, Snethcamp & Associates  
*Gilbert K. Squires*, President, SKG Consulting, Inc.  
*William Sullivan*, Vice President for International Operations,  
Anadarko  
*Mark Tomlinson*, Sector Manager, Africa, World Bank

**Energy Technologies for Rural Economic Development**  
Location: Tucson-Convention Center, Gila Room.

This workshop will address the opportunities and challenges in the provision of efficient energy services to unelectrified rural communities. Participants will address lessons learned from current projects in Africa, the new thinking on links between economic and social development and renewable energy opportunities.

**Chair:** *Jill Long Thompson*, Under Secretary for Rural Development,  
U.S. Department of Agriculture

**Panelists:** *The Honorable Syda Bbumba*, Minister of Energy and Mineral  
Development, Uganda  
*The Honorable Phumzile Mlambo-Ngcuka*, Minister of Energy  
Affairs, South Africa  
*The Honorable Ahmed Ould Zahaf*, Minister of Hydraulics and  
Energy, Mauritania  
*Ambassador Leonard Spearman*, former U.S. Ambassador to Rwanda  
and Lesotho & Director, Renewable Energy for African  
Development  
*Mike Bergey*, President, Bergey Power  
*Richard Ector*, President & CEO, Tennessee Valley Infrastructure  
Group, Inc.  
*Edan Prabhu*, President, Reflective Energy  
*Daniel Schochet*, Vice President, Ormat  
*Atul Arya*, Vice President, BP-Solarex

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**Clean Energy and Climate Change Options**

**Location: Tucson Convention Center, Greenlee Room**

This workshop will review the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which can aid countries in reducing greenhouse gas emissions.

**Chair:** *David Sandalow*, Assistant Secretary of State for Oceans, Environment and Science

**Panelists:** *The Honorable Safiatou Ba-N'daw*, Minister of Energy, Cote d'Ivoire  
*The Honorable Ahmed Beebejaun*, Minister of Public Utilities, Mauritius  
*The Honorable Minidhoir Sagaf*, Minister of Equipment and Energy, Comoros  
*Jack Cogen*, President, Natsource  
*Karl Gawell*, Director, Geothermal Energy Association  
*David Hales*, Associate Deputy Director, U.S. Agency for International Development  
*John Palmisano*, Director of Environmental Policy, Enron  
*Raj Razdan*, York International  
*Tom Roper*, Climate Institute  
*Paul Stolpman*, Environmental Protection Agency  
*John Wells*, Senior Analyst, Chemonics International

**5:30-6:00 p.m.**

**Presentation of Energy Information Administration Report, "Energy in Africa" by Jay Hakes, Administrator, Energy Information Administration**

**Location: Graham Room**

**7:30-11:00 p.m.**

**Gala Reception and Dinner**

**Location: Arizona Desert Museum (transportation provided)  
Traditional Dress or Business Attire**

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A Partnership for the 21<sup>st</sup> Century**

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December 13-15, 1999**

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**Wednesday, December 15**

**8:30 a.m.-12:00 p.m.**

**Roundtable: "Doing Business In Africa"**

Hosted by Jack Edlow, Vice Chairman of the Board, Corporate Council on Africa and President, Edlow International

**8:40a.m.**

**Opening Address**—"Importance and Role of Small and Medium American Business in Africa," by *The Honorable J. Joseph Grandmaison*, Director, Trade and Development Agency.

**9:00a.m.-10:00a.m.**

**Doing Business In Africa For Small and Medium Business**

**Panel One:** "Opportunities and Experiences for Small and Medium Businesses in Africa."

**Chair:** *Steve Thornton*, Industry Consultant, Willbros USA, Inc.

**Panelists:** *Jay E. Hakes*, Administrator, Office of Energy Information Administration, U.S. Department of Energy  
*Gerry Feldman*, Deputy Director, Office of Africa, U.S. Department of Commerce  
*Dean Hennings*, Business Development Manager for West Africa, Burlington Resources  
*John Wells*, Senior Analyst, Chemonics International  
*Jose Brito*, Vice President, Government Relations, Ocean Energy

**10:15a.m.-11:15a.m.**

**Panel Two:** "Financing Options for Small/Medium Businesses."

**Chair:** *Jim Andrews*, Vice President, Kellogg, Brown & Root

**Panelists:** *Kerry Kirkland*, Regional Administrator, U.S. Small Business Administration  
*Annemarie Emmet*, Africa Business Development Officer, U.S. Export-Import Bank  
*John Richter*, Africa Regional Director, U.S. Trade and Development Agency  
*Steven Ogunro*, Vice President, Bluestone Capital

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*Roger Jantio, Managing Director, Sterling Merchant Finance Ltd.*

**11:30a.m.-12:30p.m.**

**Panel Three:** "Case Study - Conducting Negotiations for Small/  
Medium Businesses."

**Chair:** *Tony Carroll, Managing Director, Manchester Trade*

**Panelists:** *Jamil Zouaoui, Attorney at Law, Arent Fox  
Steven Ogunro, Vice President, Bluestone Capital  
Shahid Qadri, General Manager for Business Development, Black &  
Veatch*

**9:00 a.m.-12:00 p.m.**

**Energy Ministers Meeting (Government Officials Only)**

**12:30-1:00 p.m.**

**Ministerial Press Conference**

**Location: Tucson Convention Center Turquoise Ballroom**

**1:30-3:00 p.m.**

**Ministers Luncheon (Government Officials Only)**

**7:00-8:30 p.m.**

**Closing Reception and Dinner**

**Location: Civano Project - An Integrated Energy Efficient  
Community**

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**Ministers Arrival**

**Ministers arrive at Tucson International Airport  
Ministers will be met at their arrival gate by Conference staff and  
driven to their hotels.**

**Monday, December 13**

**10:00 a.m.-4:00 p.m.**

**Senior Officials Meeting (Government Officials Only)  
Location: Holiday Inn City Center Empire Ballroom**

**3:00-8:00 p.m.**

**Registration  
Tucson Convention Center Galleria**

**6:30 p.m.**

**Vans will be available at the Holiday Inn City Center and Clarion  
Santa Rita for transportation to the Tucson Convention Center**

**7:00-8:30 p.m.**

**Welcome Reception  
Location: Tucson Convention Center Galleria  
Speakers:  
*The Honorable Cody Williams, City Councilman, City of Phoenix*  
*The Honorable Robert Walkup, Mayor, City of Tucson*  
*The Honorable Bill Richardson, U.S. Secretary of Energy***

**8:15 p.m.**

**Luxury vans depart the Tucson Convention Center for the  
Manning House (Ministers and Invited Guests Only)**

**8:30-9:00 p.m.**

**Ministers/VIP Reception (Ministers and Invited Guests Only)  
Location: Manning House Atrium**

**9:00-11:00 p.m.**

**Ministers/VIP Dinner (Ministers and Invited Guests Only)  
Location: Manning House Dining Room**

**9:00-11:00 p.m.**

**Luxury vans will be available to return Ministers to their hotels  
throughout dinner**

**11:00-12:00 p.m.**

**Hospitality Suite Open**

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**Tuesday, December 14**

**8:30-9:30 a.m.**

**Conference Breakfast**

**Location:** Holiday Inn City Center Empire Ballroom

**Speakers:**

*The Honorable Jim Kolbe*, U.S. Representative, State of Arizona,  
5<sup>th</sup> District

*The Honorable Susan Rice*, Assistant Secretary for African Affairs,  
U.S. Department of State

*Richard H. Matzke*, President, Chevron Overseas Petroleum, Inc.

*The Honorable John Wm. Kachamila*, Minister of Mineral Resources  
and Energy, Mozambique

**10:00-11:00 a.m.**

**Opening Plenary**

**Location:** Tucson Convention Center Copper Ballroom

**Speakers:**

*The Honorable Bill Richardson*, U.S. Secretary of Energy

*The Honorable Syda Bbumba*, Minister of Energy & Mineral  
Development, Uganda

*The Honorable Sameh Fahmy*, Minister of Petroleum, Egypt

*The Honorable Bola Ige*, Minister of Power and Steel, Nigeria.

**11:15 a.m.-12:45 p.m.**

**Financing and Investment Plenary**

**Location:** Tucson Convention Center Crystal Ballroom.

This panel will focus on issues related to financing energy infrastructure projects, sovereign guarantees and risk management when debt is a factor, creative financing for dispersed energy sources, and transparent policies and regulations that encourage investment and energy market development.

**Chair:** - *Joe Grandmaison*, Director, U.S. Trade and Development Agency

**Speakers:** *Tony Boone*, Managing Director, Citicorp/Salomon Smith Barney  
*Ira Eisenstein*, Vice President, Morgan Stanley Dean Witter  
*The Honorable Joseph P. Kennedy II*, Chairman and President,  
Citizens Energy Corporation  
*Kerry Kirkland*, Regional Administrator, U.S. Small Business  
Administration  
*Chris Lundstrom*, Managing Director, Taylor-DeJongh, Inc.

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**1:00-2:30 p.m.**

**Conference Luncheon**

**Location: Holiday Inn City Center Empire Ballroom.**

**Speakers:**

*The Honorable Rodney Ellis, Senator, Texas State Senate*

*The Honorable Shirley Scott, Councilwoman, City of Tucson*

*The Honorable Phumzile Mlambo-Ngcuka, Minister of Mineral and  
Energy Affairs, South Africa*

**Entertainment by:**

*Barbea Williams Performing Company*

**3:00-5:30 p.m.**

**Concurrent Roundtable Sessions**

**Central and Large-Scale Electricity Generation and Transmission**

**Location: Tucson Convention Center, Maricopa Room**

This workshop will feature expert presentations and audience feedback on issues related to meeting infrastructure needs and enhanced end-use efficiency, regional cooperation in developing transmission grids and power pools, and electricity sector restructuring and privatization.

**Chair:**

*Claude M. Ligon, Commissioner, Maryland Public Service  
Commission*

**Panelists:**

*The Honorable Simon Abingya, Minister for Mines and Energy,  
Ghana*

*The Honorable Mondef Ben Adallah, Minister of Industry,  
Tunisia*

*The Honorable Yekoyada Masakhalia, Minister of Energy, Kenya*

*The Honorable Bonaventure Niyibizi, Minister of Energy, Water  
and Natural Resources, Rwanda*

*The Honorable Babi Mbayi, Minister of Energy, Congo*

**Speakers:**

*Claude M. Ligon, Commissioner, Maryland Public Service  
Commission*

*Dr. Brian H. Bowen, Associate Director, Power Pool Development*

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Group, Purdue University  
John Lavelle, General Manager for Energy Services Marketing,  
General Electric Energy Services  
James W. Cook, Senior Vice President of Technology and  
Development, CMS Energy  
William C. Drotleff, Senior Vice President, K&M Group of  
Companies, K&M Group of Companies  
Rebecca A. McDonald, Executive Managing Director, Enron  
International  
Thomas N. Hansen, Vice President, Rates and Regulation Support,  
Tucson Electric Power Company  
Dr. A.K. Ofosu-Ahenkorah, Executive Director, Energy Foundation,  
Accra, (Ghana)

**Natural Gas and Oil - Supply, Infrastructure and Markets**  
Location: Tucson Convention Center, Mojave Room

This workshop will focus on upstream natural gas and oil,  
infrastructure, market development and capacity building.

**Chair:** *William Ramsay*, Deputy Executive Director, International Energy  
Agency

**Panelists:** *The Honorable John Wm. Kachamila*, Minister of Mineral Resources  
and Energy, Mozambique  
*The Honorable Abdoulaye Lamana*, Minister of Mines, Energy and  
Petroleum, Chad  
*The Honorable Jose de Vasconcelos*, Minister of Petroleum, Angola  
*The Honorable Youssef Yousfi*, Minister of Oil, Algeria  
*Theodore Downing*, Research Professor of Social Development,  
University of Arizona  
*Dean Hennings*, Business Development Manager, West Africa,  
Burlington Resources International  
*Ian McIntosh*, Executive Director, Cultural Survival, Inc.  
*Chris Miller*, Project Manager, West Africa Gas Pipeline, Chevron  
*Pandora Snethcamp*, Consultant, Snethcamp & Associates  
*Gilbert K. Squires*, President, SKG Consulting, Inc.  
*William Sullivan*, Vice President for International Operations,  
Anadarko

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*Mark Tomlinson, Sector Manager, Africa, World Bank*

**Energy Technologies for Rural Economic Development**

**Location: Tucson Convention Center, Gila Room.**

This workshop will address the opportunities and challenges in the provision of efficient energy services to unelectrified rural communities. Participants will address lessons learned from current projects in Africa, the new thinking on links between economic and social development and renewable energy opportunities.

**Chair:** *Jill Long Thompson, Under Secretary for Rural Development,  
U.S. Department of Agriculture*

**Panelists:** *The Honorable Syda Bbumba, Minister of Energy and Mineral  
Development, Uganda*  
*The Honorable Phumzile Mlambo-Ngcuka, Minister of Energy  
Affairs, South Africa*  
*The Honorable Ahmed Ould Zahaf, Minister of Hydraulics and  
Energy, Mauritania*  
*Ambassador Leonard Spearman, former U.S. Ambassador to Rwanda  
and Lesotho & Director, Renewable Energy for African  
Development*  
*Mike Bergey, President, Bergey Power*  
*Richard Ector, President & CEO, Tennessee Valley Infrastructure  
Group, Inc.*  
*Edan Prabhu, President, Reflective Energy*  
*Daniel Schochet, Vice President, Ormat*  
*Atul Arya, Vice President, BP-Solarex*

**Clean Energy and Climate Change Options**

**Location: Tucson Convention Center, Greenlee Room**

This workshop will review the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which can aid countries in reducing greenhouse gas

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**Chair:** *David Sandalow*, Assistant Secretary of State for Oceans,  
Environment and Science

**Panelists:** *The Honorable Saftatou Ba-N'daw*, Minister of Energy, Cote d'Ivoire  
*The Honorable Ahmed Beebejaun*, Minister of Public Utilities,  
Mauritius  
*The Honorable Minidhoir Sagaf*, Minister of Equipment and  
Energy, Comoros  
*Jack Cogen*, President, Natsource  
*Karl Gawell*, Director, Geothermal Energy Association  
*David Hales*, Associate Deputy Director, U.S. Agency for  
International Development  
*John Palmisano*, Director of Environmental Policy, Enron  
*Raj Razdan*, York International  
*Tom Roper*, Climate Institute  
*Paul Stolpman*, Environmental Protection Agency  
*John Wells*, Senior Analyst, Chemonics International

**5:30-6:00 p.m.**

**Presentation of Energy Information Administration Report,  
"Energy in Africa" by Jay Hakes, Administrator, Energy Information  
Administration**  
**Location:** Graham Room

**7:30-11:00 p.m.**

**Gala Reception and Dinner**  
**Location:** Arizona Desert Museum (transportation provided)  
**Traditional Dress or Business Attire**

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**Wednesday, December 15**

**Ministers Agenda**

- 6:30-8:30 a.m.** — **Ministers Continental Breakfast (Government Officials Only)**  
Location: Holiday Inn City Center Manhattan Room and  
Clarion Santa Rita Fiesta Room
- 8:00-8:30 a.m.** **Vans will be available at the Holiday Inn City Center and Clarion  
Santa Rita for transportation to the Tucson Convention Center**
- 9:00 a.m.-12:00 p.m.** **Energy Ministers Meeting (Ministers plus two staff)**  
Location: Tucson Convention Center Crystal Ballroom
- 12:30-1:00 p.m.** **Ministerial Press Conference**  
Location: Tucson Convention Center Turquoise Ballroom
- 1:00 p.m.** **Luxury vans depart Tucson Convention Center for Starr Pass  
Golf Club (Ministers Only)**
- 1:30-3:00 p.m.** **Ministers Luncheon (Ministers Only)**  
Location: Starr Pass Golf Club
- 3:00 p.m.** **Luxury vans depart Starr Pass Golf Club for Holiday Inn City  
Center and Clarion Santa Rita**
- 6:00-6:30 p.m.** **Luxury vans depart Holiday Inn City Center and Clarion Santa  
Rita for the Civano Project**
- 7:00-8:30 p.m.** **Closing Reception and Dinner**  
Location: Civano Project – An Integrated Energy Efficient  
Community
- 8:30 p.m.** **Luxury vans depart Civano Project for Holiday Inn City Center**

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**and Clarion Santa Rita**

**Other Conference Participants Agenda**

- 8:30 a.m.-12:00 p.m.**      **Roundtable: "Doing Business In Africa"**  
Hosted by Jack Edlow, Vice Chairman of the Board, Corporate Council on Africa and President, Edlow International
- 8:40a.m.**      Opening Address—"Importance and Role of Small and Medium American Business in Africa," by *The Honorable J. Joseph Grandmaison*, Director, Trade and Development Agency.
- 9:00a.m.-10:00a.m.**      **Doing Business In Africa For Small and Medium Business**  
Panel One: "Opportunities and Experiences for Small and Medium Businesses in Africa."
- Chair:**      *Steve Thornton*, Industry Consultant, Willbros USA, Inc.
- Panelists:**      *Jay E. Hakes*, Administrator, Office of Energy Information Administration, U.S. Department of Energy  
*Gerry Feldman*, Deputy Director, Office of Africa, U.S. Department of Commerce  
*Dean Hennings*, Business Development Manager for West Africa, Burlington Resources  
*John Wells*, Senior Analyst, Chemonics International  
*Jose Brito*, Vice President, Government Relations, Ocean Energy
- 10:15a.m.-11:15a.m.**      Panel Two: "Financing Options for Small/Medium Businesses."
- Chair:**      *Jim Andrews*, Vice President, Kellogg, Brown & Root
- Panelists:**      *Kerry Kirkland*, Regional Administrator, U.S. Small Business Administration  
*Annemarie Emmet*, Africa Business Development Officer, U.S. Export-Import Bank  
*John Richter*, Africa Regional Director, U.S. Trade and Development

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**Agency**

*Steven Ogunro, Vice President, Bluestone Capital  
Roger Jantio, Managing Director, Sterling Merchant Finance Ltd.*

**11:30a.m.-12:30p.m.**

**Panel Three:** "Case Study - Conducting Negotiations for Small/  
Medium Businesses."

**Chair:** *Tony Carroll, Managing Director, Manchester Trade*

**Panelists:** *Jamil Zouaoui, Attorney at Law, Arent Fox  
Steven Ogunro, Vice President, Bluestone Capital  
Shahid Qadri, General Manager for Business Development, Black &  
Veatch*

**7:00-8:30 p.m.**

**Closing Reception and Dinner**  
Location: Civano Project – An Integrated Energy Efficient  
Community

U.S.-AFRICA ENERGY MINISTERS CONFERENCE:

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CEO List

A	B	C	D	E	F	G	H	I	J	K	L
Energy Company Name	CEO	First Name	Last Name	Title	CEO Phone	CEO Fax	Street Address	Address 2	City	State	Zip
1 AACOA	John Murphy	John	Murphy	Executive Director	202-485-4444	202-483-1121	1818 H Street NW		Washington	DC	20007
2 ABE C&E Services Inc.	William Kitchin	William	Kitchin	President	860-488-1911	860-285-1288	2900 West Hill Road		Wilmington	CT	06098
3 ABE Corporation	Dennis Bales	Dennis	Bales	President and CEO	703-422-0078	703-422-4510	1100 North 12th Street		Arlington	VA	22208
4 Amergas Hess Corp.	John B. Hess	John B.	Hess	Chairman and CEO	212-297-6668	212-297-4380	1186 Avenue of the Americas		New York	NY	10036
5 American Electric Power Corp. (AEP)	R. Lynn Draper	R. Lynn	Draper	Chairman, President and CEO	614-272-1000	614-272-1207	1 Riverside Plaza		Columbus	OH	43216
6 American Wind Energy Association	Randy Swisher	Randy	Swisher	Executive Director	202-383-2800	202-383-2666	122 C Street NW		Washington	DC	20001
7 Anaheim Petroleum Corp.	Robert J. Allison	Robert J.	Allison	Chairman and CEO	281-474-3467	281-474-3728	17001 Northwest Drive		Houston	TX	77066
8 Apache Corporation	Raymond Mack	Raymond	Mack	Chairman and CEO	713-298-4000	713-298-4440	2000 Post Oak Boulevard	Suite 100	Houston	TX	77066
9 ARCO	Mae Bowlin	Mae	Bowlin	CEO	213-488-3411	213-488-1194	615 South Flower Street		Los Angeles	CA	90071
10 Baker Hughes Inc.	Max L. Lukens	Max L.	Lukens	Chairman, President and CEO	713-438-8800	713-438-8800	3900 East Lane		Houston	TX	77072
11 Baltimore Gas & Electric Co.	Christian M. Poindexter	Christian M.	Poindexter	Chairman, President and CEO	410-234-4000	410-234-4000	P.O. Box 1475		Baltimore	MD	21208
12 Bechtel Corp. INC	Riley P. Bechtel	Riley P.	Bechtel	Chairman and CEO	415-768-1234	415-768-1234	60 Beale Street		San Francisco	CA	94108
13 Benton Oil & Gas Co.	Alex Benton	Alex	Benton	Executive Director	806-468-4600	806-468-4610	4287 Campington Avenue		Garland	TX	75041
14 Black & Veatch	P. J. Adam	P. J.	Adam	Chairman	913-468-2000	913-468-2000	8400 Ward Parkway		Kansas City	MO	64114
15 BP Amoco, s.t.s.	H. Lawrence Fuller	H. Lawrence	Fuller	Co-Chairman	312-868-3711	312-418-2287	200 East Randolph Drive		Chicago	IL	60601
16 BP Solar	Mary Schimp	Mary	Schimp	CEO	801-488-4200	801-488-4201	6301 Glaxar Court		Provo	UT	84601
17 Burlington Resources	Robert Shabou	Robert	Shabou	Chairman	713-424-9000	713-424-9000	6085 Westheimer	Suite 1400	Houston	TX	77066
18 Cabot Corporation	Samuel W. Bodman	Samuel W.	Bodman	Chairman and CEO	617-346-4100	617-342-4103	78 State Street		Boston	MA	02109
19 Caltes Corporation	Joak Mckenzie	Joak	Mckenzie	Chairman and CEO	406-433-3000	406-438-1711	35 North Main	Caltes House	Billings	MT	59102
20 CAMA C Holdings Inc. of 7 Games Systems	Dr. J. Hogan	Dr. J.	Hogan	President	860-917-9174	860-917-9174	800 Ruffin Plaza		San Antonio	TX	78201
21 Caterpillar, Inc.	Glen A. Burton	Glen A.	Burton	Chairman and CEO	309-478-1000	309-478-1192	1000 NE Adams Street	Suite 171	Peoria	IL	61629
22 Chase Manhattan	Walker V. Shipley	Walker V.	Shipley	Chairman	212-270-1340	212-270-4644	200 Park Avenue		New York	NY	10017
23 Chevron	Kenneth T. Derr	Kenneth T.	Derr	COO and Chairman	415-834-7700	415-834-4017	878 Market Street		San Francisco	CA	94108
24 Citizens Energy Corporation	Joseph P. Kennedy, II	Joseph P.	Kennedy, II	Chairman and President	617-338-8300	617-338-4447	630 Atlantic Avenue		Boston	MA	02110
25 Cien Energy Services, Inc.	A. James Clark	A. James	Clark	Chairman and CEO	301-467-7100	301-467-7203	7400 Old Georgetown Road		Bethesda	MD	20814
26 CME Energy	William T. McCormick	William T.	McCormick	Chairman and CEO	813-438-9200	813-438-9200	330 Town Center Drive	Suite 1100	Dearborn	MI	48128
27 Conoco Corporation	David Arledge	David	Arledge	Chairman	713-877-1400	713-877-7306	Nine Greenway Plaza		Houston	TX	77046
28 Conoco Energy Group	James G. Richard	James G.	Richard	CEO	878-774-2800	878-781-2387	1478 Preston Road	Suite 800	Dallas	TX	75240
29 Conoco Inc.	Oliver G. Richard	Oliver G.	Richard	Chairman, President and CEO	703-481-4000	703-481-7307	1380 Dulles Corner Lane		Herndon	VA	20171
30 Conoco Natural Gas	Archie W. Durham	Archie W.	Durham	Chairman and CEO	281-283-1307	281-293-1088	P.O. Box 2107		Houston	TX	77072
31 Conoco Petroleum, Inc.	George A. Davidson, Jr.	George A.	Davidson	Chairman and CEO	412-227-1000	412-490-1088	928 Liberty Avenue		Pittsburgh	PA	15222
32 Crown Central Petroleum Corporation	Henry A. Rosenburg, Jr.	Henry A.	Rosenburg, Jr.	President	410-783-2800	410-783-3610	111 Market Place		Baltimore	MD	21201
33 Dominion Resources, Inc.	R. Peter Gasp	R. Peter	Gasp	Chairman, President and CEO	410-439-7400	410-444-4778	1 N. Dundas Street West	Suite 320	Toronto	ON	M5G 2C2
34 Duke Energy Corporation	Thomas R. Gasp	Thomas R.	Gasp	President, CEO and Chairman	804-778-4700	804-318-2200	P.O. Box 24632		Richmond	VA	23231
35 Duke Energy Carolinas	Richard B. Pricey	Richard B.	Pricey	Chairman and CEO	704-494-4700	704-392-3114	3200 Church Street		Charlotte	NC	28202
36 Duke Energy Florida	Jeffrey Thamm	Jeffrey	Thamm	CEO	817-496-7288	817-388-1218	30 Grimes Place		Newton	MA	02454
37 EDC, Electronic Data Systems Corporation	Richard M. Brown	Richard M.	Brown	Chairman and CEO	972-494-6000	972-494-2943	6400 Loyd Drive		Plano	TX	75094
38 El Paso Energy Corporation	William A. Wise	William A.	Wise	President and CEO	714-20-3131	714-20-3920	1001 Louisiana Street		Houston	TX	77002
39 Enron Corporation	Kenneth L. Lay	Kenneth L.	Lay	Chairman and CEO	713-863-4101	713-863-3128	1000 Smith Street		Houston	TX	77002
40 Enron Wind Corporation	Ken Karas	Ken	Karas	Chairman and CEO	801-823-4778	801-823-1189	13000 Jordan Road		Tulsa	OK	74131
41 Envision Corp.	J. Wayne Leonard	J. Wayne	Leonard	CEO	604-429-4282	604-429-4282	4811 Victoria Avenue		New Orleans	LA	70118
42 Exxon	Lee B. Raymond	Lee B.	Raymond	Chairman and CEO	873-444-1000	873-444-1924	6811 Lee Collins Boulevard		Irvine	TX	72638
43 Fluor Daniel Inc.	Alan Beckmann	Alan	Beckmann	President and CEO	848-078-2000	848-078-4771	3303 Michael Drive		Irvine	CA	92618
44 FPL Group, Inc.	James L. Broadhead	James L.	Broadhead	Chairman and CEO	881-494-4000	881-494-4970	700 University Boulevard		Juno Beach	FL	33408
45 General Electric Company	John P. Welch, Jr.	John P.	Welch, Jr.	Chairman and CEO	203-373-2211	203-373-2131	5150 North Tropic		Stamford	CT	06907
46 General Electric Capital	Dennis Dammernan	Dennis	Dammernan	Chairman and CEO	203-347-3317	203-347-4733	230 Longfellow Road		Stamford	CT	06907
47 General Electric Power Systems	Robert L. Harrell	Robert L.	Harrell	President and CEO	816-806-3100	816-806-2061	1 River Road		Stamford	CT	06907
48 Global Marine Inc.	Robert E. Rose	Robert E.	Rose	Chairman, President and CEO	281-494-4100	281-494-4100	777 N. Bridge Parkway		Houston	TX	77072
49 GPM International	Ronald P. Laney	Ronald P.	Laney	President and CEO	814-433-4400	814-433-4261	1001 Broad Street		Johnstown	PA	16047
50 GPU, Inc.	Fred D. Hefer	Fred D.	Hefer	CEO, Chairman and President	878-446-4200	878-446-4777	300 Wolfson Avenue		Mountain View	NC	27028
51 Halliburton Energy Services	Edgar Ortiz	Edgar	Ortiz	President and CEO	214-478-2600	214-478-2111	600 North Akard Street	Suite 1000	Dallas	TX	75201
52 Honeywell, Inc.	Michael Bonelmaro	Michael	Bonelmaro	Chairman and CEO	612-481-1000	612-481-2204	Honeywell Plaza		Minneapolis	MN	55440
53 Hughes	Michael T. Smith	Michael	Smith	Chairman and CEO	810-497-8921	810-447-4213	200 North Espingarda Boulevard		El Segundo	CA	90246
54 Hunt Corporation	Donald L. Thompson	Donald L.	Thompson	Chairman, President and CEO	214-488-2300	214-488-3700	2004 Market Street		Philadelphia	PA	19103
55 ICF Kaiser International, Inc.	James J. Mahrum	James J.	Mahrum	Chairman, President and CEO	703-934-3800	703-934-3740	8000 Lee Highway		Fairfax	VA	22031
56 Illinova Corp.	Charles E. Bayless	Charles E.	Bayless	Chairman, President and CEO	417-424-4400	417-424-4000	800 South 27th Street		Decatur	IL	62521
57 Johnson Controls	James M. Keyser	James M.	Keyser	Chairman and CEO	414-228-1200	414-228-2077	6727 North Green Bay Avenue		Waukegan	WI	53091
58 Kierulff Corporation	Robert L. Kierulff	Robert L.	Kierulff	Chairman	408-270-1910	408-270-3123	1283 Robert & Kerr		Oklahoma City	OK	73102
59 Kierulff Power Corporation	George Kierulff	George	Kierulff	President and CEO	703-247-3600	703-274-1518	1900 Wilson Boulevard	Suite 902	Arlington	VA	22208
60 Kinder Morgan, Inc.	Richard D. Kinder	Richard D.	Kinder	Chairman and CEO	713-844-9600	713-783-3614	1301 McKinney Street	Suite 1400	Houston	TX	77010
61 Koch Industries	Charles O. Koch	Charles O.	Koch	Chairman and CEO	313-578-5500	313-578-7888	4111 East 37th Street North		Wichita	KS	67220
62 Marathon Petroleum	James R. Joyce	James R.	Joyce	President and CEO	606-246-7400	606-246-7400	1411 Durham Road	Oak Park Unit 81	Madison	CT	06443
63 M-C Power Corporation	Ellis (Les) M. Camara	Ellis M.	Camara	Vice President	606-246-7400	606-246-7400	1400 S. Madison Street		Burr Ridge	IL	60621
64 McDermott	Roger Trefaut	Roger	Trefaut	Chairman and CEO	604-497-4900	604-497-4163	1400 Powell Street		New Orleans	LA	70112
65 Michael Baker Corporation	Charles I. Herman	Charles I.	Herman	President and CEO	412-728-3300	412-728-3300	1100 Powell Street, Box 1	Airport Office Park	Coraopolis	PA	15108
66 Midcon Energy Services, Inc.	Dan G. Tutcher	Dan G.	Tutcher	Chairman, President and CEO	713-468-8000	713-468-3324	1100 Louisiana Street	Suite 1000	Houston	TX	77002
67 Mobil	Lucio Neto	Lucio	Neto	Chairman and CEO	703-444-3000	703-444-4444	3228 Collins Road		Pasadena	TX	75247
68 Murphy Oil Company	Clairborn Deming	Clairborn	Deming	President and CEO	870-832-4411	870-474-4230	220 Birch Street		Fort Worth	TX	76101
69 Newfield Exploration Co.	David Trice	David	Trice	President and CEO	281-347-4900	281-347-4900	1813 North Sam Houston Parkway	Suite 1020	Houston	TX	77060
70 Northern States Power Corp.	James Howard	James	Howard	President, Chairman and CEO	612-330-4400	612-330-4400	414 Nicollet Mall		Minneapolis	MN	55401
71 NRG	David H. Peterson	David H.	Peterson	President, Chairman and CEO	612-373-8800	612-373-4312	1221 Nicollet Mall	Suite 700	Minneapolis	MN	55401
72 Occidental	Ray B. Irani	Ray B.	Irani	Chairman and CEO	310-308-8800	310-443-8800	10000 Wilshire Boulevard		Los Angeles	CA	90024
73 Ocean Energy, Inc.	James T. Washell	James T.	Washell	President and CEO	713-298-8900	713-298-8900	1001 Fynnin Street	Suite 1000	Houston	TX	77002
74 Oescherling International, Inc.	John R. Huff	John R.	Huff	Chairman and CEO	713-529-4600	713-529-4900	11011 FM 270		Houston	TX	77061
75 Oxy-Medea Corporation	Robert L. Kiser	Robert L.	Kiser	Chairman	214-716-4000	214-716-3111	P.O. Box 2800		Dallas	TX	75211
76 Parsons Energy & Chemicals Group, Inc.	William Hall	William	Hall	President	713-497-4900	713-497-4900	P.O. Box 27170		Houston	TX	77252
77 Pantco Co.	James L. Pate	James L.	Pate	Chairman and CEO	713-648-4000	713-648-4318	P.O. Box 2817		Houston	TX	77252

U.S.-AFRICA ENERGY MINISTERS CONFERENCE:

7-1-1984

CEO List

A	B	C	D	E	F	G	H	I	J	K	L
Energy Company Name	CEO	First Name	Last Name	Title	CEO Phone	CEO Fax	Street Address	Address 2	City	State	Zip
30 Phillips Petroleum	Wayne W. Allen	Wayne W.	Allen	Chairman	918-481-4438	918-481-7838	411 Keefer Avenue		Bartlesville	OK	74004
31 Pioneer Natural Resources	Scott Sheffield	Scott	Sheffield	Chairman, President and	972-444-4007	972-444-4328	6204 North O'Connor Boulevard		Irving	TX	75039
32 PEG Americas	Thomas R. Smith, President	Thomas R.	Smith	President	306-813-3000	306-813-3023	220 Alhambra Circle	Suite 200	Coral Gables	FL	33134
33 Raychem Engineers and Constructors	Shay Assad	Shay	Assad	CEO	617-484-7000	617-484-7003	1 Broadway		Cambridge	MA	02142
34 Raychem Energy	Don D. Jordan	Don D.	Jordan	Chairman	713-207-3000	713-207-3218	P.O. Box 4467		Houston	TX	77210
35 Rampra Energy International	Stephen Baum	Stephen	Baum	Vice Chairman, President	619-496-1034	619-253-4778	161 Ash Street		San Diego	CA	92101
36 Raven Steel Petroleum	Robert A. Hafner	Robert A.	Hafner	Chairman and CEO	713-628-2219	713-621-4779	565 San Felipe	Suite 1700	Houston	TX	77064
37 RBK Energy, Inc.	William Kincaid	William	Kincaid	Chairman and CEO	713-628-2219	713-621-4779	480 Lexington Avenue	17th Floor	New York	NY	10017
38 Southern Energy, Inc.	Wendell L. Batchelor	Wendell L.	Batchelor	Chairman and CEO	770-431-7000	770-211-0004	200 Ashwood Parkway	Suite 600	Atlanta	GA	30334
39 Southern Union Company	George Lindemann	George	Lindemann	Chairman and CEO	612-477-4862	612-477-3879	504 Leveas	Suite 800	Austin	TX	78701
40 Sunoco Inc.	Robert H. Campbell	Robert H.	Campbell	Chairman and CEO	214-477-1000	214-477-3400	10 Park Center, 1801 Market St.		Philadelphia	PA	19103
41 Synnergis Energy Development	Wayne Rogers	Wayne	Rogers	President	410-268-8420	410-268-1639	181 Main Street		Annapolis	MD	21401
42 Synnergis Renewables Resources Inc.	Eric S. Byrman	Eric S.	Byrman	Chairman and CEO	604-483-3440	604-483-7452	200-1111 Beach Avenue	Vanover, British Columbia	Canada	V8R 1T7	
43 Tels Energy, LLC	Frederic G. Hamilton	Frederic G.	Hamilton	Chairman	713-230-3000	713-284-2834	1321 McKinney Street		Houston	TX	77019
44 TEPCO, The Electric Power Company, Inc.	Gilbert K. Souike	Gilbert K.	Souike	Chairman, President and	210-828-8484	210-828-8800	7508 N.W. 54th Street		Miami	FL	33188
45 Tereco Petroleum Corporation	Bruce A. Smith	Bruce A.	Smith	Chairman, President and	814-263-4000	814-263-4108	2008 Westfiche St. Avenue		San Antonio	TX	78217
46 Texaco Inc.	Peter I. Bühr	Peter I.	Bühr	Chairman	818-473-2000	818-473-2334	One Williams Center		White Plains	NY	10600
47 The Williams Companies	Keith Bailey	Keith	Bailey	Chairman and CEO	203-877-1000	203-844-3187	72 Cunningham Point Road		Tulsa	OK	74172
48 Tropic Corporation	Thomas D. O'Malley	Thomas D.	O'Malley	Chairman and CEO	713-871-7600	713-860-3334	4 Greenway Plaza		Houston	TX	77044
49 Trans Ocean Offshore Drilling	J. Michael Talbert	J. Michael	Talbert	Chairman and CEO	214-812-4800	214-812-7077	683 North Central Expressway		Dallas	TX	75208
100 Triton Energy Corp.	Robert Holland Jr.	Robert	Holland	Chairman and CEO	314-812-4800	314-812-7077	1601 Bryn Mawr	Energy Plaza	Dallas	TX	75201
101 TAU, Texas Utilities Company	Eric Mox	Eric	Mox	Chairman and CEO	210-892-1000	210-892-2064	6000 N. Loop 18th West		San Antonio	TX	78249
102 Ultramar Diamond Shamrock	Jean B. Gashin	Jean B.	Gashin	Vice Chairman, President	318-728-7000	318-728-0117	2141 Rosemarie Avenue		El Paso	TX	79902
103 Unocal	Robert C. Beach	Robert C.	Beach	Chairman and CEO	713-628-4800	713-628-2863	6464 San Felipe Rd.		Houston	TX	77063
104 V&A Marathon Group	Thomas J. Usher	Thomas J.	Usher	Chairman and CEO	210-870-1000	210-870-2103	One Valero Place		San Antonio	TX	78212
105 Valero Energy Corporation	William R. Grashy	William R.	Grashy	Chairman, CEO and Pres							

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U.S.-AFRICA ENERGY MINISTERS CONFERENCE:

QEO List

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	A	B	C	D	E	F	G	H	I	J	K
	Energy Company Name	CEO	FirstName	LastName	CEO Phone	CEO Fax	Street Address	Address 2	City	State	Zip
1	AACGLA	Don Murphy	Don	Murphy	202-463-5485	202-463-3126	1615 H Street NW		Washington	DC	20052
2	ABB C-F Services Inc.	William Kishen	William	Kishen	860-868-1911	860-265-2868	2000 Day Hill Road		Windsor	CT	06095
3	ABB Corporation	Dennis Bakke	Dennis	Bakke	709-522-0073	709-528-4810	1000 North 19th Street		Anderson	VA	22209
4	Amerada Hess Corp.										
5	American Electric Power Corp. (AEP)	E Linn Drapper	E. Linn	Drapper	614-223-1000	614-223-1207	1 Riverdale Plaza		Columbus	OH	43215
6	American Wind Energy Association	Randy Swisher	Randy	Swisher	202-363-2500	202-363-2503	123 G Street NW		Washington	DC	20001
7	Anadarko Petroleum Corp.	Robert J. Allison	Robert J.	Allison	281-874-2497	281-874-3299	17001 Northphase Drive		Houston	TX	77060
8	Apache Company										
9	ARCO	Mike Rowlin	Mike	Rowlin	213-488-2511	213-488-0183	315 South Flower Street		Los Angeles	CA	90071
10	Baker Hughes Inc.										
11	Baltimore Gas & Electric Co.	Christian H. Poindexter	Christian H.	Poindexter	410-234-5000	410-234-5999	P. O. Box 1475		Baltimore	MD	21203
12	Bechtel Enterprises	Timothy Station	Timothy	Station	415-788-1819	415-733-0114	50 California Street	Suite 2200	San Francisco	CA	94111
13	Bechtel Group, INC	Riley P. Bechtel	Riley P.	Bechtel	415-788-1234	415-788-7036	50 Beale Street		San Francisco	CA	94105
14	Bentley Oil & Gas Co.	Alex Renton	Alex	Renton	805-568-6500	805-568-5810	8287 Carpenters Avenue		Carpinteria	CA	93013
15	Black & Veatch										
16	BP Amco, s.l.c.	H. Lawrence Fuller	H. Lawrence	Fuller	312-658-2711	312-618-0257	209 East Randolph Drive		Chicago	IL	60601
17	Burlington Resources	Robert Shackovis	Robert	Shackovis	713-924-9000	713-924-9848	6051 Wertheimer	Suite 1400	Houston	TX	77056
18	Cabot LNG Corp.										
19	Caltech Petroleum Corp.										
20	CAMAC Holdings Inc.										
21	Caterpillar Inc.	Donald V. Fites	Donald V.	Fites	309-875-1000	309-875-1162	1000 NE Adams Street	Suite 1100	Peoria	IL	61628
22	Chesapeake Energy	Walter V. Shibley	Walter V.	Shibley	212-270-1380	212-270-4545	270 Park Avenue		New York	NY	10017
23	Chevron	Kenneth T. Darr	Kenneth T.	Darr	415-884-7700	415-884-6017	875 Market Street		San Francisco	CA	94109
24	Clark USA										
25	CMS Energy	William T. McCormick	William T.	McCormick	313-438-9200	313-438-9258	330 Town Center Drive		Dearborn	MI	48128
26	Coastal Corporation	David Arledge	David	Arledge	713-877-1400	713-877-7305	Nine Grassway Plaza		Houston	TX	77048
27	Coho Energy Inc.	Jeffrey Clarke	Jeffrey	Clarke	972-774-8300	972-991-2257	14785 Preston Road	Suite 850	Dallas	TX	75240
28	Columbia Energy Group	Oliver G. Richard	Oliver G.	Richard	703-561-8000	703-561-7307	13880 Dulles Corner Lane		Herndon	VA	20171
29	Conoco Inc.	Archie W. Dunham	Archie W.	Dunham	281-293-1307	281-293-1058	P. O. Box 2187		Houston	TX	77077
30	Consolidated Natural Gas	George A. Davidson, JR	George A.	Davidson	412-227-1000	412-890-1033	828 Liberty Avenue		Pittsburgh	PA	15222
31	Constellation Power, Inc.	John F. Walter, President	John F.	Walter	410-783-2888	410-783-3810	111 Market Place		Baltimore	MD	21201
32	Crown Central Petroleum										
33	Danisco Mines	E. Peter Farmer	E. Peter	Farmer	418-978-1991	418-978-5893	40 Dundas Street West	Suite 320	Toronto	ON	M5G 2C2
34	Dominion Resources, Inc.	Thomas E. Caspe	Thomas E.	Caspe	804-775-6700	804-818-2200	P. O. Box 26532		Richmond	VA	23261
35	Duke Engineering & Services, Inc.										
36	Duke Energy International	Bruce M. Williamson	Bruce M.	Williamson	713-827-4400	713-827-5905	5400 Wertheimer Court		Houston	TX	77058
37	EDS	Dick Brown	Dick	Brown	872-804-8000	872-805-2122	8400 Legacy Drive		Plano	TX	75024
38	El Paso Energy International Co.	William A. Wise	William A.	Wise	713-420-2131	713-420-6030	1001 Louisiana Street		Houston	TX	77002
39	Enron	Ken Lay	Ken	Lay	713-853-8161	713-853-3129	1400 Smith Street		Houston	TX	77002
40	Enron Wind Generation	Ken Karas	Ken	Karas	881-823-8720	881-823-1189	13000 James Road		Tehachas	CA	93561
41	Entergy Corp.	Robert Lum	Robert	Lum	504-578-4301	504-578-4093	P. O. Box 61000		New Orleans	LA	70161
42	Exxon	Lee Raymond	Lee	Raymond	972-444-1994	972-444-1925	Lee Colnar Boulevard		Irving	TX	75062
43	Floor Daniel Co.	James Stein	James	Stein	714-975-2000	949-975-5271	3353 Michelson Drive		Irving	CA	92609
44	FPL Energy	Philo Canal	Philo	Canal	581-881-7171	581-881-7177	700 University Boulevard		Juno Beach	FL	33408
45	General Electric	Jonathan Welch	Jonathan	Welch	202-373-2211	202-373-3131	3135 Easton Turnpike		Fairfield	CT	06431
46	General Electric Capital	Dennis Dammerman	Dennis	Dammerman	202-357-2817	202-357-6788	280 Leonardas Road		Stamford	CT	06927
47	General Electric Power Systems	Robert L. Nardell	Robert L.	Nardell	518-385-3100	518-385-9051	1 River Road		Schenectady	NY	12345
48	Global Marine Inc.										
49	GPU International	Robert L. Wise	Robert L.	Wise	814-533-8400	814-533-8251	1001 Broad Street		Johnstown	PA	15807
50	GPU, Inc.	Fred D. Hafer	Fred D.	Hafer	873-455-8200	873-455-8777	300 Madison Avenue		Monticello	NV	89852
51	Halliburton Energy Services	Richard B. Cheney	Richard B.	Cheney	214-878-2900	214-878-2811	500 North Akard Street	Suite 3800	Dallas	TX	75201
52	Honover, Inc.	Michael Bonington	Michael	Bonington	612-951-1000	612-951-7284	Honover Plaza		Minneapolis	MN	55440
53	Hughes	Michael T. Smith	Michael T.	Smith	310-823-8821	310-847-8213	209 North Sepulveda Boulevard		El Segundo	CA	90245
54	Hunt Oil Company	Don Thompson	Don	Thompson	215-858-0300	215-858-3700	2005 Market Street		Philadelphia	PA	19103
55	IGF Concessions Group	Richard H. Rosen	Richard	Rosen	202-862-1571	202-862-1144	1850 K Street, NW	Suite 1000	Washington	DC	20008
56	Illinois Gas	Charles E. Bayless	Charles E.	Bayless	217-424-8400	217-424-5000	500 South 27th Street		Decatur	IL	62521
57	Johnson Controls	James H. Keyes	James H.	Keyes	414-228-1200	414-228-2077	5757 North Green Bay Avenue		Milwaukee	WI	53201
58	Kaiser Aluminum & Chemical										
59	Kem-DeGas Corporation	Luke Corbett	Luke	Corbett	405-270-1313	405-270-3123	123 Robert S. Kerr		Oklahoma City	OK	73102
60	KBR Power Corporation	George Kappas	George	Kappas	703-247-2505	703-278-1318	1000 Wilson Boulevard	Suite 902	Arlington	VA	22209
61	KN Energy, Inc.	Larry D. Hall	Larry D.	Hall	303-888-1740	303-783-3517	370 Van Gordon Street		Lakewood	CO	80228
62	Koch Industries	Charles Koch	Charles	Koch	318-828-5500	318-828-7888	4111 East 37th Street North		Wichita	KS	67220
63	Mascaron Petroleum	James R. Joyce	James R.	Joyce	202-245-7884	860-245-7880	149 Durham Road	Oak Park Unit 31	Madison	CT	8443
64	Marathon Ashland Petroleum LLC	J.L. Frank (President)	J.L.	Frank			539 South Main Street		Findlay	OH	45840
65	Marathon Group	James Hall	James	Hall	800-783-7358	850-818-0330	1240 L'Amour Avenue	Suite B	Mountain View	CA	94043
66	M-C Power Corporation	Elias H. Camara	Elias H.	Camara	830-868-8040	830-868-8072	8040 S. Madison Street		Runt Ridge	IL	60821
67	McDermott	Roger Tevraut	Roger	Tevraut	504-587-5800	504-587-8153	1450 Poydras Street		New Orleans	LA	70112
68	Michael Baker Corporation										
69	Midcon Energy Resources, Inc.	Dan Tutcher	Dan	Tutcher	713-850-8900	713-850-8858	1100 Louisiana	Suite 2850	Houston	TX	77002
70	Mobil	Louis Noto	Louis	Noto	703-846-3000	703-846-4888	3225 Galloway Road		Farmers	VA	22637
71	Murphy Oil Company	Clairborn Osmina	Clairborn	Osmina	870-882-9411	870-874-6220	200 Peach Street		El Pardo	AR	71731
72	Newfield Exploration Co.	David Tice	David	Tice	281-847-8000	281-847-8008	383 North Sam Houston Parkway	Suite 2020	Houston	TX	77060



U.S.-AFRICA ENERGY MINISTERS CONFERENCE:

CEO List

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A	B	C	D	E	F	G	H	I	J	K	L
Energy Company Name	CEO	FirstName	LastName	Title	CEO Phone	CEO Fax	Street Address	Address 2	City	State	Zip
1 AACPIA	John Murphy	John	Murphy	Executive Director	202-463-5485	202-463-3126	1815 H Street NW		Washington	DC	20062
2 ABB C-E Services Inc.	William Kitchen	William	Kitchen	President	860-888-1811	860-285-2888	2000 Day Hill Road		Windsor	CT	06095
3 AES Corporation	Dennis Balke	Dennis	Balke	President and CEO	703-522-0073	703-528-4510	1001 North 19th Street		Arlington	VA	22209
4 Amerada Hess Corp.	John B. Hess	John B.	Hess	Chairman and CEO	212-997-8500	212-538-8390	1185 Avenue of the Americas		New York	NY	10038
5 American Electric Power Corp. (AEP)	E. Lynn Drusper	E. Lynn	Drusper	Chairman, President and	614-223-1000	614-223-1207	1 Riverside Plaza		Columbus	OH	43213
6 American Wind Energy Association	Randy Swisher	Randy	Swisher	Executive Director	202-383-2500	202-383-2605	122 C Street NW		Washington	DC	20001
7 Anadarko Petroleum Corp.	Robert J. Allison	Robert J.	Allison	Chairman and CEO	281-874-3497	281-874-3298	17001 Northchase Drive		Houston	TX	77060
8 Apache Corporation	Raymond Plank	Raymond	Plank	Chairman and CEO	713-298-6000	713-298-6496	2000 Post Oak Boulevard	Suite 100	Houston	TX	77058
9 ARCO	Mike Bowlin	Mike	Bowlin	CEO	213-486-3311	213-486-0195	515 South Flower Street		Los Angeles	CA	90071
10 Baker Hughes Inc.	Max L. Lukens	Max L.	Lukens	Chairman, President and	713-438-8800	713-438-8888	3900 Essex Lane		Houston	TX	77027
11 Baltimore Gas & Electric Co.	Christian M. Poindexter	Christian M.	Poindexter	Chairman, President and	410-234-5000	410-234-5099	P.O. Box 1475		Baltimore	MD	21203
12 Bechtel Group, INC	Riley P. Bechtel	Riley P.	Bechtel	Chairman and CEO	415-788-1234	415-788-7038	50 Basile Street		San Francisco	CA	94103
13 Bantco Oil & Gas Co.	Alex Banton	Alex	Banton	Executive Director	805-588-5600	805-588-5610	9287 Camplandia Avenue		Gaithersburg	MD	20878
14 Black & Veatch	P. J. Adam	P. J.	Adam	Chairman	913-458-2000	913-458-2934	8400 Ward Parkway		Kansas City	MO	64114
15 BP Amoco, p.l.c.	H. Laurence Fuller	H. Laurence	Fuller	Co-Chairman	312-856-3711	312-810-0257	200 East Randolph Drive		Chicago	IL	60601
16 BP Solaras	Henry Schimp	Henry	Schimp	CEO	301-898-4200	301-898-4201	630 Schilfex Court		Fredrick	MD	21703
17 Burlington Resources	Robert Shackouts	Robert	Shackouts	Chairman	713-624-8000	713-624-8645	5051 Westheimer	Suite 1400	Houston	TX	77058
18 Cabot Corporation	Samuel W. Bodman	Samuel W.	Bodman	Chairman and CEO	617-342-0100	617-342-8103	75 State Street		Boston	MA	02109
19 Calrex Corporation	Jock McKende	Jock	McKende	Chairman and CEO	+65-533-3000	+65-439-1711	30 Raffles Place	Calrex House	Singapore		048223
20 CAMAC Holdings Inc. or Camco System	Dr. J. Hogan	Dr. J.	Hogan	President	650-917-9174	650-917-9175	980 North San Antonio Road	Suite 171	Los Angeles	CA	94022
21 Caterpillar, Inc.	Glen A. Burton	Glen A.	Burton	Chairman and CEO	309-875-1000	309-875-1182	1000 NE Adams Street		Peoria	IL	61629
22 Chase Manhattan	Walter V. Shipley	Walter V.	Shipley	Chairman	212-270-1380	212-270-4545	270 Park Avenue		New York	NY	10017
23 Chevron	Kenneth T. Darr	Kenneth T.	Darr	COE and Chairman	415-894-7700	415-894-6017	575 Market Street		San Francisco	CA	94103
24 Citizens Energy Corporation	Joseph P. Kennedy, II	Joseph P.	Kennedy, II	Chairman and President	617-338-6300	617-542-4487	530 Atlantic Avenue		Boston	MA	02110
25 Clark Enterprises, Inc.	A. James Clark	A. James	Clark	Chairman and CEO	301-657-7100	301-657-7263	7500 Old Georgetown Road		Bethesda	MD	20814
26 CMS Energy	William T. McCormick	William T.	McCormick	Chairman and CEO	313-438-9200	313-438-9258	330 Town Center Drive	Suite 1100	Dearborn	MI	48128
27 Coastal Corporation	David Arledge	David	Arledge	Chairman	713-877-1400	713-877-7305	Nine Greenway Plaza		Houston	TX	77048
28 Cohn Energy Inc.	Jeffrey Clarke	Jeffrey	Clarke	CEO	872-774-8300	872-991-2257	14785 Preston Road	Suite 880	Dallas	TX	75240
29 Columbia Energy Group	Ober G. Richard	Ober G.	Richard	Chairman, President and	703-561-6000	703-561-7307	13880 Dulles Corner Lane		Herndon	VA	20171
30 Conoco Inc.	Archie W. Dunham	Archie W.	Dunham	Chairman and CEO	281-293-1307	281-293-1058	P.O. Box 2197		Meriden	TX	77027
31 Consolidated Natural Gas	George A. Davidson, Jr.	George A.	Davidson	Chairman	412-227-1000	412-690-1033	625 Liberty Avenue		Pittsburgh	PA	15222
32 Constellation Power, Inc.	John F. Waker, President	John F.	Waker	President	410-783-2888	410-783-3810	111 Market Place		Baltimore	MD	21202
33 Crown Central Petroleum Corporation	Hans A. Rosenbark Jr.	Hans A.	Rosenbark Jr.	Chairman, President and	410-538-7400	410-658-7778	1 N. Chesa Street		Baltimore	MD	21201
34 Danison Mines	E. Peter Farmer	E. Peter	Farmer	President and CEO	416-878-1891	416-878-1891	40 Dundas Street West	Suite 320	Toronto	ON	M9G2C5
35 Dominion Resources, Inc.	Thomas E. Capps	Thomas E.	Capps	President, CEO and Chair	804-775-5700	804-818-2200	P.O. Box 26532		Richmond	VA	23281
36 Duke Energy Corporation	Richard B. Priory	Richard B.	Priory	Chairman and CEO	704-584-0200	704-382-3814	528 Church Street		Charlotte	NC	28202
37 Duke-River Engineering Company	Jeffrey Thum	Jeffrey	Thum	CEO	617-965-7255	617-965-1213	30 Orizaba Road		Newton	MA	02464
38 EDS, Electronic Data Systems Corporation	Richard H. Brown	Richard H.	Brown	Chairman and CEO	972-604-6000	972-605-2643	5400 Legacy Drive		Piano	TX	75024
39 El Paso Energy Corporation	William A. Wise	William A.	Wise	President and CEO	713-420-2131	713-420-8030	1001 Louisiana Street		Houston	TX	77002
40 Enron Corporation	Kenneth L. Lay	Kenneth L.	Lay	Chairman and CEO	713-853-6161	713-853-3129	1400 Smith Street		Houston	TX	77002
41 Enron Wind Corporation	Ken Karas	Ken	Karas	Chairman and CEO	661-823-8720	661-822-1149	13000 Jameson Road		Tehachapi	CA	91381
42 Entergy Corp.	J. Wayne Leonard	J. Wayne	Leonard	CEO	504-528-5262	504-528-4428	836 Loyola Avenue		New Orleans	LA	70113
43 Exxon	Lee R. Raymond	Lee R.	Raymond	Chairman and CEO	972-444-1000	972-444-1892	5959 Las Colinas Boulevard		Irving	TX	75039
44 Fluor Daniel Inc.	Alan Boeckmann	Alan	Boeckmann	President and CEO	848-975-2000	848-975-5271	3353 Michelson Drive		Irving	CA	92898
45 FPL Group, Inc.	James L. Broadhead	James L.	Broadhead	Chairman and CEO	561-894-4000	561-894-4820	700 Univera Boulevard		Juno Beach	FL	33408
46 General Electric Company	John F. Welch, Jr.	John F.	Welch, Jr.	Chairman and CEO	203-373-2211	203-373-3131	3135 Easton Turnpike		Fairfield	CT	06431
47 General Electric Capital Corporation	Dennis D. Dammerman	Dennis D.	Dammerman	Chairman and CEO	203-357-4000	203-357-6488	280 Long Ridge Road		Stamford	CT	06927
48 General Electric Power Systems	Robert L. Nardell	Robert L.	Nardell	Chairman, President and	518-385-3100	518-385-0051	1 River Road		Schenectady	NY	12345
49 Global Marine Inc.	Robert E. Ross	Robert E.	Ross	Chairman, President and	281-896-5100	281-896-5163	777 N. Eldridge Parkway		Houston	TX	77079
50 GPU, Inc.	Fred D. Hafer	Fred D.	Hafer	Chairman, President and	873-455-8200	873-455-8377	300 Madison Avenue		Monticello	NJ	07082
51 Halliburton Company	Richard B. Cheney	Richard B.	Cheney	CEO	214-878-2800	214-878-2811	3800 Lincoln Plaza, 300 North Alford Street		Dallas	TX	75201
52 Honeywell, Inc.	Michael R. Bonsignore	Michael R.	Bonsignore	Chairman and CEO	612-851-1000	612-851-2284	Honeywell Plaza		Minneapolis	MN	55440
53 Hughes	Michael T. Smith	Michael T.	Smith	Chairman and CEO	310-882-8821	310-847-8213	200 North Sepulveda Boulevard		El Segundo	CA	90245
54 Hunt Oil Company	Don Thomason	Don	Thomason	Chairman and CEO	215-658-0300	215-658-3700	2005 Market Street		Philadelphia	PA	19103
55 ICF Kaiser International, Inc.	James J. Mahvurm	James J.	Mahvurm	Chairman, President and	703-934-3800	703-934-3740	8300 Lee Highway		Fairfax	VA	22031
56 Illnova Corp.	Charles F. Raviss	Charles F.	Raviss	Chairman and CEO	217-424-6400	217-424-5000	500 South 27th Street		Decatur	IL	62521
57 Johnson Controls	James M. Kevas	James M.	Kevas	Chairman and CEO	414-228-1200	414-228-2077	5757 North Green Bay Avenue		Milwaukee	WI	53201
58 Kerr-McGee Corporation	Luke Corbat	Luke	Corbat	Chairman and CEO	405-270-1313	405-270-3123	123 Robert S. Kerr		Oklahoma City	OK	73102
59 KMR Power Corporation	George Kanopaz	George	Kanopaz	Chairman and CEO	703-247-3505	703-278-3318	1000 Wilson Boulevard	Suite 802	Arlington	VA	22209
60 KNR Energy, Inc.	Larry D. Hall	Larry D.	Hall	Chairman and CEO	303-888-1740	303-783-3517	370 Van Gordon Street		Lakewood	CO	80228
61 Koch Industries	Charles Koch	Charles	Koch	Chairman and CEO	316-828-5300	316-828-7858	4111 East 37th Street North		Wichita	KS	67220
62 Marathon Petroleum	James R. Joyce	James R.	Joyce	Chairman and CEO	202-745-7864	800-745-7864	148 Durham Road	Oak Park Unit 31	Madison	CT	06443
63 M-C Power Corporation	Elias (Les) H. Camara	Elias H.	Camara	Chairman	630-888-8040	630-888-8072	8040 S. Madison Street		Burr Ridge	IL	60521
64 McDermott	Roger Traut	Roger	Traut	Chairman	504-587-5900	504-587-4153	1450 Poydras Street		New Orleans	LA	70012
65 Michael Baker Corporation	Dan Tutcher	Dan	Tutcher	Chairman and CEO	713-950-8900	713-950-8958	1100 Louisiana	Suite 2850	Houston	TX	77002
66 Miscosai Energy Resources, Inc.	Lucio Noto	Lucio	Noto	Chairman and CEO	703-848-3000	703-848-4868	2225 Oaklows Road		Fairfax	VA	22037
67 Mobil	Clairborn Deming	Clairborn	Deming	President and CEO	870-862-4411	870-862-4411	200 Peach Street		El Dorado	AR	71731
68 Newfield Exploration Co.	David Trice	David	Trice	President and CEO	281-847-4000	281-847-4000	383 North Sam Houston Parkway	Suite 2020	Houston	TX	77060
69 Northern States Power Corp.	James Howard	James	Howard	President, Chairman and	612-330-5500	612-330-5888	414 Nicollet Mall		Minneapolis	MN	55401
70 NRG	David K. Peterson	David K.	Peterson	President, Chairman and	612-373-5300	612-373-5312	1221 Nicollet Mall	Suite 700	Minneapolis	MN	55403
71 Occidental	Ray R. Iranl	Ray R.	Iranl	Chairman and CEO	310-208-8800	310-443-8890	10889 Wilshire Boulevard		Los Angeles	CA	90024
72 Ocean Energy Inc.	James T. Hackett	James T.	Hackett	President and CEO	713-285-4000	713-285-4008	1001 Fannin Street	Suite 1600	Houston	TX	77002
73 Oceanair International, Inc.	John R. Huff	John R.	Huff	Chairman and CEO	713-328-4500	713-328-4951	11811 FM 520		Houston	TX	77041
74 Kerr-McGee Corporation	Robert L. Keiser	Robert L.	Keiser	Chairman	214-15-4000	214-715-3111	PO Box 2810		Dallas	TX	75221
75 Parsons Energy & Chemicals Group Inc.	William Hall	William	Hall	President	713-407-5000	713-407-5023	PO Box 27177		Houston	TX	77277

U.S.-AFRICA ENERGY MINISTERS CONFERENCE:

CEO List

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	A	B	C	D	E	F	G	H	I	J	K	L
	Energy Company Name	CEO	FirstName	LastName	Title	CEO Phone	CEO Fax	Street Address	Address 2	City	State	Zip
71	Pensacola	James L. Pate	James L.	Pate		713-548-4000	713-548-8588	P.O. Box 2987		Houston	TX	77252
72	Phillips Petroleum	Wayne W. Allen	Wayne W.	Allen		918-681-4438	918-681-7638	411 Kessler Avenue		Brokenville	OK	74004
73	Pioneer Natural Resources	Scott Sheffield	Scott	Sheffield		972-444-8001	972-444-4328	5205 North O'Connor Boulevard		Irving	TX	75039
74	IPSECO Americas	Thomas R. Smith, President	Thomas R.	Smith		305-913-3000	305-913-3033	220 Alhambra Circle	Suite 800	Coral Gables	FL	33134
75	Raytheon Engineers and Constructors	Shay Assad	Shay	Assad		617-494-7000	617-494-7003	1 Broadway		Cambridge	MA	02142
76	Radant Energy	R. Steve LeBauer	R. Steve	LeBauer		713-207-3000	713-207-0215	P.O. Box 4587		Houston	TX	77210
77	Samson Energy International	Stephen Baum	Stephen	Baum		618-868-2034	618-233-8878	101 Ash Street		San Diego	CA	92101
78	Seven Seas Petroleum	Robert A. Haffer	Robert A.	Haffer		713-872-8218	713-821-8770	555 San Felipe	Suite 1700	Houston	TX	77056
79	Siba Energia, Inc.	William Krieger	William	Krieger		212-284-4871	212-284-4875	450 Lexington Avenue	37th Floor	New York	NY	10017
80	Southern Energy, Inc.	Tom Boron	Tom	Boron		770-821-7000	770-821-8904	800 Ashwood Parkway	Suite 500	Atlanta	GA	30338
81	Southern Union Company	George Lindemann	George	Lindemann		512-477-5852	512-477-3878	504 Lavaca	Suite 800	Austin	TX	78761
82	Sunoco											
83	Synergis Energy Department	Wayne Rogers	Wayne	Rogers	President	410-268-8820	410-268-1530	181 Main Street		Annapolis	MD	21401
84	Texas Energy, LLC	Charles Gripe	Charles	Gripe		713-210-3000	713-285-2834	1301 McKinney Street		Houston	TX	77010
85	TEPCO, The Electric Power Company, H	Gilbert K. Squires	Gilbert K.	Squires		305-884-0089	305-715-8899	7508 N.W. 54th Street		Miami	FL	33148
86	Texaco Petroleum Corporation	Bruce Smith	Bruce	Smith		210-878-8484	210-878-8600	8700 Tezoro Drive		San Antonio	TX	78217
87	Texas Inc.	Patr Blair	Patr	Blair		914-253-4000	914-253-8108	2000 Washburn Avenue		White Plains	NY	10850
88	The Williams Companies	Kelth Bailey	Kelth	Bailey		918-573-2000	918-573-2334	One Williams Center		Tulsa	OK	74172
89	Texas Ocean Offshore Drilling											
90	Tilion Energy Corp.	Robert Holland III	Robert	Holland		214-881-5200	214-881-4340	8698 North Central Expressway		Dallas	TX	75208
91	TXU, Texas Utilities Company	Erie Nye	Erie	Nye	Chairman and CEO	214-812-4800	214-812-7877	1801 Bryan Street	Energy Plaza	Dallas	TX	75201
92	Ultramar Diamond Shamrock											
93	Unocal	Roger C. Beach	Roger C.	Beach		310-726-7800	310-726-7802	2141 Rosecrans Avenue		El Segundo	CA	90245
94	USX Marathon Group	Thomas J. Usher	Thomas J.	Usher	Chairman and CEO	713-629-4800	713-288-2852	5558 San Felipe Rd.		Houston	TX	77253
95	Valero Energy											

Update 10/28/99

Anadarko	Robert J	Robert J	Allison	Chairma	281-874	281-874	17001 Northchas
Apache	Raymon	Raymon	Plank	Chairma	713-296	713-296	2000 Po Suite 10
Baker H	Max L. L	Max L.	Lukens	Chairma	713-439	713-439	3900 Essex Lane
Burlingt	Robert S	Robert	Shackou	Chairma	713-624	713-624	5051 We Suite 14
Coastal	David Ar	David	Arledge	Chairma	713-877	713-877	Nine Greenway P
Coho En	Jeffrey C	Jeffrey	Clarke	CEO	972-774	972-991	14785 P Suite 86
Conoco	Archie V	Archie V	Dunham	Chairma	281-293	281-293	P.O. Box 2197
EDS, Ele	Richard	Richard	Brown	Chairma	972-604	972-605	5400 Legacy Driv
El Paso	William	William	Wise	Presider	713-420	713-420	1001 Louisiana S
Enron C	Kenneth	Kenneth	Lay	Chairma	713-853	713-853	1400 Smith Stree
Exxon	Lee R. R	Lee R.	Raymon	Chairma	972-444	972-444	5959 Las Colinas
Global M	Robert E	Robert E	Rose	Chairma	281-596	281-596	777 N. Eldridge P
Hallibur	Edgar O	Edgar	Ortiz	Presider	214-978	214-978	500 Nort Suite 36
Kinder M	Richard	Richard	Kinder	Chairma	713-844	303-763	1301 Mc Suite 34
Midcoas	Dan C. T	Dan C.	Tutcher	Chairma	713-650	713-650	1100 Lo Suite 29
Newfield	David Tr	David	Trice	Presider	281-847	281-847	363 Nort Suite 20
Ocean E	James T	James T	Hackett	Presider	713-265	713-265	1001 Far Suite 16
Oceaneer	John R.	John R.	Huff	Chairma	713-329	713-329	11911 FM 529
Kerr-Mc	Robert L	Robert L	Keiser	Chairma	214-715	214-715	PO Box 2880
Parsons	William	William	Hall	Presider	713-407	713-407	PO Box 271787
Penzoil	James L	James L	Pate	Chairma	713-546	713-546	P.O. Box 2967
Pioneer	Scott Sh	Scott	Sheffield	Chairma	972-444	972-444	5205 North O'con
Reliant E	Don D. J	Don D.	Jordan	Chairma	713-207	713-207	P.O. Box 4567
Seven S	Robert A	Robert A	Hefner	Chairma	713-622	713-621	555 San Suite 17
Southern	George	George	Lindema	Chairma	512-477	512-477	504 Lava Suite 80
Tejas En	Frederic	Frederic	Hamilton	Chairma	713-230	713-265	1301 McKinney S
Tesoro P	Bruce A	Bruce A	Smith	Chairma	210-828	210-828	8700 Tesoro Driv
Triton E	Robert H	Robert	Holland	Presider	214-691	214-691	6698 North Centr
TXU, Tex	Erle Nye	Erle	Nye	Chairma	214-812	214-812	1601 Bry Energy P
Ultrama	Jean R.	Jean R.	Gaulin	Vice Cha	210-592	210-592	6000 N. Loop 160
USX-Mar	Thomas	Thomas	Usher	Chairma	713-629	713-296	5555 Sa
Valero E	William	William	Greehey	Chairma	210-370	210-370	One Valero Place
Trans O	J. Micha	J. Micha	Talbert	Chairma	713-871	713-850	4 Greenway Plaza

Houston	TX	77060
Houston	TX	77056
Houston	TX	77027
Houston	TX	77056
Houston	TX	77046
Dallas	TX	75240
Houston	TX	77027
Plano	TX	75024
Houston	TX	77002
Houston	TX	77002
Irving	TX	75039
Houston	TX	77079
Dallas	TX	75201
Houston	TX	77010
Houston	TX	77002
Houston	TX	77060
Houston	TX	77002
Houston	TX	77041
Dallas	TX	75221
Houston	TX	77277
Houston	TX	77252
Irving	TX	75039
Houston	TX	77210
Houston	TX	77056
Austin	TX	78701
Houston	TX	77010
San Ant	TX	78217
Dallas	TX	75206
Dallas	TX	75201
San Ant	TX	78249
Houston	TX	77253
San Ant	TX	78212
Houston	TX	77046

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U.S.-AFRICA ENERGY MINISTERS CONFERENCE:

CEO List

reference

A	B	C	D	E	F	G	H	I	J	K	L
1	2	3	4	5	6	7	8	9	10	11	12
Energy Company Name	CEO	FirstName	LastName	Title	CEO Phone	CEO Fax	Street Address	Address 2	City	State	Zip
1 AACCLA	John Murphy	John	Murphy	Executive Director	202-463-3485	202-463-3128	1818 H Street NW		Washington	DC	20002
2 ABB C-E Services Inc.	William Kichen	William	Kichen	President	860-888-1911	860-285-2889	2000 Day Hill Road		Windsor	CT	06095
3 AES Corporation	Dennis Balke	Dennis	Balke	President and CEO	703-572-0073	703-528-4510	1001 North 19th Street		Arlington	VA	22209
4 Amergas Hess Corp.	John B. Hess	John B.	Hess	Chairman and CEO	212-997-8500	212-536-8390	1185 Avenue of the Americas		New York	NY	10036
5 American Electric Power Corp. (AEP)	E. Linn Draper	E. Linn	Draper	Chairman, President and CEO	614-223-1000	614-223-1207	1 Riverside Plaza		Columbus	OH	43215
6 American Wind Energy Association	Randy Swisher	Randy	Swisher	Executive Director	202-383-2500	202-383-2505	122 C Street NW		Washington	DC	20001
7 Anadarko Petroleum Corp.	Robert J. Allison	Robert J.	Allison	Chairman and CEO	281-874-3497	281-874-3298	17001 Northchase Drive		Houston	TX	77060
8 Apache Corporation	Raymond Plank	Raymond	Plank	Chairman and CEO	713-298-8000	713-298-6498	2000 Post Oak Boulevard	Suite 100	Houston	TX	77058
9 ARCO	Mike Bowen	Mike	Bowen	CEO	213-486-3511	213-486-0195	515 South Flower Street		Los Angeles	CA	90071
10 Baker Hughes Inc.	Mix L. Lukens	Mix L.	Lukens	Chairman, President and CEO	713-439-8600	713-439-8899	3900 Essex Lane		Houston	TX	77027
11 Baltimore Gas & Electric Co.	Christian H. Pohndexter	Christian H.	Pohndexter	Chairman, President and CEO	410-234-5000	410-234-5999	P.O. Box 1475		Baltimore	MD	21203
12 Bechtel Group, Inc.	Riley P. Bechtel	Riley P.	Bechtel	Chairman and CEO	415-788-1234	415-788-7038	50 Beale Street		San Francisco	CA	94105
13 Benco Oil & Gas Co.	Alan Ranon	Alan	Ranon	Executive Director	805-588-5600	805-588-5810	6287 Carmichael Avenue		Carrollton	GA	30132
14 Black & Veatch	P. J. Adam	P. J.	Adam	Chairman	913-458-2000	913-458-2834	8400 Ward Parkway		Kansas City	MO	64114
15 BP Amoco, P.L.C.	H. Laurence Fisher	H. Laurence	Fisher	Co-Chairman	312-856-3711	312-816-0257	200 East Randolph Drive		Chicago	IL	60601
16 BP Solar	Henry Schimp	Henry	Schimp	CEO	301-898-4200	301-898-4201	601 Solarae Court		Fredrick	MD	21703
17 Burlington Resources	Robert Shackout	Robert	Shackout	Chairman	713-824-9000	713-824-9045	5051 Westheimer	Suite 1400	Houston	TX	77058
18 Cabot Corporation	Samuel W. Bodman	Samuel W.	Bodman	Chairman and CEO	617-345-0100	617-342-6103	75 State Street		Boston	MA	02109
19 Calx Corporation	Jack McKenzie	Jack	McKenzie	Chairman and CEO	+65-533-3000	+65-439-1711	30 Raffles Place	Calx House	Singapore		04822
20 CAMAC Holdings Inc. or 7 Comgas System	Dr. J. Hogan	Dr. J.	Hogan	President	650-917-9174	650-917-9175	650 North San Antonio Road	Suite 171	Los Altos	CA	94022
21 Caterpillar, Inc.	Glen A. Burton	Glen A.	Burton	Chairman and CEO	309-875-1000	309-875-1182	1000 NE Adams Street		Peoria	IL	61629
22 Chesa Manhattan	Walter V. Spley	Walter V.	Spley	Chairman	212-270-1380	212-270-4545	212 Park Avenue		New York	NY	10017
23 Chevron	Kenneth T. Derr	Kenneth T.	Derr	COE and Chairman	415-894-7700	415-894-8017	575 Market Street		San Francisco	CA	94105
24 Citizens Energy Corporation	Joseph P. Kennedy, II	Joseph P.	Kennedy, II	Chairman and President	617-338-0300	617-542-4487	530 Atlantic Avenue		Boston	MA	02110
25 Clark Enterprises, Inc.	A. James Clark	A. James	Clark	Chairman and CEO	301-857-7100	301-857-7263	7500 Old Georgetown Road		Bethesda	MD	20814
26 CMS Energy	William T. McCormick	William T.	McCormick	Chairman and CEO	313-436-8200	313-436-8258	330 Town Center Drive	Suite 1100	Dearborn	MI	48128
27 Coastal Corporation	David Arledge	David	Arledge	Chairman	713-877-1400	713-877-7305	Nine Greenway Plaza		Houston	TX	77048
28 Coho Energy Inc.	Jeffrey Clarke	Jeffrey	Clarke	CEO	972-774-8300	972-681-2257	14785 Preston Road	Suite 680	Dallas	TX	75240
29 Columbia Energy Group	Owler G. Richard	Owler G.	Richard	Chairman, President and CEO	703-581-8000	703-581-7307	13880 Dulles Corner Lane		Herndon	VA	20171
30 Conoco Inc.	Archie W. Dunham	Archie W.	Dunham	Chairman and CEO	281-293-1307	281-293-1058	P.O. Box 2197		Houston	TX	77027
31 Consolidated Natural Gas	George A. Davidson, Jr.	George A.	Davidson	President	412-227-1000	412-980-1033	825 Liberty Avenue		Pittsburgh	PA	15222
32 Constellation Power, Inc.	John F. Water, President	John F.	Water	President	410-783-2896	410-783-3610	111 Market Place		Baltimore	MD	21202
33 Crown Central Petroleum Corporation	Henry A. Rosenbaum Jr.	Henry A.	Rosenbaum Jr.	Chairman, President and CEO	410-539-7400	410-658-4778	1 N. Charles Street		Baltimore	MD	21201
34 Devon Mines	E. Peter Farmer	E. Peter	Farmer	President and CEO	416-879-1991	416-879-5893	40 Dundas Street West	Suite 320	Toronto	ON	M5G 2C2
35 Dominion Resources, Inc.	Thomas E. Capps	Thomas E.	Capps	President, CEO and Chairman	804-775-5700	804-819-2200	P.O. Box 28532		Richmond	VA	23261
36 Duke Energy Corporation	Richard B. Priory	Richard B.	Priory	Chairman and CEO	704-594-6200	704-382-3814	528 Church Street		Charlotte	NC	28202
37 Duke River Engineering Company	Jeffrey Thum	Jeffrey	Thum	CEO	617-965-7255	617-965-1213	30 Ossipee Road		Newton	MA	02464
38 EDS, Electronic Data Systems Corporation	Richard H. Brown	Richard H.	Brown	Chairman and CEO	973-604-6000	973-605-2643	5400 Legacy Drive		Plymouth	MA	75024
39 El Paso Energy Corporation	William A. Wise	William A.	Wise	President and CEO	713-420-2131	713-420-6030	1001 Louisiana Street		Houston	TX	77002
40 Enron Corporation	Kenneth L. Lay	Kenneth L.	Lay	Chairman and CEO	713-853-6181	713-853-3129	1400 Smith Street		Houston	TX	77003
41 Enron Wind Corporation	Ken Karas	Ken	Karas	Chairman and CEO	881-823-8720	881-822-1189	13000 Jameson Road		Tallahassee	FL	32301
42 Entergy Corp.	J. Wayne Leonard	J. Wayne	Leonard	CEO	504-528-5282	504-528-4428	639 Loyola Avenue		New Orleans	LA	70113
43 Exxon	Lee R. Raymond	Lee R.	Raymond	Chairman and CEO	972-444-1000	972-444-1882	5958 Lee Collins Boulevard		Irving	TX	75039
44 Fluor Daniel Inc.	Alan Boeckmann	Alan	Boeckmann	President and CEO	949-975-2000	949-975-5271	3353 Michelson Drive		Irvine	CA	92608
45 FPL Group, Inc.	James L. Broadhead	James L.	Broadhead	Chairman and CEO	561-694-4000	561-694-6020	700 Universal Boulevard		June Beach	FL	33408
46 General Electric Company	John F. Welch, Jr.	John F.	Welch, Jr.	Chairman and CEO	203-373-2211	203-373-3131	3135 Easton Turnpike		Fairfield	CT	06431
47 General Electric Capital Corporation	Dennis D. Dammerman	Dennis D.	Dammerman	Chairman and CEO	203-357-4000	203-357-8489	280 Long Ridge Road		Stamford	CT	06927
48 General Electric Power Systems	Robert L. Nardelli	Robert L.	Nardelli	Chairman and CEO	518-385-3100	518-385-9051	1 Rnar Road		Schenectady	NY	12345
49 Global Marine Inc.	Robert E. Ross	Robert E.	Ross	Chairman, President and CEO	281-598-5100	281-598-5183	777 M. Eldridge Parkway		Houston	TX	77079
50 GPU, Inc.	Fred D. Hafer	Fred D.	Hafer	Chairman, President and CEO	973-455-8200	973-455-8377	300 Madison Avenue		Mountain	NJ	07982
51 Halliburton Company	Richard B. Cheney	Richard B.	Cheney	CEO	214-978-2600	214-978-2611	3800 Lincoln Plaza, 500 North Abard Street		Dallas	TX	75201
52 Honeywell Inc.	Michael R. Bonniore	Michael	Bonniore	Chairman and CEO	612-951-1000	612-951-2284	Monroeville Plaza		Minneapolis	MN	55450
53 Hughes	Michael T. Smith	Michael T.	Smith	Chairman and CEO	310-582-8821	310-547-8212	200 North Sepulveda Boulevard		El Segundo	CA	90245
54 Hugel Oil Company	Don Thompson	Don	Thompson	Chairman and CEO	214-658-0300	214-658-3740	2005 Market Street		Philadelphia	PA	19103
55 ICF Kaiser International, Inc.	James J. Mahrum	James J.	Mahrum	Chairman, President and CEO	703-834-2600	703-834-3740	8300 Lee Highway		Fairfax	VA	22031
56 Illinois Corp.	Charles E. Bayless	Charles E.	Bayless	Chairman and CEO	217-424-8400	217-424-5000	500 South 27th Street		Decatur	IL	62521
57 Johnson Controls	James H. Keyes	James H.	Keyes	Chairman and CEO	414-228-1200	414-228-2077	5727 North Green Bay Avenue		Milwaukee	WI	53201
58 Kansai Power Corporation	Luke Corben	Luke	Corben	Chairman and CEO	405-270-1313	405-270-3123	123 Robert S. Kerr		Oklahoma City	OK	73102
59 Kva Power Corporation	George Kappas	George	Kappas	Chairman and CEO	703-247-3505	703-278-1318	1000 Wilson Boulevard	Suite 802	Arlington	VA	22209
60 Kva Energy Inc.	Larry D. Hall	Larry D.	Hall	Chairman and CEO	302-888-1740	302-783-3517	370 Van Gordon Street		Lakewood	CO	80228
61 Koch Industries	Charles Koch	Charles	Koch	Chairman and CEO	316-678-5500	316-678-7888	4111 East 37th Street North		Wichita	KS	67220
62 Macellan Petroleum	James A. Joyce	James A.	Joyce	Chairman and CEO	203-245-7884	860-245-7880	149 Durham Road	Oak Park Unit 31	Madison	CT	06443
63 M-C Power Corporation	Elias (Lee) H. Camara	Elias H.	Camara	Chairman and CEO	830-888-8040	830-888-8073	8040 S. Madison Street		Burr Ridge	IL	60521
64 McDermott	Roger Texaut	Roger	Texaut	Chairman and CEO	504-587-5800	504-587-8153	1450 Poydras Street		New Orleans	LA	70112
65 Michael Baker Corporation	Dan Tischer	Dan T.	Tischer	Chairman and CEO	713-850-8800	713-850-8956	1100 Louisiana	Suite 2850	Houston	TX	77002
66 Midcon Energy Resources, Inc.	Lucio Noto	Lucio	Noto	Chairman and CEO	703-848-3000	703-848-4889	3225 Gallows Road		Fairfax	VA	22037
67 Mobil	Clairborn Daming	Clairborn	Daming	President and CEO	870-882-8411	870-874-4720	200 Peach Street		El Dorado	AR	71731
68 Murphy Oil Company	David Trice	David	Trice	President and CEO	281-847-8000	281-847-8006	383 North Sam Houston Parkway	Suite 2020	Houston	TX	77060
69 Newfield Exploration Co.	James Howard	James	Howard	President, Chairman and CEO	612-330-5500	612-330-5888	414 Nicolllet Mall		Minneapolis	MN	55401
70 NRG	David M. Peterson	David M.	Peterson	President, Chairman and CEO	612-373-5300	612-373-5312	1221 Nicolllet Mall	Suite 700	Minneapolis	MN	55403
71 Occidental	Ray R. Irani	Ray R.	Irani	Chairman and CEO	310-208-8800	310-443-6880	10889 Wilshire Boulevard		Los Angeles	CA	90024
72 Ocean Energy Inc.	James T. Hackett	James T.	Hackett	President and CEO	713-265-8006	713-265-8006	1001 Fannin Street	Suite 1800	Houston	TX	77002
73 Oceanacquiring International, Inc.	John R. Huff	John R.	Huff	Chairman and CEO	713-328-4500	713-328-4951	11811 FM 529		Houston	TX	77041
74 Merr-MacGee Corporation	Robert L. Keiser	Robert L.	Keiser	Chairman	214-718-4000	214-718-3115	P.O. Box 2180		Dallas	TX	75221
75 Parsons Energy & Chemicals Group Inc.	William Hall	William	Hall	President	713-407-4000	713-407-6889	P.O. Box 274787		Houston	TX	77277

U.S.-AFRICA ENERGY MINISTERS CONFERENCE:

CEO List

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	A	B	C	D	E	F	G	H	I	J	K	L
	Energy Company Name	CEO	FirstName	LastName	Title	CEO Phone	CEO Fax	Street Address	Address 2	City	State	Zip
74	Parsol Co.	James L. Pete	James L.	Pete		713-548-4000	713-548-8589	P.O. Box 2987		Houston	TX	77252
75	Phillips Petroleum	Wayne W. Allen	Wayne W.	Allen		818-881-4438	818-881-7630	411 Keating Avenue		Bartlesville	OK	74004
76	Pioneer Natural Resources	Scott Sheffield	Scott	Sheffield		972-444-8001	972-444-4328	5205 North O'Connor Boulevard		Irving	TX	75039
77	PSEG Americas	Thomas R. Smith, President	Thomas R.	Smith		305-913-3000	305-913-3033	220 Alhambra Circle	Suite 800	Coral Gables	FL	33134
78	Ravtheon Engineers and Constructors	Shay Assad	Shay	Assad		817-494-7000	817-494-7003	1 Broadway		Houston	TX	77002
79	Rellani Energy	R. Steve Labetter	R. Steve	Labetter		713-207-3000	713-207-0215	P.O. Box 4567		Cambridge	MA	02142
80	Sempra Energy International	Stephen Baum	Stephen	Baum		619-698-2034	619-233-8878	101 Ash Street		Houston	TX	77210
81	Seven Seas Petroleum	Robert A. Hether	Robert A.	Hether		713-622-8218	713-621-9770	555 San Felipe	Suite 1700	Houston	TX	77058
82	Silva Energy, Inc.	William Kruse	William	Kruse		212-284-4871	212-284-4875	450 Lexington Avenue	37th Floor	New York	NY	10017
83	Southern Energy, Inc.	Tom Born	Tom	Born		770-821-7000	770-821-8904	800 Ashwood Parkway	Suite 500	Atlanta	GA	30338
84	Southern Union Company	George Lindemann	George	Lindemann		512-477-5852	512-477-3879	504 Lavaca	Suite 800	Austin	TX	78701
85	Synco											
86	Synco Energy Department	Wayne Rogers	Wayne	Rogers	President	?	?			Annapolis	MD	?
87	Texas Energy, LLC	Charles Critz	Charles	Critz		713-230-3000	713-285-2834	1301 McKinney Street		Houston	TX	77010
88	TEPCO, The Electric Power Company, of	Gilbert K. Squires	Gilbert K.	Squires		305-684-0085	305-716-8888	7508 N.W. 64th Street		Miami	FL	33168
89	Texas Petroleum Corporation	Bruce Smith	Bruce	Smith		210-828-8484	210-828-8600	8700 Tesson Drive		San Antonio	TX	78217
90	Texaco, Inc.	Peter Blair	Peter	Blair		814-253-4000	814-253-6108	2000 Westchester Avenue		White Plains	NY	10650
91	The Williams Companies	Keith Bailey	Keith	Bailey		818-573-2000	818-573-2334	One Williams Center		Tulsa	OK	74112
92	Texas Ocean Offshore Drilling											
93	Tidwell Energy Corp.	Robert Holland III	Robert	Holland		214-891-5200	214-891-0340	8898 North Central Expressway		Dallas	TX	75206
94	TXU, Texas Utilities Company	Erie Hys	Erie	Hys	Chairman and CEO	214-812-4800	214-812-7077	1601 Bryan Street	Energy Plaza	Dallas	TX	75201
95	Uthmaniyah Diamond Shamrock											
96	Unocal	Roger C. Beach	Roger C.	Beach		310-778-7800	310-778-7802	2141 Rosemead Avenue		El Segundo	CA	90245
97	UBX-Marathon Group	Thomas J. Usher	Thomas J.	Usher	Chairman and CEO	713-629-8800	713-288-2852	8555 San Felipe Rd.		Houston	TX	77253
98	Valero Energy											
99												
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**Talking Points**

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5-10-1999

**IV Hemispheric Energy Ministers Conference  
Framing Document for Electricity Restructuring**

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**Possible Speakers:**

- Mexico's Secretary of Energy, Luis Tellez
- \_\_\_\_\_ Minister of Energy,
- Senior representative from Enron Power Marketing, Inc., Applied Energy Services (AES), or another similar company with extensive international experience
- Senior representative from an Argentine or Chilean company
-



**DEPARTMENT: MINERALS AND ENERGY**  
MINERALS AND ENERGY FOR DEVELOPMENT AND  
PROSPERITY

*Discussion of Documents, Communiqué, 3<sup>rd</sup> U.S.-Africa Energy Conference*

**AFRICA /US ENERGY MINISTERS' CONFERENCE  
DURBAN, SOUTH AFRICA  
14 DECEMBER 2000  
DAY 4**

**MC: Mr. K. Gqulu, Chief Director, Communications, South Africa  
Representative, U.S.**

**09:00 – 09:20** *Opening and Welcome*  
*Mayor Obed Mlaba – Mayor of Durban*

**09:20 – 09:40** *Welcome Address*  
*Minister Minerals and Energy – Minister Phumzile Mlambo-Ngcuka*

**09:40 – 10:00** *Address by US Secretary of Energy*  
*African Energy Sector, potential for US investment - Secretary Richardson*

**10:00 – 10:20** *Towards African Energy in the 21st Century & African Energy Ministers' Resolutions*  
*Executive Secretary of UNECA – Mr. AY Amoako*

**10:20 – 10:40** *Tea/Coffee Break*

**10:40 – 11:00** *Developing the African Power, African Power Policy, Power Pooling in Africa*  
*Minister of Electricity and Power - Egypt*

**11:00 – 11:20** *Developing the African Petroleum Sector – Investment Opportunities in Africa*  
*His Excellency J M Botelho de Vasconcelos, Minister of Petroleum, Angola*

**11:20 – 11:40** *Developing Alternative Resources & Report Resolutions on Women in Energy Meeting,*  
*Her Excellency Syda Bumba, Minister of Energy and Mineral Development, Uganda*



**DEPARTMENT: MINERALS AND ENERGY**  
MINERALS AND ENERGY FOR DEVELOPMENT AND  
PROSPERITY

**11:40 – 12:00 Opportunities in the African Gas Sector**  
*Minister of Mines and Energy N E Chakib Khelil, Algeria*

**12:00 – 13:00 US/Africa Partnership for Energy Development – Report on implementation and capacity building projects agreed to at Tucson.**

**13:00 – 14:30 LUNCH**  
*Hosted by Minister of Minerals and Energy Phumzile Mlambo-Ngcuka*  
*Sponsored by CEF, CALTEX, SASOL & CHEVRON*

**SESSIONS**

**14:30 – 16:30 Petroleum and Gas Session**  
*“Developing the African Petroleum and Gas Sector, Challenges in the 21st Century*

**Panelist:** *Jack Holiday (SA Petroleum); Nenosi Mokate (CEF); Minister Langa (Mozambique); Minister Filipe de Silva (Angola); Minister N E Chakib Khelil (Algeria) and TBD (US Oil Company).*

**14:30 – 16:30 Electricity (Power Sector)**  
*“Increasing Private Sector Participation – Privatization of Power Generating Utilities – Case of Africa Development*

**Panelist:** *Thulane Gcabashe (Eskom); Minister Chief Sugun Agagu (Nigeria), Minister Mlambo-Ngcuka (South Africa); Minister of Electricity En Maher Osman Abaza (Egypt), Minister Babi Mbayi (DRC); Minister XXXXX (Namibia), and U.S. Company Representative (AES).*

**14:30 – 16:30 Renewable Energy**  
*“Energy for Development Energisation and Rural Development.”*

**Panelist:** *Minister of Tanzania, Minister Bumba (Uganda); Minister B. Mokgothu (Botswana); Eskom Representative (TBD); AFREN Representative (Kenya), U.S. Company Representative (Enron/BP?); Representative Solar Electric Light Fund?*

**DINNER HOSTED BY**  
**PETROLEUM AGENCY SA / CEF**

**Draft Programme**

## DELIVERABLES

- Vision Statement on Hemispheric Energy Integration
- Declaration on Energy Policy Principles to Promote and Guide Policy and Regulatory Reforms toward Vision on Integration
- Creation of a Western Hemisphere Energy Initiative Business Advisory Board
- Agreement on the Future of the Secretariat to Coordinate the Hemispheric Energy Initiative.
- Clean Energy Statement/Workshops on Flexible Mechanisms

These deliverables are described briefly below:

### Vision Statement

Would be a short statement in which ministers would agree on a future action plan to utilize market mechanisms to support sustainable economic development in pursuit of a seamless integration of the Hemispheres energy markets stretching from Alaska to the Tierra del Fuego, by "a time certain". Ministers would pledge to pursue Hemispheric Energy Integration through policy and regulatory reforms to promote cooperation in energy trade, the development of infrastructure, transparent and predictable regulatory framework, private investment, and environmental enhancement.

### Energy Policy Principles

Would be a short document delineating "critical path" policies necessary to increase private investment in the Latin American energy sector and promote economic growth. The document would:

- Reflect general agreement that the role of government is to create legal, fiscal and regulatory environment conducive to increased investment in energy sector
- Reflect general agreement on energy sector reform that (1) Maximizes private sector involvement/minimizes government involvement in provision of energy and energy-related goods and services (2) Promotes competitive markets for energy and energy-related goods and services (3) Ensures transparency, certainty and non-discrimination in all processes

- Include policies that would foster both (1) Internal energy sector/project development and (2) Cross-border trade in energy and energy-related goods and services

### **Business Advisory Forum**

A key deliverable for the Hemispheric Energy Ministers meeting is the formation of a Business Advisory network analogous to the very successful APEC Business Advisory Group and the APEC Energy Working Group Business network.

Citing the increasing importance of the issue of how to encourage the massive private investment required to meet the region's energy infrastructure needs, APEC-Energy Ministers instructed the Energy Working Group to establish a formal mechanism for business input to the work of the Energy Working Group. The intent is to provide an opportunity for senior level business to provide strategic advice on the future energy work program, as well as to help monitor the implementation of already approved initiatives, such as the "APEC Natural Gas Initiative" and the "Best Practice Principles for Independent Power Production."

The Energy Working Group Business Network has therefore been organized over the past year, with each APEC member having the opportunity to appoint two representatives. U.S. representatives, both Senior Vice Presidents, are Terence Thorn (Enron) and Ken Thompson (ARCO). The group currently has 20 members: not all of APEC's 21 members have named participants yet.

### **Energy Initiative Secretariat**

There are three options for placing the Hemispheric Energy Initiative Secretariat on a more permanent footing:

1. Administratively placing a team of people with a small budget, from the US and possibly other countries, in OLADE headquarters in Quito. They would report to the Steering Committee and not to OLADE.
2. Establishing the Secretariat in DOE with a small dedicated staff and a budget (see attached). Other countries could volunteer funds or additional personnel resources as needed, desired, or available.
3. Having another country (Venezuela?) volunteer to set up and operate the Secretariat, with US and other country contributions of cash or personnel resources.

### **Annual Budget For Option 2 (above):**

- Salaries: \$500,000 3 professional, 1 clerical
- Office Expenses \$200,000 Overhead, Communication, Translation etc.
- Travel \$200,000 Steering Committee/Working Group Meetings. Some facilities expenses.
- Total \$900,000\*

- or less if contributions are received from other countries.

- Clean Energy Statement: The document would be a pledge by Ministers to pursue programs aimed at:

- Implementing energy policy with respect to clean energy;
- Using environmentally sound energy technologies for sustainable development;
- Encouraging private sector investment and participation in clean energy;
- Enhancing capacity building;
- Increasing access to sustainable clean energy services; and
- Increasing efficiency in generation and end use.

- The U.S. would simultaneously offer to sponsor regional workshops on the Clean Development and other Flexible Mechanisms aimed at encouraging other countries to adopt targets.

## STRATEGY

Now that Mexico has decided not to host the next Western Hemisphere Energy Ministers Meeting, DOE should begin to take steps that would make its intent to host the next Ministerial known.

The following immediate actions should take place:

- Formally notify the Hemispheric Energy Coordinating Secretariat that the Department of Energy would like to host the next Western Hemisphere Energy Ministerial.
- Notify the Western Hemisphere Energy Steering Committee of the date, time, and venue for the next Ministerial meeting.
- Develop inter-agency and intra-agency working groups to begin the coordinating and planning process.
- Finalize the agenda; prepare issue papers; draft declarations.
- Utilize upcoming events, such as the Secretary's planned meetings with the Ambassadors of Costa Rica and Bolivia, his meeting with Venezuelan Minister Rodriguez, his speech at the NCAC/AEE conference, and his trips to Central America and Colombia to press our agenda and build support for our proposals.
- Identify key countries to serve as catalysts on particular issues.

1-19-1999

January 19, 1999

**MEMORANDUM TO THE SECRETARY**

**FROM:** Calvin Humphrey, Acting Assistant Secretary for Policy and International Affairs

**SUBJECT:** Meeting with Greek Minister Vasso Papandreou

**SETTING:** Thursday, January 21, at 1 p.m. in the Secretary's Office

**Key Points to Make:**

- 1. We welcome the planned liberalization of Greek gas and electricity markets.
- 2. U.S. firms hope to participate actively in the expansion of Greek energy infrastructure.
- 3. We support multiple pipeline routes for Caspian oil and gas, and believe the proposed Transbalkan pipeline has potential political and environmental advantages.

**Background:**

She has several portfolios in the Greek government, including energy, industry, tourism, and internal commerce. She will be meeting with Secretary Daley, the National Security Council, Under Secretary of State Eizenstat, and leading members of Congress, including members of the Hellenic caucus. In addition, she will be traveling to New York and Houston for meetings with business executives. You will see her again at the forthcoming ministerial meeting at the International Energy Agency in May.

**She will raise:**

- 1. U.S. business investment in the Greek energy sector
- 2. Energy projects in Greece

**You should raise:**

- 1. Endorse U.S. business interests in Greece
- 2. U.S. position on multiple Caspian routes

**Greek Energy Sector Liberalization:** Greece has a small energy market. It is isolated from the rest of the European Union and lacks interconnections with its neighbors. The energy sector is highly concentrated with public ownership or control of oil (Hellenic Petroleum), electricity (Public Power Corporation, DEH) and gas (Public Gas Corporation, DEPA).

Greece is currently drafting legislation to liberalize its gas and electricity markets in accordance with EU directives, but liberalization will not begin until 2001. In that year, the Public Power

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Corporation will be restructured and 27 percent of the power market will be open to competition from independent power producers both in Greece and abroad. You should express our support for this liberalization, which could ultimately create major business opportunities for U.S. firms.

**Natural Gas Infrastructure Projects:** Over the next few years, 6,500 kilometers of gas distribution lines will be installed at a cost of \$700-900 million. Government entities will hold 51 percent. The remaining 49 percent will be open to private investors. One U.S. company, Sempra/Pacific Enterprises International, is short listed for the construction work. Competition is keen and a decision is not expected for months.

Other planned natural gas infrastructure projects in which U.S. companies have expressed interest:

- Sempra/Pacific Enterprises is bidding to participate in one of the three regional gas distribution companies being set up in Athens, Thessaloniki and Thessaly.
- Enron lost a bid on a project to perform operations and maintenance on DEPA's high pressure gas transmission system. An affiliate of Italy's ENI was awarded the contract. In October, DOE sent an advocacy letter on Enron's behalf.

**Electricity Infrastructure Projects:** Greece's ten-year electric power development plan ending in 2003 calls for construction of three natural gas plants, four lignite-fired plants, twenty-eight hydropower plants, and several wind energy units. Wind projects may be particularly cost competitive on the many small Greek islands which have very high conventional generating costs. U.S. firms are considered to have good sales opportunities for cogeneration systems, wind energy turbines, air pollution control equipment, small hydro units, control equipment, insulators transformers, and engineering and financial services.

Recent developments with respect to U.S. bids on these projects:

- Construction of a 20 MW, \$50 million biomass power plant on Crete was awarded to Energy Products of Idaho, but the project is being held up because a siting permit has not been issued by the Greek government.

**Caspian Energy and Transbalkan Pipeline:** In January 1997, Greece agreed with Bulgaria and Russia on an \$800 million plan to build a Bosphorus by-pass pipeline from the Bulgarian port of Burgas to Alexandroupolis in Greece. Greece does not support the Baku-Ceyhan route.

**International Energy Agency Ministerial Meeting:** If time allows, you may wish to touch on the meeting of IEA ministers to take place in May. We have recommended the agenda include industry responses to the climate change challenge, oil market developments, and priorities for the IEA in its second quarter century. You have expressed support for Minister Goodale of Canada to chair the ministerial (Denmark Minister, Svend Auken, is the other candidate).

**Climate Change:** As part of the EU, Greece follows the EU's bubble concept which provides for different levels of GHG reductions. Greece is one of two EU countries which has leeway to significantly increase GHG emissions by 2010. Greece plans to increase its emissions by 25 percent. Their National Action Plan focuses on reform of the energy sector which includes replacement of traditional lignite combustion as the major sources of electrical power generation with the introduction of natural gas and renewable energy sources.

**Sensitivities:** Bilateral Cooperation with Iran--Minister Papandreou recently visited Tehran to examine potential bilateral economic cooperation. State-owned Hellenic Petroleum is interested in some drilling and service contracts there to pay for oil imports but we have no indication at this time that the Greeks are moving to make any new investments that would be sanctionable under U.S. law.

Caspian pipeline routes--You should tell Minister Papandreou that we support multiple pipeline routes from the region, and future pipeline additions might have Black Sea terminals for which such a bypass route might serve a useful purpose. If the U.S. supported Baku-Ceyhan pipeline is built, it will hurt the chances that this by-pass will be built.

Climate Change--The Embassy advises that the Minister is not likely to want to discuss this issue since Greece is significantly increasing their emissions.



**Regional Energy Integration:** Mozambique's abundant energy resources can enable it to become the principal energy supplier to Southern Africa. Its energy strategy focuses on the development of hydro-energy resources (Zambezi River), natural gas and coal. The Cahora Bassa Dam (2400 MW) has recently been privatized and feasibility studies are underway for the M'panda Ncuca Dam Project (2000 MW). Mozambique currently exports electricity to South Africa and Zimbabwe. It is important to note, however, that less than 10% of Mozambique's population has access to electricity.

**Natural Gas Development:** Mozambique has massive natural gas reserves. The main obstacle to developing these reserves involves the absence of a large enough market to justify the substantial investment required to develop and transport the gas. Two U.S. companies (ENRON and ARCO) are developing natural gas projects in Mozambique.

**Enron.** In 1995, Enron signed an agreement with the Government of Mozambique to market gas from the Pande field. As a result, they proposed a project that would construct a \$2 billion steel plant in Maputo and a \$400 million pipeline to transport Pande gas to the steel plant. A few months ago, Enron's partner, the Industrial Development Corporation of South African Partner, withdrew from the project due to low commodity prices. But, Enron reports that the project is back on track. The steel market has recovered and they have identified a new project partner, Du Firco of Switzerland.

**ARCO.** ARCO initially proposed developing gas from the Temane field and transporting it to South Africa with its partner SASOL. In October, SASOL Downstream terminated negotiations over a Gas Sales Agreement (GSA) because they did not believe the Temane reserves were enough to justify converting their plants to gas and to secure financing. As a result, ARCO has proposed combining gas from the Temane and Pande field. In fact, last year, AECO and SASOL put forth a \$1 billion proposal to develop both Temane and Pande gas and construct a 600-mile pipeline to South Africa to transport the gas and a "spur" pipeline to Maputo to supply the steel plant. The proposal would have displaced Enron in favor of ARCO. Enron indicated that such an action would have violated the 1995 agreement.

Mozambique Government recently decided to extend its agreement with Enron for another two years. Nevertheless, the position of the Government of Mozambique on this issue has been hard to determine. You should try to obtain a clear understanding of the Mozambique position and the state of the two projects. You should also encourage Mozambique to continue working with U.S. companies to develop its natural gas resources, emphasizing the substantial regional, environmental, and economic benefits.

## **SUGGESTED TALKING POINTS**

### **Pull-Aside Meeting with Minister John Kachamila of Mozambique**

- Congratulations on President Chissano's reelection. I am very pleased to see that democracy continues to grow in Mozambique and may serve as an example for the rest of Africa.
- I also would like to thank you for hosting the November 18<sup>th</sup> Preparatory Meeting in Mozambique. My staff had wonderful things to say about your country and your hospitality. Your support played an important role in the success of the Conference.

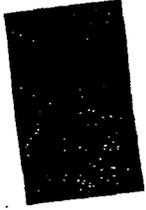
### **Regional Energy Integration**

- Mozambique plays a key role in developing a competitive integrated energy market in Southern Africa. I encourage you to continue working with the private sector to develop cross border energy projects with your SADC partners.

### **Natural Gas Development**

- I understand that Enron and Arco are moving forward with their plans to develop natural gas. I recall that there had been confusion between the two projects as to whether they serve overlapping markets. Has this been resolved? In your opinion, where do these projects stand? 
- I hope that you will continue to work with these companies and other U.S. companies to develop Mozambique as a regional supplier of natural gas.

### **U.S.-Africa Energy Ministers Conference**

- On Wednesday, we will have our Ministers Meeting in which I would like the Ministers to focus on policies and practices that address clean energy development, sound investment principles and regional integration.
  - We will review the documents approved in Ghana and Mozambique. These documents will help us create the conditions that promote the clean and sustainable energy development and that encourage private investment.
  - I hope I can count on your support.
- 

**DRAFT**  
**DOE Bilateral Africa Commitments**

55

**Nigeria**

The GON seems particularly interested in completing the negotiations with Enron and Mobil to develop IPPs in Lagos and the Delta. DOE could promote and participate in activities to support development of the IPP sector by helping the GON address issues

such as competitive bidding mechanisms, power purchase agreements and energy sector restructuring legislation.

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- U.S. companies in Mozambique: Enron, Arco, Fluor and Kaiser were discussed as possible sources of funding for village power projects. Team would evaluate solar, biomass small scale gas generation wind and the potential for hybrid systems.

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**Advocacy (if appropriate)**

- There is increasing commercial interest in Nigeria by U.S. companies. Currently, a number of American firms, including Chevron, Babcock & Wilcox, and Enron, have proposals pending before your government. I am confident that these world class companies are quite capable of successfully helping Nigeria meet its energy needs. On their behalf, I want to thank you for your full consideration of their proposals.

**U.S.-Africa Energy Ministers Conference**

**PRELIMINARY AGENDA**

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

**Tucson, Arizona  
December 13-15, 1999**

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**Day 1, December 13**

**7:00-8:30 p.m.                      Welcome Reception  
Location: Holiday Inn City Center**

**Day 2, December 14**

**8:00 a.m.-5:00 p.m.                Registration  
Location: Tucson Convention Center**

**8:30-9:30 a.m.                      Conference Breakfast  
Location: Holiday Inn City Center Ballroom**

**10:00-11:00 a.m.                    Opening Plenary  
Location: Tucson Convention Center  
"Financing Energy Infrastructure"  
Speakers TBD**

**11:00-11:15 a.m.                    Coffee Break  
Location: Tucson Convention Center**

**11:15 a.m.-12:45 p.m.              Ministers and Industry Panel on Financing and Investment  
Location: Tucson Convention Center  
-Joe Grandmaison, US TDA**

**1:00-2:30 p.m.                      Luncheon  
Location: Holiday Inn City Center Ballroom**

**3:00-5:30 p.m.    Concurrent Breakouts Sessions - open to all participants**



4/28

Location: Tucson Convention Center

**"Central and Large-Scale Electricity Generation and Transmission"**

**Participants:** Central and Large-Scale Electricity Generation and Transmission

*Moncef Ben Adallah*, Minister of Industry, Tunisia;  
*Yekoyada Masakhalia*, Minister of Petroleum, Kenya;  
*Dr. Brian Bown*, SAPP Power Pool Project, Purdue University;  
*Ricardo Artigas*, President, GEES;  
*Michael Kappaz*, Chairman & CEO, K&M Group of Companies;  
*Rebecca A. McDonald*, Exec. Managing Dir., ENRON;  
*Dr. A.K. Oforu-Ahenkorah*, Exec. Dir., Energy Foundation, Ghana.

**"Natural Gas and Oil"**

**Participants:**

*Youssef Yousfi*, Minister of Oil, Algeria;  
*Bolga Ige*, Minister of Power & Steel, Nigeria;  
*Abdoulaye Lamana*, Minister of Mining, Energy and Petroleum, Chad;  
*John Kachamila*, Minister of Minerals & Energy, Mozambique;  
*Chris Miller*, WA Gas Pipeline, Chevron;  
*Gilbert K. Squires*, Pres., SKG Consul.  
Mr. XXXXX, Burlington Northern;  
Mr. XXXXXXXX Halliburton;

**Participants:**

**"Energy Technologies for Rural Economic Development"**

*Phumzile Mlambo-Ngcuka*, Minister of Energy, South Africa;  
*Ambassador Len Spearman*;  
Frank Stewart, National Energy Renewable Laboratory, Colorado;  
Tom Vonderhaar, BP-Solarex;  
Edan Prabhu, Pres., Reflective Energy;  
Mike Bergey, Pres., Bergey Power,  
Dan Schochet, VP, Ormat;  
Richard Ector, Pres. & CEO, Tenn Valley Infrastructure Group, Inc.

**"Clean Energy and Climate Change Options"**

**Participants:**

*Sherif Aboulhasr*, First Undersecretary, Ministry of Energy & Electricity;  
*Safiatou Ba-N'daw*, Minister of Energy, Cote d'Ivoire,  
*Boometswe Mokgothu*, Minister of Minerals, Energy and Water Affairs;  
*Roger Ballentine*, DA, Environmental Initiatives

**PRELIMINARY AGENDA**

**U.S.-Africa Energy Ministers Conference:  
A Partnership for the 21<sup>st</sup> Century**

**Tucson, Arizona**  
**December 13-15, 1999**

**Day 3, December 15**

**8:00-9:30 a.m.**

**Continental Breakfast**  
Location: Holiday Inn City Center Ballroom

**8:30 a.m.-12:00 p.m.**

**Roundtable: "Doing Business In Africa"**  
Sponsored by: The Corporate Council on Africa

**9:00 a.m.-12:00 p.m.**

**Energy Ministers Meeting (Government Officials Only)**

**12:30-1:00 p.m.**

**Ministerial Press Conference**  
Location: Tucson Convention Center

**1:30-3:00 p.m.**

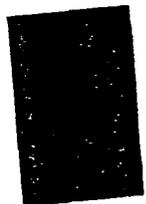
**Ministers Luncheon (Government Officials Only)**  
Location: TBD

**3:00-7:00 p.m.**

**Optional Program and Social Events**

**7:00-8:30 p.m.**

**Closing Reception and Dinner**  
Location: Civano Project – An Integrated Energy Efficient Community



**U.S.-Africa Energy Ministers Conference**  
**Roundtable Session: Climate Change and Clean Energy Options**

**Theme:** To provide a review of the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which could aid countries in reducing greenhouse gas emissions (GHGs).

**Key Issues:** While the Kyoto Protocol would require only countries participating in Annex B (mostly industrialized countries) to meet binding reduction targets of GHGs by the years 2008-2012, it also would create flexible market-based mechanisms to financially assist countries under the United Nations Framework Convention on Climate Change (UNFCCC) in reducing GHGs.

Currently, the U.S. and many countries in Africa are emitting more GHGs than in past years, due largely to the increase in the emissions from their energy sectors. Many developing nations are confronted by conditions that are adversely affecting their ability to pursue cost-effective, clean energy options. The Kyoto mechanisms of the Clean Development Mechanism (CDM), Joint Implementation and a global emissions trading program could make clean energy and energy efficient programs and projects more cost effective. The Clean Development Mechanism and an international emissions trading program could provide market-based programs to reduce the cost of emissions reduction efforts.

**Facilitator:** Roger Ballentine, Deputy Assistant to the President for Environmental Initiatives, United States

**Panelists:** Ms. Lamine Fadika, Minister of Mines and Petroleum Resources, Cote d'Ivoire  
Mr. Boometswe Mokgothu, Minister of Minerals, Energy, and Water Affairs, Botswana  
Mr. Ahmed Beebeejaun, Minister of Public Utilities, Mauritius  
Mr. Sherif Aboulnasr, First Undersecretary, Ministry of Energy and Electricity  
Mr. Mamadou Mansour Seck, Ambassador to the U.S., Senegal  
Mr. David Sandalow, Assistant Secretary of State for Oceans and Environment  
Mr. Jeff Seabright, White House Task Force on Climate Change  
Mr. David Hales, Associate Deputy Director, USAID  
Ms. Ko Barrett, Director, Climate Change Program, USAID  
Mr. Bakary Kante, Director, Environmental Policy Development and Law, United Nations Environment Program, (UNEP) Nairobi, Kenya  
Mr. Frank Joshua, Head, Greenhouse Gas Emissions Trading, United Nations Conference on Trade and Development (UNCTAD)  
Mr. Jack Cogen, President, Natsource  
Mr. Karl Gawell, Director, Geothermal Association  
Mr. John Wells, Senior Analyst, Chemonics International  
Mr. John Palmisano, Director of Environmental Policy, Enron  
Mr. Tom Roper, Board of Directors, Climate Institute

**Goals for the Session:**

- To inform and discuss benefits and barriers for efficient use of market-based mechanisms provided under the Kyoto Protocol, including Clean Development Mechanism and an international emissions trading program.
- To build government/industry interests in Kyoto mechanisms and identify opportunities for ongoing U.S.-African cooperation and business relationships.
- To exchange information on successful clean technology projects for transfer abroad.
- To help inform potential private sector investors, multi- and bilateral institutions of the opportunities offered by clean technologies and the added benefits of for use should the Kyoto Protocol market-based mechanisms go into effect in 2001.
- Provide a forum to encourage partnering and regional cooperation.

**U.S.-AFRICA ENERGY MINISTERS CONFERENCE**  
**Roundtable Session: Clean Energy and Climate Change Options**

**Theme:** To provide a review of the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which could aid countries in reducing greenhouse gas emissions, (GHG).

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Currently, the U.S. and many countries in Africa are emitting more GHGs than in past years, due largely to the increase in the emissions from their energy sectors. Many developing nations are confronted by conditions that are adversely affecting their ability to pursue cost-effective, clean energy options. The Kyoto mechanisms of the Clean Development Mechanism (CDM), Joint Implementation and a global emissions trading program could make clean energy and energy efficient programs and projects more cost effective. The Clean Development Mechanism and an international emissions trading program could provide market-based programs to reduce the cost of emissions reduction efforts.

**Participants:** Safiatou Ba-N'daw, Minister of Energy, Cote d'Ivoire  
Ahmed Beebeejaun, Minister of Public Utilities, Mauritius  
Abdou Bacar Soihir, Minister of Equipment and Energy, Comoros  
Jack Cogen, President, Natsource  
Karl Gawell, Director, Geothermal Association  
David Hales, US Agency for International Development  
John Palmisano, Director of Environmental Policy, Enron  
Raj Razdan, York International  
Tom Roper, Climate Institute  
Jeff Seabright, White House Task Force on Climate Change  
Paul Stolpman, Environmental Protection Agency  
John Wells, Senior Analyst, Chemonics International

**Chair:** David Sandalow, Assistant Secretary of State for Oceans and Environment

**Goals:** To inform and discuss benefits and barriers for efficient use of market-based mechanisms provided under the Kyoto Protocol, including Clean Development Mechanism and an international emissions trading program. To build government/industry interests in Kyoto mechanisms and identify opportunities for ongoing U.S.-African cooperation and business relationships. To exchange information on successful clean technology projects for transfer abroad. To help inform potential private sector investors and multi- and bilateral institutions of the opportunities offered by clean technologies and the added benefits of use should the Kyoto Protocol market-based mechanisms go into effect in 2001. Provide a forum to encourage partnering and regional cooperation.

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**Theme:** To provide a review of the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which could aid countries in reducing greenhouse gas emissions (GHGs).

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Currently, the U.S. and many countries in Africa are emitting more GHGs than in past years, due largely to the increase in the emissions from their energy sectors. Many developing nations are confronted by conditions that are adversely affecting their ability to pursue cost-effective, clean energy options. The Kyoto mechanisms of the Clean Development Mechanism (CDM), Joint Implementation and a global emissions trading program could make clean energy and energy efficient programs and projects more cost effective. The Clean Development Mechanism and an international emissions trading program could provide market-based programs to reduce the cost of emissions reduction efforts.

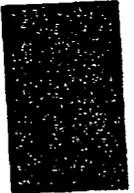
**Panelists:** Ms. Safiatou Ba-N'daw, Minister of Energy, Cote d'Ivoire  
Mr. Boometswe Mokgothu, Minister of Minerals, Energy, and Water Affairs, Botswana  
Mr. Ahmed Beebeejaun, Minister of Public Utilities, Mauritius  
Mr. Abdou Bacar Soihir, Minister of Equipment and Energy, Comoros  
Mr. David Sandalow, Assistant Secretary of State for Oceans and Environment  
Mr. Jeff Seabright, White House Task Force on Climate Change  
Mr. David Hales, Associate Deputy Director, USAID  
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Mr. Karl Gawell, Director, Geothermal Association  
Mr. John Wells, Senior Analyst, Chemonics International  
Mr. John Palmisano, Director of Environmental Policy, Enron  
Mr. Tom Roper, Board of Directors, Climate Institute

**Facilitator:** Roger Ballentine, Deputy Assistant to the President for Environmental Initiatives, United States

**Goals:** To inform and discuss benefits and barriers for efficient use of market-based mechanisms provided under the Kyoto Protocol, including Clean Development Mechanism and an international emissions trading program.

To build government/industry interests in Kyoto mechanisms and identify opportunities for ongoing U.S.-African cooperation and business relationships.  
To exchange information on successful clean technology projects for transfer abroad.

To help inform potential private sector investors, multi- and bilateral institutions of the opportunities offered by clean technologies and the added benefits of for use should the Kyoto Protocol market-based mechanisms go into effect in 2001.  
Provide a forum to encourage partnering and regional cooperation.



**11/15/99 Draft: Kate English (60949)**

**U.S.-Africa Energy Ministers Conference  
Roundtable Session: Climate Change and Clean Energy Options**

**Theme:** To provide a review of the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which would aid countries in reducing greenhouse gas emissions (GHGs).

**Key Issues:** While the Kyoto Protocol would require only countries participating in Annex B (mostly industrialized countries) to meet binding reduction targets of GHGs by the years 2008-2012, it also creates 'flexible mechanisms' which would provide financial incentives to assist all countries under the United Nations Framework Convention on Climate Change (UNFCCC) in reducing GHGs.

Currently, the U.S. and many countries in Africa are emitting more GHGs than in past years, due largely to the increase in the emissions from their energy sectors. Many developing nations are confronted by conditions that are adversely affecting their ability to pursue cost-effective, clean energy options. The Kyoto mechanisms of the Clean Development Mechanism (CDM), Joint Implementation and a global emissions trading program could make clean energy and energy efficient programs and projects more cost effective. The Clean Development Mechanism and an international emissions trading program could provide market-based programs to reduce the cost of emissions reduction efforts.

**Co-Chairs:** Ministers of Energy from Egypt, Senegal, Cote d'Ivoire and Botswana (invited)

**Facilitator:** Roger Ballentine, Deputy Assistant to the President for Environmental Initiatives, United States

**Speakers:**

**Part I: Climate Change Mechanisms**

**\*\* Mr. Bakary Kante, Director, Environmental Policy Development and Law, United Nations Environment Program, Nairobi, Kenya (invited)**

**\*\* Mr. Frank Joshua, Head, Greenhouse Gas Emissions Trading, United Nations Conference on Trade and Development (UNCTAD) (invited)**

**\*\* Mr. Thomas Black, Ministry of Environment, Colombia (invited)**

**\*\* Ms. Nancy Kete, World Resources Institute (invited)**

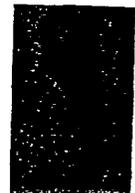
**Part II: Clean Energy Technologies**

**\*\* Mr. Mark Stanga, Vice President, York International (invited)**

**\*\* Mr. John Palmisano, Director of Environmental Policy, Enron (invited)**

**\*\* Mr. Karl Gawell, Director, Geothermal Association (invited)**

**\*\* Mr. Jack Cogen, President, Natsource (invited)**



**Additional Roundtable Participants: (invited)**

Mr. David Sandalow, Assistant Secretary of State for Oceans and Environment  
Ms. Ko Barrett or Mr. David Hales, USAID  
Ms. Annie Petsonk, Environmental Defense Fund

**Goals for the Session:**

- To inform and discuss benefits and barriers to an efficient and effective Clean Development Mechanism and emissions trading program.
  - To build government/industry interests in Kyoto mechanisms.
- 

**9/29/99 Draft: Kate English (60949)**

Here is the one pager I submitted last summer. Since then, I understand it was agreed to add clean energy technologies to the climate change workshop. I will need to work with EE to get names of speakers for those technologies. (Is there an EE rep. on the Africa committee?)

Here's my previous draft:

**U.S.-Africa Energy Ministers Conference  
Roundtable Session: Climate Change and Clean Energy Options**

**Theme:** To provide a review of the flexibility mechanisms under the Kyoto Protocol and the energy efficiency and renewable energy technologies which would aid countries in reducing greenhouse gas emissions (GHGs).

**Key Issues:** While the Kyoto Protocol requires only developed countries and some newly independent states of the former Soviet Union to meet target reductions of GHGs by the years 2008-2012, it also creates 'flexible mechanisms' which will provide financial incentives to assist in reducing GHGs. In addition, all signatory countries – developed and developing alike – have pledged to voluntarily reduce GHGs under the United Nations Framework Convention on Climate Change. Currently, The U.S. and many countries in Africa are emitting more GHGs than in past years, due largely to the increase in the emissions from their energy sectors.

Many developing nations are confronted by conditions that are adversely affecting their ability to pursue cost-effective, clean energy options. The Kyoto mechanisms of the Clean Development Mechanism (CDM), Joint Implementation and a global emissions trading program could make clean energy and energy efficient programs and projects more cost effective. The Clean Development Mechanism and an international emissions trading program would provide market-based programs that could reduce the cost of emissions reduction efforts.

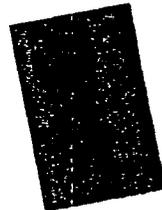
**Chair:** TBD

**Facilitator:** David Sandalow, Assistant Secretary of State (pending confirmation)

**Presenters:** Mr. David Nimtzow, President, Alliance to Save Energy  
(Joint Implementation/CDM – U.S. Businesses working in Africa)  
Ms. Nancy Kete, Director of Climate Change, World Resources Institute  
(Emissions Targets and Indexing Emissions)  
Mr. Joseph Aldy, Council of Economic Advisors, U.S.A.  
(The benefits to governments of participation in an emissions trading program.)  
British Petroleum Rep. (BP's emissions trading and emissions reduction program)  
Mr. John Palmisano, Director, Environmental Policy, Enron International  
(The benefits of CDM projects to industry.)

**Goals for the Session:**

- To inform and discuss benefits and barriers to an efficient and effective Clean Development Mechanism and emissions trading program.
- To build government/industry interests in Kyoto mechanisms.



## MEMORANDUM FOR THE UNDERSECRETARY

**SUBJECT:** Bilateral Meeting with Esperanca Laurinda Bias, Vice Minister of Mineral Resources and Energy of Mozambique

**SETTING:** December 13, 2000, 12:00 noon  
U.S.-Africa Energy Ministers Conference  
Durban, South Africa

### BILATERAL ISSUES

**Background:** Following his reelection last December, President Chissano appointed Castigo Langa, the former Deputy Minister, as the new Minister for Mineral Resources and Energy. Former Energy Minister John Kachamila is now the Minister for Environmental Coordination. For the Tucson Conference, Mozambique hosted one of the Preparatory Meetings and Minister Kachamila played an active role at the Conference, delivering remarks at one of the breakfast and participating on the Natural Gas and Oil Roundtable. David Goldwyn met with Minister Kachamila at that time to discuss potential opportunities for energy cooperation between the United States and Mozambique.

**Energy Cooperation:** During the meetings last December, Minister Kachamila requested USG assistance in rural energy development as well as large-scale energy projects. He expressed interest in TDA support for feasibility studies on large-scale generation projects, including hydropower, thermal power and natural gas development. DOE suggested that the Minister write to Secretary Richardson and TDA Director Grandmaison to ask for feasibility study money and mentioned that OPIC money might also be available for this sort of project. They also discussed sending an NREL team to evaluate rural energy needs and renewable energy development opportunities. U.S. companies in Mozambique: Enron, Arco, Fluor and Kaiser were discussed as possible sources of funding for village power projects. DOE Renewable Energy experts visited in November and began a dialogue on possible cooperative projects (see attached trip report). DOE also engaged the Solar Electric Light Fund to do a pilot renewable energy village electrification project in Mozambique.

Mozambique is eager to sign a cooperative agreement with us to nail down some of the projects discussed during the recent NREL visit.

**Regional Energy Integration:** Mozambique's abundant energy resources can enable it to become the principal energy supplier to Southern Africa. Its energy strategy focuses on the development of hydro-energy resources (Zambezi River), natural gas and coal. The Cahora Bassa Dam (2400 MW) has recently been privatized and feasibility studies are underway for the M'panda Ncua Dam Project (2000 MW). Mozambique currently exports electricity to South Africa and Zimbabwe. It is important to note, however, that less than 10% of Mozambique's population has access to electricity.

**Natural Gas Development:** Mozambique has massive natural gas reserves. The main obstacle to developing these reserves involves the absence of a large enough market to justify the substantial investment required to develop and transport the gas. Two U.S. companies (ENRON and ARCO) have been developing natural gas projects in Mozambique, although ARCO has sold out its shares recently to SASOL, a South African company.

The Department of Minerals and Energy in South Africa signed an agreement over the last two days with the energy ministry of Mozambique and SASOL, a newly privatized former state owned coal and natural gas company. South Africa and Mozambique share 50% ownership with SASOL owning the other 50%. SASOL will operate the pipeline. This would seem to be a blow to Enron, who has invested significant resources in developing the Pande gas field in Mozambique with an eye to selling into the South African market. SASOL was a competitor for the gas contract with Mozambique. We should stress that we would like to see the pipeline be an open access transporter.

**Bilateral with Mozambique**  
**SUGGESTED TALKING POINTS:**

- I appreciate your attending this ministerial.
- We are very grateful to Mozambique for all of the support and leadership you provided in preparation for last December's U.S.-Africa Energy Ministers Conference. I would like to thank you for hosting one of the preparatory meetings. Your support played an important role in the success of that Conference.

**Energy Cooperation**

- In November we sent a team of renewable energy experts to Mozambique to begin working on a renewable energy project with you. I understand they identified a number of cooperative efforts, including:
  1. Small Modular Biomass power plant running on coconut shell waste for village electrification. Assess opportunity to replicate Philippines pilot project in unelectrified district capital having close proximity access to coconut processing plant.
  2. Electrification of village markets in selected area from noon to 10pm. Conduct economic assessment and prepare business plan for implementation.
  3. Pafuri village electrification and eco-tourism promotion at strategic border location (intersection of Mozambique, South Africa, and Zimbabwe). Site assessment leading to project requirements definition. Possible pilot for electrification of other district capitals.
  4. Wind power evaluation and assessment of diesel fuel displacement at existing diesel power sites. Identify scale of opportunity, focus on pilot leading to broad expansion. (Fuel displacement only, reduced operating costs at existing sites, no new villages electrified.)
  5. Extension of sugar mill operation to include power production and sale to local village of Marromeu, Sofala Province. Site assessment, sugar mill assessment, confirm opportunity technically, administratively, politically.
  6. Engage with GoM in strategic planning exercise with focus on rural electrification and establishment of framework to encourage foreign investment through district-level RESCO franchises.
  7. Conduct national wind/solar/biomass/hydro assessment and establish GIS rural electrification planning framework.
  8. Establish close cooperation between NREL and Universidade Eduardo Mondlane leading to capacity development in resource assessment and renewable energy technology applications including focused training and exchange of personnel. Work toward linking University expertise to challenges of national rural electrification.
- I know that DOE Experts team committed to a return visit in the March/April time frame to take a closer look at the opportunities to more fully scope out these concepts.

- Robert Freling of the Solar Electric Light Fund, sponsored by funding for DOE, will be travelling to Mozambique in January to begin exploring the development of a pilot village renewable energy lighting project in Mozambique. SELF has many years of experience in these types of projects and they are eager to find partners in Mozambique.

### **Regional Energy Integration**

- Mozambique plays a key role in developing a competitive integrated energy market in Southern Africa. I encourage you to continue working with the private sector to develop cross border energy projects with your SADC partners. As you know, two U.S. companies (ENRON and ARCO) are developing natural gas projects in Mozambique for regional markets. We are also interested in hearing more about your regional electricity markets.

### **Natural Gas Development**

- We understand that the Energy Ministry of Mozambique, South Africa's Department of Minerals and Energy and SASOL have agreed to build a gas pipeline between South Africa and Mozambique. As you now, a U.S. company, Enron, has invested millions of U.S. dollars in developing the Pande field. We hope that any pipeline project will be open to all gas suppliers. This would result in the most competitive prices for South African consumers.

### **ADVOCACY ISSUES**

None at this time.



**MEMORANDUM TO THE UNDERSECRETARY**

**SUBJECT:** Bilateral Meeting with Nigerian Minister of Power and Steel Olusegun Agagu

**SETTING:** December 11-15, 2000  
U.S.-Africa Energy Ministers Conference  
Durban, South Africa

**KEY POINTS TO MAKE:**

- Express our interest in holding the next Energy Consultative Group Meeting in January, in finalizing our work plan, which includes the Energy Advisor position, and in hosting a regulatory tour to the U.S.
- Emphasize how improvements in the provision of energy services and pricing reforms will contribute to Nigeria's economic viability.
- Discuss activities of the inter-ministerial Electric Power Implementation Committee and plans for a review of the roadmap and policy documents with stakeholders.
- Advocate on behalf of General Electric (a former partner on a subcontract with Babcock & Wilcox that the Nigerians abrogated) on the Delta I and II projects at the Egbin

• Co-lead the regulatory body for the power sector

• Review the long-term efficiency.

*Pre-decision memo*

**BA**

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 management  
 Power and Steel Minister  
 General El-Rufai.

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 oke (chair),  
 irector

NEPA suffers from a severe lack of capitalization, poor and corrupt management, operation, and billing procedures; and, major operation and transmission losses. NEPA sells electricity at 2¢ per kilowatt-hour (kWh) although it has a production cost of 8-11¢

per kWh. Theoretically, NEPA has approximately 6,000 MW of generating capacity, but less than 2,000 MW is generally available for service.

The NEPA Board is on a very short timeline to deliver increased and reliable power. Based on an assessment study performed by K&M Engineering and besieged by continual delays, the Board will not meet its goal of rehabilitating 2,000 MW by the end of 2001.

The Bureau of Public Enterprises, where El-Rufai is Director General, is in charge of selecting core investors and overseeing the privatization of state-owned assets as an arm of the National Council on Privatization. The privatization of NEPA appears to be gaining some momentum and the recently appointed Managing Director Jo Makoju was instrumental in the successful privatization of the cement industry. Through Nexant and other consultants, the U.S. Agency for International Development has been providing technical assistance in developing the necessary managerial tasks, such as diagnostic studies and unbundling functions and accounts that will facilitate final privatization efforts. Nigeria plans to complete the privatization of NEPA by the end of 2002.

The Nigerian government recognizes the need to privatize and revamp NEPA. There is a major program underway (estimated at \$500 million in contracts and over \$1 billion in total costs) to rehabilitate NEPA generation and transmission facilities. NEPA has indicated openness to private investment and the recently renegotiated emergency power purchase agreement with Enron is a major step in the right direction.

**Energy Consultative Group:** In August 1999, during Secretary Richardson's visit to Abuja, he signed a Memorandum of Understanding (MOU) with former Minister of Power and Steel Bola Ige. Under the MOU, on July 12-13<sup>th</sup> in Abuja, Nigeria, Permanent Secretary Ekerendu (Ministry of Power and Steel) and I co-chaired the inaugural meeting of the Energy Consultative Group. Imoke and El-Rufai participated in the meeting, which also included USAID. Key recommendations included developing a comprehensive energy strategy and creating an independent regulatory body for the power sector.

## U.S.-AFRICA ENERGY MINISTERS CONFERENCE

### Roundtable Session: Central and Large-Scale Electricity Generation and Transmission

**Theme:** Identification of issues and constructive approaches for meeting electricity-related infrastructure needs, promoting regional cooperation in developing transmission grids and power pools, reducing demand by focusing on overall system efficiency, and, where appropriate, carrying out electricity sector restructuring and privatization.

**Key Issues:** Significant investments in power plant, transmission and end-use infrastructure will be required to accommodate an anticipated doubling of African electricity demand over the next 20 years. Improved business practices, fiscal, regulatory, and legal structures will facilitate foreign investment in the electric power sectors of Africa.

Overall system efficiency and reliability should be an important focus in planning necessary infrastructure, and regional cooperation will be needed as policies and procedures are developed to expand regional electric power grids and implement power pooling arrangements. A trend toward privatization and restructuring is slowly emerging, which eventually could result in significantly improved reliability, reduced environmental impacts and lower costs.

**Participants:** Moncef Ben Adallah, Minister of Industry, Tunisia  
Yekoyada Masakhalia, Minister of Energy, Kenya  
Bonaventure Niyibizi, Minister of Energy, Water and Natural Resources, Rwanda  
Ekwow Spio-Garbrah, Minister of Mines and Energy, Ghana  
Brian H. Bowen, Associate Director, Power Pool Development Group,  
Purdue University  
James W. Cook, Senior Vice President of Technology and Development, CMS  
Energy  
Thomas N. Hansen, Vice President-Technical Advisor, Tucson Electric Power  
Company  
Michael Kappaz, Chairman and CEO, K&M Group of Companies  
John Lavelle, General Manager for Energy Services Marketing, General Electric  
Energy Services  
Rebecca A. McDonald, Executive Managing Director, Enron International  
A.K. Ofosu-Ahenkorah, Executive Director, Energy Foundation, Accra, (Ghana)

**Chair:** Claude M. Ligon, Commissioner, Maryland Public Service Commission

**Goals:** To identify ways that the U.S. government and private sector can cooperate with governments, private investors and regional power pools in Africa to help them develop reliable, environmentally sound and affordable electricity systems that can meet growing demand.

**U. S. - African Energy Ministers Conference  
Central and Large-Scale Electricity Generation and Transmission**

**Theme:** Identification of issues and constructive approaches for meeting electricity-related infrastructure needs, promoting regional cooperation in developing transmission grids and power pools, reducing demand by focusing on overall system efficiency, and, where appropriate, carrying out electricity sector restructuring and privatization.

**Key Issues:** Significant investments in power plant, transmission and end-use infrastructure will be required to accommodate an anticipated doubling of African electricity demand over the next 20 years. Improved business practices, fiscal, regulatory, and legal structures will facilitate foreign investment in the electric power sectors of Africa.

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**Panelists:** Mr. Mondef Ben Adallah, Minister of Industry, Tunisia  
Mr. Yekoyada Masakhalia, Minister for Petroleum Energy, Kenya  
The Honorable Ekwow Spio-Grabrah, Minister Responsible  
for Mines and Energy, Ghana  
The Honorable C.K. Chibamba, Minister of Energy and Water Development,  
Zambia  
Claude M. Ligon, Commissioner, Maryland Public Service Commission  
Dr. Brian H. Bowen, Associate Director, Power Pool Development Group,  
Purdue University  
John Levelle, General Manager for Energy Services Marketing,  
General Electric Energy Services  
James W. Cook, Senior Vice President of Technology and Development,  
CMS Energy  
Michael Kappaz, Chairman and CEO, K&M Group of Companies  
Rebecca A. McDonald, Executive Managing Director, Enron International  
Steven Glazzer, Executive Vice President, Tucson Electric Power Company  
Dr. A.K. Ofosu-Ahenkorah, Executive Director, Energy Foundation,  
Accra, (Ghana)

**Facilitator:** Vickey Bailey,\* Commissioner, Federal Energy Regulatory Commission

**Goals:** To identify ways that the U.S. government and private sector can cooperate with governments, private investors and regional power pools in Africa to help them develop reliable, environmentally sound and affordable electricity systems that can meet growing demand.

\* Not confirmed

**Meeting with South Africa**  
**SUGGESTED TALKING POINTS:**



**DOE Commitment to South Africa**

- I want to take a moment to reiterate the Secretary's sincerest regrets on his inability to participate in the Ministerial Conference. I know the Secretary feels strongly that the Department of Energy will remain fully committed to strengthening and sustaining the important U.S.-Africa Energy Partnership that the other African Ministers and we have established over the last nearly two years.
- The significant participation from other African countries and industry is a testament to the hard work and visionary leadership offered by you and your staff. My staff reports that the planning for the Ministerial between our two nations reflected the true spirit of a partnership and our overall commitment to sustaining the important dialogue that we established last year in Tucson.
- I want to assure you that a new government in the U.S. does not mean a lack of commitment to bilateral relations with South Africa. The United States Congress this year reiterated its commitment to the development of Africa with the passage of the Africa growth and opportunity act.
- Many of the policy efforts we have collaborated on under the Binational Commission are underway, including streamlining of regulation electricity sector. We hope that your staff and that of the Electricity Regulator found the October workshop helpful. Do you have a timeline for implementation of your regional electricity decontrol plan?
- We were very pleased that Sandile Tyatya of your staff was able to participate in the Tucson Sustainable Energy Institute, an effort launched last year in Tucson.

**Deregulation and Open Access Issues**

- We are also very interested in your efforts to decontrol (rationalize) the petroleum sector. Given the state of today's oil market, we need to stand together behind market based pricing and encourage efficiency and diverse resource use to assure that demand is as market elastic as possible.
- We understand that DME, the Energy Ministry of Mozambique, and SASOL have agreed to build a gas pipeline between South Africa and Mozambique. As you know, a U.S. company, Enron, has invested millions of U.S. dollars in developing the Pande field. We hope that any pipeline project will be open to all gas suppliers. This would result in the most competitive prices for South African consumers.

**Clean Energy Working Group**

- We continue to be eager to bring our energy and environment ministries together for a clean energy working group. As you know, energy and environmental programs to reduce

greenhouse gas emissions have overlapping areas of interest and we have found in the U.S. that the two ministries can achieve more by working together. I hope we can build this bridge between energy and environment for the future.

- A particular area of interest for us in encouraging sustainable energy development is diversifying energy production through energy efficiency and renewable energy. Can you tell me about DME's efforts in these areas?

#### **Closing**

- The report on our combined activities under the Sustainable Energy Committee of the Binational Commission will serve as a background report for the new administration. I expect our bilateral activities with South Africa to continue uninterrupted.

## MEMORANDUM FOR THE UNDERSECRETARY

**SUBJECT:** Bilateral Meeting with Esperanca Laurinda Bias, Vice Minister of Mineral Resources and Energy of Mozambique

**SETTING:** December 11-15, 2000  
U.S.-Africa Energy Ministers Conference  
Durban, South Africa

### BILATERAL ISSUES

**Background:** Following his reelection last December, President Chissano appointed Castigo Langa, the former Deputy Minister, as the new Minister for Mineral Resources and Energy. Former Energy Minister John Kachamila is now the Minister for Environmental Coordination. For the Tucson Conference, Mozambique hosted one of the Preparatory Meetings and Minister Kachamila played an active role at the Conference, delivering remarks at one of the breakfast and participating on the Natural Gas and Oil Roundtable. David Goldwyn met with Minister Kachamila at that time to discuss potential opportunities for energy cooperation between the United States and Mozambique.

**Energy Cooperation:** During the meetings last December, Minister Kachamila requested USG assistance in rural energy development as well as large-scale energy projects. He expressed interest in TDA support for feasibility studies on large-scale generation projects, including hydropower, thermal power and natural gas development. DOE suggested that the Minister write to Secretary Richardson and TDA Director Grandmaison to ask for feasibility study money and mentioned that OPIC money might also be available for this sort of project. They also discussed sending an NREL team to evaluate rural energy needs and renewable energy development opportunities. U.S. companies in Mozambique: Enron, Arco, Fluor and Kaiser were discussed as possible sources of funding for village power projects. DOE Renewable Energy experts visited in November and began a dialogue on possible cooperative projects (see attached trip report). DOE also engaged the Solar Electric Light Fund to do a pilot renewable energy village electrification project in Mozambique.

**Regional Energy Integration:** Mozambique's abundant energy resources can enable it to become the principal energy supplier to Southern Africa. Its energy strategy focuses on the development of hydro-energy resources (Zambezi River), natural gas and coal. The Cahora Bassa Dam (2400 MW) has recently been privatized and feasibility studies are underway for the M'panda Ncua Dam Project (2000 MW). Mozambique currently exports electricity to South Africa and Zimbabwe. It is important to note, however, that less than 10% of Mozambique's population has access to electricity.

**Natural Gas Development:** Mozambique has massive natural gas reserves. The main obstacle to developing these reserves involves the absence of a large enough market to

justify the substantial investment required to develop and transport the gas. Two U.S. companies (ENRON and ARCO) are developing natural gas projects in Mozambique.

#### **SUGGESTED TALKING POINTS:**

- I appreciate your attending this ministerial.
- We are very grateful to Mozambique for all of the support and leadership you provided in preparation for last December's U.S.-Africa Energy Ministers Conference. I would like to thank you for hosting one of the preparatory meetings. Your support played an important role in the success of that Conference.

#### **Energy Cooperation**

- In November we sent a team of renewable energy experts to Mozambique to begin working on a renewable energy project with you. I understand they identified a number of cooperative efforts, including:
  1. Small Modular Biomass power plant running on coconut shell waste for village electrification. Assess opportunity to replicate Philippines pilot project in unelectrified district capital having close proximity access to coconut processing plant.
  2. Electrification of village markets in selected area from noon to 10pm. Conduct economic assessment and prepare business plan for implementation.
  3. Pafuri village electrification and eco-tourism promotion at strategic border location (intersection of Mozambique, South Africa, and Zimbabwe). Site assessment leading to project requirements definition. Possible pilot for electrification of other district capitals.
  4. Wind power evaluation and assessment of diesel fuel displacement at existing diesel power sites. Identify scale of opportunity, focus on pilot leading to broad expansion. (Fuel displacement only, reduced operating costs at existing sites, no new villages electrified.)
  5. Extension of sugar mill operation to include power production and sale to local village of Marromeu, Sofala Province. Site assessment, sugar mill assessment, confirm opportunity technically, administratively, politically.
  6. Engage with GoM in strategic planning exercise with focus on rural electrification and establishment of framework to encourage foreign investment through district-level RESCO franchises.
  7. Conduct national wind/solar/biomass/hydro assessment and establish GIS rural electrification planning framework.
  8. Establish close cooperation between NREL and Universidade Eduardo Mondlane leading to capacity development in resource assessment and renewable energy technology applications including focused training and exchange of personnel. Work toward linking University expertise to challenges of national rural electrification.



- The DOE Experts team committed to a return visit in the March/April time frame to take a closer look at the opportunities to more fully scope out these concepts.
- Robert Freling of the Solar Electric Light Fund, sponsored by funding for DOE, will be travelling to Mozambique directly after this conference to begin exploring the development of a pilot village renewable energy lighting project in Mozambique. SELF has many years of experience in these types of projects and they are eager to find partners in Mozambique.

### **Regional Energy Integration**

- Mozambique plays a key role in developing a competitive integrated energy market in Southern Africa. I encourage you to continue working with the private sector to develop cross border energy projects with your SADC partners. As you know, two U.S. companies (ENRON and ARCO) are developing natural gas projects in Mozambique for regional markets. We are also interested in hearing more about your regional electricity markets.

### **Natural Gas Development**

- I understand that Enron and Arco are moving forward with their plans to develop natural gas. I hope that you will continue to work with these companies and other U.S. companies to develop Mozambique as a regional supplier of natural gas.

### **ADVOCACY ISSUES**

None at this time.

November 2, 1999

**MEMORANDUM FOR DAVID L. GOLDWYN**

Assistant Secretary for International Affairs

**FROM:** Theresa M. Fariello  
Deputy Assistant Secretary for International Energy Policy

**RE:** Roundtable Speakers for Africa Energy Ministerial

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The Conference Committee and Program Offices would like your guidance on who should be invited to speak at the Public/Private Roundtables. Attached are names for your approval, they were developed by DOE program offices and are meant to represent companies involved in all sectors of the Africa's energy industry. Once you have approved the speakers we will ask the program office principals to draft letters, with IA concurrence, and contact them and confirm their attendance. IA will directly handle the Climate Change and Investment Roundtable Speakers.

**Central and Large-Scale Electricity Generation and Transmission:**

**Approve Disapprove**

**Facilitator:**

Bob W. Gee; Assistant Secretary, Office of Fossil Energy, DOE

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**Speakers:**

Minister Responsible for Mines and Energy, Ghana

\_\_\_\_\_

Minister of Energy and Water Development, Zambia

\_\_\_\_\_

Minister of Energy and Industry, Tunisia

\_\_\_\_\_

\_\_\_\_\_  
Minister of Energy, Kenya

\_\_\_\_\_

Dr. Brian Bowen;

Director of South Africa Power Pool Project, Purdue University (U.S.)

\_\_\_\_\_

\_\_\_\_\_  
Rodney E. Boulanger, President and CEO, CMS Generation

\_\_\_\_\_

George Kappaz, President and CEO, KMR Power (U.S.)

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Robert L. Nardelli, President and CEO, GE Power Systems

\_\_\_\_\_

Dr. A.K. Ofosu-Ahenkorah; Executive Director, Energy Foundation (Ghana)

\_\_\_\_\_

**Climate Change and Clean Energy Options Roundtable:**

**Facilitator:**

David Sandalow;

Assistant Secretary of State for Oceans and Environment *designee*

Speakers:

Minister of Energy, Cote d'Ivoire

Minister of Electricity and Energy, Egypt

Minister of Energy, Mines and Industry, Senegal

Minister of Mineral Resources and Water Affairs, Botswana

Joe Aldy; Senior Advisor, Council of Economic Advisors

David Nimtzow; President Alliance to Save Energy

Nancy Kete; Director of Climate Change, World Resources Institute

John Palmisano; Director, Environmental Policy, Enron

**Rural Electrification Roundtable:**

Facilitator:

Dan Reicher;

Assistant Secretary, Office of Energy Efficiency, DOE

Speakers:

Minister of Hydraulics and Energy, Mauritania

Minister of Energy and Mining Resources, Morocco

Minister of Energy and Mineral Development, Uganda

Minister of Mines and Energy, South Africa

Clement Abavana;

Director, UNDP Rural Energy Services Project (Ghana)

Vanida Govender;

Corporate Environmental Affairs Manager, Eskom (South Africa)

Pete Smith; National Rural Electrification Cooperatives of America (U.S.)

Ambassador Len Spearman;

Director of Renewable Energy for African Development (U.S.)

Tom Vonderhaar; Executive Vice President, BP-Solarex

James Bond; Vice President, World Bank

Edan Prabhu; President, Reflective Energy

**Financing Panel:**

Speakers:

Joe Grandmaison, TDA

George Munoz, OPIC

James Harmon, Export-Import Bank

## MEMORANDUM FOR THE PRINCIPAL DEPUTY ASSISTANT SECRETARY

**FROM:** Terri Fariello  
Deputy Assistant Secretary  
Office of International Energy Policy

**SUBJECT:** Meeting with Mozambique

**SETTING:** Friday November 3, 2000  
Douala, Cameroon

### Key Points:

- Express gratitude to Mozambique for all of the support and leadership provided in preparation for last December's U.S.-Africa Energy Ministers Conference and for hosting one of the preparatory meetings.
- Note that DOE team (DOE, NREL and Bob Freling from Solar Electric Light Fund) will be in Mozambique Nov. 6-16<sup>th</sup> to initiate rural electrification project promised at last Ministerial.
- Outline DOE's Africa initiative and encourage attendance at 2<sup>nd</sup> U.S.-Africa Energy Minister's Conference in December in Durban, South Africa.
- Recognize Mozambique's key role in developing a competitive integrated energy market in Southern Africa and encourage continued efforts with the private sector to develop cross border energy projects with SADC partners.
- Encourage continued cooperation with U.S. companies to develop Mozambique as a regional supplier of natural gas.
- Gain insights on how to work with the Southern African Development Community (SADC) on efforts in support of DOE's Africa Initiative.

**Background:** Following his reelection last December, President Chissano appointed Castigo Langa, the former Deputy Minister, as the new Minister for Mineral Resources and Energy. Former Energy Minister John Kachamila is now the Minister for Environmental Coordination.

At the Tucson Conference, David Goldwyn met with Minister Kachamila to discuss potential opportunities for energy cooperation. The discussion followed upon Secretary Richardson's meeting with Minister Kachamila during President Chissano's visit to Washington in December 1998. During that visit, Minister Kachamila participated in a site visit to the National Renewable Energy Laboratory (NREL) in Golden, Colorado. In addition, Mozambique hosted one of the Preparatory Meetings for the Tucson Conference, last November. Minister Kachamila played an

active role at the Conference, delivering remarks at one of the breakfast and participating on the Natural Gas and Oil Roundtable.

**Energy Cooperation:** During the meetings last December, Minister Kachamila requested USG assistance in rural energy development as well as large-scale energy projects. He expressed interest in TDA support for feasibility studies on large-scale generation projects, including hydropower, thermal power and natural gas development. DOE suggested that the Minister write to Secretary Richardson and TDA Director Grandmaison to ask for feasibility study money and mentioned that OPIC money might also be available for this sort of project. They also discussed the possibility of sending an NREL team to evaluate rural energy needs and renewable energy development opportunities. U.S. companies in Mozambique: Enron, Arco, Fluor and Kaiser were discussed as possible sources of funding for village power projects. The November DOE Team visit represents a fulfillment of commitments made during that meeting.

**Regional Energy Integration:** Mozambique's abundant energy resources can enable it to become the principal energy supplier to Southern Africa. Its energy strategy focuses on the development of hydro-energy resources (Zambezi River), natural gas and coal. The Cahora Bassa Dam (2400 MW) has recently been privatized and feasibility studies are underway for the M'panda Ncua Dam Project (2000 MW). Mozambique currently exports electricity to South Africa and Zimbabwe. It is important to note, however, that less than 10% of Mozambique's population has access to electricity.

**Natural Gas Development:** Mozambique has massive natural gas reserves. The main obstacle to developing these reserves involves the absence of a large enough market to justify the substantial investment required to develop and transport the gas. Two U.S. companies (ENRON and ARCO) are developing natural gas projects in Mozambique.

## **SUGGESTED TALKING POINTS**

- I really appreciate your attending this ministerial preparatory meeting.
- We are very grateful to Mozambique for all of the support and leadership you provided in preparation for last December's U.S.-Africa Energy Ministers Conference. I would like to thank you for hosting one of the preparatory meetings. Your support played an important role in the success of that Conference.
- We ask for your support for the second U.S.-African Energy Ministers Conference hosted by the Republic of South Africa, on December 11-15, 2000, in Durban, South Africa.

### **Energy Cooperation**

- At the Tucson Conference last December our Assistant Secretary David Goldwyn met with former Minister Kachamila to discuss possible areas for cooperation, including rural energy development.
- We are pleased to be sending a team of renewable energy expert to Mozambique, Nov 6-16, to begin working on a renewable energy project with you. They look forward to continuing to dialogue with you on how best to meet your needs.

### **Regional Energy Integration**

- Mozambique plays a key role in developing a competitive integrated energy market in Southern Africa. I encourage you to continue working with the private sector to develop cross border energy projects with your SADC partners.

### **Natural Gas Development**

- I understand that Enron and Arco are moving forward with their plans to develop natural gas. I hope that you will continue to work with these companies and other U.S. companies to develop Mozambique as a regional supplier of natural gas.

**DRAFT**

**November 3, 2000**

**MEMORANDUM FOR THE SECRETARY**

**SUBJECT:** Meeting with Ali Al-Naimi, Saudi Arabian Minister of Petroleum & Mineral Resources

**SETTING:** November 17-18 Producer-Consumer Forum in Riyadh, Saudi Arabia

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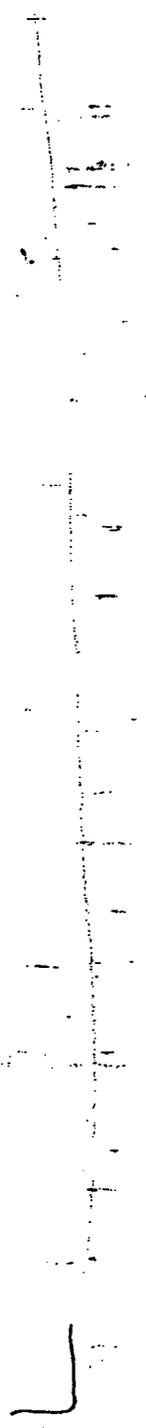
Eleven companies (Exxon-Mobil, Shell, BP, Conoco, TotalFina Elf, Chevron, Texaco, Phillips Petroleum, ENI, Marathon, and Enron-Ox) selected by SAG submitted their "final" proposals on August 26<sup>th</sup> for three core projects identified by Aramco. Differing views on how rapidly to proceed continues to fuel a turf battle within the SAG over control of petroleum policy with an apparent diminishing of the role of Naimi to some extent. Industry sources believe that the SAG will eventually choose 5-6 companies' proposals for development of a centralized gas system, in order to maximize production from both associated and non-associated gas fields.

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10/22/99

**U. S. - African Energy Ministers Conference  
Natural Gas and Oil - Supply, Infrastructure and Markets**

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**Suggested Speakers:**

**Resource development -**

The Honorable Youssef Yousfi - Algeria - Minister of Oil:

John J. O'Connor - Senior Vice President, Texaco Inc. (President, Texaco Worldwide Exploration and Production)

**Infrastructure development -**

The Honorable Bola Ige - Nigerian Minister of Power and Steel or The Honorable Rilwanu Lukman Petroleum Advisor

Mr. Chris Miller, (Project Manager - West Africa Pipeline Project - *tentative title*) Chevron Corp.\*

Michael Dahlke, Vice President, Enron International (alternate)

Joseph Grandmaison, Director TDA

**Capacity building -**

The Honorable Abdoulaye Lamana - Chad - Minister of Mining, Energy and Petroleum  
Africare or other NGO - TBD

*Market development -*

ECOWAS - (other regional?)

Mark Tomlinson - World Bank - Sector Manager AFTG1\*

The Honorable John Kachamila - Republic of Mozambique - Minister of Mineral and Energy

**D R A F T**

**MEMORANDUM FOR THE SECRETARY**

*Meachings  
1/11  
Richardson*

**FROM:** David L. Goldwyn  
Assistant Secretary for International Affairs

**RE:** Proposed Bilateral meetings and pull-asides for Secretary Richardson during Africa Energy Ministers Conference

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**Bilaterals**

We recommend that the Secretary utilize the following opportunities during the Africa Ministerial to meet with the following Ministers. We propose the Secretary meet with the Ministers from:

**South Africa**

The Department has a strong ongoing relationship with South Africa under the Sustainable Energy Committee of the Gore-Mbeki Binational Commission. The Secretary has not yet met with the new Energy Minister Phumzile Mlambo-Ngcuka. The agreement signed last February on Clean Energy and Climate Change is the model for the Conference Clean Energy Agreement. Mlambo-Ngcuka's support for the agreement needs to be reaffirmed and her leadership on Climate Change sought.

Yes \_\_\_\_\_ No \_\_\_\_\_

**Nigeria**

With our trip, we have recently embarked on a relationship with Nigeria. Follow up teams in electricity and renewable energy have visited Nigeria and efforts to cooperate in these areas are moving forward.

Yes \_\_\_\_\_ No \_\_\_\_\_

**Algeria**

Algeria is a source of interest and concern for U.S. oil companies. The government leadership has been unstable, however, President Zeroual announced on September 9, 1998 that he would retire as head of state following elections, now expected for April, 1999. There has also been significant anti-western unrest. The energy sector, however, has been open to foreign investors for more than a decade. At the start of 1999, there were 25 foreign firms from 19 countries operating in Algeria. Anadarko Petroleum Corporation has discovered two oil fields, each estimated to contain one billion barrels of oil. Other firms operating in Algeria include Arco, Mobil, Phillips Petroleum, Lasmo,

Burlington Resources and Occidental Petroleum Corporation. There has been interest in natural gas development and in pending electricity privatization.

Yes \_\_\_\_\_ No \_\_\_\_\_

### **Mozambique**

Mozambique hosted a regional negotiating meeting in support of the conference and President Chissano may attend. Mozambique has significant gas resources which both Enron and Arco are interested in developing. Enron's project is moving along with its gas agreement signed and a potential steel market anchor for the gas firming up. Mozambique is a potential leader in Africa for clean energy and climate change issues.

Yes \_\_\_\_\_ No \_\_\_\_\_

### **Ghana**

Ghana hosted a regional negotiating meeting in support of the conference and has a cooperative agreement with the Department of Energy signed by President Clinton on his trip there. Ghana electricity shortage issues are being addressed by a DOE-USAID team. Ghana is the potential anchor market for the West Africa Gas Pipeline. Ghana has also been a leader in implementing energy efficiency measures. President Rawlings will be invited to the conference and may attend.

Yes \_\_\_\_\_ No \_\_\_\_\_

### Pull-Asides

The following countries are suggested for five-ten minute pull-asides during social events, or to be seated with you at a meal, to recognize the participation of strategic ministers. The countries recommended and reasons for their importance are noted below:

Angola—bilateral commission energy committee	Yes _____	No _____
Chad—Chad-Cameroon pipeline	Yes _____	No _____
Cote d'Ivoire—Climate Change leadership	Yes _____	No _____
Tunisia—privatization; hosted Pan African energy ministers conference	Yes _____	No _____
Equatorial Guinea—oil and gas development	Yes _____	No _____
Uganda—AES electricity project	Yes _____	No _____

**Central and Large Scale Electricity Transmission and Distribution Roundtable Session**

**EXECUTIVE SUMMARY**

**Ministers:**

The Honorable Simon Abingya, Minister for Mines and Energy, Ghana  
The Honorable Mondéf Ben Adallah, Minister of Industry, Tunisia  
The Honorable Yekoyada Masakhalia, Minister of Energy, Kenya  
The Honorable Bonaventure Niyibizi, Minister of Energy, Water and Natural Resources, Rwanda  
The Honorable Babi Mbayi, Minister of Energy, Congo

**Speakers:**

Claude M. Ligon, Commissioner, Maryland Public Service Commission  
Dr. Brian H. Bowen, Associate Director, Power Pool Development Group, Purdue University  
John Lavelle, General Manager for Energy Services Marketing, General Electric Energy Services  
James W. Cook, Senior Vice President of Technology and Development, CMS Energy  
William C. Drotleff, Senior Vice President, K&M Group of Companies, K&M Group of Companies  
Rebecca A. McDonald, Executive Managing Director, Enron International  
Thomas N. Hansen, Vice President, Rates and Regulation Support, Tucson Electric Power Company  
Dr. A.K. Ofosu-Ahenkorah, Executive Director, Energy Foundation, Accra, (Ghana)

The workshop on Central and Large Scale Electricity went extremely well with over 175 people attending. Each of the five ministers discussed their country's natural resources and their desire to expand the electricity sector. All five expressed their desire for greater cooperation, regional integration, and assistance from the U.S. government.

**Major Outcomes of the Roundtable Discussion:**

**Ministers:**

- The five ministers expressed a strong desire to pursue regional integration and cooperation on energy issues through greater communication and trade. Countries with abundant natural resources to create energy expressed willingness to work with and develop trade opportunities with countries without abundant natural resources.
- All the energy ministers made an attempt to encourage private investment in their energy sectors. However, the minister of energy from Tunisia specifically requested help from the Department of Energy to develop a *U.S. Africa Clean Energy Technology Center*.
- The World Bank announced that it had funding for regional electricity projects for the West Africa. The World Bank recognized the work currently being done with DOE in the CIER

study and said that it looked forward to future cooperation with DOE and others.

- The Minister of Kenya would like cooperation from the United States to develop the energy sector of its country. Kenya would like to see the U.S. continue its work by facilitating policy and regulatory reforms and most importantly create an enabling environment for investment in Kenya's energy sector.
- The Minister of Energy from the Congo explained that the Congo River and the two existing Inga Power station (Inga I and Inga II - hydro) have enough capacity for significant exports to surrounding countries. He also announced the construction of a third power station, Inga III.
- The Rwandan Minister of Energy announced that Electrogas which controls water, gas and electric power is seeking private participation and may offer opportunities for U.S. companies. Electricity makes up only 2% of the energy used in Rwanda. Rwanda would like to pursue interconnections with Uganda, Tanzania, and Congo. In addition, there are 15 billion cubic meters of methane gas in Lake Kivin, which may be used for electricity. Socigaz needs help with infrastructure and funding to develop it.

#### **Private Sector Speakers:**

- Africa has been largely ignored by private power producers due to intense state control.
- Progressive electric policies like Western Africa are necessary to realize the goal of regional integration.
- Privatization and ending monopolies are the key to private investment.
- Follow through and expedited action in making projects happen are the key to success.
- Ministries have a significant responsibility in making private sector involvement in the industry a reality. This includes an active role in developing projects and feasibility studies. Ministries should make the goals of the government clear (i.e. expected costs of power, tariffs, market development expected from investors, type of project expected - build own operate, etc.) Ministries should determine the basic risk assumed by the government and the risk to be shared by the developer (minimum power purchase agreements, fuel supply arrangements.) All appropriate ministries should be involved or the project could be stopped or delayed.

### **Concluding Overview:**

- Explore interest in developing a U.S.- Africa Clean Energy Technology Center as suggested by the Energy Minister of Tunisia.
- Determine what steps DOE can take to create an enabling environment for investment as suggested by the Minister of Energy from Kenya.
- Determine what role DOE may play in facilitating the private sector/government relationship.
- Determine if DOE would like to become involved with the World Bank's Interconnection Study in West Africa.
- Develop next steps for workshops. FE/NETL has committed to a follow-on workshop in South Africa on Clean Power Technologies for April-May 2000. FE-30 has committed to an oil spill workshop for Western Africa in mid 2000.

**Clean Energy and Climate Change Options Roundtable Session**

**EXECUTIVE SUMMARY**

**Ministers:**

The Honorable Safiatou Ba-N'daw, Minister of Energy, Cote d'Ivoire

**Panel Participants:**

Jack Cogen, President, Natsource

Karl Gawell, Director, Geothermal Energy Association

David Hales, Associate Deputy Director, U.S. Agency for International Development

John Palmisano, Director of Environmental Policy, Enron

Raj Razdan, York International

Tom Roper, Climate Institute

David Sandalow, Assistant Secretary, U.S. State Department

Paul Stolpman, Environmental Protection Agency

John Wells, Senior Analyst, Chemonics International

**Goals:**

To inform and discuss benefits and barriers for efficient use of market-based mechanisms provided under the Kyoto Protocol, including Clean Development Mechanism (CDM) and an international emissions trading program.

To build government/industry interests in Kyoto mechanisms and identify opportunities for ongoing U.S.-African cooperation and business relationships.

To exchange information on successful clean technology projects for transfer abroad.

To help inform potential private sector investors, multi- and bilateral institutions of the opportunities offered by clean technologies and the added benefits of for use should the Kyoto Protocol market-based mechanisms go into effect in 2001.

Provide a forum to encourage partnering and regional cooperation.

**Major Outcomes of the Roundtable Discussion:**

- David Sandalow, Assistant Secretary, U.S. State Department served as chair. He opened the meeting by recognizing that both the U.S. and Africa are vulnerable to the effects of climate change but in Africa the effects are more perilous: food security, water resources, desertification, diseases, socioeconomic effects. He stressed that the U.S. is committed to reducing greenhouse gas emissions through electricity sector restructuring and a number of other means. U.S. private sector already making great gains in reducing emissions. He emphasized that the Kyoto Negotiations can promote economic growth in Africa, with the

## Clean Development Mechanism as a possible investment engine for Africa.

- Ms. Safiatou Ba-N'daw, Minister of Energy, Cote d'Ivoire emphasized the low level of African emissions overall. She stressed that the Activities Implemented Jointly missed Africa and there needs to be a strategic plan so Africa gets the benefits of CDM. Since CDM is market driven, Africa needs to improve its markets and infrastructure to benefit.
- David Hales from USAID stressed that it is very important to have an African voice in Climate Change. The rules determine the way decisions are made. He emphasized that there are clear benefits in participating and taking on a target. CDM will increase the profitability of investment and allow a more rapid return. He stressed that the private sector will drive the investment process and African countries need to be willing to make partnerships with the private sector.
- Mr. Jack Cogen, President, Natsource discussed CO2 credit trading and discussed how the greenhouse gas market trading is underway. He felt companies are risk averse and will hedge their investments with greenhouse trading. Currently, electric utilities, independent power producers, oil companies and large electricity consuming industries are trading. Trading creates a monetizable asset.
- John Bruce Wells, Senior Analyst, Chemonics International focused on the business opportunities related to climate change. He discussed building control systems and lighting systems.
- Lucian Bronicki discussed "what's in it for Africa". He answered with: jobs, skills, economic empowerment, small business opportunities. He emphasized the benefits of instituting voluntary programs for industry and talked of energy savings programs done in South Africa where electricity is only 4.5 cents per kilowatt hour. He stressed the need for a sustainable energy plan by governments.
- Mr. Tom Roper, Board of Directors, Climate Institute discussed innovative financing for energy efficient technologies. Chiller replacement was used as a model. Chillers today have less than 1% leakage as opposed to 10-15% in the past. A revolving fund concept was offered with payback being reloaned for new technology implementation.
- John Palmaisano, Director of Environmental Policy, Enron stressed that the U.S. Environmental Protection Agency noted that 85% of greenhouse gasses are caused by emissions from burning fossil fuels. Reducing greenhouse gasses means reducing pollution. Pollutants kill the elderly, the sick, and children. Clean Air Act results are promising for Climate Change. In ten years, the U.S. has reduced sulphur emissions by 50%. These results can be achieved for greenhouse gas emissions.
- Dr. Tony Luck stressed equity for Africa and the need to adapt and not lose the natural resources and undeveloped beauty of Africa.

**Concluding Overview:**

- There were questions raised as to whether Africa was being equitably treated in Climate Change discussions. Minister Safiatou Ba-N'daw expressed some concern that the Conference was not providing enough concrete support to Africa. The session closed with a restatement of U.S. commitment to work together with Africa to realize the benefits of Climate Change programs.



**Gay, Carolyn**

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**From:** Brodman, John  
**Sent:** Monday, February 12, 2001 4:05 PM  
**To:** Gay, Carolyn  
**Subject:** FW: POWER BARGES SOON TO DELIVER DESPERATELY NEEDED ELECTRICITY TO LAGOS

-----Original Message-----

**From:** Washington, Charles  
**Sent:** Monday, February 12, 2001 12:25 PM  
**To:** Brodman, John; Person, George  
**Subject:** POWER BARGES SOON TO DELIVER DESPERATELY NEEDED ELECTRICITY TO LAGOS

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<Classification> UNCLASSIFIED

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ZNR UUUUU ZZH

R 091646Z FEB 01

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<To>

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RHEBAAA/USDOE WASHDC

RUCPDOG/USDOC WASHDC

BT

UNCLAS SECTION 01 OF 02 LAGOS 000460

SENSITIVE

STATE PASS OPIC, EXIM

E.O. 12958: N/A

<Tags>

TAGS: ENRG, ECON, EINV, OPIC, EXIM, NI

<Subject>

SUBJECT: POWER BARGES SOON TO DELIVER DESPERATELY  
NEEDED ELECTRICITY TO LAGOS

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REFS: (A) 00 LAGOS 00868 (B) 00 LAGOS 00773

(C) 00 LAGOS 00341 (D) 00 LAGOS 00132

1. (U) SENSITIVE BUT UNCLASSIFIED

<Summary>

2. (U) SUMMARY: THE FIRST 90 MW OF POWER FROM NIGERIA  
ENRON BARGE COMPANY'S EMERGENCY POWER PROJECT (EPP), NOW  
OWNED BY AES, SHOULD BE GENERATED ON SCHEDULE BY THE END  
OF MARCH. WITHIN A FEW MONTHS, THE PROJECT IS SLATED TO  
PRODUCE 270 MW WHICH WILL CERTAINLY BE WELCOMED IN  
ELECTRICITY-STARVED LAGOS. NOT ONLY WILL THE SUCCESSFUL

LAUNCH OF THE LAGOS EPP IMPROVE PROSPECTS FOR AN  
AGREEMENT BETWEEN ENRON-AES AND THE GON ON CONSTRUCTING  
AN INDEPENDENT POWER PROJECT (IPP), BUT IT MAY ALSO HELP

EASE ENTRY OF OTHER IPP'S INTO NIGERIA. END SUMMARY

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EPP BARGES WILL SOON COMMENCE ELECTRICITY GENERATION

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3. (U) DURING A RECENT SITE VISIT TO THE NIGERIA ENRON  
BARGE COMPANY'S EMERGENCY POWER PROJECT (EPP) LOCATED AT  
EGBIN NEAR LAGOS, ECONOFFS RECEIVED WELCOME NEWS THAT  
THE FIRST 90 MEGAWATTS (MW) OF STABLE POWER (PHASE ONE)  
WOULD MOST LIKELY COMMENCE ON MARCH 31 AS SCHEDULED.  
WHILE PROJECT OFFICIALS CAUTIONED THAT THEY ARE STILL  
AWAITING THE ARRIVAL OF THREE TRANSFORMERS FROM TURKEY,  
THEY WERE HOPEFUL EXPEDITIOUS TREATMENT BY NIGERIAN  
CUSTOMS WOULD ASSURE THE TRANSFORMERS WERE INSTALLED  
PRIOR TO THE TARGET DATE. NATURAL GAS WAS ALREADY  
AVAILABLE TO THE BARGES. WHEN ALL NINE POWER BARGES ARE  
CONNECTED, TOTAL GENERATING CAPACITY WILL REACH, AND  
PERHAPS EVEN EXCEED, 270 MW.

4. (SBU) ECONOFFS, ACCOMPANIED BY PROJECT MANAGER DENNIS  
SKIPPER, NEWLY ARRIVED AES MANAGING DIRECTOR FOR  
NIGERIA, THE NATIONAL ELECTRIC POWER AUTHORITY (NEPA)  
MANAGER OF THE EGBIN POWER STATION, THE COMMISSIONER OF  
PUBLIC WORKS FOR THE LAGOS STATE GOVERNMENT, AND LOCAL  
PRESS, OBSERVED SOME TENSION BETWEEN LAGOS STATE AND  
NEPA (FEDERAL) OFFICIALS. SUCH SPARRING, HOWEVER, MAY  
HAVE BEEN MORE FOR PRESS CONSUMPTION THAN A REFLECTION

OF SERIOUS ANTAGONISM BETWEEN THE TWO SIDES. ECONOFFS ALSO RECEIVED A BRIEF ON THE RECENT AES (ARLINGTON, VA.) PURCHASE FROM ENRON OF 95 PERCENT OF NIGERIA ENRON BARGE COMPANY. (COMMENT: WE SUSPECT THE COMPANY NAME MAY BE CHANGED SOON! END COMMENT.) AES ALSO NOW HOLDS A 30 PERCENT OPTION ON ANY INDEPENDENT POWER PROJECT (IPP) DEAL THAT MAY BE SIGNED.

-----  
WILL AN IPP AGREEMENT SOON FOLLOW?  
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5. (SBU) REGARDING THE IPP, PROJECT OFFICIALS BELIEVE AN ENRON-AES AGREEMENT WITH THE GON ON CONSTRUCTING A PLANT COULD BE SIGNED WITHIN ONE MONTH OF ELECTRICITY GENERATION BY THE EPP. NOT ONLY, THE OFFICIALS FELT, WOULD POSITIVE PUBLIC PERCEPTION OF THE POWER BARGE PROJECT PEAK AT THIS TIME, BUT THE GOVERNMENT WOULD STILL BE FEELING THE HEAT TO DEMONSTRATE ITS SERIOUSNESS IN MEETING THE PRESIDENT'S OVERALL POWER GENERATION OBJECTIVES FOR THE COUNTRY. THUS, IPP NEGOTIATIONS THIS TIME COULD BE CONSIDERABLY LESS PAINFUL THAN THE INITIAL EPP/IPP NEGOTIATIONS IN 2000. (NOTE: ORIGINALLY, ENRON HAD COMBINED THE EPP AND IPP INTO A PACKAGE DEAL, BUT POLITICAL WRANGLING WITHIN THE GON FORCED ENRON TO SEPARATE THE TWO CONTRACT PROPOSALS. END NOTE.) WITH PROMPT AGREEMENT ON AN IPP CONTRACT, PROJECT OFFICIALS WERE CONFIDENT THE POWER PLANT COULD COME ON LINE AS EARLY AS MID-2003.

6. (SBU) COMMENT: WHILE THE QUANTITY OF GENERATED POWER FROM THIS PROJECT, EVEN WHEN FULLY ON STREAM, IS NOT

7

VERY LARGE, THE ADDITIONAL ELECTRICITY WILL NONETHELESS  
BE VERY WELCOME IN POWER DEFICIENT LAGOS STATE. PERHAPS  
MOST IMPORTANT, PROJECT OFFICIALS SUGGEST, IS THE  
PERCEPTION THAT FOREIGN INVESTORS CAN NOW SAFELY ENTER  
NIGERIA'S POWER MARKET. THEY EXPRESSED HOPE THAT THIS  
PROJECT WILL CATALYZE ADDITIONAL AMERICAN INVESTMENT IN  
THE SECTOR AND AID THE EFFORTS OF THE MULTINATIONAL OIL  
COMPANIES ATTEMPTING TO ESTABLISH THEIR OWN IPP'S.  
ACCORDING TO THE AES REPRESENTATIVE, HIS COMPANY IS  
ACTIVELY SEARCHING FOR ADDITIONAL INVESTMENT  
OPPORTUNITIES IN NIGERIA, NOT ONLY IN POWER GENERATION,  
BUT IN POWER TRANSMISSION AND DISTRIBUTION AS WELL.

SERPA

UNCLAS SECTION 02 OF 02 LAGOS 000460

SENSITIVE

STATE PASS OPIC, EXIM

E.O. 12958: N/A

TAGS: ENRG, ECON, EINV, OPIC, EXIM, NI

SUBJECT: POWER BARGES SOON TO DELIVER DESPERATELY  
NEEDED ELECTRICITY TO LAGOS

UNCLASSIFIED

3

BT

#0460

617C

NNNN

<Msg> MSG000603087507

**Deutsch, Kathleen**

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**From:** Deutsch, Kathleen  
**Sent:** Monday, August 21, 2000 12:51 PM  
**To:** Fariello, Theresa; Brodman, John  
**Subject:** RE: ENRON

Thanks, will do.

—Original Message—

**From:** Fariello, Theresa  
**Sent:** Monday, August 21, 2000 12:08 PM  
**To:** Brodman, John; Deutsch, Kathleen  
**Subject:** RE: ENRON

OK to invite USTR. I think DLG will chair.

—Original Message—

**From:** Brodman, John  
**Sent:** Monday, August 21, 2000 11:31 AM  
**To:** Fariello, Theresa; Deutsch, Kathleen  
**Subject:** ENRON

Terri,

will you chair the meeting tomorrow, or David G. [ Also, Harvettia suggests that we invite someone from USTR. I see no problem, OK? ]

## MEMORANDUM FOR DAVID GOLDWYN

**FROM:** John Brodman

**SUBJECT:** Meeting with Enron Officials Regarding Argentina

Representatives from Enron are coming in Tuesday, August 22 from 1:30 - 2:30 p.m. to brief you on a problem they are having in Argentina. They will be accompanied by outside counsels - one from Argentina and one from a U.S. firm. Enron officials will include: *Terry Thorn*, Executive Vice President, International Government Relations and Environmental Affairs; *Joe Hillings*, Vice President, General Manager, Federal Government Affairs; *Michelle Ann Blaine*, Senior Counsel; and *Stephen D. Burns*, Director, Federal Government Affairs. Counsels include: *Raymond Doak Bishop*, King and Spaulding; and *Guido Santiago Tawil*, M. & M. Bomchil (in Argentina). We have also just learned that *George Pickart*, International Affairs Director for CMS Energy, will be joining in the meeting since their situation in Argentina is similar to Enron's.

### **Background:**

This issue involves Enron's natural gas pipeline in Argentina, the TGS Pipeline (Transportation Gas del Sur), and a taxation matter the company has been trying to resolve for some time. CMS Energy owns another pipeline, TGN (Transportation Gas del Norte), and is facing the same problem as Enron. Attached is a backgrounder prepared by Enron.

The Argentine Constitution allows the 24 Provincial States and the Federal District of Buenos Aires to assess and collect taxes free of federal government intervention. One of the most significant revenue sources is a "stamp tax" which is levied on the "value" of a contract that is executed in a province. We understand such contracts are no longer used for gas transportation and distribution, but that three provinces have created their own interpretation of the stamp tax. Not only do they insist TGS is subject to the stamp tax, but that coverage is retroactive for at least five years. They are also imposing financial penalties for non-compliance which we understand could triple the amount currently owed (\$600 million).

A number of contracts preceded the privatization of the state-owned gas company, Gas de Estado, and the federal government agreed to indemnify companies against the stamp tax. The federal government and provincial states signed a tax reform pact in 1993, but most of the commitments never took effect due to changes in the economic environment during the 1990's. Many of the provinces are suffering from dire economic conditions and so are unwilling to give up any sources of revenue, especially from foreign investors.

While the federal government is sympathetic to Enron's position, the issue is still unresolved.

Enron officials worked with the Menem government and have had numerous meetings with key officials in the de la Rúa administration. Our Embassy has also been involved and has discussed the matter at every opportunity. In fact, the latest intervention was last Friday during a dedication of a new gas pipeline in the province of Corrientes. Doug Climan, the economic and energy officer in the U.S. Embassy, spoke with Energy Secretary Montamat again and reported the following: "Montamat's (and the Argentine government's) line on this issue is consistent: he recognizes the significance of the stamp tax issue – and the negative impact stamp tax duties have on new foreign capital investment in the provinces. He explained the de la Rúa administration is approaching this issue within the context of a broader GOA push to restructure federal/provincial 'co-participation' revenue sharing..an alliance moving painfully slowly given the political realities the Alliance administration is dealing with."

Climan also reported that the AmCham tax committee (where Enron's attorneys play a significant role) has distributed position papers stating that provincial stamp tax duties clearly violate Argentina's federal tax code.

Enron is briefing you and officials at State on the details of the matter and regarding their intention to take legal action. They will discuss plans to take the matter to the International Center for the Settlement of Investment Disputes (ICSID) within the World Bank. ICSID was created to facilitate the settlement of investment disputes between governments and foreign investors.

Attachment

**Deutsch, Kathleen**

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**From:** Climan, Douglas P [ClimanDP@state.gov]  
**Sent:** Wednesday, August 23, 2000 1:08 PM  
**To:** Deutsch, Kathleen  
**Subject:** FW: Heads Up: Sec. Richardson LatAm tour in October

KD, FYI re scheduling.....D

-----Original Message-----

**From:** Drucker, Milton K  
**Sent:** Tuesday, August 22, 2000 11:22 AM  
**To:** Climan, Douglas P; Thompson, Stephen H  
**Cc:** Irwin, Jeff C(WHA/BSC)  
**Subject:** RE: Heads Up: Sec. Richardson LatAm tour in October

make sure deutch knows that sec def ius coming down (the following week?) so they don ;'t come up with a revised schedulewith richardson in on top of cohen.

-----Original Message-----

**From:** Climan, Douglas P  
**Sent:** Monday, August 21, 2000 2:06 PM  
**To:** Drucker, Milton K; Thompson, Stephen H  
**Cc:** Irwin, Jeff C(WHA/BSC)  
**Subject:** Heads Up: Sec. Richardson LatAm tour in October

Milt, Steve:

Just spoke with DOE's Kathy Deutch on the Enron Stamp Tax issue (Enron will see both DOE and State on this tomorrow....per emails forwarded from Jeff Irwin, they appear to have softened their stance on making payments to the provinces provided such additional costs can be passed through to consumers). Enron's Bomchil & Bomchil lawyer - who has been leading Enron's \$500 million binding arbitration bid against the GOA - is accompanying Enron's Washington delegation.

FYI, Kathy mentioned that Sec. Richardson is planning a LatAm tour - to include stops in Brazil and Argentina - October 12-17. Perhaps we can make use of this visit to push the Stamp Tax issue forward - perhaps by arranging meeting with some provincial governors who recognize the long term damage these post-contract provincial taxes have on the provinces' ability to attract new international capital.

Thoughts? Doug

**Deutsch, Kathleen**

**From:** Climan, Douglas P [ClimanDP@state.gov]  
**Sent:** Wednesday, August 23, 2000 1:07 PM  
**To:** Deutsch, Kathleen  
**Subject:** FW: August 22 meeting @ 8:30 AM: Argentine Tax Stamp Issue

-----Original Message-----

**From:** Climan, Douglas P  
**Sent:** Saturday, August 19, 2000 4:31 PM  
**To:** Irwin, Jeff C (WHA/BSC)  
**Cc:** Thompson, Stephen H  
**Subject:** RE: August 22 meeting @ 8:30 AM: Argentine Tax Stamp Issue

Hi Jeff,

Enron's point well taken....we've raised this every time we've met with Energy Secretary Montamat....I discussed the issue with him again just yesterday at the TGN pipeline dedication in Uruguayana.

Montamat's (and the GOA's) line on this issue has been consistent: He recognizes the significance of the stamp tax issue -- and the negative impact stamp tax duties have on new foreign capital investment in the provinces. Montamat explained that the de la Rúa administration is approaching this issue within the context of a broader GOA push to restructure federal/provincial "co-participation" revenue sharing...an initiative moving painfully slowly given the political realities the Alliance administration is dealing with. See Janet's recent cable on the provincial budget situation. Also note that the Amcham tax committee (where Enron's lawyers play a prominent role) has distributed position papers stating that provincial stamp tax duties clearly violate Argentina's federal tax code.

Montamat told me that he has been pointing out to provincial governors that their "opportunistic behavior" cannot help but diminish foreign investment inflows and so reduce the province's long term development potential. This has been our argument as well.

Let us know how things go. Note that the embassy is closed Monday for a local holiday. I'm on duty this week and can be reached at home on Monday at \_\_\_\_\_ if I can be of any help.

Best, Doug

-----Original Message-----

**From:** Irwin, Jeff C  
**Sent:** Friday, August 18, 2000 12:19 PM  
**To:** Climan, Douglas P (Buenos Aires)  
**Subject:** FW: August 22 meeting @ 8:30 AM: Argentine Tax Stamp Issue

Importance: High

Doug - Linda and I will meet with them next Tuesday...

-----Original Message-----

**From:** Lora.Sullivan@enron.com <mailto:Lora.Sullivan@enron.com>  
<mailto:Lora.Sullivan@enron.com> <mailto:[mailto:Lora.Sullivan@enron.com]>  
**Sent:** Friday, August 18, 2000 10:13 AM  
**To:** irwinjc@state.gov <mailto:irwinjc@state.gov>  
**Cc:** Stephen.D.Burns@enron.com; <mailto:Stephen.D.Burns@enron.com>;  
Amy.Fabian@enron.com <mailto:Amy.Fabian@enron.com>

(b) (6)

36

475

Subject: August 22 meeting @ 8:30 AM: Argentine Tax Stamp-Issue  
Importance: High

CONFIDENTIAL -- Please view all documents and attachments as confidential.

Thank you.

Joe Hillings

Regarding our pipeline (TGS), I talked to Cristian Dougall who is dealing with stamp tax issues. He said:  
Provinces claimed TGS \$600 millions for stamp tax on transportation contracts from 1992 to 1998.  
For the future, TGS is working with the Federal Government (Roberto Eilbaum) to pay "something", as long as there is pass through of the tax to the rates. TGS would like to make this payment through an increase in the gross receipts tax (since in this way it would be easier to pass through the tax to rates)  
ENARGAS (Natural Gas Regulatory Agency) would reject the pass through to the rates.  
For the past, TGS did not accept to pay anything.  
ADIGAS (Association of Distributors) complained to Machinea (Minister of Economy) about the stamp tax.  
It has been approved an agreement among the Federal Government, the Provinces, transcos and discos to stop the legal terms until August 31, trying to reach an agreement among the parties involved.  
Bob Williams and Michelle Blaine are Enron's experts in the subject  
Cristian Dougall also told me he will send a report he has prepared on this issue.

Regarding our marketing business, I think it would be a great opportunity to ask US government to tell to Argentine government that both stamp and gross receipt tax hamper the marketing business. It is virtually impossible to develop an activity with very low margins, as wholesale energy marketing, with the current average gross receipts and stamp tax rates (aproximately 3% and 1% respectively). Attached are two documents related to gross receipts and stamp taxes and the meetings we attended related to this issue.  
(See attached file: TAX-whitepaper.doc) (See attached file: main meetings.doc)

<< File: TAX-whitepaper.doc >> << File: main meetings.doc >>

## Deutsch, Kathleen

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**From:** Fariello, Theresa  
**Sent:** Monday, September 18, 2000 11:25 AM  
**To:** Deutsch, Kathleen  
**Subject:** RE: Argentina

OK, thanks.

—Original Message—

**From:** Deutsch, Kathleen  
**Sent:** Monday, September 18, 2000 11:14 AM  
**To:** Fariello, Theresa  
**Subject:** RE: Argentina

Dear Terri,

I called Doug Climan in the Embassy again (I left two messages for him last week but he never called back) and he is out with a delegation again today. Left a message. Jeff Irwin (Argentina Desk at State) hasn't heard a read-out from Enron's meeting with Ambassador Walsh and hasn't seen a cable yet. Called Joe Hillings who isn't in and left a message with Laura Sullivan. Hope to hear from everyone tomorrow, but if I don't, I'll follow up again.

Kathy

—Original Message—

**From:** Fariello, Theresa  
**Sent:** Monday, September 18, 2000 8:01 AM  
**To:** Deutsch, Kathleen  
**Subject:** Argentina

What have we been able to find out on the stamp tax issue?

**h, Kathleen**

**From:** Billig, Michelle  
**Sent:** Friday, January 12, 2001 5:09 PM  
**To:** Deutsch, Kathleen  
**Subject:** FW: US Cooperation With Argentine Mining Undersecretariat

interested?

-----Original Message-----

**From:** Dudley, James L [mailto:DudleyJL@state.gov]  
**Sent:** Friday, January 12, 2001 5:02 PM  
**To:** Billig, Michelle  
**Subject:** FW: US Cooperation With Argentine Mining Undersecretariat

Hi, Michelle. Are you interested in this sort of report? -James

> -----Original Message-----

> **From:** Climan, Douglas P  
> **Sent:** Friday, January 12, 2001 4:50 PM  
> **To:** Irwin, Jeff C (WHA/BSC); Wilson, Jim; Dees, Valeri; Carter-Tripp,  
> Marshall; Crosby, Colin; Dudley, James L (Main State); 'bleiwas@usgs.gov'  
> **Cc:** Thompson, Stephen H  
> **Subject:** US Cooperation With Argentine Mining Undersecretariat

> **To:**

> **WHA/BSC:** Jeff Irwin  
> **EB/ESC:** James Dudley  
> **FCS:** Jim Wilson  
> **DOC:** Valerie Dees  
> **USGS:** Don Bleiwas  
> **EST:** Marshall Carter-Tripp/Colin Crosby

> Met today with Pedro Cascales, the GOA Mining Undersecretariat's Special  
> Projects Coordinator and Luis Gadea, Advisor to review GOA mining sector  
> priorities, opportunities for possible USG/GOA cooperation and USG  
> investment. A wide-ranging conversation which I've summarized below seems  
> to have something for everyone - State EB and OES, FCS/DOC and USGS.  
> I'd appreciate your thoughts on how to pursue this. Best, Doug

> \* Rio Turbio Coal Mine: Cascales noted the GOA's strong interest in  
> the Rio Turbio, Santa Cruz province, underground coal operation,  
> Argentina's largest coal mine. The mine was privatized in 1994 under a  
> structure which obligates the federal government to provide a \$2  
> million/month subsidy through 2004. The mine is managed by any Argentine  
> group, maintains a \$1.6 million monthly payroll and has a fixed-price  
> sales contract - at roughly \$30/ton over current market prices - with an  
> Argentine power plant. Cascales says a USGS engineer is currently working  
> at the mine site to evaluate mercury levels. (USGS - do you have any info  
> on this??)

> The GOA's goal - no surprise - is to make the mine more of a going concern  
> post 2003 expiration of the fixed-price sales contract, to cut off or  
> minimize the GOA subsidy, and to deal cost effectively with  
> mercury-related environmental issues. They want to know if the USGS has  
> the interest/resources to conduct an independent evaluation of the mine's  
> economic viability. Cascales asked whether any such cooperation could be  
> facilitated via the 1972 USG/GOA Scientific and Technical Cooperation  
> Agreement or the 1996 Energy Technology Cooperation Agreement.

> \* Iparsa (sp?) Iron Mine: Cascales noted that the GOA is interested in

> re-starting a Rio Negro iron ore mine that has been closed for a number of  
> years but has been maintained (pumped) by the province. Two years ago  
> Japan's JAICA completed a study of a potential \$300 "pelletization"  
> conversion which could make the mine a going concern and reduce the iron  
> ore's high phosphorous content. Cascales noted that the GOA has been  
> trying to interest Argentina's major steel producers Acindar Industria  
> Argentina and Siderar (a member of the Techint industrial group) in  
> becoming end-users for a revitalized mine's product. He promised to  
> forward a copy of the JAICA report and wonders whether we can help  
> identify possible U.S. candidates as mine operator. (FCS/DOC any ideas?)

>  
> \* Short-line Railroad Development: The GOA is exploring  
> rehabilitation/development of a number of short-line railroads to service  
> mining ventures in the northwest. A high priority is a 120 kilometer  
> line to service the two mega-gold projects in the San Juan province  
> cordillera Lama (Barrick) and Veladero (Homestake/Barrick). I noted that  
> the USA's Railroad Development Corporation is an investor in both the  
> Buenos Aires al Pacifico (the line to Chile) and Ferrocarril Mesopotamico  
> (the line to Brasil, Paraguay and Uruguay) operations. Cascales asked  
> for a contact.

>  
> \* Energy: The Mining Line: Cascales raised the development of a high  
> capacity Mining Line parallel to route 40 as key to the development of new  
> world class mega-projects (Alumbrea, Lama, etc.) in this region. The  
> GOA, he said, plans to put up 90% of needed funds (\$20 million a year for  
> five years) and is looking for sponsors and "initiators." (FCS - was this  
> project included in the GOA's \$20 billion infrastructure wish list?)

>  
> \* Propane/Butane Shortages: Cascales noted that the Arg. private  
> sector is warning of shortages of butane and propane supplies-he wondered  
> whether the USG could offer any advice on improving secondary market  
> trading in these energy staples.....I suggested he get in touch with Enron  
> which has done pioneering work in developing secondary trading markets in  
> a variety of energy contracts. *R-104 Se \**

>  
> \* Small Mining Company Finance: Cascales wondered whether the USG  
> (FCS? SBA?) could offer any advice on facilitating creative private sector  
> financing for small and medium sized mining enterprises. He noted that  
> numerous small Argentine mining players are seeking international JV  
> partners.

>  
> Rest of our conversation focussed on current Argentine mining legislation  
> and the disconnect between various federal provisions and individual  
> provinces "interpretations" of tax and legal code issues. He called  
> Neuquen's new legislation model and Catamarca's (Bajo de Alumbrea) approach  
> an ongoing headache. Catamarca has long been in conflict with the federal  
> government over the its 'valor boca mina' royalty calculations.

>  
> Best, Doug

**Memorandum  
Unclassified**

January 19, 2001

**To:** AMB: James Walsh  
**Through:** DCM: Milt Drucker  
**From:** ECON: Steve Thompson  
**Subject:** CMS Energy Request for Embassy Advocacy  
Meeting Thursday, January 25 @ 11:00

**Attendees:** -- Tom Miller, V.P. Gas Transmission  
-- Francisco Mezzadri, Regional Manager Southern Hemisphere  
-- Bernardo Velar Irigoyen, Executive Director

CMS Energy, a 30% shareholder in Transportadora del Gas del Norte (TGN), wants to update you on the conflict between Argentine energy companies and the GOA on the linkage of Argentine natural gas prices to the U.S. Producer Price Index (PPI).

During Argentina's energy privatization exercise in 1992, contractual links to U.S. inflation indices were included in natural gas license agreements to help attract foreign investment to this sector. U.S. and Argentine inflation indices have diverged markedly, however. The GOA now claims that the PPI linkage affords gas licensees unearned windfall profits. CMS and Enron (a shareholder in Transportadora del Gas del Sur -TGS) disagree, note that the heavily energy-weighted US PPI was lower than the Argentine PPI from April 1995 through October 1998, and call this a "sanctity of contract" issue.

Although a compromise settlement was reached by gas companies and the GOA Economy Ministry in August 2000, ongoing legal challenges by the GOA Public Defender have prevented gas companies from including recent PPI adjustments in their rate base. Both CMS and Enron stand to lose millions in potential revenues.

**Suggested Talking Points:**

- My economic team has raised this issue repeatedly with Ministry of Economy officials, including Energy Secretary Debora Georgi and with her predecessor, former Energy Secretary Daniel Montamat.
  - We emphasized that sanctity of contracts is key to maintaining long term international investor confidence in Argentina.
- The GOA sees itself between a rock and a hard place: Officials recognize the risk this conflict poses to international investment flows but face considerable consumer and political sensitivity to price increases during a period of economic recession and price deflation.
- With this case now in the courts, Embassy advocacy is constrained. We do not, as a matter of U.S. policy and U.S. law, interfere in third country judicial proceedings.

**Background:**

- During Argentina's energy privatization exercise in 1992, natural gas licenses were awarded to eight distributor and two transportation companies, including four with U.S. interests: TGN (CMS), TGS (Enron) Gas Pampana (Sempra) and Gas Centro (Louisville Electric). TGS officials have also requested a meeting to discuss PPI issues.
- In January, 2000 the GOA announced to gas licensees that it would not accept any further PPI-indexed adjustment to tariffs rates. Following negotiations, CMS and other gas licensees agreed to postpone application of a 3.8% PPI adjustment for six months. This agreement was documented in a January 10, 2000 resolution by regulator ENARGAS.
- In May 2000, the GOA reneged on its January 10 agreement. A new agreement was signed July 17, 2000 which called for January 2000 – January 2002 PPI adjustments to be *partially* implemented on a *deferred* timetable. This agreement was ratified by Presidential Decree 669/00 on August 4, 2000.
- When the issue of PPI indexing and contract sanctity was raised with Economy Minister Machinea during the June 2000 visit of President de la Rúa to the U.S., Machinea stressed that concession contracts had not been changed – but rather that private investors had negotiated new price agreements with the GOA.
- On August 8, 2000 the GOA Public Defender asked the courts to declare unconstitutional the Natural Gas Law that originally established PPI-indexing of natural gas tariff rates. The Public Defender argued that the 1992 Natural Gas Law violates the earlier 1991 Convertibility Law, which prohibits indexing. (Note: No constitutional objections were raised when the Natural Gas Law was originally submitted for Congressional Approval in 1992).
- Argentine courts issued an injunction to stop the tariff adjustments and, on August 31, ENARGAS issued a resolution requiring TGN to roll back tariffs to May 2000 levels. TGN has appealed the injunction to an appeal court. A ruling is anticipated by March 2001.
- CMS alleges PPI index-related losses of roughly \$15 MM for 2000 and estimates PPI index-related losses of \$26 MM for 2001.

**Attachments:**

- U.S. vs. Argentine PPI trends 1993 to present
- Bios: Tom Miller and Francisco Mezzadri
- CMS: Assets in Mercosur Region

# DRAFT FOR COMMENT

## Potential Workshop Participants:

The following is a list of known participants in efforts to develop U.S.-Mexican Cross-Border Energy Infrastructure. The workshop would be limited to forty participants chosen as individuals, not as representatives of companies of public agencies. They would be chosen based on experience and knowledge of

## US Side of the Border:

### Gas & Electric Companies

Calpine  
Enron ←  
NRG  
PNM  
Tuscon Electric Power  
El Paso Gas  
Sempra (George Williams)

### Regional Transmission Authorities

ERCOT (Texas)  
WSCC (Western Sustainability Coordinating Council)

### ISOs

Three in Texas  
California

### Federal Government Agencies

Department of Energy  
EPA  
Bureau of Land Management (BLM)  
Western Area Power Administration (WAPA)  
Bonneville Power Administration (BPA) . . . relevant experience?  
Tennessee Valley Administration (TVA) . . . relevant experience?

### State Government Agencies

Texas (?)  
California (?)  
New Mexico Environmental Department  
Arizona Corporation Commission (Transmission Responsibility)

## Mexican Side of the Border:

### Federal Government Agencies

Energy Ministry  
Commerce  
CFE  
PEMEX

DRAFT FOR COMMENT

# **DRAFT FOR COMMENT**

**INE**

## **State Government Agencies**

**Nuevo Leon**

**Tamaulipas**

**Coahuila**

**Chihuahua**

**Sonora**

**Baja California**

**DRAFT FOR COMMENT**

## United States - Mexico Electricity Trade

2-14-2001  
Updated Version of  
Paper drafted  
6-4-97

### Issue:

Excess electric power generation capacity in the United States makes the prospect of long-term electricity sales to the Mexican state utility, the Comision Federal de Electricidad (CFE) likely. Changes in the U.S. electricity sector -- primarily open access transmission and the entry of intermediaries (power marketers, power brokers and load aggregators) into the market -- will increase opportunities for U.S. utilities and other providers to meet Mexico's growing demand. However, international and regional transmission capacity is currently inadequate in some border areas and must be expanded if the potential for increased electricity trade is to be realized. At issue (as expressed during the recent U.S.-Mexico Binational Commission meeting) is whether, and how, the two governments may be able to help facilitate the expansion of transmission capacity and maintain a positive investment climate.

### Background:

Electricity trade between the United States and Mexico has existed since 1905, when privately owned utilities located in remote towns on both sides of the border helped meet one another's electricity demand with a few interconnected low voltage lines. Over the years, both countries developed highly regulated, structured electricity sectors. Cross-border electricity trade fluctuated, and a number of major and minor transmission lines were constructed. However, for technical and other reasons, U.S.-Mexico electricity trade has remained fairly limited, except in the California-Baja region. Now, due to significant changes occurring in the electricity sectors of both countries, there is an opportunity for increased trade, especially in the border area.

In 1937, the government of Mexico created a state utility, the Comision Federal de Electricidad (CFE), to generate, transmit and distribute electric power in areas not served by private utilities. Beginning in 1960, CFE purchased the shares of those private utilities, and ultimately controlled all electricity generation, transmission and distribution in Mexico. In the United States, in 1935, the Federal Power Act was passed, creating the Federal Power Commission (FPC) and vesting it with the authority to regulate interstate sales of electric power, and to regulate exports of electricity to foreign countries. Today, the Federal Energy Regulatory Commission (FERC), successor to the FPC, still regulates interstate electricity sales, and the Department of Energy issues permits to export electric power and to construct and operate international transmission lines.

In the last five years, significant changes have been occurring in both countries. Consistent with terms and conditions contained in the Energy Chapter of the North American Free Trade Agreement (NAFTA), in December 1992, Mexico changed its basic law on electricity to permit private investment in electric power generation. Also in 1992, the United States Congress passed the Energy Policy Act containing provisions which encouraged competition, and led various parties to undertake the restructuring of the electric power industry. One result was FERC's issuance of Orders 888 and 889 in April, 1996. Those orders opened much of the U.S. electricity transmission system to all wholesale buyers and sellers of electricity, thereby

increasing competition in wholesale markets.

Underway now is the effort to complete the restructuring of the electricity industry. The Administration, led by the Department of Energy, is developing proposed legislative language which will address a broad range of major issues. Several electricity industry reform bills have been proposed in Congress, and some key legislative leaders have made passage of such legislation a priority. In addition, a number of states are introducing or considering competition in retail markets. States already exercise varying degrees of authority over the activities of electric utilities through regulatory agencies generally called Public Utility or Public Service Commissions. All these Federal and State actions are likely to affect our cross-border electricity trade, but what the impacts will be is still relatively undefined.

Mexico projects a growth rate in electric power demand of over 5 percent for the next decade, with demand in the border region reaching 7-8 percent. CFE projects that Mexico will require an additional 10,000 Megawatts (MW) of added capacity by 2005. In addition, CFE is expected to solicit bids to import power along the border to meet expected increases in demand between 1997-99 and beyond. We understand CFE is considering options for meeting long-term border requirements, which could include signing long-term power purchase agreements with U.S. suppliers, entering into joint venture projects with U.S. companies to build generating plants or transmission facilities in the U.S., or purchasing existing power plants in the U.S.

#### Current Situation:

The current situation along the border is that existing interconnections between Mexico and the U.S. are relatively limited and are constrained by non-synchronous cross-border ties everywhere except in the Southern California/Baja California region. There are 10 major (69-230 kilovolts) transmission lines that cross the border and 18 additional lines under 69 kilovolts. Except in the California/Baja region, the major transmission systems of the U.S. and Mexico are normally disconnected and can be used only on a block-loading basis where physical portions of one system are separated and then loaded onto another. In the case of the smaller connections, they were constructed primarily to serve a specific, smaller load. These facilities were not designed to be capable of being operated for wholesale, bulk power transactions.

In particular, one utility, El Paso Electric Company (EPE), owns the only major U.S./Mexico interconnections in the West Texas, New Mexico area. EPE is currently engaged in administrative litigation before both the FERC and DOE (Enron Power Marketing Incorporated/El Paso Electric proceeding) over certain legal and technical matters related to access to those cross-border transmission facilities by other utilities or power marketers.

While the issue of how to solve the regional transmission capacity shortage is a commercial decision which will ultimately be made by the industry based upon market factors, there are some actions which the two governments may be able to take to help facilitate the regulatory process and maintain a positive investment climate. DOE is willing to propose several courses of action it could take unilaterally, and to suggest other activities which could be done jointly. In addition, a recent study prepared by the U.S. Agency for International Development (USAID), CFE, and a

U.S. utility, Salt River Project Agricultural Improvement and Power District (SRP), on the legal and regulatory factors affecting cross-border electricity trade, suggested some additional actions for consideration.

Next Steps:

The following are actions which could be taken by DOE and/or FERC to help facilitate the regulatory process affecting our cross-border electricity trade.

- DOE will undertake a review of our international electricity authorities and associated regulatory processes to make sure they are as efficient and streamlined as possible. For example, one area identified by the Mexican government for clarification is the environmental review process required for international transmission facilities.

DOE is required by law (National Environmental Policy Act of 1969) to assess the environmental consequences of a proposed Presidential Permit or an electricity export authorization. Implementing regulations contain the requirements for three levels of review; a determination as to which level of review is required is made for each application. While the steps to be taken for each level are clearly defined and subject to prescribed periods of time to carry out certain actions, it would be useful to review the approval process to determine if any streamlining is possible.

- An effort will be made to resolve the Enron Power Marketing Incorporated/El Paso case and concurrent issues, as the El Paso system provides the only major access point into the CFE grid in that part of the region. In conjunction with that effort, DOE will explore whether legislation may be required to resolve or clarify certain issues.
- It is important to continue to reach a common understanding concerning the international applicability of FERC Order 888, and how various provisions may affect CFE (and Canadian utilities) and our cross-border trade. To this end, it may be useful for U.S. and Mexican energy regulatory agencies, the two energy departments, and CFE to discuss this, and other relevant issues, in depth. (A similar suggestion was made in the USAID/CFE report.) The FERC, of course, cannot discuss any pending contested cases.

Order 888 established a transmission reciprocity principle, but its applicability in the international arena is still not entirely understood. On May 16, 1997, FERC issued an "Order Clarifying Order No. 888 Reciprocity Condition and Requesting Additional Information" (Order 888-A). This order was issued to clarify the reciprocity condition as it applies to Canadian sales of electric power to U.S. utilities at the border, but presumably, the policy for U.S.-Mexico trade would be similar.

Other activities that DOE could undertake alone, or work on with the Secretariat of Energy (SE) and/or CFE, could include:

- Work with the North American Electric Reliability Council regional groups (Western

Systems Coordinating Council, Electric Reliability Council of Texas, and the Southwestern Power Pool) to prepare a supply/demand outlook for the region. Part of this effort could also include discussing with regional utilities any plans to expand existing transmission capacity (perhaps including a "re-examination of the technical

feasibility of additional AC interconnections between CFE, WSCC and ERCOT", as suggested in the USAID report).

- In this climate of restructuring, efforts should be made to define, as clearly as possible, the potential impacts of various federal and state actions. DOE could work with the National Association of Regulatory Utility Commissioners (NARUC) to develop training sessions which describe restructuring efforts in the border states for CFE and Mexican government officials, or Mexican and U.S. participants in cross-border electricity trade.
- DOE and SE to participate in workshops/conferences such as the Phoenix conference, to discuss opportunities for increased cross-border electricity trade, and financial and economic issues associated with that level of trade.
- The USAID report suggested an analysis be done of "optimal project finance 'modes' to facilitate cross-border activity." This issue could be pursued further if it is determined that financing of the necessary facilities will be problematic.

## Talking Points

### **C/LAA Energy Business Team Meeting**

Tuesday, June 27, 2000/10:00 a.m.

(Room 8E-089)

#### Welcome Remarks

- Thank you for taking the time out of your busy schedules to meet with us this morning.
- As remarked on several occasions, we find these meetings to be extremely useful. The opportunity to meet with the private sector, a key constituency of the Department, is very important.
- Your input into the Hemispheric Energy Initiative (HEI), on which I will provide an update, helps us immensely. Though parts of the process are closed to the private sector we are working with C/LAA to provide greater access. John Harrington will talk about our efforts in this area.
- I see we have some new faces. Before I turn the meeting over to our Chair, Mariell Mahan, Vice President for Central America and the Caribbean, Enron, I would like to take a moment to go around the room and introduce ourselves.

#### Hemispheric Energy Initiative

- I know many of you are familiar with the HEI process, but for those of you who are not, I would like to take a couple of minutes to provide some background.

#### Background

- The HEI process began in 1995. It has its roots in the Summit of the Americas Process. The foundation of the Initiative can be found in its Coordinating Secretariat, Steering Committee, Ministers Meeting, and the Working Groups.
- Venezuela's Ministry of Energy and Mines, the Department of Energy, and the Latin American Energy Organization makeup the Coordinating Secretariat. Among other things, the Secretariat administers the process and facilitates cooperation among the countries.
- Energy ministry representatives from the region's 34 democratically elected nations comprise the Steering Committee. The Committee determines the overall workload and serves as a governing body.
- The Meeting of Energy Ministers, which meets once a year, sets the agenda for the Initiative and their approval is required for all major initiatives.

- The Working Groups, which are currently being reorganized, develop the projects and are responsible for implementing most initiatives.

#### Ottawa Steering Committee

- Representatives from approximately 15 energy ministries attended the HEI's IX Steering Committee Meeting May 18-19, 2000, in Ottawa, Canada.
- The meeting was convened to discuss: 1) The restructuring of the HEI Working Groups; 2) How best to execute the commitments made at previous Ministerials; 3) The generation of a progress report on the actions taken to fulfill prior commitments; and 4) How to encourage the role of the private sector in the HEI.
- This audience will be interested in the restructuring of the Working Groups and the Steering Committee's discussion on private sector participation in the HEI.
- The private sector has always participated in the Working Groups. Together the private and public sectors have worked on the phasing out of lead as a gasoline additive; introduced natural gas buses into the transportation mix of Chile; jointly developed workshops on natural gas and electricity integration; established the first energy environmental forum; and worked on the setting of standards for efficiency.
- We do not see this level of joint cooperation changing.
- Approximately eight or nine countries will meet in Miami on the 17<sup>th</sup> to look at restructuring the Working Groups. A final vote on the proposals generated will take place in Peru at the next Steering Committee Meeting in early October. We will keep you informed as to what was agreed upon and the next steps for the private sector.
- Finally, all of the HEI participants have indicated an interest in having the private sector play a role in the HEI. The level of participation varies from country to country. The Department would like to see full participation (except in the Meeting of Energy Minister).
- In the past, the private sector, multilateral institutions, and NGOs participated in the Working Groups and sat as observers in the Steering Committee Meetings. Last summer in New Orleans the Department combined an HEI Meeting of Energy Ministers with a day of private/public dialogue.
- I will now pass the floor back to the Chair. John Harrington will take this private/public sector discussion a step further in a few minutes.

**Note:** We will handout the minutes from Ottawa and initial restructuring proposals.

Bilateral Meeting between Secretary Richardson and Canadian Minister Goodale  
Wednesday, January 27, 1999

The 17th International Energy Agency (IEA) Meeting of the Governing Board at the Ministerial-level and 25<sup>th</sup> Anniversary Celebration of the IEA

Preceding the Energy Ministerial, the IEA will hold a 25<sup>th</sup> anniversary celebration on Monday, May 24, consisting of a reception and ceremony attended by IEA Ministers, members of delegations, representatives of oil and energy industries, the press, IEA alumni and senior IEA and OECD staff. Dr. Henry Kissinger, the principal founder of the IEA, has been invited to make a memorial address.

The Governing Board, the senior policy making body of the IEA, meets at the Energy Minister-level every two years and will meet this year on May 25. The Ministerial provides overall policy direction to the cooperative efforts of the IEA, as reflected in a formal Communique released at the conclusion of the meeting. Minister Goodale and Minister Auken of Denmark are candidates to be the Chair. The Chair of the Ministerial will be determined in February at the next Governing Board Meeting by consensus.

**Proposed Format for the Ministerial:**

**Ministerial Dinner:** Ten CEOs of leading energy corporations join the ministers to discuss the climate change challenge under the liberalized market context. Oil, gas, coal and electric industry titans are included. Twelve invitees so far, including BP, Shell, Statoil, ENEL, a French cement company, a German gas company, Rio Tinto (Australian coal company), Enron/Leigh, AEP/Draper, Dow chemical, and Peabody (ex CIAB chair). The idea is to have a mixed group of Kyoto supporters and opponents to ensure a balanced view of the industry perspective on responding to climate change.

**Morning Session:** Focus on IEA priorities over the next 25 years with proposed topics of climate change, technology, policy reviews, approach to non-member countries, and emergency preparedness/oil security.

**Late Morning:** Adoption of the Communique

**Lunch Session:** Focus on oil market developments: implications of the oil price drops in 1997/98 and the impact on long-term security of supply and the consequences of the sharp and serious loss of oil revenues on social and political stability in a few major oil exporting countries

**Afternoon Session:** Press Conference held by the Ministerial Chairman and Executive Director Priddle.

## TALKING POINTS:

- This will be my first IEA Ministerial with the added festivities of a 25<sup>th</sup> Anniversary celebration it looks to be a very exciting 2-day event.
- I'm pleased with the IEA's initiative to include industry so that we have a mixed group of Kyoto supporters and opponents to get a balanced view of the industry perspective on responding to climate change.
- With energy security now firmly established as a global issue affecting all countries, its certainly will make for a stimulating topic for the lunch session.

*release*

*7-6-2000*

*Deutsch*

**MEMORANDUM FOR THE DEPUTY ASSISTANT SECRETARY FOR  
INTERNATIONAL ENERGY POLICY**

**FROM:** Henry Santiago, Acting Director, Office of Africa and the Americas

**SUBJECT:** Meeting with Dr. Antonio Luiz Silva de Menezes, Director, Engineering and Research (and Member of the Board of Directors), Petrobras

**SETTING:** Wednesday, July 12 at 10:00 a.m.; Rio de Janeiro, Brazil

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*b-5*

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Other broader concerns have been raised by Enron Corporation regarding "a variety of competitive problems that continue to exist in Brazil, caused by the Government slowing down or stopping the opening of the electricity and natural gas markets." They have urged Brazil to adopt and implement rules opening those markets. Enron is also very concerned about the great power Petrobras has within the Government of Brazil, and feels Petrobras is responsible for the change in policy from opening the market to a return to one of outright control.

A letter describing Enron's concerns, which are also mirrored by experts attending a recent meeting of the Institute of the Americas, is attached for your information. Enron urges that in your meeting with Petrobras officials, you reiterate Secretary Richardson's message about the benefits of regional integration, competition and transparency. They also suggest you send a strong message that U.S. companies who have invested billions of dollars in Brazil's infrastructure are frustrated and unlikely to commit more needed resources if the current trend continues.

Attachments:

No attachment

- 1) Petrobras Organization Chart
- 2) Petrobras Technological Incubator Program background
- 3) Letter from Enron Corporation

Gay, Carolyn

*Release*

From: Brodman, John  
Sent: Wednesday, February 21, 2001 11:44 AM  
To: Person, George; Gay, Carolyn; 'galloglysj@state.gov'  
Subject: FW: GE request for assistance

-----Original Message-----

From: Cohen, Lawrence E [mailto:CohenLE2@state.gov]  
Sent: Wednesday, February 21, 2001 11:11 AM  
To: Walker, M Karen(Main State)  
Cc: Brodman, John; Serpa, Nancy M; Pardo De Zela , Miguel; 'Steve Carrig'; 'Crystal Kaplan'; 'timinbosnia(a)hotmail.com'  
Subject: RE: GE request for assistance

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The ABB, OE, GE (perhaps), B&W, and Enron cases, among others, reflect fundamental problems here with sanctity of contracts, transparency, etc. They also appear, unfortunately, to be occurring with the tacit (or active) connivance of the highest levels of govt.

release  
\*  
5

> -----Original Message-----

> From: Walker, M Karen  
> Sent: Tuesday, February 20, 2001 5:04 PM  
> To: Cohen, Lawrence E(Lagos)  
> Cc: Martschenko, Alexander(West African Affairs).  
> Subject: GE request for assistance  
>

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483.

## Gay, Carolyn

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**From:** Person, George  
**Sent:** Friday, June 01, 2001 6:57 PM  
**To:** Pumphrey, David  
**Cc:** Coburn, Leonard; Gale, Barry; Price, Robert S; Cutler, Thomas; Sacks, Steve; Lahood, Samuel; Angulo, Veronica; DL-IA-3.2; Hudome, Randa  
**Subject:** DAR:5/30 - 6/1/01

**National Energy Policy:** Continued efforts to develop baseline on existing and planned international activities that support recommendations. (Andrea Lockwood)

**Caribbean and Latin American Action:** On May 30, 2001, Randa Hudome and representatives from International Affairs (IA) met with the Caribbean and Latin American Action (C/LAA), a non-profit organization, to discuss the issue of deregulation in Latin America and the Caribbean, as well as promotion of private investment in the energy sector. Participants included private sector representative who are on the C/LAA Board, such as the President of ExxonMobil InterAmerica Inc. and Director General of Grupo Imperial of Mexico. Topics included: the National Energy Policy; an upcoming regulators conference (possibly September in Miami) that will help promote regulatory coordination and cooperation in the Hemisphere; ways of advancing the formation of the Energy Business Forum or Network under the Hemispheric Energy Initiative (HEI); and considering a focus on regional cooperative agreements and coordination and energy sector issues in order to gain greater support. The outcomes from the HEI Ministerial in Mexico (March), the Summit of the Americas in Quebec (April), and recent Electricity Working Group Meeting in Mexico were discussed. Also, the meeting covered the upcoming North American Energy Initiative Working Group (with Mexico and Canada) on June 27-28th and C/LAA's initiatives on trade and investment in energy and Miami Conference (December 4-7th). (Gary Ward, Debra Smith, Gina Erickson, Erika Benson)

**Mexico:** Prepared one-pager to the Secretary on the Electricity and Gas Interconnections and Trade Working Group and provided debriefing. Follow-up actions include evaluating Mexican proposals for corridor study and a process for the Working Group, developing concept paper for cross-border infrastructure workshop with state representatives (possibly in San Antonio in July), and exploring the viability of the North American Development Bank for energy projects with potentially significant environmental benefits. (Kathy Deutsch)

**Canada:** Worked on revised letter to Minister Goodale and obtained concurrence from State Department and Policy. Fielded calls regarding proposed luncheon meeting at the Canadian Embassy with the Secretary and Alberta Premier Klein (S-2 to be proposed as a surrogate).

Reviewed request for DOE participation in an industry conference on "Far North Oil & Gas", which will be held in September (Calgary). The conference is sponsored by Insight Information and the sub-topic is "Experience Gained, New Developments for Oil & Gas Operations in the Northwest Territories, the Yukon and Alaska". A surrogate to Pumphrey may be the proposed option.

Discussed the Energy Consultative Mechanism Meeting, which State Department has proposed for July 17th in Ottawa.

**North American Energy Initiative Working Group:** Memorandum from the Secretary to White House Chief of Staff Card, Commerce Secretary Evans, and National Security Council Rice signed and faxed. Agenda revised and sent to State and Commerce for comment. Draft press release reviewed.

**Bolivia:** Vice President Quiroga briefed State's Undersecretary Larsen on the development of Bolivian natural gas fields. The discussion followed earlier ones between President Banzer and U.S. Officials in Quebec and Washington. President Banzer expressed an interest in selling Bolivian gas to California. Several options are being explored for shipping Bolivian natural gas to the U.S. market. BG International, and partners, BP Amoco and Repsol, are studying a proposal to build a Liquefied Natural Gas (LNG) Plant in Chile to export Bolivian natural gas to Mexico and California.

Noteworthy points include: Bolivia increased gas exports to Brazil to help alleviate the electricity crisis in Brazil; Enron recently put up for sale its interest in the former-state owned energy transportation company (Transredes) and potential buyers are Shell and Petrobras; and Vice President Quiroga will be meeting with BP, Exxon-Mobil, TotalFinaElf, Repsol and others with stakes in Bolivian natural gas (June 11-12th) to seek agreement on a joint approach in the exploration, development and transmission of the gas. (Erika Benson)

Erika Benson and Gina Erickson attended Mission Plan Review at State Department.

**U.S.-Africa Energy Partnership:** Transmitted letter of invitation from the Secretary to 12 African countries on the Women in Energy Program, which will be held in Washington (two weeks in July). Program is being sponsored by the Office of Economic Impact and Diversity. (Andrea Lockwood)

Discussed strategy for reinvigorating the Ministerial process and moving forward on the follow-up activities to the Oil Spill Response Workshop.

**Hemispheric Energy Initiative:** Discussed goals and strategy, including proposed Caribbean Gas Workshop (July), Electricity Regulators Workshop (September), process for evaluating activities, the pending requirement to hold a Steering Committee Meeting under the Mexican Ministerial Declaration, and the functioning and placement of the Coordinating Secretariat. (Gary Ward)

**Peru:** Discussed viable approaches for getting the bilateral agreement signed and efforts on organizing the Clean Cities Workshop in Lima (mid-July). (Gina Erickson).

**Nigeria:** Carolyn Gay reviewed outside proposals and responded to requests for information from Price Waterhouse and the consulting firm Thompson Cobb Brazilio and Associates. Worked on updating work plan and financial report related to the DOE-USAID interagency agreement and coordinating a meeting with USAID Nigeria Director Hobgood (in town) and DOE to discuss efforts under the joint program.

**Brazil:** An Interagency Working Group met on May 31st, to review issues that may be impacted by Brazil's 2002 Presidential Campaign and to plan next steps on existing/planned bilateral agreements and consultative mechanisms. Energy issues were dominant topic at the meeting in light of the current Brazilian energy crisis (energy rationing was scheduled to begin in Brazil June 1st). DOE, State and Commerce agreed to plan for energy consultations in support of the National Energy Policy. DOE emphasized that consultations should cover electric power generation issues, including fossil fuels, renewable energy and energy efficiency, and exploring ways of increasing oil production in Brazil. See additional (and similar) information via IA-41 write-up and collaboration of Soliman/Ward.

Gary Ward started preparing an assessment of the current energy situation in Brazil and possible roles for DOE, including policy or advocacy interventions on behalf of U.S. companies. Fielded inquiry from Enron representative regarding the situation.

**Personnel/Administrative:** Continued efforts to improve cable review and distribution process. Met with staff on different issues, including proposed travel, performance plan, developmental objectives, and strengthening the back-up desk officer process. On leave, Carolyn Haylock-White (Thursday). Person on leave Monday (June 4th), Andrea Lockwood will be acting.

## **Gay, Carolyn**

---

**From:** McCollum, Portia E [McCollumPE@state.gov]  
**Sent:** Thursday, April 26, 2001 10:21 AM  
**To:** Gay, Carolyn  
**Subject:** FW: INFO pls- I need on Thursday, April 26

> -----Original Message-----

> From: Cohen, Lawrence E  
> Sent: Thursday, April 26, 2001 9:00 AM  
> To: McCollum, Portia E (West African Affairs)  
> Cc: Carrig, Stephen J; Flook, Nathan D; Kaplan, Crystal T; Serpa, Nancy  
> M; Andrews, Timothy D; Jeter, Howard F  
> Subject: RE: INFO pls- I need on Thursday, April 26

> Portia:

> In response to your inquiry, cannot ever say for certain what may emerge  
> from OO. Moreover, on the energy side we may have more issues for OO than  
> he has for us.

> Assistance in the power sector: this was a key issue during the  
> Richardson visit. At that time the Sec. promised help and we delivered.

> For example, AID just co-sponsored a major conference on rural  
> electrification. DCE's John Brodman is on board in Abuja. We are not  
> being idle.

>  
> However, the GON is not pulling its weight. The AES barges are  
> ready to produce power but are awaiting NEPA and the FG to clear final  
> hurdles. Frankly, there is no reason except political that prevents this  
> project from being launched. It should be at the top of our agenda with  
> OO. The FG-inspired delays have already helped cause Enron to flee  
> Nigeria, and other investors will not put a dime into building JPPs if  
> this (much simpler) project does not take off soon. (We briefly discuss  
> the AES barges issue in a cable I drafted that is awaiting Abuja  
> clearance.)

>  
> We here cannot fathom what OO might want to raise at DOE. I doubt  
> he'll press us to keep oil prices high! He could raise assistance with  
> gas utilization but until the power sector's economics are fixed, I see  
> more lip service than action. Regional energy issues? Doubt it. The  
> bottom line is that except for E&P (and mostly off-shore) most foreign  
> investors are reluctant to look at downstream or power sectors. The  
> companies and the FG are engaged in a arm wrestle on terms of the PSAs.  
> Companies want 80:20 split; FG (NNPC) wants 70:30. But I doubt this issue  
> would be raised with DOE.

>  
> I believe our strong message should be: Get the AES project fixed  
> first and let it begin generating power promptly. Get off the dime in  
> breaking apart (privatizing) NEPA so that investment in this sector can  
> take place. And make real progress on fuel deregulation which will  
> alleviate fuel shortages, reduce corruption and make the refineries more  
> attractive to investors. On the later issue, I believe OO sees the light  
> but the politics are very sticky.

>  
> By the way fuel deregulation, if implemented, will likely raise gas  
> prices for Lagos consumers (where fuel is still obtainable for 22 N), but  
> lower it, effectively, everywhere else in the country -- particularly by  
> making it more readily available. Moreover, since most food moves from  
> north to south, lower real gas prices in the north should actually help  
> reduce food prices in Lagos. Another way to look at this issue.

>  
> GDP Statistics: Funny you should mention that one. That topic is  
> also included in my pending cable. The GON stats are very, very loose.  
> One month to the next we do not know, based on the FG's data, if 2000 GDP  
> growth was 3.8 or 2.8 percent. (I suggest to be cautious use the lower  
> figure which is essentially zero real growth.) This year real GDP growth  
> should be slightly positive. The overall GDP offered by the GON (\$42  
> billion) to me is little more than an educated guess. Go ahead and use  
> that figure. Whatever it is however, the real GDP, I am convinced, is  
> significantly higher. Economic activity in Nigeria is far greater than  
> that captured by the formal stats; its all around the streets and in our  
> homes yet not measured. Trade is also underreported, in order to avoid  
> taxes and tariffs.

> Larry

> -----Original Message-----

> From: McCollum, Portia E  
> Sent: Wednesday, April 25, 2001 10:45 PM  
> To: Cohen, Lawrence E(Lagos)  
> Cc: Carrig, Stephen J; Flook, Nathan D(Lagos)  
> Subject: INFO pls- I need on Thursday, April 26

>  
> OO has asked to meet with DOE Sec Abraham during his visit in May.  
> What energy issues is he likely to raise?

>  
> Do you have a good figure for Nigeria's GDP for 2000? IS it 36  
> billion or closer to 40 billion? Thanks!

To: John Brodman@ECONS@ABUJA

Hi John,

I've been in the office since Jan. 3rd now. I'm leaving this weekend to fly up to England and pick-up the family to bring them all back. I'll be back in the office on Wed. I haven't rolled up my shirtsleeves too much, other than meet with some people to see how the petroleum price increase actually came about, and what may be in store for the future.

The marketers still haven't seen any increase in their profit margin, something they want adjusted. They are eyeing the market closely, but one MD I spoke to said it still appears to be too risky to attempt direct importation. I take this to mean the "fixed price" isn't high enough to guarantee to cover all their costs if they imported directly. The price must be pretty close though because I know they are evaluating it. That's what I know from one marketer (one that the press has cited as planning direct imports, but so far they don't have any scheduled.)

I hope to get out soon and see about the status of the PSC negotiations, I know OPL (Chevron was signed) but I'm unsure about the others...

It's been interesting in the international press seeing Lukman's statements that he intends to roll back Nigeria's crude production to quota levels. We'll have to watch this and see what happens.

Cheers,

Nathan

-----Original Message-----

From: John Brodman [mailto:jbrodman@usaid.gov]  
Sent: Friday, January 11, 2002 9:39 AM  
To: FlookND@state.gov  
Subject: Happy New Year

\*\*\*\*\*  
\*

Larry and Nathan,

Happy New Year. Hope you guys had a good holiday. I'm back in the office and earing up for a slew of visitors. Looks like energy is off and running on all fronts. If I can help out on anything, let me know. I get a lot of inquiries about the ENRON collapse, and how such a thing could happen. This makes advocacy for US firms more difficult, to say the least.

I have been telling people that it has less to do with energy markets and more to do with the risks of trading all kinds of new derivatives on the financial markets that are a mystery to all but a few. Regulators can't keep up. Cheers, JB

John R. Brodman  
Manager of Energy Assistance Programs  
USAID Mission, Abuja, Nigeria  
E-mail: jbrodman@usaid.gov  
Phone: 234-9-413-8576, 77 (office)

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USAID Mission, Abuja, Nigeria  
E-mail: jbrodman@usaid.gov  
Phone: (home)  
234-9-413-8576, 77 (office)

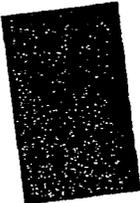
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Meeting with Henri Konan Bedie, President, Republic of Côte d'Ivoire

**Role for Côte d'Ivoire**

- Côte d'Ivoire has been recognized by our companies as having sound and attractive investment policies. We would like to point to your experience as a model for other African nations. Would you be interested in helping me garner West African support for our Africa ministerial, particularly vis a vis rallying support for the Investment Principles?
- Can you give me some insight into the working of ECOWAS ? Is there a meeting under that group of Energy Ministers? Are you aware of plans for a conference on Natural Gas planned in the fall under the aegis of ECOWAS? Are there other upcoming ECOWAS events that we could use to discuss our Africa Initiative?
- I understand you are working with Enron to develop a gas pipeline project. We are very supportive of natural gas projects and the benefits of gas to sustainable energy development. Enron is a large, well recognized U.S. company. Can you tell me about the potential markets for this gas and plans for the West Africa gas pipeline from Nigeria factor into your projections?
- I understand we are working to finalize a formal agreement between the Ministry of Energy and Transportation and the U.S. Department of Energy. We are exploring possible programs of cooperation under that agreement and look forward to a possible signing at the Fall Energy Ministerial.



**MEMORANDUM FOR THE SECRETARY**

**FROM:** Calvin R. Humphrey, Principal Deputy Assistant Secretary, Office of Policy and International Affairs

**SUBJECT:** Meeting with Henri Konan Bedie, President, Republic of Côte d'Ivoire

**SETTING:** Wednesday, May 19, 1999, African--African-American Summit, Accra, Ghana

**Key Points to Make:**

- Recognize that Côte d'Ivoire is well positioned to benefit from the revival of foreign business interests in Africa.
- Outline the Africa Initiative and emphasize the goals for the Ministerial of Investment Principles and a Clean Energy Agreement.
- Explore Côte d'Ivoire taking a lead role in support of the Clean Energy Statement and Investment Principles (planned deliverables of the Africa Ministerial), particularly the latter given strong U.S. investment already in Côte d'Ivoire.
- Gain President Bedie's insights on how to work with the West African Regional Organization (ECOWAS) on efforts in support of the Africa Initiative.
- Note that you were pleased to meet with Safiatou Ba-N'Daw (BAH-enDAW), Minister-Delegate for Energy and Transportation, Thursday, May 6, in Washington, DC. She was part of breakfast you hosted for African energy ministers who had attended the Corporate Council on Africa meeting in Houston.

**Background:**

In 1996, at the direction of former Secretary O'Leary, Fossil Energy and Energy Efficiency representatives visited Côte d'Ivoire to discuss formal bilateral cooperation. There is formal cooperation with Ghana and planned for Senegal, directly in response to the President Clinton's trip to Africa. Côte d'Ivoire is envisaged to play an integral role in advancing U.S. objectives, including promoting sustainable development and facilitating trade and investments opportunities, and in addressing the energy crisis in Western Africa. The Ministry of Economic Infrastructure, through a letter from the Ivorian Embassy to the Secretary, has raised the issue of establishing a formal agreement. Minister Safiatou Ba-N'Daw pressed for this formal agreement in the May meetings with you and subsequently with staff. We are exploring the potential with DOE Program offices to assess the resources are available for programs under a formal agreement and would hope to have a signing at the Ministerial in the Fall.

## Meeting with Henri Konan Bedie, President, Republic of Côte d'Ivoire

Natural gas reserves and excess electricity generating capacity could lead to Côte d'Ivoire becoming a significant regional energy supplier. Recent offshore discoveries in the Gulf of Guinea, including gas finds in its territorial waters, make Côte d'Ivoire a leading area for hydrocarbon exploration in sub-Saharan Africa.

Energy interests, excluding oil and gas, in Côte d'Ivoire are directed by Safiatou Ba-N'Daw, Minister-Delegate for Energy and Transportation, who has been in office since 1996. She speaks English fluently, holds a Harvard M.B.A., and reports through the Ministry of Economic Infrastructure. Her portfolio includes power generation and distribution, civilian air and maritime transportation, and transportation infrastructure. Reportedly, she has considerable latitude in carrying out duties and appears to have the support of Ivorian President Henri Konan Bedie.

Oil and gas matters are the purview of Minister of Mines and Petroleum Resources, Mohammed Lamine Fadika. Côte d'Ivoire contains an estimated 100 million barrels of oil reserves. U.S. based Ocean Energy (formerly United Meridian Corporation) discovered two fields in Côte d'Ivoire in 1994 and is exploring in two deep offshore blocks. Santa Fe Energy Resources has two blocks awarded in 1996 and Apache Energy is also developing an offshore block. Côte d'Ivoire's goal is to boost oil production to 100,000 barrels/day by 2000. The state oil company, Petroci, has been restructured and is open to foreign investors. Côte d'Ivoire has significant refining facilities and is looking for partners to expand. Côte d'Ivoire is a major supplier of refined product to West Africa, including Nigeria. Mobil and Texaco are involved in the marketing of downstream product, which is 90% controlled by foreign firms.

Côte d'Ivoire is poised to become a regional gas supplier. Negotiations are underway with Ghana to adopt a memorandum of understanding on the sale of gas. It appears that this project is not in conflict with the West Africa gas pipeline from Nigeria because it plans to be in place early, before WAGP and offers only about 6-7 years of gas supplies. Enron is involved in a pipeline project to bring gas from Côte d'Ivoire to West Africa and has asked you to mention that they are considered a strong and reputable U.S. company. With its significant gas resources, Côte d'Ivoire has shown interest in being a leader in support of the Framework convention on Climate Change and has expressed interest in learning more about potential economic benefits in taking on a target.

Côte d'Ivoire is linked through an electricity grid with Ghana, Togo, and Benin. Recently, exports were reported at about 400 of its 3,800 Gigawatt/Hours production, which represented a sizable reduction from its exports of 900 GWhr in 1997. Ivorian overtures have been made to increase capacity with a mid-term commitment (4-5 years) from Ghana. Efforts to assist Togo and Benin are logistically hampered by transmitting through Ghana. Côte d'Ivoire could have a pivotal part in long range solutions to the energy crisis in Western Africa with its ability to increase electricity production and proven natural gas reserves of about 2,125 billion cubic feet. There is currently no U.S. presence currently in the electricity sector, which was privatized in 1990.

**Cote d'Ivoire--General Robert Guei  
Secretary Richardson meeting at Davos Switzerland  
World Economic Forum**

**Background/Issues:**

**Political Events--**This past Christmas Eve, Gen. Robert Guei took control of the country in a bloodless coup replacing Henri Konan Bedie who had come to power in the 1995 elections after being named to rule by the legislature in 1993. The coup was inspired by the actions of Bedie who declared his closest rival, former Prime Minister, central bank president and deputy director of the IMF, Alassane Ouattara, was found to be ineligible for office because he failed the "Ivoryness" test as one parent was foreign born. This new concept drove a wedge between the largely Muslim north--stronghold of Ouattara's party (The Rally of Republicans)--and the south, where Bedie was most popular.

Gen. Guei, 58, formerly Bedie's army Chief until 1995, said he was drafted as soldiers hit the streets December 23, angry that the Bedie government withheld their pay earned as U.N. peacekeepers in the Central African Republic. Bedie was chased into the French ambassador's home and later fled to Togo, and since to France. Guei has since called his takeover a transitional government with elections to be held at a later date.

**Energy Issues:**

The country currently is heavily dependent on coffee and cocoa. Regarding hydrocarbon production the country produces small amounts of crude oil, (25 thousand bls/day with 25 million barrels of reserve), and does not export significant levels. Seismic surveys since 1997 have revealed many highly promising onshore and deepwater offshore prospects whose potential reserves are put at several billion barrels of oil and billions of cubic meters of gas. Gas reserves are currently put at 23 billion cubic meters. In partnership with international oil companies, the Societe nationale d'operations petrolieres (SIR) the pride of the country, which is undergoing restructuring, has signed exploration agreements with U.S. companies Western Geophysical, Apache, Ocean Energy, Santa Fe Energy, Ranger Oil, Enron for crude oil and natural gas.

**Talking Points for  
Cote d'Ivoire--General Robert Guei**

- I must express our serious concern and condemnation of the recent coup that has brought you to power. Until free elections are held to restore a legitimate government to your nation, it is my duty to inform you that we must suspend all bilateral assistance. This is highly unfortunate at this juncture as our nations have fostered cooperation that was beginning to bear the fruits of great progress in developing your energy systems while also helping to increase the productive capacity of Africa as a continent.
- We recognize the importance of energy development in Africa. . We both can agree that Abidjan could become Africa's service station of tomorrow with the potential for larger scale refinery product production. The production and transformation of hydrocarbons has the potential to be one of the primary drivers of economic development in the region.
- Regional markets that have a stable foundation that can only be generated by democratically elected governments, have the greatest likelihood of attracting private sector interest and enhancing economic development. I want to stress this theme .

**SUGGESTED TALKING POINTS FOR OIL AND GAS DISCUSSIONS  
AUGUST 26-27, 2000, IN ABUJA, NIGERIA**

**Natural Gas Sector**

- I would welcome your views on the Enron deal (270 megawatts of emergency power) and other independent power purchase agreements that would help to build a domestic market for natural gas.

Robese

ng

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**Nigeria Contact Lists**

USTR – Steve Brundage (202) 395-9464 (202) 395-4505

World Bank

Mark Tomlinson (202) 473-4936 (202) 473-5123  
Trevor Byer 234-9-314-5269/74 234-9-314-5267/8  
Anil Kapur (202) 473-8593 (202) 522-2106  
John Besant-Jones (202) 458-9789 (202) 522-3486

Economic Community of West African States (ECOWAS)

Amadou Diallo (202) 234-9-314-7647/9 234-9-314-3005  
(Chief, Energy Division)  
Aïain Rosier (202) 234-9-314-0392 234-9-314-3005  
(NEXANT Consultant @ ECOWAS for WAGP)

U.S. Business Community

Enron - Chris Long (202) 466-9158  
Sean Long  
Babcock & Wilcox – Bud Pylon (703) 351-6304  
Mobil/Exxon – Jim Moats (202) 862-0203  
Paul Caldwell 234-1-262-1714  
A.O. Ogunsakin (SOLA) (202) 234-1-262-1741 234-1-261-2092  
(Mobil Producing Nigeria ULTD.)  
Texaco -- Phil Rivers (202) 331-1427 (202) 785-4702  
CCA – Greg Saunders (202) 835-1115 (202) 835-1117  
Chevron – Bill Irwin (202) 408-5854 (202) 408-5442  
Chris Miller 281-561-3833  
(WAGP Project Manager)

K&M Engineering

George Stockton (202) 728-0390ext13040 (202) 872-9174

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**MEMORANDUM FOR THE SECRETARY**

**FROM:** David L. Goldwyn, Assistant Secretary for International Affairs

**SUBJECT:** Scope Paper For Your Trip To Nigeria (August 25-27, 2000)

**Background/Setting**

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sector, it is encouraging the development of independent power projects, including by moving forward on the Enron deal (270 megawatts of emergency power), and commercializing and privatizing (although slowly) the National Electric Power Authority and the Nigerian National Petroleum Corporation.

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**Meetings/Events**

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## MEMORANDUM FOR THE SECRETARY

**FROM:** David L. Goldwyn, Assistant Secretary for International Affairs

**SUBJECT:** Meeting with Jorge Chamot, Peru's Secretary of Energy

**SETTING:** Thursday, May 11, at the Hotel Marriott in San Diego

### Key Objectives:

- Obtain Chamot's agreement with your aims for the APEC Ministerial.
- Congratulate Chamot on Peru's successful efforts to get the Camisea natural gas project under development.
- Advise Chamot of the need to insure that Peru's energy investment regime is internationally competitive

### Background:

Peru held elections for the President in mid April and because no single candidate won a majority a runoff election will be held May 28. The two leading candidates are Alberto Fujimori, the current President who is seeking a controversial third term, and Alejandro Toledo a former World Bank consultant. At this time the election appears to be close. Both candidates favor more open economic policies and welcome foreign investors.

Energy Developments--U.S. energy companies with investments in Peru are increasingly frustrated by the Peruvian government's intervention in the sector and lack of follow-through on commitments made to privatize state assets. The Government needs to meet its commitments and establish clear rules that will be important to attracting and maintaining international investments. While Peru has opened up its energy sector to private investors it has failed to fulfill its promise to privatize all remain units of the state oil company, PetroPeru. Camisea, a huge natural gas field in eastern Peru with over 10 trillion cubic feet of reserves, is the centerpiece of Peru's efforts to develop its proven domestic energy resources. Efforts by Peru to increase oil production from its current level of 110,000 barrels/day have been unsuccessful due to failure to discover new fields. The country is seeking to interest oil companies to renew oil exploration. Some key energy issues include:

Camisea natural gas field development: The original discoverers of Camisea, Shell and Mobil Oil companies, had sought to develop Camisea as an integrated project where they would develop the field and transport the gas. Under 1993 legislation, distribution was to be kept separate. The bulk of the gas would be used for electricity generation, at least in the early years. In mid-1998, Shell/Mobil decided not to proceed with development of the field after the Government of Peru refused to let the consortium take a position in the distribution company, among other things. The Government of Peru subsequently restructured the project into two separate segments - field development and transportation/distribution. In late 1999, the Government awarded the field development segment to a consortium including U.S. company Hunt Oil. However, it has twice postponed the bidding for the transportation pipeline segment of Camisea for lack of success in engaging more than one bidder. Lack of company interest in the pipeline is troubling to the Government and they are seeking to reinvigorate interest. Among companies that might still be interested are Enron and Duke, but at least one has said they need sovereign guarantees for the pipeline. It now appears that as many as three consortium will participate in the mid-stream tender, tentatively slated for May 24.

Government intervention in gasoline markets: Texaco, Mobil and other foreign companies (including power companies) invested in Peru several years ago on the country's promise to privatize PetroPeru and ElectroPeru wholly and promptly. Rising gasoline prices prompted the Government to subsidize sales through PetroPeru and to launch an aggressive ad campaign that (inaccurately) blamed the high prices on foreign distributors. The GOP's campaign contributed to difficult relations between wholesalers and their affiliated stations, some of which took Texaco to arbitration arguing that Texaco sold them gasoline at uncompetitive prices in violation of their contracts. Instead of the privatized market they expected, many companies find themselves competing with state-supported companies.

Hydroelectric developments: In its effort to make Camisea attractive, the Government passed a bill extending indefinitely a moratorium on new hydroelectric facilities (by giving the Government discretionary powers on new licenses) and amended the electric tariffs regulations. This hurt U.S. companies Synergics Energy Development and Harza Engineering, which are part of a consortium awaiting final approval of their award to develop and operate the \$100 million 84 MW Huanza hydroelectric concession. A letter from Secretary Richardson to President Fujimori and meetings between the Embassy and Chamot have failed to move the Government. The problem is a general perception that hydroelectric development would take away the electricity market from the Camisea project, precluding the development of that project. Since the Government, and many investors, view Camisea as having the greater economic value to the country it is favored over the hydroelectric projects. The new law also created problems for the U.S. consortium PSEG-Sempra, which had bought Lima power distributor Luz del Sur. They have complained that the new law reverses prior de-regulation of Peru's electricity market.

## Suggested Talking Points for Nasir el-Rufai

### Enron

- The successful negotiation of the new Enron deal and actually providing much needed emergency power will send strong signals to the private investment community. I understand the terms of duration (5 years with the ability to negotiate an additional 5 years) appear to be compatible with long-term privatization goals for NEPA.
- What are your views on the Enron deal and the future of independent power purchase agreements and projects?

**Suggested Talking Points for Liyel Imoke**  
**Nigerian Presidential Advisor and Chair of NEPA Technical Board**  
**July 9-11, 2000 (TBD), Abuja, Nigeria**

**Enron**

- The recently renegotiated emergency power purchase agreement with Enron for 270 megawatts (MW) will help to provide a critical short-term response to the current electricity crisis. More importantly, the terms of the Enron deal do not appear to hamper long-term goals to privatize NEPA.
- The Enron deal sends a strong signal to the international investment community.

**General Rehabilitation Program**

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## **BRIEFING MEMORANDUM FOR THE ASSISTANT SECRETARY**

**FROM:** Theresa M. Fariello  
Deputy Assistant Secretary for International Energy Policy

**SUBJECT:** Meeting with Liyel Imoke, Nigerian Presidential Special Advisor and Chairman of the National Electric Power Authority (NEPA) Management Board, July 9-11, 2000 (TBD), Abuja, Nigeria

**PARTICIPANTS:** George Person, Gordon Weynand (USAID), DOE Team members, U.S. Embassy representative

### **Key Points:**

- Congratulate the Government of Nigeria for finalizing the Enron project that will provide 270 megawatts (MW) of emergency power.
- Emphasize the need to move forward on the steps that will actualize getting the power into the national grid and to the Nigerian population.
- Discuss progress in moving toward privatization of NEPA.
- Note that we would like to cooperate with Nigeria on both short-term and long-term electricity sector issues, including restructuring and privatization, and envision that the Energy Consultative Group will be an important mechanism for cooperation.

### **Background**

On March 14, 2000, President Obasanjo, responding to public criticism and two major blackouts, replaced the NEPA Board of Directors with a new Technical Management Advisory Board. This Board consists of individuals of higher credibility in terms of technical, financial, and administrative skills.

NEPA suffers from a severe lack of capitalization, poor and corrupt management, operation, and billing procedures; and, major operation and transmission losses. NEPA sells electricity at 2¢ per kilowatt-hour (kWh) although it has a production cost of 8-11¢ per kWh. Theoretically, NEPA has approximately 6,000 MW of generating capacity, but less than 2,400 MW is generally available for service.

Recently, there have been times when almost 75% of installed generation have been unavailable. With the current demand for electricity totaling at least 4,000 MW, power shortages are common. Most commercial and industrial installations have their own generating units, which passes a significant cost burden on to the Nigerian economy.

The transmission system losses range from 35% to 45%, and the system is not well coordinated in terms of load management, load dispatch, and load forecasting. Also, the national grid is in serious jeopardy addressing terms of synchronization between local and regional transmission networks and intercommunication between isolated transmission systems in rural areas. Vandalism and theft of transmission cables also contribute to system problems.

The NEPA Board is on a very short timeline to deliver increased and reliable power. Based on an assessment study performed by K&M Engineering besieged by continual delays, the Board is unlikely to meet its goal of rehabilitating 2,000 MW by the end of 2001. Also, Senator Imoke appears to be very committed to the idealism of the cause (available and reliable electricity and serving President Obasanjo), while exhibiting signs of being "over his head" regarding the technical, economic and political complexities of the task.

### **Their View**

The Nigerian government recognizes the need to privatize and revamp NEPA. There is a major program underway (estimated at \$500 million in contracts and over \$1 billion in total costs) to rehabilitate NEPA generation and transmission facilities. NEPA has indicated openness to private investment and the recently renegotiated emergency power purchase agreement with Enron is a major step in the right direction.

The Government of Nigeria (GON) would prefer that private companies build, own, and operate their facilities thereby taking total generation responsibility for their power plants. Mobil is negotiating a project with the Nigerian National Petroleum Corporation and NEPA for building a 350 MW gas-fired generating station in Southern Nigeria as an independent power project.

Senator Imoke has emphasized the importance of revitalizing the transmission and distribution systems, especially interconnection and metering, during your April visit to Nigeria.

### **Sensitivities**

There is not a clear, consistent, comprehensive strategy to address the problems of Nigeria's entire energy sector, including electricity.

The GON has not illustrated a resolve to address pricing reform, which is critical to the long-term investment plan.

Also, the GON is shouldering the cost of customers benefiting from irregularities in billing and revenue collecting at NEPA.

**SUGGESTED TALKING POINTS FOR JACKSON GAIUS-OBASEKI  
NIGERIAN NATIONAL PETROLEUM CORPORATION HEAD  
JULY 9-11, 2000, IN ABUJA**

**General**

- I would like to commend your efforts in a difficult job during a very pivotal period for Nigeria.
- President Obasanjo's commitment to economic reform and privatization should attract much needed foreign investments. His determination to improve the security of investments and to eliminate corruption is clear.
- Commercializing and unbundling NNPC and other state-held companies will allow the government to focus on important economic and social needs such as education, health and infrastructure development such as highways and hospitals.

**Energy Consultative Group**

- The Energy Consultative Group (ECG) is envisioned to be an important mechanism that will allow for coordination among U.S. and Nigerian agencies on various energy issues, including privatization, restructuring, and reform.
- Under the ECG, we are recommending that an inter-ministerial committee be established to undertake the development of a comprehensive energy strategy and the creation of a transparent and independent regulator. Clearly, the long-term viability of the petroleum industry will be a key area of consideration for the committee.

**Oil Sector Investments**

- As you know, in the near-term, Nigeria must provide a reliable and steady funding to those entities dependent on federal funding. In the long-term, reforms must be undertaken to sustain commercial viability for utilities.
- Nigeria has set ambitious goals for boosting its oil production but these steps can be taken only if NNPC can meet its obligations.
- The cash call arrears under joint production ventures (estimated at \$1.5 billion) is a major deterrent to expanded foreign investment and oil production. What are the plans to address this important issue?

**Gas Sector**

- Are you familiar with the Enron deal for 270 megawatts of emergency power that will use natural gas as a feedstock? What is the view taken in the independent power purchase agreement?

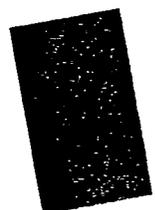
## **SUGGESTED TALKING POINTS FOR JACKSON GAIUS-OBASEKI**

### **Natural Gas Sector (continued)**

- What are the latest developments on the proposed Mobil 350 MW gas-fired plant that would involve NNPC and the National Electric Power Authority?
- What will happen to the Nigerian National Gas Company? What steps are being taken to build a domestic market for natural gas, as an abundant and clean energy resource?

### **Restructuring and Reform**

- We see that Nigeria is taking steps to renovate its refining sector. In general, the commercialization to privatization process appears to be a high priority but a difficult task.
- Regarding evaluation and valuation of the refineries, the U.S. Technical Development and Assistance (TDA) Agency could provide technical experts who are unbiased and unaffiliated with large companies that would have a stake in the outcome.
- Overall, what is the latest plan for unbundling the refining and marketing responsibilities from under the auspices of the NNPC?



**Energy Consultative Group Meeting Agenda**  
**July 10-11, 2000**  
**Abuja, Nigeria**

Day I

I. Greetings Ambassador Twaddell

II. Opening Remarks Goldwyn

- Thank you, Mr. Ambassador (Bill).
- Good morning. **On behalf of Secretary Bill Richardson**, I am honored to be co-chairing the inaugural meeting of the Energy Consultative Group.
- Working together, we can make the Energy Consultative Group an effective mechanism for addressing important energy issues such as **policy formulation and implementation, commercialization and privatization, restructuring, expanded energy services, and environmental degradation.**
- I envision two days of productive collaboration and frank discussions that will allow us to **outline a definitive path forward** for our bilateral cooperation.
- Ideally at the conclusion this Meeting, we will have developed a clearer vision of a **roadmap with concrete goals and milestones for the next 4 to 12 months.**
- From the U.S. side, it is important to develop a **comprehensive energy strategy** that addresses all of the short- and long-term priorities and needs in each sector, while incorporating **energy efficiency and environmental considerations.**
- Also, we see the need for a **transparent and independent regulatory authority** to oversee the various energy sectors.
- We understand that you are undertaking many initiatives, including **rehabilitation and commercialization** of the parastatal utilities, provision of **emergency power**, and **reform measures that will promote investment and eliminate market distortions.**

Energy Consultative Group Meeting  
Agenda - Day I (July 10)

U.S. Opening Remarks (continued)

- We have provided biographies on the members of U.S. team. Allow me to introduce them now:

<b>Team Member:</b>	<b>Role</b>
Gordon Weynand	Deputy Director, Office of Energy, Environment, & Technology, USAID
Don Juckett	Director, Office of Natural Gas and Petroleum Import and Export Activities DOE's Office of Fossil Energy
George Person	My Senior Nigeria Desk Officer
Opening Remarks	Nigerian Lead

- Thank you for those remarks.
- Now, **Tom Hobgood**, Director of the USAID Mission, and **Gordon Weynand** will provide an overview of the draft **Framework** for U.S.-Nigeria Cooperation on Energy, which could serve as a **roadmap for bilateral cooperation**.

III. Framework for U.S.-NIGERIA Hobgood/Weynand (USAID)

- Thanks for that overview. As noted, the Framework will be an **evolving document** to reflect our agreed upon priorities and to **help shape U.S. interventions**. We look forward to **incorporating your comments**.

IV. Electricity Sector Goldwyn

- Specifically, let us now move to a discussion of the electricity sector.
- Generally, we understand your plans for meeting electricity needs, given the recently signed **Enron deal for 270 megawatts (MW)**, the **K&M Engineering assessment of NEPA's Rehabilitation Program for 2,000 MW by the end of 2001**, and the pending bid for private sector participation in the **Rehabilitate, Operating and Transfer Program**.

Energy Consultative Group Meeting  
Agenda - Day I (July 10)

Electricity Sector (Continued)

- We have heard, however, that NEPA will be in charge of meeting short-term energy needs as well as rehabilitation. Given its **dismal track record**, we are concerned that this **may lead to inefficiencies hindering meeting your goals in an expeditious manner**. What are your **plans and views on the K&M's assessment?**
  - Also, in light of the Enron deal, are there **any other short-term plans for emergency power?**
- A. Nigeria's Reform Plans and Goals - TBD
- B. U.S. Response/Policy Concerns
- **[Only If Appropriate]** We understand the **importance of human capacity building, while ensuring that critical short-term objectives and goals are timely met**. Accordingly, we would suggest that an **optimal balance** be reached that will not impede progress.
  - From our perspective, key policy/concerns are:
    - 1) Working together to devise a **roadmap with definitive milestones** for achieving your country's electricity goals that includes gaining necessary **legislative buy-in and consensus;**
    - 2) Creating an **independent regulator** with the ability to develop and implement laws to allow for competition and to facilitate the commercialization to privatization process;
    - 3) Developing a **comprehensive energy strategy** that includes energy efficiency and environmental measures to concretely demonstrate to the public that electricity cost savings can be achieved, while balancing balance prices; and
    - 4) Gaining agreement on creating an **inter-ministerial committee** that would include **all of the players at the table** and **build a consensus** for necessary policies and reforms.
  - Notably, the independent regulator approach can be used to **build public confidence, provide political insulation, and more effectively introduce necessary pricing reforms (increased tariffs to recover costs)** and manage scheduled power outages (brownouts and blackouts).

Energy Consultative Group Meeting  
Agenda - Day I (July 10)

Electricity Sector (continued)

- We believe that **addressing short-term energy issues will require the use of emergency power** through companies such as Enron and an aggressive, but realistic rehabilitation program.
- I commend efforts to rehabilitate generation facilities. However, without **eliminating transmission and distribution bottlenecks and increasing efficiency** on a dual track with generation rehabilitation, the overall impact will be significantly reduced.

C. Nigerian Response - TBD

D. U.S. Activities (Existing/Proposed)

- We understand several agencies regulate or oversee the energy sector. In this regard, it is **critical that all of the agencies meet to formulate a plan for a single regulator**. What are your views and how would such a committee be established?
- We would be pleased to **work with that interagency regulatory group**.
- Other possible areas for cooperation include:
  1. Assisting with **identifying and eliminating barriers** to increased power supply, undertaking **practical energy efficiency measures** that will save money and resources, and **establishing market based pricing structures**;
  2. Providing technical assistance on **facilitating the commercialization to privatization process of NEPA**; and
  3. Providing advice on **drafting transparent and market based regulations and a framework to encourage private investment**, including through **independent private power projects**, in the various parts of the electricity sector.
- We look forward to working with you on a **challenging task** that will have **great dividends** to the Nigerian people.

**LUNCH BREAK (Possibly hosted by Government of Nigeria)**

Energy Consultative Group Meeting  
Agenda - Day I (July 10)

V. Natural Gas Sector

Areas/Issues: Domestic Infrastructure and Pricing, Commercialization and Privatization, and Regulatory Body.

- **Natural gas is an enormous, but unrealized, resource with great potential -- significant environmental benefits, displace domestic oil use, and generate revenue, such as through the West Africa Gas Pipeline, the Enron deal, and the proposed Mobil IPP, and could unlock suppressed demand from insufficient power generation capacity.**
- **Its use results in reduced greenhouse gas emissions and a lower cost alternative to other fuels used in these areas.**
- **We understand that Nigeria has already developed reform plans and we would be very interested in hearing where you are in developing a domestic infrastructure for this important fuel.**
- **Do you have a comprehensive plan, which is needed? Where are you with commercializing and privatizing the Nigerian Gas Company (NGC) and is pricing reform a major element?**
- **Are there reports available for our review?**

A. Nigeria's Reform Plans and Goals - TBD

B. U.S. Response/Policy Concerns

- **Natural gas sector development is an excellent opportunity for private sector investment.**
- **Key policy considerations would be restructuring of NGC, creating an independent regulator (could be same one as the power sector), undertaking pricing structure reforms (getting the price right), establishing enabling legislation including favorable taxation treatment, and introducing competition through private sector development.**
- **In the United States we have significant experience on what to do and what not to do. We have also worked jointly with other African nations, namely South Africa and Ghana to establish regulatory bodies as well as countries like Mexico and India.**
- **We would be pleased to share our models with you.**

Energy Consultative Group Meeting  
Agenda - Day I (July 10)

Natural Gas Sector (continued)

C. Nigerian Response - TBD

D. U.S. Activities (Existing/Proposed)

- As in the electricity sector, all of the players should get together and formulate a plan for a single regulator of the natural gas sector.
- We can help through technical assistance and training to:
  1. Identify and eliminate barriers to domestic utilization by devising non-political means for setting tariffs and guidelines for promoting private investment and legislative support.
  2. Facilitate commercializing and privatizing NGC;
  3. Establish an independent regulatory body, including through workshops, tours, and exchanges; and
  4. Draft transparent and market-based regulations.
- A specific area for technical and policy assistance would be gas-value chain analysis. Don Juckett is our expert. He and his office would be available for additional consultations.
- Natural gas presents an exciting opportunity. We want to work with you to tap this abundant resource that will also address important environmental issues such as the elimination of flaring.

VI. Review of Issues and Agenda for Day II

- The candid dialogue, especially in the Power Sector regarding commercialization and privatization, was very productive and valuable.
- Your country's plans for reform and commercialization look promising. Invariably, private sector involvement will be very important to overall success. DOE and USAID are prepared to provide assistance in the electricity and natural gas sectors.
- We should examine the draft Summary of the ECG to accurately reflect today's accomplishments and areas of agreement.

**Information on USG and Multilateral Assistance to the Nigerian Energy Sector  
July 6, 2000**

**U.S. Agency for International Development (AID)**

- Two related activities underway for the Nigerian energy sector.
- **Emergency power related** – The Office of Transition Initiatives funded an emergency power team to visit Nigeria in early April to examine the options to increase the availability of power. The team identified bottlenecks to increasing power availability – generation and transmission in particular and looked at “triage efforts” that can be taken to increase power availability. The Nigerians reportedly have \$300 Million to put to this effort.
- AID is using K&M Engineering to do this analysis. K&M is also under contract to the World Bank for similar work.
- **Framework** – The Global Office of AID is funding the development of a “framework” to guide DOE-AID energy sector assistance. A team, which included DOE (George Person), visited Nigeria starting on April 7. The team met with different parts of the energy sector and developed recommendations for where Nigeria can go and the appropriate role for AID Mission resources (\$2 million in FY 2000) that will be allocated between Global and DOE’s Office of International Affairs. AID and DOE are working closely on finalizing the Framework, which will be presented to the Nigerians during the week of July 3<sup>rd</sup>.

**World Bank**

- The World Bank has been asked by President Obasanjo to help them procure generators to provide 450 megawatts (MW) of emergency power. The Bank is using K&M Engineering to identify the locations for new units, and to prepare the procurement and bidding packages. The packages were expected to be ready for the public tendering process to begin in mid-April. However, it has been delayed. The pre-call for qualified bidders has been completed. When finally issued, vendors will likely have 3-4 weeks to respond. A principal concern for the Bank is to set up a transparent system. [Note: The recently renegotiated deal with Enron for 270MW via gas-fired barges could meet over of the anticipated emergency power that would be competitively bid.]
- The sites for the generating units have all been located at existing power plants. The Bank does not expect to provide financing, the vendors will likely be asked to provide their own financing. The Bank may arrange for guarantees for the financing.

**Information on USG and Multilateral Assistance to the Nigerian Energy Sector  
(continued)**

**Trade and Development Agency (TDA)**

- The TDA's commitments of \$1.5 Million in FY 99 Africa Trade and Investment Policy (ATRIP) funds for Nigeria has been delayed by interagency negotiations on the transfer mechanism and language. An additional \$1.5 Million in FY 2000 was requested. These funds will be directed toward projects in the power sector, oil and gas and telecommunications.
- TDA launched a small-scale "Definitional Mission" (approximately \$25K) that went to Nigeria in June. The mission was to begin the process of identifying possible projects that could receive feasibility study funds. The key criterion is that the projects have the prospect for significant U.S. content. The draft report is expected within a few weeks. It was noted that there were no opportunities identified in power sector, including for emergency power projects.

## BRIEFING MEMORANDUM TO THE ASSISTANT SECRETARY

**FROM:** Theresa M. Fariello  
Deputy Assistant Secretary, IA-3

**SUBJECT:** Meeting with Nigerian President Olesegun Obasanjo

**Setting:** July 9-11, 2000 (TBD), Abuja, Nigeria

**Participants:** Ambassador Twaddell, George Person, Gordon Weynand (USAID), and DOE Team members

### Key Points to Make:

- Note the positive steps being taken in addressing economic reform, including restructuring and privatization in the energy sector.
- Reaffirm the U.S. ongoing support and assistance and broadly outline the policy dialogue and technical assistance to be conducted under the Energy Consultative Group.
- Acknowledge appreciation for his support in the renegotiated Enron emergency power purchase agreement and the importance of actually providing the electricity to the Nigerian population.
- Note that cash call arrears (estimated at \$1.5 billion) is a concern in the oil sector.
- Emphasize that policy and regulatory reforms, transparency and contract sanctity will help to expand trade and investment. Express the continued U.S. concern about the abrogated contract that involved Babcock and Wilcox.
- **If appropriate:** Request that a single point of contact be identified to lead a joint inter-ministerial committee to develop a comprehensive energy strategy for Nigeria and to create a transparent, independent energy regulator.

### Background:

You have met with President Obasanjo twice before in Abuja – in April to discuss U.S. assistance on emergency power and the Enron deal; and, again last August with Secretary Richardson. Last August, Secretary Richardson and former Minister of Power and Steel Bola Ige signed a Memorandum of Understanding on Energy Cooperation (MOU). The Energy Consultative Group is being established under the MOU and will involve other U.S. and Nigerian

entities, including the U.S. Agency for International Development and the Nigerian National Electric Power Authority (NEPA) Technical Board and the Nigerian National Petroleum Corporation.

As Africa's most populous nation of over 100 million and with abundant resources, Nigeria has the potential to transform itself into an engine of growth and to be a model of stability for all of Africa, but the way ahead will be difficult. The country is saddled with an external debt of over \$30 billion, a bloated parastatal sector that drains the economy, and an unsustainable budget deficit that is approaching 8% of GDP.

Decades of corruption, mismanagement and misinvestment have left Nigeria poorer in real terms than it was two decades ago, while infrastructure and basic services are badly deteriorated. Legal structures and institutions are woefully inadequate for addressing rampant crime and corruption, and still less adequate to supporting the rule of law required by the workings of a modern, diversified, and competitive economy.

The internal Nigerian energy market is plagued by inefficiencies and shortages, in spite of its enormous natural resource wealth and position as a major oil exporting nation. Domestic price controls are a major cause of these shortages. Nigeria has long been open in the oil sector to foreign investment through joint venture agreements. Problems with these joint ventures arise from the Government of Nigeria (GON) not meeting its share of capital outlay. The lack of capital results in a 40% efficiency level in Nigeria's refining capacity, the import of refined product and the overall inadequate development of the oil sector. Cash call arrears are estimated at \$1.5 billion and growing and are hampering expanded foreign investment and oil production.

In the electricity and gas sectors, there are insufficient regulations and laws governing pricing and refined products, a lack of clearly defined decision-makers, and favor currying and graft remain problematic. On March 14, 2000, responding to public criticism and blackouts, President Obasanjo established a Technical Management to oversee NEPA, which controls generation, transmission and distribution. Although installed generation capacity is about 6,000 megawatts, actual operating generation capacity is far below (less than 30%) and cannot meet current peak demand of 2,400MW. Also, the great deal of self-generation and suppressed demand have a heavy impact on overall economic growth.

Generally, proposals for independent gas-fired generation languish due to lack of a clearly defined decision-maker or government policy on gas use and pricing. The recently renegotiated Enron emergency power purchase agreement reportedly will use natural gas as a feedstock and should help to gain greater support for this clean, abundant resource.

In addition to the ECG, the Department will be working with the GON under a joint program with USAID and through the Joint Economic Partnership Commission (JEPC). The JEPC will be meeting in Abuja on July 25-27, 2000, and Calvin Humphrey is anticipated to lead the small DOE delegation. Before the end of FY 2000, DOE is anticipated to receive about \$750K of an

estimated \$2M to support various DOE-led activities under the DOE-AID program. An additional \$350K of the budget will be allocated by USAID Mission to cover expenses related to an in-country energy advisor. During the ECG Meeting, the draft Framework for U.S.-Nigeria Cooperation on Energy (drafted by U.S.) will be unveiled and the major policy concerns and possible U.S. interventions discussed.

## MEMORANDUM

**TO:** David L. Goldwyn  
Assistant Secretary for International Affairs

**FROM:** Theresa M. Fariello,  
Deputy Assistant Secretary for International Energy Policy

**SUBJECT:** Meeting on Electric Power Sector Issues, December 6-7, during the Joint Economic Partnership Committee Meeting, Washington, D.C.

### **Nigerian Participants:**

- Liyel Imoke, Presidential Utilities Advisor and Chairman of the National Electric Power Authority (NEPA)
- Nasir El-Rufai, Director General, Bureau of Public Enterprises and NEPA Board Member
- NEPA Representatives
- Representatives from the Ministry of Power and Steel

### **Key Points to Make:**

- Express our interest in holding the next Energy Consultative Group Meeting in January and in finalizing our work plan, which includes the Energy Advisor position.
- Emphasize how improvements in the provision of energy services and pricing reforms will contribute to Nigeria's economic viability.
- Discuss activities of the inter-ministerial Electric Power Implementation Committee under the Vice President and inquire as to the status of its final report.
- Advocate on behalf of General Electric and the Delta I and II projects at the Egbin Facility.
- Exchange views on the necessity for and approach to establishing an independent regulatory body for the power sector.
- Reaffirm our support for cooperation with Nigeria on both short-term and long-term electricity sector issues, including restructuring, privatization, and energy efficiency.

### **Background:**

On March 14, 2000, President Obasanjo, responding to public criticism and two major blackouts, replaced the NEPA Board of Directors with a new Technical Management Advisory Board. This Board consists of individuals of higher credibility in terms of

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technical, financial, and administrative skills. The new nine-member technical management Advisory Board includes Vice President Abubakar, Senator Imoke (chair), Power and Steel Minister Agagu (who replaced former Minister Ige), and Director General El-Rufai.

NEPA suffers from a severe lack of capitalization, poor and corrupt management, operation, and billing procedures; and, major operation and transmission losses. NEPA sells electricity at 2¢ per kilowatt-hour (kWh) although it has a production cost of 8-11¢ per kWh. Theoretically, NEPA has approximately 6,000 MW of generating capacity, but less than 2,400 MW is generally available for service.

The NEPA Board is on a very short timeline to deliver increased and reliable power. Based on an assessment study performed by K&M Engineering and besieged by continual delays, the Board will not meet its goal of rehabilitating 2,000 MW by the end of 2001.

The Bureau of Public Enterprises, where El-Rufai is Director General, is in charge of selecting core investors and overseeing the privatization of state-owned assets as an arm of the National Council on Privatization. The privatization of NEPA appears to be gaining some momentum and the recently appointed Managing Director Jo Makoju was instrumental in the successful privatization of the cement industry. Through Nexant and other consultants, the U.S. Agency for International Development has been providing technical assistance in developing the necessary managerial tasks, such as diagnostic studies and unbundling functions and accounts that will facilitate final privatization efforts.

The Nigerian government recognizes the need to privatize and revamp NEPA. There is a major program underway (estimated at \$500 million in contracts and over \$1 billion in total costs) to rehabilitate NEPA generation and transmission facilities. NEPA has indicated openness to private investment and the recently renegotiated emergency power purchase agreement with Enron is a major step in the right direction.

**Energy Consultative Group:** In August 1999, during your visit to Abuja, Secretary Richardson signed a Memorandum of Understanding (MOU) with former Minister of Power and Steel Bola Ige. Under the MOU, on July 12-13<sup>th</sup> in Abuja, you and Permanent Secretary Ekerendu co-chaired the inaugural meeting of the Energy Consultative Group. Imoke and El-Rufai participated in the meeting, which also included USAID. Key recommendations included developing a comprehensive energy strategy and creating an independent regulatory body for the power sector.

**Trip Report for George Person (Abuja, Nigeria, July 10-14, 2000)**

Dr. (Mrs.) Grace Eyoma, legal advisor at the Ministry of Power and Steel and member of the EPIC, was an important negotiator in the Enron deal and other matters. Dr. Eyoma has worked negotiating several USAID initiatives. She participated in the meeting with the Minister and the dinner. Dr. Eyoma is a graduate of Howard and Georgetowne and has a very personable presence. During future visits, she would be a good contact to develop.

**Summary:**

A meeting summary of outcomes by sector is attached. Notably, the ECG agreed to convene the next meeting in November, with the location to be determined.

**MEETING WITH ISRAELI AMBASSADOR DAVID IVRY  
FEBRUARY 15, 2000  
TALKING POINTS**

***Trip to Israel and Region***

- I am so pleased to be able, finally, to arrange my travel schedule so that I can make this trip to Israel and Egypt, as well as to Saudi Arabia and Kuwait. As you can imagine, I am really looking forward to this one, which is not my first trip to Israel, but is my first as the Secretary of the Department of Energy.

***U.S.-Israel Relationship and Peace Process***

- As you know, we have deep, close and long-standing ties of friendship and cooperation with your country. It is encouraging to see the steps that Prime Minister Barak and his government have taken in recent months to reinvigorate the Middle East peace process. My hope, and I know it is yours as well, is that the current progress in the Israeli-Syrian track will, together with the multilateral track, bear positive results in the months ahead. I am particularly looking forward to seeing Prime Minister Barak as well as the other Israeli officials who I am scheduled to meet.

***Bilateral Energy Issues***

- Our current bilateral energy cooperation with Israel will be both broadened and deepened by the new Agreement which I will re-sign when I get there, together with the two new annexes which concern advanced solar energy research and development and a technology demonstration project for electric buses in urban areas of Israel.

***Regional Energy Issues***

- We are also encouraged by the possibility of Egypt exporting gas through construction of a pipeline to Israel and possibly going on to Jordan and to the Palestinian Authority. Do you think that the recently reported deal by the Merhav group (Eastern Mediterranean Group) to build the Israeli portion of the line is a firm one or is it still tentative, as suggested by recently reported comments by Egypt's Petroleum Minister Fahmy?
- Finally, we are also going to be meeting with Chairman Arafat and the head of the Palestinian Energy Authority, Mr. Hamad, to sign a statement of intent to cooperate in the area of energy. As you probably know, Enron has agreed to build a power plant jointly with the Palestine Electric Company in Gaza, which will depend on cooperation from the Israeli government for its success. My understanding is that both Minister Suissa and Yossi Kucik, Prime Minister Barak's Economic Advisor, have expressed their support for this Enron power plant.

***Year Issues***

As you may know, I will be signing a Letter of Intent tomorrow with Gideon Frank, Director General of the Israeli Atomic Energy Commission.

It identifies a number of areas where the U.S. Department of Energy and the Atomic Energy Commission could continue and expand our technical activities to

promote our shared nonproliferation, arms control and regional security interests.

- We look forward to launching a program of work in such areas as verification of the Comprehensive Test Ban Treaty, safeguards as applied by the International Atomic Energy Agency, and monitoring technologies that could be applied across a range of regional security and cooperation arrangements.
- This program will build upon existing efforts in these areas. This includes a program on regional seismic monitoring, as well as an initiative involving Sandia National Labs Cooperative Monitoring Center, Israel and the Palestinian Authority to promote sustainable land use.
- I understand that there is much my Department can learn from your government's experience and success in integrating former Soviet scientists into the Israeli economy through the use of "technology incubators." I believe that there are important lessons we can apply to our own Nuclear Cities Initiative and look forward to an exchange of our experts.
- Finally, let me note that we will include an annex to the Energy S&T Agreement that provides security exemptions for Israeli scientists collaborating with Department of Energy labs on a specified set of non-sensitive topics. This includes activities carried out under our Letter of Intent.

#### ***IF RAISED: RUSSIA-IRAN COOPERATION***

- The United States is keenly aware of your concerns regarding Iran's nuclear weapons aspirations. We continue to raise this issue with Russia at the highest levels.
- We also share your interest in weaning Russia's Ministry of Atomic Energy away from nuclear commerce with Iran. We have already taken an important step in this direction.
- As you have heard by now, the Department of Energy will request an additional \$100 million from Congress next year that I believe supports that goal. The initiative provides for the development of concepts for dry spent fuel storage -- which could potentially bring billions of dollars into Russia's economy -- and for the development of fuel cycles that enhance proliferation resistance. Both offer much greater commercial promise than Russia can hope to secure through its existing nuclear cooperation with Iran.

**Lockwood, Andrea**

**From:** Billig, Michelle  
**Sent:** Thursday, February 01, 2001 1:51 PM  
**To:** Lockwood, Andrea  
**Subject:** FW: Venezuela seeks to collude with Mexico within U.S. market on oil

-----Original Message-----

**From:** Martinez, Daniel L [mailto:MartinezDL@state.gov]  
**Sent:** Wednesday, January 31, 2001 8:00 AM  
**To:** McManus, Matthew T(Main State); Matthewman, Robin H(WHA/AND); Gallogly, Stephen J(Main State)  
**Cc:** Billig, Michelle; Hrinak, Donna J; Maybarduk, Gary H  
**Subject:** RE: Venezuela seeks to collude with Mexico within U.S. market on oil

Matt:

With legislative initiatives within the Congress to penalize OPEC producers for colluding on prices, Alvarez' statement is unhelpful and could be grist for the mill as the new Congress gets underway, especially with a Secretary of Energy who comes from that body. I agree with you that we should meet with the Vens to review the bilateral relationship. The Ambassador had an informal meeting with the Minister yesterday and we have requested a meeting with General Lameda for later in the week. One question that is likely to come up is how Bush Administration goals square with hemispheric integration and bilateral cooperation. We should work together in coming up with some points to address this issue.

Silva Calderon told the Ambassador that he is planning to visit Washington in early February to speak at a conference but is apparently lukewarm about seeking an appointment with DOE Secretary Abraham. We'll keep you posted.  
Regards, DM

p.s. Chavez appears to be ready to go on a charm offensive. He has agreed to meet with ENRON on Friday (2/2) to talk about their LNG project and is scheduled to attend ceremony marking SINCOR'S (TOTAL, STATOIL, PDVSA) early production from the Faja on February 7 and to attend the ceremony marking Petrozuata's (Conoco, PDVSA) initial production from its refinery in Jose.

*Not P, B, H, G  
US Counters  
PPS Chavez  
w/ willing to meet  
Best  
Meeting  
Base K good  
Mex/Ven*

Dan Martinez  
Energy and Mining Attache  
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Unit 4956  
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-----Original Message-----

**From:** McManus, Matthew T  
**Sent:** Tuesday, January 30, 2001 4:14 PM  
**To:** Matthewman, Robin H(WHA/AND); Gallogly, Stephen J; Martinez, Daniel L(Caracas)  
**Cc:** Hrinak, Donna J(Caracas)  
**Subject:** Venezuela seeks to collude with Mexico within U.S. market on oil

> Dan,

> A very insightful article (#3) about how Vens, Saudis trying to keep Mexico on board with the OPEC cartel. Our friend Bernardo Alvarez is directly quoted saying they "have an understanding" about competition with Mexico in the U.S. market. Unwise comments like this are exactly how the Anti-Dumping petition, and misperceptions, against this unholy alliance got started in 1998.

> Since the Deputy Minister is on record discussing how he, probably illegally, is colluding on sales to the U.S. market, (our sovereignty -- not his), perhaps the U.S. embassy, if all agree, might politely ask him to clarify his statements accordingly and sensitize him. OPEC across the board cutbacks are one thing, but targeted division of our market place, with third parties, impinges upon our energy security. OPEC is their business, but when they talk about restraining competition within the U.S. market it is rightly ours, and we have legitimate rights to inquire. Plus, they should be reminded we are watching very carefully.

> Please advise.

> Crude oil marked time today ahead of this evening's American Petroleum Institute report on U.S. oil stocks and tomorrow's Federal Reserve meeting that's expected to lower interest rates. NYMEX crude ended the day even with yesterday's close, at \$29.06. There's a bit more detail provided in a story below on OPEC's failed efforts to enlist Mexican support for production cuts. Iraqi exports last week climbed above 1 million bpd for the first time since November. And it is reported that U.S. oil company CEOs met with the Iranian foreign minister in New York earlier this month to discuss sanctions issues.

- > \* 1st story below - end-day market analysis from New York
- > \* 2nd - OPEC's Rodriguez says U.S. economic outlook will influence OPEC production
- > \* 3rd - more on Mexico and OPEC
- > \* 4th - Mexican oil industry investment needs
- > \* 5th - U.S. oil CEOs and the Iranian foreign minister
- > \* 6th - Iraq oil exports at 1.77 million bpd last week
- > \* 7th - two Ceyhan tankers may not show
- > \* 8th - Iraq ten years after the Gulf War
- > \* 9th - forecast on tonight's API stocks report

> NYMEX CRUDE UNCHANGED, HEATING OIL DOWN, GASOLINE UP

> NEW YORK, Jan 30 (Reuters) - U.S. crude oil futures held steady near \$29 as the market awaited direction from industry statistics later Tuesday and from a decision Wednesday on U.S. interest rates.

> West Texas Intermediate crude futures on the New York Mercantile Exchange settled unchanged at \$29.06 a barrel with heating oil falling for much of Tuesday's trading below 80 cents a gallon on forecasts of warmer weather.

> NYMEX February heating oil slipped 1.17 cents to settle at 80.03 cents per gallon on Tuesday.

> Traders say they expect seasonal draws for distillate product stocks and slight builds for crude and gasoline when the American Petroleum Institute (API) issues industry data later Tuesday. The API report is expected to be neutral for oil and oil products prices.

> A Reuters survey for the week ended Jan. 26 showed forecasts for a distillate draw of 1.3 million barrels; a crude build of 500,000 barrels; a gasoline build of 700,000 barrels; and refinery utilization down 0.6 percent to 89.4 percent of capacity.

> Crude on Tuesday recovered somewhat after Monday's 71-cent per barrel loss.

> On the International Petroleum Exchange in London, North Sea Brent was  
> up 30 cents to \$26.90 a barrel.

> Traders are also awaiting direction from the U.S. Federal Reserve's  
> policy-setting Federal Open Market Committee meeting, widely expected to  
> cut U.S. interest rates Wednesday by about half a percentage point.

> NYMEX February heating oil reached a low of 79 cents.

> NYMEX February gasoline settled up 0.66 cent to 88.2 cents per gallon.

> NYMEX March natural gas was down four cents to about \$6.10 per million  
> British thermal units (mmBtu).

> API figures for the week ended Jan. 19 showed that a steep year-on-year  
> deficit in key winter heating oil had been all but wiped out, relieving  
> fears of shortages which had helped oil prices rise to 10-year peaks last  
> year.

> Donald Luke of Fimat USA Inc. said that if there were not a significant  
> draw on heating oil stocks in the API data, prices for that petroleum  
> product would plunge, with traders also mindful of forecasts for warmer  
> weather in the U.S. Northeast, the largest heating oil market.

> But Phil Flynn of Alaron Research said that much of the bearish factors  
> are already built into the falling price of heating oil.

> Producer cartel OPEC's mid-January 1.5 million barrels per day (bpd)  
> supply cut decision -- which takes effect from Thursday -- has helped keep  
> prices near \$30 a barrel, which analysts say has hurt U.S. economic  
> growth.

> The OPEC cuts and continued uncertainty over the level of Iraqi oil  
> exports are keeping a floor under crude prices, traders said.

> United Nations officials on Tuesday said Iraqi crude oil exports rose  
> to 1.77 million bpd in the week ended Jan. 26, the first week they topped  
> one million bpd since November.

> But market watchers are wary of predicting with confidence Iraqi export  
> levels. Baghdad suspended oil exports in early December as it fought with  
> the U.N. over pricing issues and its buyers of crude balked at a  
> surcharge.

> Iraqi oil officials have said oil exports will reach two million bpd by  
> early February.

> ((Bernie Woodall, New York Energy Desk, ++1 212 859 1620))  
> Tuesday, 30 January 2001 15:42:28

>

> RODRIGUEZ - U.S. ECONOMIC GROWTH WILL INFLUENCE OPEC

>

> CARACAS (Dow Jones)--The Secretary-general of the Organization of  
> Petroleum Exporting Countries said Tuesday that the behavior of the U.S.  
> economy in the coming months will determine crude oil demand and  
> subsequently decisions on oil output by the group.

> "There's no real consensus on what will be the real economic growth of  
> the U.S. economy for this year," Ali Rodriguez told a Venezuelan radio  
> station from Davos, Switzerland, where he is attending the World Economic  
> Forum.

> "But if the (U.S.) economy growth is less (than expected) it will  
> affect and lower crude oil demand," Rodriguez said. However, Rodriguez  
> estimated U.S. economic growth between 2.5% to 3% for this year. The U.S.  
> is the biggest oil consuming nation in the world.

> Rodriguez replaced Rilwanu Lukman as OPEC's Secretary-general in  
> January this year.

> By Fred Pals, Dow Jones Newswires; 582-564-1339;  
> fred.pals@dowjones.com  
> Tuesday, 30 January 2001 11:40:36

>

> MEXICO ASSERTS SOME INDEPENDENCE FROM OPEC

>

> By Fred Pals  
> Of DOW JONES NEWSWIRES  
> CARACAS (Dow Jones)--Mexico's alliance with Venezuela and Saudi Arabia  
> has  
> introduced discipline among crude oil producers, tripling the price of oil  
> from  
> lows around \$10 a barrel in 1998.

> But this week, as the Organization of Petroleum Exporting Countries  
> reduces oil  
> exports to prevent another price collapse, nonmember Mexico is charting  
> its own  
> course.

> High-level talks with its former partners Jan. 18 failed to convince  
> Mexico to  
> complement OPEC's latest output decision. The discussions took place a day  
> after  
> OPEC ministers approved an output-targets cut of 1.5 million barrels a  
> day.

> At the Mexican embassy in Vienna, Venezuela Oil Minister Alvaro Silva  
> and Saudi  
> Arabia Oil Minister Ali Naimi tried to persuade Mexico's Ernesto Martens  
> to trim  
> oil exports, a Venezuelan official familiar with the talks told Dow Jones  
> Newswires Tuesday.

> Naimi and Silva almost succeeded. But in the end, Mexico chose to  
> leave its oil  
> export levels unchanged at 1.75 million barrels a day.

#### > Venezuela, Mexico To Compete For U.S. Market Share

> Mexico's move may pose problems for Venezuela, a nation heavily  
> dependent on oil  
> revenues.

> "Mexico is a sovereign nation and they've made a sovereign decision,"  
> Deputy Oil  
> Minister Bernardo Alvarez said. "But clearly, we would have been happier  
> with  
> Mexico cutting oil exports by the same percentage as OPEC did."

> Venezuela supports production cuts to strengthen the price of crude.

> But as  
> Venezuela cuts its own output, Mexico's state-owned oil monopoly Petroleos  
>  
> Mexicanos, or Pemex (E.PEM), is expected to capture market share for crude  
> oil  
> and refined products in the U.S., the world's biggest oil consumer,  
> analysts  
> said.

> Venezuela and Mexico are among the top four suppliers of crude oil and  
> refined  
> products to the U.S. Venezuela's oil exports to the U.S. in November 2000  
> totaled  
> 1.33 million b/d, while Mexico exported 1.29 million b/d. Canada and Saudi  
> Arabia  
> are the other two top suppliers.

> "We have an understanding with the Mexican government," Alvarez said.

> "There will  
> be competition in the U.S. market, but it will be done fairly and without  
> damaging our interests."

> Mexico, while considering Alvarez's concerns, faces a dilemma. Because  
> of close  
> economic ties with Mexico's northern neighbor, President Vicente Fox  
> doesn't want  
> to contribute to a U.S. economic slowdown. U.S. officials are concerned  
> that high  
> world oil prices, fueled by cuts in crude exports, might turn an expected  
> soft  
> landing into a thud.

#### > Venezuela To Use Meetings To Bring Mexico Back In Line

> But in the months ahead, as the outlook for the world and the U.S.  
> economy  
> becomes clearer, Venezuela is expected to use several high-profile

> meetings to  
> try to bring Mexico back within OPEC ranks.  
> Fox is scheduled to meet Venezuelan President Hugo Chavez and  
> Colombia's Andres  
> Pastrana in April in Caracas. Dubbed the "G3-summit," the meeting will  
> focus on  
> regional politics. But Chavez is expected to touch on the issue of OPEC  
> and oil  
> output policy as well.  
> Another meeting will take place March 7-9 during the Fifth Hemispheric  
> Energy  
> Ministers Conference in Mexico City. U.S. Energy Secretary Spencer Abraham  
> is  
> expected to attend the conference.  
> The meeting, hosted by Mexico, Venezuela and the U.S., comes just  
> ahead of the  
> regular OPEC ministers meeting March 16 in Vienna.  
> The U.S. is expected to express its interest in a production increase  
> to ease  
> world crude oil prices, while Venezuela has a stake in defending strong  
> prices.  
> It remains to be seen whether Mexico again takes the middle of the  
> road.  
> -By Fred Pals, Dow Jones Newswires; 582-564-1339;  
> fred.pals@dowjones.com  
> Tuesday, 30 January 2001 15:30:18

> MEXICO OIL INDUSTRY SEEN NEEDING \$180 BILLION OVER 10 YEARS

> MEXICO CITY, Jan 30 (Reuters) - The Mexican oil industry needs about \$180  
> billion to expand operations over the next 10 years, nearly twice the  
> investment projected by the government, if it is to maintain current  
> production levels, the head of the country's petroleum engineers  
> association said on Tuesday.  
> About two-thirds of that investment should go toward exploration and  
> production if Mexico, the world's No. 5 producer of crude oil, is to  
> maintain reserves at current levels, according to Guillermo Cruz Dominguez  
> Vargas, president of the Mexican College of Petroleum Engineers.  
> "It really is critical that we invest more resources in exploration and  
> production," he told journalists at a breakfast meeting to preview a  
> petroleum expo beginning on Sunday.  
> The rest of the investment must go toward building two new refineries  
> and to fund growth in Mexico's petrochemical and natural gas sectors,  
> Dominguez said.  
> The government has projected investment of \$80-\$100 billion over the  
> next 10 years, he said.  
> Mexico last week set its exports at 1.75 million barrels per day (bpd)  
> as of Feb. 1.  
> ((Pav Jordan, Mexico City newsroom +525 282-7159,  
> mexicocity.newsroom@reuters.com))  
> Tuesday, 30 January 2001 12:08:59

> U.S. OIL CHIEFS MEET IRAN FOREIGN MINISTER ON SANCTIONS

> By Andrew Mitchell  
> NEW YORK, Jan 30 (Reuters) - Chief executives of the three largest U.S.  
> oil companies have met with Iran's foreign minister in energy firms' most  
> significant move yet to bridge the two countries' political divide.  
> Iran's Kamal Kharrazi met privately in New York with Exxon Mobil's  
> <XOM.N> Lee Raymond, Chevron's <CHV.N> David O'Reilly and Conoco's  
> <COCa.N> Archie Dunham earlier this month to discuss prospects for easing  
> U.S. sanctions banning investment in the energy-rich Middle East nation.  
> "There was a broad range of discussions including activities in the two  
> countries and ongoing efforts to improve relations between the two  
> countries," said Carlton Adams, spokesman for Conoco which will become  
> U.S. number three when Chevron completes its merger with Texaco <TX.N>.

> "The meeting mainly addressed U.S. policy towards Iran. There was no  
> talk about specific projects, but it was all three CEOs being there  
> together that gave the meeting force," an industry source said.  
> Chevron confirmed the talks, although Exxon Mobil declined comment on  
> the specific meeting.  
> The high-level talks come as U.S. oil firms gradually unfurl a campaign  
> on Washington to ease the sanctions that have kept them out of the race  
> for Iranian oil projects since Bill Clinton enacted a full trade embargo  
> in 1995.  
> They hope former Texas oilman George W. Bush's arrival in the White  
> House -- together with Vice President Dick Cheney, who slammed sanctions  
> when head of oil services giant Halliburton -- will mean restrictions are  
> at least eased this year.  
> New Secretary of State Colin Powell has said Washington will seek out  
> opportunities to improve ties with Iran, frosty since the 1979 Islamic  
> Revolution.  
> "We have important differences on matters of policy, but these  
> differences need not preclude greater interaction, whether in more normal  
> commerce or increased dialogue," Powell said at his confirmation hearing  
> this month.

> ACCESS TO HUGE ENERGY RESERVES

> OPEC member Iran not only has the world's second largest gas reserves  
> and fifth biggest oil reserves but could also be a crucial transit route  
> for landlocked supplies U.S. firms are developing in the Caspian Sea  
> states Azerbaijan and Kazakhstan.  
> Even though European and Asian firms have stolen a march on the U.S. in  
> Iranian projects over the last six years analysts says Iran will want to  
> bring in U.S. firms cutting edge technology to their big projects once the  
> curbs are lifted.  
> Big Oil's campaign should peak in August with the expiry of a separate  
> U.S. law -- the Iran-Libya Sanctions Act (ILSA) -- threatening sanctions  
> against foreign energy firms investing in the two countries.  
> Yet industry sources admit simmering tensions in the Middle East --  
> above all the conflict between Israelis and Palestinians -- means that the  
> Bush administration will move cautiously on the issue.  
> Washington still accuses Tehran of sponsoring terrorism, seeking to  
> sabotage Arab-Israeli peace efforts and pursuing nuclear weapons, as well  
> as human rights abuses.  
> "People should not expect too much too soon. Many in Iran have high  
> hopes that the Bush presidency could mean a new start, but if they feel  
> there is no progress and that they have been let down then that could  
> ultimately hurt relations," said one source.  
> Bush will be watching the run-up to Iran's Presidential election in  
> June after a year in which a conservative backlash has all but wiped out  
> reforms ushered in by moderate Iranian President Mohammad Khatami.  
> The Clinton administration -- shackled by a pro-Israeli lobby in  
> Congress -- concluded that it could not make progress as long as Iranian  
> hardliners control policy.  
> Khatami has hinted that he might not run for reelection, which  
> would throw both the conservative and reformist camps into turmoil.  
> U.S. firms themselves have been moving carefully since the launch of an  
> investigation into allegations that Conoco might have breached sanctions  
> by analyzing seismic data from a giant oil discovery in Iran. Iran gave  
> negotiating rights for that field, named Azadegan, to Japanese firms.  
> ((New York Energy Desk, ++212 859 1745, fax ++212 859 1629))  
> Tuesday, 30 January 2001 12:29:52

> IRAQ OIL EXPORTS OVER 1 MILLION BPD LAST WEEK

> NEW YORK, Jan 30 (Reuters) - Iraqi crude oil exports rose to 1.77 million  
> barrels per day (bpd) in the week ended Jan. 26, the first week they  
> topped one million bpd since November, U.N. officials said.  
> Iraq suspended oil exports in early December as it fought with the  
> United Nations over pricing issues and its buyers of crude balked at a  
> surcharge.

> There were seven loadings of oil in the week, the most since the ninth  
> phase of the oil-for-food program began Dec. 6.  
> Iraq has so far in the ninth phase sold 837 million euros of oil at a  
> rate of about 780,000 bpd.  
> Iraqi oil officials have said oil exports will reach 2.0 million bpd by  
> early February.  
> ((Bernie Woodall, New York Energy Desk, ++1 212 859 1830))  
> Tuesday, 30 January 2001 12:01:31

> TWO CEYHAN TANKERS SEEN "UNLIKELY" TO LOAD - SOURCES

> LONDON (Dow Jones)--Two oil tankers that were scheduled to begin  
> loading Iraqi crude in January at the Turkish Mediterranean port of Ceyhan  
> probably won't show up and shipments are unlikely to take place, sources  
> at the terminal said Tuesday.

> The IPS-owned Crude Sky and Quantum-owned Front Champion were fixed to  
> begin lifting 3 million barrels of Iraqi crude oil between Jan. 27 and  
> Feb. 3.

> But neither have appeared at the port and officials at the terminal  
> have said they have heard nothing from either tankers.

> "There's been no news from the ships," said the source. "Most probably  
> the shipments will not take place," he said.

> The two shipments are important because traders and brokers see their  
> arrival as a sign that Iraqi oil exports from Ceyhan are set to resume at  
> more consistent levels since supplies slowed in December after a dispute  
> with the U.N.

> However, traders and brokers are now concerned that the lack of  
> loading in January could signal Iraqi crude exports are to be disrupted  
> again.

> "A return to normal Iraqi exports in February now seems unlikely,"  
> brokerage firm GNI said.

> A Mediterranean crude trader said he doubted exports would fully  
> resume from Ceyhan before April.

> "I don't take what's going on now seriously. Just because a couple of  
> tankers load, it doesn't mean things are back to normal. This situation  
> could drag on until early April," he added.

> Iraq halted the flow of oil Dec. 29 after a pricing spat with the U.N.

> Exports from Ceyhan restarted earlier this month but have yet to reach  
> the previous levels of 2.3 million barrels a day.

> According to a weekly report from the Middle East-Economic Survey,  
> Iraq exported from the ports of Mina al-Bakr and Ceyhan around 1.17  
> million b/d in January, twice as much as in December, when exports were  
> 600,000 b/d.

> The January exports included 17 loadings totaling 30.6 million bbl  
> from Mina al-Bakr and five from Ceyhan totaling 5.8 million bbl. The  
> Ceyhan total includes the 3 million barrels of crude scheduled to be  
> lifted Jan. 27-29.

> The last vessel to load from Ceyhan was Amazon Falcon, which left  
> Saturday with 2 million bbl.

> The source at the terminal said he had heard an Iranian-owned tanker,  
> the Sizan Gert, was due in early February, but he had no confirmation yet.

> -By Selina Williams, Dow Jones Newswires; 44 (0)20 7842 9262;

> selina.williams@dowjones.com

> Tuesday, 30 January 2001 11:06:25

> IRAQ LIKELY TO USE OIL, NOT GUNS, AGAINST WEST

> By Tabassum Zakaria

> WASHINGTON, Jan 30 (Reuters) - Iraq, a decade-long thorn in the side of  
> the United States, has half the military force it had when it invaded  
> Kuwait and is more likely to use oil than bombs as a weapon to rattle  
> Western powers, U.S. analysts say.

> While deep concern remains about Iraqi President Saddam Hussein's  
> efforts to rebuild nuclear, biological and chemical weapons programs, his

> conventional military activity, including exercises and training flights,  
> has gradually declined.

> President George W. Bush's new administration brought back to power  
> many who conducted the Gulf War, which ended 10 years ago next month when  
> a U.S.-led coalition drove Iraqi invaders out of Kuwait.

> That prompted speculation that Saddam, who is emerging from isolation  
> as international sanctions erode, might make some gesture to thumb his  
> nose at Bush to mark the anniversary.

> Iraq now has about 350,000 to 400,000 active troops, more than 2,000  
> tanks, about 3,000 infantry fighting vehicles and more than 2,000 pieces  
> of artillery -- about half its Gulf War force, a U.S. defense official  
> said. That force is still about the biggest in the region, similar in size  
> to that of Iran.

> "His current capability is probably the best in the region for any  
> conflict or confrontation with regional assets, but his forces remain  
> very, very depleted from what they were 10 years ago in Desert Storm," the  
> defense official told Reuters.

> Iraq still has the capability to launch another invasion of Kuwait, but  
> would be unable to sustain and protect forces in a drawn out conflict, he  
> said on condition of anonymity.

#### > BLUFF, BRAG AND THREATEN

> "I would think he wouldn't chance it," the official said. "But now will  
> he bluff, will he brag, threaten? Certainly."

> The new White House has taken a firm tone on Iraq. "Saddam needs to  
> understand and not miscalculate that this administration will take any  
> effort on his part to resume the kind of activities engaged in 10 years  
> ago very seriously," Vice President Dick Cheney told NBC on Sunday.

> While Iraq's rhetoric and bluster would likely continue, its weapon of  
> choice may turn out to be oil, analysts said.

> "He's unlikely to do anything so blatant that he crosses the line and  
> provokes military action," Ken Katzman, a senior analyst at the  
> Congressional Research Service, said.

> "I see him much less as a strategic threat, I see him more as an  
> economic threat right now," he said.

> Iraq has become a "swing producer" in the global oil market and could  
> engineer a rise in oil prices by cutting production, which in turn could  
> hurt the U.S. economy, Katzman said.

> Saddam also wants to raise his standing in the Arab world, and could  
> accomplish that with aggression toward Israel, some analysts said. Iraq  
> was seen as unlikely to launch a solo attack on Israel, but rather would  
> join in a wider conflict.

> Iraq is allowed under U.N. rules to have missiles with a range of 150  
> kilometers, far short of reaching Israel, but analysts say they could be  
> made longer range with ease.

> Iraq may still have about a dozen of the Scud missiles it fired into  
> Israel during the Gulf War, said Amin Tarzi, senior research associate at  
> the Monterey Institute in California.

> In October and December, Iraq deployed troops westward as a signal of  
> solidarity with the Palestinians fighting Israelis, and held a parade on  
> Dec. 31 to show off military hardware.

#### > FRESH PAINT, NEW TIRES

> "It was freshly painted, had some new tires," and some homemade  
> modifications, the defense official said.

> No new types of equipment were seen, a sign that sanctions were  
> successful in preventing complete new weapons systems from entering Iraq,  
> he said. A lot of the equipment that had been stolen or captured from  
> Kuwait was also displayed, he said.

> "The tempo of training has been reduced virtually every year, it can  
> spike, but the overall trend has been down," the defense official said.  
> "You see less live fire exercises, the air force flies less and less."

> U.S. officials say Iraq is not believed to have an operational nuclear  
> weapon, and the Pentagon believes that such an accomplishment was at least  
> another five years away.

> U.S. officials said Iraq was further along in developing chemical and

> biological weapons than a nuclear weapon.  
 > "All in all he's not threatening anybody," the defense official said.  
 > The last serious threat was in 1994 when Saddam moved troops toward  
 > Kuwait, he said.  
 > But Iraq still has the knack for rattling the West. A recent proposal  
 > by Saddam's son Uday to include Kuwait as part of Iraq on the emblem of  
 > the Iraqi parliament got attention "without moving one troop," the defense  
 > official said.  
 > ((Washington newsroom, fax 202 898 8383, email  
 > Washington.bureau.newsroom@reuters.com))  
 > Tuesday, 30 January 2001 13:58:57

> FORECAST - API TO SHOW DISTILLATE DRAW

REUTERS FORECAST FOR		ACTUAL FOR WEEK	
WEEK ENDED 1/26/01*		ENDED 1/19/01	
CRUDE.....UP	0.5 MLN	288.44 MLN	DOWN 1.99
MLN			
DISTILLATE.....DOWN	1.3 MLN	114.13 MLN	DOWN 0.83 MLN
GASOLINE.....UP	0.7 MLN	200.10 MLN	UP 2.21 MLN
UTILIZATION.....DOWN	0.6 PCT PT	90.0 PCT	DOWN 1.7 PCT PT

> NEW YORK, Jan 30 (Reuters) - A seasonal distillate stocks  
 > draw and more crude run cuts are expected when the American  
 > Petroleum Institute (API) issues its weekly industry data  
 > Tuesday afternoon, a survey of analysts shows.

> The analysts were mostly agreed regarding the distillate  
 > draw and the refinery use slipping below 90 percent of  
 > capacity. But there was less agreement on crude stocks, with  
 > predictions ranging from down 2.5 million barrels to up 1.5  
 > million barrels, the Reuters survey found.

> A seasonal gasoline build in stocks was also expected for  
 > the week ended Jan. 26. Gasoline stocks have gained about 6  
 > million barrels in the past two reports, including a gain of  
 > 2.2 million barrels for the week ended Jan. 19.

> "I see crude up in the presence of crude run cuts, and  
 > distillates showing a seasonal draw," said Jim Ritterbusch of  
 > Ritterbusch and Associates in Illinois.

> January refinery maintenance has caused the API to show a  
 > fall in refinery use from the 93 percent rate at which the year  
 > began.

> Phil Flynn of Alaron Research said with most analysts  
 > predicting a distillates stocks draw near 1.5 million barrels,  
 > the futures price for heating oil is already built in. The  
 > product has "taken a hit" in the past several days, including a  
 > fall of 3.36 cents Monday and an 8-cent drop in February  
 > heating oil in the last week.

> February heating oil was down 1.5 cents in trading Tuesday  
 > on the NYMEX.

> Recent figures from the American Petroleum Institute and  
 > the U.S. Department of Energy show that the year-on-year  
 > deficit for crude and products has largely melted away, though  
 > 2000 was a particularly lean year for supplies.

> --((Bernie Woodall, New York Energy Desk, ++212 859 1620,  
 > fax ++212 859 1629))

> Tuesday, 30 January 2001 11:13:18

Lockwood, Andrea

---

**From:** Person, George  
**Sent:** Thursday, March 23, 2000 10:23 AM  
**To:** Billig, Michelle; Lockwood, Andrea; Sperl, Thomas  
**Subject:** FW: Draft Obasanjo Ltr

**Importance:** High

FYI.

Comments provided on earlier draft by David P.

-----Original Message-----

**From:** Person, George  
**Sent:** Thursday, March 23, 2000 10:10 AM  
**To:** Goldwyn, David; Fariello, Theresa; Pumphrey, David  
**Cc:** Willis, Matthew  
**Subject:** Draft Obasanjo Ltr  
**Importance:** High

As requested from the meeting yesterday with Enron, see attached draft letter.

After review, we will obtain GC and external clearances.



S10BASANJO.wpd

**Lockwood, Andrea**

**From:** Person, George  
**Sent:** Thursday, March 23, 2000 9:11 AM  
**To:** Billig, Michelle; Lockwood, Andrea; Sperl, Thomas; Pumphrey, David  
**Subject:** Draft Obasanjo Ltr

**Importance:** High

Pls grab your "carving" instruments and "do battle" with the attached ltr, which is an offshoot from the Goldwyn/Enron meeting yesterday. The letter is on a fast track and will be cleared with GC et al.

Thanks.

George



S10BASANJO.doc

PG / h m j

**Lockwood, Andrea**

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**From:** Person, George  
**Sent:** Thursday, March 09, 2000 2:08 PM  
**To:** Lockwood, Andrea; Pumphrey, David; Sperl, Thomas  
**Subject:** RE: Revised Nigeria Paper—Andrea and State's comments

Tom,

Pls finalize paper and move forward. Thanks.

—Original Message—

**From:** Lockwood, Andrea  
**Sent:** Thursday, March 09, 2000 1:25 PM  
**To:** Person, George; Pumphrey, David; Sperl, Thomas  
**Subject:** RE: Revised Nigeria Paper—Andrea and State's comments

I got the feedback from State and preliminary feedback from Dave. Note Changes. On Nigeria P drive  
<< File: NGMTGSEC2.wpd >>

—Original Message—

**From:** Person, George  
**Sent:** Thursday, March 09, 2000 11:57 AM  
**To:** Lockwood, Andrea  
**Cc:** Sperl, Thomas; Pumphrey, David  
**Subject:** Revised Nigeria Paper (2 or 3)  
**Importance:** High

Andrea,

I defer you for the Enron beef and any other tweaking. Thx.

George

<< File: NGMTGSEC.wpd >>

**Lockwood, Andrea**

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**From:** Person, George  
**Sent:** Thursday, March 09, 2000 11:57 AM  
**To:** Lockwood, Andrea  
**Cc:** Sperl, Thomas; Pumphrey, David  
**Subject:** Revised Nigeria Paper (2 or 3)

**Importance:** High

Andrea,

I defer you for the Enron beef and any other tweaking. Thx.

George



NGMTGSEC.wpd

**Lockwood, Andrea**

*Nigeria  
Paper*

**From:** Person, George  
**Sent:** Wednesday, March 08, 2000 2:56 PM  
**To:** Profozich, Russell; Sperl, Thomas; Lockwood, Andrea; Pumphrey, David  
**Subject:** Revised Nigeria Paper

See attached.

Open Issues:

1. Can we tighten up the Enron/World Bank issue?
2. Has David G agreed to the June trip?
3. If this paper is non-oil matter, should the Texaco piece be removed (it's a nice filler)?



NGMTGSEC.wpd

*Strong evidence  
of memo  
for resolution  
of David  
Borges*

## Lockwood, Andrea

**From:** Pumphrey, David  
**Sent:** Wednesday, February 09, 2000 6:35 PM  
**To:** Alicia Porter; Calvin Humphrey; Darren Peters; DAVID GOLDWYN; David Jhirad; Donna Bobbish; Emma Gilliard; John BRODMAN; Kate English; Leonard Coburn; Linda WHITED; Matthew Willis; Robert PRICE; Steve SACKS; Teresa Beeman; Theresa Fariello; Andrea Lockwood; Carolyn Haylock; Debra Smith; Gary Ward; Henry Santiago; Kathleen Deutsch; Michelle Billig; Russell Profozich; Thomas Sperl  
**Subject:** DAR 2/9/00 IA-32

**Nigeria:** The Nigeria desk at State reports that Assistant Secretary Rice brought up the Enron contract issue at a meeting with the Nigerian Ambassador last week. The Ambassador indicated that he would check into it. The Nigerians mentioned that the World Bank had advised them that the terms of the Enron deal were not the best that they could have gotten and recommended that in future Nigeria should use competitive bidding for such contracts. The Nigerians are using this recommendation as a basis to go back to Enron to renegotiate the deal. The U.S. Ambassador is supposed to raise this issue today during a meeting with the Nigerian Government and Jessie Jackson. The issue is included in the Ambassador's talking points. ★

**OPIC - IA Staff** spoke with Mitchell Strauss of OPIC, to discuss the next steps in setting up the African Sustainable Energy Program. Main issues discussed were the interagency agreement and the transfer of funds. Strauss indicated that she would be sending text of an agreement to Sam Bradley for initial review. In addition, she mentioned that OPIC staff did not want DOE money sent over but wanted to keep our contribution "on call" over here.

**WTO -- Russ Profozich** attended a multi-agency meeting today at the USTR to discuss plans for the coming year regarding WTO negotiations on trade in services and agriculture. The meeting was chaired by Peter Collins, USTR. Major points made at the meeting were: (1) USTR wants to formalize the inter-agency process to address WTO issues and will develop draft papers for agencies to comment on in developing positions on specific issues; (2) the WTO has initiated the process to begin negotiations on trade in agriculture and services. A special session of the GATS Council will meet on February 25 in Geneva to discuss procedural matters, organization of future negotiations and scheduling of future meetings; (3) on February 24, the Committee on Specific Commitments and Working Party on Domestic Regulation will meet in Geneva; (4) the Committee on Specific Commitments is the major vehicle for the U.S. to address trade in services, it is chaired by Peter Collins; (5) the Working Party on Domestic Regulation also will address several issues (e.g., transparency, necessity and equivalency) related to trade in services, also chaired by Peter; (6) GATS rules on subsidies, government procurement and safeguards also will be addressed in the GATS negotiations, these have major impact on trade in services; (7) Carol Balassa, who heads up the USTR effort on energy services mentioned that the Energy Services Coalition is developing a definition of energy services and a draft objectives paper that will be available soon. She stated that the inter-agency group on energy services would likely travel to Geneva in late March or April for discussions on these issues; (8) other issues that will be part of the GATS negotiations that have an impact on energy services include: wholesale and retail distribution, testing, labeling and trademarks; professional services; education and training; environmental services; and financial services. Peter will inform agencies of the next meeting. Most future meetings will involve smaller groups to address specific issues.

**Venezuelan/American Chamber of Commerce--** Messrs. Ulrico Reale and Antonio Herrera and Ms. Martha Piedrafita, representatives from VENANCHAM, visited with DAs Terri Fariello to discuss the political and economic situation in Venezuela. Also present were Rebecca Gaghen, David Pumphrey, Henry Santiago, and Christine Fletcher. The discussion included plans for the forthcoming visit of the Secretary to Caracas, as well as VENAMCHAM's plans for their full membership's trip to Washington D.C. on March 6-7, and their hopes that Secretary Richardson will take the opportunity to hold a short meeting with the larger delegation at that time. With regard to the economic situation in Venezuela the visitors were cautious in their assessment; while there are some indications for hope government actions remain unclear.

**Africa IWG -** Prepared material for presentation to the Africa IWG on Friday. When final, this material will be included in the matrix of activities implementing the Africa Ministerial from last year.

**Lockwood, Andrea**

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**From:** Pumphrey, David  
**Sent:** Wednesday, February 09, 2000 2:04 PM  
**To:** Person, George; Lockwood, Andrea; Profozich, Russell; Sperl, Thomas  
**Cc:** Fariello, Theresa  
**Subject:** RE: cables

I had seen it. Russ can you contact the desk and find out if the Ambassador has followed up.

-----Original Message-----

**From:** Person, George  
**Sent:** Wednesday, February 09, 2000 1:18 PM  
**To:** Pumphrey, David; Lockwood, Andrea; Profozich, Russell; Sperl, Thomas  
**Subject:** FW: cables

Have you all seen this interesting cable on Enron & Nigeria?

-----Original Message-----

**From:** Breed, Patricia  
**Sent:** Wednesday, February 09, 2000 12:36 PM  
**To:** Person, George  
**Subject:** cables

<< File: 00024935.MSG >>

**Lockwood, Andrea**

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**From:** Pumphrey, David  
**Sent:** Friday, January 21, 2000 5:46 PM  
**To:** Andrea Lockwood; Carolyn Haylock; Debra Smith; Gary Ward; Henry Santiago; Kathleen Deutsch; Michelle Billig; Russell Profozich; Thomas Spert  
**Subject:** FW: Senior Advisor's Report

—Original Message—

**From:** Bobbish, Donna  
**Sent:** Friday, January 21, 2000 4:58 PM  
**To:** Goldwyn, David  
**Cc:** Humphrey, Calvin; Willis, Matthew; Fariello, Theresa; Jhirad, David; English, Kate; Price, Robert S; Coburn, Leonard; Brodman, John; Pumphrey, David; Sacks, Steve  
**Subject:** Senior Advisor's Report

**Senior Advisor's Report**  
Week of January 17-21, 2000

Energy Services: (1) Met with USTR on response to EU on definitional issues. Discussion included treatment of various energy company activities under the GATT and the GATS. Discussed need to meet with EU reps to reach better understanding of each side's approach to definition of "energy services." Also discussed need for drafting an "objectives paper" to acknowledge and clarify difference in approach between EU and US, among other things. (2) Attended Energy Services Coalition meeting to hear reports on progress of industry work on defining energy services. Industry hopes to have something to share with USTR by end of February. Provided recap of status of APEC EWG energy services proposal and relationship to WTO energy services negotiations.

China: Preparation for gas experts trip to Beijing, scheduled for Jan. 24-25, 2000. Attended meeting with industry, Commerce, FE, MMS on gas experts trip. The gas experts trip subsequently was postponed until the end of February.

Japan: Discussions with USTR following up to Enhanced Deregulatory Initiative meeting last week with Japanese delegation; highlighting issues and outcomes.

Davos: Prepared one-pagers on Enron/Ken Lay and BHP/Paul Anderson.

Met. B of  
D. P. S.

## Lockwood, Andrea

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**From:** Billig, Michelle  
**Sent:** Tuesday, January 18, 2000 11:40 AM  
**To:** Lockwood, Andrea  
**Subject:** RE: Davos Papers--One page includes Talking points



BOLVIA.doc

scaled down to one page

-----Original Message-----

**From:** Lockwood, Andrea  
**Sent:** Tuesday, January 18, 2000 11:00 AM  
**To:** Pumphrey, David; Haylock, Carolyn; Smith, Debra; Ward, Gary; Santiago, Henry; Deutsch, Kathleen; Billig, Michelle; Profozich, Russell; Spert, Thomas  
**Subject:** RE: Davos Papers--One page includes Talking points

Sorry about the misdirection--Dave has confirmed that the one pagers should include talking points--brief, brief, brief! Thanks

-----Original Message-----

**From:** Pumphrey, David  
**Sent:** Friday, January 14, 2000 9:11 AM  
**To:** Andrea Lockwood; Carolyn Haylock; Debra Smith; Gary Ward; Henry Santiago; Kathleen Deutsch; Michelle Billig; Russell Profozich; Thomas Spert  
**Subject:** FW: Davos--Company Papers

-----Original Message-----

**From:** Brodman, John  
**Sent:** Friday, January 14, 2000 9:05 AM  
**To:** Price, Robert S; Pumphrey, David; Thompson, Kay; Beeman, Teresa; Bobbish, Donna  
**Cc:** Fariello, Theresa; Willis, Matthew  
**Subject:** RE: Davos--Company Papers

See the Format attached. JB

<< File: Format.doc >>

-----Original Message-----

**From:** Price, Robert S  
**Sent:** Thursday, January 13, 2000 3:43 PM  
**To:** Brodman, John; Pumphrey, David; Thompson, Kay; Beeman, Teresa; Bobbish, Donna  
**Cc:** Fariello, Theresa; Willis, Matthew  
**Subject:** Davos--Company Papers  
**Importance:** High

We're still trying to get an updated listing of the political attendees at Davos, but we have a recent listing of company people and suggest the following assignments:

Theresa Beeman      Bechtel, Adrian Zaccaria, Pres. & COO  
BP Amoco, John Browne, Group Chief Executive  
Chevron, Richard H. Matzke, Vice Chairman (with input from Andrea on West

Africa)

Donna Bobbish      BHP Petroleum Pty, Ltd. USA, Paul Anderson, CEO  
Enron, Kenneth L. Lay, Chairman & CEO

Bob Copaken      Royal-Dutch Shell Group, Mark Moody-Stuart, Chairman  
Saudi Aramco, Abdulaziz F. Al-Khayyal

Tom Cutler      UNOCAL, Roger Beach, Chairman & CEO  
Dave Pumphrey      Texaco, Peter I. Bijur, Chairman and CEO

Ed Rossi  
Jeff Skeer

Statoil, Olav Fjell, President & CEO  
Gaz de France, Peirre Gadonneix, Chairman.

Thanks for your assistance, Bob

**Lockwood, Andrea**

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**From:** Pumphrey, David  
**Sent:** Friday, January 14, 2000 9:11 AM  
**To:** Andrea Lockwood; Carolyn Haylock; Debra Smith; Gary Ward; Henry Santiago; Kathleen Deutsch; Michelle Billig; Russell Profozich; Thomas Spert  
**Subject:** FW: Davos-Company Papers

—Original Message—

**From:** Brodman, John  
**Sent:** Friday, January 14, 2000 9:05 AM  
**To:** Price, Robert S; Pumphrey, David; Thompson, Kay; Beeman, Teresa; Bobbish, Donna  
**Cc:** Fariello, Theresa; Willis, Matthew  
**Subject:** RE: Davos-Company Papers

See the Format attached. JB



Format.doc

—Original Message—

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**Sent:** Thursday, January 13, 2000 3:43 PM  
**To:** Brodman, John; Pumphrey, David; Thompson, Kay; Beeman, Teresa; Bobbish, Donna  
**Cc:** Fariello, Theresa; Willis, Matthew  
**Subject:** Davos-Company Papers  
**Importance:** High

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Theresa Beeman	Bechtel, Adrian Zaccaria, Pres. & COO BP Amoco, John Browne, Group Chief Executive Chevron, Richard H. Matzke, Vice Chairman (with input from Andrea on West Africa)
Donna Bobbish	BHP Petroleum Pty, Ltd. USA, Paul Anderson, CEO Enron, Kenneth L. Lay, Chairman & CEO
Bob Copaken	Royal-Dutch Shell Group, Mark Moody-Stuart, Chairman Saudi Aramco, Abdulaziz F. Al-Khayyal
Tom Cutler	UNOCAL, Roger Beach, Chairman & CEO
Dave Pumphrey	Texaco, Peter I. Bijur, Chairman and CEO
Ed Rossi	Statoil, Olav Fjell, President & CEO
Jeff Skeer	Gaz de France, Peirre Gadonneix, Chairman

Thanks for your assistance, Bob

## Lockwood, Andrea

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**From:** Person, George  
**Sent:** Tuesday, August 17, 1999 10:51 AM  
**To:** Sperl, Thomas  
**Cc:** Pumphrey, David; Lockwood, Andrea; Brodman, John  
**Subject:** FW: Nigeria Trip

Papers to be filed on the P drive.

—Original Message—

**From:** Brodman, John  
**Sent:** Tuesday, August 17, 1999 10:30 AM  
**To:** Person, George; Bailey, Barbara; Cochran, Pamela; Lockwood, Andrea; Brady, Jayne; Anderson, Brooke; 'martschea@afribure.us-state.gov'; 'srenner@lagosf.us-state.gov'; 'fitzgibbon@lagosf.us-state.gov'; JOHNSON, ELIAS; Humphrey, Calvin  
**Cc:** Pumphrey, David; Profozich, Russell; Frank\_Stewart@nrel.gov; 'roger\_taylor@nrel.gov'; Fariello, Theresa; Goldwyn, David; Brady, Jayne  
**Subject:** Nigeria Trip

Greetings to everyone. The trip to Nigeria was by any measure a resounding success. Thanks to all of you for helping to make it happen, and happen so well. The Secretary had great meetings, and accomplished more than we thought we would get. The Chevron story was a real success, and the fact that Enron signed its power deal was icing on the cake. See the attached departure statement for details of the trip. It is as good a summary as you will find. We also reworked the talking points for the meeting with the President, special advisor, and Power Minister. Also attached below is a background meeting paper I did on the road for the Secretary's meeting with activists from the Delta. I will give you hard copies as my file for some of these documents seems to have picked up a virus. I will give you a full readout of the details at our next group meeting. Once again, thank you. Goldwyn, Rebecca, Calvin and the Secretary are very pleased with the preparations and execution of this trip.



Briefing

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STATEMENT2.doc



NigerDelta.ppr.doc

**Lockwood, Andrea**

**From:** Brodman, John  
**Sent:** Tuesday, August 17, 1999 10:30 AM  
**To:** Person, George; Bailey, Barbara; Cochran, Pamela; Lockwood, Andrea; Brady, Jayne; Anderson, Brooke; 'martschea@afribure.us-state.gov'; 'srenner@lagosf.us-state.gov'; 'fitzgibbon@lagosf.us-state.gov'; JOHNSON, ELIAS; Humphrey, Calvin  
**Cc:** Pumphrey, David; Profzich, Russell; 'frank\_Stewart@nrel.gov'; 'roger\_taylor@nrel.gov'; Fariello, Theresa; Goldwyn, David; Brady, Jayne  
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to M g...  
PWR

**Lockwood, Andrea**

**From:** Profozich, Russell  
**Sent:** Friday, August 06, 1999 11:00 AM  
**To:** 'Chris Long'  
**Cc:** Brodman, John; Lockwood, Andrea  
**Subject:** RE: Nigeria Update

**Importance:** High

*audit  
to C. Long  
Enron Corp*

Chris: Do you have any additional info on the meeting in Nigeria? If so, please let me know ASAP. For the Secretary's briefing book, info on who will be at the meeting, time, location, agenda etc. is needed.

I will be out of the office after today for a week. So, beginning on Monday, August 9, please contact John Brodman (586-5915 and/of Andrea Lockwood (586-6082) re this event.

Thanks.

Russ Profozich

-----Original Message-----

**From:** Chris Long [mailto:Chris.Long@enron.com]  
**Sent:** Wednesday, August 04, 1999 4:33 PM  
**To:** Profozich, Russell  
**Subject:** Nigeria Update

Chris:

We met with the Minister of Power and Steel (Chief Bola Ige) last week. Prior to our meeting, the Honourable Minister held a press conference and identified Enron as a company at the forefront of developing power projects in Nigeria and specifically mentioned our plans for Agbara. The Minister invited us to consider other power development opportunities saying that we had complete access to "the killing fields".

Presently we are looking at two distinct projects. They are as follows:

Lagos State

3x30 MW Barges for emergency power  
560 MW IPP @ Agbara  
280 km off-shore gas pipeline

2. Federal Republic of Nigeria (FRN)

6x30 MW Barges for emergency power  
Rehabilitation and Refurbishment of the Egbin power plant

The Minister has convened a meeting of high level officials from the Ministry of Power and Steel, Lagos State, NEPA, and our project team to put the deals together (particularly the credit structure and size of the plant), negotiate the PPA's and Guarantee Agreement, sort out certain technical issues, and ultimately submit recommendations to the Honourable Minister and the Governor to execute the Agreements. We are scheduled to meet this Thursday morning.

The most important thing for representatives from the DOE to emphasize is going with an American company. ABB, Siemens, and Lyonnaise-des Eaux are all competing with us for market share and are fully engaged in negative p.r. against Enron since our name has been thrown out in the press as the

front-runner. Thanks for your help and let me know if you require further information.,

Keith

**Lockwood, Andrea**

**From:** Person, George  
**Sent:** Wednesday, August 04, 1999 5:42 PM  
**To:** Brodman, John; Goldwyn, David; Fariello, Theresa; Humphrey, Calvin; King, Rachel; Profozich, Russell; Lockwood, Andrea; Cochran, Pamela; Clarke, Denise; Sperl, Thomas; Rossi, Edward  
**Cc:** 'Frank\_stewart@nrel.gov'; Price, Robert S  
**Subject:** RE: Draft Meeting and background Papers for The Nigeria Briefing Book

Some additional draft papers for subject. Anticipate last remaining comments from State on the Investment Principles tomorrow.



NGS1MOU.WPD



NGMOU.wpd



afensum.wpd



AFCSTM1.wpd



AFGENCLIMCHG.w

pd



AFTVIST1.wpd

—Original Message—

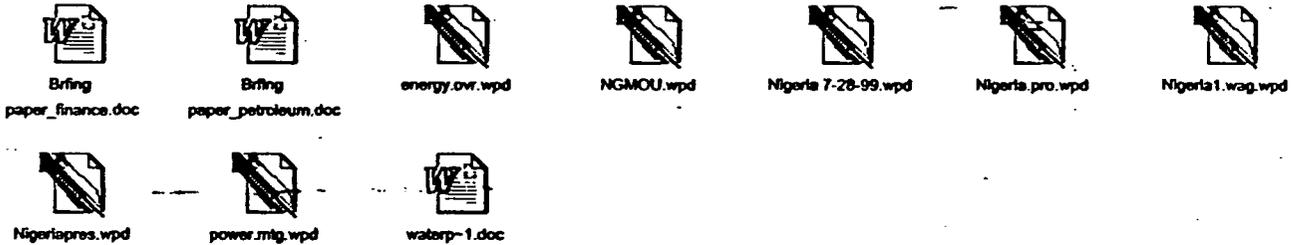
**From:** Brodman, John  
**Sent:** Wednesday, August 04, 1999 11:09 AM  
**To:** Goldwyn, David; Fariello, Theresa; Humphrey, Calvin; King, Rachel; Person, George; Profozich, Russell; Lockwood, Andrea; Cochran, Pamela; Clarke, Denise; Sperl, Thomas; Rossi, Edward  
**Cc:** 'Frank\_stewart@nrel.gov'; 'Fitzgibbon@lagosf.us-state.gov'; 'martschea@africabure.us-state.gov'  
**Subject:** Draft Meeting and background Papers for The Nigeria Briefing Book

<< File: Brfing paper\_finance.doc >> << File: Brfing paper\_petroleum.doc >> << File: energy.ovr.wpd >> << File: NGMOU.wpd >> << File: Nigeria 7-28-99.wpd >> << File: Nigeria.pro.wpd >> << File: Nigeria1.wag.wpd >> << File: Nigeriapres.wpd >> << File: power.mtg.wpd >> << File: waterp-1.doc >>

o Attached for your review are some draft meeting papers, an energy overview, the MOU, background on DOE/USAID waterworks and technical assistance proposals, a scope paper, and a backgrounder on the West Africa Gas Pipeline (but not in that order). We are still working on papers for the reception/roundtable with American business, the possible Enroh Signing, the UV Waterworks event, and a schedule for site visits in the delta for Sunday. Also, we don't yet know the final schedule of meetings, so we will adjust as the schedule firms up. The Embassy is sending a scene setter, political paper, and a paper on the situation in the delta that will be part of a separate classified background book Intel is putting together. Comments on any of the above are welcome. JB

Lockwood, Andrea

From: Brodman, John  
Sent: Wednesday, August 04, 1999 11:09 AM  
To: Goldwyn, David; Fariello, Theresa; Humphrey, Calvin; King, Rachel; Person, George; Profozich, Russell; Lockwood, Andrea; Cochran, Pamela; Clarke, Denise; Sperl, Thomas; Rossi, Edward  
Cc: 'Frank\_stewart@nrel.gov'; 'Fitzgibbon@lagosf.us-state.gov'; 'martschea@africabure.us-state.gov'  
Subject: Draft Meeting and background Papers for The Nigeria Briefing Book



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STRING emails  
- R no DIFF, mentioned  
Same PL

**Lockwood, Andrea**

**From:** Thomas SPERL  
**Sent:** Monday, March 29, 1999 10:05 AM  
**To:** John BRODMAN; Pamela COCHRAN; AMBER JONES  
**Cc:** Andrea LOCKWOOD  
**Subject:** Howard

Folks:

Amber needs confirmed information for a press release.  
What I have is below. Please concur so Amber can  
send out this PM.

Thanks.

Panel Ambassadors are:

Her Excellency Edith Ssemपाला  
Ambassador of the Republic of Uganda;

Ambassador Archibald Mogwe  
Embassy of Botswana;

Ambassador Koby Koomson  
Embassy of Ghana.

event at Howard U  
2600 6th St., NW  
School of Business Auditorium, 2nd floor  
Not the Bunche AFFR CNTR

Do you have confirmed panelists. I do not.

Also, I recieved a call confirmation from  
Pete Perry, ENRON  
and Nicole Lay (daughter of Ken, I presume)  
called in by Laurie Sullivan  
466-9142

He his not on the panel as I know it? Is that true?

*Enron  
Nicole Lay  
will attend  
How U.*

Lockwood, Andrea

From: John BRODMAN  
Sent: Monday, March 22, 1999 12:44 PM  
To: DARREN PETERS; Andrea LOCKWOOD; Melodie WASHINGTON; Theresa FARIELLO;  
George PERSON; Pamela COCHRAN; Thomas SPERL; David PUMPHREY; Calvin  
HUMPHREY  
Subject: Anniversary Letters of Invitation

Darren, I am trying to track down the draft letter of invitation we sent Calvin for comment last week. This is the letter the Secretary will send to the Ambassadors from Ghana, Botswana, and Uganda, and to Enron, Chevron, Sunlight, and CMS, inviting them to speak at the Howard event on April 1. We need to get these out ASAP. If Calvin has no comments, let me know so we can prepare the finals for the Secretary's signature. Thanks, JB

Letter to Rich.  
to speak at  
How. U.

4/1/99

## COMMERCIAL PROJECTS IN QATAR

### **Investment and Privatization in Qatar**

- I am very pleased to see such a high level of investment in Qatar by the American private sector. Congratulations on the recent QGPC-Exxon-Mobil gas deal which was signed May 2<sup>nd</sup>, here in Doha. That project promises to be a significant step toward meeting additional gas demand both domestically and regionally as well.
- Would you share with us your insights into future development plans in the oil and gas sectors?
- What is the status of your privatization efforts within Qatar's water and power sectors now? Do you anticipate the need for any foreign assistance in this regard?

### **Dolphin Project**

- I am pleased to see that you are cooperating with the UAE in the Dolphin project.
- We are pleased with the recent signing of a production sharing agreement with Exxon Mobil that will form a part of the Dolphin project. I understand this gas also will be used domestically.
- We, too, think that this project is very important to your nation and the other nations of the region that are involved in it – UAE and Oman. We also are gratified that some of the U.S. companies – Enron and Exxon Mobil – are participating in the project.
- Can you give me your perspective on this project and what you see as next steps?
- Could you give us your view on the current status of thinking within the Gulf Cooperation Council (GCC) on the region's cooperation in the areas of gas and is it the Dolphin Project the foundation for this regional cooperation?

### ***Privatization – Electric Power***

- I understand that the formation of the Qatar General Electricity and Water Corp. (QGEWC) has received the approval of the Cabinet and the Advisory Council, and that a decree from the Emir is expected to be issued on the formation of the QGEWC very soon.
- Can you share with us how this fits into your plans for privatization in the electricity sector and what opportunities you see for western investment in the electric power sector?

## Gale, Barry

---

**From:** Pumphrey, David  
**Sent:** Thursday, October 05, 2000 5:50 PM  
**To:** Gale, Barry  
**Subject:** FW: Enron and FuelCell

I can't seem to open picture files on my computer - maybe you can. I got the redraft on the Moniz note. Probably won't get it out until the morning when there is some support here.

-----Original Message-----

**From:** [Stephen.D.Burns@enron.com](mailto:Stephen.D.Burns@enron.com)%internet [<mailto:Stephen.D.Burns@enron.com>] <<mailto:Stephen.D.Burns@enron.com>>  
**Sent:** Thursday, October 05, 2000 5:16 PM  
**To:** Pumphrey, David  
**Subject:** Enron and FuelCell



Per your voice mail request, this is the only "additional" information we could dig up on the Enron-FuelCell venture. Sorry. I'll let you know if I am sent, or run across, anything else.

Steve

----- Forwarded by Stephen D Burns/Corp/Enron on 10/05/2000 05:13 PM -----

(Embedded  
image moved  
to file: From: Amy Fabian  
pic09872.pcx) 10/05/2000 04:12 PM

**To:** [Stephen D Burns/Corp/Enron@ENRON](mailto:Stephen.D.Burns@enron.com)  
**cc:**  
**Subject:** Enron and FuelCell

<http://www.erc.com/homeframe.html>  
click on 'what's new' then 'press releases'