



Northern Periphery and
Arctic Programme
2014–2020



EUROPEAN UNION

Investing in your future
European Regional Development Fund



GREBE

E-ZINE
ISSUE 7

Generating Renewable Energy
Business Enterprise

DECEMBER 2017



www.grebeproject.eu



WELCOME TO GREBE PROJECT E-ZINE

Welcome to the seventh e-zine for the GREBE Project. Since October we have continued to carry out the project activities and meet our objectives. Our 7th partner meeting in Enniskillen was hosted by Fermanagh & Omagh District Council and included a networking event and site visits. The aim was to highlight the benefits of renewable energy for SMEs and start-up businesses, and give participants the opportunity to meet with biomass experts from the Natural Resources Institute in Finland. Details can be found on page 3.

A policy workshop was held by the Western Development Commission as part of their Regional Heat Study for the Western Region. Details can be found on page 4.

GREBE's Funding Options tool has been launched and provides information on the funding mechanisms currently available in the partner regions. More details on this can be found on page 6.

Another highlight for the GREBE project was the launch of the Renewable Business Portal. The Portal is an online training and networking portal which allows for flexible and easy access to training material and technology transfer information. Details can be found on page 7 and 8.

Our Entrepreneur Enabler Scheme in Northern Ireland is complete and has now been launched in Finland, Scotland and Ireland. Details can be found on page 9.

This has been a great year as far as achieving our targets are concerned, and we have many more activities lined up for 2018. We wish you a joyful and peaceful Christmas, and a prosperous New Year.



Merry
CHRISTMAS

We would like to wish all our readers
a happy Christmas and
the very best wishes for 2018.



7TH PARTNER MEETING IN ENNISKILLEN



Fermanagh and Omagh District Council hosted a meeting of the GREBE project in the week 6th – 10th November 2017. This 7th Partner Meeting took place on Tuesday and Wednesday and culminated in a networking event for those businesses that engaged with the Entrepreneur Enabler Scheme in Northern Ireland, and brought them together with a number of businesses from the Republic of Ireland.

An important aspect of this event was also the involvement of two experts from Finland who were available to the participants for one-to-one meetings, Veikko Mottenen and Saija Rasi. These meetings were positively received and the speed networking event afforded all of those who attended the opportunity to engage with one another, opening up the possibility of joint working opportunities in the future. After the networking event, the group attended a Chairman's reception in Enniskillen Town hall, followed by a social event when the networking continued.

Thursday saw the group visit a number of sites to see the range of activities within the area in the Renewable Energy sector. Site visits were facilitated by the following:

- **CREST Centre** at South West College in Enniskillen, an associated partner in the GREBE project.
- **Balcas**, who are a major supplier of fuel to the Renewable Energy sector.
- **Ecohog**, based in Carrickmore, Co Tyrone. Their machines are built locally and sold across the globe, and they have been making significant inroads into the Renewable Energy sector





GREBE Policy Workshop – Ireland

The Western Development Commission held a policy meeting on 1st November as part of their Regional Heat Study for the Western Region.

The WDC along with the Sustainable Energy Authority of Ireland, were tasked to 'complete a regional renewable energy analysis on the use of biomass as a local contribution to the national renewable heat target and develop a range of actions to support the development of renewable energy in the region' under the Action Plan for Jobs.

The aim of this study is to inform how we can support and develop biomass use in the Western region. The WDC contracted consultants (RE:HEAT) to undertake this and they recently carried out a survey on current biomass supply and demand and potential for the future. At the meeting, Steve Luker and Ben Tansey (RE:HEAT) and Paddy Donovan (DARE) presented their initial findings. Michael Doran of Action Renewables presented findings from the GREBE policy work as part of Work Package 3. Other stakeholders present included employees of the WDC, Action Renewables, as well as Bord na Mona, Teagasc and COFORD.





Advice Notes



The series of Advice Notes published and continuously updated, are focused on regional information of some of the main economic characteristics sited as imperative, when making an informed choice, regarding which RE technology may be the optimal choice for a new business venture. They aim to provide introductory material for entrepreneurs, start-ups and SME's, considering to enter into the renewable energy sphere and based in the NPA regions partners to GREBE.

The Advice Notes are based on the exemplar RE technology showcased in the Case Study collection. The scope of the Advice Notes covers regional, trade and industry, renewable energy and technology information from Ireland, Northern Ireland, Scotland, Iceland and Finland.



- **Advice Notes – Wind**
- **Advice Notes – Solar Thermal**
- **Advice Notes – Solar PV**
- **Advice Notes – Ground & Air Source Heat Pumps**
- **Advice Notes – Geothermal**
- **Advice Notes – Anaerobic Digestion**

Further information can be found on the Advice Notes section under the publications page here: <http://grebeproject.eu/publication/>



GREBEs Funding Options Online Tool

GREBEs Funding Options tool provides information on the funding mechanisms currently available in the partner regions (Finland, Iceland, Ireland, Northern Ireland, Norway and Scotland). The information will be useful to both funding agencies (e.g. business support agencies and municipalities) and to SMEs giving details of funding options available in their regions. The tool will help to ensure that funders in the different regions can learn about mechanisms and implementation strategies in use in other parts of the NPA area.

The main focus is on public support for renewable businesses but both private sector and social investment options have been included where appropriate. The supports included are for SMEs and Micro businesses but also include options for those SMEs expected to grow rapidly (e.g. High Potential Start Ups). The business support funding mechanisms considered vary from standard 'hard' business support options (e.g. loans and venture capital) to softer supports (e.g. innovation schemes, business partner search supports etc.). Options are available to search for mechanisms which are specific to the renewable energy sector, and also based on the geographical area (local, region, national, EU etc.) the support covers. There is considerable variation in the ways different funding options are implemented and these differences will impact on the success of schemes.

Renewable businesses in each region will be able to check what supports are available in their own region and contact points for applications. GREBEs Business Supports Catalogue is also available to download on the tool.

We hope that by using this tool those who seek funding and support for renewable businesses will have a clear portfolio of options which are available to them. This tool is available on our renewablebusiness.eu platform at <http://support.renewablebusiness.eu/>





Online training and networking platform

A key milestone for the GREBE project was the launch of the Renewable Business Portal. The Portal is an online training and networking portal which allows for flexible and easy access to training material and technology transfer information. Links between established networks working with renewable energy business and previous NPP projects such as REMOTE or BioPAD and other projects such as the ROKWOOD project were formed. The Portal contains data, information, partnership and training material from existing sources and new information developed during the GREBE project. The platform hosts content emerging from other GREBE working packages and currently includes the following sub-categories:

a) Decision Trees

Within this category the catalogue of funding options can be found as well as links to previous Northern Periphery Programme projects. The section includes also links to existing company databases such as the Forest Energy Company Register, the members Directory of the Irish Bioenergy Association and the ROKWOOD marketplace. Calculators & Tools support SME's and other interested stakeholders with supportive (decision making) tools such as the RASLRES Bioenergy Tool, the RASLRES Bioenergy Calculator and the BioPAD Biscuit tool.

b) Online Courses

This section contains information to courses, lectures or material in the field of renewable business.

c) Publications

Main outcomes of the GREBE project and important publications on the topic can be found here. Publications include best practice policy initiatives and other best practice reports as well as potential RE business and technology solutions to overcome environmental challenges of NPA regions. Technology reports and advice notes produced for potential new entrants to renewable energy technology market are presented within this section. Publications also includes videos on selected cases, example technologies and other relevant renewable business issues by providing a link to the Renewable Business Portal's video channel on YouTube.





d) Energy Ideas Hub

The Energy Ideas Hub is a virtual space and networking place where (micro) businesses from different regions across the NPA area can share technology ideas, experiences and best practice examples. Micro-businesses can establish contacts through this medium and are encouraged to pursue further collaborations with each other.

e) Supports

This section hosts the GREBE funding supports tool with beneficial information about supporting mechanisms in the project partner regions to all stakeholders running, preparing, planning or considering a renewable business project.

f) Mentoring Schemes

The Mentoring Scheme sections are currently providing information on the Entrepreneur Enabler Scheme in the partner region of Northern Ireland and describing their cases. The section will also include mentoring schemes from other partner regions which are currently ongoing. Transnational sharing of knowledge is a key element of the GREBE project and the Renewable Business Portal provides a platform to demonstrate the full potential of the renewable energy (RE) sector and showcase innovations in RE technology.

The GREBE Renewable Business Portal can be found under:

www.renewablebusiness.eu

GREBE RENEWABLE ENERGY BLOG

Follow our Blog: <https://greberenewableenergyblog.wordpress.com>



Decision Trees



Publications

Best Practices
Reports
Videos
Other



Company Databases

Forest Energy Company Register
RDWOOD Marketplace



Energy Ideas Hub



Online Courses



Mentoring Schemes



energise your enterprise

Entrepreneur **Enabler** Scheme



ROLLOUT OF EES IN PARTNER REGIONS

Ireland's Entrepreneur Enabler Scheme

The EES was launched in Ireland in October and applications were welcomed from all small to medium renewable energy businesses, based in the Western Region (Donegal, Leitrim, Sligo, Mayo, Roscommon, and Galway & Clare).

Eight applications were received and participating businesses will be matched with an appropriate mentor to meet their business needs, based on areas of specialism and scoring. Applications are still invited, and an Expression of Interest application form may be downloaded from the GREBE website here or requested by email from paulineleonard@wdc.ie

Completed applications must be returned to GREBE Project, Western Development Commission, Dillon House, Ballaghaderreen, Co. Roscommon, or alternatively via email: paulineleonard@wdc.ie

Finland's Entrepreneur Enabler Scheme

In Finland, the EES has proceeded to the tendering of the mentors for three attending companies: **Eno Energy Cooperative, Rajaforest Ltd. and Havel Ltd.** The public procurement for the mentors is open until December 15th and the mentoring sessions are expected to begin in early 2018 continuing until April 2018. The EES rollout serves as an important pilot of the model in North Karelia, where the local municipalities are currently putting more emphasis on their own business development services. The EES can provide a new model to reach diverse expertise meeting the demands of growth oriented businesses and start-ups.

Scotland's Entrepreneur Enabler Scheme

Project GREBE launched the Entrepreneur Enabler Scheme (EES) in Scotland. GREBE is working with small to medium renewable energy businesses throughout

the Highlands and Islands Area to provide support to facilitate their growth through specialised mentoring. After the business experts were paired with a client business for specific mentoring and they created their agendas and working plan for the time span of the mentoring, very good progress has been made in Scotland thus far. Two of the businesses have completed their mentoring sessions with the expert assigned to them. The other three will have completed their mentoring sessions with the beginning of the New Year. Both the businesses that have completed the mentoring programme and the ones still working on it are very grateful for the support provided by the project GREBE.

In the previous E-zine, three of the companies receiving support from the launch of the EES in Scotland were presented. In this edition the other two businesses benefiting from the support provided by the EES are presented.

Established 1979, **AES Solar** was the first manufacturer of solar thermal collectors in Western Europe. AES Solar specialises in the design, manufacture, installation, commissioning and service of Solar Thermal and Solar PV systems. AES use their engineering and industry expertise to design a solar systems best suited to the needs of their clients, maximising the potential of the solar system.

Solo Energy believes the world can and should be powered only by renewable energy. Solo wants to show how energy storage and their clever software provides the solution to the problem, by storing excess renewable energy for later use so people don't need to rely on fossil fuels as back-up. Solo Energy is a new low-cost 100% renewable electricity supplier business launching in the UK in 2018.



Northern Periphery and
Arctic Programme
2014–2020



EUROPEAN UNION

Investing in your future
European Regional Development Fund



GREBE

Generating Renewable Energy
Business Enterprise

@ GREBE_NPA

f GREBEProject

Visit

www.grebeproject.eu

Contact

Western Development Commission,
Dillon House, Ballaghaderreen,
Co. Roscommon, F45 WY26, Ireland.
Tel: +353 (0)94 986 1441
Email: paulineleonard@wdc.ie

Project Partners

GREBE will be operated by eight partner organisations across six regions:



About GREBE

GREBE is a €1.77m, 3-year (2015-2018) transnational project to support the renewable energy sector. It is co-funded by the EU's Northern Periphery & Arctic (NPA) Programme. It will focus on the challenges of peripheral and arctic regions as places for doing business, and help develop renewable energy business opportunities provided by extreme conditions.

