

Switching to bioenergy,

Realising the potential for European businesses: meet Bioenergy4Business



AN ALTERNATIVE TO FOSSIL FUELS

If you ask business players across Europe, most of them will agree that fossil fuels are outdated and that they increasingly are a source of threats and instability for their businesses. However, when it comes to the great leap towards renewables, a lack or shortage of information acts as a strong deterrent for many. Bioenergy has a lot to offer in such a context, already providing a great number of companies everywhere on the continent with sustainable, affordable and secure supply. Even if media often focus all their attention on wind and solar, the reality is that bioenergy accounts for more than 60% of the EU's renewable energy consumption, a share that is steadily growing and expected to continue to do so in the near future. This success can be explained by the fact that bioenergy is backed by mature and

efficient technology together with very competitive fuels compared to coal, oil or gas.

A PROMISING MEDIUM-SCALE MARKET

When looking at how the market for bioenergy developed, individuals and big industries were the first ones to welcome advanced stoves and boilers. This is why you probably know someone in your neighborhood who invested in a pellet appliance. However, most bioenergy experts agree that the mid-scale market is the one with the most promising development opportunities for Europe. Mid-scale market classically refers to installations ranging from 100kW to 5 MW heating capacity. Concretely, this category encompasses appliances that could be found for instance in public building such as schools, hospitals, swimming pools and

in private properties like hotels, farms or SMEs. Installing biomass heating boilers in such facilities has already proven worth and success stories are numerous (collected in [these brochures](#), a result of a collaboration among the B4B project partners and available in 8 languages).

Thus, a key concern today should be to improve the promotion and to create tools to encourage school directors, hotel managers or farmers to do the big switch from fossil fuel to bioenergy. Welcome Bioenergy4Business (B4B, in short), an EU-funded project launched back in 2015 that shows how to use biomass in an energy-efficient and cost-effective way to potential operators and investors. In order to stimulate investments in the medium-scale heat market, B4B is planning to reach out to potential investors and educate them through a series of seminars, field trips and study tours.

LEARN ABOUT A SWITCH TO BIOENERGY WITH A SERIES OF STUDY TOURS, SEMINARS AND FIELD TRIPS

If you want to learn how biomass can become an integrated part of your heat and power production, the Danish Technological Institute (DTI) is organizing a two-day study tour related to biomass in the mid-scale district heating sector, to be held Aarhus on the 29th and 30th of September 2016. The use of biomass for heat and power production is very common in Denmark, and especially the use of straw has a long tradition in small and medium scale district heating plants. Denmark has one of the best-developed district heating grids and Danish boiler manufacturers are world-leading experts in straw combustion. A special focus will therefore be put on the utilization of straw as a fuel for small

and medium scale district heating plants. The two days are composed of a field trip (day one) and a workshop/seminar day (day two) with speakers from boiler manufacturers, district heating experts, project planners and bioenergy experts. For more information, and for registering to the study tour, [please click here](#).

Another important learning occasion offered in the framework of the B4B project is the study tour organized by MOTIVA, the Finnish bioenergy association, in Tampere (Finland) on the 16th and 17th of February 2017. The study tour will be split in two days: the first one will be dedicated to describing and providing participants with an overview of the medium-scale heat market in Finland, ending with a field-trip in the city of Tampere itself, starting from Helsinki. On the second day, participants will have the occasion to participate to other field-trips on the way back to Helsinki. More information on the study tour will be published soon on [the website of MOTIVA](#).

In addition to the study tours, most project partners are also organizing one-to two-day training seminars that target specific market segments that have been identified as 'most profitable' and more prone to a switch to bioenergy in their own countries. All seminars take place between September and December 2016 and include a field trip to a bioenergy plant developed within the targeted heat market segment. Dates and locations for the seminars are currently being decided by each partner. If you are interested in receiving more information on these seminars, feel free to get in touch with your national B4B partner – see contact list in annex.

ANNEX: CONTACTS

AUSTRIAN ENERGY AGENCY (ÖSTERREICHISCHE ENERGIEAGENTUR)
Austria
<http://en.energyagency.at>

AEBIOM (THE EUROPEAN BIOMASS ASSOCIATION)
Belgium/Europe
www.aebiom.org

CENTRE FOR RENEWABLE ENERGY SOURCES AND SAVING FOUNDATION (CRES)
Greece
www.cres.gr/kape/index_eng.htm

DEUTSCHES BIOMASSEFORSCHUNGSZENTRUM GEMEINNUETZIGE GMBH (DBFZ)
Germany
www.dbfz.de/aktuelles.html

KRAJOWA AGENCJA POSZANOWANIA ENERGII SA (KAPE)
Poland
www.kape.gov.pl/index.php/pl

ROMANIAN ASSOCIATION OF BIOMASS AND BIOGAS (ARBIO)
Romania
www.arbio.ro/en/#all

SLOVENSKA INOVACNA A ENERGETICKA AGENTURA (SIEA)
Slovakia
www.siea.sk

NACIONALNA ASOCIACIA PO BIOMASA (BGBIOM)
Bulgaria
<http://bgbiom.org>

SCIENTIFIC ENGINEERING CENTRE "BIOMASS" LTD (SCIENTIFIC ENGINEERING CENTRE)
Ukraine
<http://biomass.kiev.ua/en>

ENERGETSKI INSTITUT HRVOJE POZAR (EIHP)
Croatia
www.eihp.hr

MINISTERIE VAN ECONOMISCHE ZAKEN
The Netherlands
www.rijksoverheid.nl/ministeries/ministerievan-economische-zaken

MOTIVA OY
Finland
www.motiva.fi/en

TEKNOLOGISK INSTITUT (DTI)
Denmark
www.dti.dk



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