



The European Agricultural Fund
for Rural Development:
Europe investing in rural areas



AISAPARI

Good practices exchange between rural areas

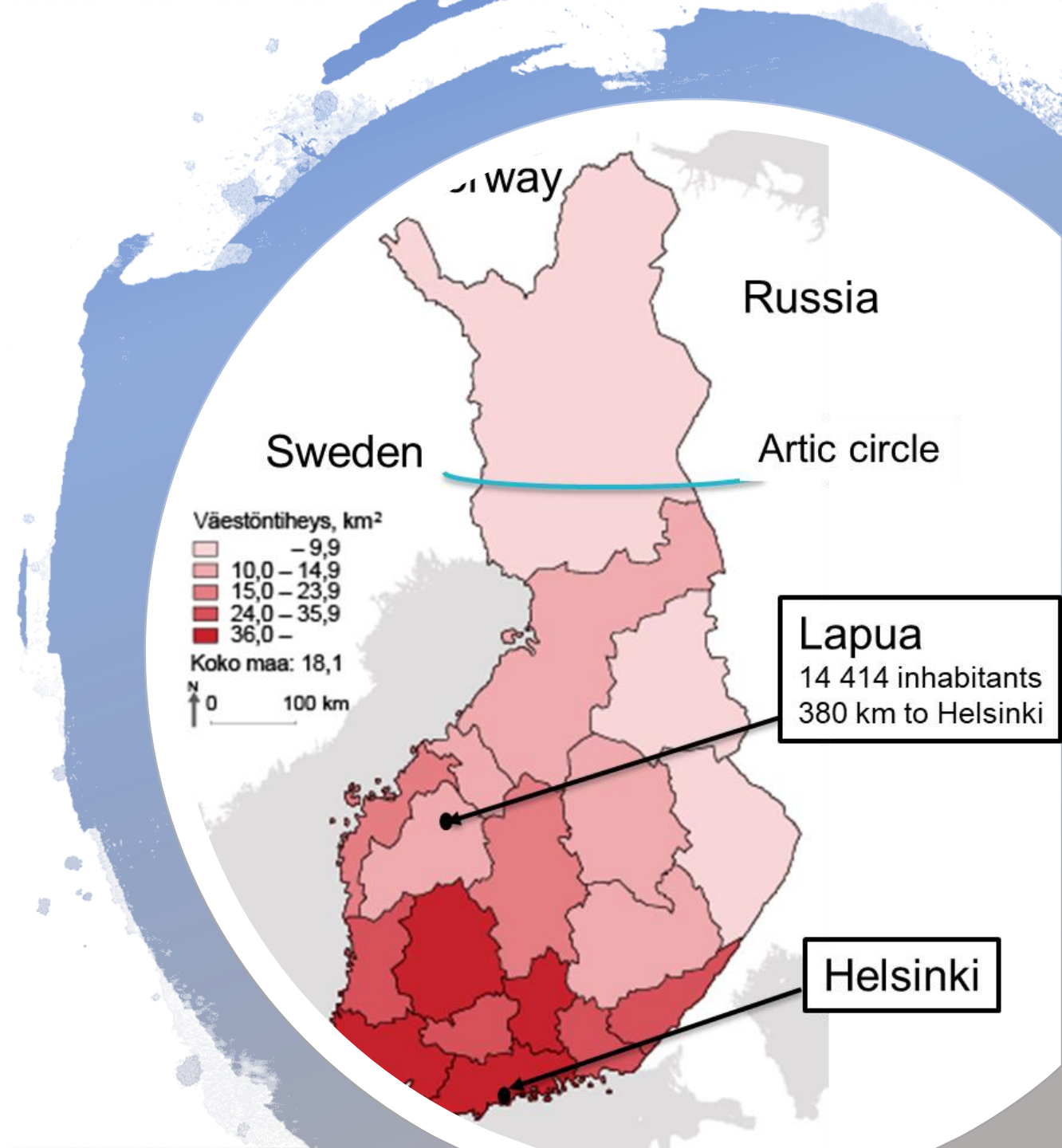
Johanna Punkari, Project Manager

Energy Agency of South Ostrobothnia, Thermopolis Ltd



Thermopolis

- a member of the European network of around 400 Energy Agencies.
- was founded in 2003
- *A non-profit company (ltd), with the goal of promoting the use of renewable sources of energy, energy efficiency and sustainable development in South Ostrobothnia.*



Projects as a tool for knowledge exchange

- HECSO –project (Finnish Forest centre, Sedu, regional council of South Ostrobothnia)
 - Skills cluster for heat entrepreneurship
 - [Etusivu - The Heat Entrepreneurship Cluster of South Ostrobothnia \(hecso.fi\)](http://hecso.fi)
- VISU (VIRO (Estonia) and SUOMI (Finland))
 - Information exchange and co-operation on heat entrepreneurship activities and forest bioenergy
 - Partners: Thermopolis Ltd, Finnish Forest center, Seinäjoki University of Applied Sciences, Ühinenud metsaomanikud (forest owners community), Eesti Maaülikool (university), Municipalities of Mooste and Köpu
 - Fund: Rural development program, Centre for Economic Development, Transport and the Environment and LAG
 - [VISU – Liiketoimintaa lämmöstä – Thermopolis](#)
- FRANSU (FRANCE – SUOMI (Finland)) – Many opportunities of bioenergy
 - Partners: Thermopolis Ltd, Finnish Forest center, Dinan Agglomeration, SCIC Pays de Rance, Park Nature regional des Boucles de la Seine Normande
 - Fund: Rural development program, LAG Aisapari and LAG Seine Normande





Heat entrepreneurship cluster of South Ostrobothnia (HECSO)

- **In South Ostrobothnia**

- 1) heat entrepreneurs,
- 2) heat entrepreneurship units,
- 3) regional developers, trainers and researchers
- 4) manufacturers of machines and equipment for the whole production chain of forest energy.

- In Finland there are about 500 heat energy plants -> of which **one fifth** are in South Ostrobothnia.
- **HECSO = a platform for international cooperation in the bioenergy sector, for example for common EU-projects**
- **HECSO -> VISU -> FRANSU**

One of the main objectives is to spread the knowledge of heat entrepreneurship business model





Heat entrepreneurship business model

- meaning is to acquire energy materials and produce energy of them
- Typically heat entrepreneurs are co-operatives, private entrepreneurs or limited companies, owned by farmers or forest owners or companies
- The plants and networks are owned by the heat entrepreneurs
 - Can be owned by customers as well
 - Long enough agreements with heat entrepreneurs
- Energy is produced by biofuels, like local wood, sawdust or recycled wood, also peat is used
 - logging of thinning wood, logging waste and recondition of young forest
 - Wood chips
 - Ash is utilized at the area
- Typical customers: municipalities, green houses, industrial plants or schools outside the district heating network
- Hybrid solutions are interesting also, but not so much used in heat entrepreneur business

Thank you!

If you have any questions, please ask

or contact me

johanna.punkari@thermopolis.fi