Training Seminar Report
Deliverable D17

Woodheat Solutions
Project IEE 07/726/SI2.499568

Work Package 5

March 2011
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For the Intelligent Energy project:
Woodheat Solutions
Project IEE 07/726/S12.499568
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1 INTRODUCTION

Woodheat Solutions is a project supported by the European Commission through the Intelligent Energy Europe programme. TV Energy leads the work carried out by the partnership under Work Package 5: Technical Training. The main purpose of this Work Package was to prepare detailed ‘hands on’ Technical Training resources for Croatia, Slovenia and the UK, following the two two-day study tours in Finland and Austria.

This report details the organisation and management of the training seminars in each of the less experienced countries of the project partnership: Croatia, Slovenia and the UK. The overall results of the training activities are detailed in the main part of the report, whilst the details of each training seminar are presented in the Annexes to the report.

2 TARGET GROUPS

The training programme had a number of target audiences:

**In South East England, the training programme was designed for presentations to:**
- Foresters, forestry advisors and agricultural advisors and specialists
- Architects, planners and specifiers of woodheat installations

**In Croatia and Slovenia, the training programme was designed to be delivered to:**
- Foresters, forestry advisors and agricultural advisors and specialists
- Representatives of the wood processing sector.

The objective of the training action was to provide professionals working in the above industries with the skills to create new woodheat projects and supply chains.

In addition this work package was designed to consolidate the learning of professional participants on the Study Tours to Finland and Austria. To this end, the training programme featured presentations about entrepreneurship and business models for woodfuel contracting (as shown on the study tour to Finland) as well as presentations about woodfuel standards (as discussed during the study tour to Austria).
3 TRAINING PROGRAMME

Following the study tours to Finland and Austria, the training programme contents were defined by TV Energy to provide Best Practice information based on the learning experience of the study tours. The outline training programme is shown in Annex 1. It was designed to encompass information about district heating systems, such as those visited in Finland, as well as the small to medium scale schemes seen in Austria. In addition, the UK training programme included information about larger combined heat and power schemes and the Slovenian and Croatian training included information about village-scale district heating already existing in those countries.

The Training Programme Contents included all the topics proposed in the Work Programme:
1. Introduction - Woodfuel Benefits and Opportunities – this section introduces the seminar with lessons learned from Austrian and Finland;
2. Woodfuel Resource;
3. Manufacturing and Storing Woodfuel;
4. Applying CEN Standards – building on information from the Austrian Study Tour;
5. Wood to Warmth – Woodheat system design issues;
6. Wood to Warmth – Woodheat Case Studies (from Austria and Finland as well as a selection of locally installed or planned projects – also presenting Lessons Learned from the extremely useful Expert Support Visits from Finland and Austria);
7. Contracting / Business Models – building on information received from Finland Study Tours;
8. Site visits – guided technical tour at each seminar.

The outline programme was distributed to all partners for feedback and improvement. The Croatian and Slovenian partners then replicated and adapted the training programme to address the target groups in their own regions. Similarly, the UK partners developed presentation materials (in Powerpoint) and refined the outline programme to suit the target groups in South East England.

A training CD (Deliverable D16) was produced of the presentations for each of the less experienced countries (Croatia, Slovenia and UK). In addition, supporting papers to assist with future presentations of each lecture are included on each CD, in order to facilitate the roll out of the training programme to other regions of Croatia, Slovenia and England / UK.

As well as the above CD, a training pack was also created for each country containing a large amount of Woodheat Solutions reference material and Case Studies (Deliverable D24), as well as information about other IEE biomass projects. Further information about the Trainer Pack is included in Section 5 of this report.

4 ORGANISATION OF TRAINING SEMINARS

4.1 South East England seminars

There were two target groups in England:
1. Forestry and agricultural advisors and specialists
2. Architects, planners and specifiers (M&E engineers) of woodheat installations

The UK seminars were held at six locations throughout the region of South East England, selected to represent each of the sub-regions in the south east: Berkshire, Buckinghamshire and
Oxfordshire; Hampshire and Surrey; Kent and Sussex. Each of the venues selected had a biomass boiler installation available to visit as well as presentation facilities for the seminar.

The seminars for forestry / agricultural advisors were held in the following locations:
- Hillfields Estate, Lower Basildon, Berkshire
- The Queen’s House (Forestry Commission), Lyndhurst, Hampshire
- Godinton Park Estate, Ashford, Kent

The seminars for architects, planners and specifiers were held in the following locations:
- Surrey Sports Park, Guildford University, Surrey.
- The Living Rainforest, Newbury, West Berkshire
- Flimwell, East Sussex

Although the seminars were envisaged for different target groups, the seminar material was similar, so that participants could attend the most convenient seminar. This resulted in a good mix of Target Groups at each seminar, which was very stimulating and educational in terms of the discussions and networking that took place at each event. This was reflected in the feedback from the seminars, which was generally very positive. The feedback was used to further refine the powerpoint slides and the presentations of each lecturer. In this way, the training materials and the presenters could be improved after each of the seminars.

Annex 2 contains the reports of each of the training seminars, as well as the participants list, the training programme, the presentation slides, and the feedback forms (note: some of the feedback forms have been summarised into one document for each respective seminar).

The table below summarises the attendance and target group representation at each seminar.

*Table 1: Table showing number and type of participants at each training seminar.*

<table>
<thead>
<tr>
<th>Seminar location</th>
<th>Number of Forestry and Agricultural Advisors (TG1)</th>
<th>Number of Public Sector Officials (TG2)</th>
<th>Number of potential other investors and end-users (TG3)</th>
<th>Total number of participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hillfields Estate, Basildon</td>
<td>10</td>
<td>11</td>
<td>12</td>
<td>33</td>
</tr>
<tr>
<td>Lyndhurst</td>
<td>23</td>
<td>9</td>
<td>13</td>
<td>45</td>
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<tr>
<td>Godinton Park Estate</td>
<td>11</td>
<td>6</td>
<td>10</td>
<td>27</td>
</tr>
<tr>
<td>Guildford University</td>
<td>7</td>
<td>6</td>
<td>11</td>
<td>24</td>
</tr>
<tr>
<td>Newbury</td>
<td>14</td>
<td>10</td>
<td>20</td>
<td>44</td>
</tr>
<tr>
<td>Flimwell</td>
<td>11</td>
<td>2</td>
<td>7</td>
<td>20</td>
</tr>
<tr>
<td><strong>Total Participants in each Target Group</strong></td>
<td><strong>76</strong></td>
<td><strong>44</strong></td>
<td><strong>73</strong></td>
<td><strong>193</strong></td>
</tr>
</tbody>
</table>
4.2 Croatian seminars
The main target groups in Croatia were:
1. Forestry and agricultural advisors and specialists;
2. Wood processing industry.

A total of 4 seminars took place:

1. Croatian Chamber of Economy, Zagreb – 30 participants from the wood processing industry;
2. Crafts and Business Fair, Krizevci – 31 participants, forestry and agricultural advisors;
3. Croatian Forest Society, Zagreb – 57 participants from forestry, agricultural and wood processing sectors;
4. Promming factory and Centrometal, Macinec – 29 participants from forestry and agricultural sectors.

Total number of trained participants across all the events was 147. The feedback from the training events was generally positive. The seminar reports for all the Croatian training events, including the training programme and list of attendees, are included in Annex 3.

4.3 Slovenian seminars
The target groups in Slovenia were:
1. Forestry and agricultural advisors and specialists;
2. Wood processing industry;
3. Public sector officials and other potential investors in woodheat.

A total of 4 seminars took place:

1. Kozje Municipality – 30 participants: forest and sawmills owners, investors and public sector officials / advisors;
2. Ljubljana – 30 participants from Chamber of Agriculture and Forestry, Association of Forest Owners, Slovenian Forestry Service;
3. Ljubljana – 33 participants: forestry and agricultural advisors from Chamber of Agriculture and Forestry;
4. Lukovica – 103 participants: forestry advisors from Slovenian Forest Service, RDP officials (Public Sector) and other investors and potential end-users of woodheat.

Total number of trained participants across all the events was 196. The Slovenian Forestry Institute was very satisfied with the positive feedback from the attendees of the training events and was confident that the trained advisors would make a significant impact on potential users of wood heat. The seminar reports for all the Slovenian training events, including the training programme and list of attendees, are included in Annex 4.

5 TRAINER PACK
Following the seminars, the training material was reviewed by TV Energy and further material was developed as requested by the comments in the Feedback reports. A suite of training materials was then developed building upon the presentations from the Training Seminars, but also including the following:

- Background information and technical notes for each of the Powerpoint presentations from the seminar;
6 CONCLUSIONS AND RECOMMENDATIONS

The Woodheat Solutions Training Programme was delivered at a total of 14 seminars in Croatia, Slovenia and the UK. Training lectures were given by professionals in forestry, woodfuel supply chain, contracting and biomass heating. Lectures were enhanced through Best Practice information from Study Tours to Austria and Finland. All participants received training material and information about WhS project.

In general the feedback to these training events was positive. There were significant opportunities for networking amongst participants which helped them to understand problems of the whole biomass industry – from the woodland to the boiler plant room. There was also a lot of positive encouragement for potential investors and advisors of foresters and building services. Any suggestions for improvement and further information have been incorporated into the final Training Pack.
Annex 1: Training Programme Contents

The training programme was divided into the following topic areas, building upon the Best Practice information from Finland and Austria

1. **Introduction - Wood Fuel Benefits and Opportunities**
   - Economic benefits of using wood fuel – energy security, energy costs and financial incentives
   - Climate change, woodland amenity value, benefits to wildlife.
   - Examples of wood fuel markets in Austria and Finland showing how they benefit the local economy, contribute to carbon reduction targets, etc.

2. **Wood Fuel Resource**
   - Sources of wood fuel material: forest management and energy crops, sawmills, arisings, clearances.
   - Logistics, economics and quality issues of wood fuel from each source.
   - Quantities of available wood fuel from each of the above sources.
   - Case Study examples - resource at sites visited on Study Tours to Finland / Austria.
   - Details of wood fuel availability in local region.

3. **Manufacturing and Storing Wood Fuel**
   - Drying, splitting, chipping / pelletising and storage techniques – to cover logs, chip and pellet production.
   - Demonstration of the importance of good fuel quality.
   - Good and poor practice examples.

4. **Applying CEN Standards**
   - Presentation material about standards from Austria and new CEN standards
   - Guidance to understanding and making good use of CEN standards
   - Progress with implementation of new CEN standards

5. **Wood to Warmth – design issues**
   - Conversion of wood fuel into heat and/or power, modern biomass boiler design, process of pyrolysis and combustion.
   - Heating distribution systems
6. **Wood to Warmth – Case Studies**
- Examples of a range of different scales and types of wood fuel heating systems in the UK: domestic scale, larger estates, schools and universities, district heating.
- Study Tour examples to show different technologies and scales (Finland and Austria)
- Lessons Learned – common mistakes in wood fuel heating system design.

7. **Woodheat Contracting Models**
- Summary of business aspects described during the other presentations.
- Use of presentation material from Finland
- Various commercial models which can be used to sell wood fuel / heat from wood energy.
- Examples of models in practice: suited to farmers, supplier co-operatives, producer groups, ESCos.

8. **Future Development of the woodheat industry – summary of key issues**
- Summary of key issues affecting further expansion of the woodheat sector.
- Comparison with woodheat sector development in Finland and Austria

9. **Site Visits**
- Tour and technical discussion at a biomass installation and/or woodfuel processing yard
Annex 2: Training Seminar Reports for South East England

Seminar reports are included in this Annex for the following six seminars:

Seminars for forestry and agricultural advisors:
- Hillfields Estate, Lower Basildon, Berkshire
- The Queen’s House (Forestry Commission), Lyndhurst, Hampshire
- Godinton Park Estate, Ashford, Kent

Seminars for architects, planners and specifiers (M&E engineers):
- Surrey Sports Park, Guildford University, Surrey.
- The Living Rainforest, Newbury, West Berkshire
- Flimwell, East Sussex

In addition, the participants list, the training agenda for each event, and the feedback forms are also presented in this Annex. The training material, however, is included separately as Deliverable D16 (the Training CD) and D24 (the Trainer Pack), and for that reason, they are not duplicated in this report.
Surrey Sports Park, Guildford

<table>
<thead>
<tr>
<th>WP 5/D 17</th>
<th>Target groups:</th>
</tr>
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<tbody>
<tr>
<td>Place: Surrey Sports Park, Guildford University, Surrey, UK</td>
<td>Partners: TV Energy / Forestry Commission</td>
</tr>
<tr>
<td>No. of participants: 24</td>
<td>Date: 16.09.2010</td>
</tr>
<tr>
<td></td>
<td>Forestry and Agriculture Advisors; Architects, engineers, planners</td>
</tr>
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</table>

**Type of meeting:**
- Technical training

**Short summary:**

**Aim of training:**
- Train advisors in the public sector, building sector and forestry sector on the possibilities for investment in woody biomass systems
- Provide information about wood fuel as energy source
- Inspire investment in wood heat from public sector officials
- Provide information about CEN woodfuel standards
- Educate woodland owners on the benefits of producing woodfuel and/or investing in their own biomass boiler
- Provide information about wood-energy contracting models and the possibilities to add value to low quality wood with best practice examples
- Provide information about government financing for investments in biomass heating systems
- Provide information about how to set up a wood fuel supply chain
- Provide information about wood fuel as a business opportunity

**Methods**
Training lectures were given by professionals in forestry, woodfuel supply chain, contracting and biomass heating. Lectures were enhanced through Best Practice information from Study Tours to Austria and Finland. All participants received training material and information about WhS project.

**Conclusion**
This was the first UK Woodheat Solutions training event and some presentations received better feedback than others. Following study of the feedback forms, the UK partners refined the training course in terms of the presentation timings, the presenters and the order of events.

In general, the feedback forms indicated that participants were satisfied with the seminar.

It was particularly beneficial to have the woodfuel delivery during the technical tour, so that the participants could see at first hand a successful delivery model, but also discuss the potential problems that can arise from for access and storage size.
Photos of Training Event at Surrey Sports Park, 16/09/10
Woodheat Solutions Training Seminar details

Date 16th September 2010

Venue Surrey Sports Park
University of Surrey
Richard Meyjes Road
Guildford
Surrey
GU2 7AD

Agenda

09:30 Registration and coffee

10:00 Introduction – woodfuel benefits and opportunities  Keith Richards
10:15 Wood fuel resource in south east England  Gabriel Berry
10:45 Manufacturing Wood Fuel  Louise Simmonds

11:00 Coffee break

11:45 Applying CEN Standards  Louise Simmonds

12:00 Lunch

13:00 Wood to Warmth – technical design issues  Michael Beech
13:30 Wood to Warmth – Case Studies  Gabriel Berry / Michael Beech

14:15 Coffee break

14:45 Business Models  Louise Simmonds

15:00 Visit a wood heat installation

Visit details – woodfuel system on site
Hillfields Farm Estate, Lower Basildon

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<th>WP 5/ D 17</th>
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<tbody>
<tr>
<td>Hillfields Farm Estate, Lower Basildon, Berkshire, UK</td>
<td>Partners: TV Energy / Forestry Commission</td>
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<tr>
<td></td>
<td>Forestry and Agriculture Advisors; Architects, engineers, planners</td>
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<tr>
<td>No. of participants: 33</td>
<td>Date: 28.09.2010</td>
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</table>

**Type of meeting:**
- Technical training

**Short summary:**

**Aim of training:**
- Train advisors in the public sector, building sector and forestry sector on the possibilities for investment in woody biomass systems
- Provide information about wood fuel as energy source
- Inspire investment in wood heat from public sector officials
- Provide information about CEN woodfuel standards
- Educate woodland owners on the benefits of producing woodfuel and / or investing in their own biomass boiler
- Provide information about wood-energy contracting models and the possibilities to add value to low quality wood with best practice examples
- Provide information about government incentives for investments in biomass heating systems
- Provide information about how to set up a wood fuel supply chain
- Provide information about wood fuel as a business opportunity

**Methods**
Training lectures were given by professionals in forestry, woodfuel supply chain, contracting and biomass heating. Lectures were enhanced through Best Practice information from Study Tours to Austria and Finland. All participants received training material and information about WhS project.

**Conclusion**
This event benefitted from improvements made to the training programme following review of the first training seminar.

One of the participants was from Ofgem and was able to give information about the forthcoming Renewable Heat Incentive, which created a lot of interesting discussion. Again, participants represented both wood fuel suppliers and potential investors in new heating systems.

The on-site visit was very useful as it included a technical tour of the on-site wood chip boiler as well as active wood chip processing activities.
Photos of the WhS Training at Hillfields Farm Estate, Lower Basildon, UK
Woodheat Solutions Training Seminar details

Date  
28th September 2010

Venue  
Hillfields Farm  
Park Wall Lane  
Lower Basildon  
Berkshire  
RG8 9PE  
(Grid Reference: SU603788)

Agenda

9:30  
Registration and coffee

10:00  
Introduction – woodfuel benefits and opportunities  
Matthew Woodcock

10:15  
Woodfuel resource in south east England  
Alison Wilshaw

10:35  
Manufacturing woodfuel  
Anthony Whitton

11:05  
Coffee

11:35  
Applying CEN Standards  
Anthony Whitton

12:00  
Wood to warmth – technical design issues  
Michael Beech

12:45  
Lunch

13:30  
Wood to warmth – case studies  
Alison Wilshaw & Matthew Woodcock

14:15  
Business Models  
Louise Simmonds

14:40  
Questions and summing up  
Matthew Woodcock

15:00  
Tour of woodfuelled heating installation at Hillfields Farm

15:45  
Tea or coffee and networking
The Queen’s House, Lyndhurst

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<th>WP 5/ D 17</th>
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</thead>
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<td>The Queen’s House, Lyndhurst, Hampshire, UK</td>
<td>Forestry and Agriculture Advisors; Architects, engineers, planners</td>
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<tr>
<td>Partners: TV Energy / Forestry Commission</td>
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<tr>
<td>No. of participants: 45</td>
<td>Date: 06.10.2010</td>
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Type of meeting:
- Technical training

Short summary:

**Aim of training:**
- Train advisors in the public sector, building sector and forestry sector on the possibilities for investment in woody biomass systems
- Provide information about wood fuel as energy source
- Inspire investment in wood heat from public sector officials
- Provide information about CEN woodfuel standards
- Educate woodland owners on the benefits of producing woodfuel and / or investing in their own biomass boiler
- Provide information about wood-energy contracting models and the possibilities to add value to low quality wood with best practice examples
- Provide information about government incentives for investments in biomass heating systems
- Provide information about how to set up a wood fuel supply chain
- Provide information about wood fuel as a business opportunity

**Methods**
Training lectures were given by professionals in forestry, woodfuel supply chain, contracting and biomass heating. Lectures were enhanced through Best Practice information from Study Tours to Austria and Finland. All participants received training material and information about WhS project.

**Conclusion**
Definite improvements made to the flow of information at this training events and further refinement to the programme based on the experience from the previous two seminars.

In particular the Case Study information was extended with particular reference to Austria and Finland.

Biomass boiler installation tour resulted in interesting discussions with respect to boiler sizing design issues. Further guidance on these aspects was requested by the participants for the Training Pack.
Woodheat Solutions Training Seminar details

Date  6th October 2010

Venue  Verederers Court
       Forestry Commission
       Queen’s House
       Lyndhurst
       Hampshire
       SO43 7NH

Agenda

9:30  Registration and coffee

10:00  Introduction – woodfuel benefits and opportunities  Matthew Woodcock

10:15  Woodfuel resource in south east England  Matthew Woodcock

10:35  Manufacturing woodfuel  Anthony Whitton

11:05  Coffee

11:35  Applying CEN Standards  Anthony Whitton

12:00  Wood to warmth – technical design issues  Alison Wilshaw

12:45  Lunch

13:30  Wood to warmth – case studies  Alison Wilshaw & Matthew Woodcock

14:15  Business Models  Louise Simmonds

14:40  Questions and summing up  Alison Wilshaw

15:00  Tour of woodfuelled heating installation at Lyndhurst Community Centre

15:45  Tea or coffee and networking
Photos of the Woodheat Solutions Training at Lyndhurst, Hampshire, UK
The Living Rainforest, Newbury

<table>
<thead>
<tr>
<th>WP 5/ D 17</th>
<th>Target groups:</th>
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<tr>
<td>The Living Rainforest, Newbury, West Berkshire, UK</td>
<td>Partners: TV Energy / Forestry Commission</td>
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<tr>
<td>No. of participants: 44</td>
<td>Date: 07.10.2010</td>
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Type of meeting:
- Technical training

Short summary:

**Aim of training:**
- Train advisors in the public sector, building sector and forestry sector on the possibilities for investment in woody biomass systems
- Provide information about wood fuel as energy source
- Inspire investment in wood heat from public sector officials
- Provide information about CEN woodfuel standards
- Educate woodland owners on the benefits of producing woodfuel and / or investing in their own biomass boiler
- Provide information about wood-energy contracting models and the possibilities to add value to low quality wood with best practice examples
- Provide information about government incentives for investments in biomass heating systems
- Provide information about how to set up a wood fuel supply chain
- Provide information about wood fuel as a business opportunity

**Methods**
Training lectures were given by professionals in forestry, woodfuel supply chain, contracting and biomass heating. Lectures were enhanced through Best Practice information from Study Tours to Austria and Finland. All participants received training material and information about WhS project.

**Conclusion**
Generally a well received seminar.

Some very good discussion about relative economics of woodheat systems, and how this would be affected by Renewable Heat Incentive. One of the wood fuel / forestry advisors at the event was able to key in to some of the lecture topics by giving examples of his own experiences as a woodfuel supplier, and this was very instructive.
Photos of the training event at Living Rainforest, Newbury
Godinton Park, Ashford

<table>
<thead>
<tr>
<th>WP 5/ D 17</th>
<th>Target groups:</th>
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</thead>
<tbody>
<tr>
<td>Godinton Park, Ashford, Kent, UK</td>
<td>Forestry and Agriculture Advisors; Architects, engineers, planners</td>
</tr>
</tbody>
</table>

| No. of participants: 27 | Date: 12.10.2010 |

Type of meeting:
- Technical training

Short summary: (goals, description of the programme, methods)

**Aim of training:**
- Train advisors in the public sector, building sector and forestry sector on the possibilities for investment in woody biomass systems
- Provide information about wood fuel as energy source
- Inspire investment in wood heat from public sector officials
- Provide information about CEN woodfuel standards
- Educate woodland owners on the benefits of producing woodfuel and / or investing in their own biomass boiler
- Provide information about wood-energy contracting models and the possibilities to add value to low quality wood with best practice examples
- Provide information about government incentives for investments in biomass heating systems
- Provide information about how to set up a wood fuel supply chain
- Provide information about wood fuel as a business opportunity

**Methods**
Training lectures were given by professionals in forestry, woodfuel supply chain, contracting and biomass heating. Lectures were enhanced through Best Practice information from Study Tours to Austria and Finland. All participants received training material and information about WhS project.

**Conclusion**
This event was not as well attended as the previous events. Most participants were forestry or individual investors with small woodlands.

Further information was requested regarding example wood fuel contracts, and these will be supplied as part of the Trainer Pack.
Photos of the training at Godinton Park, Ashford, UK
Woodheat Solutions Training Seminar details

Date 12th October 2010
Venue Godington Park
Godinton Lane
Ashford
Kent
TN23 3BP

Grid reference: TQ981439

Agenda

9:30 Registration and coffee
10:00 Introduction – woodfuel benefits and opportunities Matthew Woodcock
10:15 Woodfuel resource in south east England Matthew Woodcock
10:40 Manufacturing woodfuel Anthony Whitton
11:10 Coffee
11:35 Applying CEN Standards Anthony Whitton
12:00 Wood to warmth – technical design issues Michael Beech
12:45 Lunch
13:30 Wood to warmth – case studies Alison Wilshaw & Matthew Woodcock
14:15 Business Models Louise Simmonds
14:40 Questions and summing up Alison Wilshaw
15:00 Tour of woodfuelled heating installation at Godington Park
15:45 Tea or coffee and networking
**Woodland Enterprise Centre, Flimwell**

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<td>Woodland Enterprise Centre, Flimwell, East Sussex, UK</td>
<td>Partners: TV Energy / Forestry Commission</td>
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<td>No. of participants: 20</td>
<td>Date: 14.10.2010</td>
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<tr>
<td></td>
<td>Forestry and Agriculture Advisors; Architects, engineers, planners</td>
</tr>
</tbody>
</table>

**Type of meeting:**
- Technical training

**Short summary:** (goals, description of the programme, methods)

**Aim of training:**
- Train advisors in the public sector, building sector and forestry sector on the possibilities for investment in woody biomass systems
- Provide information about wood fuel as energy source
- Inspire investment in wood heat from public sector officials
- Provide information about CEN woodfuel standards
- Educate woodland owners on the benefits of producing woodfuel and / or investing in their own biomass boiler
- Provide information about wood-energy contracting models and the possibilities to add value to low quality wood with best practice examples
- Provide information about government incentives for investments in biomass heating systems
- Provide information about how to set up a wood fuel supply chain
- Provide information about wood fuel as a business opportunity

**Methods**
Training lectures were given by professionals in forestry, woodfuel supply chain, contracting and biomass heating. Lectures were enhanced through Best Practice information from Study Tours to Austria and Finland. All participants received training material and information about WhS project.

**Conclusion**
One of the more active events in terms of the stimulation of discussion following each lecture. A very successful event with lots of networking.
Photos of the Training Event at Woodland Enterprise Centre, Flimwell
Woodheat Solutions Training Seminar details

Date 14th October 2010

Venue Woodland Enterprise Centre
Hastings Road
Flimwell
WADHURST
East Sussex
TN5 7PR

Grid reference: TQ715307

Agenda

9:30 Registration and coffee
10:00 Introduction – woodfuel benefits and opportunities Matthew Woodcock
10:15 Woodfuel resource in south east England Matthew Woodcock
10:40 Manufacturing woodfuel Anthony Whitton
11:10 Coffee
11:35 Applying CEN Standards Anthony Whitton
12:00 Wood to warmth – technical design issues Michael Beech
12:45 Lunch
13:30 Wood to warmth – case studies Anthony Whitton & Matthew Woodcock
14:15 Business Models Louise Simmonds
14:40 Questions and summing up Matthew Woodcock
15:00 Tour of woodfuelled heating installation at the Woodland Enterprise Centre
15:45 Tea or coffee and networking
Annex 3: Training Seminar Reports for Croatia

Seminar reports are included in this Annex for the following six seminars:

1. Croatian Chamber of Economy, Zagreb – 30 participants from the wood processing industry;
2. Crafts and Business Fair, Krizevci – 31 participants, forestry and agricultural advisors;
3. Croatian Forest Society, Zagreb – 57 participants from forestry, agricultural and wood processing sectors;
4. Promming factory and Centrometal, Macinec – 29 participants from forestry and agricultural sectors.

In addition, the participants list and the training programme for each event are also presented in this Annex. The training material, however, is included separately as Deliverable D16 (the Training CD) and D24 (the Trainer Pack), and for that reason, they are not duplicated in this report.
Annex 4: Training Seminar Reports for Slovenia

Seminar reports are included in this Annex for the following six seminars:

1. Kozje Municipality – 30 participants: forest and sawmills owners, investors and public sector officials / advisors;
2. Ljubljana – 30 participants from Chamber of Agriculture and Forestry, Association of Forest Owners, Slovenian Forestry Service;
3. Ljubljana – 33 participants: forestry and agricultural advisors from Chamber of Agriculture and Forestry;
4. Lukovica – 103 participants: forestry advisors from Slovenian Forest Service, RDP officials (Public Sector) and other investors and potential end-users of woodheat.

In addition, the participants list and the training programme for each event are also presented in this Annex. The training material, however, is included separately as Deliverable D16 (the Training CD) and D24 (the Trainer Pack), and for that reason, they are not duplicated in this report.