



# **East Harbour Management Services**

can assist you with your

## **Commercial Bioenergy Projects**

East Harbour undertakes commercial and strategic bioenergy projects for a range of forestry and energy companies.

East Harbour staff have a technical and commercial bioenergy experience that they can bring to your projects.

### Focus Areas:

- Strategic Advisory and Support
- Management of the Investigation and Development of Bioenergy Projects
- Energy Auditing and Advisory
- Commercial Electricity Pricing & Network Charges,
- Energy Monitoring & Management
- Commercialisation of Projects

Staff skills can be applied to many different disciplines and industries. The collective experience includes:

- **Commercial strategy and investment planning**
- **Energy advice**
- **Renewable energy project development, e.g. wind, biomass**
- **New and evolving energy technologies**
- **Project evaluation (technical, environmental and commercial)**
- **Energy billing and network charges**
- **Energy management auditing and advisory**
- **Database and information systems**
- **Web and portal development and maintenance**
- **Project management**
- **Business planning and implementation**
- **Commercial project development**
- **Policy, and strategic advice and implementation (corporate, local and national government)**
- **Executive and project manager leasing**

East Harbour has access to an extensive source of information through the *EnergyLibrary* (an associate company). It is able to efficiently collate technical and other information to meet customer requirements.

## **Some Recent Projects:**

East Harbour worked with Meridian Energy to develop **Meridian Solutions** - a business unit focussed on the supply of energy solutions. Including: total energy partnerships, facility management, performance contracting, and energy supply contracts. Biomass heat plant and electricity generation have formed part of the portfolio of plant owned and operated by Meridian Solutions. East Harbour supplied staff to key positions until permanent staffing has been possible.

East Harbour staff managed for Median Solutions the commercial negotiations and construction of the 10MWth, 1.6MWe **Blue Mountains Lumber Cogeneration biomass project** from initial conception.

East Harbour has been working with government departments in developing the **technical database** and **policy** inputs related to renewable energy uptake, including both heat and electricity options. This has included papers published by EECA on biomass resources (in cooperation with *ForestResearch* and Massey University). A broader report covering all renewable resources is about to be published. The company has taken a strong position on the potential of biomass for **process heat**.

East Harbour is a founding member of the **Bioenergy Association of New Zealand**. A East Harbour director is the **Research and Information Coordinator** and is represented on the BANZ Board.

East Harbour has developed a portal search engine for **web-based energy information** access. The EnergyInfoNZ site ([www.energyinfonz.co.nz](http://www.energyinfonz.co.nz)) has links to the bioenergy industry, manufacturers and suppliers.

## **Staff:**

The East Harbour Group has over 20 staff working in the Energy area. Key staff with a bioenergy focus include; Roger Fairclough, Brian Cox and Brian White.



### **Roger Fairclough**

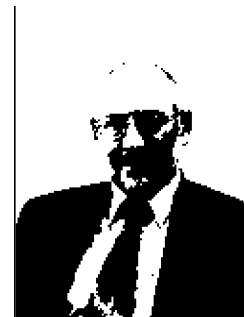
Roger has over 20 years' experience in the energy industry.

Work experience includes investigation of new business development opportunities, evaluation of the technical, environmental and economic viability of projects, and design, construction and commissioning of projects. Roger has been involved in research projects, progressing leading edge and new technologies.

### **Brian Cox**

Brian Cox has 30 years' of experience in large infrastructure projects (roading, large industrial, petrochemical) and over 16 years' experience in the energy industry. He has had extensive senior management experience particularly in strategic advice and development groups. His primary role has been the management of investigations to evaluate the technical, environmental and economic viability of new business opportunities, and where appropriate, following them through to subsequent phases of development.

He has managed the commercial development of a number of industrial energy facility projects.



### **Brian White**



Brian is Commercial Development Manager and has 20 years' of experience in the management and implementation of technical projects with an emphasis on commercial success. This experience has ranged from feasibility studies, consenting, design, construction, operations and maintenance, contractual reviews, and

due diligence exercises on a range of technical plant through to management roles. His specialised experience in geothermal and bio-mass power and distributed generation has enabled him to provide strategic advice to potential investors.

A full capability statement and further information may be found on the company web site: [www.eastharb.co.nz](http://www.eastharb.co.nz)