

Minutes of Meeting – Focus Group UK

Meeting no: 1

Date: 4th of February, 2014 at 12.30-14.30

Location: ABB, Odense

Participants: Stephen Oakman, Country Manager, Kamstrup (SO)
 Christopher Hill, Country Manager, Logstor (CH)
 Rasmus Aaen, Partner/Owner, Aaen Rådgivende Ingeniører (RA)
 Jan Elleriis, Vice Director, CTR (JE)
 Peter Jorsal, Sales Director, Logstor (PJ)
 Peter Michael Sonne, Consultant / Project Manager, Grontmij (PMS)
 Gillian Dyer, Consultant, COWI (GD)
 Ricky Bjørkvik, Export Manager, DBDH (RB)
 Lars Hummellose, Managing Director, DBDH (LH)

Taken by: Ricky Bjørkvik, DBDH

Introduction and election of Chairman	Action
<p>Ricky Bjørkvik welcomed all, and made a brief introduction. Presentation and contact information for the Group members can be found on the Focus Groups exclusive web-fora: http://dbdh.dk/member-area/focus-groups/</p> <p><i>After meeting note: All group members have received login-information on e-mail dated the 5th of February 2014.</i></p> <p>Gillian Dyer was elected as Chairman for the group.</p>	

Group strategy	Action
<p>Following general strategic discussions applied:</p> <ul style="list-style-type: none"> • Work and strategy should take the political situation (UK/Scotland) into account. • Focus on small scale CHP's. • Membership organizations of the Focus Group are generally encouraged to be open, and proactively to facilitate a wide support to the group, by sharing knowledge and information relevant for other supply segments. Information is to be forwarded to RB for internal group distribution. • The Danish Embassy should be informed, involved and consulted to the relevant extent on the group activities in UK. • The Focus Group should follow the development in the local legislation. 	<p>All</p> <p>RB</p> <p>All</p>

<ul style="list-style-type: none"> Local focus for investments in UK differ locally: In the North, focus is mainly on reducing rate of fuel poverty. In the South, focus is mainly on developing and investing in green/renewable technologies. In order to increase the potential of success, it is of high importance that we are working as a group, and not as single organizations. The effort should be on contacting CHPA, Heat Network Partnership, local authorities and other relevant stakeholders as a group and not one by one. 	RB
<ul style="list-style-type: none"> Aaen are working on a project related to the University of St. Andrews (making a peer review on a tender material). Potentially, this project can be approached as a “pilot project” for Danish technology. RA will follow the situation, and inform accordingly. 	RA
<ul style="list-style-type: none"> 1-2 specific cities in UK should be approached strategically. Cities should be identified in cooperation with DEP and the Embassy, whereas one city may have plans for the establishment of a new DHC-network, and the other are scheduling a major revision of the existing DH-grid (CHP-plant, sub stations, pipes, etc.). The respective cities may already be identified by the British Government (“Department of Energy & Climate Change”), as cities, where subsidies are funded for energy saving investments (e.g. Sheffield or Nottingham). 	RB
<ul style="list-style-type: none"> The group should consider participating in the “All Energy”-fair and conference in Aberdeen the 21st and 22nd of May 2014. The Embassy is to be contacted in this relation. 	RB
<ul style="list-style-type: none"> In parallel with other activities, the group focus should be bringing relevant delegations of decision makers from UK to visit Denmark and to be acquainted with the Danish reference systems and know-how. DBDH will of course offer hosting such events. 	All
<ul style="list-style-type: none"> The members of the Focus Group UK generally find a strategic key point in expanding and utilizing the network (internally/externally) as a strategic objective. 	
<ul style="list-style-type: none"> Gillian will forward a sum-up-sheet (bullet point) of relevant DHC-organizations operating in UK. 	GD

Other items discussed	Action
<p>For the next meetings, there was a wide consensus in conducting the meetings with personal attendance (not video conference, Lync or likewise).</p> <p>DBDH and DEP have scheduled a DH Sector visit to Scotland In May 2014. This event is to be seen as a supplement to the strategic actions mentioned above. <i>After meeting note: Invitation to the event has been forwarded the 10th of February 2014.</i></p> <p>KPI’s and success criteria’s was not specifically discussed, however these are to be assessed on the coming meetings.</p> <p>A report on the synergy between DHC and wind power should be uploaded to the Focus Group web. <i>After meeting note: RB Cannot recall which report this referred to?</i></p>	All

Next meeting	Action
Next meeting is schedule the 26th of March 2014 at 14.00 at the DBDH premises. RB will call in for the meeting.	RB