

From: [Olive Hill](#)
To: brian@bsholdingsltd.com
Cc: [WayneCullen](#); [James McEvoy](#); [Kerr, Trevor \(InvestNI\)](#); [Hutchinson, Peter](#); [Julie McCabe](#); [Wilkinson, Ian \(InvestNI\)](#); [Chris Bingham](#)
Subject: RE: Funding meeting
Date: 13 June 2013 11:10:04

It was good to meet you Brian. I want to look at the issues and as agreed will get back to you early next week. In the interim I've asked Chris to look specifically at the Fortwilliam example in a bit more detail and note that he has been in touch with Wayne this morning.

Regards

Olive

From: brian@bsholdingsltd.com [mailto:brian@bsholdingsltd.com]
Sent: 12 June 2013 19:55
To: Olive Hill
Cc: 'WayneCullen'; James McEvoy; Trevor Kerr; 'Hutchinson, Peter'; 'Julie McCabe'
Subject: Funding meeting

Thanks you for taking the time to listen to our concerns on perceived weaknesses within the present funding streams available to SME's. We note that the capital funding streams available such as green bank, Siemens, local banks and institutions are not presently gearing themselves to accommodate the SME's where the DETNI RHI scheme is targeted, for this we see the CT as being the main funder. That being said, we seek the CT review its strategy hopefully being capable of increasing fund values to clients. With the RHI in place a more expedient turnover of money is seen therefore the CT can loan greater sums, have those repaid quickly and then use those funds for others, hence the Invest NI funding can assist a greater number of participants than previously. Business leaders face a decision in capital terms, spend £4,000 on a fossil fuel appliance or £40,000 on a renewable biomass system, if capital is prohibitive for the initial investment then they are lost to renewable for a further 10+ years as they have decided on the cheaper fossil fuel route.

A further concern which we hope both DETNI and Invest NI could address is the awareness campaign. An example recently of Carrickfergus Borough Council and Antrim Borough Council further highlights our example of Charles Hurst's chairman. The council senior staff, mayor and energy managers, until we introduced the biomass / rhi concept to them were completely unaware of the funding stream, how it operated and what it paid for. If key members of governmental bodies and councilors are so unaware of the scheme's potential, something needs to be addressed. We would recommend presentations be organized for same. We undertook something of this nature for post Graduate students acting as researchers for Stormont ministers earlier this month at Queens, whilst we attempt to promote our particular systems and carbon reduction philosophy in general, we feel the department should be promoting the scheme in a better way perhaps targeting the institute of directors or the federation of small businesses, the college of architectural technicians etc, by a process of educational awareness to business leaders and professionals, the message would filter through more quickly than general mass advertising to the public, we have demonstrated a focused use of media proves more useful than general mass media. The new opening of Ferrari and Maserati with renewable heating /cooling at its heart will be a good news story available to invest ni and the Minister for promotion of biomass and the RHI, Charles Hurst have already agreed to a ministerial visit at some future date

yet to be arranged with her.

Once again thank you for the time today.

regards

Brian Heed

Personal information redacted by the RHI
Inquiry