



**BARFOOTS**  
*fresh thinking*

# Barfoot Energy Ltd

## Sefter Farm Project

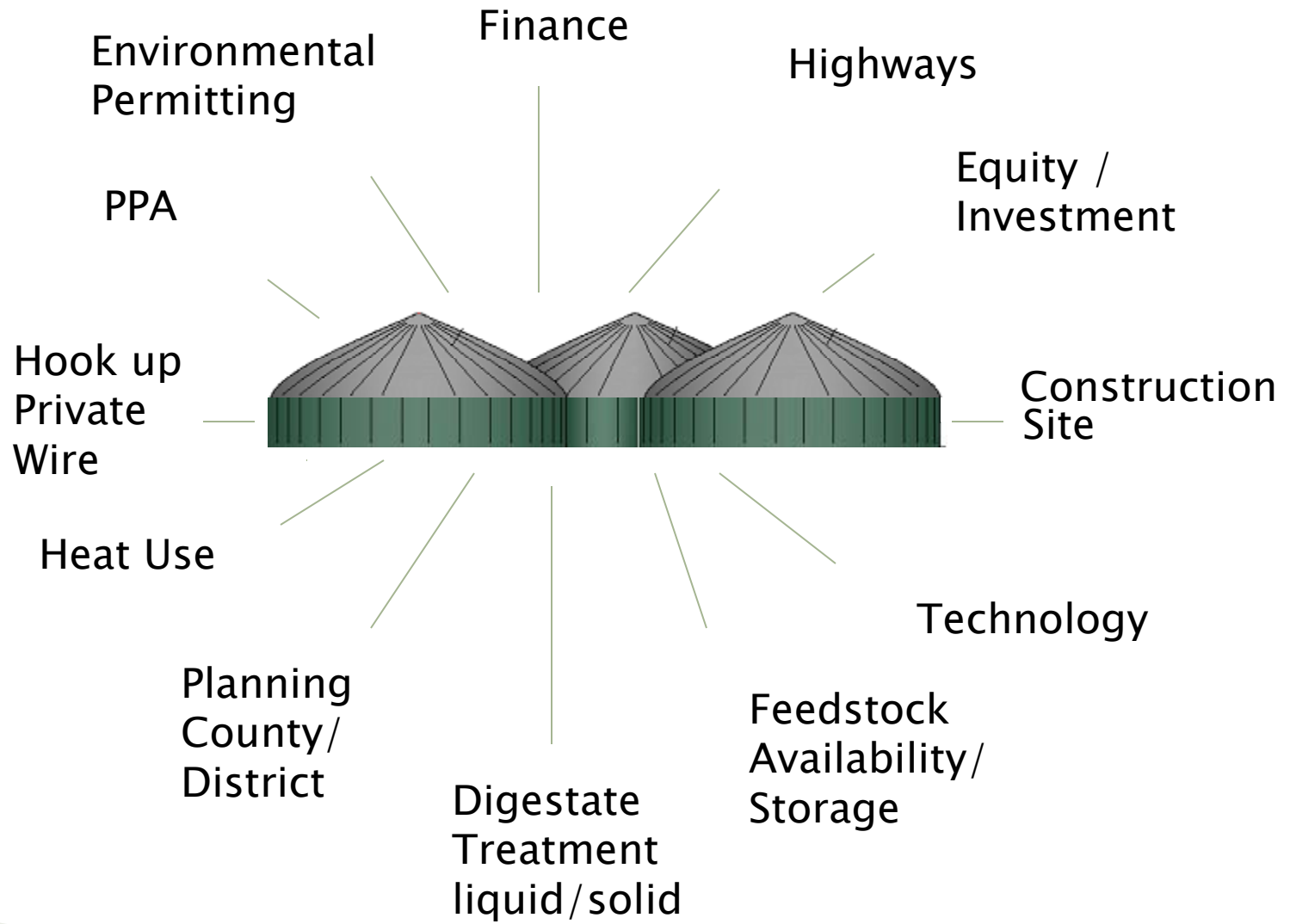
Julian Marks  
Managing Director

# Excess Biomass

- ▶ Composting
- ▶ Cattle feed
- ▶ Spread to land



# Economic Considerations



Project Criteria

# Community Engagement

- ▶ Market your concept and outline the benefits to the community
- ▶ Provide open lines of communication, Publish FAQ's
- ▶ Circulate regular updates



# Barfoots Cornfest 2009



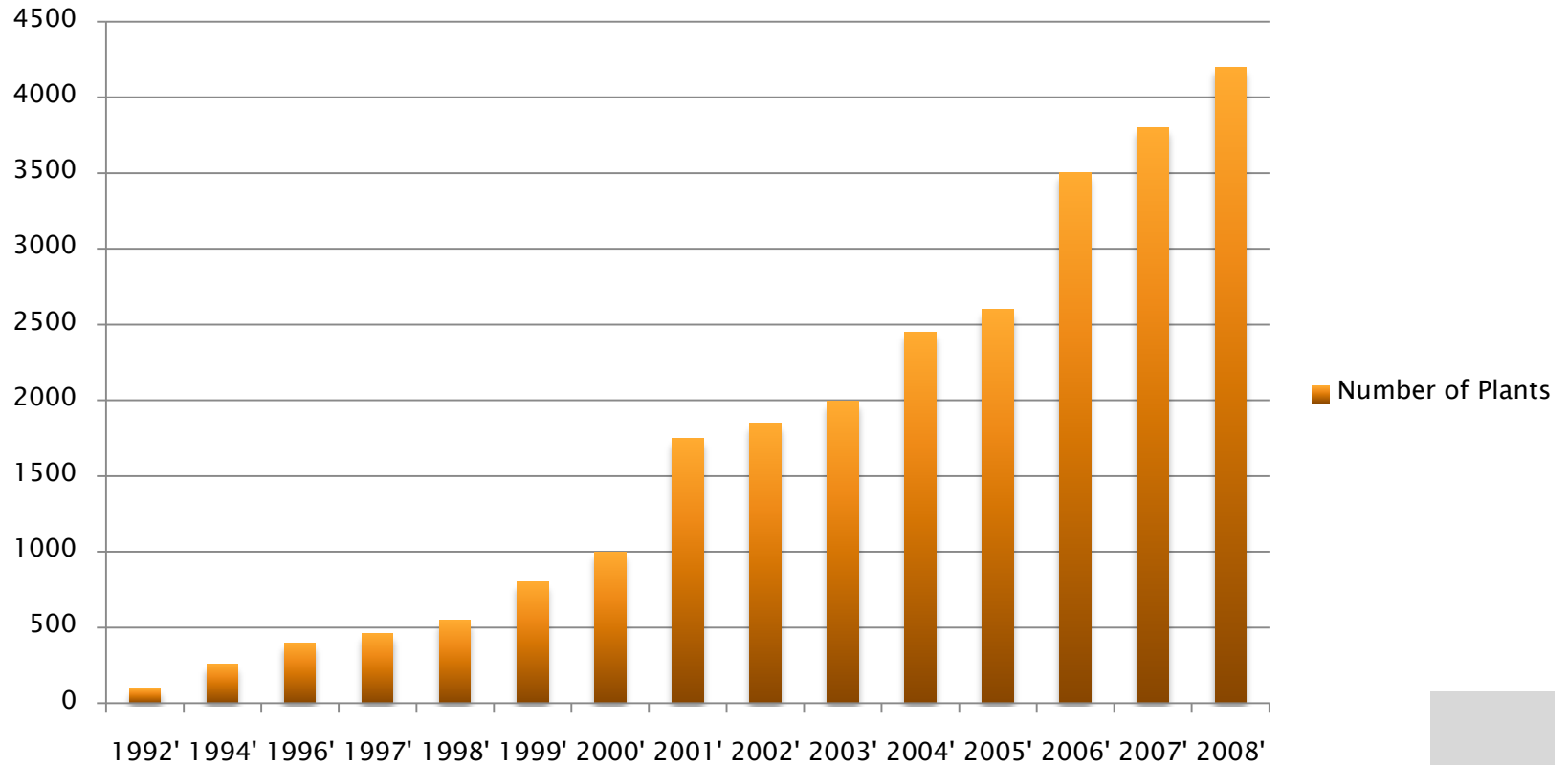
# Project Planning

- ▶ **Concept & Feasibility – Dev Risk**
  - ▶ Geotechnical & Topography Surveys
  - ▶ Environmental Impact Assessment
  - ▶ Local Pressure groups
  - ▶ Local Government
- ▶ **Project Execution – Construction Risk**
  - ▶ Civils & Tanks contractor greatest risk
  - ▶ CDM, H&S – German culture different
- ▶ **Running an AD Plant – Operational Risk**



# Technology Specialists

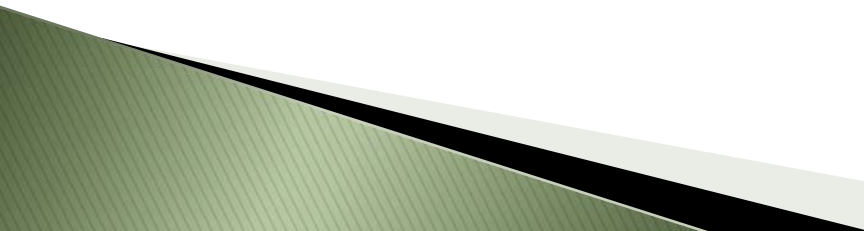
## Development of German Biogas Market



# Technology Procurement

- ▶ Turnkey or Work Package ?
  - WP– Downside multiple contracts
  - WP– Upside cost savings to be made
  - WP– Route requires solid Project Mgmt
- ▶ German or English Technology Provider
  - 5 top echelon German companies 1 English
- ▶ Contract
  - Performance based schedules (ICHEME or NEC)
  - Define ownership of boundaries
  - Milestone payments by achievement

# Supply Chain

- ▶ German Technology Prod Schedules set in Q4
  - ▶ Technology Project can be 6 months !
  - ▶ Project Programme needs to be aligned with feedstock growing / supply season
  - ▶ Feedstock Contracts to be robust
  - ▶ Multiple feedstock contracts spread risk
- 

# Project Finance

- ▶ RDA Grants
- ▶ Bank or VC
- ▶ Payback





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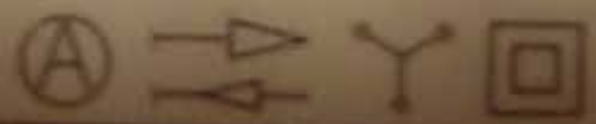
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