

Rural and Remote Solutions



Wood Pellet Association of Canada AGM Sept.17th, 2024

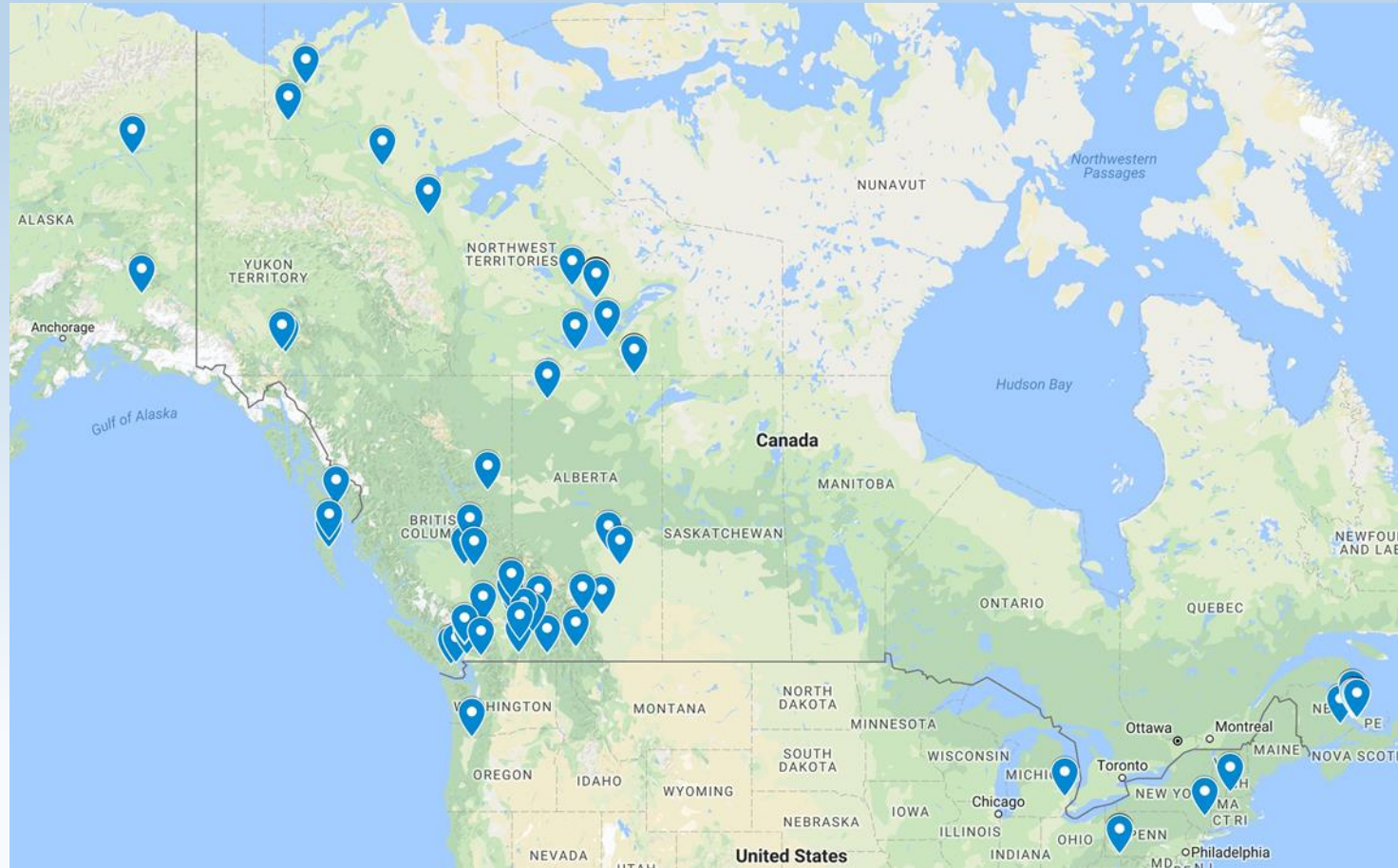
David Dubois, Manager of Business Development
Fink Machine Inc

FINK
MACHINE INC.

*State of the Art Bio Energy Heating Systems
Revolutionary Wood Heating Technology
Highly Economical for Commercial, Industrial Buildings*

Who is Fink Machine Inc.?

- Based in Enderby, BC – traditional territory Splatsin FN
- Canada's Largest Supplier of Commercial Scale Biomass Boiler Systems
- First install 2003
- Approx. 180 installations totaling over 58 MW



About Fink Machine Inc.



- Distributor Mawera and Schmid Boiler Systems
- We offer clients:
 - System design
 - Fabrication of equipment
 - Installation, commissioning services
 - Online and remote system monitoring
 - Training & On-site servicing
- Own/Operate ½ MW Private Utility District Energy System



What does Rural and Remote Mean

- Rural = Grid connected
 - Electricity
 - Likely natural gas in Western Canada
- Remote ≠ No Grid
 - Northern Canada
 - Exception for 2 or 3 larger communities (Whitehorse Yellowknife)



Electrification in the Rural Context



- Usually end of the line
- Higher insecurity
- Longer outages compared to Urban
- Lack of Capacity
- Reduce Energy Costs
- Utilization of local resource
 - Existing facility/enterprise



Electrification in the Remote Context

- Reduce cost compared to Diesel Generation
- Generate Revenue
- Utilization of Local resource
 - New enterprise



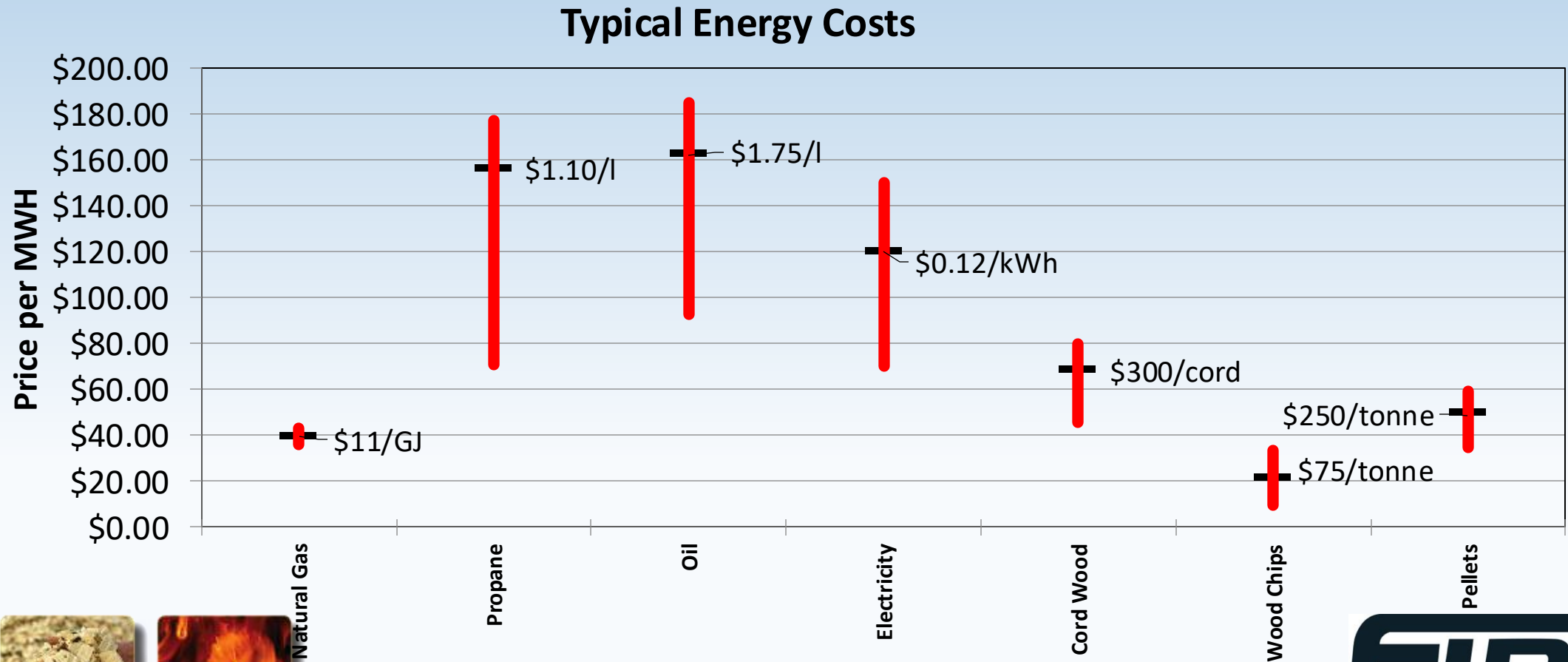
What is the Opportunity in Rural Communities

- Behind the Meter Utilization – Net Metering
- Large heat demand – ideally relatively consistent
- Stable low cost fuel source
 - Local industry
 - Wildfire mitigation
- Grid Connection to maximise utilization



What is the Opportunity in Remote Communities

- Ultra-high Energy costs - \$600-740/kWh



What is the Opportunity in Remote Communities



- Typically high GHG's
 - Diesel Generation
 - Some localized hydro but requires peaking
- Fibre available
 - Local forests
 - Post consumer waste
 - Pallets
 - Urban wood waste/wildfire mitigation
 - Potentially cardboard
- Unfunded liabilities – Oil Spills



What is the Challenge in Rural Communities

- High Capital Cost compared to current rates
 - Small Scale net metering
- Interconnectivity challenges
 - Availability
 - Cost



What is the Challenge in Remote Communities

- High Capital Cost compared Solar (minus battery storage)
- Plant size
- Interconnectivity challenges
 - Existing Generator infrastructure
 - Cost
 - Limits on renewables
- **Operational Capacity**
- **LOGISTICS**



Lessons I have Learned Working in Remote Communities

- Ask the tough questions
 - Do you have capacity staff, etc.
- Does it meet the true needs
- You are married now



MACHINE INC.



Questions



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