

Curriculum Vitae

1. **Family Name:** BIRCHMORE
2. **First names:** Michael John
3. **Date of Birth:** 11th June 1948
4. **Nationality:** British
5. **Civil status:** Married with 3 children (born 1979,1981 and 1984)
6. **Education** BSc (Resource Management & Ecological Science)(Hon's Resource Management), University of Edinburgh, 1970.
MF (Forestry Economics), University of British Columbia, 1973.
MPhil (Development Economics), University of East Anglia, 1978

7. Language Skills

Language	Reading	Speaking	Writing
English	5	5	5
French	2	2	1

Can survive in Russia.

8. **Memberships** Member of the Institute of Chartered Foresters (Rtd.)
Associate of the Institute of Wood Science (Rtd.)
 9. **Other skills** Computer literacy
 10. **Key qualifications**
 - A) Experience in promotion of energy from waste and biomass projects in UK and overseas, covering selection of technology, waste supply, environmental issues and planning issues as well as economic appraisal.
 - B) Experience of management of start-up companies, manufacturing and consultancy companies, including successful conversion of small environmental and forestry partnership into private company and management of growth of company to turnover of £3.5 million per year
 - C) Extensive experience of market appraisal, business planning, development and investment appraisal, particularly for wood based industries. Provision of advice to industrial clients on market development, raw material supplies, environmental issues, process and product diversification and development. Responsible for a wide range of studies on development in the UK and overseas
 - D) Worked for major clients (including large private companies, World Bank, FAO, Asian Development Bank, British Government, UNDP and USAID) as well as numerous small businesses.
 - E) Helped establish and develop joint venture businesses in UK and overseas, including a number of company start-ups and developments in UK, Latvia and Russia.
-

F) Preparation of business plans/development strategies for attraction of finance.

11. Professional experience

April 1997 to date

Engaged in business management, consultancy and project promotion. Current activities involve:

<u>1997 - to date</u>	Self employed then Managing Director, SHREWS Ltd, (an acronym for Scotia Holdings in Renewable Energy and Waste Systems), a company in which I am the controlling shareholder, undertaking consultancy in wood processing sector and renewable energy and project promotion, including energy from waste and biomass, and property developments. (www.shrews.co.uk)
<u>1999 - to date</u>	General Director until company fully operational and since then Director, Riga Timber SIA, a wood processing company in Latvia.
<u>2006- to date</u>	Director of Riga International Business Park SIA and Riga IBP Land Holdings SIA, developers of Riga International Business Park

Recent activities included assisting companies through start up:

<u>2005 – 2006</u>	Director, Newdale Developments SIA, Latvia, and Newdale Developments Ltd, UK, promoters of Riga International Business Park
<u>1999 – 2002</u>	Project Manager/Director of Batneec (Dumfries) Ltd, a company developing a waste to energy project in Dumfries processing 60,000 tonnes of mixed wastes into 7.8MWe. Secured SRO and also closely involved in securing full planning consent in 2001. Resigned as Director when SHREWS sold their interest to majority partner.
<u>1996 – 2002</u>	Director, Woodscan Ltd, a company based at the University of Abertay Dundee to develop and apply Ground Penetrating Radar to the determination of the integrity of wood. Company awarded Logie Baird award in 1997.
<u>1998 - 2004</u>	Director, Woodtest Research & Development Ltd, a University of Edinburgh spin-out company developing methods for non-destructive testing of wood. Resigned when sold interest.
<u>2000 – 2001</u>	Non-executive Director of Hargrave Timber Ltd, timber importers, primarily of Russian sawn timber. Oversaw start-up of company though to point where company fully operational.

Ad hoc consultancy and project development:

Current activities include:

On-going inputs companies with which involved.

Advisor to UK waste management company developing an energy from waste facility

Advisor to UK venture capital fund on development of biomass gasification projects for small scale distributed power generation.

Promotion of large scale biomass in Africa utilising unmanaged plantations originally planted for pulp into biomass production for export with potential production of 1 million tonnes of biomass for export per year. Location confidential

Advisor to Russian Bank on development of business ventures in wood processing and energy from waste field in **Russia**

Advisor on development of business park in **Latvia**.

Advisor on investment projects in **Latvia** for business park and major car parking project

Recent activities include:

Undertaking of major study in Scottish Borders on behalf of Scottish Enterprise Borders into opportunities for biomass energy and identifying projects for development. (Feb - August 2007)

Advisor to Foreign Investment Development Agency, **Bosnia and Herzegovina** on behalf of EU, in respect of wood processing sector. (July 2006)

Advisor to specialised wood products manufacturer in **UK** on sourcing of components from overseas (2004 to 2006)

Advisor on acquisition of UK company for the development of an energy from waste project. (2006)

Advisor to UK hardwood importer from **Guyana** on developing of business (2005)

Advisor on development of sawmill for hardwoods in **Romania** (2004)

Team member on feasibility study for use of municipal and other controlled wastes for heating of glass houses in **Scotland** (2004)

Presenter at UNIDO workshop, Accra, **Ghana** on Financing SME's March (2004)

Member of UNIDO project team on business development and financial restructuring in wood processing in **Nigeria and Ghana** (Nov/Dec 2003)

Review of aid project to **Montenegro** wood processing and forestry sector (2004)

Advisor to Russian Bank on inward investment into forest industries in **Russia** (2003)

Advisor with USAID to Government of **Montenegro** on Economic strategy for forestry and wood processing sector and sustainable development. (Jan 2003)

Advisor to major **UK** wood processing group on investment in Russia (2003)

Advisor with UNDP in **Montenegro** as part of team assisting with programme for sustainable development, covering sustainable forestry management, development of eco-tourism and sustainable energy programmes (2002)

Business plan for **UK** based Internet Company for private client supported by Scottish Enterprise (2002)

Feasibility study on behalf of private client regarding the development of biomass powered district heating scheme and electrical generation based on gasification technology, **Latvia**. (2002)

Evaluation for private client supported by Scottish Enterprise grant of the opportunities for conversion of oil platform fabrication yard at Ardersier in **UK** to other uses. (May – September 2002)

Team Leader to European Agency for Reconstruction financed project to evaluate wood processing industry in **Montenegro** and propose solutions for redevelopment of moribund industry (July/September 2002)

Consultant with Swiss Development Cooperation/WWFCN regarding industrial development of sustainable forestry demonstration project in Komi, **Russia**. (September/October 2001)

Advisor on establishment of timber import and distribution business for Russian and Scandinavian softwoods (Hargrave Timber Ltd) in **UK**. (April-July 2000)

Advisor to private client developing wood treatment plant in Riga, **Latvia** (November 1999)

Advisor with PriceWaterhouseCoopers to Enterprise Ireland on development of export markets for **Irish** timber (February-June 2000)

Developed business plan for JV company (now Riga Timber SIA) and promoted company as JV between Latvian, British and American interests.

Advisor to private client engaged in developing joint venture investment in Tyumen Region, **Russia** to produce timber framed housing. Project did not proceed due to economic slowdown in UK and political uncertainty in Russia (1998)

Feasibility study for new sawmill in **Estonia** under JOP funded project (inc. markets, raw material supplies, economic modelling and environmental issues) (1998)

Advice on lease transaction for forest property in **Russia** (1998)

Assistance with recruitment of western staff for timber harvesting and wood processing project in **Russia** (1997)

Economic analyses for Institute of Terrestrial Ecology, Banchory, **UK**, on deer damage to tree values (1999)

Advisor to development of port and timber processing (kiln drying, wood machining and timber grading) facility in **Latvia** as joint venture between UK investor and local company (2000)

Assistance to UNIDO in respect of forestry and forest industries rehabilitation project in Komi Region, **Russia** (Nov-Dec 1999)

1986 to 1997

Managing Director, LTS International Limited, Edinburgh, UK, a company which provided specialised consultancy and project management services to the **UK** and **overseas** forest and forest products industries. I maintained responsibility for forest economics, investment appraisal, forest industries development, material supplies and market studies. Company grew from T/O of £450k to T/O of £3.5 million in 1995/6. Sold shareholding and left the company in order to develop other interests.

The following are examples of assignments undertaken personally:-

Manager of four projects in **Russia**:- timber harvesting and sawmilling in Perm Region; production of furniture panels in Udmurtia Region, kitchen cabinet fronts and furniture panels in Ulyanovsk Region; and timber harvesting, sawmilling and furniture components in Krasnodar Region. Management contract project planning covered purchasing of equipment, training, production management and marketing of the product, (1991-1994)

Appraisal of raw material supplies to major **Russian** pulpmill. Covered economic and environmental issues and development of a strategy for securing 2 million m³ of wood per year for the mill on sustainable basis. Prepared programme for development of thinnings programme, training and financial support to reduce transport distances and improve forest management. Work undertaken on behalf of the World Bank, (1995-6)

Assistance with instigation of programme to set up timber harvesting operation in Russia on behalf of client and acquisition of lespromkhoz to secure supplies, (1995)

Team member of ODA financed project to identify and design forest conservation project in Indonesia, (1991)

Overall responsibility for the ODA funded Indonesia/UK Forestry Management Project in Indonesia, a 5-year project with a total cost in excess of £10 million. Project jointly tendered for by Edinburgh Centre for Tropical Forests. Project included research, forest policy at national and regional levels, training and forest conservation. (1992-1997)

Team leader for the appraisal of an area of 2.8 million ha of forest in Archangelsk Region, **Russia** and preparation of a feasibility study for the development of sustainable timber harvesting in the area and modernisation of a large sawmill, (1996)

A number of DTI Enterprise Initiatives for production and marketing studies on behalf of private clients, **UK**,

Market research and development of marketing strategies in **UK** softwood market for sawmiller,

Feasibility study for the re-development of port facility in Latvia into timber export terminal, (1991)

Several appraisal of investment opportunities in the **former Soviet Union**, e.g. Komi, Tomsk and Gorno Altai Regions, (1990-1994)

Community Forestry Project Identification and Preparation Mission, **Nepal** on behalf of **FAO**, (1989)

Appraisal of economic and environmental aspects of reforestation schemes in **Indonesia** on behalf of Asian Development Bank, (1988)

Study of demand for fuelwood and development of sustainable harvesting and marketing strategy for Addis Bah Forestry Project, **Ethiopia**, (1988)

Team Leader for feasibility study for wood-fired power station in **Papua New Guinea**, funded by Commonwealth Secretariat, (1987)

Advice on business and marketing strategy for **UK** timber merchant, (1990)

Appraisal of timber harvesting and sawmilling business in **Guyana** and preparation of investment and development strategy, (1989)

Team Leader, **Zambia** Forest Industries Study financed by World Bank (1987).

Whilst with the company was responsible for the development of new office building at Pentlands Science Park for the Company.

1985 - 1986

Business Development Manager, Bowater Building Products Ltd, **UK**. Consultancy and project work on business development and diversification within group.

1984 - 1985

Product Manager, Bowater Joinery Ltd, **UK**. Manager for doors with overall responsibility for product profitability, following merger of two joinery companies to form Bowater Joinery Ltd. Door sales in excess of £10 million/yr.

1981 - 1984

Executive, Bowater Hills Ltd, responsible for purchasing and material warehousing including direct import of materials from S.E. Asia, Scandinavia, Russia, South America, Europe and North America. Temporarily responsible during period of reorganisation for Transport and Planning Departments. Co-ordinating function of all timber purchases within the joinery group of companies.

1979 - 1981

Technical Services Manager, Bowater Hills Ltd, a joinery manufacturer with over 1100 employees. Responsible for capital projects, quality control, product development and timber purchasing policy.

1975 - 1979

Forest Economist, Economic Intelligence Unit, Bowater Corporation Ltd. Analysis of forest product sectors and company appraisals and project and investment evaluations in **UK** and overseas, including Cameroon, Congo Brazzaville, France, Ivory Coast, Singapore and Indonesia. Responsibilities included projections on pulp and paper prices.

1974 - 1975

Forest Economist, Bowater Corporation Plc Project Team preparing a Master Plan for the development of a Pulp and Paper Industry in Iran. Included review of available resources for pulp and paper industry, forecast of demand by paper grade and feasibility study of irrigated plantations of eucalyptus.

1973 - 1978

Research Student, School of Development Studies, University of East Anglia specialising in development economics (part time 1975 - 1978). Field work in **Malawi** in 1974.

1970 – 1972

Post Graduate student, Faculty of Forestry, University of British Columbia, Vancouver, Canada, specialising in forestry economics. Teaching Assistant to undergraduate courses in Forest Mensuration and Forest Economics.

- 12. Publications:** The Prospects for Wood Pulping Capacity in the UK and the Implications for Forest Policy. (1979) *Forestry* 52 (i) 67-81.
- Raw Material Supplies - The Challenge of Securing Supplies from Sustainable Resources. (1996) Conference on Timber, Pulp and Paper in the Former Soviet Union held in Brussels
- 13. Other:** Health good, clean driving licence.
- 14. Interests:** Include Mountain bike riding, Golf, Cricket and Travel
- 15. Countries of Work Experience:** Belgium, Bosnia and Herzegovina, Brazil, Cameroon, Canada, Congo Brazzaville, Denmark, Eire, Estonia, Ethiopia, Fiji, Finland, France, Gabon, Germany, Ghana, Guyana, Indonesia, Iran, Ivory Coast, Latvia, Lithuania, Malawi, Malaysia, Montenegro, Nepal, New Zealand, Nigeria, Papua New Guinea, Philippines, Poland, Portugal, Russia, Singapore, Sweden, UK, Zambia.

16. Contact address:

John Birchmore
SHREWS Ltd
24 Lyne Park
West Linton
Peeblesshire
Scotland
EH46 7HP

Tel +44 1968 660022
Fax +44 870 9131009
Mobile 1 +44 7711 337550 (UK and international roaming)
Mobile 2 +371 2661 0260 (Latvia)
Email john.birchmore@shrews.co.uk

22 October, 2007