

# Triangle ÉNERGIE

Call for expression of interest • Connection to the heat network of the Waste-to-Energy plant in Bessières



## APPLICATION FILE

Submission of the expressions of interest

Setting up businesses consuming low temperature heat in the North of Toulouse (FR)  
**WITHIN A NEW ECOSYSTEM AT THE FOREFRONT OF INDUSTRIAL SYMBIOSIS**

## Context

Decoset is the local authority in charge of household waste treatment and valorisation in the Toulouse region (South West France) offering services to around 1 million inhabitants.

Decoset has a waste-to-energy (WTE) plant in the town of Bessières. The WTE plant can burn up to 192 000 tonnes of waste a year. The plant is operated by Econotre (Suez Group) through a public service delegation contract.

Besides electricity production, the WTE plant has been supplying heat to greenhouses since 2016. Tomatoes are grown with sustainable agriculture techniques including zero phytosanitary products. More than 10 ha are currently cultivated.

Beyond the current 10 ha of greenhouses, a substantial amount of residual heat from the power plant remains. That is why, as a “zero waste territory” (label from the French Ministry for Environment, Energy and Marine Affairs), Decoset is committed to foster the economic development based on the use of residual heat from the WTE plant.

In parallel, the intermunicipal community of Val'Aïgo is willing to extend the current industrial zone of the Triangle in Bessières, where the WTE plant is located.

In this sense, the objective of the call for expression of interest is to detect entrepreneurs likely to set up businesses with a connection to the heat network in the industrial zone of the Triangle.

## Offer

The local stakeholders who launch the call for expression of interest are: the intermunicipal community of Val'Aïgo, the municipality of Bessières, Decoset, Ademe (the French Environment and Energy Management Agency), the Occitanie region, AD'OCC (the regional agency for economic development and attractiveness), Econotre (Suez group).

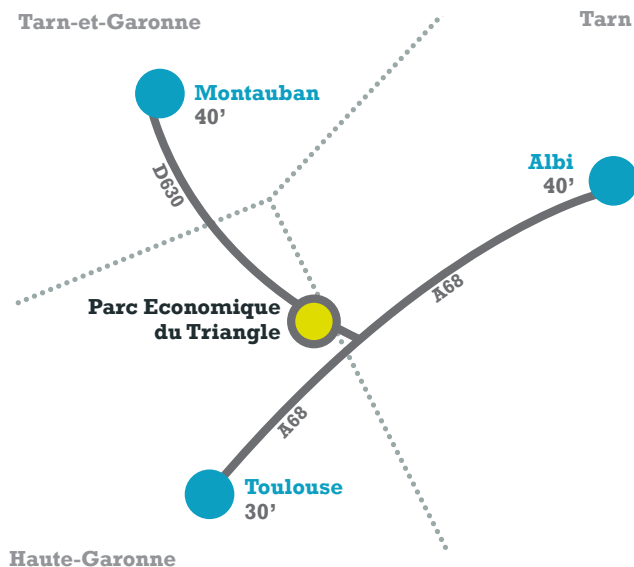
They offer:

- Energy:
  - residual heat (42°C extendable up to 50°C; higher temperatures will need further studies) at a competitive price, free from price variations of fossil energies
  - Minimum guaranteed power supply: 3 MW (or more for dynamic power demand: individual, intermittent loads would switch on or off at optimal moments to balance the overall system load with generation, reducing critical power mismatches.)
- Land:
  - 20 ha in an industrial zone (local urbanism plan), including more than 10 ha available immediately ; easy-to-build flat land in an expanding area with attractive financial conditions
  - Possibilities of emphyteutic lease or favourable land acquisition conditions

Entrepreneurs willing to set up businesses in the Triangle zone can also benefit from:

- The proximity with Toulouse City (consumers, industries, research centres, universities...)
- A growing population (easy-to-find workforce)
- A shared strategy for the territory: to develop in Bessières a farming and market gardening pole for the Toulouse area
- Support: technical, financial and regulatory

## Setting up a business in the middle of the Toulouse-Albi-Montauban triangle



**20ha**  
easy-to-build flat land



**10'**  
away from the A68 highway,  
30min from Toulouse,  
40min from Albi and Montauban.



### Econotre



**42°C**  
extendable up to 50°C;  
higher temperatures will  
need further studies.



**10 MW**  
power supply

The connection to the heat network will be included in the price of energy supply.

The price per MWh will depend on the following:

- Requested temperature
- Guaranteed power supply, erasable power demand
- Minimal amount of energy per year
- Planned monotone of consumption
- Linearity of consumption
- Etc.

## Support: fast track to success

To provide the best support to entrepreneurs, the local stakeholders behind the call for expression of interest have set up a support office dedicated to applicants:

- Technical expertise: Econotre (Suez group) for heat use, intermunicipal community of Val'Aïgo for land development, Ademe, Decoset
  - Financial expertise: Occitanie region, Ademe, AD'OCC, Decoset for the heat supply contract, Intermunicipal community of Val'Aïgo for land acquisition
  - Regulation expertise: Ademe, Econotre (Suez group), Decoset
- This call for expression of interest is a unique opportunity to receive optimal support.

It is a strong commitment for the success of projects. Local stakeholders are also committed to build the heat network according to the technical requirements from entrepreneurs and in a timeframe enabling entrepreneurs to start their business quickly.



## EXPECTED PROFILES OF APPLICANTS

A special attention will be paid to projects with important energy needs at a temperature close to 42°C. Nevertheless, projects with fewer energy needs or higher temperature needs will also be evaluated.

A preliminary study listed some businesses that could be particularly relevant:

- Farming, market gardening (except tomatoes, salads and strawberries), horticulture (including pharmaceutical plants)
- Farming ponds (algae, fish, aquaponics)
- Process industries using heat or cold (industrial drying, etc.)
- More generally: biotech, cleantech, renewable energy production complementary to the heat network, energy storage, smoothing consumption peaks, agrorefinery and cell factory



## APPLICATION FORM

- **Administrative form:**

- Legal name
- Legal status
- VAT identification number
- Is your company owned by shareholders?
- Legal representative

- **Company (3 pages max.):**

- Business description
- Customers
- Number of employees
- Financial data (balance sheet and income statement for the last 3 years)
- Head office address (as well as local offices when relevant)

- **Project description (15 pages max.):**

- Activity planned in Bessières
- Targeted markets
- Business plan
- Land needs (surface, buildings)
- Heat needs (temperature, power, seasonal fluctuations in demand etc.)
- Job creation after 3 years
- Timeframe for the decision and start of the business
- Synthesis of the financial plan

- **Financial annexes:**

- For existing companies:
  - Balance sheet for the 3 last years
  - Provisional budget and financial plan over the 3 first years (template in annex)

- **For new companies:**

- Provisional budget and financial plan over the 3 first years (template in annex)



## PRACTICAL INFORMATION

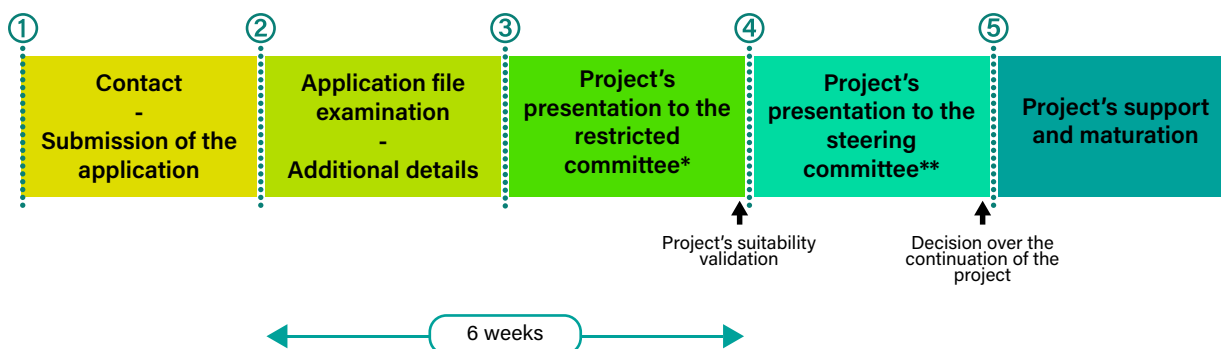
On-site visits can be organised: please send your request to [triangle-energie@decoset.fr](mailto:triangle-energie@decoset.fr)  
Application forms can be sent by:

mail: [triangle-energie@decoset.fr](mailto:triangle-energie@decoset.fr)  
post: AMI Bessières - confidentiel • Decoset  
4 rue Théron de Montaugé  
31200 Toulouse



## EVALUATION Criteria

- Quality of the applicant (including financial solidity)
- Socio-economic impact:
  - Contribution to the creation of an ecosystem based on industrial symbiosis
  - Contribution to the economic renewal through businesses in the field of energy transition, with emphasis on environment and innovation
  - Job creation (including low-skilled jobs)
- Feasibility: economic consistency, achievable land and energy needs (quantity, power, seasonality), risk management, etc.



*\*Restricted committee : a restricted committee composed by the communauté de communes of Val Aigo's technical services, Decoset, the Bessieres commune, Econotre (Suez Group) has been created in order to assess every project, and after the application file examination, to decide whether the project meets the various criterias stated as part of the call for expression of interest and can be submitted to the steering committee.*

*\*\*Steering committee: a steering committee composed by the communauté de communes of Val Aigo's representatives, Decoset, the Bessieres commune, Econotre (Suez Group) and its partners Ademe, Occitanie and Ad'Occ has been created in order to assess on the preliminary work basis of the restricted committee to decide whether to continue further discussions with the project holder.*

## more information

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 web: [www.triangleenergie.fr](http://www.triangleenergie.fr)  
 contacts: David LAMBERT or Axel DUFEU (+33-562890341)

## Annex: template for the financial annex

	year 1	year 2	year 3
<b>TOTAL EXPENDITURE</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total investment expenditures</b>	<b>0</b>	<b>0</b>	<b>0</b>
Infrastructure	0	0	0
Equipments	0	0	0
Land*	0	0	0
<b>Total operating expenditures</b>	<b>0</b>	<b>0</b>	<b>0</b>
Staff	0	0	0
Inputs (water, materials...)	0	0	0
Energy: heat network**	0	0	0
Credit repayment	0	0	0
Taxes	0	0	0
<b>TOTAL INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total investment income</b>	<b>0</b>	<b>0</b>	<b>0</b>
Self-financing	0	0	0
Credit	0	0	0
Grant	0	0	0
<b>Total operating income</b>	<b>0</b>	<b>0</b>	<b>0</b>
Turnover	0	0	0

\*please use an indicative unit price based on the land price for the Triangle 1 zone (20€/m²)

\*\* please use an indicative unit price based on the price for Serres de Bessières (12,18€/MWh)



## Partners



Agence de Développement Économique

