

Lumos Energy builds cleantech projects in the power and fuel sectors that make communities less dependent on traditional energy sources

Specialization in Aboriginal clean energy projects earns Ottawa's Lumos Energy a national reputation while it helps build renewable energy sources for a number of First Nations communities

Fast facts Corporate profile

Lumos Energy offers proven experience with all facets of renewable energy product life cycles. This covers resource identification (hydro, wind, biomass, solar, geothermal), pre-feasibility studies, site examination and investigation, technology sourcing, partnership negotiations and agreements, power purchase agreements, feasibility studies, project financing, project design and construction planning, plus project commissioning.

Why Ottawa

The company's CEO Chris Henderson serves on many Ottawa-based boards and national initiatives. Among them: Chair of the Ottawa Clean Energy Cluster, Chair of the Ottawa Partnership (TOP), Senior advisor to the Globe Foundation of Canada, and Advisor to Canada's Commissioner for the Environment.

Business advantage

Lumos Energy's services accelerate the development of clean energy and ventures, and optimize value for partners and investors. The company does this through applying a set of 'Value Keys' in projects. These 'Value Keys' represent mechanisms/tools which facilitate planning, investment and technology decisions in clean energy projects.

According to the Sustainable Energy Executive newsletter by Lumos Energy, "Business as usual in times of energy supply bottlenecks, environmental risks like climate changes and global security simply doesn't cut it. It's time to approach the goal of a sustainable energy future with a new market mindset that has a much higher likelihood of success."



Canada's Creative Economy Capital

Founded by clean energy veteran CEO Chris Henderson, who is also Chairman of The Delphi Group and National Coordinator of the Aboriginal Clean Energy (ACE) Network, Lumos Energy's mission is to advance the cause of sustainable energy for communities that have adopted this mindset. The company's client list includes:

- The James Smith First Nation in Saskatchewan, where Lumos fulfills a full-service advisory role to develop a large 200 MW hydro generating facility on the Saskatchewan River Ontario's Mohawk Council of Akwesasne, where Lumos is doing a business assessment of a 10 MW biomass generating plant near Cornwall to reduce the energy costs to Band residents
- The Haida Nation of the Queen Charlotte Islands in British Columbia. Lumos plays an advisory role as the Haida Nation develops a clean energy strategy for its power authority to advance a large-scale (1,800 MW) wind power system

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Future growth plans include Lumos extending its services to energy companies, utilities, industrial corporations, transportation and local distributing companies to help them overcome project development, structuring and financing obstacles/risks to make clean energy ventures a reality.

Why Ottawa

Successful sustainable energy projects are ruled by the interplay of three dynamics: capital, behavior and policy. Each dynamic shapes how new energy innovations are developed and become commercially viable.

Lumos Energy's location is Ottawa, the national capital of Canada, gives its clients a distinct edge in the policy area. Ministry office meetings are minutes away, and Federal departments and agencies such as Sustainable Development Technology Canada, The National Energy Board and The Office of Energy Efficiency are also easily accessible.

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Business advantage

Lumos Energy's services accelerate the development of clean energy and ventures, and optimize value for partners and investors. The company does this through applying a set of 'Value Keys' in projects. These 'Value Keys' represent mechanisms/tools which facilitate planning, investment and technology decisions in clean energy projects. For example:

- A Management Framework for Clean Energy Project Acceleration
- An Investment/Revenue-Oriented Economic Model
- Project Update and Investors Performance Report
- Identification and Quantification of Environmental and Other Project Intangibles
- A Project Revenue Optimization Assessment

The Lumos Energy approach helps clients and partners address major barriers to project development and value realization. In essence, the approach follows the 20:80 Rule; focusing on the 20% of a clean energy project's development that generates 80% of the value to investors, developers and partners.

Future growth plans

A significant proportion of Lumos Energy's business activity today involves assisting Aboriginal Communities advance their clean energy interests. **Future growth plans** include Lumos extending its services to energy companies, utilities, industrial corporations, transportation and local distributing companies to help them overcome project development, structuring and financing obstacles/risks to make clean energy ventures a reality.

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