



EIP-AGRI Workshop

'Opportunities for farm diversification in the circular bioeconomy'

DAY 1 – 6 FEBRUARY 2019

13:00 – 13:50

Welcome & introduction

- Ms. Sarah Watson, Lead facilitator. Warm up: who is in the room?
- Mr. Darius Liutikas, Vice-minister - Ministry of Agriculture of Lithuania. Welcome to Lithuania
- Mr. Alberto D'Avino, European Commission DG AGRI. Introduction to DG AGRI and EIP-AGRI activities
- Interviews with:
 - Mr. Paolo Mantovi, EIP-AGRI Operational Group representative
 - Ms. Efthymia Alexopoulou, Researcher
 - Mr. James Gaffey, BBI project representative
- Introducing the event programme and the Open Space opportunity, Ms. Sarah Watson

13:50 – 14:20

Presentations

- Mr. Liutauras Guobys, European Commission DG RTD. Introduction to the EU bio-economy strategy,
- Mr. Jose Ruiz ESPI, European Commission DG AGRI. Feedback on a workshop for policy makers on the integration of primary producers in the bio-economy,
- Ms. Laura Jalasjoki, ENRD Contact Point. State of play on the ENRD Thematic Group on the bio-economy,

14:20 – 14:40

The Bio-economy - a challenge and an opportunity for farmers

- Mr. Kevin O'Connor, Chairperson Scientific Committee BBIJU. Utilising relevant case studies to highlight practical opportunities for diversification into the bio-economy, focused on the farmer's perspective.

14:45 – 15:45

Presentations of four projects to highlight the broad variety of work being undertaken under the circular bio-economy theme

- Mr. Johan Sanders, CEO of Sannovations - Developer of small-scale bio-economy systems.
- Ms. Lucrezia Lamastra, Researcher at Università Cattolica Del Sacro Cuore - involved in two Operational Groups.
- **Mr. Fernando Sebastián Nogués, Coordinator of AGROINLOG - H2020 project**
- Ms. Tuula Raukola - Involved in various innovative projects in circular bio-economy in Finland

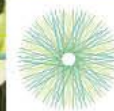
15:50 – 16:20

Coffee break

**Fernando Sebastián
Nogués**
AGROINLOG - H2020 project



funded by the European Commission



eip-agri
AGRICULTURE & INNOVATION

AGROinLOG: the contribution of Integrated Biomass Logistic Centres to foster BIOECONOMY

EIP-AGRI Workshop: Opportunities for farm diversification in the circular bioeconomy | Vilnius, 06-07.02.2019

Fernando Sebastián

www.agroinlog-h2020.eu



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 727961

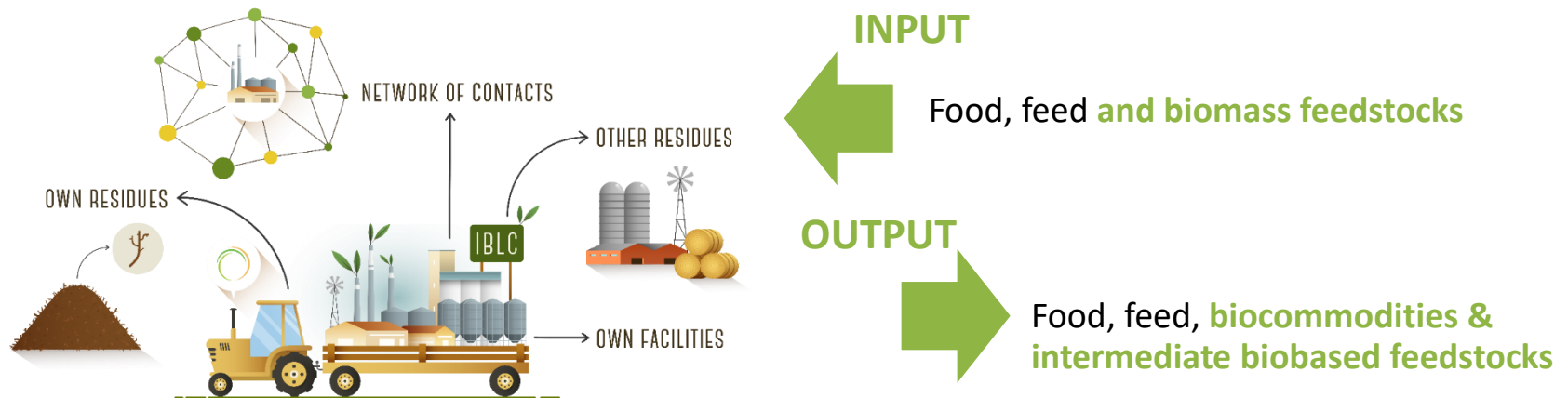


Objectives

The main and overall goal of AGROinLOG is to implement and demonstrate the technical, environmental and economic feasibility of integrated biomass logistics centers (IBLCs) for food and non-food products.

The IBLC Concept

An **IBLC** is defined as a **business strategy** for **existing agro-industries** to **take advantage of unexploited synergies** (*facilities, seasonality, equipment and staff capabilities as well as network of contacts*) to **diversify regular activity** both on the input (food and biomass feedstock) and on the output (food, feed, biocommodities...).

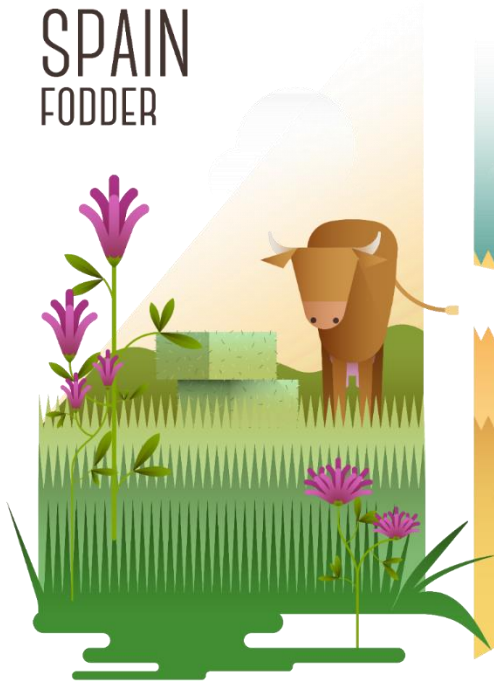


Objectives

- To fulfil AGROinLOG's goal, the following specific objectives were established:
 - To demonstrate the food and non-food business integration in three European agro-industries.
 - To promote a multi-actor collaboration based on innovation to foster the business models adoption by the agro-industrial sector.
 - To obtain the most feasible and promising IBLCs implementation options for 6 agro-industrial sectors in Europe based on their state, potential synergies and chances to adopt new business of non-food biomass and biocommodities and intermediate bioproducts.
 - To assess environmental, social and economic impacts related to IBLCs implementation.
 - To ensure a successful exploitation and dissemination of the project, establishing the required basis for its market uptake and replication.

The Demo Sites

SPAIN
FODDER



CEREAL
SWEDEN

GREECE
OLIVE OIL



Three real agro-industries willing to deploy new business lines in their facilities to open new markets in bio-commodities and intermediate by-products achieving TRL 7-8 in their processes and activities.

Demos: Fodder sector



CURRENT PROCESS FROM APRIL TO



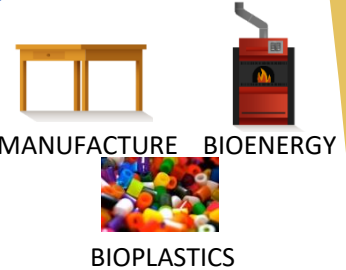
FEED/FOOD MARKET



NEW ACTIVITY FROM DECEMBER TO MARCH



NEW MARKETS



Current

NEW

Current

Demos: Fodder sector



Pascual
Sanz
Agroindustrial

1

Integrated harvesting of chaff and straw. Corn cob separated collection.

2

Integrated logistics: forage haulers vs. bales. Storage optimisation.
Traceability (quality vs. origin)

3

Facilities adaptation: dies, blending and feeding system, monitoring, etc.

4

Production of **new blended agripellets**

5

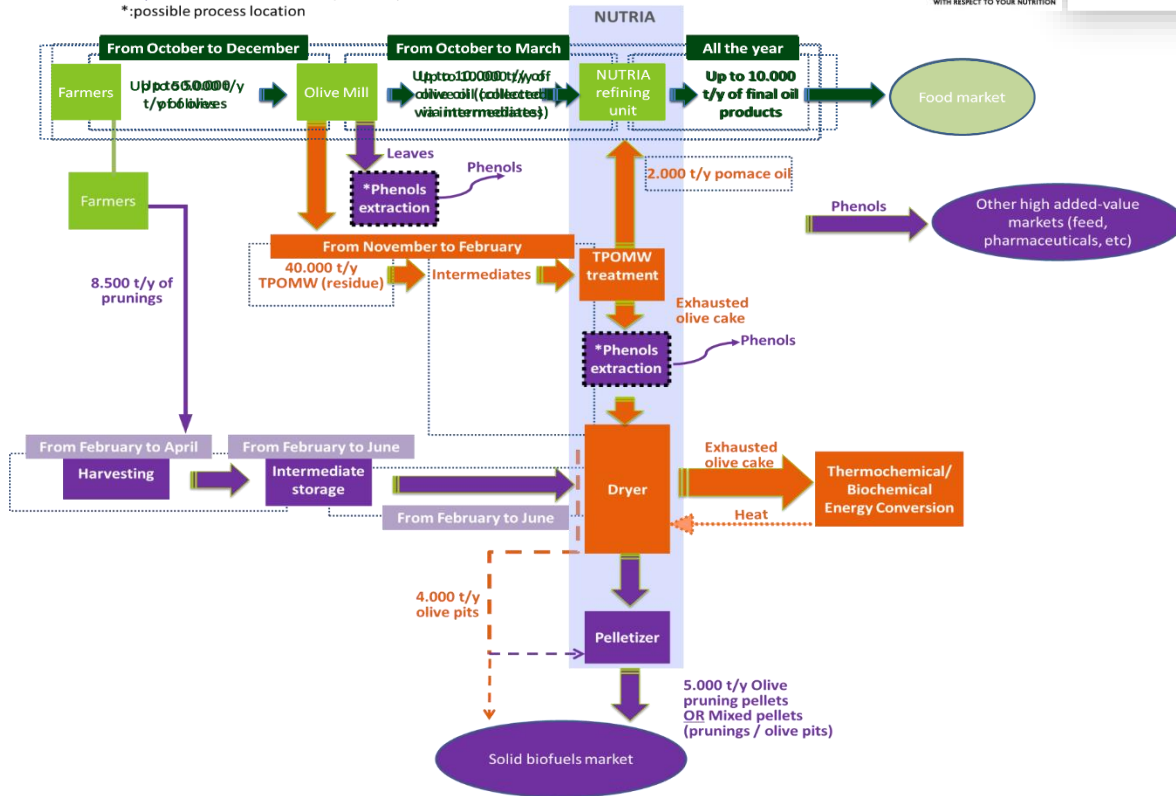
Validation by final consumers: biomass burners (Dehydration facilities; Cereal dryers, farms, etc.); board companies, plastics companies, etc.

6

Business models and exploitation plan

Demos: Olive oil sector

Green: existing business activities / markets
 Orange: currently on-going expansion of activities
 Purple: new business activities / markets,
 *: possible process location



Demos: Olive oil sector



Nutria
WITH RESPECT TO YOUR NUTRITION

1

Pruning harvesting: harvester and collection optimisation

2

Integrated logistics: transport and storage optimisation

3

Facilities adaptation: dryer and pelletiser

4

Production of olive tree pruning pellets, phenols or other biochemicals

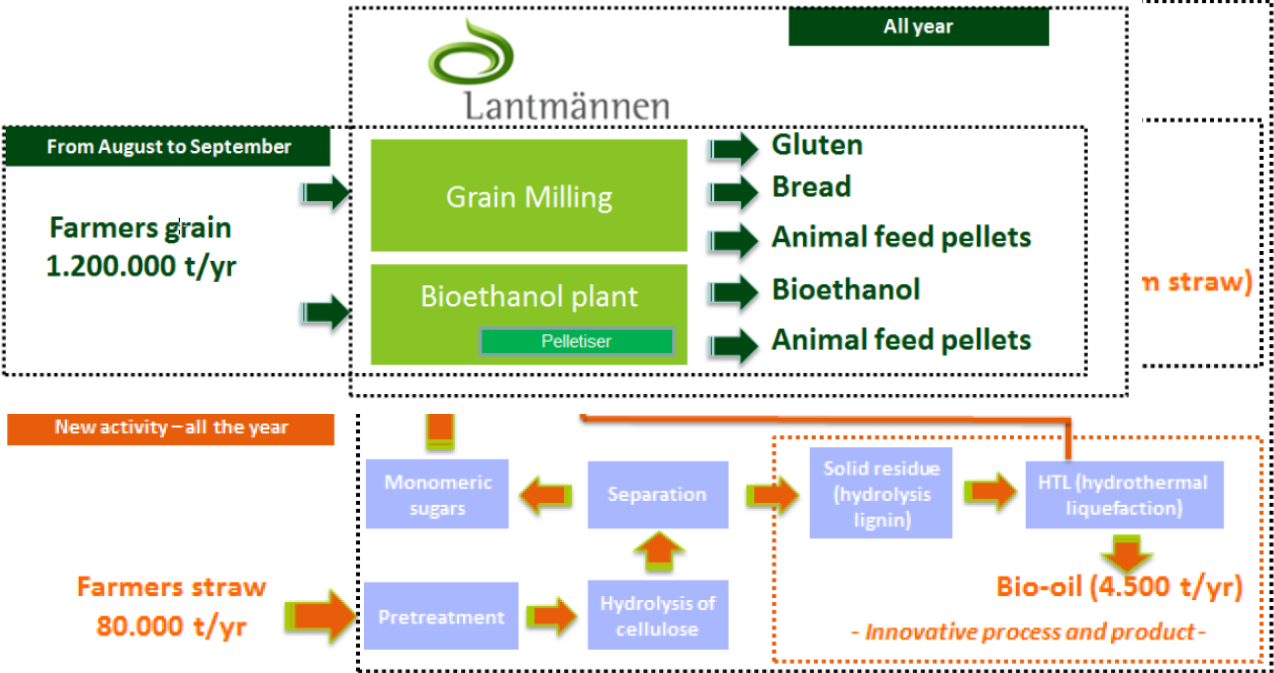
5

Validation of new products by final consumers: existing biomass boilers

6

Business models and exploitation plan

Demos: cereal sector



Demos: cereal sector



Lantmännen
Agroctanol

1

Integrated harvesting of chaff and straw.

2

Integrated logistics: Storage and transport optimisation.

3

Facilities adaptation: second generation bioethanol, HTL plant, biochar pelletiser.

4

Production of bioethanol, bio-oil and bio-char.

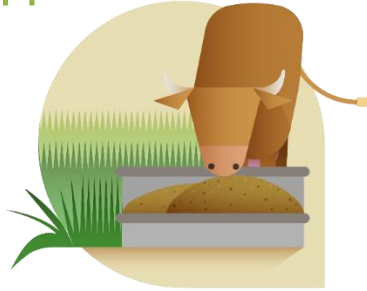
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Validation of bio-oil by petrol companies.

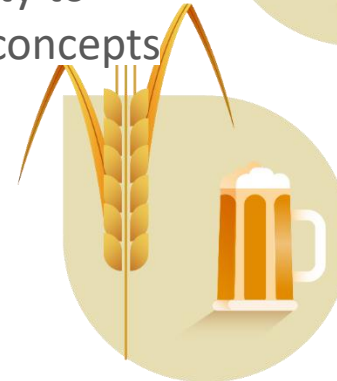
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Business models and exploitation plan

Replication



Replication of the IBLC business model in other 6 agro-industries (case studies) from different sectors, considering their potentiality to perform and spread out IBLCs concepts



Expected Outcomes and Impacts

Best practice guidelines for implementing IBLCs

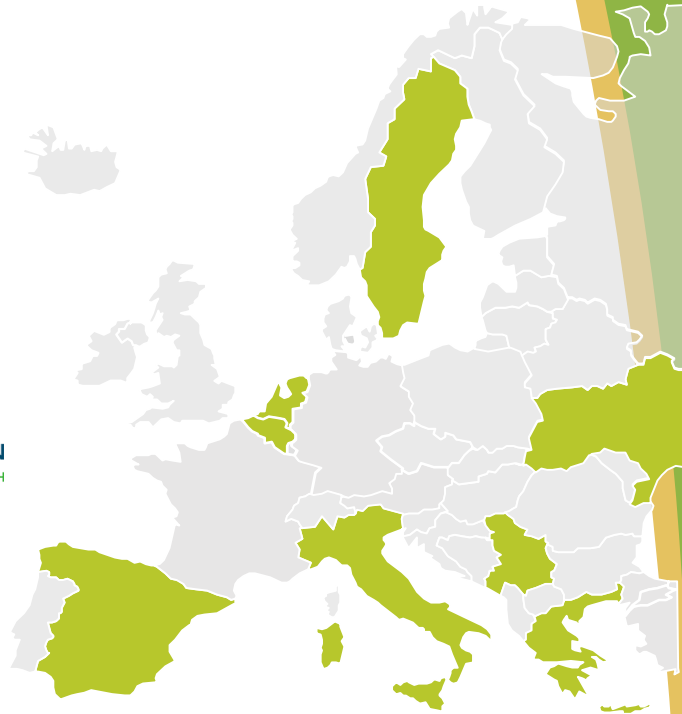
Business models & roadmaps for IBLCs deployment in Europe

19 public deliverables

3 pioneering **demonstrations** (TRL 7-8)

- *New markets* opened for the demo agro-industries
- *12 % turnover* growth
- *Year-round* activity. New and full-time jobs
- Compared to a new biomass supply business built from scratch
 - Investment reduction for the new activity
 - Annual operational costs reduction (> 30,000 €/year)
 - 1-2 M€ saved in the first decade

The partners



Thanks for your attention!

Fernando Sebastián, fersebas@fcirce.es

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