D2.8
4th National workshop summaries: minutes and highlights

11.08.2017
About greenGain project

The greenGain project is looking for solutions to increase the energy use of biomass feedstock coming from landscape conservation and maintenance works (LCMW) carried out in the public interest. The main target groups are regional and local players, who are responsible for maintenance and conservation work and for the biomass residue management in their regions. Moreover, the focus will be on service providers - including farmers and forest owners, their associations, NGOs and energy providers and consumers.

The three-year project, which started on January 2015, is supported by the Horizon 2020, European program to foster research and innovative solutions in the EU. The project is gathering partners and researchers from Germany, Italy, Spain and Czech Republic. Researchers will map biomass potential coming from landscape conservation and maintenance work, various technological options to utilise it, identify possible obstacles and provide recommendations to a wide range of stakeholders in the EU 28.

Project coordinator

Project partners
About this document

This report corresponds to Deliverable 2.8 “4th National workshop summaries: minutes and highlights” of greenGain. It has been prepared by:

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Summary

This document is a report from the fourth national workshop organised within the greenGain project on the 30th of June 2017 in Perugia, Italy, and has been organised by CM-ACT with the support of SOGESCA.

The workshop has been organised as a part of the 2017 edition of the EUSEW (European Union Sustainable Energy Week) and was hosted in the headquarters of the Umbria Region. The main focus of the workshop was the discussion about the feasibility of a Biomass Trade and Logistic Centre (BTLC), otherwise called Logistic Platform, in the area of the Trasimeno region. Nevertheless, speakers had the chance to tell their experiences about the use of LCMW biomass in a wide scope. The first part of the workshop, in the morning, was dedicated to presentations by local and external experts. The second part, in the afternoon, was dedicated to a free discussion among stakeholders about the BTLC and other important aspects of the management of LCMW biomass, such as logistic/collection arrangements and costs.
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1. Description of the workshop

The main focus of the workshop was the discussion about the feasibility of a Biomass Trade and Logistic Centre (BTLC), otherwise called Logistic Platform, in the area of the Trasimeno region. Nevertheless, speakers had the chance to tell their experiences about the use of LCMW biomass in a wide scope. The first part of the workshop, in the morning, was dedicated to presentations by local and external experts. The second part, in the afternoon, a free discussion among stakeholders was conducted regarding the BTLC and other important aspects of the management of LCMW biomass in the Trasimeno region, such as logistic/collection management and costs.

During the morning session of the workshop, besides the general presentation of the greenGain project conducted by CM-ACT and the presentation of the greenGain case study and business model of the BTLC (Biomass Trade and Logistic Centre) conducted by SOGESCA, a panel of speakers with diverse expertise presented their positions or experiences regarding the exploitation of LCMW biomass. The political address was provided by the Executive Councillor for Agriculture and Rural Development of the Umbria Region, which is one of the main policy maker and potential supporter of the greenGain initiatives while the Director of the Energy Sector defined the regional policy implementation framework.

An academic overview was provided by the Biomass Research Centre of Perugia while the University of Perugia displayed the regional funding opportunities through the Rural Development Program.

The point of view of the stakeholders and entrepreneurs was provided by three representatives of agro-energy enterprises of which two are located in Italy and one in Germany, and by the representatives of two of the three main Italian farmers’ associations.

In general, all contributions were encouraging towards the initiative of the BTLC. Please download the presentations at https://greengain.eu/documents/#presentations-from-the-greengain-workshop-in-perugia-it for a more detailed insight.
The afternoon session a workshop was carried out structured as working group in which a round table with representatives of all actors involved in the LCMW biomass value chain discussed the starting point and the way forward for the LCMW sustainable business development and the planning process of the BTLC.

An interpreting service from Italian to English was provided by CM-ACT for the morning session in order for all partners and foreign attendants to be able to follow all the presentations and discussions.

Figure 1: The speech of the Regional Executive Councillor for Agriculture Mrs. Fernanda Cecchini (photo: Federico De Filippi).
2. Introduction to the speakers

Dr. Louis Montagnoli as coordinator of the Project for the Mountain Community of the Trasimeno - Association of Medio Tiberi Municipalities introduced the greenGain project and moderated the morning session.

- Prof. Franco Cotana - CRB University of Perugia: Head of the Biomass Research Center of the Faculty of Engineering in Perugia; for years engaged in the recovery and exploitation of waste and agricultural and forestry products for energy purposes, fertilizers and industrial ones in general.

- Mrs. Fernanda Cecchini Assessor of Agriculture, Rural Development and Environmental policies of the Umbria Region; Regional Responsible for the Implementation of the Financial Measures of the Regional Development Plan.

- Dr. Andrea Monsignori - Director of the Umbria Region for the topics of energy, environmental quality, waste, mining activities.

- Prof. Antonio Brunori - Faculty of Agriculture - University of Perugia; professional forestry expert, PEFC certified Italian national secretary, forest and agricultural journalists.
- Mr. Domenico Brugnoni - President of the Confederation of Italian Farmers in Umbria and of the Italian Association of Agroforestry Energy.

- Dr. Federico Cappelli - COLDIRETTI Perugia; responsible for the Vine and Olive Sector.

- Dr. Andrea Scaltritti - Director of MONTEVARCHI ENERGIE; Biomass plant in the Province of Arezzo for the production of Electric Energy with the use of wood chips.

- Dr. Federico De Filippi - SOGESCA SRL (PD) – Project Manager, greenGain project partner.

- Mr. Arne Memmen – entrepreneur who provides with the company AGRARService maintenance, transport and logistic work for biomass from landscape and agriculture areas. The company is based in Sande in the county Friesland in Germany (project region in the greenGain project).

- Dr. Paolo Burini –CM-ACT - Territorial Agricultural Structure Manager in Perugia, greenGain project partner.

3. Presentations and discussions

3.1 Welcome and introduction

Louis Montagnoli, director of the Mountain Community of the Trasimeno Region (CM-ACT) moderated the national workshop and gave a short presentation of the greenGain project, describing its focus and objectives and also the H2020 program.

In first place, several authorities pointed out the importance of the management of biomass, including LCMW feedstock, in order to develop the business opportunities for local actors and to maintain the enchanting landscape of the Trasimeno Region. The valorisation of this type of resource involves many beneficiaries in the region and the local population.
3.2 The Regional Policy Framework

The political address was provided by the Assessor for Agriculture and Rural Development of the Umbria Region, which is one of the main policy makers and potential supporter of the greenGain initiatives while the Director of the Energy Sector defined the regional policy implementation framework. The Assessor stressed the importance of using such projects as greenGain for the local development and the environment and landscape conservation. Dr. Monsignori highlighted the fact that:

- a lot of valuable data is available in the Region offices and should be exploited;
- there is an energy revolution ongoing and biomasses cover a significant role in the Regional energy and environmental strategy;
- it is very important to limit emissions in urban environment and that significant biomass exploitation projects should be favoured in rural environment;
3.3 The academic overview and the funding opportunities

Dr. Franco Cotana provided a general overview about the national policy framework for the exploitation of biomasses, the current state of biomass exploitation at national level and illustrated the research and application work conducted by the Biomass Research Centre.
Dr. Antonio Brunori presented the funding opportunities at regional level in the framework of the Rural Development Programme with a focus on the environmental sustainability of the energy use of biomasses. He stressed the importance of setting up locally based value chains and of the promotion of certified products for traceability. Another important aspect for the development of LCMW value chain is the interpretation of technicians and companies of the concept of by-product and waste, which is fundamental for its valorisation.

Figure 6: Antonio Brunori, professor of the University of Perugia, holding his presentation at the fourth national greenGain workshop (photo: Federico De Filippi).

3.4 The greenGain initiative for the BTLC

Federico De Filippi presented the current state of development of one of the business models of greenGain, namely the BTLC/Logistic Platform, starting with the market barriers for the energetic use of LCMW through the collection model based on the peripheral collection areas and ending with the different scenarios elaborated by SYNCOM regarding the functions and investment considered directly by the BTLC management or to be procured through a service provider. The commitment taken with the stakeholders is to provide a clear business model by autumn 2017.

3.5 The view of the stakeholders

Mr. Brugnoni, chairman of AIEL (Italian Association of Energy from Biomass) and CIA Umbria emphasized the importance of putting together institutions, research and the private sector
for such an enterprise as the BTLC. Further, the BTLC should be considered also as a laboratory for testing new solutions for the LCMW biomass value chain development.

Mr. Micale of Coldiretti highlighted the importance of circular economy in general, the preference of small plant implementation and the contracting aspects, in order to have the certainty of an economically sustainable business. Furthermore, besides the economic value, also a social and environmental value that must be taken into consideration for such projects.

The representative of the corporation of agro-technicians displayed his experience about using LCMW for heating up greenhouses and focused the attention on the quality control of the incoming material, which can be rich in fresh organic matter and also in various kinds of waste.

Mr. Silvestrini, assessor of the environment in the Municipality of Tuoro, confirmed the interest in participating to such initiatives.

### 3.6 Good practices

![Figure 7: Mr. Memmen talks about the experience of Agrar Service in Friesland Region (Germany) – with interpreter (photo: Federico De Filippi).](image)

Mr. Arne Memmen described the experiences he made with managing his company with AGRAR Service in the German county Friesland, explaining the company’s equipment, services, market and costs.

Andrea Scaltritti of Montevarchi Energia (biomass combustion plant) and Simone Baglioni of EcoEnergie (cooperativa of forest product management) explained their respective company’s equipment, services, market and costs.
3.7 Discussions and conclusions

All external rapporteurs have shown interest in the topics discussed and for the goals and assessments stated by Dr. Federico De Filippi. The importance of the implementation and the management of the logistic platforms for collecting, sorting, shredding and cuttings of material resulting from land maintenance operations and pruning have been emphasized. The CMT territory could be subdivided into 8-10 collection centres/platforms, based on existing and retractable potential, and above all by carefully evaluating the COSTS/BENEFITS ratio.

In the afternoon, the practical organizational problems of the future hypothetical implementation of the logistic platforms were discussed accounting with the presence of a representative number of stakeholders from the region.

In the next months, the plan will have to be further evaluated in all these aspects, by conducting different simulations, distinct for territorial, rural, instrumental and managerial features.

4. The afternoon session: workgroup with Umbrian operators and greenGain project partners

In the afternoon, a free discussion was conducted among the stakeholders (especially local companies) and the project partners. The main conclusions were the following:

- Collection costs are one of the main barriers that must be faced and municipalities should support companies in bearing these costs.
- A collection style such as the one used in Friesland by Mr. Memmen, the roadside field collection, is viable.
- The wood from orchards needs carefully treatment because it is often treated with chemicals.
- Control of the quality of the incoming material in the BTLC is essential.
- Regarding the collection it is better to dialogue with professionals (green maintenance companies, farmers) which are more reliable and precise in the delivery, rather than with citizens or non-professional actors.
- Municipalities should ban the burning of prunings, and contextually provide an alternative for the biomass management, that is to say, if you ban the burning you must collect the wood.
- Pelletizing is not a viable business for material of LCMW quality.
- Landscape quality is a common asset and must be maintained.
- Selling heat instead of biomass can be a good idea but a District Heating line in historical towns is very difficult to perform.
Figure 8: Afternoon working group discussion (photo: Federico De Filippi).