

SUCELLOG: IEE/13/638/SI2.675535

D6.6

**Report of RAAs competences gained
and satisfaction**

08.03.2017



About SUCELLOG project

The SUCELLOG project - Triggering the creation of biomass logistic centres by the agro-industry - aims to widespread the participation of the agrarian sector in the sustainable supply of solid biofuels in Europe. SUCELLOG action focuses in an almost unexploited logistic concept: the implementation of agro-industry logistic centres in the agro-industry as a complement to their usual activity evidencing the large synergy existing between the agro-economy and the bio-economy. Further information about the project and the partners involved are available under www.sucellog.eu.

Project coordinator



Project partners



About this document

This report corresponds to D6.6 of the SUCELLOG project - Report of RAAs competences gained and satisfaction. It has been prepared by:

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Table of contents

About SUCELLOG project	1
About this document.....	1
Table of contents.....	2
List of Tables	4
1. Introduction	5
2. SUCELLOG experts information_SPAIN	6
2.1. Jesús Abadias Ullod.....	6
2.1.1. <i>Short description of work experience in the organisation.....</i>	6
2.1.2. <i>Short description of previous work experience on the biomass topic.....</i>	6
2.1.3. <i>Lessons learnt in WP6</i>	6
2.2. Ana Isabel de Coca and José María Santos	7
2.2.1. <i>Short description of work experience in the organisation.....</i>	7
2.2.2. <i>Short description of previous work experience on the biomass topic.....</i>	8
2.2.3. <i>Lessons learnt in WP6</i>	9
2.3. Màrius Simon	10
2.3.1. <i>Short description of work experience in the organisation.....</i>	10
2.3.2. <i>Short description of previous work experience on the biomass topic.....</i>	10
2.3.3. <i>Lessons learnt in WP6</i>	11
2.4. José Antonio Paz Simón	11
2.4.1. <i>Short description of work experience in the organisation.....</i>	11
2.4.2. <i>Short description of previous work experience on the biomass topic.....</i>	12
2.4.3. <i>Lessons learnt in WP6</i>	12
2.5. Mario Fernández Redondo.....	12
2.5.1. <i>Short description of work experience in the organisation.....</i>	12
2.5.2. <i>Short description of previous work experience on the biomass topic.....</i>	13
2.5.3. <i>Lessons learnt in WP6</i>	14
3. SUCELLOG experts information_ITALY	15
3.1. Marco Pierozzi	15
3.1.1. <i>Short description of work experience in the organisation.....</i>	15
3.1.2. <i>Short description of previous work experience on the biomass topic.....</i>	15
3.1.3. <i>Lessons learnt in WP6</i>	15
3.2. Marco Perrino.....	15
3.2.1. <i>Short description of work experience in the organisation.....</i>	16

3.2.2.	<i>Short description of previous work experience on the biomass topic</i>	16
3.2.3.	<i>Lessons learnt in WP6</i>	16
3.3.	Stefano Bracciotti	16
3.3.1.	<i>Short description of work experience in the organisation</i>	16
3.3.2.	<i>Short description of previous work experience on the biomass topic</i>	17
3.3.3.	<i>Lessons learnt in WP6</i>	17
3.4.	Alessandro Vettori	18
3.4.1.	<i>Short description of work experience in the organisation</i>	18
3.4.2.	<i>Short description of previous work experience on the biomass topic</i>	18
3.4.3.	<i>Lessons learnt in WP6</i>	18
3.5.	Chiara Chiostrini	18
3.5.1.	<i>Short description of work experience in the organisation</i>	18
3.5.2.	<i>Short description of previous work experience on the biomass topic</i>	19
3.5.3.	<i>Lessons learnt in WP6</i>	19
4.	SUCELLOG experts information_FRANCE	20
4.1.	Sybille Mejia	20
4.1.1.	<i>Short description of work experience in the organisation</i>	20
4.1.2.	<i>Short description of previous work experience on the biomass topic</i>	20
4.1.3.	<i>Lessons learnt in WP6</i>	20
4.2.	Marine Leblanc	20
4.2.1.	<i>Short description of work experience in the organisation</i>	20
4.2.2.	<i>Short description of previous work experience on the biomass topic</i>	21
4.2.3.	<i>Lessons learnt in WP6</i>	21
4.3.	Cyril Flamin	21
4.3.1.	<i>Short description of work experience in the organisation</i>	21
4.3.2.	<i>Short description of previous work experience on the biomass topic</i>	22
4.3.3.	<i>Lessons learnt in WP6</i>	22
5.	SUCELLOG experts information_AUSTRIA	23
5.1.	Peter Krištof	23
5.1.1.	<i>Short description of work experience in the organisation</i>	23
5.1.2.	<i>Short description of previous work experience on the biomass topic</i>	23
5.1.3.	<i>Lessons learnt in WP6</i>	23
5.2.	Alfred Kindler	23
5.2.1.	<i>Short description of work experience in the organisation</i>	23
5.2.2.	<i>Short description of previous work experience on the biomass topic</i>	24

5.2.3.	<i>Lessons learnt in WP6</i>	24
5.3.	Manfred Martin Kirtz	24
5.3.1.	<i>Short description of work experience in the organisation</i>	24
5.3.2.	<i>Short description of previous work experience on the biomass topic</i>	25
5.3.3.	<i>Lessons learnt in WP6</i>	25
5.4.	Daniel Paleczek	25
5.4.1.	<i>Short description of work experience in the organisation</i>	26
5.4.2.	<i>Short description of previous work experience on the biomass topic</i>	26
5.4.3.	<i>Lessons learnt in WP6</i>	26
6.	Specific capacities developed by the experts	27
7.	General conclusions about the degree of satisfaction	27
7.1.	Level of involvement from the agro-industry.....	28
7.2.	Guidelines and support to gather the information.....	29
7.3.	Satisfaction of the agro-industry	30
Annex I		31

List of Tables

Table 1:	Overall level of involvement from the agro-industries by regions.....	28
Table 2:	Overall support received by the team of the project by regions.	29
Table 3:	Overall degree of satisfaction from the agro-industries by regions.	30
Table 4:	Level of involvement from the agro-industry.	31
Table 5:	General level of involvement from the audited agro-industries.....	31
Table 6:	General degree of satisfaction from the agro-industries.	31
Table 7:	Evaluation of your degree of satisfaction about the diagnosis process.....	31
Table 8:	Evaluation of support and documents to gather information during the audit stage.....	32
Table 9:	Level of knowledge in the following topics as to provide support to an agro-industry willing to develop a logistic centre.....	32
Table 10:	General degree of satisfaction with the development of WP6	32

1. Introduction

SUCELLOG supports the creation of biomass logistic centres inside agro-industries covering the gap of knowledge faced when willing to start this new activity. Within WP6, SUCELLOG provided an auditing service facilitating the decision making to agro-industries interested in becoming a logistic centre. Beneficiaries have been object of a previous diagnosis in order to evaluate the degree of maturity to start-up the new activity, their potential and their knowledge gaps.

In SUCELLOG, work for the agro-industries was carried out by the corresponding regional agrarian associations (RAAs) with the supervision of their national agrarian associations (NAA). Technical assistance of the partners, experts in each related topic, was provided through guidelines and criteria for the evaluation of results and solving specific doubts. Their expertise was therefore fed through an “action learning” approach.

This report gathers the satisfaction of the corresponding RAAs on carrying out WP6. After a short description of the future consultant, the RAA is inquired about the specific skills gained and capacity building achieved to provide support to an agro-industry willing to develop a logistic centre beyond the project. Finally, a summary of the overall degree of satisfaction of the support that has received from the project is presented.

RAAs filling in this survey are:

- ✓ Spanish Cooperatives – Aragón
- ✓ Spanish Cooperatives – Castilla y León
- ✓ Spanish Cooperatives – Cataluña
- ✓ Spanish Cooperatives – Extremadura
- ✓ Spanish Cooperatives – Galicia
- ✓ D.R.E.Am. Italia – Calabria
- ✓ D.R.E.Am. Italia – Marche
- ✓ D.R.E.Am. Italia – Puglia
- ✓ D.R.E.Am. Italia – Sardinia
- ✓ D.R.E.Am. Italia – Toscana
- ✓ SCDF – CDF Rhône-Alpes Auvergne
- ✓ SCDF – GCF
- ✓ SCDF – CoopEnergie
- ✓ LK – Kärnten
- ✓ LK – Steiermark
- ✓ LK – Lower Austria
- ✓ LK – Upper Austria

2. SUCELLOG experts information_SPAIN

2.1. Jesús Abadias Ullod

Nationality: Spanish

Organisation: Cooperativas Agro-alimentarias de Aragón
(Spanish Cooperatives - Aragón)



Qualification: Biologist and specialist in Environmental Technologies. Manager of Energy and Environment Department in FACA

2.1.1. Short description of work experience in the organisation

Agri-food Cooperatives of Aragón (hereinafter FACA) -previously called Federation of Agricultural Cooperatives of Aragón- is the organization which represents and defends the economic and social interests of the agricultural cooperative movement in Aragón. Agri-food Cooperatives Aragón integrates 166 associated cooperatives, established all over this region. These cooperatives are dedicated to different activities: crops, winery, olive oil, fodder production, poultry, slaughterhouses, etc.

Jesús Abadias manage the Energy and Environment Department in FACA, which supports the cooperatives in different tasks such as: activities related to energy efficiency (electric and thermal), implementation of environmental measures, agricultural and livestock advice on environmental issues, management of waste and by-products, bioenergy...

Also, the Energy and Environment Department has worked and it is actually involved in different European R+D+I projects related to the reuse of waste to produce solid biomass, by-products, and the energy efficiency.

2.1.2. Short description of previous work experience on the biomass topic

His experience with the biomass started when he began to work in FACA. At present, they are working in two different projects (R+D+I) related with solid biomass production. They have also worked with their associated cooperatives, in the management of solid biomass purchase in the national market.

2.1.3. Lessons learnt in WP6

The project has been able to initiate small actions in agri-food cooperatives in relation to biomass, diversifying their activity and promoting the management and profitability of agricultural holdings. It has also served to continue the work of innovation in the management of biomass through new projects and initiatives with partners arising from SUCELLOG...

2.2. Ana Isabel de Coca and José María Santos



Nationality: Spanish

Organisation: Unión Regional Cooperativas Agrarias Castilla y León (Regional Union of Agricultural Cooperatives of Castilla y León)

(Spanish Cooperatives – Castilla y León)

Qualification of Ana Isabel de Coca: Degree in Food Science and Technology. Innovation Technician

Qualification of José M^a Santos: Agricultural Engineer (specialty: Agricultural Holdings). Responsible of the Agriculture and Innovation Department

2.2.1. Short description of work experience in the organisation

The Regional Union of Agricultural Cooperatives of Castilla y León (URCACYL) is the entity in charge of represent, defend and promote the cooperative agricultural interests of the Castilla y León Region, favouring with its intercession the relations between the cooperatives and the different organizations linked with the administration, the industry or any other agent related with the agrarian sector and the rural areas. Founded in September of 1987, it aims to improve the life quality of the members of the agricultural cooperatives, making that the information, training and advising offered to the cooperatives is directly transferred to their members, manufacturers and suppliers of healthy and quality food of the Castilla y León Region.

Currently, it associates 150 cooperatives and SAT's (Transformation Agricultural Societies) from all the Castilla y León Region, gathering more than 46,000 members and around 3,000 jobs, being able of invoice more than 1,600 million of €/yr.

The activity sectors in which the farmers and the stockbreeder members of URCACYL mainly work are: herbaceous crops, wines, fruits and vegetables, beet, potatoes, feedstuffs, dairy cattle, beef cattle, porcine, ovine for milk, goats for milk and supplies.

Thus, URCACYL has a clear vision of their main objectives:

- Representing and defending the interest of the primary producers' members of the agricultural cooperatives before the administration and other public entities.

- Present services of training, information and assessing to the primary producers in all those matters that require it for the improvement of the producing competitiveness
- Contributing to the dissemination of all the results and initiatives carried out by its cooperatives to other rural and agricultural agents.
- Collaborate with the administration in programs, projects and initiatives which have the goal of promoting the sustainable agriculture, as well as the development and promotion of the rural areas.
- Building of a strong economical network which supports Castilla y León through these companies of economic-social character.

In this sense, and as interlocutor of these agricultural cooperatives, URCACYL holds strong links with the most important organizations related with the sector:

- URCACYL is associated with Agri-food Cooperatives of Spain.
- It belongs, through Agri-food Cooperatives of Spain, to the General Committee for Agricultural Cooperation in the European Union (COGECA) based in Brussels and the International Cooperative Alliance (ICA).
- It belongs to the Economic and Social Council (CES) of Castilla y León and to the Regional Superior Council for the promotion of Cooperatives.
- It is part of the Confederation of Cooperatives of Castilla y León and the Regional Superior Council for the promotion of Cooperatives.
- It is present, through its representatives, in the Regulatory Councils of the Origin Denominations.

Since 2007 URCACYL has a specific Area of Support to Innovation which, with 1 consultant, carries out all consultancy tasks related to innovation in the agricultural sector and gives service to cooperatives in this field (renewable energy, sustainable plants, development of new products and services, etc.). Its work area is very broad, encompassing all those tasks that provide innovative support to the member cooperatives that demand it.

In this way, work is carried out to search for financing, coordination, management and monitoring of projects, search for alliances, or creation of consortia in agricultural matters that serve as technological support and help to solve common problems to a sector. In addition to accompanying and supporting cooperatives, URCACYL also works as a member of innovation consortia, so that innovation is one more tool to incorporate in each of the areas of the organization.

2.2.2. Short description of previous work experience on the biomass topic

In the case of URCACYL, the experience in issues related with renewable energies in general and with biomass in particular is not so broad, though it is necessary to assess the rising trajectory that has been kept regarding the degree of actuaciones in which URCACYL has collaborated.

In first place, it has to be remarked the formative and informative participation in the Project of the Biodiversity Foundation: Observatory of the Biomass in Castilla y León which, led by Cartif (2008), elaborated 11 studies to know the situation of the biomass

In the other hand, URCACYL has also participated in a collaborative way in the collection of data and dissemination of the project “Plan de la bioenergía de Castilla y León (2011-2020)” (Plan of the bioenergy of Castilla and León) results, as end of the project led by the Agrarian Technological Institute of Castilla y León (ITACYL).

In addition, it has to be highlighted the presence of URCACYL in the fairs of Expobioenergía of the 2006, 2008 and 2010 editions, with an informative stand of the activity which were carrying out some of the member cooperatives. In this sense, UCACYL also performed the required contacts for the assessing labours in the improvement of obtaining and transformation processes of the biomass.

The assistance of URCACYL to the Expobioenergía event fostered the ways of collaboration and the relations with different organizations of the sector. Being so, and in a relatively frequent manner, meetings are maintained with organizations as Avebiom with which is usual to collaborate in the redaction and dissemination of sector articles through the different communication ways of URCACYL.

To this day, URCACYL has collaborated actively and as subcontracted federation in the SUCELLOG Project; motive that has grown the interest and implication in the valorisation sector of the biomass generated from agricultural residues, as it is a strategic and magnificent opportunity for develop the villages of the area.

As a final result of the SUCELLOG Project, URCACYL has proposed (March 2017) to different industries the design of a suitable heat network adapted to their needs, working from the agricultural residues of one of the audited cooperatives. This will develop a new business path for the cooperative, as well as a significant saving for those organizations that decides to implement this type of energy in their establishments.

2.2.3. Lessons learnt in WP6

The present study has served for realizing of the lack of success of this type of initiatives. The cause might be related with the inexistence of an organized biomass market, along with the ignorance -by the side of the farmers and business promoters- regarding the possibilities of this resource for building different types of production facilities. To these obstacles, the reluctance of the potential consumers at the time of consuming bioenergy for its different uses has to be added (given the lack of support and institutional promotion which fosters the use of this type of energy, which would have repercussions on the lack of information of a great part of the people regarding the possibilities of this energy source).

To the light of this data, it seems that there is not a congruent relation among the benefits of the bioenergy sector in pro of the rural development that grant the majority

of the researches to this respect, nor with the different institutions or the actions which finally are being carried out to favour in a definitive manner their production, as well as their consume.

However, the benefits that could generate this type of initiatives in rural areas are very significant, as evidenced by the group of experts interviewed. To reach those positive effects, it is needed a truly public commitment to support this sector.

As consequence, it is proposed the design of an agro-industrial model in which exists a narrow relationship of proximity -or even of property- between the producers of raw material and the transformers, and all that complemented with the actuation of the associative and cooperative sector, as an adequate strategy to achieve that the positive economic effects that this sector might generate, fall over the development of the rural area in which the industry is located.

It is also considered as essential the bonding of the same rural population in this type of projects through its integration, both as producers (farmers, members of transforming plants...) or as consumers of the product, encouraging with that the energy self-consumption at local scale.

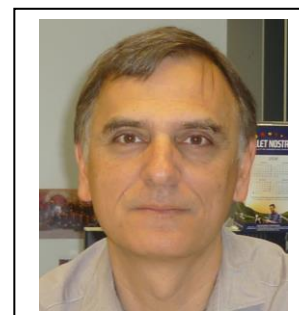
2.3. Màrius Simon

Nationality: Spanish

Organisation: Federació de Cooperatives Agràries de Catalunya (FCAC)

(Spanish Cooperatives - Cataluña)

Qualification: Biologist



2.3.1. Short description of work experience in the organisation

Màrius Simon is currently working inside the Area of Aids and Projects of FCAC, being in charge of the aid lines for the innovation. He also coordinates projects both of the federation as well as from cooperatives. In addition, he participates in the technical project tracking of the investments concerning the PDR Program (Rural Development Program) for the agro-industries, and in intercooperation projects among cooperatives. He also performs promotion activities of innovation, as the political strategy of the FCAC, projects of R+D+I (both for FCAC and cooperatives) or projects for the improvement of the competitiveness in the agro-industries, among others.

2.3.2. Short description of previous work experience on the biomass topic

He has general knowledge of the biomass sector, mainly of the forestry sector, having worked as a responsible technician for this last one sector in the organization "Joves Agricultors i Ramaders de Catalunya" (young farmers and livestock farmers of Cataluña).

2.3.3. Lessons learnt in WP6

The participation in SUCELLOG has allowed reinforcing the vision of future of the biomass, its current state regarding the agro-industries, the challenges and opportunities. At organization level, it enable that someone has been trained in this field, improving the position of the FCAC regarding the issues of biomass use and the overall renewable energies, as well as provide arguments and tools for defending the interests of the cooperatives before the administrations and third agents.

At personal level, he has been technically trained about this issue (biomass utilization), and enables him to use this acquired knowledge and skills in the assessing of projects records, whether they are investments for the agro-industries, intercooperation or R+D+I.

As an example, the FCAC is currently participating in a H2020 (Horizon 2020) project of circular economy, and is very useful having worked in SUCELLOG for the knowledge of available biomass resources, that is to say, there are contact points between by-products and residues, despite in the final project other strategies of different use than the heating one are looked for.

At cooperative level, regardless of the participation that they have had, many of them will have interiorized that the FCAC works on this issues and, from now on, they can contact asking for assess in relation with the biomass utilization.

2.4. José Antonio Paz Simón

Nationality: Spanish

Organisation: Cooperativas Agro-alimentarias Extremadura
(Spanish Cooperatives - Extremadura)

Qualification: Agricultural Engineer. Tobacco and wine technician



2.4.1. Short description of work experience in the organisation

Cooperativas Agro-alimentarias Extremadura is the organization which agglutinates the Extremadura cooperative movement, representing and defending since 1990 the interests of 230 agronomic cooperatives of the region and from more than 38,400 farmers.

Within Cooperativas Agro-alimentarias Extremadura, José Antonio Paz has mainly worked with tobacco and wine sectors, especially during last year's.

2.4.2. Short description of previous work experience on the biomass topic

Given that the tobacco sector of Extremadura is very acquainted with biomass aspects since the majority of the tobacco facilities started using biomass during drying process in the year 2010 -when a regional subsidy to the sector promoted the investment for the exploitation of renewable energies-, José Antonio Paz has mostly worked with biomass consumption issues.

He had also the chance of working with some oil mills, where olive pits and dry pomace (coming from dry pomace industry) have great importance from the point of view of bioenergy.

2.4.3. Lessons learnt in WP6

Within this WP, the knowledge about biomass in general (technical parameters, current situation versus fossils fuels, market, etc.), its management and valorisation has been increased, as well as about carrying out technical and financial calculations related with it. In addition, contacts with logistic operators, biomass boiler manufacturers and farmers have been created, building up a network of biomass stakeholders. In conclusion, working in this WP has enlarged the assessing capacity of the agro-industries in sustainable issues.

2.5. Mario Fernández Redondo

Nationality: Spanish

Organisation: Asociación Galega de Cooperativas Agroalimentarias (AGACA)

(Spanish Cooperatives - Galicia)



Qualification: Agricultural Engineer, Rural Engineering Degree. Master in Project Evaluation and Environmental Management. Responsible of the Engineering and Environmental Projects Department.

2.5.1. Short description of work experience in the organisation

The Galician Association of Agri-food Cooperatives (AGACA) is the representative organization of the agricultural cooperatives to the Galician Regional Government, in a broad sense: it represents the cooperatives and their economic, business and social cooperatives issues, as well as the related cooperative partners in their personal and professional dimensions. Its member cooperatives cover the most representative sectors of agriculture and livestock in Galicia: dairy cattle and beef cattle; orchard and flower; pig breeding; winemaking; etc.

AGACA operates at regional, national and international levels in all forums in which are the interests of the cooperative movement, directly or through their participation in representative organizations resolved at the level of Spain (Agri-food Cooperatives of

Spain) or the European Union (General Confederation of Agricultural Cooperatives in the EU - COGECA). In addition to this institutional aspect, AGACA has an information service, training and technical consulting for Galician agricultural cooperative movement in its organizational structure.

Regarding the management of the agricultural sector, Mario Fernández has developed and implemented several environmental projects, as well as studying cases of regional policy. He is also involved in European projects and leads the projects area since 1989, being an advisor and consultant to support its member cooperatives in the following type of projects:

- Engineering projects for agricultural and livestock farms, food industry, environmental studies.
- Technical and economic consultancy for farms and agri-food industry.
- Energy efficiency and carbon footprint on farms and agri-food industry.
- Services related to traceability, hazard analysis and critical control points and food safety.
- Participation in European Union (EU) programs and projects.

2.5.2. Short description of previous work experience on the biomass topic

His department has a work area related to the farming and the environment. Usually, this work includes engineering, environment, energy, innovation, waste, food safety projects, etc. These tasks are related to the initiatives involving the agri-food cooperatives. As an example, his department provides technical support to cooperative agro-industries in relation to technical and economic issues, explaining and giving advice on national and European standards and rules related to food safety, environment, energy, etc. In fact, over recent years his department has been working in projects related to energy. For example:

- **ADEX**: Energy audits on dairy farms. Spain Funds: IDAE-INEGA. (2010-2011)
- **CO2OP**: Saving energy in food production cooperative. Spain with European Funds: FEADER (2010-2011).
- **ECOLACTO**: Implementation of improvements in farms and companies in the dairy sector to reduce its environmental impact and ensure food security of their products. Spain with European Funds: FEADER (2012-2013).
- **ECOMEAT**: Study of CO₂ emissions in farm management and evaluation of different products to the meat sector. Spain with European Funds: FEADER (2013-2015).
- **TESLA**: Transferring Energy Save Laid on Agro-industry. European Funds. IEE/12/758/SI2.644752 (2013-2016)
- **SUCELLOG**: Triggering the creation of biomass logistic centres by the agro-industry. European Funds. IEE/13/638/SI2.675535. (2014-2017)

- **RESFARM:** Developing and implementing financial instruments for the mobilisation of investments in renewable energy in the agrarian sector. European Funds. H2020-649717. (2015-2017).
- **SCOPE:** Saving Cooperative Energy. European Funds. H2020-695985 (2016-2019).

It has to be highlighted the participation in the Biomass Forum, organized by the Institute of Energy of Galicia (INEGA). In this meeting it was analyzed different aspects of interest related to this energy source. The forum also included a technical panel which examined the application of biomass on farms, and the technical and economic feasibility of thermal biomass in the agri-food sector.

This department is also involved in a European project related to renewable energies (H2020 RESFARM) -mainly photovoltaic and biomass-, with the principal objective of analyzing and developing technical, legal and financial tools that allow European farmers and herders to install production systems of renewable energies on farms.

2.5.3. Lessons learnt in WP6

The participation of AGACA in the SUCELLOG Project has meant a door of knowledge for subjects related to the biomass. It has been very useful to bring together cooperatives to disseminate and promote the development of a new business line related to biomass.

AGACA also tries to create and maintain a network of contacts with different players to see broadly the biomass market, both now and in the future. In the meetings there were able to know the quality and quantity of the biomass that could demand the market as well as the possible competitors.

To carry out the feasibility study, AGACA had to analyze technical and economic issues, working with the managers and technicians of the cooperatives. In these meetings they were able to know the interest of some managers who see the biomass as a possible line of business for their cooperative, as a subject to study in the future. AGACA also had the collaboration of people who are currently working on activities related to biomass.

At the moment of making decisions, it is important the participation of the Governing Board of the cooperative. The development of the process and the evolution of the project must be directed and controlled by these people. That is why the work of advising and training the guiding directors of cooperatives is very important.

3. SUCELLOG experts information_ITALY

3.1. Marco Pierozzi

Nationality: Italian

Organisation: D.R.E.Am. Italia - Calabria

Qualification: Forestry Engineer. Technical and Staff Coordinator



3.1.1. Short description of work experience in the organisation

Marco Pierozzi is the Technical and staff Coordinator of D.R.E.Am. Italia, he has experience in the leadership of all phases of Forestry and Agricultural Resources Management (from photo interpretation to final planning, with field controls and meeting with landowners), as well as large experience in forestry planning and managing. He has also worked in the Supervision of Quality Control activities for European projects in photointerpretation and LPIS (Land Parcels Identification Systems).

3.1.2. Short description of previous work experience on the biomass topic

He worked in many Italian regions: Tuscany, Abruzzi, Marche, Sardinia, Sicilia and Calabria for the Regional public administration, as forestry engineer. Delegate at the European Association of Forestry Producers “CopaCogeca – Bruxelles”.

He is responsible for many regional Forest Inventories, coordinator of the drafting of the new methodology of regional planning of all the forests of Tuscany Region.

3.1.3. Lessons learnt in WP6

He expressed that the most interesting result was to introduce some agricultural companies working in the region into the biomass market, showing them that, what they often consider as a waste (and a cost) can be also a possibility of profit.

This has hopefully created the bases to introduce in next year’s some logistic chains for the production of biomass from agricultural residues.

3.2. Marco Perrino

Nationality: Italian

Organisation: D.R.E.Am. Italia - Marche

Qualification: Forestry Engineer



3.2.1. Short description of work experience in the organisation

Marco Perrino is a Forestry Engineer, with large expertise in mapping, photo-interpretation, land use and GIS. During his professional lifetime, he has gained a large experience in forestry planning and forestry managing. He has worked both for private customers and public bodies.

He has worked in different Italian regions, Toscana, Emilia Romagna, Abruzzi, Calabria and Sardinia. In the last years, he has focused his professional activities in the Marche region, becoming a reference technician for the activities of D.R.E.Am. into the region, for the regional association and for many local companies.

3.2.2. Short description of previous work experience on the biomass topic

In his works and projects for forestry planning, the production of biomass is one of the key points to implement the profitability of the wood management. He was responsible for the evaluation of the biomass amount for the Forestry Inventory in the Sardinia Region.

Marco Perrino was one of the authors of the EU Green Paper "The Protection and Information on EU forests: preparing forests to climate change - Document adopted by ANCA (National Association of Agricultural Cooperatives). He attended as speaker to different conferences, such as "Case studies on woody biomass" with a speech entitled "Example of a feasibility study for the supply of biomass from wood chips to the newly formed Consortium Monti Azzurri" (Province of Macerata).

3.2.3. Lessons learnt in WP6

For him, the most interesting knowledge learned during the project, and in particular during the WP6, concerned the quality, from a technical and a marketing point of view, of the biomass produced from agricultural residues. The results concerning the market answer showed, at least, an interest to understand the possibilities of this product.

3.3. Stefano Bracciotti

Nationality: Italian

Organisation: D.R.E.Am. Italia - Puglia

Qualification: Forestry Engineer



3.3.1. Short description of work experience in the organisation

Stefano Bracciotti deals with hydro-geological state and defence, with particular reference to the nature of soil and forestry; design, works supervision and coordination safety on temporary and mobile worksites; drafting of reports on landscape protection and ratings of environmental implications; in the field of environmental restoration he

works for privates and public entities (for all project phases provided for by the Presidential Decree 554/99 - Framework Law on public works - and by the Presidential Decree n. 207 of 5th October 2010 - Implementing Regulations of the Code of public contracts referred to in Legislative Decree no. 163/2006) with regard to hydraulic-forestry and landslides adjustments, recovery and enhancement of the environment, accommodation natural touristic areas, restoration of trails and historical routes, forestry actions for fire fighting in woods and restoring degraded forest formations, hydraulic and road extraordinary maintenance. For D.R.E.Am. Italia has played many roles relatively to design.

In recent years he has gained considerable experience in drawing up integrated plans of forest management and hydraulic-forestry accommodation for areas of several river basins in Tuscany, as well as projects in the renewable energy field.

During his professional life, he has been working in different Italian regions, such as Piemonte, Emilia Romagna, Tuscany, Marche, Lazio, Sicilia and Puglia.

3.3.2. Short description of previous work experience on the biomass topic

He has performed feasibility studies, design and consultancy relating to the production of energy from renewable sources, with particular reference to the development of projects in the field of biomass-fired power carrying out activities in the agro-forestry sector with feasibility studies for the creation of agro-forestry chain. Biomass supply plans, design of agro-forest energy chains, conversion business plans for dedicated energy crops, impact analysis, strategic environmental assessment, landscape protection. Reports, incidence ratings on environment, monitoring supplies of biomass, brokerage and environmental integration activities, technical consultancy, advice on technical/commercial aspects related to the operations of the chain for the supply of fuel for the establishment and the management of production chains in Italy and abroad.

3.3.3. Lessons learnt in WP6

Through the experience gained during the project, and thank to the activities carried out during the WP6, it was possible to achieve the goal of the application for the Cooperative Working Group. A long time was needed to convince different companies which belong to the olive oil production to aggregate in order to manage the common problem of the prunings disposal. This was finally possible after many meetings fostered by the project. During the WP6 it was possible to increase the number of contacts, both technical and commercial.

3.4. Alessandro Vettori

Nationality: Italian

Organisation: D.R.E.A. Italia - Sardinia

Qualification: Forestry Engineer



3.4.1. Short description of work experience in the organisation

He has been working as responsible for D.R.E.Am. Italia of the controls in agriculture for the European financial aids to farmers. He is responsible of the controls in Sardinia region, where he works in the local office. As forestry engineer, he worked as responsible for forestry inventories (Tuscany, Sardinia, Sicilia), for forestry planning and managing.

3.4.2. Short description of previous work experience on the biomass topic

He worked as teacher in the agrarian school of the district of Pistoia (Tuscany) and in central Africa and South America as supervisor in projects of the international cooperation for the agricultural development.

3.4.3. Lessons learnt in WP6

The large number of contacts, technical, commercial, providers of solutions, etc., is an important target in order to create a local network of key actors really useful for future projects. This is much more important in a region, as Sardinia is, with a low level of knowledge in this specific field.

3.5. Chiara Chiostrini

Nationality: Italian

Organisation: D.R.E.Am. Italia - Toscana

Qualification: Environmental Engineer



3.5.1. Short description of work experience in the organisation

She has experience in water resources, flood risk and soil erosion risk management. As part of Cooperation in Urban Development and Dialogue (CIUDAD) between Pisa and Jericho (Occupied Palestinian Territory) municipalities she was responsible for drafting Surface Water Management Master Plan of Jericho Municipality and designer and manager of hydraulic works.

In the field of energy efficiency: consulting engineer of Pisa municipality on sustainable urban drainage systems and storm water management as part of E2Stormed project

in MED Program; energy auditor of agri-food cooperatives of wineries, olive oil mills, animal feed factories and fruits and vegetables processing plants as part of TESLA European project.

In D.R.E.Am. Italia she works as assistant to the design and construction management for public works hydraulic forestry for Italian Municipalities, Regions, Land Reclamation Consortium, etc. She works mainly in Tuscany but, as a consultant to private companies, also in other Italian Regions, such as Marche, Puglia and Sardinia.

3.5.2. Short description of previous work experience on the biomass topic

In last five years, she has been involved into different European Projects, such as TESLA Project, E2Stormed Project, SCOOPE Project, in particular concerning the Energy Saving in smart cities and in the agro-food sector and in bioenergy. In these projects, starting her activity as assistant and now managing the main parts of the technical activities of the projects, she has achieved a high level of knowledge and competence in the evaluation or convenience for the investments in the field of renewable energies, energy and costs saving.

3.5.3. Lessons learnt in WP6

Chiara Chiostrini found that the most interesting experience was the data and information exchange between NAAs and RAAs, which has put in evidence the potentialities of whole team in this innovative field. In particular, the WP6 has given the possibility to reach a large number of technicians and professionals, gathering an amount of contacts useful for the next works in the sector.

4. SUCELLOG experts information_FRANCE

4.1. Sybille Mejia

Nationality: French

Organisation: CDF RAA (SCDF - Rhône-Alpes Auvergne)

Qualification: Energy Manager



4.1.1. Short description of work experience in the organisation

Sybille Mejia has been working within CDF RAA as an energy manager in energy efficiency and biomass issues.

4.1.2. Short description of previous work experience on the biomass topic

She belongs to the Chambres d'Agriculteurs, Agence de l'Environnement et de la Maîtrise de l'Energie (ADEME) and collectivités.

4.1.3. Lessons learnt in WP6

She maintained a wide contact with different stakeholders of the biomass chain in order to have an overview of the biomass market, both current and future.

4.2. Marine Leblanc

Nationality: French

Organisation: Union de la Coopération Forestière Française (UCFF) - Groupe Coopération Forestière (GCF)

(SCDF – Aquitaine & Champagne)

Qualification: R&D officer



4.2.1. Short description of work experience in the organisation

Marine Leblanc is the R&D officer of UCFF-GCF and among other tasks she works in: projects management, animation of a R&D working-group gathering cooperatives of their network, managing network development and collaboration with other partners on important initiatives, R&D global strategy, promotion of the group.

She has also worked in the forestry-timber sector, with biomass issues, environmental and technical-economic issues and innovations.

4.2.2. Short description of previous work experience on the biomass topic

The UCFF-GCF has been working on different programs involving biomass issues such as BIOMASUD project, RESOBIO project, GAYA project, AMI DYNAMIC projects and Gerboise project.

They have also worked/belongs with the following organizations related to biomass: member of Coop de France (Energy working group), member of Fibres Recherche Développement (FRD), member of Syndicat Energies Renouvelables (SER) and president of France Biomasse Energie (working group within SER), ONF Energy (business partner).

4.2.3. Lessons learnt in WP6

It has been useful to bring together different actors from the biomass/energy sector in order to identify potential levers to activate in order to stimulate development of agro pellets market.

It has been valuable to interact with agro-industries and bring them support in order to help them developing a new business line related to biomass.

A wide contact has been maintained with different stakeholders of the biomass chain in order to have an overview of the biomass market, both current and future.

4.3. Cyril Flamin

Nationality: France

Organisation: COOPENERGIE

(SCDF – Hauts-de-France, Centre, Normandie)

Qualification: Biomass Project Manager



4.3.1. Short description of work experience in the organisation

COOPENERGIE is the union of agricultural and forestry cooperatives specialized in mobilization of biomass for non-food applications of the Bassin Parisien. It consists of 20 member cooperatives and relies on an efficient network at regional and national level to help the emergence of concrete projects for non-food uses (energy, chemicals and materials).

Founded in 2005, the union worked first on assessment in agricultural and forest resources durably usable in Picardie, Champagne Ardenne and Ile de France. It studied the logistics for the mobilization of cereal straws for biomass cogeneration units. More recently, it worked on the method OPTABIOM which aims to optimize supply plans of biomass projects in Picardie. COOPENERGIE ® is currently pursuing

various actions to structure the biomass sectors (energy and materials mainly) on the territory covered by its cooperatives, in collaboration with stakeholders from public and private sectors.

Cyril Flamin is the Biomass Project Manager for the Ile-de-France and Hauts-de-France Regions, being a biomass expert for the cooperative network at regional but also national level. He is currently developing biomass and energy projects with cooperatives from Ile-de-France and Hauts-de-France regions.

4.3.2. Short description of previous work experience on the biomass topic

He is collaborating in the Project "Réseau de sites démonstrateurs IAR" (agricultural biomass energy) and belongs to the "RMT biomasse et territoires" (national biomass network) and the "Pôle IAR" (competitiveness company for biomass) entities.

4.3.3. Lessons learnt in WP6

With the 3 audited cases, the methodology permitted him to know better the regional stakeholders' network (mainly biomass producers and agro-industries) and barriers and limits for the develop of a solid biomass from agricultural resources sector in the 2 regions (Normandie and Hauts-de-France).

These studies can be repeated in other cases but will stay without concrete application if the access to the market is not unlocked, maybe in creating a national interest group on this topic.

5. SUCELLOG experts information_AUSTRIA

5.1. Peter Krištof

Nationality: Austria

Organisation: Landwirtschaftskammer Kärnten (LK – Kärnten)

Qualification: Graduate Engineer in Agriculture



5.1.1. Short description of work experience in the organisation

Peter Krištof is the Responsible and Project Manager for cross border cooperation.

5.1.2. Short description of previous work experience on the biomass topic

He has only little experience on the biomass topic, which was a shorter part of several cross border projects with Slovenia. SUCELLOG was the first project with main topic on biomass.

5.1.3. Lessons learnt in WP6

It has been increased the knowledge about biomass in general and about how to perform technical and financial calculations in particular, within the agricultural chamber as well as among the farmers. In addition, a network of farmers and stakeholders interested in using biomass was created. Also a lot about legal requirements -which are very important for the creation of an agro-industry logistics centre- was learned.

5.2. Alfred Kindler

Nationality: Austria

Organisation: LK - Steiermark

Qualification: Senior Expert Bioenergy



5.2.1. Short description of work experience in the organisation

Alfred Kindler worked from 1989 to 1995 as expert and adviser for crop farming in the Chamber of Agriculture and Forestry in Feldbach, later, between 1996 – 2003, he was Head of the department of horticulture in the Styrian Chamber of Agriculture and forestry, and from 2004 to 2012 Head of the local chamber of Agriculture and Forestry in Bad Radkersburg). Since November 2012 he works in the Energy department of the Chamber of Agriculture and Forestry with the main focus on the utilization of material and thermal agricultural residuals and energy law.

5.2.2. Short description of previous work experience on the biomass topic

He is an expert for agricultural residuals (especially for corn cobs), both in its pelletising systems and in the heating systems which use them. He is also the expert for the current problems in the legal field of bioenergy.

5.2.3. Lessons learnt in WP6

Motivation of SUCELLOG is to trigger the creation of agro-industry logistic centres in agro-industries bearing in mind the current opportunity for the sector and the existing synergies. The key for an agro industry to become an agro-industry logistic centre is to adapt its season activity to the production of solid biofuels in the idle periods of the year.

Based on these specifications, he learned a lot about agro-industries in Styria. Especially he now sees them in a different perspective. He learned about various residues and he is able to make a specific selection. He also learned a lot about legal requirements which are very important for the creation of an agro-industry logistics centre.

It was particularly important that contacts with many new companies and persons that were interested in this topic were created. Also quite a lot about the quality parameters of biogenous residues were learned. For some ingredients the type of soil, the fertilizer regime as well as the general climate are decisive. Additionally he learned that the legal framework for the establishment of a logistic centre differs to a great extent from region to region.

5.3. Manfred Martin Kirtz

Nationality: Austria

Organisation: AGRAR PLUS GmbH (LK – Lower Austria)

Qualification: Business Consultant. Project Manager



5.3.1. Short description of work experience in the organisation

Within the AGRAR PLUS GmbH organisation, Manfred Martin has worked as a business consultant, Project Manager for Sustainable Energy and renewable resources and Project Manager national and international.

Currently, his is working in project management for biomass district heating grids and biogas plants as well as in the operation and as general manager of biomass district heating grids.

He also work as consulting in law, financial, subsidies, technical areas for renewable energy plants, in subsidy management, plant operation, industrial law and consulting in energy efficiency and energy savings for farms, and renewable energy plants.

5.3.2. Short description of previous work experience on the biomass topic

Manfred Martin is also collaborating in the following projects:

- Project development of renewable energy facilities, training course for operators of biomass district heating, AGRAR Plus 2001 – current.
- Project manager at the Klima:aktiv Project Bisunfuel, Examination of the catch crop sweet sorghum as raw material for the ethanol and biogas production in a field trial, 2011 – 2014.
- Project staff at the SK – AT cross border project INREN, Intelligent use of renewable energy 2009 – 2013.
- Project manager at the IEE Project SETCOM, Sustainable Energies in Tourism dominated Communities 2008 – 2011.
- Project manager at the Austrian Climate and Energy Funds Project REGIO Energy, Renewable Energy potential study on district level 2008 – 2010.

He is involved in the project development, engineering, trading for renewable energy plants and is the general Manager of the following organisations related to biomass: “Bioenergie NÖ reg. GenmbH, Maria Laach, Austria”, “Lower Austrian biomass district heating association, Sankt Pölten, Austria” and of “PURNES, Pure Natural Energy Service GmbH, Maria Laach, Austria”.

5.3.3. Lessons learnt in WP6

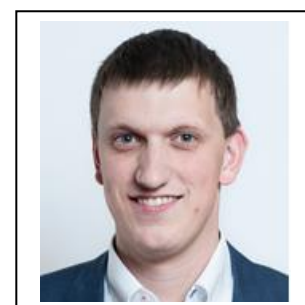
Manfred Martin has found useful to bring together interested agro-industries in developing a new business line related to biomass as well as the wide contact maintained with different stakeholders of the biomass chain, in order to have an overview of the biomass market, both current and future. In addition, plant operators in regions with low forest resources got interested for alternative fuel concepts. Within this WP, new barriers for agro-fuels were detected, successful initiatives were presented and experiences between different regions in Austria exchanged.

5.4. Daniel Paleczek

Nationality: Austria

Organisation: Biomasseverband OÖ (LK – Upper Austria)

Qualification: Technical



5.4.1. Short description of work experience in the organisation

Daniel Paleczek has worked in technical planning and project development of biomass district heating systems, as well as in the project development of CHP. He also gives support for operators of biomass district heating, organising seminars and workshops for them.

5.4.2. Short description of previous work experience on the biomass topic

He has worked in information campaigns for biomass, made lobbying work for district heating and organised conferences in the sector.

5.4.3. Lessons learnt in WP6

Daniel Paleczek finds possible to develop new markets for biomass in future and contacted a lot of persons and companies which are interested in new technologies. He also appreciated that the low prices for fossil fuels and a lack of awareness at policy makers and potential consumers are the biggest barriers why residues aren't used to a large extend at the moment, expressing that knowing those barriers, the interested farmers and stakeholders, now is easier to make the right steps to foster the development in the future.

6. Specific capacities developed by the experts

The professionals involved in the execution of the WP6 have carried out a wide range of activities in order to assess the suitability of the agro-industries to become a biomass logistic centre -its potential possibilities and weakness-, that is to say, performing the audit service. Technical assistance from the partners, experts in each related topic, is provided through guidelines and criteria for the evaluation of results and solving specific doubts. RAAs expertise is therefore fed through an “action learning” approach.

Here below are listed the new skills that have been developed by SUCELLOG experts in order to further support agro-industries willing to develop a logistic centre:

- ✓ Technical study: evaluation of available resources, of equipment needed and compatibility with the existing one and of potential market.
- ✓ Economical study: investment, production costs, total profit.
- ✓ Interaction with stakeholders related to: biomass logistics, equipment manufacturing, energy project developing, policy makers, etc.
- ✓ Stakeholder’s engagement by showing successful initiatives of utilization or production of solid biomass from agriculture products.
- ✓ Provide information about public aids/financing dealing with biomass issues for driving the new business line.

7. General conclusions about the degree of satisfaction

Through the performance of the WP6, authors have achieved a better knowledge about biomass in general and about its market in their respective territories in particular (as well as how to develop new ones), having the opportunity to contact with many stakeholders and to create networks of related agents. The project has also improved the knowledge about how to perform technical and financial calculations within the agricultural chamber.

Among other important concepts, the professionals involved in its execution learned the importance that the legal framework and policy commitment has for a successful development of a biomass logistic centre, as well as the advantages of adapting this new business line to the seasonal activity and the idle periods of the main production. Low prices for fossil fuels and a lack of awareness from policy makers and potential consumers were pointed by several SUCELLOG auditors as the biggest barriers why residues are not used to a large extend at the moment.

In conclusion, all SUCELLOG auditors express having improved their overall knowledge on the biomass sector and to be able to support and provide appropriate advice to the agro-industries that require it beyond the end of the project.

7.1. Level of involvement from the agro-industry

During the development of activities, the level of involvement of the agro-industry was good in general. Concerning the Spanish case, within the WP6 framework, 21 diagnoses, 8 audits, 23 meetings have been carried out, showing the good response of the agro-industries to the SUCELLOG concept. Similar behaviour has been detected in the other countries of the SUCELLOG project (Italy, France and Austria). According to the following table filled by the authors, the general involvement of the agro-industries was higher –in general– in the audit report than in the diagnosis one.

Table 1: Overall level of involvement from the agro-industries by regions.

Country	RRA	Diagnosis study*					Audit study*				
		1	2	3	4	5	1	2	3	4	5
Spain	Spanish Cooperatives-Aragón		X					X			
	Spanish Cooperatives-Castilla y León		X						X		
	Spanish Cooperatives-Cataluña	X						X			
	Spanish Cooperatives-Extremadura		X					X			
	Spanish Cooperatives-Galicia	X						X			
Italy	D.R.E.Am. Italia-Calabria		X				X				
	D.R.E.Am. Italia-Marche	X							X		
	D.R.E.Am. Italia-Puglia		X					X			
	D.R.E.Am. Italia-Sardinia	X							X		
	D.R.E.Am. Italia-Toscana	X							X		
France	SCDF – CDF Rhône-Alpes Auvergne			X				X			
	SCDF – GCF		X					X			
	SCDF – CoopEnergie			X				X			
Austria	LK – Kärnten		X					X			
	LK – Steiermark	X					X				
	LK – Lower Austria	X								X	
	LK – Upper Austria	X						X			

*Being 1 large and 5 low

7.2. Guidelines and support to gather the information

In order to get the required information for the diagnosis and audits, guidelines were provided to the consultants. The degree of satisfaction with the guidelines and support from SUCELLOG experts when gathering the information was quite-very good in general and considered as helpful to understand the current state of the agro-industry. This can be observed in the answers from RAA's experts in the next table:

Table 2: Overall support received by the team of the project by regions.

Country	RRA	Audit study*				
		1	2	3	4	5
Spain	Spanish Cooperatives-Aragón		X			
	Spanish Cooperatives-Castilla y León		X			
	Spanish Cooperatives-Cataluña	X				
	Spanish Cooperatives-Extremadura		X			
	Spanish Cooperatives-Galicia	X				
Italy	D.R.E.Am. Italia-Calabria		X			
	D.R.E.Am. Italia-Marche	X				
	D.R.E.Am. Italia-Puglia		X			
	D.R.E.Am. Italia-Sardinia	X				
	D.R.E.Am. Italia-Toscana	X				
France	SCDF – CDF Rhône-Alpes Auvergne			X		
	SCDF – GCF		X			
	SCDF – CoopEnergie			X		
Austria	LK – Kärnten		X			
	LK – Steiermark	X				
	LK – Lower Austria	X				
	LK – Upper Austria	X				
*Being 1 useful, clear and/or with a good level of detail and 5 unnecessary, unclear and/or shortly or overly detailed.						

7.3. Satisfaction of the agro-industry

The agro-industries assessed have shown, in general, a satisfactory interest, being even higher in the case of the audit reports, as it can be observed in the following summary of experts' answers:

Table 3: Overall degree of satisfaction from the agro-industries by regions.

Country	RRA	Diagnosis study*					Audit study*				
		1	2	3	4	5	1	2	3	4	5
Spain	Spanish Cooperatives-Aragón			X			X				
	Spanish Cooperatives-Castilla y León			X			X				
	Spanish Cooperatives-Cataluña			X				X			
	Spanish Cooperatives-Extremadura			X			X				
	Spanish Cooperatives-Galicia		X				X				
Italy	D.R.E.Am. Italia-Calabria			X			X				
	D.R.E.Am. Italia-Marche			X			X				
	D.R.E.Am. Italia-Puglia				X		X				
	D.R.E.Am. Italia-Sardinia			X			X				
	D.R.E.Am. Italia-Toscana			X			X				
France	SCDF – CDF Rhône-Alpes Auvergne			X			X				
	SCDF – GCF			X				X			
	SCDF – CoopEnergie		X				X				
Austria	LK – Kärnten		X					X			
	LK – Steiermark			X			X				
	LK – Lower Austria		X				X				
	LK – Upper Austria		X				X				

**Being 1 clear, realistic, useful and/or with a good level of detail and 5 unclear, unrealistic and/or shortly or overly detailed.*

Annex I

The survey filled in by the corresponding agrarian associations on carrying out WP6 is the following.

Table 4: Level of involvement from the agro-industry.
(being 1 *large* and 5 *low*)

Level of involvement from the agro-industry	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
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Table 5: General level of involvement from the audited agro-industries.
(being 1 *large* and 5 *low*)

Level of involvement from the agro-industries	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Usefulness of the audit studies for the agro-industries	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Interest of the agro-industries about the conclusions proposes in the audit studies	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5

Table 6: General degree of satisfaction from the agro-industries.
(being 1 *clear, realistic, useful and/or with a good level of detail* and 5 *unclear, unrealistic and/or shortly or overly detailed*)

Diagnosis report	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Audit report	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5

Table 7: Evaluation of your degree of satisfaction about the diagnosis process.
(being 1 *large* and 5 *low*)

Interesting for detecting the potential candidates to be audited	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
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Table 8: Evaluation of support and documents to gather information during the audit stage.

(being 1 useful, clear and/or with a good level of detail and 5 unnecessary, unclear and/or shortly or overly detailed)

Contents of the documents	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Degree of usefulness for the audit	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Support received by the team of the project	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5

Table 9: Level of knowledge in the following topics as to provide support to an agro-industry willing to develop a logistic centre.

(being 1 adequate to 5 unsuitable)

Technical study: available resources, equipment needed and compatibility with the existing one, potential market.	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Economical study: investment, production costs, total profit.	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Interact with stakeholders related to: biomass logistic, equipment manufacturing, energy project developing, policy makers, etc.	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Show successful initiatives of utilization or production of solid biomass from agriculture products	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
Provide information about public aids/financing for driving the new business line	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5

Table 10: General degree of satisfaction with the development of WP6
(being 1 high and 5 low)

General degree of satisfaction with the development of WP6	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
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