

SUCELLOG: IEE/13/638/SI2.675535

D7.5

Report on the training sessions in the participating countries

30th June 2016



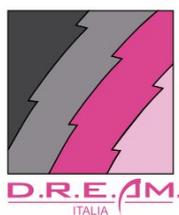
About SUCELLOG project

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 D7.5 of the SUCELLOG project - Report on the training sessions in the participating countries. It has been prepared by:

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1. Introduction

SUCELLOG focuses on the implementation of biomass logistic centres into agro-industries as complement to their usual activity. To ensure the widespread of this goal in Europe it is essential that the agrarian associations are involved in this process. For this reason, one important part of the project is focused on providing building capacity to them so, beyond the project, they will be able to offer consultancy services to agro-industries willing to start a new business line as solid biomass logistic centres.

Within SUCELLOG lifetime, training sessions have been mainly performed to the agents directly developed in the project who are the agrarian national and regional associations in the target regions. Contents are prepared by CIRCE and trainers in the target regions were CIRCE (in Spain and Italy), SCDF (in France) and Lk Stmk (in Austria).

However, in order to spread the project services and knowledge, training sessions to agents belonging to non-target region in the participating countries have also been carried out. In this case, the contents were prepared by the national associations, who were the ones providing the trainings: SPANISH COOPERATIVES (in Spain), SCDF (in France), DREAM (in Italy) and Lk Stmk (in Austria).

The training sessions are planned to be carried out in the target countries:

- a. Three “one day” training sessions given to regional associations (RAAs) per participating country to build-up skills on the development of biomass logistic centres in agro-industries.
- b. One “two days” training sessions given to RAAs per participating country for developing an auditing service.
- c. One “one day” training session on quality monitoring and logistic centre monitoring given to RAAs in the facility of the beneficiary category 1.
- d. Three “one day” training to RAAs from non-target regions in each one of the participating countries gathering all concepts provided in the rest of courses and informing about the project materials and services available.

Up to date, trainings have been developed corresponding to the:

- “a” section summing up a total of 12 sessions (ES(3), FR(3), IT(3), AT(3)).
- “b” section summing up a total of 4 two-day sessions (ES(1), FR(1), IT(1), AT(1)).
- “d” section summing up a total of 11 sessions (ES(3), FR(3), IT(3), AT(2)).

Satisfaction surveys can be found in the Annexes I and II. The letters of commitment with spreading SUCELLOG concept, materials and knowledge from the associations belonging to non-target regions of the project are included in Annex III.

2. Summary of the 3 “one day” training sessions in target regions

The first session had the objectives of providing basic knowledge about bioenergy issues, highlighting aspects like solid biomass quality and the difference among forest and agricultural biomass. Results obtained in WP3 (regional evaluation of opportunities) were also reviewed in order to clarify possible remaining doubts and gather opinions about the work done;

The second session was focused on the aspects to be considered when carrying out a feasibility study for agro-industries willing to examine the opportunity to become logistic centre: the evaluation of the boundary conditions (resources procurement and biomass market) and the company characteristics (equipment and management). Examples of Austrian and Spanish real cases were shown.

The third session showed the results of the techno-economic feasibility and business model studies of the Austrian and Spanish real cases carried out within the project.

Moreover, sessions were also an opportunity for assistants to share opinions and comment on the opportunities/barriers that can be faced in their regions when applying SUCELLOG concept.

2.1. Summary of the training sessions in Spain

2.1.1. First training session

Date: 3rd February 2015

Training means: *videoconference*

Attendants:

Person	Company
Ana de Coca	Unión Regional de Cooperativas Agrarias de Castilla y León (URCACYL)
Jesús Abadías	Cooperativas Agro-alimentarias de Aragón (FACA)
Jose Antonio Paz	Cooperativas Agro-alimentarias de Extremadura
Marius Simon	Federació de Cooperatives Agraries de Catalunya (FCAC)
Mario Fernández	Asociación Galega de Cooperativas Agrarias (AGACA)
Juan Sagarna	Cooperativas Agroalimentarias de España
Irene Cerezo	Cooperativas Agroalimentarias de España
Elena Córdoba	Cooperativas Agroalimentarias de España
Eva López	CIRCE- trainer

The assistants have been involved during the whole training session sharing interesting opinions and remarks, as well as questions which have enriched importantly the session contents. At the end of the first SUCELLOG course, each RAA have shared their opinion in relation with the training session but also in relation with the project development itself up to date. Interesting opinions came up, such as the one gave by the URCACYL representative (Ana de Coca) who considers that the project might go

with a certain delay in the Castilla y León region, because there are several agro-industries which are interested in the SUCELLOG issue but, they have already begun many actions, therefore the project may not offer anything valuable for them. This opinion have been also shared by the FCAC representative (Marius Simon) who has pointed out that the project should find something valuable to offer to the cooperatives in relation with the project topic, because the biomass providers may have already brought to the agro-industries many of the key issues the project is willing to develop during the project. Finally AGACA representative (Mario Fernández) considered this course should be better performed at the beginning of the project in order to provide the RAAs with more information to share it during the workshops carried out in WP3.

Here below follows some pictures taken during the first training session of the SUCELLOG project, and the assistance report the videoconference programme (Spontania) has facilitated:

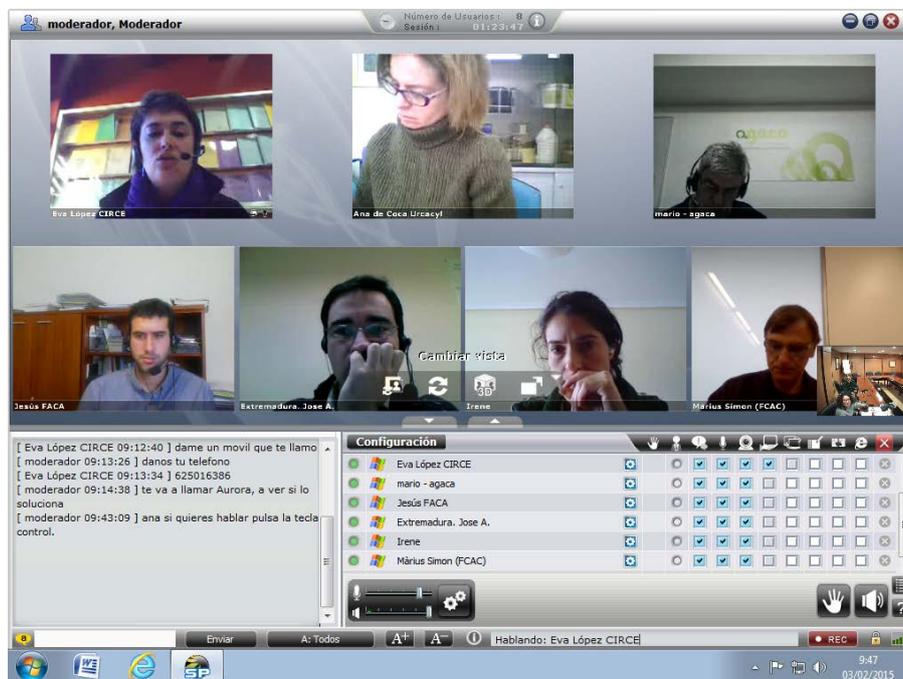


Figure 1: Picture from the conference tool during first training session in Spain.

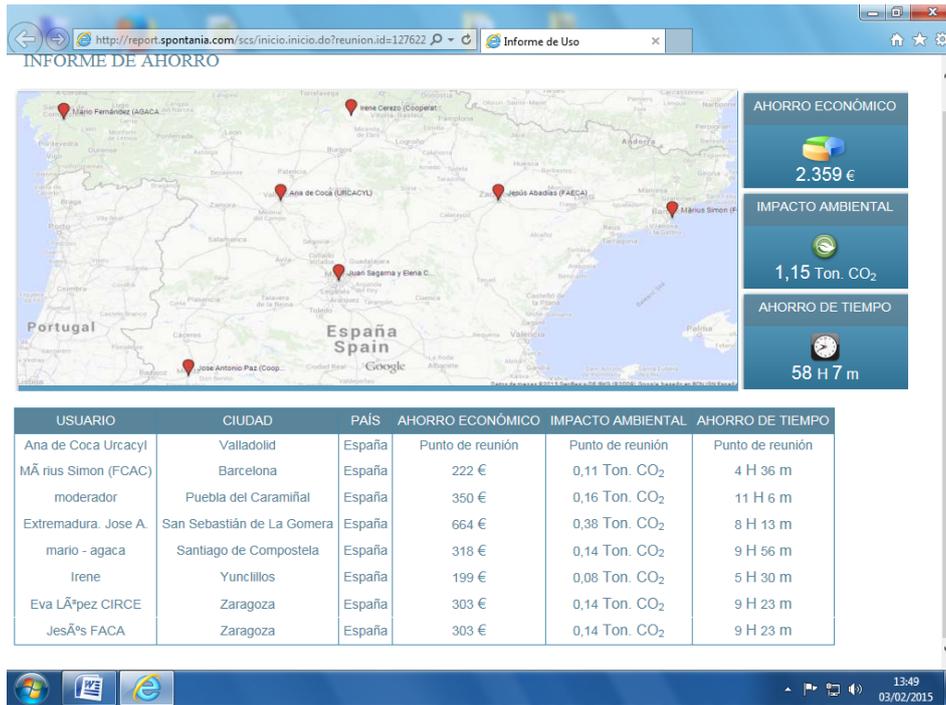


Figure 2: Location of participants of the training sessions in Spain.

2.1.2. Second training session

Date: 16th June 2015

Means: videoconference

Attendants:

Person	Company
Ana de Coca	Unión Regional de Cooperativas Agrarias de Castilla y León
José Santos	Unión Regional de Cooperativas Agrarias de Castilla y León
Jesús Abadías	Cooperativas Agro-alimentarias de Aragón
José Antonio Paz	Cooperativas Agro-alimentarias de Extremadura
Màrius Simon	Federació de Cooperatives Agraries de Catalunya
Mario Fernández	Asociación Galega de Cooperativas Agrarias
Juan Sagarna	Cooperativas Agroalimentarias de España
Irene Cerezo	Cooperativas Agroalimentarias de España
Susana Rivera	Cooperativas Agroalimentarias de España
Eva López	CIRCE- trainer

The contents of the training session were very interesting for the attendants. During the session different issues were commented. At the beginning, CIRCE, as trainer presented the second session and, as coordinator of the project, showed briefly the main activities of it developed so far and the future ones, underlining that one of the

next activities will be the audit stage in the frame of the WP6 in which Spanish Cooperatives is the leader.

Besides that, the most interesting part of the session was the exposition of the cases. Regarding the Austrian case several issues were discussed by the attendants, for example the use of the pellets that will be produced remarked by CIRCE that will be only for energy purposes. The ash contents regarding to the quantity of reference for agro-pellets, was also discussed. Aragón RAA, pointed out that the ash content could be lower if the cut system in the harvester is improved.

The excel file that are being used for the feasibility study were also exposed and the attendants were very interested in it.

Finally, the Spanish case was commented. CIRCE explained that all the calculations have been done considering a certain percentage of wood in the mixture but will be adjusted according to the technical advice of RAGT as expert in this issue.

Here follows some pictures taken during the Second training session of the SUCELLOG project, and the assistance report the videoconference programme (Spontania) has facilitated:

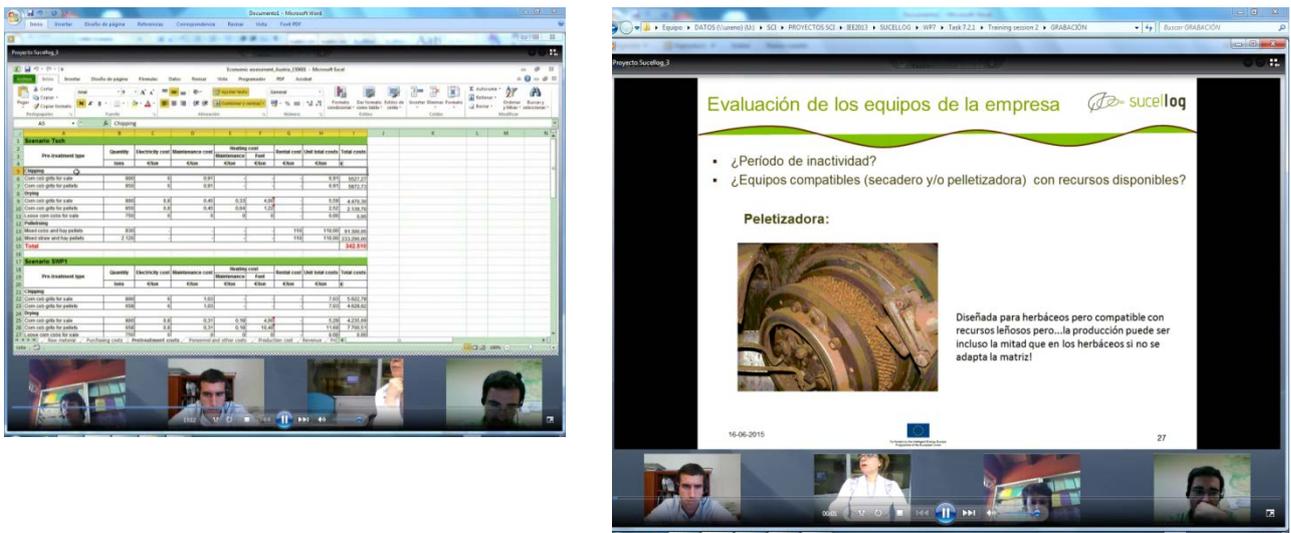


Figure 3: Pictures from the conference tool during second training session in Spain.

2.1.3. Third training session

Training session number: *third*

Date: *25th September 2015*

Means: *videoconference, personal attendance*

Attendants:

Person	Company
Ana de Coca	Unión Regional de Cooperativas Agrarias de Castilla y León

Person	Company
José Santos	Unión Regional de Cooperativas Agrarias de Castilla y León
Jesús Abadías	Cooperativas Agro-alimentarias de Aragón
José Antonio Paz	Cooperativas Agro-alimentarias de Extremadura
Màrius Simon	Federació de Cooperatives Agraries de Catalunya
Juan Sagarna	Cooperativas Agroalimentarias de España
Irene Cerezo	Cooperativas Agroalimentarias de España
Susana Rivera	Cooperativas Agroalimentarias de España
Eva López	CIRCE- trainer

This was the last session of the training held by video conference. As the different tasks of the project are being carried out, more interesting information is being gathered and is available to be assessed and discussed.

Until now, the business model for the Austrian case has been written and the whole case, the feasibility study and the business model was deeply showed by CIRCE during the training session. It was very interesting for the attendants, especially the issues referred to the type of raw material used and the percentage of each of the components of the mix pellet.

After the exposition of the Austrian case, one of the attendants asked about the possibility of producing mixed pellets of stalk and straw. CIRCE explained that taking into consideration the price of the straw and the chlorine content this option is not the most interesting.

Right after, CIRCE exposed the Spanish case noting that, since the business model is about to be finalized its conclusions hadn't been included in the presentation. Then the main findings of the feasibility study were showed by the trainer. The highlight was the different options that have been assessed in order to state the best type of the mixed pellet to be produced by the logistic centre.

One of the subjects commented were the differences in the chlorine content comparing the Austrian raw material to the Spanish raw material. It is supposed that this difference could be due to the kind of products used to fertilize the soil. After a discussion among the attendees it was concluded that, to see the effects of the fertilization in the chlorine content of the raw material, it could be a good option to make some tests in several fields of the cooperative that are currently using other kind of fertilizers like slurry or NPK fertilizers.

Finally, CIRCE concluded the session pointing out that the biomass market is continuously improving and, particularly, the issues referred to the biomass boilers so there is still an interesting work to do in the frame of the SUCELLOG project.

Here follows some pictures taken during the Third training session of the SUCELLOG project, and the assistance report of the videoconference programme (Spontania) has facilitated:



Figure 4: Pictures from the conference tool during third training session in Spain.

2.2. Summary of the training sessions in France

2.2.1. First training session

Date: 28th January 2015

Training means: videoconference (Coop de France Rhône-Alpes Auvergne), personal attendance (UCFF and Coopénergie)

Attendants:

Person	Company
Jean de BALATHIER	Coop de France Rhône-Alpes Auvergne
Benoit DANCERT	Coop de France Rhône-Alpes Auvergne
Cyril FLAMIN	Coopénergie
Pilar FUENTE	UCFF
Camille POUTRIN	SCDF- trainer



Figure 5: Picture during first training session in France (CDF RAA point of view (left) and Paris point of view (right)).

SCDF passed briefly the first part concerning the basic bioenergy issues because all the attendants present already the minimum knowledge needed about it to develop the project. We talked about the use of biomass as source of energy in cooperatives in France thanks to a previous study leads by SCDF.

WP3 was discussed specially certain doubts about the final maps or some data and especially how it will be possible to exploit these documents. Some aspects were cited, for example the points representing head offices in Paris (office and not industrial site).

Regarding WP4, the different tasks that will have to be developed to reach the objective were explained. Some ideas to promote the project to our RAAs were also shared as well as other related projects in the other French regions.

2.2.2. Second training session

Training session number: *second*

Date: *23th June 2015*

Means: *videoconference (Coop de France Rhône-Alpes Auvergne), personal attendance (UCFF and Coopénergie)*

Attendants:

Person	Company
Jean de BALATHIER	Coop de France Rhône-Alpes Auvergne
Benoit DANCERT	Coop de France Rhône-Alpes Auvergne
Cyril FLAMIN	Coopénergie
Pilar FUENTE	UCFF
Camille POUTRIN	SCDF- trainer



Figure 6: Picture during second training session in France.

This training was very interesting. Participants discussed a lot. We described the Austrian and the Spanish cases and they asked more information to really understand the differences between each country.

Before presenting the training contents, SCDF and UCFF described to other partners the study that the project is carrying out in France, the work done during the last months and the obstacles encountered. It was highlighted the market which is trying to be developed, particularly the meeting with GDF, one of the French energy producer, and the difficulties we have to work in Champagne-Ardenne and to find information. Cyril from Coopénergie also described us the different ways to collect straw (cereals or rape), which is the main resource to be used in the French agro-industry of study.

SCDF explained the two cases in Austria and in Spain, as well as the comparison with French reality. Most interesting topics were: the type of biomass available and the possible competitive uses which are not the same in all European countries; the differences of prices between those countries and France were particularly noticed

(market cannot be the same when prices are so different). Installations in France and in Austria and Spain were also compared.

The corn cobs harvester was particularly interesting for attendants and videos supplied by Lk Stmk about it were shown, which lead to a discussion about strategies to collect biomass and possible logistic chains.

Finally the Austrian feasibility study was analysed by the participants, reevaluating all the data to be able to use it during the auditing study and the process of decision-taking for each scenario.

2.2.3. Third training session

Training session number: *third*

Date: *12 of October 2015*

Means: *personal attendance*

Attendants:

Person	Company
Camille Poutrin	Services Coop de France - trainer
Cyril Flamin	Coopénergie
Benoit Dancert	Coop de France Rhône-Alpes-Auvergne
Pilar Fuente Tomai	UCFF

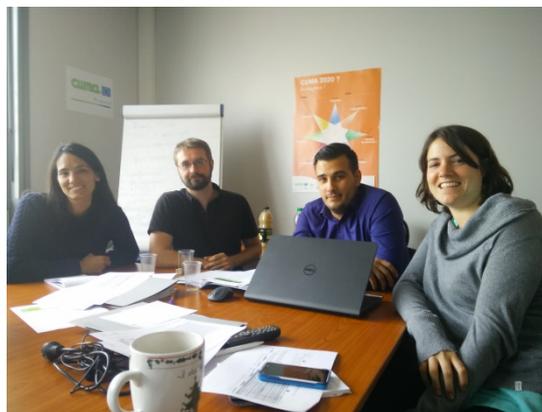


Figure 7: Picture during third training session in France.

SCDF presented the methodology to define the price and the quality of biomass was explained as well as the cause for the different cases chosen by the project (class B in Spain or corn cobs in Austria).

Then UCFF presented the French Case with Luzéal agro-industry which was the most interesting for partners. The partners had a reflexion about the opportunity to produce a class A pellet or a class B pellet, including the price differences. The attendants discussed about the different chemical analysis (particularly the potassium importance during the combustion).

Another interesting point of discussion dealt with the fact that in the study cases, comparisons of biomass prices per tons were done among biomasses with different physical properties. The attendants agree that these comparisons should be done in MWh.

2.3. Summary of the training sessions in Italy

2.3.1. First training session

Date: 29th January 2015

Training means: *videoconference*.

Attendants:

Person	Company
Enrico Pietrantonio	DREAM Italia- Regional Association of Toscana and Emilia Romagna
Fiamma Rocchi	DREAM Italia- Regional Association of Puglia and Toscana
Stefano Bracciotti	DREAM Italia – Regional Association of of Toscana and Sardegna
Claudia Pontenani	DREAM Italia – Regional Association of of Toscana and Marche
Enrico Frati	Manager of the agro-industry category 1 in Italy
Alessandro Fontanive	DREAM Italia – Energetic engineer
María Cerdeira	DREAM Italia – work trainee
Eva López	CIRCE - trainer

The training took place at the offices of DREAM Italia in Pistoia and it lasted about 4 hours. The training session was attended by 7 people from the RAAs and some experts in the energy field. The attendants showed interest about learning and improving their knowledge of biomass and how to build a logistic centre; in general, attendants have some knowledge of biomass but they were interested in learning more. There was a good communication between the speaker and the attendants and during the session there were several moments when the presentation was stopped because the group started interesting debates about different issues (price and origin of the residues, biomass quality, difference between laws in each country, logistic problems for the biomass procurement, etc.).



Figure 8: Picture during first training session in Italy.

2.3.2. Second training session

Date: 2nd July 2015

Means: videoconference, personal attendance

Attendants:

Person	Company
Enrico Pietrantonio	DREAM Italia- Regional Association of Toscana and Emilia Romagna
Fiamma Rocchi	DREAM Italia- Regional Association of Puglia and Toscana
Stefano Bracciotti	DREAM Italia – Regional Association of Toscana and Sardegna
Claudia Pontenani	DREAM Italia – Regional Association of Toscana and Marche
Enrico Frati	Manager of the agro-industry category 1 in Italy
Chiara Chiostrini	DREAM Italia – Regional Association of Toscana
Marco Raggioli	DREAM Italia – Assistant
Eva López	CIRCE - trainer

The training session illustrated the issues developed when performed the techno-economic feasibility study for the Austrian case and Spanish case. The session started with a short summary of the activities necessary to carry out this study.

In a second part, the necessity to evaluate available resources, seasonality and price of raw materials was explained; the trainer showed the evaluation of the biomass market (competitive uses) for the two cases and the study of boundary conditions (amount of material, distance from logistic centre), which are basic steps to reach an appropriate framework to develop the economic feasibility study. These aspects were added to the evaluation of the company and finally the study of economic feasibility related to the agro-industry possible beneficiary.

During the session most participants asked questions about the quality and composition of the final products for the cases of Spain and Austria and explanations on necessary equipment were also required.

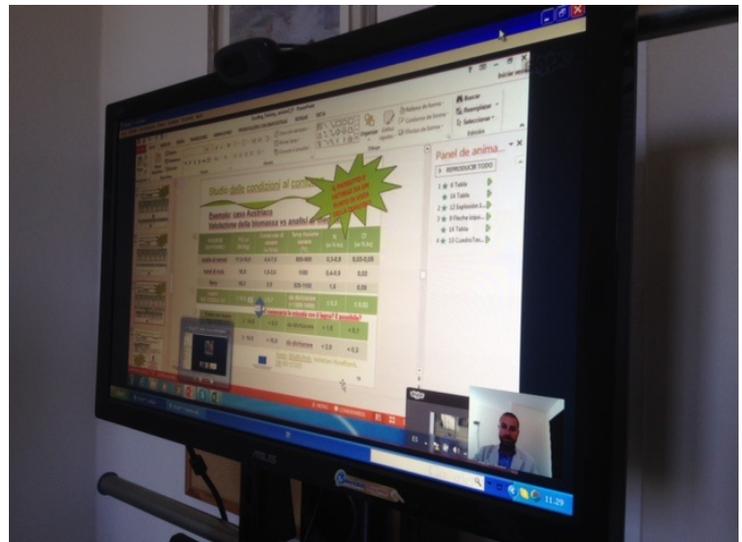


Figure 9: Picture during second training session in Italy (Enrico Pietrantonio and Eva López through videoconference).

2.3.3. Third training session

Date: 28th September 2015

Means: videoconference, personal attendance

Attendants:

Person	Company
Fiamma Rocchi	DREAM Italia- Regional Association of Puglia and Toscana
Stefano Bracciotti	DREAM Italia – Regional Association of Toscana and Sardegna
Claudia Pontenani	DREAM Italia – Regional Association of Toscana and Marche
Chiara Chiostrini	DREAM Italia – Regional Association of Toscana
Marco Raggioli	DREAM Italia – Assistant
Eva López	CIRCE - trainer

The training session illustrated the issues related to the final version of the Feasibility Studies both for the Austrian case and the Spanish case and of the Business Model for the Austrian case.

The session focused on important findings and conclusions from the study. In particular the trainer explained the evaluation on quality, quantity, production costs, legal issues, market and competitors for every scenario studied in both cases, together with agro-industries beneficiaries, stakeholders and partners. These aspects brought to the choice of the best agro-fuel to be produced in the cases of study.

During the session the listeners participated asking for clarifications on market risks of specific scenarios, on legal issues related to the nourishment of the soil, on technical aspects concerning the presence of heavy metals in some agro-biomass considered in the feasibility studies, among others.

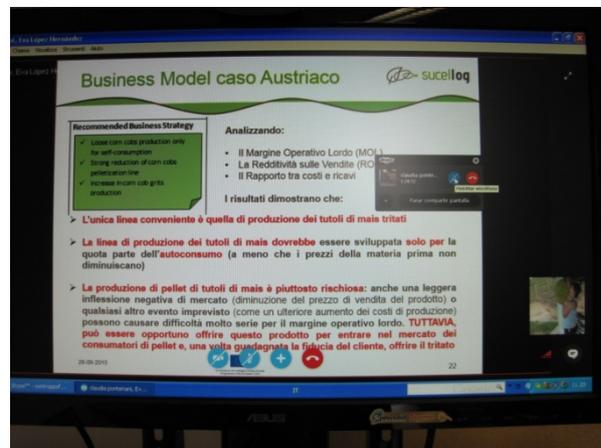


Figure 10: Picture during third training session in Italy (Eva López through videoconference).

2.4. Summary of the training sessions in Austria

2.4.1. First training session

Date: 2nd February 2015

Training means: *personal attendance*

Attendants:

Person	Company
Matthias Raschka	Oberösterreichischer Biomasseverbandn (Biomass association Upper Austria)
Manfred Kirtz	AGRAR Plus (Agrarian association Lower Austria)
Markus Tschischej	LK - Kärnten
Alfred Kindler	Lk – Stmk - trainer
Thomas Loibnegger	Lk - Stmk
Tanja Solar	Lk - Stmk

On the first training session, which took place in the Chamber of Agriculture and Forestry, the RAA partners from Carinthia, Upper Austria and Lower Austria participated.

The first part of the training was an overall presentation about the next workpackages and the role of the RAA's within this workpackages and once again the main goal of the project to keep it in mind for all the partners.

The second part was the training itself. Mr. Kindler held the presentation and fruitful discussions with the partners followed, especially the specific technique of the ovens, the problems with burning residuals, the new technologies on the market, the residues in the different areas of Austria, the energy content, the storage, the logistic. Different norms and corrosion phenomena were also discussed as well as the humus content decrease topic.

After this training part all participants visited the agro-industry selected as category 1 in Austria (Mr. Tschiggerl's company) in Halbenrain, as to show them the facilities and discuss about the project goal.



Figure 11: Picture during first training session in Austria.

Time	Subject
09:15	Treffpunkt im Referat Energie und Biomasse (3. Stock Zimmer 316), Hamerlinggasse 3, 8010 Graz
09:30 -11:30	Training und Besprechung (WP6, WP7, WP8) im Koiner Zimmer in der LK - Stmk
11:45	Abfahrt nach Halbenrain mit dem Dienstauto
12:45	Gemeinsames Mittagessen
14:00	Besichtigung des Betriebes: TschiggerlAgrar GmbH, der als Betrieb der Kategorie 1 ausgewählt wurde (Maistrocknungsanlage, Maisspindelverarbeitung, Pelletierung)
15:30	Besichtigung eines Raupenbrenners der Fa. KWB und eines Schneckenbrenners der Fa. Ligno
16:00	Rückfahrt nach Graz
Ca. 17:00	Ankunft in der Lk Stmk, Hamerlinggasse

Figure 12: Agenda for the first training session in Austria.

2.4.2. Second training session

Date: 11th June 2015

Means: Videotraining

Attendants:

Person	Company
Otto Leitner	Oberösterreichischer Biomasseverband (Biomass association Upper Austria)
Manfred Kirtz	AGRAR Plus
Markus Tschischej	LK - Kärnten
Alfred Kindler	Lk – Stmk-trainer
Klaus Engelmann	Lk – Stmk-trainer
Tanja Solar	Lk - Stmk
Peter Kristof	LK - Kärnten

The second training session, which took place in the Chamber of Agriculture and Forestry on the 11th of June 2015 the RAA partners from Carinthia, Upper Austria and Lower Austria participated. The training was a video conference held via the skype screen sharing function.

After a short introduction, Ms. Solar made a refreshment on the SUCELLOG project and the goals. She also mentioned the goals of the training and reminded the RAAs on their tasks and goals. Mr. Kindler started with an introduction about the biomass situation in Europe and Austria and reminded on the importance of this project and its goals.

The training itself was held by Mr. Kindler and Mr. Engelmann. Both guided through the presentation, then the economic assessment excel file of the Austrian Beneficiary was presented. Finally a short preview was given on the creation of a business model.

The training ended with a lively discussion about prices and availability of raw materials, about the harvesting and burning technology, the quality requirements of biofuels as well as about the sensitivity of the calculated production costs on the raw material and pelletising price.

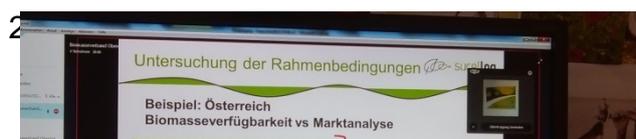
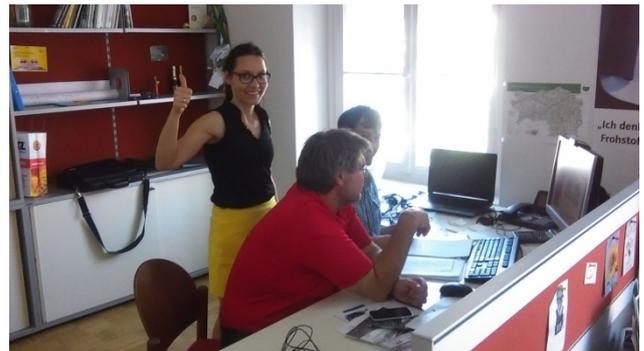


Figure 13: Pictures during second training session in Austria.

2.4.3. Third training session

Training session number: *Third*

Date: *10.09.2015 and 06.10.2015*

Means: *personal attendance*

Attendants:

Person	Company
Manfred Kirtz	AGRAR Plus
Peter Kristof	Lk - Kärnten
Alois Voraberger	Oberösterreichischer Biomasseverband (Biomass association Upper Austria)
Alfred Kindler	Lk - Stmk-trainer
Klaus Engelmann	Lk – Stmk-trainer

The third training session took place in two different days since some of the attendants were ill and could not come to the first day.

Training on the 10th September (attendant Manfred Kirtz):

The first part of the training was the presentation of the feasibility study and the business model. The focus on the followed discussion was on how to execute the feasibility study. For the regional partner it was crucial to know which data is needed from interested agro-industries and how the feasibility study was executed.

The next step was a guided tour through the facility of Mr. Tschiggerl to see the development of the last months. Especially the new pelletiser where test runs were carried out. During this tour also quality issues were discussed.



Figure 14: Pictures during third training session in Austria.

In the afternoon, we went to a biomass district heating in Deutsch Goritz, where loose corn cobs are used as fuel. Also representatives of the boiler manufacturer KWB were at this place providing an introduction to their “Multifire” boiler, which is able to burn wood chips as well as different kinds of agro-fuels. The discussion with KWB was mainly focused on the quality issue. It was also a good opportunity to inform people about the new logistic centre, as they might be future customers.



Figure 15: Pictures of the visit to Deutsch Goritz district heating.



Figure 16: Program for the training session and visit.

Training on the 6th October (attendant Peter Kristof and Alois Voraberger):

The main content of the training made by Alfred Kindler was the presentation of the feasibility study and the business model. The participants were mainly interested in the calculation and the practical approach of the feasibility study. As one of the participants was not so deeply involved in the project so far, Mr. Kindler gave also a general overview of the project itself and about the setting up of a biomass trade centre on the example of Mr. Tschiggerl industry.

After the training session the two RAA's reported about the situation in their regions and discussed it with Mr. Kindler - in order to select the right agro-industries to do the feasibility studies in the auditing service.



Figure 17: Pictures during third training session in Austria.

3. Summary of the auditors training sessions in target regions

Trainings to the agrarian associations of the target regions were performed in order to provide them with the specific knowledge to develop a techno-economic feasibility study about the implementation of a biomass logistic centre in an agro-industry.

The course was the kick-off event for the start of the auditing activities within the project in which the RAAs will have to assess agro-industries interested from the techno-economic point of view.

A two-day course was hold in each country, being the first day more focused on the technical contents. The second day a visit to an agro-industry interested in benefit from the project services was carried out.

For the first day, the materials produced by the project and available were used:

- Handbook with the basic demand of information
- Handbook on how to make a techno-economic study on biomass logistic centres in agro-industries
- Auditors guide (document and excel-sheet for economic study)

3.1. Auditors training session in Spain

Date: 29th&30th March 2016

Means: *Personal attendance*

Attendants:

Person	Company
Ana de Coca	Unión Regional de Cooperativas Agrarias de Castilla y León
José Santos	Unión Regional de Cooperativas Agrarias de Castilla y León
Jesús Abadías	Cooperativas Agro-alimentarias de Aragón
José Antonio Paz	Cooperativas Agro-alimentarias de Extremadura
Màrius Simon	Federació de Cooperatives Agraries de Catalunya
Mario Fernández	Asociación Galega de Cooperativas Agrarias
Juan Sagarna	Cooperativas Agroalimentarias de España
Susana Rivera	Cooperativas Agroalimentarias de España
Eva López	CIRCE- Auditor trainer



CURSO DE AUDITORES	
DATE	29 y 30 DE MARZO 2016
PLACE	29 DE MARZO: URCACYL (Unión Regional de Coop Agrarias de Castilla y León. Valladolid) 30 DE MARZO: CAR (Cooperativa Agrícola Regional. Carrión de los Condes (Palencia))

Name SURNAME	ORGANIZATION	SIGNATURE	
		29/03/2016	30/03/2016
JESÚS ABADÍAS ULLÓD	Cooperativas Agro. alimentarias Aragón		
EVA LÓPEZ HERRÁNDEZ	CIRCE		
JUAN SAGARNA GARCÍA	Cooperativas Agro-Alimentarias de España		
MARIUS SIMON MONROS	COOPERATIVES AGRARIES CATALUNYA		
Jose Antonio Perez Simón	COOPERATIVAS AGRARIAS ALIMENTARIAS EXTREMADURA		
JOSÉ MARIA SAINZ RODRÍGUEZ	URCACYL		

SUCELLOG. Triggering the creation of biomass logistic centres by the agro-industry.

1



Name SURNAME	ORGANIZATION	SIGNATURE	
		29/03/2016	30/03/2016
Mario Fernández Redondo	afaca		
ANA DE COCA SINOVA	URCACYL		
SUSANA RIVERA PANTOJA	COOPERATIVAS AGRARIAS ALIMENTARIAS DE ESPAÑA		
JUAN SAGARNA			
✦			

SUCELLOG. Triggering the creation of biomass logistic centres by the agro-industry.

2

Agenda:



Curso de auditor

¿Cómo realizar un estudio de viabilidad para la creación de un centro logístico de biomasa en una agro-industria?

29 y 30 de marzo 2016

29 de marzo (Sede de URCACYL)

11:00 -11:30	Café de bienvenida. URCACYL
11:30-12:00	Descripción de las actividades de auditoría. Recursos y compromisos con la CE. Susana Rivera (Cooperativas Agro-alimentarias de España)
12:00-12:30	Introducción del curso. Objetivos y alcance. Eva López (CIRCE)
12:30 – 19:00	Cómo realizar un estudio de viabilidad para la creación de centros logísticos de biomasa en agro-industrias

30 de marzo (CAR, Carrión de los Condes)

9:00 – 14:00	Visita a las instalaciones de Cooperativa Agrícola Regional (CAR)- Carrión de los Condes, Palencia
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Requisitos:

Los asistentes deben acudir el curso habiendo leído los siguientes documentos:

- Guía de auditor (Guía + excel)
- Manual 1 – conceptos básicos
- Manual 2 - Estudio de viabilidad

The training was splitted into two sessions, a theoretical part that was held in the headquarter of the regional federation of cooperatives of Castilla León and a practical session developed in the cooperative CAR that will be one of the audited agro-industries in the frame of the WP6.

During the theoretical session, firstly Spanish Cooperatives, as coordinator of the WP6 gave an overview of all the activities of the WP6 in which the technician of the RAAs are being or will be involved. Each of the technicians presented the list of the cooperatives that have been diagnosed highlighting those that will be audited in the next stage.

Apart of this, the activities related to the WP8 regarding to the dissemination and communication activities were also commented. In this part of the course, the

organization of the regional workshops was mainly discussed. The conclusion about this topic was that the proposition of the each regional workshop will be individually assessed by the NAAs before the approbation of its execution.



Figure 18: Image from the presentation of Spanish Cooperatives about the planning of Auditing activities

After this, CIRCE started with the presentation of theoretical contents of the auditors course (“HOW TO MAKE A TECHNO-ECONOMIC FEASIBILITY STUDY OF AN AGRO-INDUSTRY WILLING TO BECOME A LOGISTIC CENTRE”). The different parts of the presentation were openly discussed with the technicians of the RAAs

thinking in the different cases that will find in the cooperatives that will be audited.



Figure 19: Image from the auditors training sessions - CIRCE explanation.

At the end of this first session CIRCE presented a practical exercise as example of the use of the excel sheet developed to be used to make the techno-economic feasibility study.



Figure 20: Image from the auditors training sessions during the practical exercise.

The second day of the training was held in the cooperative CAR. Firstly a meeting with the general director and person in charge of the agricultural assessment was held. During this meeting each part of the feasibility study was discussed according to the current situation of the cooperative. The technicians had the opportunity of asking all their doubts about it and to expose their similar cases in their regions.



Figure 21: Image from interview with the manager

After this meeting, the facilities of the fodder dehydration plant was visited together with the general director of the cooperative. He showed the different equipment currently used for the dehydration of the lucerne.





Figure 22: Images from the visit to the fodder dehydration facilities.

Finally, to conclude the training session a final meeting was held among the attendees to the course and CIRCE to summarize the main conclusions of it. CIRCE pointed out that it will be necessary to adapt the excel sheet to each particular case to obtain the results as much as possible closer to the reality of the cooperative.



Figure 23: Image from the auditors in CAR agro-industry.

3.2. Auditors training session in France

Dates: 9th of February and 14th of February, 2016

Means: *personal attendance*

Attendants:

Person	Company
Benoit DANCERT	Coop de France Rhône-Alpes Auvergne
Cyril FLAMIN	Coopénergie
Marine LEBLANC	UCFF
Camille POUTRIN	Services Coop de France

Agenda:



Promouvoir la création de plateformes logistiques de la biomasse par les agro-industries

Calendrier prévisionnel pour la formation auditeur

Jour 1 – 9 février 2016 : méthodologie (Paris)

- 9h-9h15 : accueil
- 9h15 – 10h : Etude du cas de Luzéal
- 10h-12h30 : Présentation de la méthodologie (handbook et présentation PPT)
- 12h30-14h : Repas
- 14h-16h30 : étude de cas (document excel)
- 16h30 – 17h : workshops, questions, clôture

Jour 2 : visite de site – Sofagrain (Rhône-Alpes)

- 10h15 - 11h15 : visite du site
- 11h15 - 12h30 : récolte des données liées au coût de production
- 12h30 - 13h30 : repas
- 13h30 - 14h30 : récolte des données liées au gisement de biomasse
- 14h30 -15h00 : discussion autour des clients potentiels
- 15h00 - 15h30 : discussion sur le projet dans sa globalité
- 15h30 -15h45 : départ

The first training day started with SCDF presenting the feasibility study done on Luzéal in details to explain the global methodology. Specially regarding the methodology used to collect information about biomass resources and biomass market (general information, interviews etc.) and particularly insisted on the biomass market. It was pointed out the need of chemical analysis on the resources for the consumers (according to the quality needs, depending on LVH, N, Cl and ash content).

Secondly, auditors reviewed the diagnosis results and the selected companies that will benefit from the auditing study.

Thirdly the contents of the course were discussed and commented. Special attention was place on the resource assessment (SCDF explained the GIS data they worked with) and how to deal with the biomass market and the low prices of wood chips.

The second day of the training was a visit to the agro-industry Sofagrain. Sofagrain is a cooperative near Lyon working with cereal residues for animal feeding. The manager, M. Sevice, already produces some agro-pellets (around 500 t/yr) :after the first workshop at the beginning of the SUCELLOG project in Rhône-Alpes, he decided to try and develop his own market. He is now asking for support, particularly to develop the market (he already knows how to produce pellets and already has a large amount of residues).

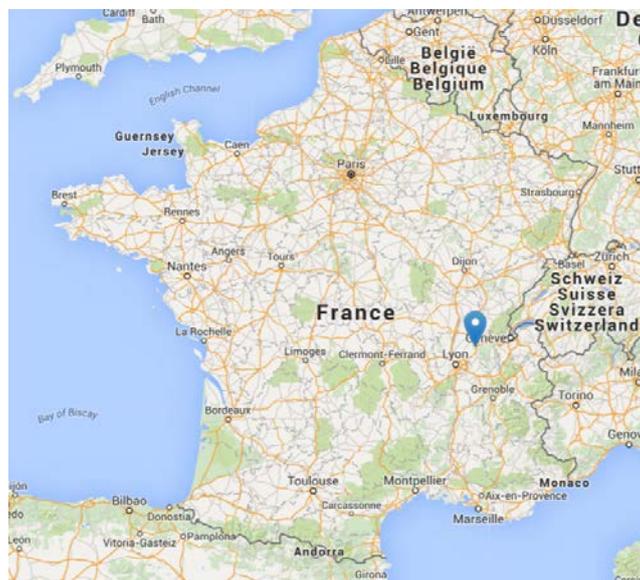


Figure 24: Location of Sofagrain.

Firstly the project was presented to the manager: why this project, what is happening in other countries, etc. The manager presented what is he doing on the cooperative as usual activities and in the energy field. Residues availability was a matter of discussion, mainly corn cobs and prunings not use for the moment (no existing logistic chain), to be able to develop the amount of raw material without any competitive use with animal feeding. The manager pointed out the importance of the competitive use: if cereals

residues are used in energy, the price can increase and it can really be an issue for the animal feedstock sector.

Secondly, the agro-industry facility was visited by the auditor’s team: storage places, processing line etc. The manager presented all the current activities, the different products and compared with the energy alternatives. The manager explained how the company is working and the place of agro-pellets in this company as a diversification line.

During the afternoon, the auditors started the auditing service for the company. This auditing section was very useful and interesting because Sofagrain is a very motivated candidate already working on energy but in small quantities so the manager was able to explain many issues very useful for the project.



Figure 25: Auditors during the training course- France.

3.3. Auditors training session in Italy

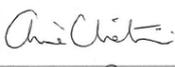
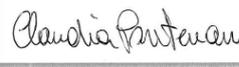
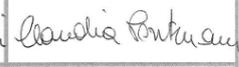
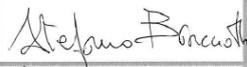
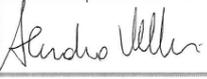
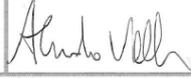
Date: 20th , 21st , 22nd April 2016

Means: *Personal attendance*

Attendants:

Person	Company
Marco Perrino	D.R.E.Am. Italia – Regional Association of Marche
Chiara Chiostrini	D.R.E.Am. Italia – Regional Association of Toscana
Alessandro Vettori	D.R.E.Am. Italia – Regional Association of Sardegna
Stefano Bracciotti	D.R.E.Am. Italia – Regional Association of Puglia
Claudia Pontenani	D.R.E.Am. Italia – Regional Association of Emilia Romagna
Eva López	CIRCE- Auditor trainer

Corso per gli auditor
 COME CONDURRE UNO STUDIO DI FATTIBILITA' TECNICO-ECONOMICA PER UNA
 AGRO-INDUSTRIA CHE DESIDERA DIVENTARE UN CENTRO LOGISTICO

Name - Surname	Organization (Region covered)	Signature	
		21 April (Via Enrico Bindi n. 14, Pistoia)	22 April (Agriambiente Mugello)
CHARA CHIOSTRINI	TOSCANA		
MARCO PERRINO	MARCHE		
CLAUDIA PONTENANI	EMILIA-ROMAGNA		
STEFANO BRACCIOFI	PUGLIA		
ALESSANDRO VETTORI	SARDEGNA		

Name - Surname	Organization (Region covered)	Signature	
		21 April (Via Enrico Bindi n. 14, Pistoia)	22 April (Agriambiente Mugello)
Eva López	CIRCE		

Agenda:

Corso per gli auditor

COME CONDURRE UNO STUDIO DI FATTIBILITA'
 TECNICO-ECONOMICA PER UNA AGRO-INDUSTRIA
 CHE DESIDERA DIVENTARE UN CENTRO LOGISTICO

20 - 22 aprile 2016

20 aprile (Azienda Agricola Il Bello, Serravalle P.se (PT))	
16:00 - 18:00	Visita azienda ed intervista iniziale con il manager
21 aprile (Via Enrico Bindi n. 14, Pistoia)	
9:00 - 9:30	Benvenuto
9:30-10:00	Descrizione delle attività di auditing (WP6). Risorsi e compromessi con la Commissione Europea
10:00-17:00	Come condurre uno studio di fattibilità tecnico-economica per le agroindustrie che desiderano diventare centro logistico
22 aprile (Agriambiente Mugello, Galliano-Barberino di Mugello (FI))	
9:00 - 14:00	Visita azienda ed intervista iniziale con il manager Discussione finale con gli auditors

Attenzione:

Sarebbe conveniente che i partecipanti al corso avessero letto:

- Guida dell'auditor (Guida + excel)
- Manuale 1 - le informazioni di base

The training for auditors was carried out in 3 days, one theoretical and the other two on the field. In particular, the first day we went to the farm Il Bello, one of the SMEs to be audited. The second day the theoretical training was held in the headquarter of D.R.E.Am. Italia by CIRCE. Lastly, the third day, another practical session took place in the Cooperative Agriambiente Mugello.

In the meeting at Il Bello we discussed deeply with the person in charge of the farm about the feasibility of developing a business line for agro-biomass from olive trees and vineyards prunings. These kinds of residues are the most available also in the other regions and agro-chip seems to be the most reasonable product. Therefore, the case visited was familiar to technicians working also in the other regions and this allowed them to actively participate in the interview and to exchange ideas on and to solve possible doubts. Together with the farm manager, we examined some equipment they have and the availability of prunings in their fields.



Figure 26: Images from the auditors in Il Bello agro-industry.



Figure 27: Visit to Il Bello fields to evaluate the prunings of olive trees and vineyard.

The second day, firstly, the status of the project activities was assessed: WP5 (combustion test), WP6 (audits and local meetings) and WP8 (regional workshops and meetings with policy makers).

In the frame of WP6, CIRCE stressed the importance of deepening the feasibility study aspects of which the agro-industry has more need, i.e. to develop a market, rather than finding the most appropriate machinery to collect residues, rather than making an accurate analysis of the availability of raw material. The need to register the contacts collected during audits was emphasized, in order to arrange local meetings and evaluate the real interest, in the purchase of agro-biomass or in the supply of raw material, of the stakeholders involved.

Regarding dissemination and communication activities of WP8, it was decided to arrange the remaining regional workshops and interviews with policy makers, on non-technical barriers of the project, in close collaboration between RAAs and NAA.

Later, CIRCE explained how to make a techno-economic Feasibility Study of an agro-industry willing to become a logistics centre and technicians, experts of the situation in the different regions, took the floor interested, asking the trainer many questions. The

discussion showed some non-technical barriers to be addressed in the next workshops to be organized.

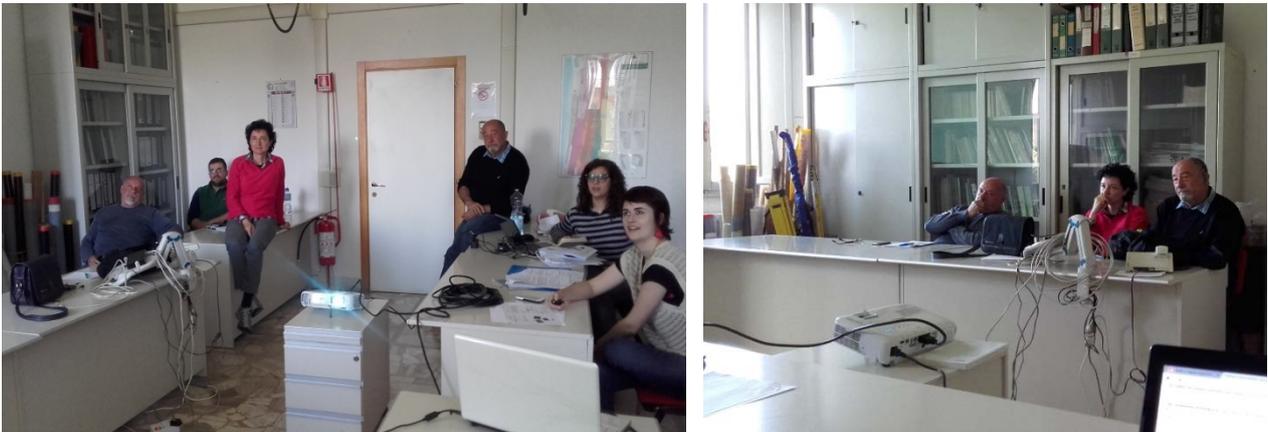


Figure 28: Pictures from the training course during CIRCE's presentation.

At the end of the theoretical session, CIRCE submitted to the attendees an exercise as example of the use of the excel sheet developed, in order to make the techno-economic feasibility study.



Figure 29: Pictures from the training course during the exercise- Italy.

The third day the training was held at Agriambiente Mugello Cooperative, where the future auditors spoke with the sales manager who explained the intent to increase their usual production of organic milk, acquiring other dairy cattle. In this case the retrieval of agrarian residues in the area becomes more difficult: the residual straw is completely used for the realization of litter and most of the corn produced is ensiled corn - whose cobs are part of the animal feedstuff. Therefore, the only biomass available abundantly in the zone, for energy purposes, is the forestry one, already used by the agro-industry for the production of wood chips to feed a pair of nearby district heating plants. In addition, the agro-industry owns a vertical dryer underused because of its high energy consumption, so the farm has no interest in using it. Finally, recently they bought a shed with a large square to realize a pelletising plant of woody biomass.

Due to all aspects deeper analysed in the meeting, with the active participation of various technicians from D.R.E.Am., it is clear that the cooperative cannot be audited, although initially it was classified in Category 2. Despite the result of the visit at Agriambiente Mugello stable, the meeting was extremely useful for all the attendants, in terms of increasing the capacity to communicate with the farms to investigate their real chance to become logistics center for the production of solid biomass.



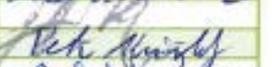
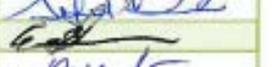
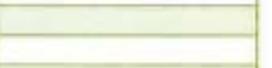
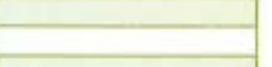
Figure 30: Pictures from the equipment of Agriambiente Mugello Cooperative.

3.1. Auditors training session in Austria

Date: 04.03.2016

Means: *personal attendance*

Attendants: *(trainers Alfred Kindler and Klaus Engelmann)*

Person	Company	Signature
Matthias Raschka	OÖ Biomasseverband	
Manfred Kirtz	AGRAR Plus	
Peter Kristof	Lk Kärnten	
Alfred Kindler	Lk Stmk	
Klaus Engelmann	Lk Stmk	
Tanja Solar	Lk Stmk	

Agenda:

SUBJECT	SUCELLOG project: Triggering the creation of biomass logistic centres in the agro-industry	
DATE	04.03.2016	
PLACE	AGRAR PLUS GmbH, Grenzgasse 12, 3100 St. Pölten Untergrafendorf 131, 3071 Böheimkirchen	
ATTENDANTS		
NAME	ENTITY	Region
Matthias Raschka	OÖ - Biomasseverband	Upper Austria
Manfred Kirtz	AGRAR - Plus	Lower Austria
Alfred Kindler	Lk - Stmk	Styria
Tanja Solar	Lk - Stmk	Styria
Klaus Engelmann	Lk - Stmk	Styria
Peter Kristof	Lk - Kärnten	Carinthia

Time	Subject
09:35	Treffpunkt beim Parkplatz Autobahnabfahrt Böheimkirchen
09:45 – 11:45	Besichtigung des Betriebes: Bios 1, Untergrafendorf 131, 3071 Böheimkirchen, Führung: Herr oder Frau Schmidt
12:00 – 13:00	Gemeinsames Mittagessen und Besprechung im Gasthaus Graf
13:00 – 18:00	Diagnose –training im Seminarraum bei AGRAR PLUS GmbH, Grenzgasse 12, 3100 St. Pölten
18:00	Ende des Trainings

On the 4th of March the Regional associations met for a training to explain the most important issues to perform the auditing service to agro-industries interested in becoming a biomass logistic centre. In the morning it was performed a visit to the company: Bios1, which is one of the agro-industries, which will be audited within the SUCELLOG project from our RAA in Lower Austria.

BIOS 1 is an agro-industry which has a very good network in the agriculture and which always searches new way to diversity the company. The soy refinement and the production of animal feedstuff are examples for their willingness to diversify.

The company also own good equipment, has free capacities and enough storage capacity. Therefore the agro-industry can be seen as a good potential candidate for creating a agro-industry logistic centre.

The manager, Mr. Huber, likes the idea of creating a logistic centre and want to further develop this idea, as this could be perfectly combined with the production of animal-feedstuff and would lead to a better degree of utilization for the machinery.

After lunch break, the training was made in the office of AGRAR Plus in St. Pölten. After a short introductions and practical information on the example of Mr. Tschiggerl, made by Alfred Kindler, Klaus Engelmann presented the training contents with the explanation and resolution of a real case with the excel-sheet.

At the end of the training, all the next steps and deadlines were discussed, and feedback from the RAA`s was provided. Pictures of the training can be observed below.



Figure 31: Attendants to the auditors training session in Austria.



Figure 32: Attendants visiting the agro-industry BIOS 1.



Figure 33: Image from the auditors training sessions- Austria.

4. Summary of the 3 “one day” training sessions in non-target regions

These sessions have the objective to spread the knowledge gained in SUCELLOG projects, show the materials already elaborated and, moreover, foster the creation of logistic centres.

Sessions were also an opportunity for assistants to share opinions and comment on the opportunities/barriers that can be faced in their regions (not directly involved in the project) when applying SUCELLOG concept.

4.1. Summary of the training sessions in Spain for non-target regions

4.1.1. First training session for non-target regions

Training session number: *First*

Date: *20th April 2015*

Means: *videoconference, personal attendance*

Attendants:

Person	Company (Spain)
César Díaz	Cooperativas Agro-alimentarias de Andalucía
Ana Cano	Cooperativas Agro-alimentarias de la Comunidad Valenciana
Vincent Insa	Cooperativas Agro-alimentarias de la Comunidad Valenciana
Egón Cervera	Cooperativas Agro-alimentarias de la Comunidad Valenciana
Maite Corres	Federación de Cooperativas Agrarias de Euskadi
Jacinto Tello	Cooperativas Agro-alimentarias de Castilla-La Mancha
Sergio Abadías	Cooperativas Agro-alimentarias de Navarra
Pablo Resco	Coordinadora de Organizaciones de Agricultores y Ganaderos (COAG)
Juan José Mayans	Ayuntamiento de Serra (Valencia)
Agustín Oliver	Oliver Energy- Biomass company
Amalio Llacer	Manar Consulting
Susana Rivera (TRAINER)	Cooperativas Agro-alimentarias de España - Trainer

This was the first session of training addressed to technicians of the non-targeted regions of the SUCELLOG project. Firstly all the attendants of the training introduced themselves, explaining briefly their relation with the agrarian sector, the biomass sector and their location.

The training session was divided into two parts. The first part dealt with the basic concepts related to the biomass such as the formats, the combustion systems, the solid biomass quality and the comparison between the forest and the agro-fuels.

After this part, an important discussion among the attendants was open mainly with regard to, in one hand, the standards on solid biofuels and the importance of having this documents as reference to produce pellets with the adequate quality characteristics and, on the other hand, the prices of the different type of solid biomass was also discussed. In this case the influence of the variable amount of production in each campaign, differences in the availability of resources in each region, and so on were commented to argue the difficulty of exactly knowing the solid biomass prices.

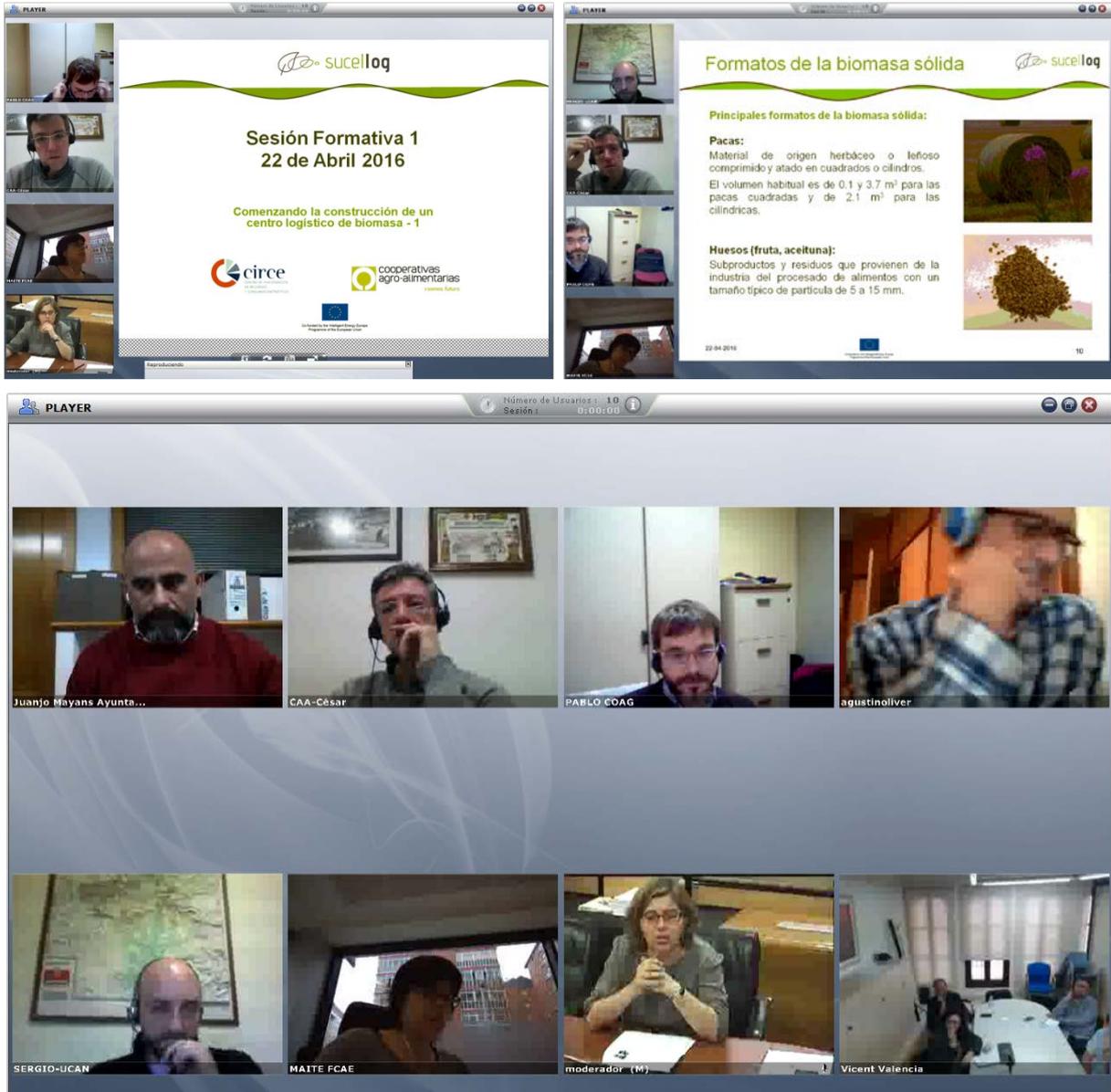


Figure 34: Image from the first training session in non-target regions-Spain.

The second part of this first session of training was focused in a general overview of the SUCELLOG project and the explanation of the different activities developed so far.

While the activities related to the assessment of the available biomass resources were exposed, the attendants commented the necessity of taking into account the transport to the cooperative in the determination of the final price of the biomass resources.



Figure 35: Image from the first training session in non-target regions -Spain.

Finally, the web site of the project was presented and, especially, the section dedicated to the “Publications & reports” where the public documents of the project can be downloaded.

4.1.2. Second training session for non-target regions

Training session number: *Second*

Date: *27th May 2016*

Means: *videoconference, personal attendance*

Attendants:

Person	Company (Spain)
César Díaz	Cooperativas Agro-alimentarias de Andalucía
Ana Cano	Cooperativas Agro-alimentarias de la Comunidad Valenciana
Egón Cervera	Cooperativas Agro-alimentarias de la Comunidad Valenciana
Vincent Insa	Cooperativas Agro-alimentarias de la Comunidad Valenciana
Maite Corres	Federación de Cooperativas Agrarias de Euskadi
Pablo Resco	Coordinadora de Organizaciones de Agricultores y Ganaderos (COAG)
Agustín Oliver	Oliver Energy
Susana Rivera	Cooperativas Agro-alimentarias de España- trainer

The second session of the training was mainly focused in the theoretical part of the techno-economic feasibility study.

In the first part of the session the most important issues with regard the technical feasibility were explained. Some doubts suggested by the person representing Oliver Energy about the combustion temperature and the possibility of changing the dies for the pellet production were discussed among the attendees. This stakeholder is currently working giving advice to a feedstuff plant which is interested in assessing the possibility in becoming a biomass logistic centre.

Viabilidad técnica – recursos de biomasa *sucellog*

1. Identificación de los RECURSOS DE BIOMASA en la zona:

SIGNIFICA RESOLVER ESTAS CUESTIONES:

- ¿Qué TIPOS de recursos hay alrededor?
- ¿Están DISPONIBLES? ¿Cuántas t/año hay en un radio de X km?
- ¿Cuál es su PRECIO (€/t, puesto en la agroindustria)?
- ¿Es SEGURO SU SUMINISTRO en el tiempo?

Un recurso está disponible en la zona si:

El área en la zona
 no existen cultivos agrícolas para agricultura y forestal
 las condiciones meteorológicas permitieron el trabajo de campo para su recolección
 el recurso está disponible un porcentaje del tiempo (sin otros compromisos)
 el transporte adaptado a la colección en el campo (carretera, puertos) no es importante
 las parcelas agrícolas están suficientemente cercas para optimizar la operación de logística de transporte

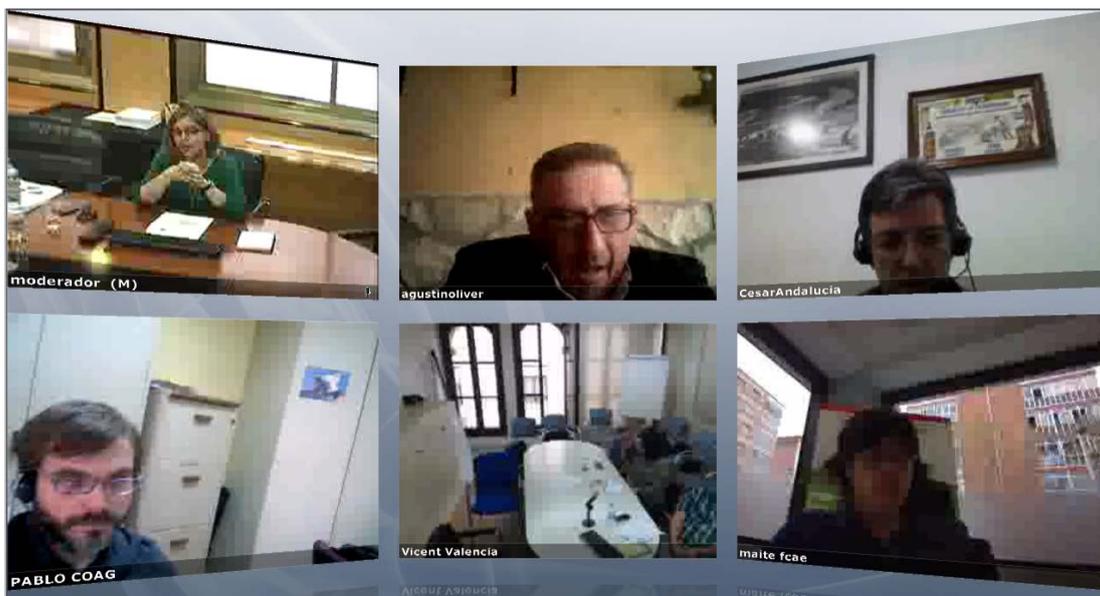


Figure 36: Image from the second training session in non-target regions-Spain.

Finally, the attendees expressed their interest in this part of the training because they could see the utility for the agro-industries in order to reach the diversification of their activities by using the resources, in most cases, of their own associates.

4.1.3. Third training session for non-target regions

Training session number: *Third*

Date: *24th June 2016*

Means: *videoconference, personal attendance*

Attendants:

Person	Company (Spain)
César Díaz	Cooperativas Agro-alimentarias de Andalucía
Ana Cano	Cooperativas Agro-alimentarias de la Comunidad Valenciana
Vincent Insa	Cooperativas Agro-alimentarias de la Comunidad Valenciana
Maite Corres	Federación de Cooperativas Agrarias de Euskadi
Juan José Mayans	Ayuntamiento de Serra (Valencia)
Agustín Oliver	Oliver Energy
Amalio Llacer	Manar Consulting
Irene Cerezo	Cooperativas Agro-alimentarias de España
Susana Rivera	Cooperativas Agro-alimentarias de España- trainer

During the last session of the training, a practical example was solved. The wording of it and the excel sheet to solve it was previously sent to the attendees in order to have the opportunity of taking a first idea to it.

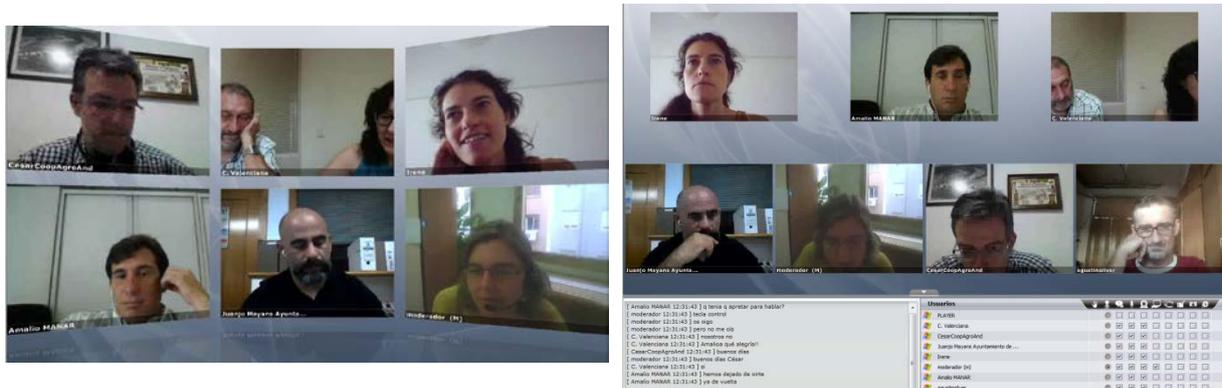


Figure 39: Image from the third training session in non-target regions-Spain.

Each of the data to input in each of the tabs of the excel sheet were explained according to the wording of the practical example. The first part was focused in reviewing the general overview of the situation of the agro-industry with regard to its possibilities of becoming a biomass logistic centre, from a general point of view.

After of this, each of the main inputs needed to be assessed for having a preliminary vision of the possible scenario for the new business line of the agro-industry were reviewed one by one. Namely, available resources in the vicinity of it, seasonality,

existing logistic chains and the main quality characteristics and price of it; current and potential market for the possible solid biomass product, assessing of the competitors and so on; facilities and equipment of the agro-industry available for the new business line, including seasonality and production capacity.

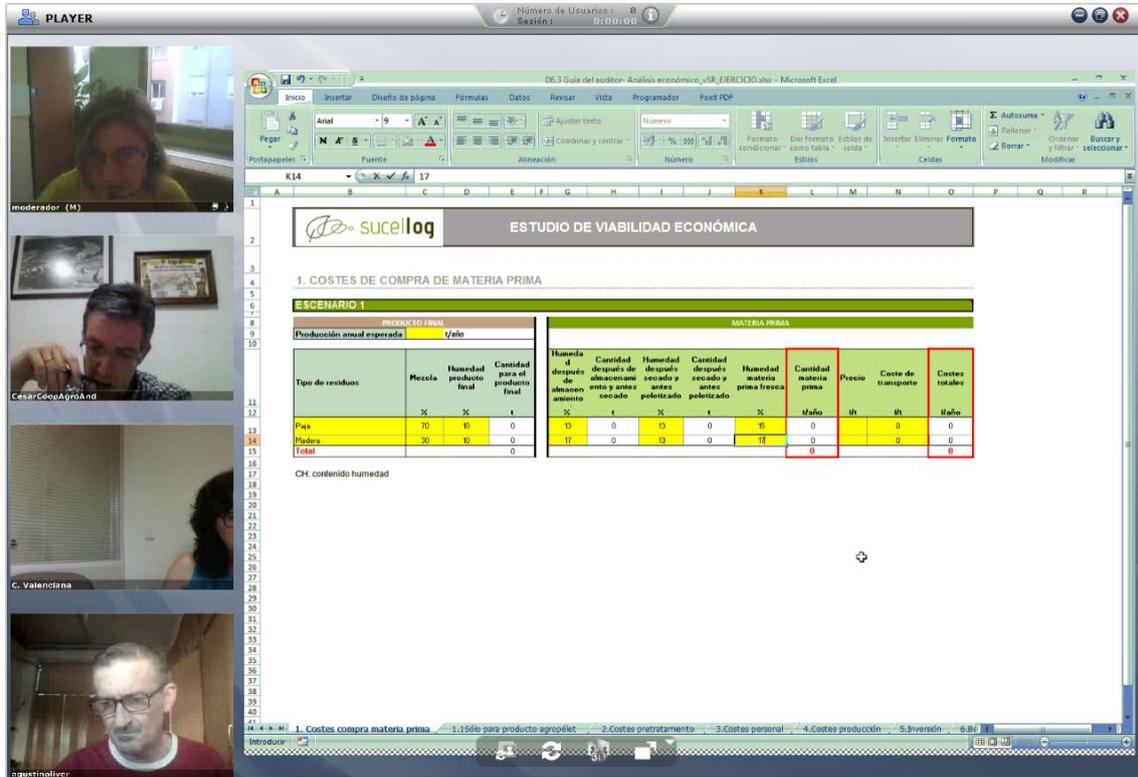


Figure 40: Image from the third training session in non-target regions-Spain.

Having this data, the production costs were assessed. For that, it was needed to deeply analyse both the maintenance and the operational costs. Last but not least, the personal costs were included in the pertinent tab.

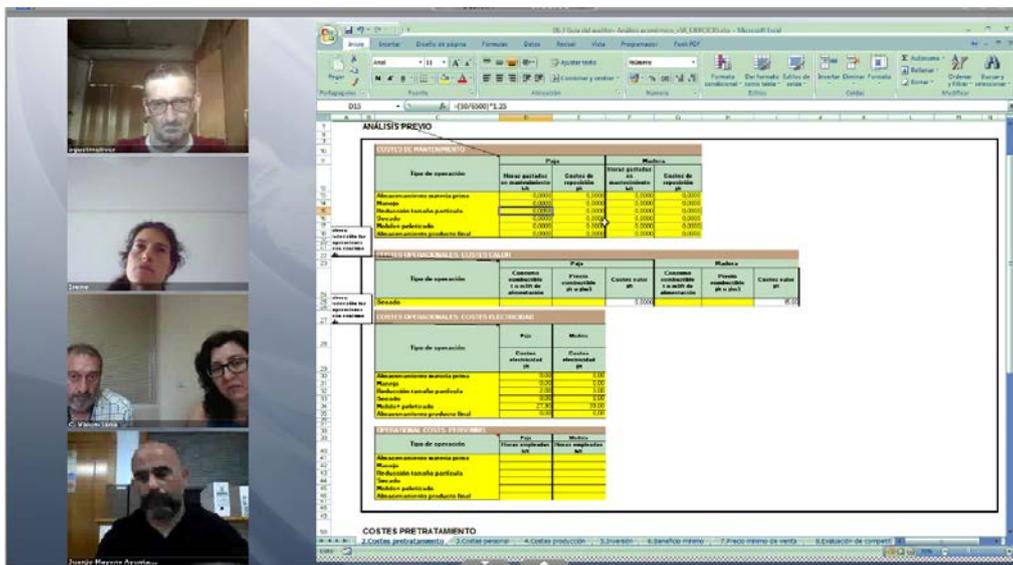


Figure 41: Image from the third training session in non-target regions-Spain.

With the purpose of completing the economic assessment, the minimum profit was set according to the information given by the agro-industry allowing to determine the minimum selling price and, after a comparison with the competitors, the market price of the product.

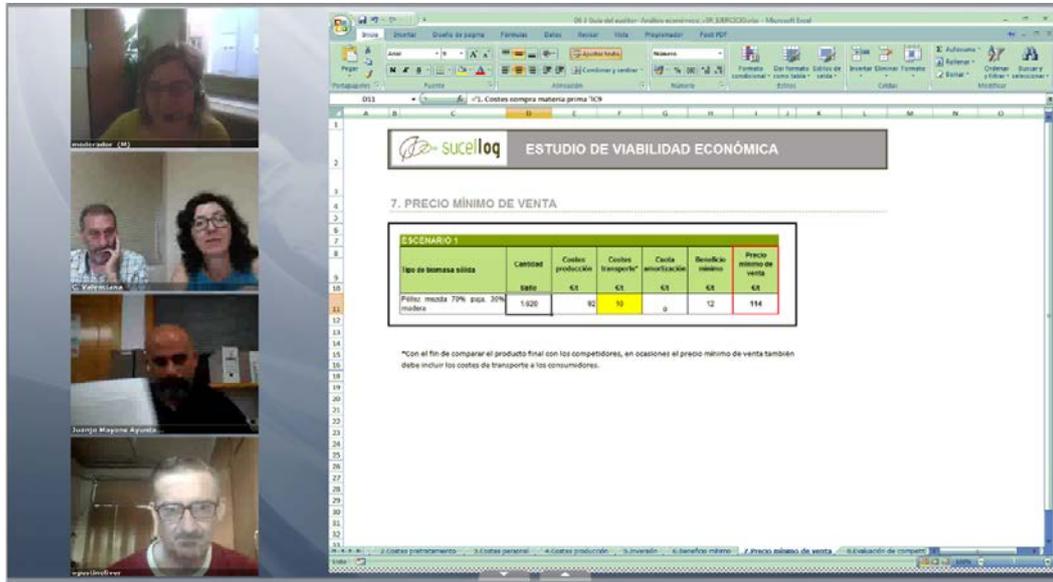


Figure 42: Image from the third training session in non-target regions-Spain.

To finalize the resolution of the practical example, the main economic variables were calculated.

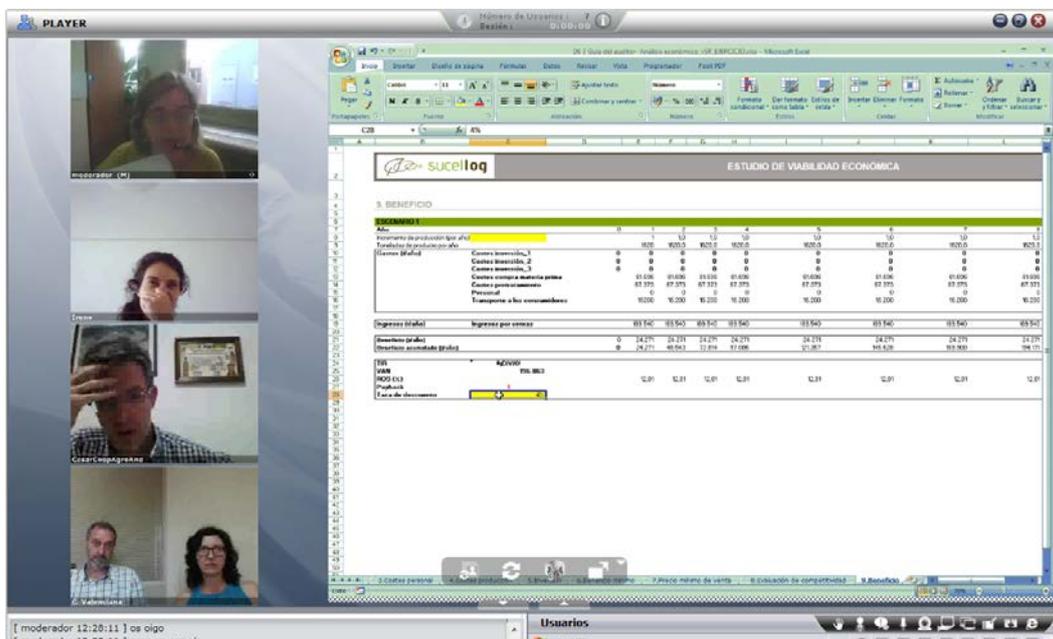


Figure 43: Image from the third training session in non-target regions-Spain.

The representative of the Serra Council explained that he was pleased to realize they are using a similar approach to make the economic assessment of the biomass business line in they are currently working.

All the attendees expressed their gratitude to the SUCELLOG project for offering the opportunity of receiving this interesting training. Since the beginning of these training sessions most of the attendees has started to work in this issue. Others, with a previous experience in this matter, have shared with us interesting information about projects in which they are currently working.

In the case of the Valencian Association of Cooperatives, in the last two months they have prepared some actions to boost initiatives on biomass with their associates' cooperatives. In particular, they have visited the Serra Council to see up close the project that they have started up.

Since all the training sessions have been recorded, the attendants that have been problems to attend some of them have been the possibility of watching the corresponding videos.

4.2. Summary of the training sessions in France for non-target regions

In France, SCDF (SUCELLOG trainer in France) decided to perform a personal trainer of two days with regions not directly involved in the project in order to spread the knowledge gained and the materials available.

Date: 17th – 18th of May 2016

Means: *personal attendance*

Attendants:

Person	Company (Country)
Camille Poutrin	Services Coop de France- trainer
Vincent Boone	Coop de France Centre
Thomas Jullien	Coop de France Ouest
Sybile Meija	Coop de France Rhône-Alpes Auvergne
Pierre Berthelot	Coop de France Poitou-Charentes
Cyril Flamin	Coopénergie
Nicolas Gourlaouen	Services Coop de France

First training day :

Participant's name and surname	Company	Type of stakeholder (agrarian association, agrarian expert, biomass producer, solid biofuel consumer, agro-industry, boiler manufacturer, others)	Region you work on	Signature
GOURLAOUEN Nicolas	Services Coop de France	consultant in biomass	France	
Pierre BERTHELOT	Coop de France Poitou Charente	Chargé de Mission QHSE	France. P-C	
Vincent BOONE	coop de France Centre	chargé de Mission Environnement	France Centre val de Loire	
Thomas JULIEN	CDF ouest	Chargé de mission	Bretagne / Pays de la Loire	
Sybilie MEJIA	CDF RAA	chargée de mission environnement	Rhône-Alpes Auvergne	
Flamin Cyril	Coopenergie	développement projets biomasse	Nord Bassin Parisien	
Camille Poutin	SCDF	chargée de mission	France	

Second training day :

Participant's name and surname	Company	Type of stakeholder (agrarian association, agrarian expert, biomass producer, solid biofuel consumer, agro-industry, boiler manufacturer, others)	Region you work on	Signature
Pierre BERTHELOT	Coop de France Poitou - Charente	Chargé de mission	FRANCE	
Vincent BOONE	coop de France Centre	chargé de mission	France	
Nicolas GOURLAOUEN	Services Coop de France	chargé de mission	France	
Thomas JULIEN	Coop de France Ouest	Chargé mission	France	

Agenda :



✕ Votre performance est notre métier

VALORISER LES COPRODUITS AGRICOLES ET AGRO-INDUSTRIELS

Réunion du réseau Coop de France

17 - 18 mai 2016

9h30 - 17h

43 rue Sedaine

Programme prévisionnel :

Jour 1 :

9h15 – 9h30 : Accueil

9h30 – 10h : Qu'est-ce que la biomasse (qu'entend-on par ce terme, quelles utilisations, quels bénéfices ?)

10h – 12h30 : Echange entre les fédérations pour identifier les projets développés par chacun, les complémentarités (en biomasse particulièrement, ouverture possible sur les projets énergies renouvelables)

12h30 – 14h : Déjeuner

14h – 17h : Présentation des outils proposés dans le cadre du projet SUCELLOG (valorisation des coproduits agricoles solides en énergie) :

- Les documents techniques à votre disposition
- Présentation des études des autres pays
- Les premiers résultats

Jour 2 :

9h30 – 12h : présentation de la méthodologie reproductive pour réaliser des études de faisabilité sur la biomasse énergie au sein des coopératives agricoles (guide d'audit, tableau excel)

Merci de me confirmer votre présence à :

Camille POUTRIN

camille.poutrin@servicescoopdefrance.coop

01 44 17 58 40



This training gathered agents from RAAs from non-target regions (CDF Centre, CDF Ouest, CDF Poitou-Charentes) but also from RAAs participating in SUCELLOG (CDF Rhone-Alpes Auvergne and Coopénergie, only the first day).

Attendants discussed about 1h30/2h about basic information in order to balance the knowledge on biomass of all: official definition of biomass, how to use it (energy against biochemistry & biomaterials), properties (PCI, ash melting temperature, mineral components among others). In that sense, some attendants were aware about biomass properties; others did not know the difficulties to burn it. This basic knowledge was a very good opportunity for them to develop this capacity to be able to advise their members.

The following discussion dealt with the different biomass projects lead by each regional and national association. The aim was to identify synergies between SUCELLOG and other projects. The main key point for a biomass project that came out were: convincing managers and giving them tools to estimate the opportunity for their company to develop a biomass activity. SUCELLOG deliverables as well as other documents from other projects are a tool to give managers the key to make a strategic decision about biomass.

During the afternoon, Services Coop de France presented the different biomass logistic centres developed in each countries (France, Italy, Austria, Spain). The difficulty to identify the market and the need of quality was addressed as well as the the need of leaving the biomass on the soil or competitive uses. People were interested to know the market opportunities and obstacles to develop new projects in their regions. SCDF presented the Austrian and the Spanish cases in details and talked also about the Luzéal case in France: what is happening with agro-pellets tests, markets, etc.

The second day, the SUCELLOG available tools were presented: handbooks, regional studies and audit documents. SCDF described the methodology for the feasibility study and explained the use of the excel file done to estimate the minimum selling price of solid biomass (WP6). This deliverable was appreciated as a tool able to help managers in their decision.



Figure 44: Picture from the first training day (from the right: Cyril Flamin, Syvile Meija, Nicolas Gourlaouen, Pierre Berthelot, Vincent Boone, Thomas Jullien)

4.3. Summary of the training sessions in Italy for non-target regions

The training sessions to DREAM representatives of the agrarian sector in other regions was mainly personal although some times on-line communication tools had to be used.

4.3.1. First training session for non-target regions

Training session number: *First*

Date: *11th March 2016*

Means: *personal attendance and one person in videoconference*

Attendants:

Person	Company (Region)
Enrico Pietrantonio	DREAM Italia- Regional Association of Toscana and Emilia Romagna- Trainer
Chiara Chiostrini	DREAM Italia – Regional Association of Toscana
Marco Perrino	DREAM Italia (Marche)
Lorenzo Mini	DREAM Italia (Abruzzo)
Marcello Miozzo	DREAM Italia (Sicilia)
Marco Niccolini	DREAM Italia (Lazio)
Marco Pierozzi	DREAM Italia (Calabria)

The training took place at DREAM Italia headquarter in Pratovecchio-Stia. A total of 5 people from the RAAs, 4 non target region e 1 target region of the project, Marche Region were attending the training.

The attendants were interested in the training especially about learning how to build a logistic centre and improving their knowledge on bioenergy and in particular on solid

biomass. Even though they have knowledge on forestry wood biomass, none had a wide experience on agro-biomass.

During the session the attendants discussed about quality required, potential prices, harvesting and transport logistics of raw material, asking for comparisons with the other European countries involved in the project. In particular, the participants were very interested in types and costs of pre-treatment phases to obtain a biomass of good quality, anticipating some aspect of the next lessons of the training course.



Figure 45: Image from the first training session in non-target regions-Italy.

4.3.2. Second training session for non-target regions

Training session number: *Second*

Date: *30th May 2016*

Means: *personal attendance, guests (other colleagues of D.R.E.Am. Italia) and three persons in videoconference*

Attendants:

Person (except guests)	Company (Region)
Enrico Pietrantonio (Trainer)	DREAM Italia- Regional Association of Toscana and Emilia Romagna- Trainer
Chiara Chiostrini	DREAM Italia – Regional Association of Toscana
Marco Perrino	DREAM Italia (Marche-target region)
Lorenzo Mini	DREAM Italia (Abruzzo)
Marcello Miozzo	DREAM Italia (Sicilia)
Marco Niccolini	DREAM Italia (Lazio)

Person (except guests)	Company (Region)
Marco Pierozzi	DREAM Italia (Calabria)

The training took place at DREAM Italia operative headquarter in Pistoia. The training session was attended by 5 people from the RAAs, 4 non target region and 1 target region of the project, Marche Region. The training session took advantage of a meeting about the European projects currently carried out by the Company and for that reason, other 4 colleagues from DREAM attended the meeting, even if not directly involved into the technical aspects of the project.

The attendants showed their interest in the practical aspects about how to build a logistic centre for solid biomass, in particular about the feasibility study and its economical aspects. In fact, their skills are in the forestry field, not in the economical one.

During the session, the attendants asked about more details regarding the involvement of the stakeholders (service providers, transports, ecc.) needed biofuel quality and potential prices (market). In particular, the session entered in detail in types and costs of pre-treatment phases to obtain a biomass of good quality which seemed to be one of the most important aspects for the attendants.

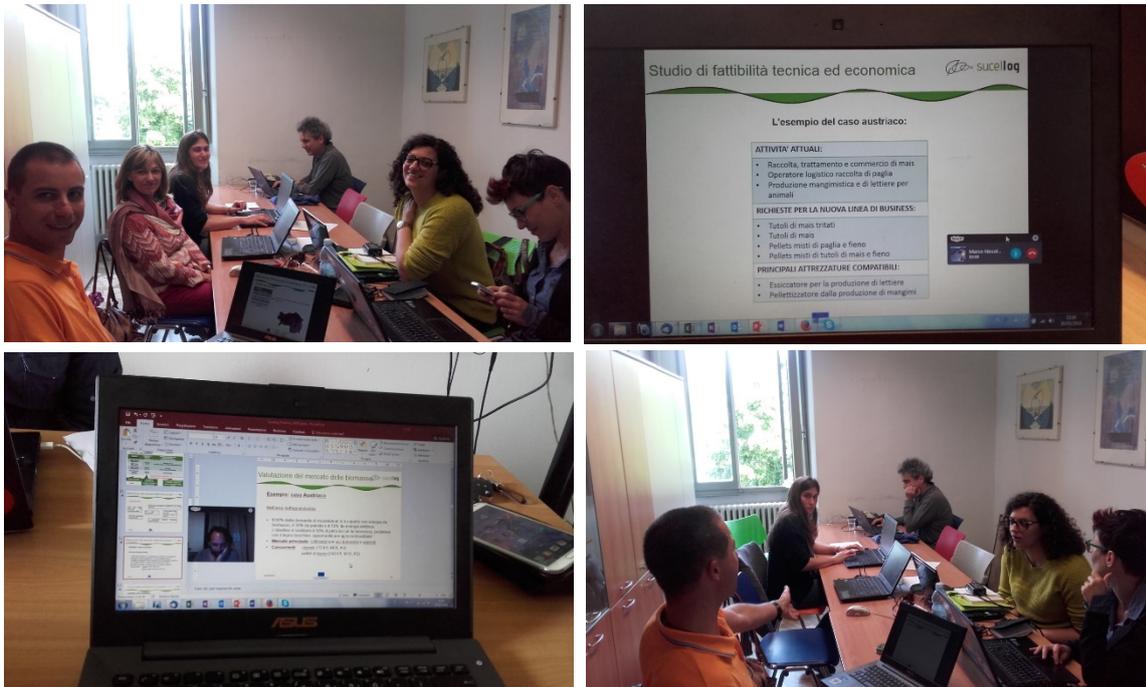


Figure 46: Image from the second training session in non-target regions-Italy.

4.3.3. Third training session for non-target regions

Training session number: *Third*

Date: 30th May 2016

Date: 6^h July 2016

Means: *personal attendance and three persons in videoconference*

Attendants:

Person (except guests)	Company (Region)
Enrico Pietrantonio	DREAM Italia- Regional Association of Toscana and Emilia Romagna- Trainer
Chiara Chiostrini	DREAM Italia – Regional Association of Toscana
Marco Perrino	DREAM Italia (Marche)
Lorenzo Mini	DREAM Italia (Abruzzo)
Marcello Miozzo	DREAM Italia (Sicilia)
Marco Niccolini	DREAM Italia (Lazio)
Marco Pierozzi	DREAM Italia (Calabria)

The training took place at DREAM Italia operative headquarter in Pistoia. The training session was attended by 5 people from the RAAs, 4 non target regions and 1 target region of the project, Marche Region. Because of the summer period and the difficulties of reaching the headquarter, three persons were attending in videoconference.

This third training session was focused on the Austrian case, shown as the best success case inside the project at that moment. In fact, it was decided that discussing about a real case of success was the best way to close the training course for the non-target regions. This also made the attendants enter in deep in some practical aspects of the managing of the logistic centre.

The attendants were very interested in the practical example. At the end of the session it was decided to upload the three presentations shown during the course in the DREAM’s website, not to lose the contents and to make them available for all the other regions where DREAM works.

Furthermore, one attendant, Marcello Miozzo, will use the examples of the presentation as “good example” of agrarian biomass production in a national conference about bio-economy.



Figure 47: Image from the third training session in non-target regions-Italy.

4.4. Summary of the training sessions in Austria for non-target regions

In Austria, some of the regional associations from non-target regions decided not to join the training since SUCELLOG concept is not so interested for their region due to the fact that most of the territory is dedicated to forest and not to agriculture purposes. The only austrian RAA joining the training was from the region of Burgenland.

For this reason, Lk Stmk decided to offer the training to 2 associations from other 2 countries: the Croatian Chamber of Agriculture and the Serbian Biomass Association.

4.4.1. First training session for non-target regions

Training session number: *First*

Date: *3rd of May 2016*

Means: *videoconference*

Attendants:

Person	Company (Country)
Klaus Engelmann	Lk – Stmk (Trainer)
Tanja Solar	Lk - Stmk
Tomislava Hodalic	Croatian Chamber of Agriculture
Iva Djanovic	Croatian Chamber of Agriculture
Vojislav Milinic	Serbio, Serbian Biomass Association
Stephan Scheffknecht	Lk - Burgenland

The first training for the training of non-target regions took place on the 3rd of May 2016 with two participants from Croatia (Croatian Chamber of Agriculture), one participant from Serbia (Serbian Biomass Association) and one participant from Austria (Chamber of Agriculture and Forestry in Burgenland). The training was done through videoconference via on-line tool, where the participants could follow the training from Klaus Engelmann from the Chamber of Agriculture and Forestry in Styria. The main content of the training was the the introduction of the SUCELLOG project and it's background, the explanation of the SUCELLOG concept and what happened so far within this project. Participants were quite interested in the concept and especially in the example of Mr. Tschiggerl, which was presented as well.

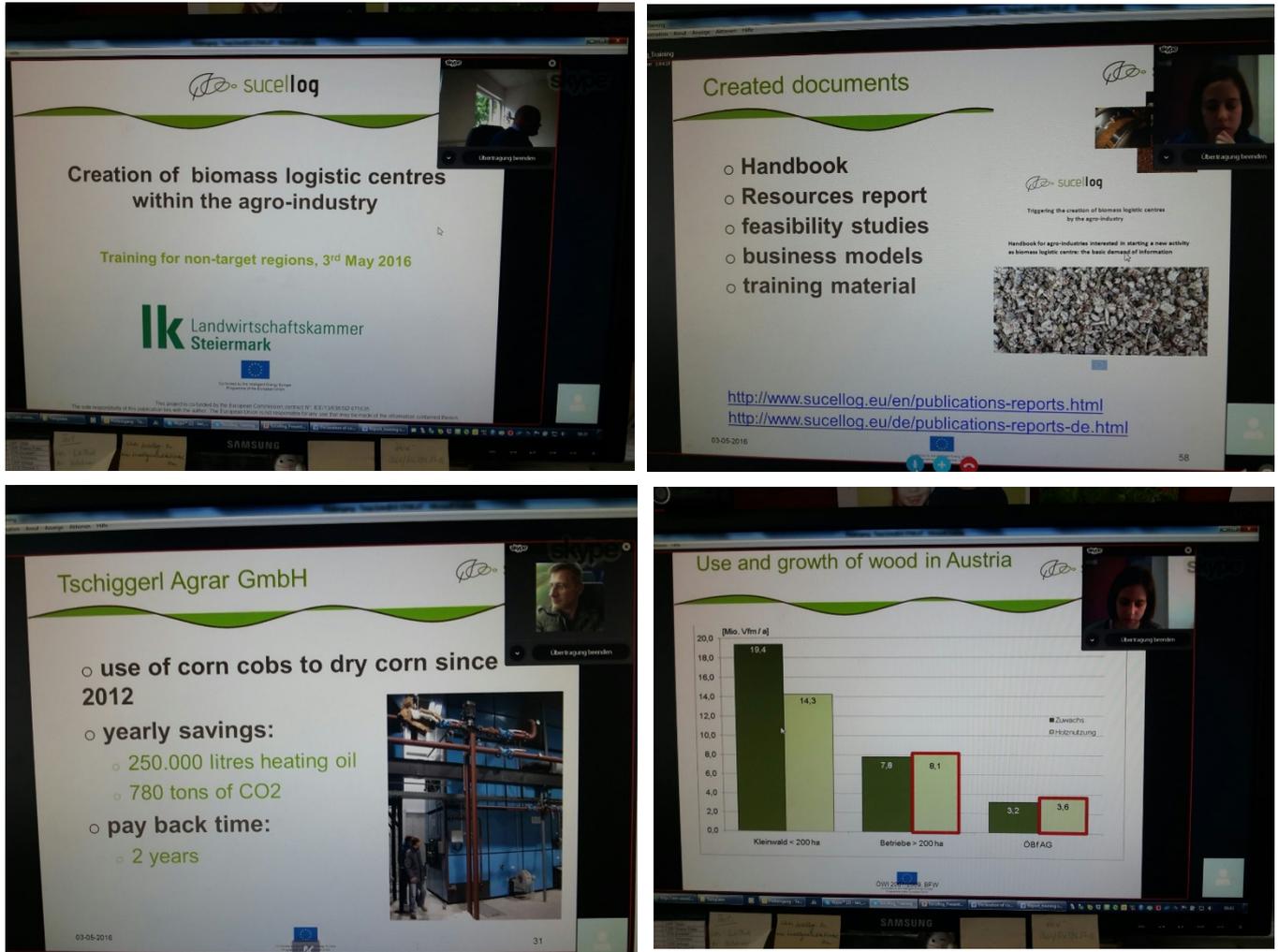


Figure 48: Image from the first training session in non-target regions-Austria.

4.4.2. Second training session for non-target regions

Training session number: *Second*

Date: *20th of May 2016*

Means: *videoconference*

Attendants:

Person	Company (Country)
Klaus Engelmann	Lk – Stmk (Trainer)
Tanja Solar	Lk - Stmk
Tomislava Hodalic	Croatian Chamber of Agriculture
Iva Djanovic	Croatian Chamber of Agriculture
Stephan Scheffknecht	Lk – Burgenland

The second training for the training of non-target regions took place on the 20th of May 2016 with two participants from Croatia (Croatian Chamber of Agriculture) and one participant from Austria (Chamber of Agriculture and Forestry in Burgenland). The

planned participant from Serbia could not attend this time. The training was carried out by Klaus Engelmann from the Chamber of Agriculture and Forestry in Styria.

The main content of the training was this time a short recap of the first training, as the training content was quite new to the participants. After this repetition, the main content of this training was how to do a feasibility study in general within this project and then very concrete based on the feasibility study we did for Mr. Tschiggerl. Another important content of this training was the explanation how to start-up a logistic centre – with the first steps.

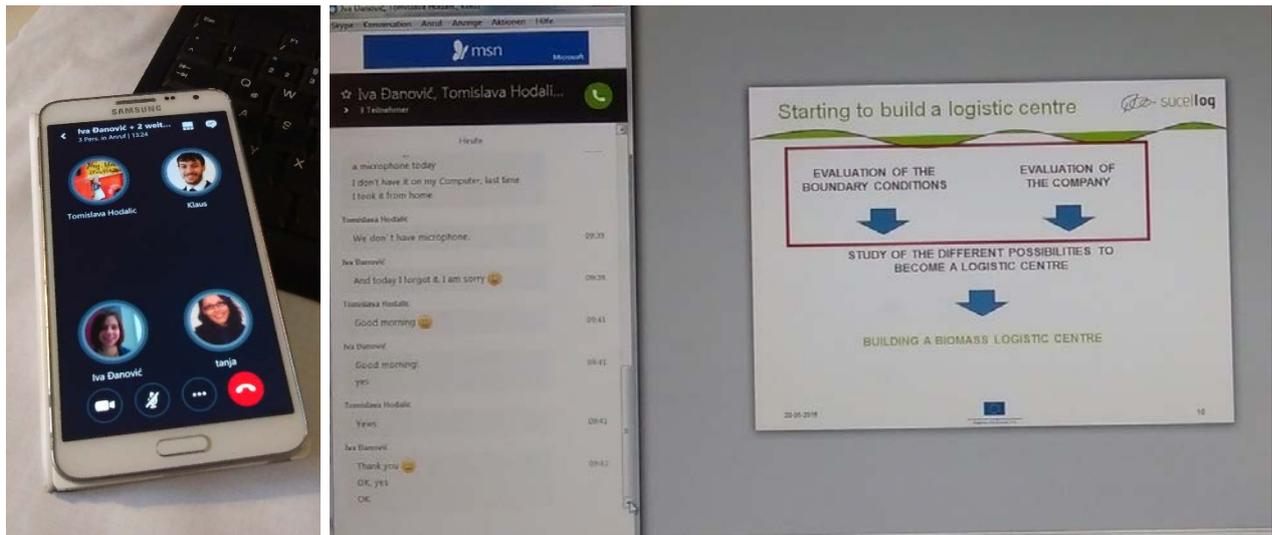


Figure 49: Image from the second training session in non-target regions-Austria.

4.4.3. Third training session for non-target regions

This training is still to be carried out (planned for September 2016).

Annex I. Survey on the degree of satisfaction of training sessions for the agents belonging to target regions

Spain

	Session 1	Session 2	Session 3	Auditors
Nr of attendants	8	9	8	8
The duration of the course has been				
	(0/8) Short	(0/9) Short	(0/8) Short	(3/8) Short
	(7/8) Normal	(8/9) Normal	(8/8) Normal	(5/8) Normal
	(1/8) Excessive	(1/9) Excessive	(0/8) Excessive	(0/8) Excessive
The contents of the training session has bee				
	(0/8) Poor	(0/9) Poor	(0/8) Poor	(2/8) Poor
	(6/8) Adequate	(8/9) Adequate	(6/8) Adequate	(6/8) Adequate
	(2/8) Excellent	(1/9) Excellent	(2/8) Excellent	(0/8) Excellent
Degree of satisfaction on the quality of the presentation				
	(0/8) Very low	(0/9) Very low	(0/8) Very low	(0/8) Very low
	(0/8) Low	(0/9) Low	(0/8) Low	(0/8) Low
	(3/8) Medium	(1/9) Medium	(1/8) Medium	(0/8) Medium
	(3/8) High	(5/9) High	(7/8) High	(4/8) High
	(2/8) Excellent	(3/9) Excellent	(0/8) Excellent	(4/8) Excellent
Degree of satisfaction on the knowledge from the expert				
	(0/8) Very low	(0/9) Very low	(0/8) Very low	(0/8) Very low
	(0/8) Low	(0/9) Low	(0/8) Low	(0/8) Low
	(2/8) Medium	(1/9) Medium	(0/8) Medium	(0/8) Medium
	(4/8) High	(3/9) High	(3/8) High	(4/8) High
	(2/8) Excellent	(5/9) Excellent	(5/8) Excellent	(4/8) Excellent
Degree of satisfaction on the accessibility to ask questions				
	(0/8) Very low	(0/9) Very low	(0/8) Very low	(0/8) Very low
	(0/8) Low	(0/9) Low	(0/8) Low	(0/8) Low
	(1/8) Medium	(0/9) Medium	(1/8) Medium	(0/8) Medium
	(5/8) High	(3/9) High	(3/8) High	(3/8) High
	(2/8) Excellent	(6/9) Excellent	(5/8) Excellent	(5/8) Excellent
Degree of satisfaction on the general degree of satisfaction				
	(0/8) Very low	(0/9) Very low	(0/8) Very low	(0/8) Very low
	(0/8) Low	(0/9) Low	(0/8) Low	(0/8) Low
	(2/8) Medium	(1/9) Medium	(0/8) Medium	(2/8) Medium
	(2/8) High	(3/9) High	(5/8) High	(4/8) High
	(4/8) Excellent	(5/9) Excellent	(3/8) Excellent	(2/8) Excellent

France

	Session 1	Session 2	Session 3	Auditors
Nr of attendants	4	4	3	3
The duration of the course has been				
	(0/4) Short	(0/4) Short	(0/3) Short	(0/3) Short
	(4/4) Normal	(4/4) Normal	(3/3) Normal	(3/3) Normal
	(0/4) Excessive	(0/4) Excessive	(0/3) Excessive	(0/3) Excessive
The contents of the training session has been:				
	(0/4) Poor	(0/4) Poor	(0/3) Poor	(0/3) Poor
	(2/4) Adequate	(3/4) Adequate	(2/3) Adequate	(2/3) Adequate
	(2/4) Excellent	(1/4) Excellent	(1/3) Excellent	(1/3) Excellent
Degree of satisfaction on the quality of the presentation				
	(0/4) Very low	(0/4) Very low	(0/3) Very low	(0/3) Very low
	(0/4) Low	(0/4) Low	(0/3) Low	(0/3) Low
	(1/4) Medium	(0/4) Medium	(0/3) Medium	(0/3) Medium
	(0/4) High	(2/4) High	(1/3) High	(1/3) High
	(3/4) Excellent	(2/4) Excellent	(2/3) Excellent	(2/3) Excellent
Degree of satisfaction on the knowledge from the expert				
	(0/4) Very low	(0/4) Very low	(0/3) Very low	(0/3) Very low
	(0/4) Low	(0/4) Low	(0/3) Low	(0/3) Low
	(0/4) Medium	(0/4) Medium	(0/3) Medium	(0/3) Medium
	(3/4) High	(2/4) High	(0/3) High	(1/3) High
	(1/4) Excellent	(2/4) Excellent	(3/3) Excellent	(2/3) Excellent
Degree of satisfaction on the accessibility to ask questions				
	(0/4) Very low	(0/4) Very low	(0/3) Very low	(0/3) Very low
	(0/4) Low	(0/4) Low	(0/3) Low	(0/3) Low
	(0/4) Medium	(0/4) Medium	(0/3) Medium	(0/3) Medium
	(2/4) High	(1/4) High	(0/3) High	(1/3) High
	(2/4) Excellent	(3/4) Excellent	(3/3) Excellent	(2/3) Excellent
Degree of satisfaction on the general degree of satisfaction				
	(0/4) Very low	(0/4) Very low	(0/3) Very low	(0/3) Very low
	(0/4) Low	(0/4) Low	(0/3) Low	(0/3) Low
	(2/4) Medium	(0/4) Medium	(0/3) Medium	(1/3) Medium
	(0/4) High	(2/4) High	(0/3) High	(0/3) High
	(2/4) Excellent	(2/4) Excellent	(3/3) Excellent	(2/3) Excellent

Italy

	Session 1	Session 2	Session 3	Auditors
Nr of attendants	7	7	5	5
The duration of the course has been				
	(0/7) Short	(0/7) Short	(0/5) Short	(0/5) Short
	(7/7) Normal	(7/7) Normal	(5/5) Normal	(5/5) Normal
	(0/7) Excessive	(0/7) Excessive	(0/5) Excessive	(0/5) Excessive
The contents of the training session has been:				
	(0/7) Poor	(0/7) Poor	(0/5) Poor	(0/5) Poor
	(5/7) Adequate	(6/7) Adequate	(3/5) Adequate	(2/5) Adequate
	(2/7) Excellent	(1/7) Excellent	(2/5) Excellent	(3/5) Excellent
Degree of satisfaction on the quality of the presentation				
	(0/7) Very low	(0/7) Very low	(0/5) Very low	(0/5) Very low
	(0/7) Low	(0/7) Low	(0/5) Low	(0/5) Low
	(0/7) Medium	(0/7) Medium	(0/5) Medium	(0/5) Medium
	(5/7) High	(6/7) High	(3/5) High	(2/5) High
	(2/7) Excellent	(1/7) Excellent	(2/5) Excellent	(3/5) Excellent
Degree of satisfaction on the knowledge from the expert				
	(0/7) Very low	(0/7) Very low	(0/5) Very low	(0/5) Very low
	(0/7) Low	(0/7) Low	(0/5) Low	(0/5) Low
	(0/7) Medium	(0/7) Medium	(0/5) Medium	(0/5) Medium
	(4/7) High	(3/7) High	(2/5) High	(1/5) High
	(3/7) Excellent	(4/7) Excellent	(3/5) Excellent	(4/5) Excellent
Degree of satisfaction on the accessibility to ask questions				
	(0/7) Very low	(0/7) Very low	(0/5) Very low	(0/5) Very low
	(0/7) Low	(0/7) Low	(0/5) Low	(0/5) Low
	(0/7) Medium	(3/7) Medium	(1/5) Medium	(0/5) Medium
	(3/7) High	(1/7) High	(3/5) High	(1/5) High
	(4/7) Excellent	(3/7) Excellent	(1/5) Excellent	(4/5) Excellent
Degree of satisfaction on the general degree of satisfaction				
	(0/7) Very low	(0/7) Very low	(0/5) Very low	(0/5) Very low
	(0/7) Low	(0/7) Low	(0/5) Low	(0/5) Low
	(0/7) Medium	(0/7) Medium	(0/5) Medium	(0/5) Medium
	(3/7) High	(4/7) High	(1/5) High	(0/5) High
	(4/7) Excellent	(3/7) Excellent	(4/5) Excellent	(5/5) Excellent

Austria

	Session 1	Session 2	Session 3	Auditors
Nr of attendants	5	6	3	4
The duration of the course has been				
	(0/5) Short	(0/6) Short	(0/3) Short	(0/4) Short
	(5/5) Normal	(6/6) Normal	(3/3) Normal	(4/4) Normal
	(0/5) Excessive	(0/6) Excessive	(0/3) Excessive	(0/4) Excessive
The contents of the training session has been:				
	(0/5) Poor	(0/6) Poor	(0/3) Poor	(0/4) Poor
	(0/5) Adequate	(0/6) Adequate	(0/3) Adequate	(0/4) Adequate
	(5/5) Excellent	(6/6) Excellent	(3/3) Excellent	(4/4) Excellent
Degree of satisfaction on the quality of the presentation				
	(0/5) Very low	(0/6) Very low	(0/3) Very low	(0/4) Very low
	(0/5) Low	(0/6) Low	(0/3) Low	(0/4) Low
	(0/5) Medium	(2/6) Medium	(0/3) Medium	(0/4) Medium
	(0/5) High	(4/6) High	(1/3) High	(1/4) High
	(5/5) Excellent	(0/6) Excellent	(2/3) Excellent	(3/4) Excellent
Degree of satisfaction on the knowledge from the expert				
	(0/5) Very low	(0/6) Very low	(0/3) Very low	(0/4) Very low
	(0/5) Low	(0/6) Low	(0/3) Low	(0/4) Low
	(0/5) Medium	(0/6) Medium	(0/3) Medium	(0/4) Medium
	(0/5) High	(6/6) High	(0/3) High	(0/4) High
	(5/5) Excellent	(0/6) Excellent	(3/3) Excellent	(4/4) Excellent
Degree of satisfaction on the accessibility to ask questions				
	(0/5) Very low	(0/6) Very low	(0/3) Very low	(0/4) Very low
	(0/5) Low	(0/6) Low	(0/3) Low	(0/4) Low
	(0/5) Medium	(3/6) Medium	(0/3) Medium	(0/4) Medium
	(0/5) High	(3/6) High	(0/3) High	(3/4) High
	(5/5) Excellent	(0/6) Excellent	(3/3) Excellent	(1/4) Excellent
Degree of satisfaction on the general degree of satisfaction				
	(0/5) Very low	(0/6) Very low	(0/3) Very low	(0/4) Very low
	(0/5) Low	(0/6) Low	(0/3) Low	(0/4) Low
	(0/5) Medium	(3/6) Medium	(0/3) Medium	(0/4) Medium
	(1/5) High	(3/6) High	(1/3) High	(1/4) High
	(4/5) Excellent	(0/6) Excellent	(2/3) Excellent	(3/4) Excellent

Annex II. Survey on the degree of satisfaction of training sessions for the agents belonging to non-target regions

Spain

	Session 1	Session 2	Session 3
Nr of attendants	9	7	7
The duration of the course has been			
	(0/9) Short	(1/7) Short	(2/7) Short
	(9/9) Normal	(5/7) Normal	(5/7) Normal
	(0/9) Excessive	(1/7) Excessive	(0/7) Excessive
The contents of the training session has been			
	(0/9) Poor	(0/7) Poor	(0/7) Poor
	(6/9) Adequate	(6/7) Adequate	(4/7) Adequate
	(3/9) Excellent	(1/7) Excellent	(3/7) Excellent
Degree of satisfaction on the quality of the presentation			
	(0/9) Very low	(0/7) Very low	(0/7) Very low
	(0/9) Low	(0/7) Low	(0/7) Low
	(1/9) Medium	(1/7) Medium	(0/7) Medium
	(5/9) High	(5/7) High	(6/7) High
	(3/9) Excellent	(1/7) Excellent	(1/7) Excellent
Degree of satisfaction on the knowledge from the expert			
	(0/9) Very low	(0/7) Very low	(0/7) Very low
	(0/9) Low	(0/7) Low	(0/7) Low
	(0/9) Medium	(0/7) Medium	(0/7) Medium
	(7/9) High	(5/7) High	(2/7) High
	(2/9) Excellent	(2/7) Excellent	(5/7) Excellent
Degree of satisfaction on the accessibility to ask questions			
	(0/9) Very low	(0/6) Very low	(0/7) Very low
	(0/9) Low	(0/6) Low	(0/7) Low
	(0/9) Medium	(0/6) Medium	(0/7) Medium
	(1/9) High	(2/6) High	(0/7) High
	(8/9) Excellent	(4/6) Excellent	(7/7) Excellent
Degree of satisfaction on the general degree of satisfaction			
	(0/9) Very low	(0/7) Very low	(0/7) Very low
	(0/9) Low	(0/7) Low	(0/7) Low
	(0/9) Medium	(1/7) Medium	(0/7) Medium
	(6/9) High	(5/7) High	(4/7) High
	(3/9) Excellent	(1/7) Excellent	(3/7) Excellent

France

	Session
Nr of attendants	5
The duration of the course has been	
	(0/5) Short
	(5/5) Normal
	(0/5) Excessive
The contents of the training session has been	
	(0/5) Poor
	(3/5) Adequate
	(2/5) Excellent
Degree of satisfaction on the quality of the presentation	
	(0/5) Very low
	(0/5) Low
	(0/5) Medium
	(3/5) High
	(2/5) Excellent
Degree of satisfaction on the knowledge from the expert	
	(0/5) Very low
	(0/5) Low
	(0/5) Medium
	(3/5) High
	(2/5) Excellent
Degree of satisfaction on the accessibility to ask questions	
	(0/5) Very low
	(0/5) Low
	(0/5) Medium
	(1/5) High
	(4/5) Excellent
Degree of satisfaction on the general degree of satisfaction	
	(0/5) Very low
	(0/5) Low
	(0/5) Medium
	(2/5) High
	(3/5) Excellent

Italy

	Session 1	Session 2	Session 3
Nr of attendants	5	5	5
The duration of the course has been			
	(0/5) Short	(0/5) Short	(0/5) Short
	(5/5) Normal	(5/5) Normal	(5/5) Normal
	(0/5) Excessive	(0/5) Excessive	(0/5) Excessive
The contents of the training session has been			
	(0/5) Poor	(0/5) Poor	(0/5) Poor
	(2/5) Adequate	(5/5) Adequate	2/5) Adequate
	(3/5) Excellent	(0/5) Excellent	(3/5) Excellent
Degree of satisfaction on the quality of the presentation			
	(0/5) Very low	(0/5) Very low	(0/5) Very low
	(0/5) Low	(0/5) Low	(0/5) Low
	(0/5) Medium	(0/5) Medium	(0/5) Medium
	(2/5) High	(2/5) High	(2/5) High
	(3/5) Excellent	(3/5) Excellent	(3/5) Excellent
Degree of satisfaction on the knowledge from the expert			
	(0/5) Very low	(0/5) Very low	(0/5) Very low
	(0/5) Low	(0/5) Low	(0/5) Low
	(0/5) Medium	(0/5) Medium	(0/5) Medium
	(3/5) High	(1/5) High	(2/5) High
	(2/5) Excellent	(4/5) Excellent	(3/5) Excellent
Degree of satisfaction on the accessibility to ask questions			
	(0/5) Very low	(0/5) Very low	(0/5) Very low
	(0/5) Low	(0/5) Low	(0/5) Low
	(0/5) Medium	(0/5) Medium	(0/5) Medium
	(3/5) High	(2/5) High	(2/5) High
	(2/5) Excellent	(3/5) Excellent	(3/5) Excellent
Degree of satisfaction on the general degree of satisfaction			
	(0/5) Very low	(0/5) Very low	(0/5) Very low
	(0/5) Low	(0/5) Low	(0/5) Low
	(0/5) Medium	(0/5) Medium	(0/5) Medium
	(1/5) High	(3/5) High	(1/5) High
	(4/5) Excellent	(2/5) Excellent	(4/5) Excellent

Austria

	Session 1	Session 2	Session 3
Nr of attendants	4	3	
The duration of the course has been			
	(0/4) Short	(0/3) Short	
	(4/4) Normal	(3/3) Normal	
	(0/4) Excessive	(1/3) Excessive	
The contents of the training session has been			
	(0/4) Poor	(0/3) Poor	
	(2/4) Adequate	(3/3) Adequate	
	(2/4) Excellent	(1/3) Excellent	
Degree of satisfaction on the quality of the presentation			
	(0/4) Very low	(0/3) Very low	
	(0/4) Low	(0/3) Low	
	(0/4) Medium	(1/3) Medium	
	(1/4) High	(5/3) High	
	(3/4) Excellent	(3/3) Excellent	
Degree of satisfaction on the knowledge from the expert			
	(0/4) Very low	(0/3) Very low	
	(0/4) Low	(0/3) Low	
	(0/4) Medium	(1/3) Medium	
	(1/4) High	(3/3) High	
	(3/4) Excellent	(5/3) Excellent	
Degree of satisfaction on the accessibility to ask questions			
	(0/4) Very low	(0/3) Very low	
	(0/4) Low	(0/3) Low	
	(1/4) Medium	(0/3) Medium	
	(0/4) High	(3/3) High	
	(3/4) Excellent	(6/3) Excellent	
Degree of satisfaction on the general degree of satisfaction			
	(0/4) Very low	(0/3) Very low	
	(0/4) Low	(0/3) Low	
	(0/4) Medium	(1/3) Medium	
	(1/4) High	(3/3) High	
	(3/4) Excellent	(5/3) Excellent	

Annex III. Letters of intent from associations in non-target regions to support their potential beneficiaries by facilitation project knowledge and materials

Spain: RAAs from Valencia (3), Andalucía, Euskadi, Navarra, COAG (Coordinator of Association of farmers and livestock owners)

Stakeholders: Serra Council, Oliver Energy (ESCO), Manar Consulting



DECLARATION OF COMMITMENT

With this letter of intent, XXXX from YYYYY (association, company), located in ...|... (Country), address, declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about all the materials available at the website (handbooks, reports, etc.).
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Place, date

signature



DECLARACIÓN DE INTENCIONES

Con esta declaración de intenciones, **Egon Cervera López** de Federació Cooperatives Agro-alimentàries de la Comunitat Valenciana, situada en **calle Caballeros 26, 46001 de Valencia (España)**, declara que:

- Ha recibido formación por parte del proyecto SUCELLOG sobre cómo desarrollar centros logísticos de biomasa en las agroindustrias.
- Se le ha informado de que existe documentación relacionada disponible en la página web del proyecto (manuales, informes, etc).
- Si se diera el caso, podría estar dispuesto a dar soporte a las agroindustrias que estuvieran interesadas en iniciar esta nueva línea de negocio como centros logísticos de biomasa con el apoyo al proyecto SUCELLOG, si fuera necesario.

Valencia, 1 de junio de 2016




Firma



DECLARACIÓN DE INTENCIONES

Con esta declaración de intenciones, **Ana María Cano Arribas, técnica de Federació Cooperatives Agroalimentàries de la Comunitat Valenciana**, situada en Calle Caballeros, 26, 46001 Valencia (España), declara que:

- Ha recibido formación por parte del proyecto SUCELLOG sobre cómo desarrollar centros logísticos de biomasa en las agroindustrias.
- Se le ha informado de que existe documentación relacionada disponible en la página web del proyecto (manuales, informes, etc.).
- Si se diera el caso, podría estar dispuesto a dar soporte a las agroindustrias que estuvieran interesadas en iniciar esta nueva línea de negocio como centros logísticos de biomasa con el apoyo al proyecto SUCELLOG, si fuera necesario.

Valencia, 30 de junio de 2016



Ana María Cano Arribas



DECLARACIÓN DE INTENCIONES

Con esta declaración de intenciones, **Vicent Insa Olcina** de **Cooperatives Agroalimentàries Comunitat Valenciana**, situada en **Calle Caballeros, 26, 3º, 46001 Valencia (España)**, declara que:

- Ha recibido formación por parte del proyecto SUCELLOG sobre cómo desarrollar centros logísticos de biomasa en las agroindustrias.
- Se le ha informado de que existe documentación relacionada disponible en la página web del proyecto (manuales, informes, etc).
- Si se diera el caso, podría estar dispuesto a dar soporte a las agroindustrias que estuvieran interesadas en iniciar esta nueva línea de negocio como centros logísticos de biomasa con el apoyo al proyecto SUCELLOG, si fuera necesario.

Lugar, fecha

Valencia, 4 de Julio de 2016



Firma: Vicent Insa Olcina



DECLARACIÓN DE INTENCIONES

Con esta declaración de intenciones, *César Díaz Barroso* de Cooperativas Agroalimentarias de Andalucía, situada en *Calle Demetrio de los Ríos ,15 de Sevilla* declara que:

- Ha recibido formación por parte del proyecto SUCELLOG sobre cómo desarrollar centros logísticos de biomasa en las agroindustrias.
- Se le ha informado de que existe documentación relacionada disponible en la página web del proyecto (manuales, informes, etc).
- Si se diera el caso, podría estar dispuesto a dar soporte a las agroindustrias que estuvieran interesadas en iniciar esta nueva línea de negocio como centros logísticos de biomasa con el apoyo al proyecto SUCELLOG, si fuera necesario.

Sevilla a 2 de junio de 2016



Firma



DECLARACIÓN DE INTENCIONES

Con esta declaración de intenciones, **MAITE CORRES MANERO** de la FEDERACIÓN DE COOPERATIVAS AGRO-ALIMENTARIAS DE EUSKADI, situada en **C/ REYES DE NAVARRA 51 BAJO, CP-01013, en VITORIA-GASTEIZ, ESPAÑA**, declara que:

- Ha recibido formación por parte del proyecto SUCELLOG sobre cómo desarrollar centros logísticos de biomasa en las agroindustrias.
- Se le ha informado de que existe documentación relacionada disponible en la página web del proyecto (manuales, informes, etc).
- Si se diera el caso, podría estar dispuesto a dar soporte a las agroindustrias que estuvieran interesadas en iniciar esta nueva línea de negocio como centros logísticos de biomasa con el apoyo al proyecto SUCELLOG, si fuera necesario.

En Vitoria-Gasteiz, a 4 de julio de 2016



Firma



DECLARACIÓN DE INTENCIONES

Con esta declaración de intenciones, **Pablo Resco Sánchez** de la COAG, situada en **C/ Agustín de Bethancourt 17, 5ª planta, Madrid**, declara que:

- Ha recibido formación por parte del proyecto SUCELLOG sobre cómo desarrollar centros logísticos de biomasa en las agroindustrias.
- Se le ha informado de que existe documentación relacionada disponible en la página web del proyecto (manuales, informes, etc).
- Si se diera el caso, podría estar dispuesto a dar soporte a las agroindustrias que estuvieran interesadas en iniciar esta nueva línea de negocio como centros logísticos de biomasa con el apoyo al proyecto SUCELLOG, si fuera necesario.

Madrid a 24 de julio de 2016

Firma





DECLARACIÓN DE INTENCIONES

Con esta declaración de intenciones, *Juanjo Mayans* del Ayuntamiento de Serra, situada en *C/ Sagunto 31, Serra 46118, Valencia España*, declara que:

- Ha recibido formación por parte del proyecto SUCELLOG sobre cómo desarrollar centros logísticos de biomasa en las agroindustrias.
- Se le ha informado de que existe documentación relacionada disponible en la página web del proyecto (manuales, informes, etc).
- Si se diera el caso, podría estar dispuesto a dar soporte a las agroindustrias que estuvieran interesadas en iniciar esta nueva línea de negocio como centros logísticos de biomasa con el apoyo al proyecto SUCELLOG, si fuera necesario.

Lugar, fecha

**JUAN
JOSE|
MAYAN
S|DIAZ**

Firmado digitalmente
por JUAN JOSE|MAYAN|
DIAZ
Nombre de
reconocimiento (DN):
cn=JUAN JOSE|MAYAN|
DIAZ,
serialNumber=52654631
P, givenName=JUAN
JOSE, sn=MAYAN DIAZ,
ou=Ciudadanos,
o=ACCV, c=ES
Fecha: 2016.06.29
15:55:50 +02'00'

Firma



DECLARACIÓN DE INTENCIONES

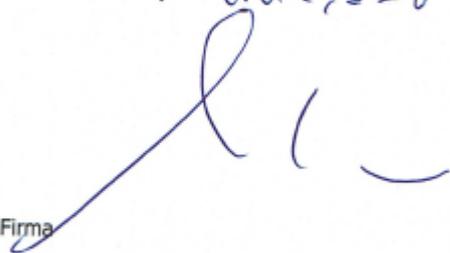
Con esta declaración de intenciones, *Amalio Llácer Pons* de la *MANAR CONSULTING SLL*, situada en *Plaza Alquería Nova nº 3 bajo izda, 46.014 Valencia*, declara que:

- Ha recibido formación por parte del proyecto SUCELLOG sobre cómo desarrollar centros logísticos de biomasa en las agroindustrias.
- Se le ha informado de que existe documentación relacionada disponible en la página web del proyecto (manuales, informes, etc).
- Si se diera el caso, podría estar dispuesto a dar soporte a las agroindustrias que estuvieran interesadas en iniciar esta nueva línea de negocio como centros logísticos de biomasa con el apoyo al proyecto SUCELLOG, si fuera necesario.

Lugar, fecha

Valencia, 28 de Julio

Firma



France: RAAs from Ouest, Poitou-Charentes and Centre



DECLARATION OF COMMITMENT

With this letter of intent, M. Julien Thomas from the Association Coop. de France Ouest located in Rennes (France), address 35000 Rennes, hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Place, date Paris, 17/05/2016

signature





DECLARATION OF COMMITMENT

With this letter of intent, *Prise* ~~BETHÉLOT~~..... from the Association
Cop. de Biom. Pénin. Centre located in *Pentiers*..... (France),
address *99 Avenue de la Libération*....., hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Place, date

Paris, le 17/05/16

signature





DECLARATION OF COMMITMENT

With this letter of intent, Vincent BOONE..... from the Association capde France Centre..... located in Bis..... (France), address 1, Avenue de Vendôme....., hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Place, date Paris le 17/05/2016

signature



Italy: RAAs from Abruzzo, Sicilia, Lazio and Calabria



DECLARATION OF COMMITMENT

With this letter of intent, the Abruzzo regional branch of D.R.E.Am. Italia s.c., located in Chieti (CH), San Giovanni Teatino, VAT number 00295260517 in its regional representative *pro tempore* Dr. Lorenzo Mini, hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Chieti, 11-07-2016

signature





DECLARATION OF COMMITMENT

With this letter of intent, the Sicilia regional branch of D.R.E.Am. Italia s.c., located in Palermo (PA), VAT number 00295260517 in its regional representative *pro tempore* Dr. Marcello Miozzo, hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Palermo, 11-07-2016

signature





DECLARATION OF COMMITMENT

With this letter of intent, the Lazio regional branch of D.R.E.Am. Italia s.c., located in Roma (Rm), via Guattani, VAT number 00295260517 in its regional representative *pro tempore* Dr. Marco Niccolini, hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Roma, 11-07-2016

signature





DECLARATION OF COMMITMENT

With this letter of intent, the Calabria regional branch of D.R.E.Am. Italia s.c., located in Catanzaro (Cz), via Fares, VAT number 00295260517 in its regional representative *pro tempore* Dr. Marco Pierozzi, hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Catanzaro, 11-07-2016

signature


Austria: RAA from Burgenland (Austria), Serbian National Biomass Association (2), Croatian National Chamber of Agriculture,

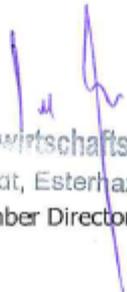


DECLARATION OF COMMITMENT

With this letter of intent, the Association Landwirtschaftskammer Burgenland, Austria, Esterhazystraße 15, 7000 Eisenstadt, VAT number 531/0355, explains as legal representative hereby that pro tempore Mr. Stephan Scheffknecht:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Eisenstadt, 20.07.2016



Burgenl. Landwirtschaftskammer
7000 Eisenstadt, Esterhazystr. 15
Signature Chamber Director



DECLARATION OF COMMITMENT

With this letter of intent, the National Biomass Association SERBIO, located in Serbia, address Bulevar Jase Tomica 1, Novi Sad, VAT number 107872646 in its legal representative *pro tempore* Mr. Vojislav Milijic, hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Place, date *Novi Sad 10.05. '16.*

signature







DECLARATION OF COMMITMENT

With this letter of intent, the Association Croatian Chamber of Agriculture, located in Croatia, address Ulica grada Vukovara 78, VAT number HR 70354371893 in its legal representative *pro tempore* Mrs. Iva Đanović hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Zagreb, 3rd of May

Iva Đanović



DECLARATION OF COMMITMENT

With this letter of intent, the Association Croatian Chamber of Agriculture, located in Croatia, address Ulica grada Vukovara 78, VAT number HR 70354371893 in its legal representative *pro tempore* Mrs. Tomislava Hodalić hereby declares that:

- Has received trainings from SUCELLOG project on how to develop biomass logistic centres in agro-industries.
- Is conscious about the handbook, guidelines and reports available at the website.
- Acquires the commitment to support agro-industries willing to start this new business line with the support to SUCELLOG project if required.

Place, date

Zagreb, 03.05.2016.

Signature

