Catalonia Bioeconomy Potential Report

BIO BOOST
Acceleradora de projectes de bioeconomia

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PROJECT INFORMATION

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1. Executive summary

The purpose of this report is to provide an overview of the methodologies and tools used to engage stakeholders and expand the project pipeline for a bioeconomy project.

The report aims to provide information about the significance of involving stakeholders, the various ways in which stakeholders were engaged, the outcomes of these engagement methods, and the challenges encountered during the engagement process.

The report focuses on two types of bioeconomy projects: big investors or enterprises with existing bioeconomy projects and small local bioeconomy projects.

The report employs a methodology based on stakeholder analysis and includes a table that presents the stakeholders involved in the project and is divided into four major groups: academia, industry, public administration and European bioeconomy-related projects. The table displays each stakeholder, their contribution to the Bioboost project, how communication is established with each of them, and the expected impact of their involvement.

The involvement of stakeholders from public administrations, including regional and local government bodies, ensures that the project is aligned with the political agenda and receives the necessary support from the government. Similarly, the involvement of stakeholders from industries, energy companies and investors, helps to ensure that the project is financially sustainable and commercially viable.

The report aims to provide an overview of the methodologies and tools used to engage stakeholders and expand the project pipeline for a bioeconomy project. Moreover, the report seeks to demonstrate that these projects are profitable both economically and environmentally, with the potential to create a positive impact on the territory, scalable, and sustainable in the long term.

2. Introduction

Objective of this report

The purpose of this report is to provide an overview of the methodologies and tools used to engage stakeholders and expand the project pipeline for a bioeconomy project. The report is intended to provide information about the significance of involving stakeholders in a particular project or initiative, the various ways in which stakeholders were engaged, the outcomes of these engagement methods, and the lessons learned from the engagement process.

Scope

As explained in D2.2, the target projects, known as Bioboosters, are those that transform renewable biological resources into materials, energy, products or services in the bioeconomy sector, with systemic impact and an investment of over 1 million euros. We give importance to projects with the potential to create a positive impact on the territory, that are scalable and sustainable in the long term. We want to demonstrate that they are profitable both economically and environmentally. Therefore, our primary objective is to ensure that Bioboosters see Bioboost as a necessary ally to move forward in the best possible way.

These Bioboosters will become part of our client portfolio and will enable us to implement our services and test the application of our methodology. This will allow us to learn best practices and determine which services provide the most value in accelerating bioeconomy projects in Catalonia in the long term.

Bioboost is interested in two types of bioeconomy projects: big investors or enterprises with existing bioeconomy projects, and small local bioeconomy projects.

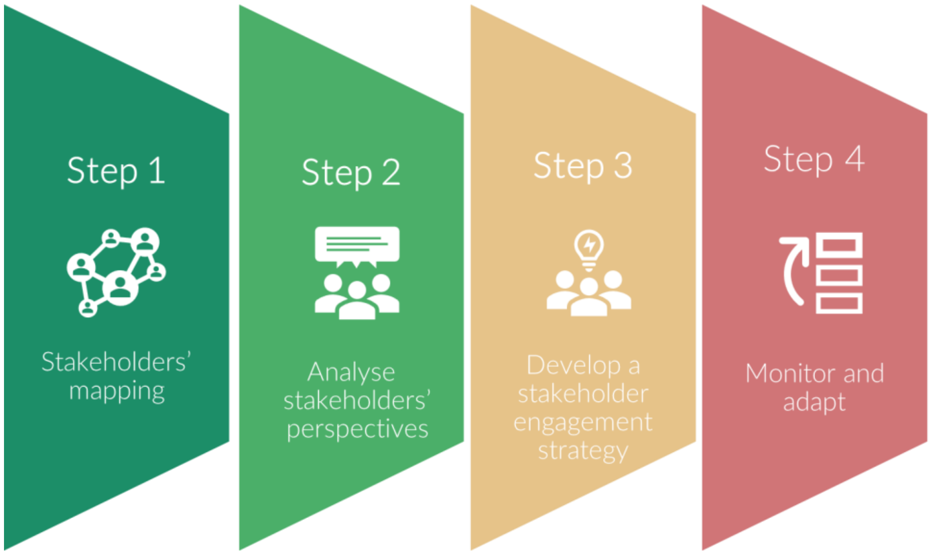
1. Big investors or big enterprises that already have a bioeconomy project:
   The report will provide information on how to help big investors or enterprises achieve more impact with their existing bioeconomy projects. This may include analyzing raw materials to optimize their use, providing legal services or regulatory support to help navigate complex regulatory environments, or identifying opportunities for expanding the impact of their projects.

2. Small local projects:
   The report will also focus on small bioeconomy projects and provide information on how to help these projects expand their influence and become bigger projects. This may include identifying similar projects in the same geographic area or sector to create synergies and amplify the territorial impact of the projects. The report may also provide information on funding sources, networking opportunities, and best practices for scaling up small bioeconomy projects.

Methodology

As we have seen, engagement with the actors involved is essential to expand the project pipeline. To conduct a proper analysis of these actors, we have employed a methodology based on stakeholder analysis[1], which consists of four steps:

Figure 1. Steps in the stakeholder analysis methodology



Step 1. Stakeholders' mapping

Stakeholder mapping is a crucial first step in any bioeconomy project as it helps to identify and understand the different individuals, organizations, or groups that have a vested interest in the project. By identifying stakeholders early on, it is possible to anticipate potential conflicts, determine levels of influence and interest, and develop effective engagement strategies.

The first step in stakeholder mapping is to **identify** all the stakeholders that are affected by or can affect the project. This list should be comprehensive and include all relevant groups, such as investors, entrepreneurs, government agencies, research institutions, etc.

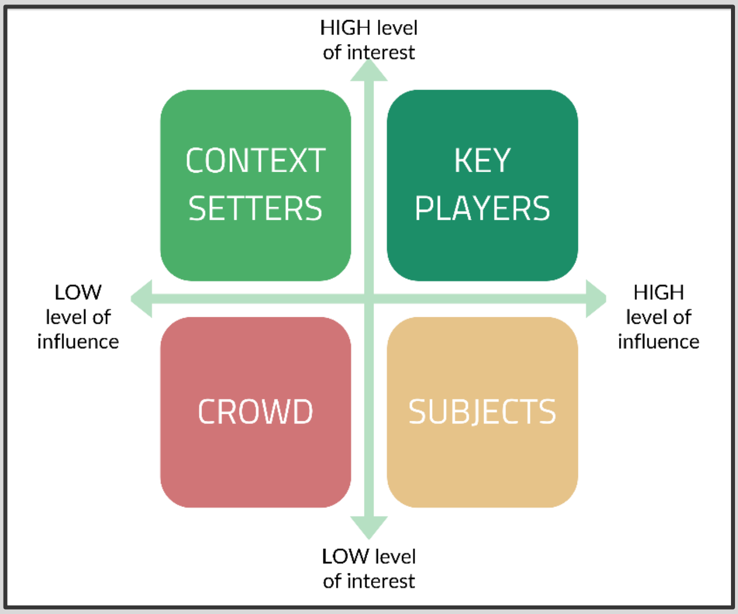
Once the stakeholders have been identified, the next step is to **prioritize** them based on their level of interest in the bioeconomy project pipeline and their level of influence over the projects. Prioritizing stakeholders is essential as it helps to focus engagement efforts on those who are most important and have the greatest impact on the project.

One way to prioritize stakeholders is to use a power/interest matrix, which helps to categorize stakeholders based on their level of interest and influence. This matrix can be used to identify key stakeholders who have a high level of interest and influence, such as government agencies or investors, as well as those with a low level of interest and influence.

[1] Methodology for stakeholder engagement

Stakeholders with high levels of interest and influence are termed *key players*, and it is argued by some that priority should be given to engaging actively with this group to affect change. *Context setters* are highly influential but have little interest in the project. However, because of their influence, they may have significant influence over the success of the project but may be difficult to engage with. Though, effort may be necessary to engage this group in the project. *Subjects* have high levels of interest in the project but low levels of influence. Therefore, although they are supportive, they are unlikely to be able to play a significant role in supporting the implementation of the project outcomes. However, it must be kept in mind that the Subjects may become influential in a later stage by forming alliances with other more influential Stakeholders. Subjects are often the marginal Stakeholders that may also be considered 'hard to reach' and that might warrant special attention to secure their engagement and to empower them to engage as equals in the Project with more influential Stakeholders. The *crowd* are Stakeholders who have little interest or influence on the outcomes of the project and though there is little need to consider them in much detail or to engage with them. However, it must be kept in mind that, as with the case of Subjects, the influence or the interest of the Crowd may change with time.

Figure 2. Influence / interest matrix used to identify stakeholders with differing levels of interest and influence over the project[2]



Finally, it should be noted that all methods for identifying Stakeholders provide a snapshot in time, Stakeholders' interests and influence. This means that Stakeholder mapping exercises should be revisited and updated periodically to ensure that the needs and priorities of all Stakeholders continue to be captured.

[2] Adapted from Mendelow's power-interest matrix.

Step 2. Analyze stakeholder' perspectives

The aim of this step is analyzing the perspectives, interests, and concerns of each stakeholder group. This is a critical step in understanding how each group will be affected by the project and identifying potential areas of conflict or opportunities for collaboration.

To analyze stakeholder perspectives, various methods can be used, such as interviews, surveys, or focus groups. These methods can provide valuable insights into stakeholder opinions, concerns, and expectations for the project. By gathering this information, it is possible to identify areas of consensus and disagreement and develop strategies to address any concerns.

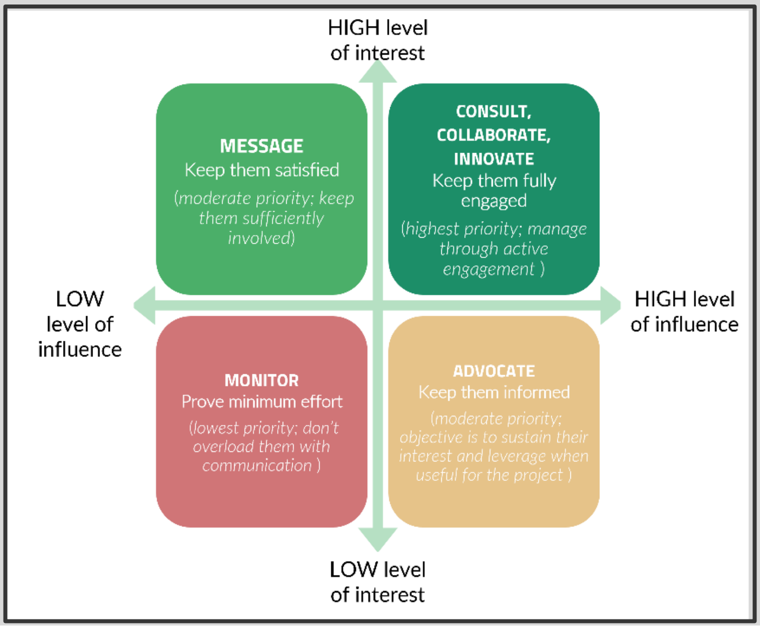
The used techniques in this step are explained in more detail in *3. Engagement techniques to expand the pipeline.*

Step 3. Develop a stakeholder engagement strategy

The next step is to develop a stakeholder engagement strategy based on the stakeholder analysis conducted in step 2. This strategy should be tailored to the specific needs and expectations of each stakeholder group and should outline the methods and activities that will be used to engage with them.

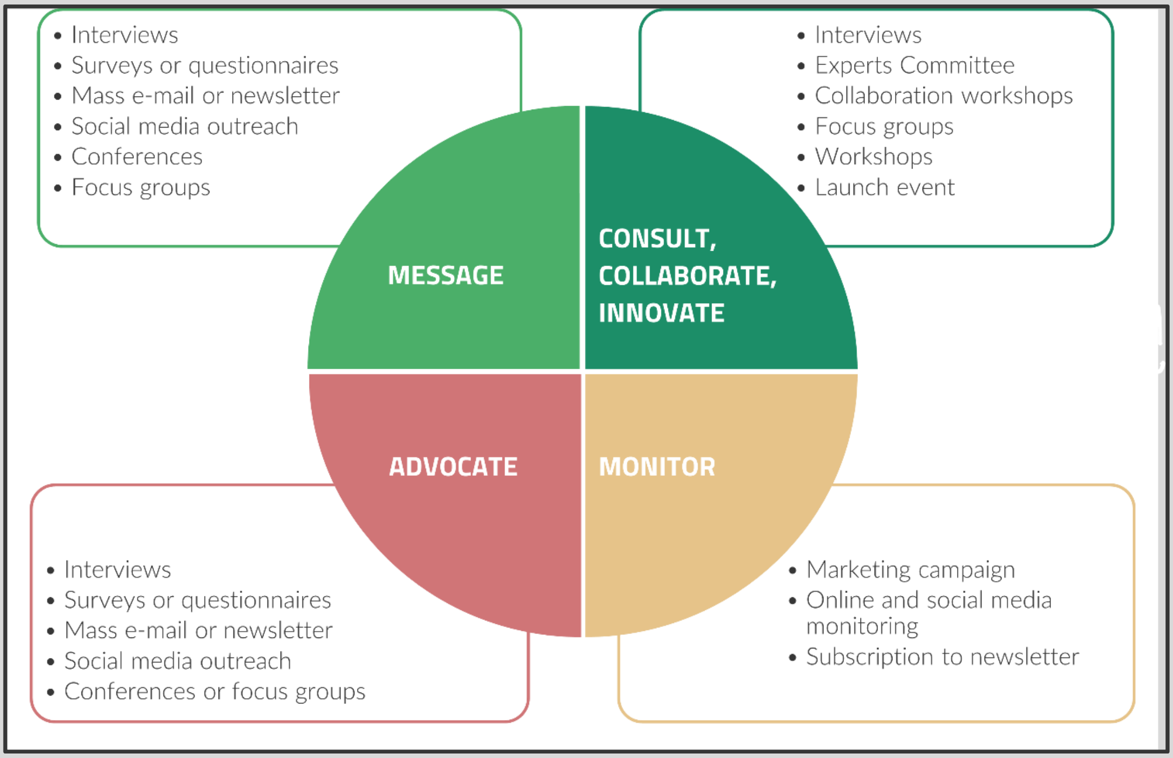
To do so, proposed **engagement approaches** are linked to each quadrant. This tool helps to plan the activities based on the level of support the various stakeholders are likely to provide and to prioritize efforts in engaging the stakeholders, as appropriate to the needs of the project.

Figure 3. The proposed engagement approach to consider in planning stakeholder engagement[2]



The previous steps have all led the final step of preparation – identifying the technique that matches the engagement approach and level of ambition of the stakeholder engagement. Figure 4 provides a list of techniques that are appropriate for the chosen approach. This table aids in the identification of relevant techniques for engaging particular stakeholders or groups of stakeholders. Multiple stakeholders can be engaged by utilizing a variety of techniques. Furthermore, the project partners are not restricted to employing a single engagement technique at any given moment.

Figure 4. Possible techniques associated to each engagement approach[2]



Next step is to create an action plan that outlines the specific activities and timelines for engagement. This plan should be based on the project implementation timeframe and the current needs for engagement. The plan should also be reviewed and updated to ensure that it remains relevant and effective.

This plan entails planning the meetings and the techniques to carry through these meetings. Also, further events could be included in the planning in order to have regular contact with stakeholders. Logistics are an important aspect of planning the stakeholder engagement; so, it is important to develop an agenda focused on objectives and outcomes, develop rules of engagement, confidentiality, and a decision-making process, develop a feedback plan and mechanism, set up channels of ongoing communication, etc.

The development of a stakeholder engagement strategy is critical for the success of the project, as it ensures that all stakeholders are informed, engaged, and included in the decision-making process. A well-developed strategy can also help to mitigate conflicts and promote collaboration among stakeholders.

Step 4. Monitor and adapt

It is important to monitor and adapt the stakeholder engagement strategy as needed. This step is critical for ensuring that stakeholder concerns are being addressed and that the project is meeting its objectives.

Continuous monitoring of stakeholder perspectives and concerns is necessary to identify any changes in stakeholder interests. This can be done through regular communication channels, such as feedback surveys or stakeholder forums, or through ongoing engagement activities. Monitoring should be done at regular intervals throughout the project.

Once stakeholder perspectives and concerns have been identified, the engagement strategy should be adapted as needed. This may involve changes to specific engagement activities or the addition of new activities to address emerging concerns. The stakeholder engagement strategy should be flexible enough to accommodate changes and should be reviewed regularly to ensure that it remains effective.

3. Results of the stakeholder analysis

The results of the analysis conducted have led to the development of a dynamic table, which may change, expand, or reduce as the Bioboost project evolves. The following table presents the stakeholders involved in the project and is divided into four major groups, as described in *D1.1. European Bioeconomy Project Development Best Practices Report*.

The stakeholders' groups and interactions model shown in the table are based on the Circular Economy-Centric Quintuple-Helix Model[3], which highlights the necessary actors to trigger innovation. The model represents stakeholders as separate helices, with academia and technological organizations contributing to developing innovative technological research to facilitate novel bioeconomy solutions. Industry and business have a critical role in deploying bioeconomy projects in specific regions and cities, while public administration plays a crucial role in supporting and accelerating the transition towards bioeconomy solutions by implementing policies, regulatory frameworks, legal standards, and enforcement policies. Civil society is also essential in pushing the transition from linear to circular economy by modifying consumption habits.

The table displays each stakeholder, their contribution to the Bioboost project, how communication is established with each of them, and the expected impact of their involvement. Interviews have been conducted with all stakeholders to introduce the project, present it as a useful tool, and request support for various initiatives. The primary objective of these initial communications is not only to expect projects from stakeholders but also to share experiences and knowledge.

This table is a crucial guide for the project team, providing a comprehensive understanding of stakeholders' roles, contributions, and expected impact. As a dynamic tool, it evolves as the project progresses and allows for easy comparison and contrast of stakeholder perspectives, which informs decision-making and ensures stakeholder concerns are addressed. The table serves as a stakeholder management tool, facilitating communication and ensuring all perspectives are considered for a successful and sustainable project outcome.

[3] Circular Cities & Regios Initiative – Methodology for the implementation of a circular economy at the local and regional scale

Table 1. Result of the analysis of the most important stakeholders

Stakeholder group	Stakeholder name	Expected Impact	Communication Strategy	Interest/Priorisation
Public Administration	Departament d'Acció Climàtica Alimentació i Agenda Rural - *Department of Climate Action, Food and Rural Agenda*	Expertise and knowledge Increased project visibility Network and connections Access to funding Access to new bioeconomy projects Alignment with the political agenda Regulatory support Support from the government Validation and credibility Stakeholder engagement Knowledge sharing and capacity building	Regular meetings, presentations, email and e-newsletters, group video calls, events invitations	**Key players**
Public Administration	Agència Catalana de l'Aigua (ACA) - *Catalan Water Agency*		Presentations, email and e-newsletters, group video calls	Subjects
Public Administration	Agència de Residus de Catalunya (ARC) - *Catalan Waste Agency*		Presentations, email and e-newsletters, group video calls	Subjects
Public Administration	Departament Economia – Cap d'Estratègia Econòmica - *Department of Economy – Area of Economic Strategy*		Regular meetings, presentations, email and e-newsletters, group video calls, events invitations	**Key players**
Public Administration	Diputació de Barcelona - *Provincial government in Barcelona*		Presentations, email and e-newsletters, group video calls	Subjects
Public Administration	Diputació de Lleida - *Provincial government in Lleida*		Regular meetings, presentations, email and e-newsletters, group video calls, events invitations	**Key players**
Public Administration	Diputació de Tarragona - *Provincial government in Tarragona*		Presentations, email and e-newsletters, group video calls	Subjects
Public Administration	Diputació de Girona - *Provincial government in Girona*		Presentations, email and e-newsletters, group video calls	Subjects
Public Administration	Associació Catalana de Municipis - *Catalan Association of Municipalities*		Presentations, email and e-newsletters	Context setters
Public Administration	Associació Catalana de Micropobles - *Catalan Association of Small Towns*		Presentations, email and e-newsletters	Context setters
Public Administration	Federació de Cooperatives Agràries de Catalunya - *Federation of Agricultural Cooperatives of Catalonia*		Presentations, email and e-newsletters	Context setters
Public Administration	Associació d'Iniciatives Rurals (ARCA) - *Rural Iniciatives Association*		Presentations, email and e-newsletters	Context setters
Public Administration	Institut Català d'Energia (ICAEN) - *Catalan Institute for Energy*		Presentations, email and e-newsletters	Context setters
Industry	Clúster de la Bioenergia de Catalunya - Bioenergy Cluster in Catalonia	IIncrease in market opportunities Better understanding of industry needs Market insights Industry-specific knowledge Collaboration and networking Innovation and technology development Access to funding and resources Regulatory and policy influence. Enhanced reputation and credibility Access to talent and skills	Attendance at industry events, joint marketing efforts	**Key players**
Industry	Clúster de l'Energia Eficient de Catalunya (CEEC) - Cluster of Efficient Energy of Catalonia			**Key players**
Industry	Clúster de Residus de Catalunya - Waste Cluster in Catalonia			**Key players**
Industry	*Check Annex for more*			Subjects
Investors	*Check Annex for more*	Insight on market and investment opportunities Expertise and knowledge around investments in bioeconomy projects Network and connections Guidance and support in business development activities Access to funding Operational efficiency Mentorship and strategic guidance Validation and credibility Access to market intelligence. Risk mitigation	Presentations, email and e-newsletters, workshops, round tables and other engagement activities, events invitations	**Key players**
Academia	AKIS International	Research collaboration Knowledge exchange Networking and collaboration Dissemination of research findings Talent development Policy and advisory roles Technology transfer Continuous learning and improvement	Joint research projects, seminars, workshops	**Key players**
Academia	Institut de Recerca i Tecnologia Agroalimentàries (IRTA) Institute of Agrifood Research and Technology			Context setters
Academia	Centre Tecnològic Beta (Universitat de Vic) - Beta Technology Center (Vic University)			Context setters
Academia	Centre Tecnològic Forestal de Catalunya (CTFC) - Forest Technology Center of Catalonia			Context setters
Academia	Col·legi Enginyers Agrònoms de Catalunya			Context setters
Academia	Col·legi Economistes de Catalunya			Context setters

Public sector

Bioboost is a project that plays a crucial role in supporting the implementation of the Bioeconomy Strategy plan in Catalonia. As such, it involves all actors involved in the Strategy as stakeholders in the project. The inclusion of all these actors ensures that the project is aligned with the strategic plan and helps to achieve the desired outcomes.

From a political perspective, the project involves stakeholders from public sector, including regional and local government bodies. These stakeholders are crucial for the implementation and enforcement of policies and regulatory frameworks that support the bioeconomy transition. They are responsible for shaping the legal standards and enforcing them, which creates a favorable environment for the growth of the bioeconomy sector in Catalonia. The involvement of these stakeholders ensures that the project is aligned with the political agenda and receives the necessary support from the government.

Here are the expected impacts of public administration' involvement in the Bioboost project:

- Expertise and knowledge: public administration can bring expertise and knowledge related to the bioeconomy, contributing valuable insights to the project.
- Increased project visibility: public administration's involvement can enhance the visibility of the project, attracting attention and interest from various stakeholders.
- Network and connections: public administration often has extensive networks and connections that can be leveraged to facilitate collaborations, partnerships, and knowledge exchange for the project.
- Access to funding: Public administration can provide access to funding sources and grants, supporting the financial needs of the project.
- Access to new bioeconomy projects: through their involvement, public administration can provide insights and information on new bioeconomy projects, enabling the project to stay informed and leverage potential opportunities.
- Alignment with the political agenda: the project aligns with the political agenda of the public administration, supporting their policy objectives and priorities in areas such as sustainability and innovation.
- Regulatory support: public administration can offer regulatory support, facilitating necessary approvals, permits, and compliance for the project.
- Support from the government: public administration's involvement signifies support from the government, which can provide resources, backing, and recognition to the project.
- Validation and credibility: the participation of public administration adds validation and credibility to the project, enhancing its reputation and attracting further interest from other stakeholders.
- Stakeholder engagement: public administration can facilitate stakeholder engagement, bringing together various parties to collaborate, share knowledge, and address common challenges in the bioeconomy sector.
- Knowledge sharing and capacity building: public administration can contribute to knowledge sharing and capacity building activities, providing access to research, data, and organizing training programs to enhance skills and knowledge within the project.

Private sector

On the other hand, the **private sector** is equally essential for the success of the project. The project involves stakeholders from industry sectors, where their expertise, specialized knowledge, and experience are leveraged to drive the project's objectives and outcomes. Furthermore, exploring industry sectors can provide insights into bioeconomy projects, allowing us to enhance our pipeline. Additionally, investors contribute to the project by providing the necessary resources and funding, enabling its development and implementation. The involvement of these stakeholders forms a collaborative ecosystem that fuels the project's progress and ensures that the project is financially sustainable and commercially viable in the long run.

The industry sectors' involvement in the Bioboost project can lead to:

- **Increase in market opportunities**: industry sector participation in the project can lead to an expansion of market opportunities. By leveraging the project's advancements, technologies, and innovations, industries can tap into new markets and avenues for growth within the bioeconomy sector.
- **Better understanding of industry needs**: the project provides an opportunity for industries to communicate their specific needs and challenges. This engagement enables a better understanding of industry requirements, allowing the project to tailor its solutions and innovations to address those needs effectively.
- **Market insights**: through their involvement, industries can provide valuable market insights to the project. This includes information on market trends, customer demands, competitor analysis, and emerging opportunities. These insights can inform the project's strategic decisions and enhance its competitiveness in the marketplace.
- **Industry-specific knowledge**: industries possess specialized knowledge and expertise in their respective sectors. By participating in the project, they can contribute their industry-specific knowledge, best practices, and technological advancements. This knowledge exchange can foster innovation, improve operational efficiency, and accelerate the project's progress.
- **Collaboration and partnership**: Industry involvement in the project can foster collaboration and partnerships with other industry players, research institutions, and stakeholders. These collaborations can lead to the development of joint projects, shared resources, and the exchange of ideas. By working together, industries can leverage collective expertise and resources to achieve common goals and address sector-wide challenges.
- **Product and process development**: Industries can contribute to the development and refinement of products, processes, and technologies within the project. This collaboration enables the integration of industry expertise, practical insights, and market-driven perspectives, resulting in the creation of innovative and commercially viable solutions.
- **Validation and market adoption**: industries' involvement in the project lends credibility and validation to the project's outcomes. Industry partners can serve as early adopters, demonstrating the feasibility and commercial potential of the project's innovations. Their validation can accelerate market adoption and create pathways for widespread industry implementation.
- **Enhanced competitive advantage**: through their engagement in the project, industries can gain a competitive advantage by staying at the forefront of technological advancements, market

trends, and sustainable practices. This advantage positions them as leaders within the bioeconomy sector, enabling them to differentiate their products and services in the market.

- Talent development and recruitment: the project provides opportunities for industries to engage with and attract top talent from academic institutions and research organizations. By participating in the project, industries can strengthen their workforce by recruiting skilled professionals and researchers with expertise in the bioeconomy domain.
- Access to new bioeconomy projects: through their involvement, industry sector can provide insights and information on new bioeconomy projects, enabling the project to stay informed and leverage potential opportunities.

One the other hand, here are the expected impacts of investors' involvement in the Bioboost project:

- Insight on market and investment opportunities: investors can provide valuable insights and analysis on market trends, investment opportunities, and potential returns within the bioeconomy sector. Their expertise can help the project in identifying promising areas for investment and navigating market dynamics.
- Expertise and knowledge around investments in bioeconomy projects: investors bring expertise and knowledge specific to investments in bioeconomy projects. They have experience in evaluating risks, assessing financial viability, and optimizing investment strategies. This expertise can help the project in structuring funding models and attracting investment.
- Network and connections: investors often have extensive networks and connections within the business and investment communities. They can leverage their connections to facilitate partnerships, collaborations, and access to resources for the project. These networks can provide valuable introductions to potential stakeholders, industry experts, and strategic partners.
- Guidance and support in business development activities: investors can offer guidance and support in business development activities. They can assist the project in refining its business model, identifying target markets, and developing growth strategies. Their expertise can contribute to effective decision-making, scalability, and market positioning.
- Access to funding: one of the primary contributions' investors bring is access to funding. They can provide financial resources to the project, helping to fund research, development, and commercialization efforts. This financial support is crucial for the project's success and can accelerate its progress.
- Operational efficiency: investors often have experience in optimizing operational processes and improving efficiency. They can provide valuable insights and best practices to enhance the project's operational performance, cost-effectiveness, and scalability. This support can contribute to the overall success and sustainability of the project.
- Mentorship and strategic guidance: investors can offer mentorship and strategic guidance to the project team. Their experience and industry knowledge can help navigate challenges, make informed decisions, and seize opportunities. This mentorship can contribute to the project's growth, market positioning, and long-term success.
- Validation and credibility: the involvement of reputable investors lends validation and credibility to the project. Their participation signals confidence in the project's potential and can attract further interest from other stakeholders, including potential partners, customers, or funding sources.
- Access to market intelligence: investors often have access to market intelligence, industry research, and industry-specific data. They can provide the project with valuable market insights,

helping to refine strategies, target customers, and identify emerging trends. This market intelligence can give the project a competitive edge.
- Risk mitigation: investors can contribute to risk mitigation strategies by providing risk assessment expertise and helping to develop contingency plans. Their experience in managing investment risks can assist the project in identifying and mitigating potential obstacles and challenges.

Therefore, the involvement of stakeholders from both the political and business parts is crucial for the success of the Bioboost project. It helps to create a favorable environment for the growth of the bioeconomy sector in Catalonia, ensuring that the project is aligned with the Bioeconomy Strategy, and receives the necessary support from both the government and the private sector. Ultimately, this leads to the development of a sustainable and circular economy in Catalonia, which benefits the environment, the society and the economy.

Academia

Academia plays a crucial role in the Bioboost project, bringing essential expertise, resources, and a commitment to advancing knowledge and innovation in the bioeconomy field. By bridging the gap between theoretical understanding and practical application, academia enhances the project's scientific rigor, drives technological advancements, and facilitates the dissemination of research findings. Through their unique strengths and contributions, academia strengthens the project's foundation, promotes interdisciplinary collaboration, and fosters a culture of continuous learning and improvement. Therefore, the engagement of academia in the Bioboost project plays a pivotal role in achieving the project's objectives of promoting the development of a sustainable bioeconomy.

Here is a list of expected impacts for academia's involvement in the Bioboost project:
- Research collaboration: academia can engage in research collaboration with the project, bringing their expertise and resources to address key challenges and develop innovative solutions. This collaboration can lead to advancements in bioeconomy technologies, processes, and knowledge.
- Knowledge exchange: academia's involvement facilitates the exchange of knowledge between academic researchers, project teams, and industry stakeholders. The project can benefit from academic expertise, theoretical frameworks, and scientific insights, while academia can gain practical insights and applied research opportunities.
- Networking and collaboration: academia's participation provides opportunities for networking and collaboration among researchers, experts, and industry professionals. This collaboration fosters interdisciplinary approaches, encourages the exchange of ideas, and supports the development of holistic solutions to bioeconomy challenges.
- Dissemination of research findings: academia plays a critical role in disseminating research findings and sharing knowledge. The project can benefit from academia's ability to publish research papers, present at conferences, and communicate research outcomes to a wider audience. This dissemination enhances the project's visibility and impact.
- Talent development: the involvement of academia in the project contributes to talent development in the bioeconomy field. Through student involvement, internships, and collaborative research opportunities, academia nurtures the next generation of bioeconomy professionals, equipping them with the necessary skills and knowledge.

- Policy and advisory roles: academia can play a vital role in informing policy development and providing advisory services. Through their expertise, academic researchers can contribute to evidence-based policymaking, providing insights on the potential impacts, risks, and benefits of bioeconomy initiatives.
- Technology transfer: academia can facilitate the transfer of technology and knowledge generated through the project to industry and society. This technology transfer can lead to practical applications, commercialization opportunities, and economic impact.
- Continuous learning and improvement: academia's involvement encourages a culture of continuous learning and improvement within the project. Academic researchers bring a focus on critical analysis, evaluation, and reflection, contributing to the project's ongoing development and optimization.

European projects

Establishing a link with other European projects is of paramount importance in order to foster the exchange of information, synergies, and best practices. Collaboration and coordination among projects contribute to the efficient utilization of resources, avoidance of duplication of efforts, and overall enhancement of project outcomes. This is particularly crucial in the context of the Circular Cities and Regions Initiative (CCRI), where cooperation activities and knowledge sharing play a pivotal role in driving sustainable development.

By establishing a link with other European projects, participants gain access to a broader network of experts and stakeholders, thereby facilitating the exchange of valuable information. This exchange enables project teams to learn from each other's experiences, successes, and challenges, leading to improved project implementation and outcomes. Sharing knowledge and data fosters innovation, enabling participants to develop novel solutions, approaches, and technologies.

Synergies created through collaboration with other European projects are instrumental in avoiding overlaps and maximizing the impact of initiatives. Through coordination with the CCRI, participants can identify areas of complementarity and collaboration, ensuring that project efforts are aligned, efficient, and mutually reinforcing. By pooling resources and expertise, projects can collectively tackle complex challenges and address common goals, accelerating progress towards a sustainable and resilient bioeconomy.

Within the framework of the CCRI, collaboration with other projects that offer Project Development Assistance (PDA) presents a valuable opportunity for cooperation. PDA projects share a common focus on providing support and assistance in the development of bioeconomy initiatives. By exchanging good practices and experiences, participants can refine their approaches, enhance stakeholder involvement, and foster more inclusive and impactful projects.

To facilitate collaboration and knowledge sharing, it is important to maintain an updated list of European bioeconomy projects and PDA projects (see table 2). This list serves as a valuable resource for identifying potential partners, fostering collaboration, and avoiding duplication of efforts. Regular communication and engagement with the identified projects create a platform for sharing insights, exchanging data, and disseminating best practices. This collaborative approach nurtures a vibrant bioeconomy ecosystem, where participants can collectively address the challenges and opportunities associated with sustainable development.

Figure 5. Meeting with representatives from CCRI-PDA projects, featuring Veronica Kuchinow as the representative of Bioboost

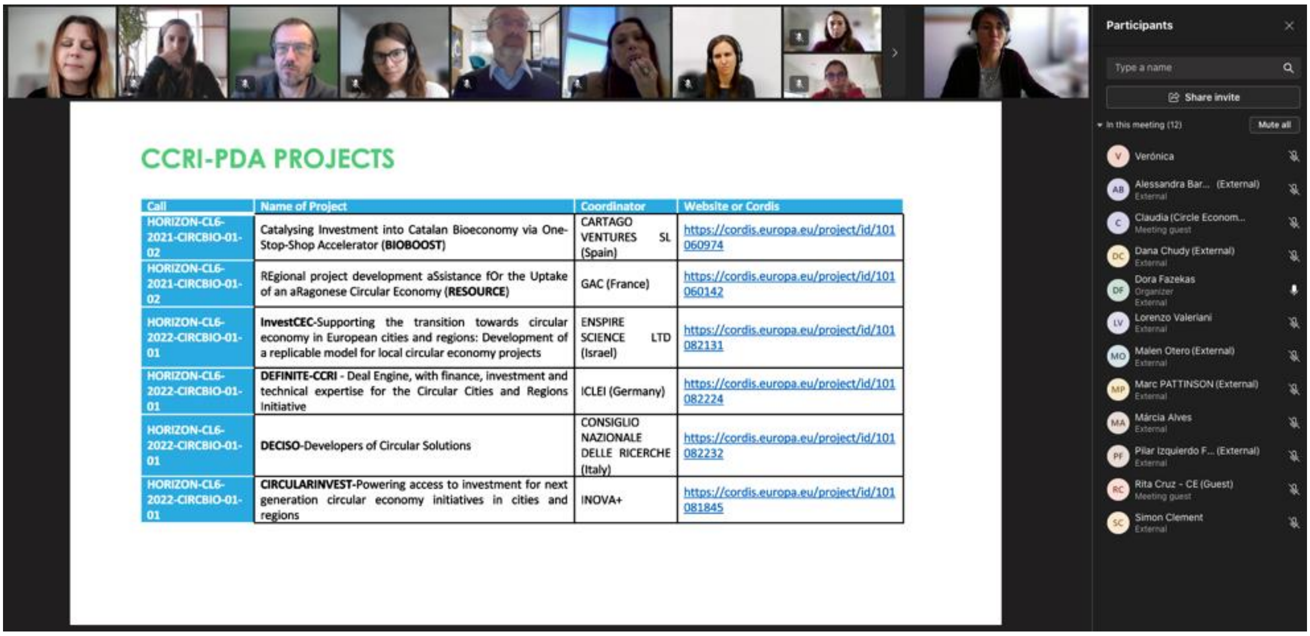


Table 2. List of European bioeconomy projects and CCRI-PDA projects

Stakeholder group	Shared space	Stakeholder name	Communication Strategy	Contribution to Bioboost	Interest/Priorisation
Bioeconomy projects	Partner in Spain	VALUEWASTE - Unlocking new value from urban biowaste	Community engagement events, social media outreach	Sharing experiences, knowledge, contacts	Subjects
Bioeconomy projects	Partner in Spain	HOOP - Vitalise Europe's Urban Bioeconomy	Community engagement events, social media outreach, invitation to the launching event		Subjects
Bioeconomy projects	Partner in Catalonia	BIOCIRCULARCITIES - Unlock the circular economy potential of unexploited bio-based waste streams and boost the green and sustainable transition.	Community engagement events, social media outreach, presenting Bioboost in their final event		Subjects
Bioeconomy projects	Partner in Spain	Bioeconomy Ventures - Platform for bioeconomy-based start-ups and spinoffs, driving their access to finance, becoming the future lighthouse in the European bioeconomy ecosystem.	Community engagement events, social media outreach, invitation to the launching event		Subjects
Bioeconomy projects	CCRI (PDA)	RESOURCE – REgional project development aSsistance fOr the Uptake of an aRagonese Circular Economy	Attending CCRI's Bioeconomy Thematic Working Group meetings, invitation to the launching event, community engagement events, social media outreach		Subjects
Bioeconomy projects	CCRI-CSO	BIOMODEL4REGIONS – Supporting the establishment of innovative governance models to achieve better informed decision making processes, social engagement, and innovation in the bio-based economy	Attending CCRI's Bioeconomy Thematic Working Group meetings, community engagement events, social media outreach		Subjects
Bioeconomy projects	CCRI (PDA)	CircularInvest - Powering access to investment for next generation circular economy initiatives in cities and regions	Attending CCRI's Bioeconomy Thematic Working Group meetings, community engagement events, social media outreach		Subjects
Bioeconomy projects	CCRI (PDA)	DECISO - Developers for circular solutions	Attending CCRI's Bioeconomy Thematic Working Group meetings		Subjects
Bioeconomy projects	CCRI (PDA)	DEFINITE-CCRI - Deal Engine, with finance, investment and technical expertise for the Circular Cities and Regions Initiative	Attending CCRI's Bioeconomy Thematic Working Group meetings		Subjects
Bioeconomy projects	CCRI (PDA)	InvestCEC - Supporting the transition towards circular economy in European cities and regions: Development of a replicable model for local circular economy projects	Attending CCRI's Bioeconomy Thematic Working Group meetings		Subjects
Bioeconomy projects	CCRI-CSO	ROBIN - Deploying circular BIOecoNomies at Regional level with a territorial approach	Attending CCRI's Bioeconomy Thematic Working Group meetings		Subjects
Bioeconomy projects	Partner in Catalonia	LIFE BIOREFORMED - Implementing a Mediterranean biorefinery to boost forest management through the production of added value products.	Invitation to the launching event, community engagement events, social media outreach		Subjects

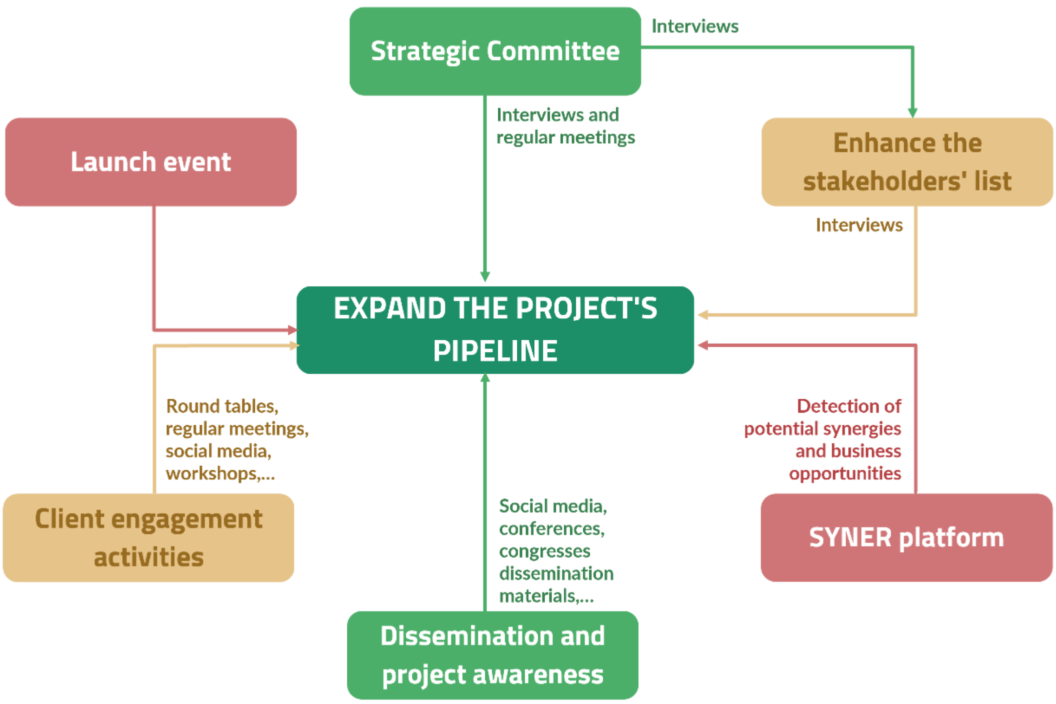
4. Engagement techniques to expand the project pipeline

To effectively expand the project pipeline, it is crucial to engage with stakeholders and gather their input on their needs, concerns, and perspectives. To achieve this, a variety of methods can be utilized to gather information and facilitate collaboration.

This section outlines the various techniques implemented in this project to expand the project pipeline, aimed at attracting clients and projects. These include the formation of a Strategic Committee, conducting interviews, utilizing material flow analysis tools such as the SYNER platform, and implementing various activities and actions related to the dissemination and communication of the project, as well as activities directed towards clients.

By utilizing a range of methods, the project team is able to gain a comprehensive understanding of stakeholder perspectives and needs. This understanding informs about the development and implementation of the project.

Figure 6. Scheme of engagement techniques to expand the project pipeline[4]



[4] Elaborated by the authors

Strategic Committee

The process starts with creating a stakeholders list, followed by selecting prominent individuals with expertise or influential positions to join the Strategic Committee. The project team then conducts interviews with the committee members, not only to present the project and the consortium but also to expand their contacts and enhance the initial stakeholder list. This expansion provides an opportunity to discover new bioeconomy projects and engage in possible collaborations with them.

Figure 7. Process from the initial stakeholders' list to the discovering of new bioeconomy projects through the Committee[5]

The Project's Strategic Committee is a crucial component of the project's success and serves as the main tool to find new projects to engage with. The committee's members, listed in a separate table (see table 3), bring valuable industry knowledge and experience that enables them to provide insights on potential projects and assess their viability.

The committee's involvement is critical to expanding the project pipeline by helping to identify projects that align with the project's goals and providing feedback on the feasibility of proposed projects. Working closely with the committee, the project team can ensure that they are targeting the right projects and providing the necessary support and resources for those projects to succeed. Moreover, the committee's participation can help to build credibility and visibility for the project, which can attract new projects and stakeholders to the bioeconomy sector.

By leveraging the Strategic Committee's expertise, the project team can confirm their strategies and ensure that the project's goals and objectives are aligned with the current needs and perspectives of the industry. Therefore, the involvement of the committee is a critical aspect of the project's success, and their contributions are invaluable for implementing the Accelerator Office effectively.

[5] Elaborated by the authors

Table 3. Strategic Committee's members and their expected impacts in the Bioboost project[5]

Name	Position	Stakeholder's group	Role	Expected Impacts
Teresa Botargues	Assessor in Economic Transformation at Diputació de Lleida	Public Administration	Adviser for Innovation and Economic Promotion of the Provincial Council of Lleida Promoter of BioHubCat in Catalonia	Insights and knowledge related to the Bioeconomy Strategy in Catalonia, the BioHubCat initiative and policies
Jaume Sió	Head of Technical Bureau at *Departament d'Acció Climàtica, Alimentació i Agenda Rural*	Public Administration	Coordinator for the Bioeconomy Strategy in Catalonia	Insights and knowledge related to the Bioeconomy Strategy in Catalonia and policies
Javier Lafuente	Rector of the Autonomous University of Barcelona	Academia	Professor of chemical engineering	Insights and knowledge related to technical aspects
Pablo de Muller	Founding Partner at Suma Capital	Investors	Expert in private equity and investment banking	Insights and knowledge related to bioeconomy inversions
Víctor Falguera	Manager at Akis International	Academia	Expert in research & innovation management for the agri-food sector & territorial development	Insights and knowledge related to bioeconomy research
Tatiana Fernández	Head of Economic Strategy in the *Secretariat of Economic Affairs and European Funds* at *Generalitat de Catalunya*	Public Administration	Coordinates the design, implementation and monitoring of Catalonia's smart specialisation strategy 2030 (RIS3CAT 2030) with the support of European funds.	Insights at RIS3CAT (research and innovation initiatives and actions aimed at accelerating the transition towards a greener, more digital, more resilient and fairer socioeconomic model with impact throughout the territory) and transformative shared agendas (based on cross-sectoral cooperation and knowledge generation between different actors aimed at understanding and managing complex problems from a holistic and dynamic perspective).

Interviews

Interviews with stakeholders can be a valuable tool for increasing the bioeconomy project pipeline by gathering insights and perspectives on potential projects, identifying barriers or challenges to project development, and building relationships with key stakeholders.

Compared to other methodologies, such as surveys or focus groups, interviews offer the advantage of being more in-depth and flexible, allowing for follow-up questions and a deeper exploration of ideas. Additionally, interviews can be conducted in various formats, such as in-person, video call or over the phone, making them a convenient and efficient option for both the interviewer and interviewee. Due to their ease of implementation and effectiveness in generating valuable information, interviews were a primary method used in our project to expand the bioeconomy project pipeline.

Following a structured approach is crucial when conducting stakeholder interviews to ensure that they are effective and provide valuable insights. To this end, a six-step process can be used:

Figure 8. Structured approach for conducting stakeholders' interviews[6]

[6] Elaborated by the authors

Identify stakeholders to interview
First, it is important to identify the stakeholders that you wish to interview and prioritize them based on their level of interest and influence in the bioeconomy project pipeline, using tools such as the Stakeholder Influence/Interest Grid.

Develop interview questions
Next, develop a list of interview questions that will allow you to gather insights and perspectives on potential projects, barriers or challenges to project development, and stakeholder priorities and interests.

Schedule interviews
After developing the interview questions, reach out to the identified stakeholders to schedule interviews. Be prepared to follow up multiple times to secure a time that works for both parties.

Conduct interviews
When conducting the interviews, choose a suitable format such as in-person, phone or video conferencing, and make sure to ask open-ended questions that encourage stakeholder insights and perspectives. Actively listen to stakeholder responses to gain a comprehensive understanding of their views.

Analyse results
Once the interviews are completed, analyze the results to identify common themes, priorities, and barriers to project development. This analysis will help you draw conclusions and develop next steps.

Use results to inform project development
Finally, use the insights and perspectives gathered from stakeholder interviews to inform project development and build relationships with key stakeholders. Stakeholder interviews can be an essential tool in expanding the bioeconomy project pipeline, leading to successful and sustainable projects.

The next BOX contains a comprehensive list of questions that can be used in an interview to engage stakeholders in a bioeconomy project. These questions are designed to foster meaningful conversations and identify opportunities and challenges in the development of new bioeconomy projects. We use this collection as a guide to gather valuable insights and perspectives from stakeholders in the bioeconomy sector.

BOX 1. Examples of questions

- *Could you describe your organization and the role it plays in the bioeconomy sector?*
- *What potential opportunities do you identify for new bioeconomy projects in the region?*
- *What specific challenges or obstacles do you anticipate in the development of new bioeconomy projects in the region?*
- *What are the key priorities for stakeholders in the bioeconomy sector regarding project development?*
- *What kinds of resources or support do you believe would be most beneficial for the advancement of new bioeconomy projects?*
- *In driving project development, to what extent do you believe collaboration between stakeholders in the bioeconomy sector is essential?*

- *Can you discuss any successful bioeconomy projects that have been implemented in the region, and what factors contributed to their success?*
- *How do you envision the evolution of the bioeconomy sector in the future, and what are the implications for project development?*
- *Are there any regulatory or policy challenges that may hinder the development of new bioeconomy projects, and if so, how might they be addressed?*
- *What role do you think public-private partnerships can play in promoting the development of bioeconomy projects?*

SYNER platform

The SYNER platform is an online tool with the capability to autonomously identify potential synergies and business opportunities between companies, based on surplus resources such as waste, water and energy. This innovative platform can be utilized to expand the Bioboost project pipeline and amplify the impact of Bioboosters. By integrating additional projects and/or stakeholders into the Bioboosters, the platform serves as a mean to broaden the reach and enhance the effectiveness of the project.

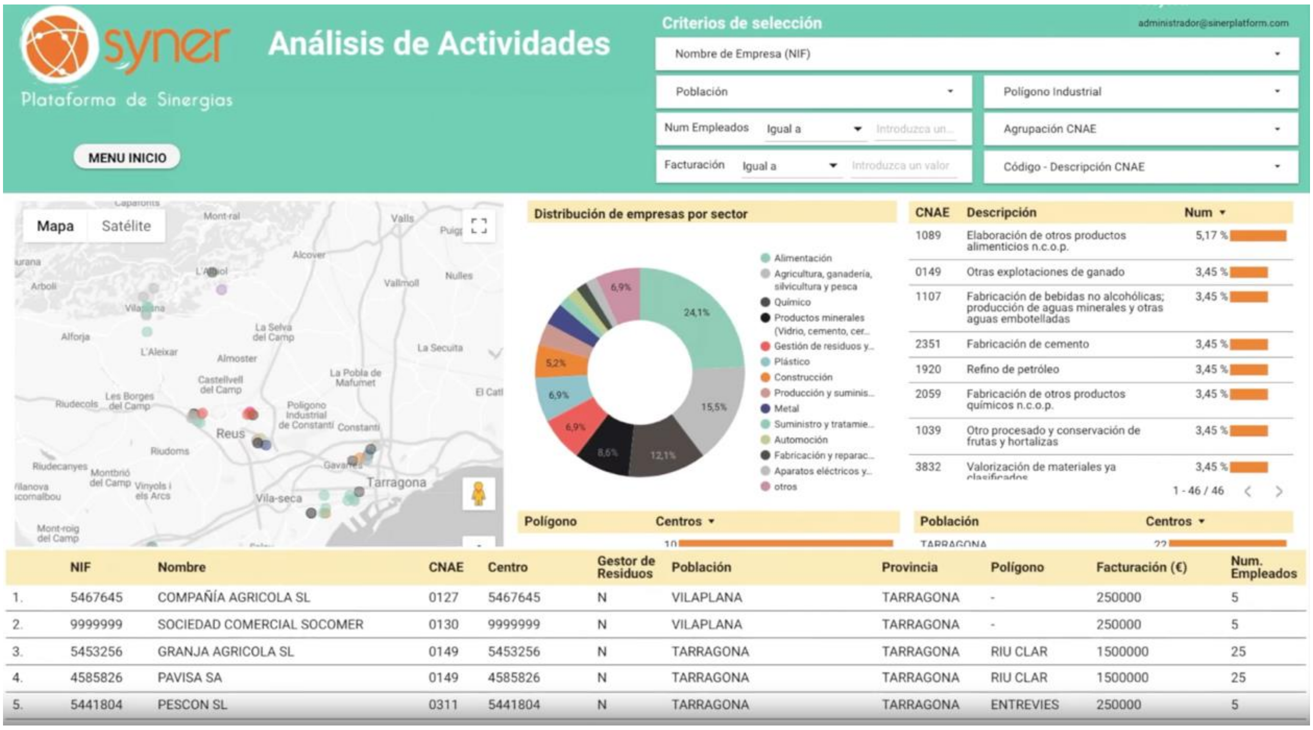
As facilitators, we can explore other companies (based on their economic activity) that can participate in their initiative, identifying companies that generate bioeconomy resources or waste. The SYNER platform can aid in locating these potential allies within the same territory, thereby ensuring a systemic impact and involving new stakeholders connected to each of these new incorporations that we offer services to. With SYNER platform we can also estimate the typology and amount of resources/waste of each company identified.

As facilitators, we possess the capacity to delve into other companies, considering their economic activities, and explore their potential participation in the Bioboosters. By identifying companies that generate bioeconomy resources or waste, the SYNER platform becomes an invaluable aid in pinpointing potential allies within the same geographical region. This approach ensures a systemic impact, allowing for the engagement of new stakeholders linked to each Biobooster we offer our services to. Moreover, the SYNER platform empowers us to estimate the type and quantity of resources or waste associated with each identified company. This comprehensive understanding allows for effective resource allocation and strategic decision-making in the pursuit of sustainable and impactful endeavours.

Example
As an illustrative case, let's take a closer look at Alcarràs Bioproductors SAT, one of our Bioboosters. With their visionary territorial project, they demonstrate an exceptional capacity to handle a surplus of waste beyond what is produced within their own land. Additionally, they seek to establish partnerships with entities interested in utilizing their propane resources. This is where the SYNER platform proves invaluable. By harnessing the capabilities of the SYNER platform, we can effectively identify prospective companies that can offer or benefit from these available resources. Through this collaborative approach, Alcarràs Bioproductors SAT can establish mutually beneficial relationships, optimize resource utilization, and enhance their overall sustainability efforts.

In a subsequent deliverable, we will explain how to use the SYNER tool to assist each of our Bioboosters in increasing their impact in each territory. The use of this powerful online platform can greatly benefit businesses and initiatives by identifying and creating opportunities for collaboration and growth.

Figure 9. Image of the SYNER platform[7]



Dissemination and outreach efforts for project awareness

Dissemination and outreach efforts are crucial to expand the Bioboost project pipeline and increase awareness beyond the scope of identified stakeholders. The "Call for Projects" initiative is a strategy that can be achieved through digital channels such as the project website and social media, as well as attending conferences and congresses.

To raise awareness about the Bioboost project, we participate in bioeconomy-related events, such as conferences and other gatherings. These events provide a platform to present our project and services to potential partners and establish relationships with key stakeholders. By networking at these events, we hope to increase visibility among those in the bioeconomy sector who could benefit from our services.

[7] https://synerplatform.com/

Table 4 List of conferences, congresses and events attended by Bioboost during the first year of the project

Year	Month	Day	Event	What	Who	Where
2022	9	29	BIT Lleida	The Congrés BIT is the space to learn about trends, innovations and business projects around the bioeconomy.	Anna Lluis (SYM)	Lleida
2022	11	1	Potenciació dels recursos agroalimentaris endògens cap a nous models del negoci circular - Enhancement of resources endogenous agri-food towards new models of the circular business	Exploring new models of business are emerging with the empowerment of endogenous agri-food resourcesthrough the circular bioeconomy and how the utilization of the generated by-productsthey are a source of multiple business options.	Anna Lluis (SYM)	online
2023	3	30	BIT Vic	The Congrés BIT is the space to learn about trends, innovations and business projects around the bioeconomy.	Emma Pipó (INV)	Vic (Barcelona)
2023	4	12	Jornada economia circular i competitiva de Gavà - Circular and competitive economy conference in Gavà	Annual meeting point for companies, administrations and experts to promote the circular economy	Emma Pipó (INV)	Gavà (Barcelona)
2023	5	24	Biocircularcities project's final event	Final event of the project	Anna Lluis (SYM)	Barcelona
2023	6	7	Jornada: Accelerem les inversions en projectes de bioeconomia circular (Col·legi d'Economistes de Catalunya, Col·legi d'Enginyers Agrònoms de Catalunya) - Conference: We accelerate investments in circular bioeconomy projects	Meeting where projects or concerns are presented accompanied by project promoters and the Bioboost project team.	All partners	Barcelona
2023	6	20	Launch event of the Accelerator Office	Inauguration of the Bioeconomy Accelerator office in the context of the Bioboost project	All partners	Parc AgroBioTech Lleida

Figure 10. Emma Pipó presenting the Bioboost project in a conference in Gavà (April 2023)

To facilitate these efforts, we set up Bioboost project stands at conferences to gain notoriety and establish networking relations with potential collaborators. Presentations and round tables are also organized to disseminate information about the project and its objectives. By doing so, we aim to attract individuals to visit our project's website and participate in the project by completing the questionnaire.

Figure 11. Image of Bioboost stand in the BIT Congress in Vic (March 2023)

The Bioboost project questionnaire is an automated tool developed by the Consortium that evaluates the suitability of bioeconomy projects for our project's requirements. Interested parties can complete the questionnaire to provide details about their projects, which we then evaluate to determine compatibility.

Figure 12. Image of the questionnaire available in the Bioboost website


Do you want to became a Biobooster in the Bioboost project?

Send us your proposal

mgarcia@simbiosy.com Cambiar de cuenta

No compartido

Borrador guardado

* Indica que la pregunta es obligatoria

Type of organization *

- SME
- Big Company
- Municipality
- Cooperative
- Association
- Technology providers
- Investors

To make the questionnaire easily accessible, QR codes are incorporated into our project roll-ups, flyers and business cards. This approach streamlines the process of accessing the questionnaire, making it easier for interested parties to apply for our services if they have a bioeconomy project that requires assistance in expanding its impact or overcoming barriers. This strategy has been successful in generating interest and increasing the number of responses to our questionnaire, which helps us identify potential projects to support as Bioboosters.

Figure 13. Detail of the Bioboost project flyer in Catalan

Additionally, at these events, our Consortium participates in presentations to showcase our expertise and knowledge in the bioeconomy field. Sharing information about our Consortium's capabilities and successes aims to inspire confidence in potential partners and encourage them to explore the possibility of collaborating with us.

Client engagement activities

To expand the Bioboost project pipeline, we also aim to engage with target clients, including companies, big energy groups and investors. These clients have the potential to benefit from our services or to collaborate with the project, and we seek to establish relationships with them through client engagement activities.

One client engagement activity that we have found to be effective is hosting an investors' round table. This event brings together big investors and key stakeholders to discuss the potential benefits of the Bioboost project and explore ways to collaborate. The round table provides an opportunity to showcase our expertise and knowledge in the bioeconomy field and demonstrate how our services can create value for clients. By facilitating these discussions, we aim to establish relationships with big investors who can help expand the project pipeline.

Another technique for client engagement is to hold regular meetings with potential clients to understand their needs and identify ways in which we can help them. We can discuss how the Bioboost project can support their bioeconomy initiatives and provide guidance on expanding their project impact. By engaging with clients in this way, we aim to establish ourselves as a reliable and knowledgeable partner in the bioeconomy sector.

We can also leverage digital channels such as social media to engage with clients and raise awareness about our project. Through our social media channels, we can share information about our project's objectives and successes and engage with potential clients through comments and direct messaging. This approach allows us to establish relationships with potential clients who may not have been aware of our project's capabilities.

In addition, we can organize workshops and training sessions to provide potential clients with more in-depth information about the bioeconomy sector and how the Bioboost project can support their initiatives. By hosting these events, we aim to establish ourselves as a thought leader in the bioeconomy sector and build relationships with potential clients who are interested in expanding their project impact.

Launch event

The launching event of the Accelerator Bioeconomy Office serves as a crucial milestone for the Bioboost project in establishing a robust presence within the bioeconomy sector. This event offers a valuable opportunity to convene all relevant stakeholders, including potential partners, clients, and investors, with the aim of showcasing the project's goals, objectives, and services.

Given that the Accelerator Office operates in alignment with the BioHubCat, the Bioeconomy Hub in Catalonia, it reinforces the Bioboost project's integration with the broader bioeconomy community in the region. This affiliation presents a unique chance to leverage the Bioboost's extensive network, resources, and expertise, ultimately advancing the project's objectives and aspirations.

The launch event will serve as a platform for introducing the Bioboost project and the Accelerator Office to the wider bioeconomy community in Catalonia. Attendees will have the opportunity to gain insights into the project's focal areas and services, thereby enhancing their understanding of how the Bioboost initiative can contribute to their bioeconomy endeavours.

Moreover, the event provides an avenue for engaging with potential partners, clients, and investors. The networking opportunities offered during the event will enable the project team to foster relationships with key stakeholders in the bioeconomy sector, explore potential collaborations, and identify new business prospects.

For this reason, the event primarily targets private sector entities to strengthen Bioboost's ties with businesses, investors, project promoters, and more. Notable invitees include companies operating within the agrifood sector, identified as potential clients, as well as investors with connections to the bioeconomy field. However, it is also important to acknowledge the involvement of public administration stakeholders who may possess or have the potential to assume pivotal roles within the project.

The event is scheduled to take place at the Joan Miró Auditorium, located in AgroBioTech Park in Lleida. The event will commence at 10:00 a.m., preceded by the availability of coffee for attendees starting from 9:30 a.m. At 10:00 a.m., the attendees will be greeted by Miquel Aran, the manager of AgroBioTech Park, who will deliver a welcoming speech. Following this, Carmel Mòdol, the Food Secretary of the Department of Climate Action, Food, and Rural Agenda, will deliver an institutional speech.

At 10:30 a.m., the Consortium will present the vision, objectives, and service offerings of the Bioboost project. This presentation aims to provide attendees with comprehensive insights into the project. The project team will be present to address any queries and offer further information, facilitating a deeper understanding of the initiative.

At 11:00 a.m., various European bioeconomy projects will be presented under the theme "How to face the barriers with effective solutions." Four projects will participate in this session, not only explaining their respective projects but also shedding light on the barriers they encountered. They will discuss the solutions, tools, and methodologies they employed to overcome these barriers. The four projects are as follows:

- "Life Biorefformed": Implementation of a Mediterranean biorefinery to enhance forest management through the production of value-added products. Presented by Neus Puy, a researcher at the *Center for Forest Science and Technology of Catalonia*.
- "Resource": Regional project development assistance for the adoption of a circular economy in Aragon. Presented by Lucas Rivera, researcher in the R&D department at *Aitiip Technological Center*.
- "Hoop": Vitalizing Europe's Urban Bioeconomy. Presented by Elisa Gambuzzi, PhD and R&D Manager at the *Technological Center for Energy and Environment*.
- "Bioeconomy Ventures": Establishing the reference platform for bioeconomy-based start-ups and spin-offs seeking finance, serving as a primary meeting point in the European bioeconomy. Presented by Carolina Peñalva, PhD and researcher in the R&D department at *Aitiip Technological Center*.

At 11:45 a.m., Jaume Sió, head of the Technical Bureau at the Department of Climate Action, Food, and Rural Agenda, will discuss the Bioboost project within the Bioeconomy Strategy in Catalonia. Following this, at 12:00 p.m., Verónica Kuchinow will moderate a round table discussion on "The potential of investment in systemic projects, beyond projects with impact." The round table will feature representatives from various spheres, including investors, public administration, legal experts, and bioeconomy project representatives. The participants are as follows:

- Teresa Botargues, member of the Bioboost Strategic Committee and Advisor for Economic Transformation in the Deputy of Lleida.
- Jaume Sió, member of the Bioboost Strategic Committee and Head of the Technical Bureau at the Department of Climate Action, Food, and Rural Agenda.
- Jordi Caballé, representing Pablo de Muller (member of the Bioboost Strategic Committee) and the investors from Suma Capital.
- Sergi Chimenos (to be confirmed), Partner in the Public Law Department at Roca Junyent.
- Joan Simó, R&D+i director at Grup Ametller Origen, a driving force behind the Agropack Penedès project, a novel model of sustainable and circular agri-food production.

Following the round table discussion, Verónica Kuchinow will provide concluding remarks and outline the next steps. The event will culminate with a networking lunch.

The formal nature of the event will contribute to establishing the Bioboost project as a credible and reputable entity within the bioeconomy sector. This heightened credibility will enhance the project's visibility and expand its reach beyond the core group of identified stakeholders. As a result, the event will serve as an essential tool for disseminating the project's goals and objectives to a wider audience.

Figure 14. Agenda for the Accelerator launching event in Lleida. In Catalan

BIOBOOST Acceleradora de projectes de bioeconomia

20 de juny de 2023
Auditori Joan Oró
Parc Agrobiotech Lleida

INAUGURACIÓ DE L'OFICINA ACCELERADORA DE LA BIOECONOMIA A CATALUNYA

09:30h - 10:00h Recepció

10:00h - 10:15h Benvinguda
A càrrec de - Miquel Aran
Gerent del Parc Agrobiotech

10.15h - 10:30h Benvinguda institucional
A càrrec de - Carmel Mòdol
Secretari d'Alimentació del Departament d'Acció Climàtica, Alimentació i Agenda Rural

10:30h - 11:00h Presentació del projecte Bioboost
A càrrec de - Emma Pipó
Coordinadora general del projecte Bioboost

11:00h – 11:45h **Bioeconomia en projectes europeus: com fer front a les barreres amb solucions efectives**

- **Life Bioreformed.** Implantació d'una biorefineria mediterrània per impulsar la gestió forestal sostenible mitjançant l'obtenció de productes d'alt valor afegit.
  A càrrec de - Neus Puy
  Investigadora al Centre de Ciència i Tecnologia Forestal de Catalunya
- **Resource.** Ajuda al desenvolupament de projectes regionals per a l'adopció d'una economia circular a l'Aragó.
  A càrrec de - Lucas Rivera
  Investigador del departament de I+D+i al Aitiip Centro Tecnológico
- **Hoop.** Enfortint la bioeconomia urbana a Europa.
  A càrrec de - Elisa Gambuzzi
  PhD i R&D Manager al Centro Tecnológico de la Energía y Medio Ambiente.
- **Bioeconomy Ventures.** Creació d'un ecosistema emprenedor dins del sector de la bioindústria.
  A càrrec de - Carolina Peñalva
  PhD i Investigadora del departament de I+D+i al Aitiip Centro Tecnológico

11:45h – 12:00h **El paper de Bioboost en el marc de l'Estratègia de la Bioeconomia de Catalunya**
A càrrec de - Jaume Sió
Cap del Gabinet Tècnic de la Secretaria General del DACC

12:00h – 12:40h **Taula Rodona: Potencial de les inversions en projectes sistèmics: mes enllà dels projectes amb impacte**
Modera - Verónica Kuchinow - CEO a Símbiosy
A càrrec de
- *Teresa Botargues* - Assessora en Transformació Económica dela Diputació de Lleida
- *Jaume Sió* - Cap del Gabinet Tècnic de la Secretaria General del DACC
- *Jordi Caballé* - Suma Capital
- *Joan Simó* - Director I+D+i Grup Ametller
- *Sergi Chimenos* - Soci a Roca Junyent

12:40h -12:55h Cloenda: Conclusions i següents passos
A càrrec de - Verónica Kuchinow, CEO a Símbiosy

13:00h Dinar Networking

5. Interim results

The interim results obtained from the stakeholder engagement activities have been valuable in identifying potential bioeconomy projects that align with the objectives of the Bioboost project. As the project is ongoing, these results are interim, and we are still engaging with stakeholders to identify and evaluate projects that can contribute to the project's pipeline.

Through the engagement activities, we have been able to identify interesting projects that are suitable for inclusion in the Bioboost project pipeline (see table 5). By choosing projects with the most impact and that are representative of the region, we aim to develop strategies and governance forms that promote the sustainable development of the bioeconomy.

The government and other actors involved in the Bioeconomy Strategy in Catalonia have been very supportive of the Bioboost project and have provided access to important bioeconomy projects in the region. These projects are emblematic of the region, and one example is the project in Alcarràs, which is directly linked to the BioHubCat, the most important Bioeconomy project in Catalonia.

While our engagement with public administrations has been positive, we recognize that we need to work on our messaging to potential clients to increase their awareness of the services we offer. We need to make sure that potential clients see us as an efficient tool that can help them to achieve their objectives in the bioeconomy. Launch event can be a good opportunity to put that in practise.

Table 5. Projects that applied for Bioboost support through different approaching methods[8]

Name of the project	Location	Approaching method	Status (1st stage)	Next step
Coopirenaica	Seu d'Urgell (Lleida)	Through Strategic Committee	Biobooster 1	Already offering services
Alcarràs Bioproductors SAT	Alcarràs (Lleida)	Through Strategic Committee	Biobooster 2	Already offering services
Ametller Origen (Circular Agro Park)	Alt Penedès (Barcelona)	Through partner's (Roca Junyent)	Possible Biobooster 3	Studying which services can we offer and creating a value proposition
Biorefinery	Osona (Barcelona)	Web questionnaire	Points obtained in stage 1: 80	Postponed until next phase. Added to Bioboost's data base.
Biogas plant	Terra Alta (Tarragona)	Web questionnaire	Points obtained in stage 1: 49. Temporarily discarded due to lack of maturity of the project (not started yet)	Postponed until next phase. Added to Bioboost's data base.

[8] Elaborated by the authors

Wool washing plant	Tagamanent (Barcelona)	Web questionnaire	Points obtained in stage 1: 58,7. Temporarily discarded due to low inversion (less than 1M euros)	Postponed until next phase. Added to Bioboost's data base.
Mataró Circular Strategy 2030. Action Plan 2022-24.	Mataró (Barcelona)	E-mail	The project was discarded as none of the proposed developments aligned exclusively with the bioeconomy, but rather focused more on circular economy initiatives.	No services to offer detected. Added to Bioboost's data base.
Consortium for the Treatment of Urban Solid Waste of Maresme	Maresme (it involves multiple municipalities)	Web questionnaire	Points obtained in stage 1: 77,3	Postponed until next phase. Added to Bioboost's data base.

6. Challenges & Key learnings

Challenges in stakeholders' engagement

Stakeholder engagement is a crucial component of developing and implementing successful bioeconomy strategies. However, there are several challenges that need to be addressed to ensure that all voices are heard and that engagement efforts are effective.

Figure 15. Challenges in stakeholder engagement in bioeconomy strategies

One challenge is the biased representation of stakeholders or key stakeholders missing from the process. Civil society organizations, for example, have played a marginal role in the development and implementation of bioeconomy strategies. This can result in critical voices not being heard in high-level debates. Although most consultation processes have been open to the general public, this may not be enough to engage civil society and other members of the private sector, such as farmers and consumers/citizens.

Another challenge is information asymmetries and power imbalances. While stakeholder engagement is recognized as important, it does not always lead to tangible environmental and social benefits. It can result in elite capture, where powerful stakeholders maneuver benefits from bioeconomy programs and projects towards themselves. Information asymmetries can also occur, where one or more stakeholders have more or better information than others, leading to policy directions that do not necessarily contribute to the public good. Additionally, collective action problems can arise when stakeholders fail to cooperate due to conflicting interests. Principal-agent problems may also occur when formal engagement mechanisms, like consortia or partnerships, focus solely on pushing forward their own self-interests.

Institutional fragmentation is another challenge. To connect different sectors in the government, inter-ministerial bodies are set up, but their sustainability is a concern, especially since a wide range of societal issues are involved. Researchers, private sector, and civil society must be linked more closely with multilateral policy processes and intergovernmental discussions.

Discontinuous participation is also a challenge, as maintaining stakeholders' continuous interest and active participation can be difficult. Stakeholder fatigue may occur when engagement initiatives have resulted in poor personal rewards for stakeholders.

Finally, limitations in stakeholder engagement methods may limit their effectiveness. Bottom-up initiatives, like Public-Private Partnerships (PPPs), can be effective in speeding up developments in the bioeconomy, but they may not be sustainable in the long term. There is also the question of whether such initiatives are inclusive and benefit marginalized groups and the environment.

Addressing these challenges is essential for effective stakeholder engagement in the bioeconomy, ensuring that all voices are heard and that engagement efforts lead to tangible social and environmental benefits.

Key learnings in stakeholders’ engagement

To ensure that stakeholder concerns and interests are considered throughout the process, it is important to engage them early on and maintain their participation throughout. This requires tailored and inclusive engagement methods that take into account the diversity of stakeholders and their interests.

Building trust and relationships with stakeholders is also critical for successful engagement. This can be achieved through open and transparent communication, active listening, and responding to their feedback. It is also important to understand power dynamics and work towards creating a level playing field for all stakeholders.

Integrating stakeholder feedback into decision-making processes is essential to ensure that their concerns and interests are addressed. This requires a commitment to transparency and openness in decision-making. Finally, monitoring and evaluation of stakeholder engagement processes is necessary to ensure that they are effective and impactful. Clear goals should be set, progress should be regularly evaluated, and adjustments should be made based on feedback.

It is essential to ensure that all stakeholders, including civil society, the private sector, and government, are involved in the decision-making process, leading to more effective and sustainable outcomes. One crucial aspect is the **difference in approaches between the public and private sectors**. Public administrations tend to rely on formal communication channels, such as public consultations and strategic committees, while the private sector often uses more informal and personal communication channels, such as meetings and networking events. Therefore, it is essential to find a balance between these different approaches to ensure that all stakeholders are adequately engaged.

Moreover, it is crucial to **use all available communication channels** to increase the project's visibility and attract potential stakeholders. Social media platforms can be a powerful tool for disseminating information, raising awareness, and engaging with stakeholders.

When communicating with stakeholders, it is important to use **specialized language** that is tailored to the specific audience. The messages must be adapted to the situation and be adequate for the receptor. Professionalism is critical in communicating with stakeholders and is often linked to marketing. Therefore, a carefully crafted communication strategy can make a big difference in the engagement process.

Finally, the **Strategic Committee** can play an essential role in expanding the pipeline and engaging new stakeholders. They can provide valuable insights into the market and help identify potential partners and collaborators. Moreover, they can open doors to new projects and facilitate communication between stakeholders.

By implementing these key learnings, future initiatives can build trust, establish relationships, and integrate stakeholder feedback for better decision-making and outcomes.

7. Annex

List of investors

Investor name	Investor Type	Website
Naturgy	Energy Company	https://www.naturgy.com/en/sustainability/with-society/naturgy-foundation/
Repsol	Corporate Venturing	https://www.repsol.com/es/tecnologia-digitalizacion/corporate-venturing/index.cshtml
Veolia	Infrastructure Fund	https://www.industries.veolia.com/en/solutions/investment-projects-support
SI Capital	Private Equity Fund	https://www.sicapital.net/
Griñó	Infrastructure Fund	http://www.grinyo.com/index_eng.php
Axpo	Energy Company	https://www.axpo.com/ch/en/about-us/portrait/innovation-partnering/partnering-and-investing.html
Enagas Renovables	Corporate Venturing	https://emprende.enagas.es/
Faber VC	Venture Capital	https://faber.vc/
Suma Capital	Venture Capital	www.sumacapital.com
Caixa Enginyers	Bank	https://www.caixaenginyers.com/es/
Integra Capital SCR	Private Equity Fund	https://www.integra-capital.com/inicio/
BBVA	Bank	https://www.bbva.es/personas.html
Nara Capital	Private Equity Fund	https://www.nara.capital/
CREAS	Impact Fund	https://creas.es/
Hummingbirds	Impact Fund	https://hummingbirds.eu/
Verdalia Bioenergy	Infrastructure Fund	https://www.gsam.com/content/gsam/us/en/individual/products/fund-finder/gs-global-infrastructure-fund.html
Waga Energy España	Infrastructure Fund	https://waga-energy.com/es/grupo/
Seastainable ventures	Impact Fund	https://www.seastainableventures.com/
Cetaqua	Infrastructure Fund	https://www.cetaqua.com/

Asterion Capital	Impact Fund	https://www.asterionventures.com/participation_
Genia	Infrastructure Fund	https://geniaglobal.com/
Sorigué	Infrastructure Fund	https://www.sorigue.com/es
Enerfip	Private Equity Fund	www.enerfip.fr
European Circular Bioeconomy Fund	Public Body	www.ecbf.vc
European Energy Efficiency Fund	Public Body	www.eeef.lu
European Investment Bank	Public Body	www.eib.org
European Agricultural Fund for Rural development (EAFRD)	Public Body	https://agriculture.ec.europa.eu/common-agricultural-policy/rural-development_en
European Maritime and Fisheries Fund (EMFF)	Public Body	https://oceans-and-fisheries.ec.europa.eu/funding/european-maritime-and-fisheries-fund-emff_en
Cohesion Fund (CF)	Public Body	https://ec.europa.eu/regional_policy/funding/cohesion-fund_en
European Regional Development Fund (ERDF)	Public Body	https://ec.europa.eu/regional_policy/funding/erdf_en
InnovaTion Fund	Public Body	https://cinea.ec.europa.eu/programmes/innovation-fund_en
Agricultural and Bioeconomy Programme Loans	Public Body	https://www.eib.org/attachments/thematic/agriculture_and_bioeconomy_programme_loan_2020_en.pdf
InnovFin - EU Finance for Innovators	Public Body	https://www.eib.org/de/products/mandates-partnerships/legacy/index.htm
Natural Capital Financing Facility (NCFF)	Public Body	https://www.eib.org/en/products/mandates-partnerships/legacy/index.htm
3xP Global	Private Equity Fund	http://www.3xpglobal.eu/

Grow Venture Partners	Private Equity Fund	www.growventurepartners.com
Horizon Flevoland	Private Equity Fund	www.horizonflevoland.nl
LIOF	Private Equity Fund	www.liof.nl
Polestar Capital	Impact Fund	www.polestarcapital.nl
Portugal Ventures	Venture Capital	www.portugalventures.pt
SDGx	Impact Fund	www.sdgx.io
Ship2B Ventures	Impact Fund	www.ship2bventures.com
Smart City Infrastructure Fund	Private Equity Fund	www.smartcityinfrafund.com
Pioneer Point Partners	Infrastructure Fund	https://pioneerpoint.com/
Km0 Hub	Impact Fund	https://www.kmzerohub.com/
Suzano Ventures	Impact Fund	http://www.suzanoventures.com/
SLM Partners	Impact Investors	https://www.slmpartners.com/
Farmland LP	Impact Investors	https://www.farmlandlp.com/
Althelia	Impact Investors	https://althelia.com/
Moringa Fund	Impact Investors	https://www.moringapartnership.com/
Agro-Ecological	Impact Investors	https://agro-ecological.com/
S2G Ventures	Impact Investors	https://www.s2gventures.com/
Renewal Funds	Impact Investors	https://www.renewalfunds.com/
Cienega Capital	Impact Investors	https://www.cienegacapital.com/
Sonen Capital	Impact Investors	https://sonencapital.com/

RSF Social Finance	Impact Investors	https://rsfsocialfinance.org/get-funding/lending-overview/
Common Land	Impact Investors	https://commonland.com/
Soil Capital	Impact Investors	https://www.soilcapital.com/
Organic and Regenerative Investment Cooperative	Impact Investors	https://organicinvestmentcooperative.com.au/
Agroecology Fund	International Organizations	https://www.agroecologyfund.org/about-us
Global Greengrants Fund	International Organizations	https://www.greengrants.org/
Pangea Giving for Global Change	International Organizations	https://pangeagiving.org/
Root Capital	International Organizations	https://rootcapital.org/
Small Planet Fund	International Organizations	https://smallplanetfund.org/pages/about-us-1/
ENION Partners	Venture Capital	https://www.enionpartners.com/
EasoVentures	Venture Capital	https://www.easoventures.com/
Clave Mayor	Venture Capital	http://clave.capital/
Draper B1	Venture Capital	https://draperb1.vc/
Aldea Ventures	Venture Capital	https://aldea.ventures/
Kibo Ventures	Venture Capital	https://kiboventures.com/
Kereon	Venture Capital	https://kereon.es/
Acciona	Venture Capital	https://imnovation.acciona.com
Grupo Ortiz	Energy Company	https://www.grupoortiz.com

Elecnor	Energy Company	https://www.elecnor.com
Agbar	Energy Company	https://www.agbar.es/desarrollo-sostenible/
Idom	Energy Company	https://www.idom.com
Abac Capital	Venture Capital	https://www.abaccapital.com/es/
Uninvest	Venture Capital	http://www.uninvest.es/?lang=en
Swen Capital Partners	Venture Capital	https://www.swen-cp.fr/en
Affin Capital	Venture Capital	https://www.affincapital.eu/es/

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