

## NETHERLANDS

### Implementing local development strategies

#### Location

Salland

#### Programming period

2007 - 2013

#### Axis / Priority

Axis 4 – LEADER

#### Measure

M413 - Quality of  
life/diversification

#### Funding (EUR)

Total budget 108 091

EAFRD 40 250

National/Region. 26 881

Private 40 960

#### Project duration

2010 – 2013

#### Project promoter

Biomassalland

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Using LEADER funding a regional cooperative biomass chain was established to respond to the increasing demand for woodchip.

### Summary

In 2008 the Agricultural Nature Association ANV Groen Salland was established. Members of this association, mainly farmers, started to maintain landscape elements. Woodchips were spread out under the trees or exported to Germany as there was a demand for woodchips to heat barns and houses.



ANV Groen Salland and Borgman Beheer started with the “Feasibility study Biomassalland” to investigate how to organize a regional logistic chain of biomass (wood chips), as an economic and ecologic sustainable cooperative. This included an inventory of the expected demand and supply of woodchips. Different types of landowners were contacted such as conservation agencies (e.g. state forest), municipalities, private land owners (e.g. farmers, private estates), etc. In 2012 the Cooperative Biomassalland U.A. was established. The cooperative started to implement the regional logistic chain of biomass (wood chips). The cooperative started with long term contracts for supply and demand of woodchips. The contracts were based on GJ's / Ton's with specifications and quality, such as moisture content, contaminants and particle size. The cooperative made a harvest planning: the right amount at the right time with right specification, a balanced and sustainable landscape maintenance. Then the harvest (landscape maintenance) could start. The woodchips are transported to a central place in the region (a farm / courtyard) where the woodchips are dried in the open air. When the woodchips are dried, they are transported to the locations where they are used for heating. These locations are for example barns, houses, swimming pools, offices, etc.

### Results

The cooperative Biomassalland is very successful. It is a positive business case.

Many visitors come to see and hear how it works, from all regions in the Netherlands and abroad. At this moment the cooperative has signed 2 long term contracts with partners to deliver woodchips for heating (200 kw and 550 kw). Besides, they deliver woodchips to 6 other locations on demand.

The delivery of woodchips and the landscape maintenance (for private landowners, municipalities, water board, conservation agencies) is a source of income for many freelancers in the region. The whole region Salland benefits from this project: extra income, regional renewable energy and attractive landscape.

### Lessons & Recommendations

- ❑ The cooperative business model is key to success and it was important to have an (independent) coordinator.
- ❑ The use of public support was proven vital
- ❑ In terms of how to do it, it is important to keep it simple! Patience, dedication, enthusiasm, professional approach are needed. As it is impossible to know everything in advance it is a learning by doing process: get started! Also the approach must be tailored to the region. Also optimization is better than maximization. Profits should be invested back into the landscape and biomass chain.