



REGIONAL BUSINESS SHEETS

Regional business sheets

SHORT SUMMARY FOR PRACTITIONERS

EN version

For Flanders, Friuli-Venezia Giulia, Almeria, Pays de la Loire and Valle del Cauca, a market and business prefeasibility about the RUSTICA bio-based fertilisers (RBBFs) was carried out. The essentiality of RBBFs is the circular valorisation of vegetable - and fruit waste streams into fertilisers using five technologies for upgrading vegetable and fruit waste streams to building blocks of RBBFs. A successful regional implementation of RBBFs depends on:

- Availability and quality of vegetable and fruit waste
- Feasibility for regional adoption of RUSTICA technologies
- Feasibility for regional acceptance of RBBFs by agricultural segments
- Feasibility for business-wise embedding of the RUSTICA BBF value chain

To realise an evaluation a questionnaire was completed at regional RUSTICA workshops and using other sources. This information was processed via a SWOT- and a DESTEP-environmental analysis, summarised and visualised in business data sheets as input for regional workshops and discussions, and will be further elaborated by regional expertise and recent information.

A few observations: acceptance of RBBF by farmers still needs to be explored. This also applies to the extent to which ecosystem services such as climate-resilient agriculture, reduction of GHG emissions and CO₂ capture are seen as relevant. Most promising markets for RBBFs seem to be the biological/organic segment, and farmers in transition to more ecological impact. The forming of a value chain RBBF is essential for business implementation knowing that vegetable and fruit waste management in itself is hardly profitable.

SHORT SUMMARY FOR PRACTITIONERS

NATIVE version

Voor Vlaanderen, Friuli-Venezia Giulia, Almeria, Pays de la Loire en Valle del Cauca is een markt- en bedrijfshaalbaarheid m.b.t. RUSTICA biogebaseerde meststoffen (RBBFs) uitgevoerd. De essentie van RBBFs is de circulaire valorisatie van groente- en fruitreststromen tot meststoffen d.m.v. vijf technologieën voor het opwaarderen van groente- en fruitreststromen tot bouwstenen van RBBFs. Een succesvolle regionale implementatie van RBBFs hangt af van:

- Beschikbaarheid en kwaliteit van groente- en fruitafval
- Haalbaarheid voor adoptie van RUSTICA-technologieën
- Haalbare acceptatie van RBBFs door agrarische segmenten
- Haalbare bedrijfsmatige inbedding van de RUSTICA RBBF-waardeketen

Ter evaluatie is een vragenlijst ingevuld tijdens regionale RUSTICA-workshops en m.b.v. van andere bronnen. Via een SWOT- en een DESTEP-omgevingsanalyse is deze info verwerkt, samengevat en gevisualiseerd in business sheets als input voor regionale workshops en discussies, en zal verder worden uitgewerkt door regionale expertise en m.b.v. recente informatie.

Algemene observaties: acceptatie van RBBF door eindgebruikers moet nog onderzocht worden. Dat geldt ook voor de mate waarin ecosysteemdiensten als klimaatbestendige landbouw, reductie van broeikasgasemissies en CO₂-opslag als relevant worden gezien. De meest veelbelovende markten voor RBBFs lijken het biologische segment te zijn, en boeren in de overgang naar meer ecologische impact. Het vormen van een waardeketen RBBF is essentieel voor de bedrijfsimplementatie, wetende dat het beheer van groente- en fruitafval op zich nauwelijks winstgevend is.



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CONTEXT

RUSTICA's ambition to develop circular plant-based fertilisers must be implemented in the 5 regions. Every region is different and therefore there is a need for a start-feasibility sketch per region.

PROBLEM

The challenge is to develop technologies and knowledge centrally in RUSTICA and to color and implement this regionally. From the start, the central process must be fed with regional information in order to monitor technical and economic feasibility. That is why an initial business profile per region was created in the beginning.

APPROACH

To streamline the collection of regional information, a questionnaire has been developed as an instrument for the workshops. The required information concerns the availability of suitable waste streams, the presence of relevant technologies, the profile of regional agriculture, and horticulture, key crops, regional legislation, other relevant regional special features and the willingness to innovate or to change of the farmers.

OUTCOME

1. The open and protected soil-bound food horticulture of the regional agricultural is apparently a good choice to start the RBBF market intro because valorisation of RBBFs added value in that market.
2. The farmer as a producer of plant material and as a user of plant-based RBBF should be in the business consortium.
3. The quantities of suitable vegetable waste streams are not yet large enough for large-scale production, partly due to quality, competition or unfamiliarity.
4. For regional specific outcome is referred to that specific business sheet.

PRACTICAL RECOMMENDATIONS

- Be aware: The business implementation and realisation of the RBBF concept requires a multi-actor approach in which the initial focus on knowledge and technology shifts to business development and organisation
- Legislation is changing, so what is not allowed today may be allowed tomorrow. Multi-year product and business forecast is also important for that reason.