



# FACCE SURPLUS

SUSTAINABLE AND RESILIENT AGRICULTURE  
FOR FOOD AND NON-FOOD SYSTEMS

## FACCE SURPLUS Mid-term and valorisation meeting, 15-16 November 2017- Paris DRAFT REPORT



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## Introduction

FACCE SURPLUS is an ERA-NET Cofund, formed in collaboration between the European Commission and a partnership of 15 countries in the frame of the Joint Programming Initiative on Agriculture, Food Security and Climate Change (FACCE-JPI). FACCE SURPLUS (Sustainable and Resilient agriculture for food and non-food systems) is committed to improve collaboration across the European Research Area in the range of diverse, but integrated, food and non-food biomass production and transformation systems, including biorefining.

The first joint call for transnational research projects under FACCE SURPLUS took place in 2015. In November 2015, 14 projects were selected to receive funding in the frame of FACCE SURPLUS: <http://facceturplus.org/research-projects/>. Those research projects were kicked off in September 2016 at Aarhus University, Denmark. On the 15th and 16th of November 2017, representatives of those 14 projects were invited to Paris for their common mid-term meeting.

### **The objectives of the mid-term and valorisation meeting were to:**

- Promote networking and exchanges of best practices among FACCE SURPLUS projects and with relevant FACCE projects;
- Identify and address questions and issues related to project management and possible support activities that SURPLUS could implement;
- Explore opportunities for valorisation of current and future research results in terms of science policy interface, industrial valorisation, support to practitioners etc... (depending on the results of the survey).

We report here the main results of the discussions.

## Process

Day 1:

In addition to keynote presentations on potential aspects of valorisation (Science policy interface, Knowledge transfer to practitioners, Industrial valorisation), the workshop provided opportunities for participatory and interactive approaches to allow for networking and exchanges of experiences. Projects were also presented on posters with a dedicated poster session of 30' and the possibility for more informal discussions throughout the meeting (Annex 2 Agenda).

The first participative methodology used was the Samoan circle or fish bowl format to focus the conversation and questions triggered by the keynote presentations. The two sessions addressed the following:

1. What are benefits and challenges of implementing Science Policy Interface activity throughout the project and not just at the end?
2. What could be valorisation for your project in terms of industrial valorisation or use by practitioners?

In the afternoon of Day 1, participants were invited to join a knowledge café with 4 thematic groups:

- Industrial valorisation
- Science Policy Interface
- Knowledge transfer to practitioners
- Communication and engagement of stakeholders

For each topic, three rounds addressed the following questions:

- 1- **Round 1 (30')** What could be activities to implement in your project related to valorisation objectives? What are the key elements to take into consideration?
- 2- **Round 2 (30')** What are the key challenges/barriers a project will face?
- 3- **Round 3 (30')** What are possible ways to overcome these challenges?

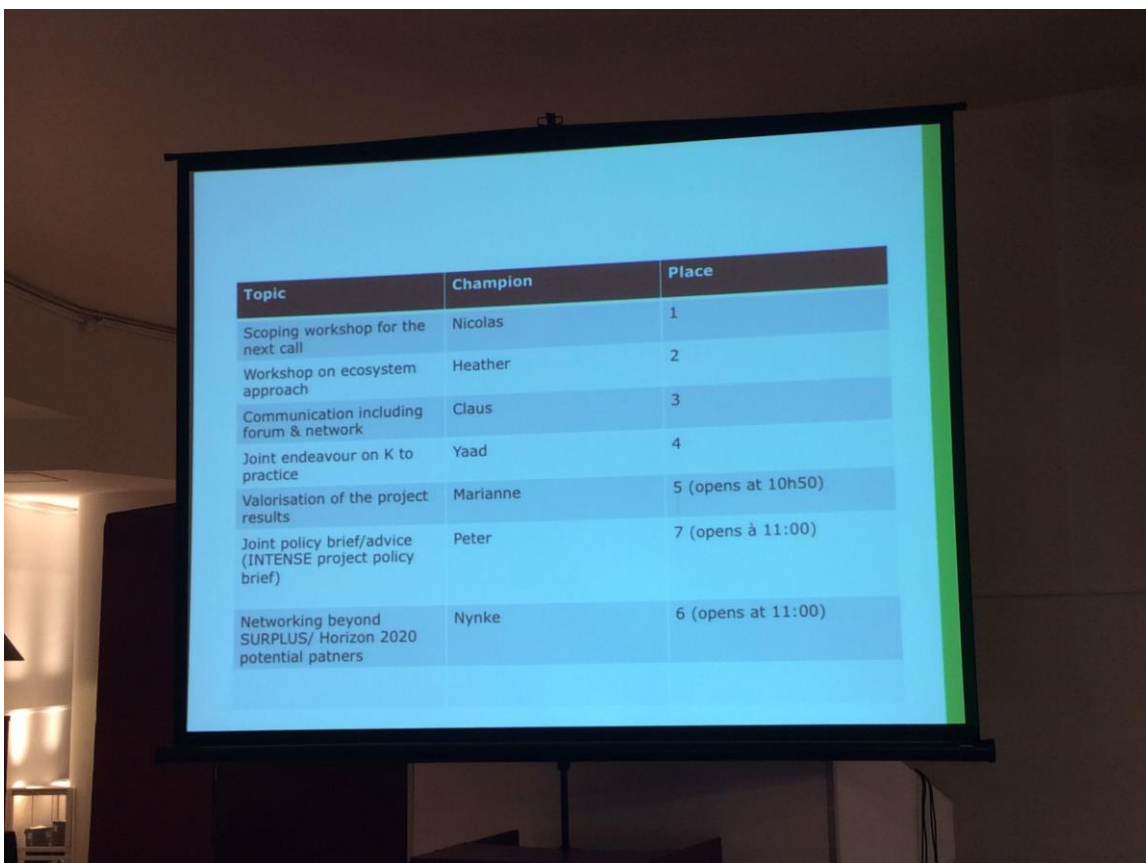
Participants could change groups for each round if they wished to. Rapporteurs gave key highlights from the 3 questions/rounds.

Day 2:

Key management and administrative questions from the survey were answered in a short presentation and a Q&A session allowed additional questions to be addressed.

Based on the survey some suggestions of potential future activities to be implemented by SURPLUS had been identified and some additional topics emerged from a brainstorming concerning potential areas of synergies and collaboration. "Champions" volunteered to lead each conversation. All topics were allocated a time and place in a marketplace of conversations. Participants were invited to join any conversation at any time (provided there was not too many people already in the group) or to leave to move to another topic.

The following topics were discussed in the marketplace:

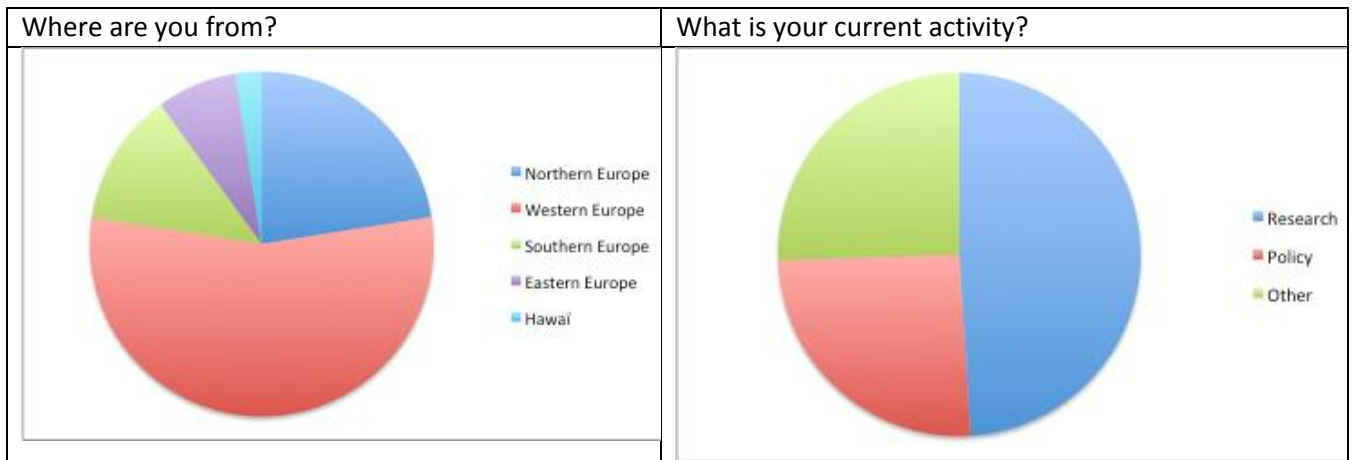


Topic	Champion	Place
Scoping workshop for the next call	Nicolas	1
Workshop on ecosystem approach	Heather	2
Communication including forum & network	Claus	3
Joint endeavour on K to practice	Yaad	4
Valorisation of the project results	Marianne	5 (opens at 10h50)
Joint policy brief/advice (INTENSE project policy brief)	Peter	7 (opens à 11:00)
Networking beyond SURPLUS/ Horizon 2020 potential partners	Nynke	6 (opens at 11:00)

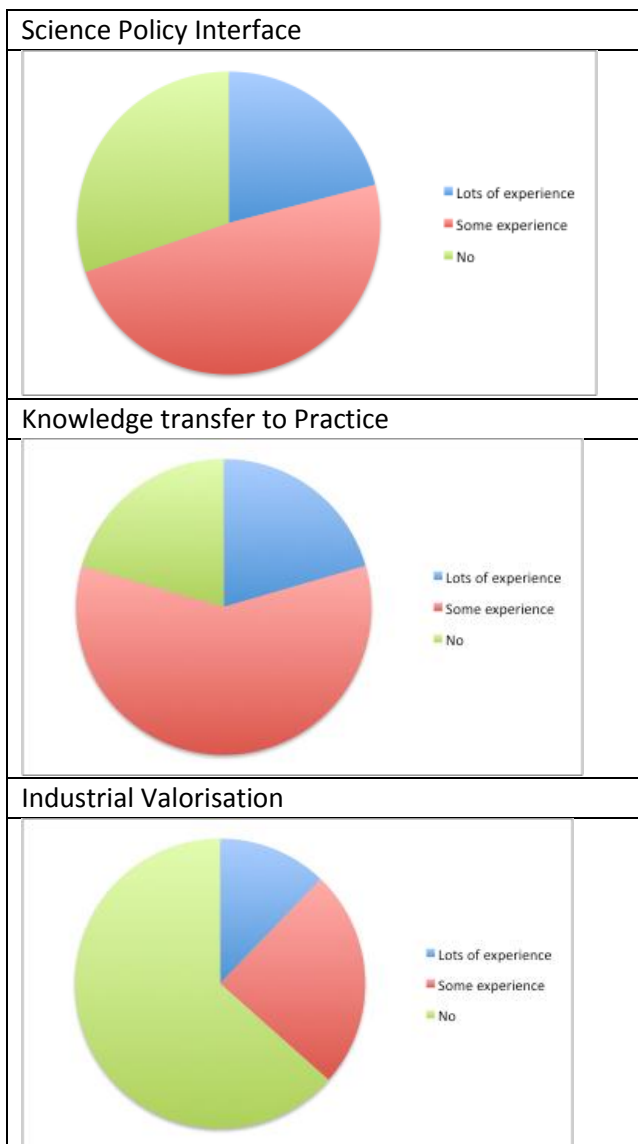
# Key results

## Icebreaker

The icebreaker allowed scanning who was in the room and what their experience was with different valorisation aspects



How experienced are you with:





## Keynote presentations

**Presentation 1: Science-Policy Interface and how to ensure research results can make their way to policy-maker. S. Treyer (IDDRI)**

**Presentation 2 : How to transfer knowledge to practitioners ? J. Kavenagh (TEAGASC)**

**Presentation 3: D. Carrez (BBI): ‘Leverage Europe's advanced biobased research and technology’**

**Presentation 4: K. Schatteman (EcoTreasures): ‘A story of industrial valorization’**

## Fish bowl discussions

Session 1 :

- In order to build a trust relationship with stakeholders (SH) there is a need to :
  - o Start as soon as possible in the project to engage with them
  - o Try to identify the relevant policy makers – make an inventory of relevant players
  - o Have resources
  - o Get to know how to best engage them
- A key issue is the identification of the relevant policy makers and the need sometimes to use intermediaries/organisations that have already established networks and science-policy interface (SPI) activities.
- TEAGASC has this kind of role and tries to step out of the “scheme based” approach (responding to some specific funding programmes) to generate more innovative strategies and engage SH on the long-term as part of an ongoing dialogue
- Scientists have to find ways to put a “foot in the door” and the best is to use the existing channels or entry points (e.g. in France the clusters for bioeconomy)
- Get out of the ivory tower by using examples that can trigger interest
- Important to exemplify what does work, even if it is a small step at a time process
- Possibility to also engage through innovation initiatives such as the EU innovation partnership
- It can start already at the proposal development stage and it is important to also engage in the horizon scanning/foresight activities organised by funders and ministries
- Pay attention to what initiatives such as the EIP Agri are doing for example in the focus groups
- Need discussion at different levels from European to regional to local.
- It should also be a two-way relationship and policy makers need to be active towards engaging with science. It is a collective responsibility to have evidence-based policy making. It is also necessary to draw on clusters of related projects to make policy recommendations that are more general than results of a single project.

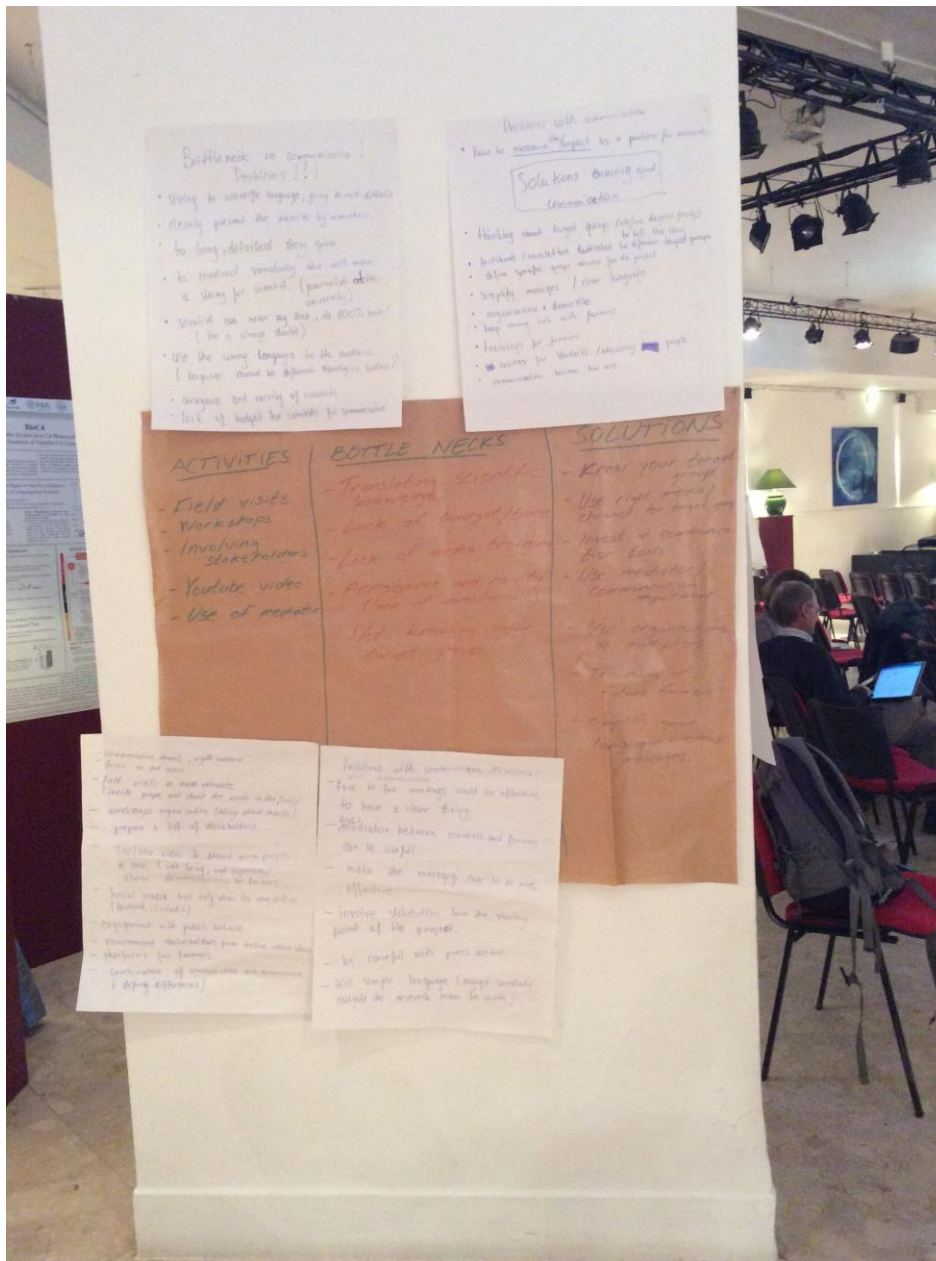
Session 2 :

- It is important to look at all the value chain and possibility for deployment
- The difficulty is to understand how to collaborate with other partnerships in industry as goals are very different
- There are opportunities through the bio-economy that should be a way to get out of silo expertise
- Contacts of industry with research can be through intermediaries (e.g. Flanders’ FOOD) or through ad hoc collaborations in projects where trust and common understanding can be built
- The SMEs world is difficult and researchers do not relate to it.

- There is a need for funding to scale up or for demonstrators based on current research
- We should look beyond the “wall” for both industry and research
- A lot of work/investment should be in education with already the possibility for young students to test some business ideas or to get exposed to industry needs and requirements.

## Knowledge café: group work

### 1. Communication and stakeholder engagement



#### **What activities could be implemented or elements to take in consideration**

A well-defined communication strategy is needed with communication with stakeholders from the starting point of the project. This should aim to an:

- Active dialogue with policy makers, industry (if possible), farmers (society)
- Active communication of project results at each stage

When preparing the communication plan, the following communication tools should be considered:

- Policy briefs, webinars, website, project newsletter
- University workshops/courses
- Regional workshops
- Scientific publications
- Interactive tools
  - o Present results/data
  - o User-manipulated (impact of action)
  - o Ideally needs co-creation (but hard/costly)
- Face-to-face meetings: presentation of project results to the stakeholders + discussion on further implementation of results into practice
  - o With users (e.g. farmers) e.g. via field visits
  - o Facilitated by “go-betweens”
  - o Focus groups – then rely on word-of-mouth
- Press communication
  - o Spread of information into the public

### ***Challenges and Barriers***

There is a number of challenges and barriers obstructing an effective communication. These include:

- Arrogance/naivety on our side
  - o Assume we know real issues
  - o Assume people “need” our solutions
  - o Assume we can do it without help
- Lack of time = lack of reward
  - o Judged on papers and funding
  - o Even though “impact” said to be important
  - o Even though we want to make a difference
- Lack of investment – assume it can be done quickly/cheaply
- Problems in stakeholder engagement:
  - o Not the right stakeholders
  - o Find efficient ways to address stakeholders
  - o Communication versus dissemination
  - o How to measure the impact of communication
- Problems in communication:
  - o Lack of coordination between partners
  - o Timeframe of project sometimes does not allow for communication
  - o Gap between journalist and scientist
  - o Wrong communication channel for the targeted audience
  - o Wrong “language” or wording for the audience = difficulties to “translate” scientific results

### ***Possible ways to overcome them***

Despite the obstacles, there are many ways to improve communication and engage with stakeholders. These include:

#### **Improve the communication**

- Explore different communication channels
- Identify whom to communicate to and what messages are matching this audience
- Flyers or folders also on paper (beside via www)



- “Translate” knowledge, use simple language
- Don’t take end users’ knowledge for granted – explain e.g. why is this important?
- Sharpen your message – better “control” with the media
- What is the core story of my project – pays off both internally and externally – 10 lines, repeat it again and again in communication about the project
  
- Bundling communication efforts across single projects – facilitation by European networks or local/national associations
- Support to formulate press release policy briefs
  - o Regular basis
  - o Writer who can popularize results
  - o Multiple channels adapted to the project and targets
  - o Internal (consortium) communication and external one (general public, end users, lead users, policy makers)
  - o Communication is not equal to dissemination

### **Engaging stakeholders/practitioners**

- Involvement of stakeholders in the entire value chain
- Targeted stakeholder-oriented posters/leaflets, roll-ups
- Farmer organizations/platform through talks/discussions
- Address intermediaries, consultants, associations – articles, guidelines
- Workshops, excursions: cover travel costs + food expenses
- Be as practical as possible: showcase of real objects, not only graphs and figures – flyers, something palpable
- Write popular papers in journals that farmers read is a way to reach them at national level
- Organize seminars and talk at school level to improve knowledge of future customers

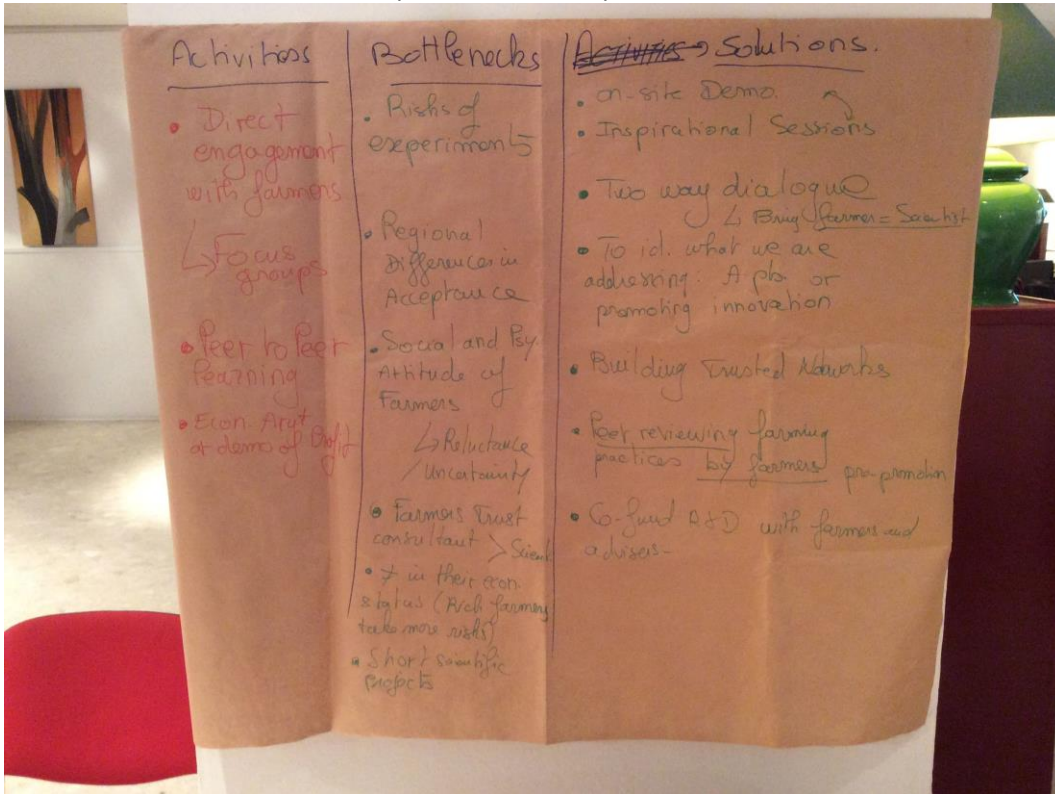
### **Improve the scientific knowledge in the society - let people come to the lab**

- Get out from the lab with invitations such as: “Fascination of Science” day, “Meet me tonight”; training for future farmers
- Open door meetings, discussions, fact sheets, use different “languages” to tell about main advancements depending on the audience: farmer/public
- Show they can enhance the income when they introduce new technology to their work
- Show the possibility to get the money to enhance the level of production etc.
- Simplify messages
- Transport messages to associations (multiplier)
- Demand from funding agencies – money for professional marketing and dissemination
- Open days – demo days in the fields
- Brochures – and communicate the project results and the results for farmers
- Share results with policy makers and farmers

## **2. Knowledge transfer to practitioners (the discussion focused on farmers)**

Our discussion was focused on knowledge transfer to practitioners. The majority of the participants identified farmers as the most important practitioners. The bullet points below provide a summary on key bottlenecks,

and activities and solutions to improve the RKE to practitioners.



## Activities

The points below are a summary of activities that are currently regarded as most effective in knowledge dissemination and engagement with practitioners:

- **Direct engagement with farmers** – most contributors expressed that currently the best mode of communication of the outcomes of research to farmers is by directly engaging in a dialogue with them through live demonstrations and open days. Focus groups were identified as the most important means of getting input (feedback) from farmers.
- **Peer to peer learning** - Farming communities have well-established informal networks through which farmers engage with fellow farmers to exchange knowledge regarding various aspects of farming - peer to peer learning. Scientists regard this as one of the most important channels of knowledge dissemination to enhance uptake of new R&D.
- **Demonstration of the impact (Economic arguments)** – In order to enhance widespread uptake of new R&D, it is crucial to demonstrate the impact (of new farming practices, management strategies and equipment) on short and long term viability of farm business operations. Contributors expressed that inclusion of economic cost-benefit analysis of proposed new R&D is beneficial because farmers are more amenable to take up profitable farming practices.

## Bottlenecks

- **Risks with experiments** – The majority of farmers are risk averse and therefore less likely to take up practices, which they regard as disruptive or are in experimental or trial phase, or are not backed up by evidence of reproducibility. For example, an average farmer is less likely to offer to trial a new farming practice on his/her land unless they have an economic incentive to cover the cost of the whole trial.
- **Regional difference in acceptance** – Farming communities within different parts of EU, or even in different parts of a member state, vary in their acceptance of new and innovative farming practices and

technologies. For example, farmers in eastern European countries are less likely to accept unestablished and new practices than those in the western European member states. These differences arise from complex interactions between social and economic status, namely size of holdings, available subsidies, risk aversion and profit margins of farm businesses in these countries.

- **Social and psychological attributes** – Most participants in the discussion agreed that for a large majority of established farmers, farming is not just a business – it is a central part of their lifestyle and directly influences their social and psychological approach to **Risk and uncertainty**. As a result, the majority of farmers show **reluctance** to take up any new and untested/unverified interventions in farming operations due to the perception that it may disrupt, and/ or increase the risk or uncertainty around viability of their businesses.
- **Farmers trust consultants more than scientists** – Farmers often form long-term interactions with their consultants (including agronomists, managers and advisors). These interactions are based on mutual **Trust** because both parties (farmers and consultants) have the same economic interest – to enhance productivity, resilience and economic profitability of farming operations. On the other hand, farmers perceive scientist as “outsiders” who are not directly linked to or affected in case of any reduction in viability or profits of farm businesses.
- **Economic status** – It is evident that farmers with profitable and well-established farm businesses are more likely to take risk and to invest in new farming practices or technologies.

## Solutions

Below are some of the proposed solutions to overcome the obstacles/bottlenecks in dissemination of new research and knowledge to farmers.

- **On site Demonstrations and Inspirational session** – Live demonstration of new R&D (farming practices or technologies) in action to show that “It works better than existing alternative” is known to have more impact and inspire farmers to take up proposed new measures. Therefore, new opportunities must be explored to establish on site demonstrations and inspirational session at open days and farming related events and conferences.
- **Establish channels for Dialogue (Two-way communications)** – Participants in the discussion felt that to overcome the “lack of trust of farmers in scientific researchers”, it is imperative to establish new channels of dialogue whereby scientists and farmers are on the same plain. This will allow scientists to understand the requirements of farmers and design new research projects to suit and address their needs. This approach will also make farmers more “active influencers” of research rather than “passive end users” of outcomes.
- **To identify the problem** – The above-mentioned point about direct engagement with farmers will also enable scientists to identify the problem (and factors that influence it). This way, scientists can tailor their approach for dissemination of new R&D to target the problem and target the audience, rather than just focusing on target audience (farmers).
- **Building trusted networks** – There is a need to improve networking and trust between farmers and the scientific community. Direct engagement of scientists with farmers through open days (demonstration sessions and dialogue) and communication of the fact that the scientific community values the contribution of farmers to society is a way forward to achieve this.
- **Peer review of new farming practices by farmers** – The majority of the researchers agreed that there is a need to set up a platform, which allow farmers to independently evaluate the new knowledge and research prior to its promotion to the wider farming community. This approach is based on scientific peer review process. Upon peer review, farmers will be keen to promote beneficial new R&D to their peers, and we know that peer to peer learning is the best mode of dissemination of new research and knowledge within the farming community.
- **Co-fund R&D with farmers and farming advisors** – The involvement of farmers with scientific research can be enhanced by co-funding research that involves farmers throughout the research projects. This

will address the above points and allow scientists to **establish trust and build networks with farmers, identify problems and engage farmers in peer review of new research and knowledge.**

- **Better access to existing EU data** – data that is needed for basic science, demonstration and dissemination can be extremely difficult to get hold of at EU level – there is always another gatekeeper to get past. This affects the basic goals of projects like SURPLUS – which included to reuse existing data.

#### ***What activities could be implemented or elements to take into consideration***

- Direct engagement with farmers for example through (EIP) focus groups
- Peer to peer learning
- Economic argument and demonstration for profit

#### ***Challenges and Barriers***

- Risk of experiments/demonstrations
- Regional differences in acceptance
- Social and psychological attitude of farmers resulting in uncertainty and reluctance to engage
- Farmers trust consultants better than scientists
- Difference in their economic status (rich farmers take more risks)
- Short term research projects (4-5 years)
- Practitioners in a broader sense: not only farmers (e.g. tractors industry)

#### ***Possible ways to overcome them***

- On site demos and inspiration sessions
- Two way dialogue to bring farmers on an equal basis as scientists in particular to identify key problems of farmers
- To show the advantage for farmers: they need to get substantial advantage in implementing a technology
- To clearly identify what we are doing: addressing a problem or promoting innovation
- To build trusted networks
- Peer reviewing farmers practices by farmers pre-promotion
- Co-fund R&D with farmers and advisers, use of public funding to engage farmers at an earlier stage

### **3. Science-policy interface**

#### **Key elements and challenges**

The main issue regarding the science-policy interface was the knowledge of whom to contact and at what level (who are the policymakers). There is also a lack of knowledge by researchers on the policy making process and the policy needs. It is difficult to know whom to contact and when, many researchers have a lack of experience when it comes to policy. The timing of when to raise awareness of your research to have an impact on policies is crucial (e.g. emerging needs in society), policies are dynamic and change. There is often a gap between the farmers' needs and the policies. How do you measure success/impact on a policy level? There is a real gap between researchers and policy makers: Many researchers find the policy landscape very complex and they feel they do not have the resources to contact policymakers.

Possible ways to overcome these challenges

The levels of policy interface were divided into different levels moving from regional up to global:

1. Local/regional level

It was agreed that the easiest and most effective way to have a policy interface for a single research group would be at the local/regional level. Easiest would be to have a phone call with the local politicians or mayor. We had the nice example from Spain, where all the fields suffered from drought and no growth, the research group came up with ideas for experiments to make the fields productive again and talked to the mayor. The mayor had looked at the brown fields every day on his way to work and happily helped the researchers implement their experiments. Contact farmers organizations that talk to policymakers.

2. National level

Start by joining national research forces and institutionalise your aims, write policy briefs. Contact bodies that have contact with people in the ministries. Though it was argued at what level would the ministries have influence on the national policy for the given theme. Again, take up the phone, be persistent and try to get your message through.

3. EU-level

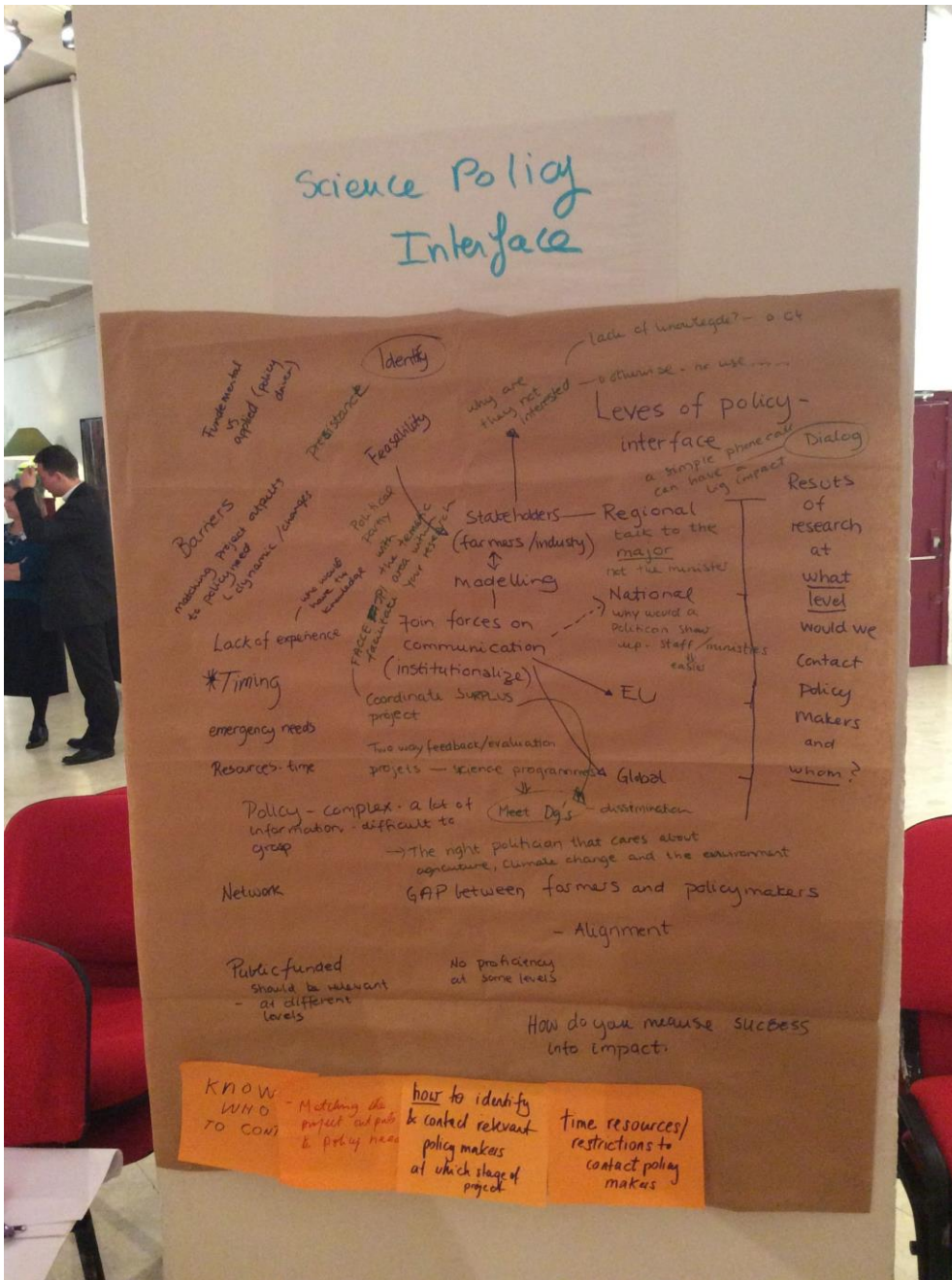
Again, join forces at a European level and use contacts who know people in the different DG`s and in SCAR. FACCE-JPI could be such a contact point to reach out to the higher levels in EU.

4. Global

From EU policy makers or different organisations such as GRA.

The discussions gave rise to the conclusion that the easiest policy makers to have an interface with would be at the regional/national level. This allows one to one communication that then may create an environment for upscaling/ generalization of exchanges. Also the concept of co-creation was highlighted - there needs to be an understanding of policy or practice needs by the researchers at the time a project is conceived. This means engaging stakeholders throughout the research cycle.





## Barriers/questions

Timeliness of addressing policy makers (at what point of results should they be addressed?)

Time constraints: trade-off between scientific research and writing of policy brief

Join forces to communicate: the more researchers are involved in a policy brief, the more convincing it is

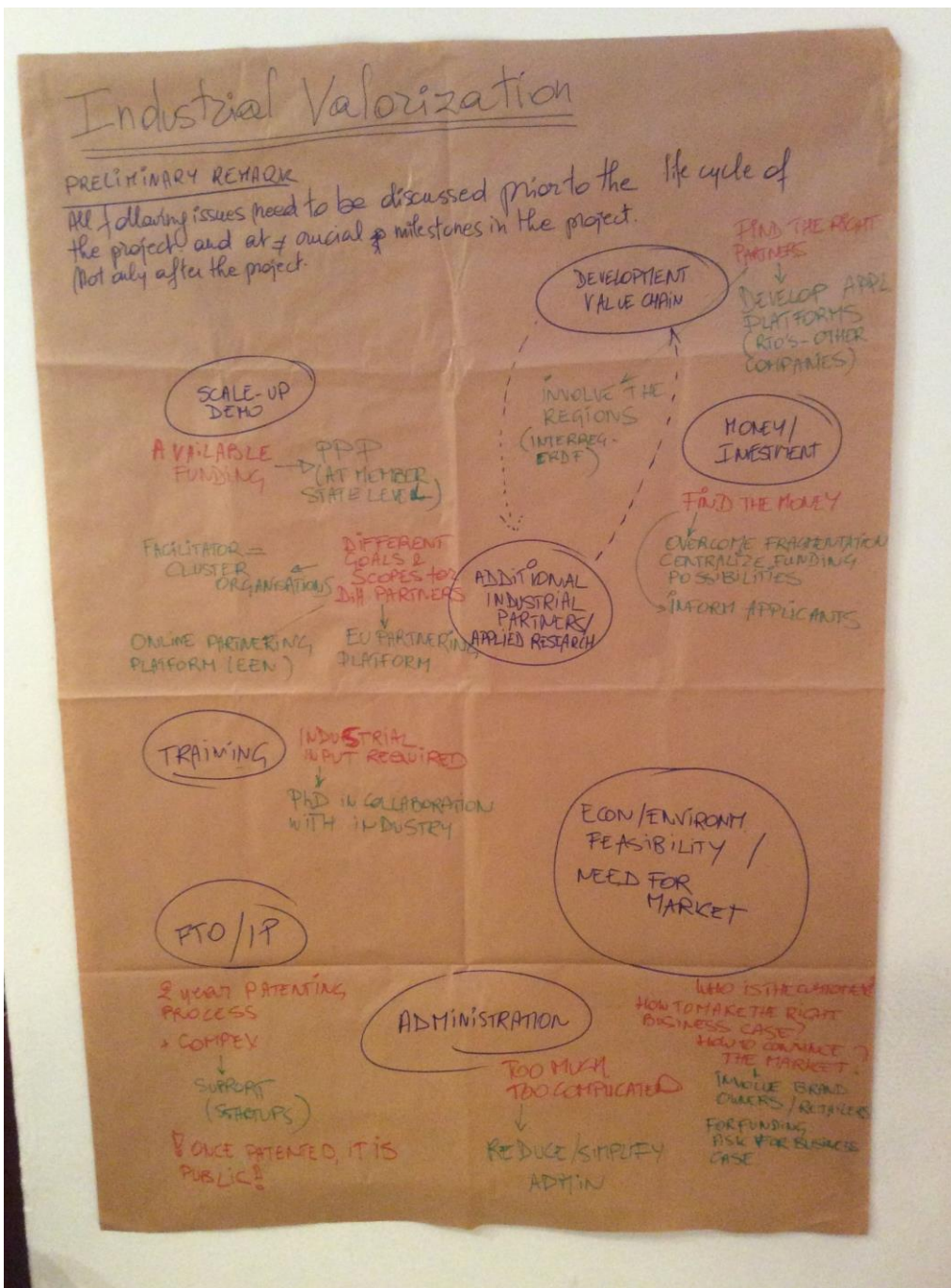
Policy is a moving target: how to make sure that research results will still be relevant for the policy?

## Possible ways to overcome them

Facilitate meeting with DGs

Evaluation of research programmes by the researchers

## 4. Industrial valorisation



Preliminary remark: All the following issues (next steps) should be discussed prior to the start-up of the project and at different crucial milestones in the course of the project, not only at the end of the project.

- 1- What could be activities to implement in your project related to industrial valorization? What are the next steps to take into consideration?
- 2- What are the key challenges/barriers a project will face?
- 3- What are possible ways to overcome these challenges?

- a. Scaling up – demonstration facilities (workshops): This can be a follow-up project or a work package in the actual project. Do not underestimate the upscaling. Sometimes it is enough to do some pilot trials, sometimes industrial trials are a must.
  - Available funding
    - Public private partnerships (at member state and EU level)
    - National funding
  
- b. Development of the value chain (include all the relevant stakeholders in the value chain)
  - Finding the right partners is not easy
    - Develop application platforms (RTO's, other companies, ...)
    - Involve the regions (Interreg, ERDF)
    - Involve regional cluster organizations
    - Involve industrial partners (secrecy agreement required)
  
- c. Financing / investments
  - Find the money
    - Overcome fragmentation → centralize funding possibilities
    - Inform applicants about the possibilities
  
- d. Applied research (include industrial partners)
  - The goals of the different partners / sectors are not aligned and differ quite significantly. Aligning these goals and putting the noses in the same direction is difficult. Also the scope can vary → need for the creation of a trust zone.
    - Involve the regions (Interreg, ERDF)
    - Facilitator → cluster organizations
    - Online partnering platform (EEN)
    - EU partnering platform
    - Discuss the scope with all partners from the preparation phase of the project
  
- e. Economic / environmental feasibility – need for market
  - Who is the customer?
  - How to make the right (a good/realistic) business case?
  - How to connect to the market?
    - Involve the brand owners / retailers
    - Ask for the business case when applying for funding
  
- f. Training
  - Industrial input required
    - PhD in collaboration with the industry
    - Pilot or industrial trials in industry
  
- g. Freedom to operate / Intellectual property (IP)
  - 2 year patenting process (+ complex)
  - Once patented it is public
    - Support (especially to start-ups)
  
- h. Administration

- Too much, too complicated
  - Reduce / simplify administration

Industrial valorisation to be considered at early stage/from beginning of project

Problem of missing funding for scale-up/demonstration activities

Fragmentation of funding: need for centralised body/website

Also lack of awareness of funding opportunities

PPPs might help, even at national level

Importance of having the right partners along the value chain: partnering platform, cluster of RTOs, industry and consumer associations.

Training for industrial valorisation, e.g. organise PhD with the industry

Need to identify the market, industrial environment, targeted customers

Involve brand owners in project development

Business case to be asked in project proposals

Problem of long time for IP protection, in particular patents

## Market place Results

### 1. Scoping workshop for the next call

- Organisation: cooperate with SUSFOOD, BiodivERSa, SUSCROP
- Might help to have projects merging together for enough staff available in projects
- Further develop the results of current research funded in FACCE SURPLUS
- Networking for the 3<sup>rd</sup> call during end-term meeting of projects and delay the launch of the call accordingly
- Difficult to connect with high tech aspect of the biomass transformation sector
- Marginal lands: cleaning soils using energy crops
- Socio-economic aspects: resilience only if socio-economically viable
- Socio-economy was missing in projects due to agency rules
- Link to ecosystems services (ESS) and agriculture: having a system approach in the economic context. Need to consider all aspects
- Work in the triangle Agricultural systems – Economic systems - Ecosystems
- Some farmers are already climate smart farmers but need advice and would provide best practices
- Alternative food and alternative crops
- Scoping workshop: funders + SH + Researchers (representatives of FACCE board)

### 2. Workshop on ecosystem approach

- Sustainable resilience for Food and non-food systems/Horizon scanning/needs of end users and policy makers.
- What entities to be involved: regions, projects like ERRIN
- Engage with:
  - EU tech Platform



- stakeholders + Consumers/farmers/ certification organisations, other initiatives, DGs, researchers
- Need to develop technologies: people making sensors and automation
- Bio-economy actors: BBI JU (Biobased Industries Consortium), Vanguard initiative (bio-economy)
- Socio-economic actors
- Acceptability and different socio-economic aspects. It is a real ideal planning but difficult to involve all these actors. Maybe several workshops. Holistic approach taking into account the various actors
- Question of packaging: recycling for packaging will become important

### **3. Communication including forum & network**

- Tools for online networking: use social media to enable sharing of experiences and news/announcements. It is easier to use social media but some reservations with copyrights for example.
- Communication group will look at what other initiatives are doing and identify a small group of projects to test some solutions
- Support to project communication: FACCE-SURPLUS work package to support communication. Help to identify target groups and what could be projects' objectives/timing. Researchers can contact Claus to have this support. Help for press releases, leaflets...
- Possibility to upload all the project posters to be displayed on the SURPLUS page and on social media

### **4. Joint endeavour on Knowledge to Practice**

- Inclusion of other practitioners than farmers: advisers/intermediaries/government and non-government bodies.
- Is our Knowledge transfer model trying to reinvent the wheel – Why shouldn't we engage with existing channels of dissemination and engage knowledge exchange specialists to disseminate new R&D? For example, why don't we engage with progressive farmers who are already open to new practices, or go to local active bodies who promote new and sustainable farming practices? Additionally, FACCE SURPLUS could promote the outcomes through publishing a summary article to highlight new R&D and impact via widely-read scientific journals such as New Scientist, and farmer-specific magazines such as farmers weekly in the UK.
- It may be difficult in case of the international projects to transfer knowledge established from one country to another one, especially due to variation in farming operations and agro-climatic zones. A potential solution is to identify common ground and then adapt collated knowledge to specific contexts.
- Identify target audience and problems that are being addressed: for example, in the case of agro-forestry identify local bodies/municipalities that promote tourism in places which are known for forests and natural habitats of outstanding beauty.
- Engage with initiatives like Cities of Science: develop guides to highlight how new R&D is beneficial for farming communities.
- Increase opportunities for dialogue and direct engagement between students, industry, academic researchers and farmers.

### **5. Valorisation of the project results:**

- Articles: scientific and more vulgarisation articles
- Info-graphics – video's
- Patents/demo innovation
- Projects can be valorised to start-ups that get support from government, universities and private funds
- Think of all possible valorisation possibilities when writing the project proposal
- Students can follow courses on valorisation
- Impact can be social and economic



- Doing valorisation via open source: in this case the outcome of projects is open to everyone to follow up projects and collaborations
- Courses: results of projects are input in courses at universities leading to PhD or new collaborations with companies

### **6. Networking beyond SURPLUS/ Horizon 2020 potential partners**

- Horizon2020 calls: identify potential partners.
- Several are in the same process and stage, aware of some calls and trying to identify some partners to collaborate on some calls.
- Call on highly efficient management of soil

### **7. Joint policy brief/advice (INTENSE project policy brief)**

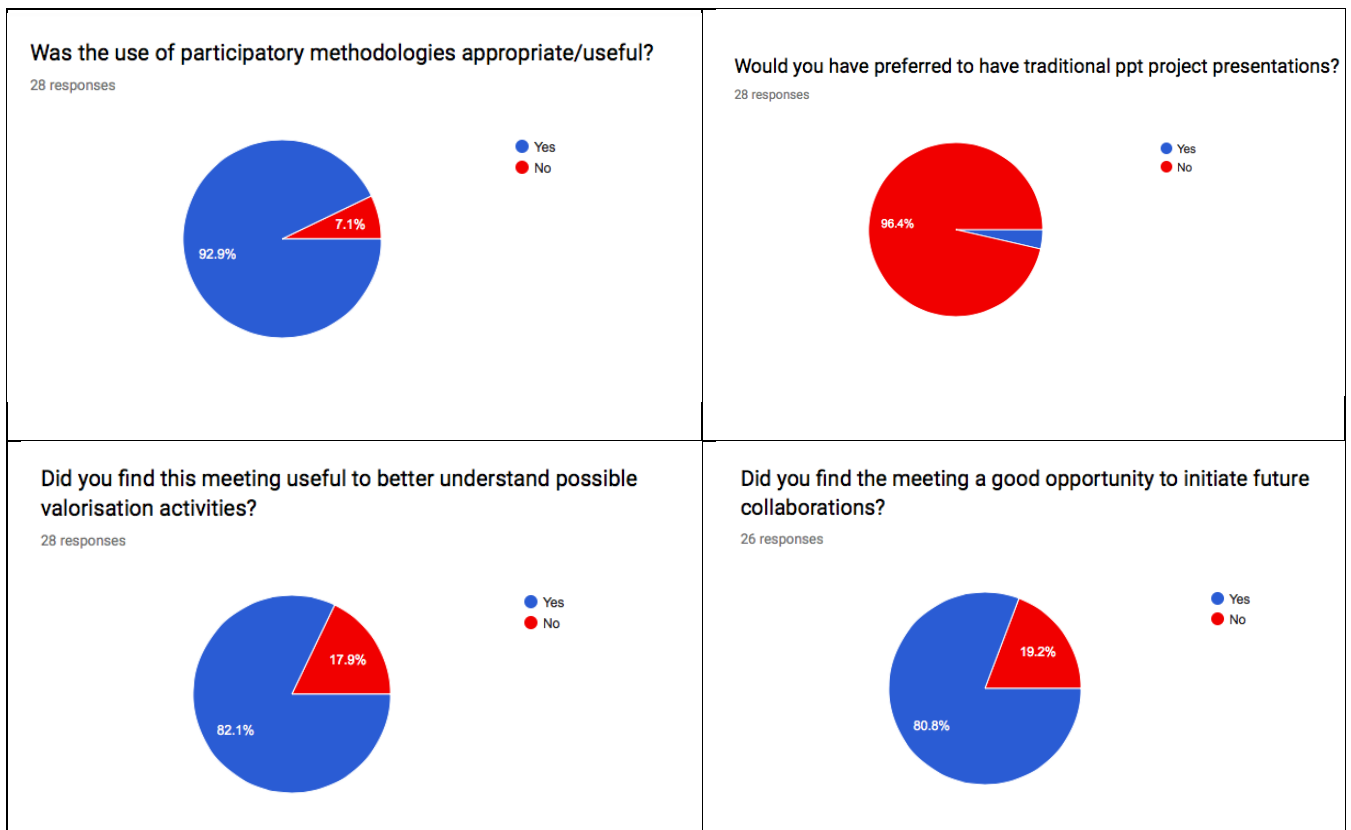
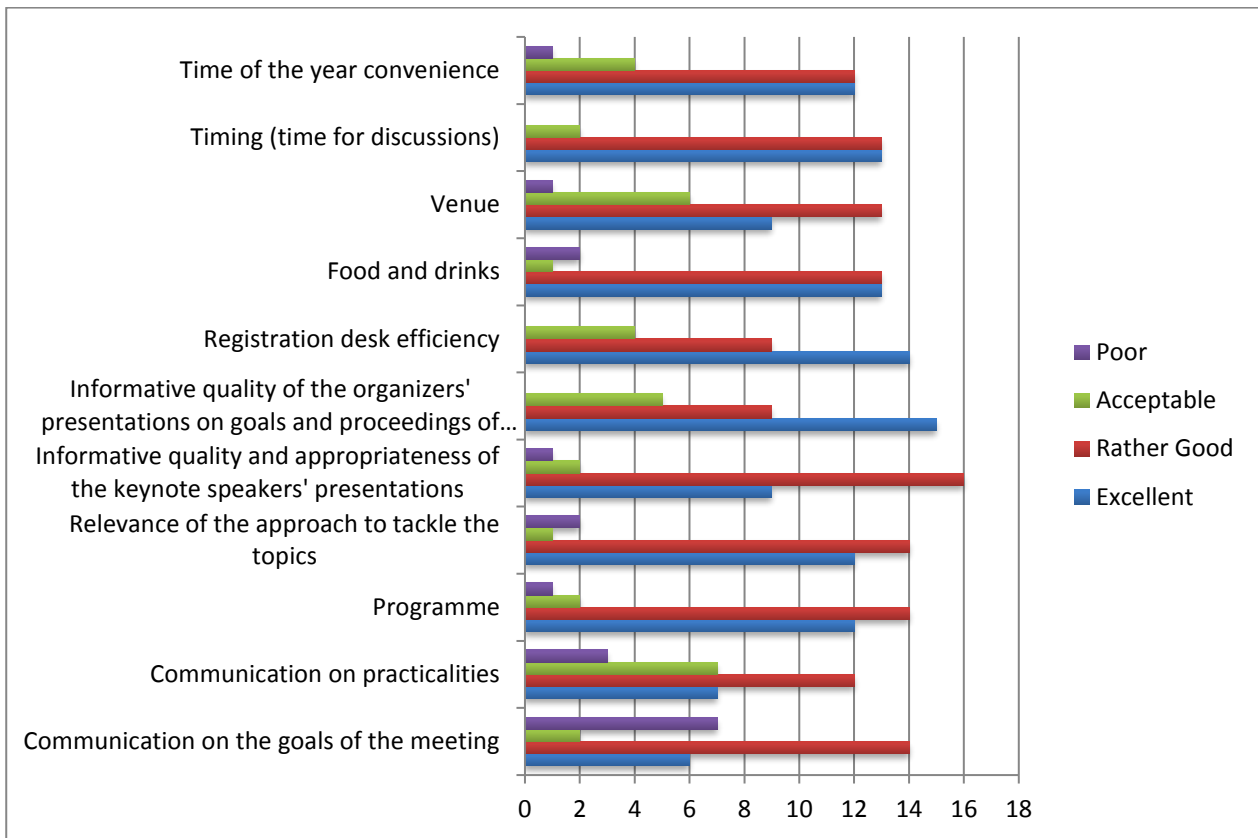
- We would need a joint policy brief
- The FACCE secretariat should do it but projects also want to increase visibility and put forward their results. It might be good that we start writing our policy brief in a short and focussed format to get policy maker attention
- What/Format/Solutions in a bullet point format so nicely digestible
- Address policy makers on what issues that could be acted upon
- Educate policy makers and farmers
- Format/design: give some key elements and link to more details
- Projects should be in charge of the translation and should include key elements
- Learn from BiodivERSA experience

## **Evaluations and conclusions**

### **Evaluations**

A large majority of participants graded as excellent or rather good the programme and especially the use of participatory methodologies.

A few participants were critical on the communication before and during the meeting about the goals of the meeting.



Some participants suggested some improvements/things to take in consideration:

Clarify better the objectives of the meeting for SURPLUS and for the projects, etc.

The poster session was considered a bit short and some other format of presenting projects should be explored maybe in a less conventional way such as story-telling or use of games.

Projects representatives would be interested to have more time to exchange on possible collaborations.

The presence of other ERA-Nets and stakeholders should be better used and integrated as this was not clear and they did not have a chance to present themselves and their projects.

### **Conclusions**

The mid-term meeting of FACCE SURPLUS allowed researchers to present their progress, to network and to explore different means to valorize their research results. A highly interactive approach was used, allowing an exchange of views and experiences on different aspects of knowledge transfer and capitalization. Supporting documents (project posters and keynote presentations) are available on the SURPLUS website.



# FACCE SURPLUS

SUSTAINABLE AND RESILIENT AGRICULTURE  
FOR FOOD AND NON-FOOD SYSTEMS

## Annexes

### Annex 1 : List of participants

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## Annex 2 : Agenda

<b>DAY 1</b>		
<b>09:30-10:00</b>	<b>Welcome coffee and registration</b>	
<b>10:00- 10:40</b>	<b>Opening of Joint meeting</b> Introduction and objectives  Introduction of the facilitator & Icebreaker	Nicolas Tinois & Heather McKhann Estelle Balian (consultant)
<b>10:40 -11:10</b>	<b>Keynote presentation 1: Science-Policy Interface and how to ensure research results can make their way to policy-makers</b>  <b>Keynote presentation 2: How to transfer knowledge to practitioners?</b>	Sebastien Treyer (IDDRI)  Jane Kanalagh (TEAGASC)
<b>11:10-11:40</b>	<b>Participatory discussions (Fish bowl) :</b> What are benefits and challenges of implementing Science Policy Interface activity throughout the project and not just at the end?	E. Balian (Facilitation)
<b>11:40-12:20</b>	<b>Keynote presentation 3: A story of industrial valorisation</b>  <b>Keynote presentation 4: How to foster industrial valorization?</b>	Dirk Carrez Kris Schatteman
<b>12:20-: 13:00</b>	<b>Participatory discussions (Fish bowl) :</b> What could be valorisation for your project in terms of industrial valorisation or use by practitioners?	E. Balian (Facilitation)
<b>13:00-14:15</b>	<b>Lunch and Galery walk on project posters</b>	
<b>14:15-14:30</b>	<b>Introduction to the Breakout sessions</b>	
<b>14:30 – 16:00</b>	<b>Group work on valorization</b> (Industrial, Science Policy Interface, Knowledge transfer to practitioners...)	All
<b>16:00-16:15</b>	<b>Coffee Break</b>	
<b>16:15- 17:30</b>	<b>Reporting of breakout sessions</b>	A Rapporteur for each group
<b>17:30-18:00</b>	<b>Evaluation of the day</b>	
<b>19:00</b>	<b>Cocktail</b>	