



- The Baltic Sea Agro-industrial network
 - Outcome of activities
 - Finn Rexen
 - Bioraf Denmark Foundation



BASAN

- An “Innovation regions in Europe” network financed by the EU Commission
- 10 participants from all Baltic Sea countries except Russia.
- 4 regional research centres and 6 innovation centres.

Innovation Regions in Europe Networks

- ACENET: Development of company networks and clusters
- BASAN: Innovation in the agro-industrial sector in Baltic Sea area
- BIGEAR: Exploitation of academic research
- CAFE: network of regional organisations in agro-food industry
- INNOBA-SME: Develops strategies to overcome innovation barriers.
- SAIL: Links academic and industrial World



Objectives

- Develop a “Best Practise” for agro-industrial innovation in the Baltic Sea area
 - Identify/develop ways to transfer European agro-industrial know-how into practical application
 - suggest incentives and ways to overcome barriers.



Scout function

- Bridge the “death valley”
- Identify new production possibilities
- Select the successful ideas



survey

- All EU projects related to agro food and non-food were surveyed
- 61 project leaders were contacted(40 business oriented)
- 31 responded(19 business oriented)
- 8 (business oriented)were interested in co-operation with the Baltic Sea area



Reasons for lack of interest

- Exploitation rights were given to one of the industrial partners, who had no interest in sharing its knowledge
- The outcome has not led to commercial results
- The process was not yet ready for industrial exploitation



roduction opportunities

- Bioenergy: Solid fuels, bioethanol, biodiesel
- Food: functional foods, food ingredients, speciality foods.
- Non-food: Building materials, pharmaceuticals, cosmetics, organic pesticides, paints and varnishes etc



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Challenges

- Extensive farming methods, old fashioned production equipment in many areas
- farm products often exported unprocessed from most areas
- Low entrepreneurial spirit in most areas
- Many areas are remote with no access to research centres and universities
- Income often below country average
- High proportion of elderly people in most areas
- High unemployment rate in most areas
- Social desertification from all areas



Assets

- Some areas
 - Abundant land at low cost
 - Access to cheap labour and energy
 - Moderate cost of living
 - Beautiful surroundings
- Other areas
 - access to specialised labour and R&D institutions
 - good infrastructure



Baltic Sea agro-industrial campus

- Objectives:

- Attract potential investors. Initiate cluster creations
- Address major obstacles:
 - low entrepreneurial spirit
 - limited language skills
 - limited awareness of new technologies
 - limited access to R&D institutions
 - little experience in innovation and know how transfer
 - little experience in business management and market evaluation



Baltic Sea agro-industrial campus

- 4 Pillars
 - Agro-industrial research network
 - Training centre for entrepreneurs
 - Business and market study unit
 - Technology observatory
 - Plus-
- Joint secretariat



The virtual R&D centre

- Network of local R&D centres
- Involved in selection of new business opportunities and know how transfer
- Adaptation of new production processes
- Test-production for market studies



Training centre

- Learning via Internet (E-learning)
- Entrepreneurial skills
- Language skills
- Information technology



Business and market study unit

- Help select the best business opportunities
 - Business plans
 - market study
- Help generating funds for preparatory work
- Help with financing of start-up



Technology observatory

- Monitor international R&D developments
- Select business opportunities of interest for the Baltic Sea regions.
 - Selection
 - Preparation for commercialisation
 - Business plan
 - Options for commercialisation



Secretariat

- Focus point for the campus
 - co-ordinates the R&D networking activities
 - links the work in the four pillars
 - contact centre for stakeholders