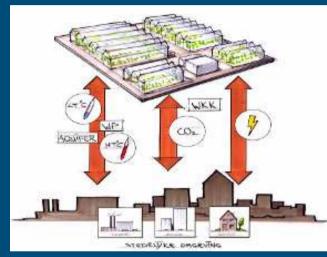
Energy webs

Tycho Vermeulen







Wageningen UR Greenhouse Horticulture

Enhance innovation in and for a sustainable glasshouse sector

+ 100 employees



- Climate control, light, advanced technologies
- Soil, substrate, tablets

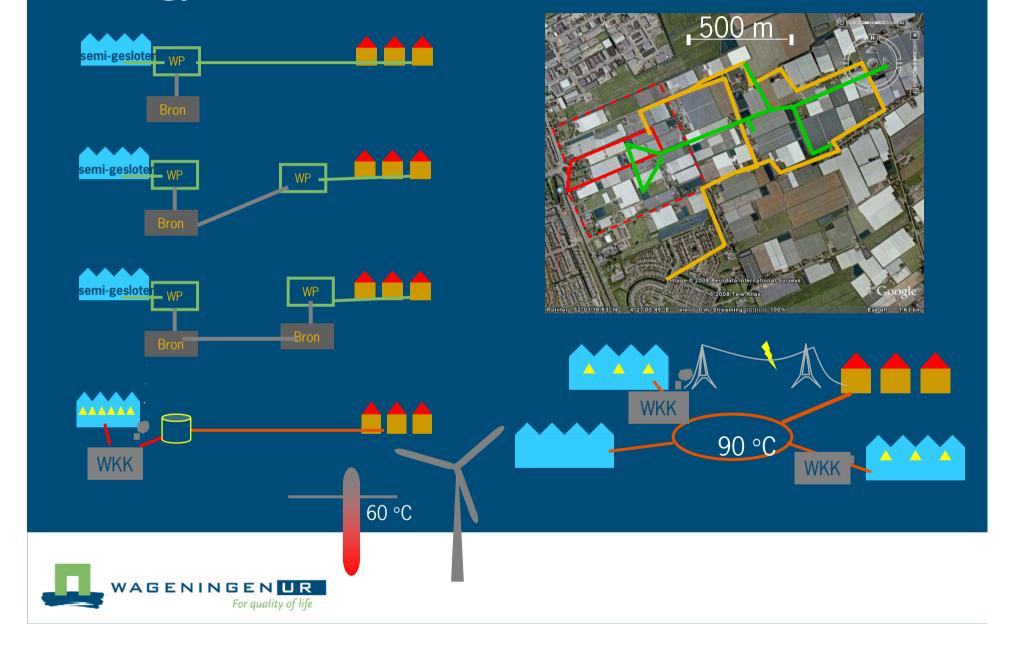




- What is an energy web?
- Our involvement: design and coach
- Feasibility
- Challenges



Energy - web



Our involvement

2006 Calculation tool heat exchange— Agriport A7

2007 Process challenges

2008 System innovation

Coach and design in real life

Greenportkas Venlo

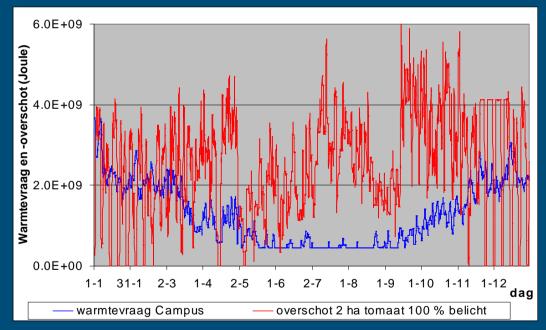
Supporting the grower

Agromere – design 'City horticulture'



Calculation tool

- Heat supply and demand
- Costs for infrastructure
- •Gj prize
- => profitability



WKK: 1,2 MW_e

Synergy = 83%



Feasibility

CHP+growth light yes, provided short distance and

enough demand

CHP+semi-closed yes, provided short distance and

enough demand

CHP+no extra light first go for other options

Aquifer yes – not easy, but multiple

cases with positive profitability

Geothermal yes

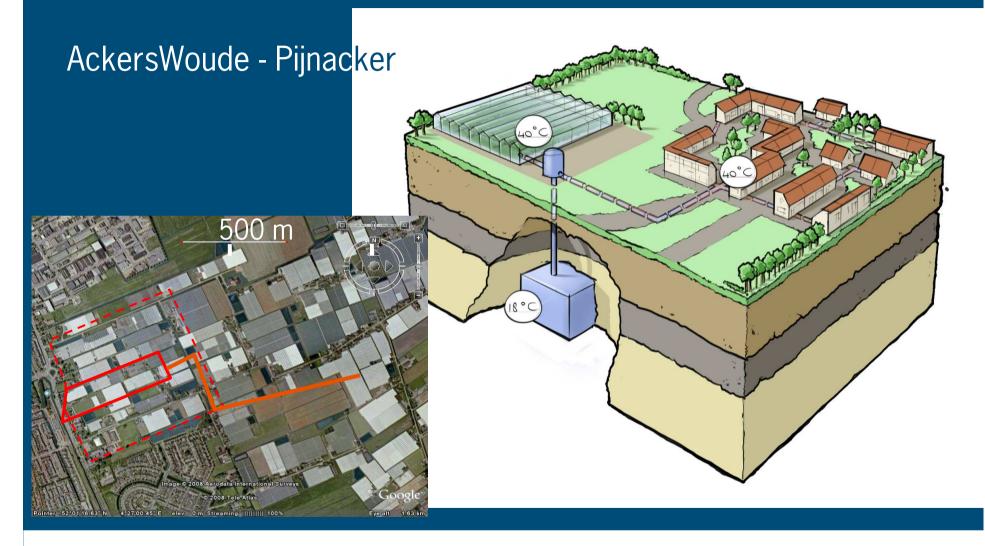
But The Story is crucial!



Coaching

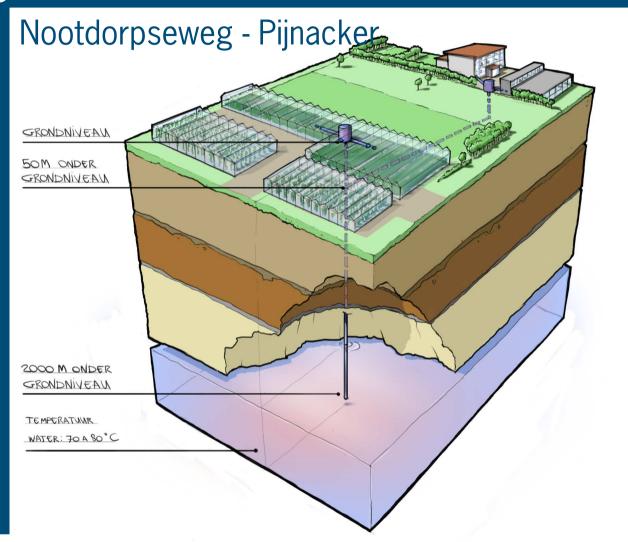


Coaching





Coaching

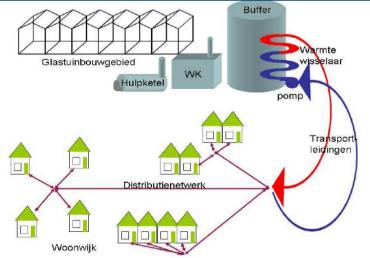




Design







iguur 3.1. Schematische weergave van het systeem voor warmtelevering vanuit een glastuinbouwgebied aan een woonwiik.



<u>Challenges</u>

- Cultural differences
- Complex process new partnerships
- High investment (mainly infrastructure)
- Debate added value
- Prejudices in horticulture (in the past)





1. Empathy with motivators

2. Technical knowledge

4. Personality traits: entrepreneurial competence, culture, attitude

3. Not taken by surprise in the process

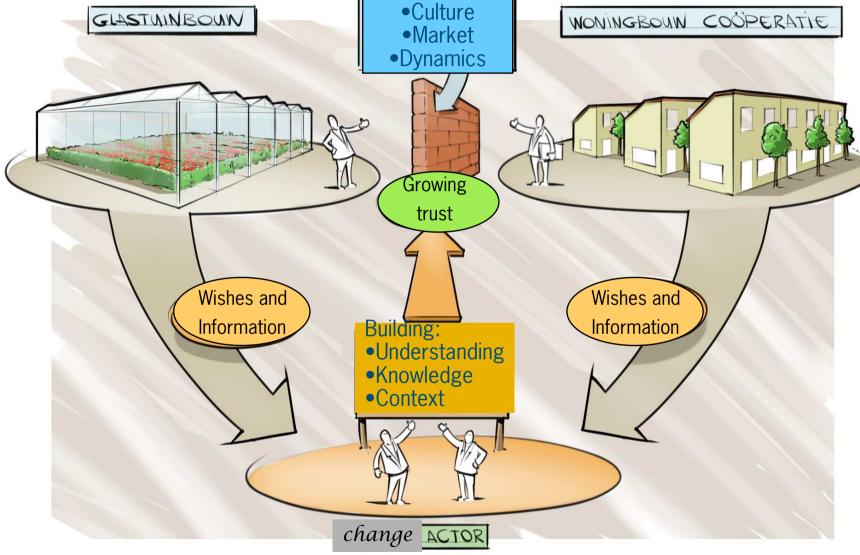
5. Understanding Context



Changing roles of Research

- Stakeholder engagement
- Concepts and visions (beefed up with rough calculation)
- Siding with initiators and entrepreneurial people
- Coaching towards new thinking and doing, and supporting the risk-taker
- New alliances (city, infrastructure, housing agencies, energy companies, etc.)







Concluding remarks

- Complexity is in the process rather than in the technique
- Initial phase is crucial for building confidence
- Transitions for sustainability require parties to take on new roles:
 - Local government risk taking and facilitating
 - Research process oriented knowledge generation
 - Broader view on cooperation



Thanks for your attention!

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