

## **Seminar on Biomass: Connecting Dutch and Ukrainian Business Partners**

17 November 2009, Kyiv, Ukraine

### MINUTES

This seminar was organized by SenterNovem within a Biomass/Bioenergy Trade Mission from the Netherlands to Ukraine, organized by the Dutch Ministry of Agriculture, Nature and Food Quality (LNV). The seminar was opened by *Kees Kwant* (SenterNovem, the Netherlands) who acted as a chairman. Mr. Kwant greeted the participants and informed them that the first G2G project on Biomass and Biofuels in Ukraine had been successfully completed, and preparations to the second project on Sustainability Certification of Biomass were under way. The first project resulted in drafting the Biomass Action Plan for Ukraine which is now available on SEC Biomass' website. The new project is expected to create new opportunities for Dutch-Ukrainian business cooperation.

Thereafter, opening speeches were delivered by *Meeuwes Brouwer* (Embassy of the Kingdom of the Netherlands in Ukraine) and *Mykola Datsenko* (Ministry of Agricultural Policy of Ukraine). Mr. Brouwer said that when he had arrived in Kyiv a year ago he already noticed many good results of Dutch-Ukrainian cooperation. And the new project on Sustainability Certification of Biomass is supposed to continue a fruitful collaboration between SenterNovem and the Ministry of Agricultural Policy of Ukraine. Mr. Datsenko thanked the Dutch party for its assistance in the development of bioenergy sector in Ukraine generally and for organizing this seminar in particular. He underlined that it was urgently necessary to create favourable conditions for attracting foreign investment to Ukraine's biomass and biofuels sector.

Then Mr. Datsenko made a presentation on Present situation and prospects for biofuels development in Ukraine. In his presentation he showed Ukraine's potential for the production of biodiesel and bioethanol, for utilisation of straw for energy production, analysed legislative and normative basis related to bioenergy. "One of the most important and unsettled issues is market entry of biofuels. The Ministry is open to collaboration with Dutch partners on different investment projects".

After that Dr. *Olexiy Prystaya* (State Forestry Committee of Ukraine) delivered a presentation on Regulatory preconditions, potential and techno-economic prospects for the utilization of wood and wood waste for energy production in Ukraine. The main point of his speech was that Ukraine had quite big potential of wood and wood waste available for energy production and also currently unused lands which could be used for short rotation coppice. The big problem is a poor road network in the forests that hampers the access to biomass resources.

Then Mr. Kwant called on the next speaker - *Cornelis Mijnders* (Dutch Ministry of Agriculture). Mr. Mijnders' presentation covered the Dutch experiences with bio based economy, namely:

- What is the biobased economy in NL?
- Biomass & its applications
- Policy agenda (Dutch and EU)
- Further cooperation of Ukraine and the Netherlands.

The main conclusions of his speech were that biobased economy offered many promising opportunities for both Ukraine and the Netherlands, that innovation and cooperation was required between governments, companies, knowledge institutes and non-governmental organisations.

Kees Kwant delivered a presentation on Sustainability Certification of Biomass. “Certification system includes the following parts: Standard (principles, criteria, and indicators), Certification scheme (indicators & verifiers; rules and regulations; procedures), Certificate, Label. In the Netherlands, sustainability is defined by Cramer Criteria. The main technical standard is NTA8080”. The conclusions of Mr. Kwant’s presentations were:

- Only market for proven sustainable biomass/biofuels
- Standards for sustainability exist
- Certification schemes under development, but should be limited!
- Further implementation required in Ukraine
- G2G cooperation with Ministry of Agriculture (SenterNovem)
- Subsidy to companies developing sustainable chains
- Budgets available for support of companies to develop this.

Then *Sliman Abu Amara* (SenterNovem, the Netherlands) outlined the bioenergy supporting instruments in Ukraine, in particular the feed-in legislations and the Ukrainian rules and policy on taxes, VAT and customs. In this conclusion, Sliman Abu Amara noted what practical problems related to the import of bioenergy equipment to Ukraine still existed, including the current challenges of funding and financing investments in Ukraine due to the economic crisis. Therefore, he suggested to the participant companies to follow the calls for tenders and project announcement at international funding and financial institutions active in the Ukraine, such as the IFC, the World Bank and the EBRD.

Dr. *Georgiy Geletukha* (SEC Biomass, Ukraine) delivered a presentation on Opportunities & challenges of biomass in Ukraine, legislation and investment climate. According to him, the basic preconditions for successful development of Ukraine’s bioenergy are the proper legislation, investment, information and management. At present these preconditions are implemented in 50% (legislation), 10% (investment), 60% (investment) and 20% (management). Though Ukraine has quite big potential of biomass available for energy production (about 27 mill tce according to data of 2007 and over 35 mill tce according to data of 2008), a lot of work still should be done in order to utilise the potential in a sustainable and feasible way.

Then *Kristina Turilova* (International Finance Corporation, Russia) presented the Program for financial support of resource effective technologies in Ukraine. The IFC program is starting in November 2009; among its priorities are agricultural sector, food industry and renewable energy.

After that the floor was given to *Vitalii Davii* (Association of Ukrainian producers of alternative fuels and energy) who described the state of the art of biomass pellets/briquettes production sector in Ukraine. “The future of the sector is the replacement of small and outdated production lines by large-scale modern facilities”.

Then *Ton Huls* (Allseeds Group, Ukraine) outlined Ukraine’s sunflower oil production industry and presented activity of his company in this area.

Dr. *Valeriy Dubrovin’s presentation* (The National University of Bioresources and Nature Management) covered activity of the university on the development and introduction of technologies for biodiesel and biomass pellets production, growing energy crops.

Next three speeches were delivered by representatives of Dutch companies: *Jan Wiessenberg* (World Wide Recycling), *Pavlo Ganzelinsky* (Malinka Services, Ukrbiopalyvo) and *Hans van Klink* (DSD BV). The speakers described activity of their companies and the fields of interest for potential cooperation with Ukrainian partners.

After the end of the presentations the chairman Kees Kwant conducted a short discussion based on the materials and information delivered by the speakers. A discussion took place on the prospects of straw pellets and the opinions were different but it was agreed that straw needed a better utilization. Summarizing the results of the seminar he underlined that there was obvious interest and willingness for cooperation from both the Dutch and Ukrainian sides. To put it into practice, he invited the attendees to participate in the afternoon session: matchmaking between Dutch and Ukrainian business partners under the direction of *Robert van Noordaa* (Tebodin, the Netherlands).

All the Presentations can be found at the website of the Embassy of the Kingdom of the Netherlands in Ukraine [http://www.netherlands-embassy.com.ua/in\\_ukraine.html](http://www.netherlands-embassy.com.ua/in_ukraine.html)

The second part of the seminar was personal communication between representatives of Dutch and Ukrainian companies.

## ANNEX 1. The Program



Ministry of Agriculture, Nature and  
Food Quality



**EVD**  
internationaal  
ondernemen en samenwerken



Ministerie van Economische Zaken



**TEBODIN**  
Consultants & Engineers

# Seminar on Biomass: Connecting Dutch and Ukrainian Business Partners



**November 17, 2009**  
**Kyiv, Ukraine**

**Location: Conference Halls of Ukraine's Academy of Sciences,  
Volodymyrska str. 55, Kyiv City centre**

**Sectional Hall (3rd floor), Yellow Hall (3rd floor)**

## Programme for the seminar on Tuesday 17 November 2009

<b>9:00-9:30</b>	Registration of the participants	
<b>Sectional Hall</b>		
<b>9:30-9:45</b>	Opening, welcome and introduction of the representatives of companies of the Dutch trade mission on sustainable biomass	Deputy Minister Alexander Shevchenko of the Ministry of Agrarian Policy of Ukraine and Meeuwes Brouwer Agricultural Counsellor of the Netherlands Embassy in Kyiv
<b>09:45-10:00</b>	Present situation and prospects for biofuels development in Ukraine	Mykola Datsenko, Head of the Department for Engineering and Technical Support; Ministry of Agrarian Policy of Ukraine
<b>10:00-10:15</b>	Regulatory preconditions, potential and techno-economic prospects for the utilization of wood and wood waste for energy production in Ukraine	Olexiy Prystaya, Deputy Head of the State Forestry Committee of Ukraine
<b>10:15-10:25</b>	The Dutch experiences with bio based economy	Cornelis Mijnders, Policy Officer of the Interministerial Department Bio based Economy of the Dutch Ministry of Agriculture (LNV)
<b>10:25-10:45</b>	Sustainability certification of biomass and the state of the art of bio energy supporting instruments in Ukraine	Kees Kwant, Project leader and Sliman Abu Amara, Adviser of the Dutch agency SenterNovem
<b>10:45-11:00</b>	Opportunities & challenges of biomass in Ukraine, legislation and investment climate	Georgiy Geletukha, Director of Scientific Engineering Centre for Biomass
<b>11:00-11:30</b>	<b>Coffee &amp; tea break</b>	
<b>11:30-11:45</b>	Creation of mechanisms for the formation of civilised market of solid biofuels in Ukraine	Vitaliy Daviy, Head of Association of Ukrainian producers of alternative fuels and energy
<b>11:45-12:00</b>	Making use of waste from crushing sunflower seeds	Ton Huls, Member of the oilseed processing and trading company Allseeds Ukraine
<b>12:00-12:15</b>	Prospects for the production of gaseous and liquid biofuels in Ukraine	Valeriy Dubrovin, Director of the Institute of ecobiotechnologies and bioenergy
<b>12:15-12:40</b>	Business presentations by representatives of Dutch companies and who are participating in the trade mission	Representatives of Dutch participants in mission
<b>12:40-13:00</b>	Discussion and conclusions	Moderated by Kees Kwant, Project leader of SenterNovem
<b>13:00-14:00</b>	Lunch	
<b>Yellow Hall</b>		
<b>14:00-17:00</b>	Matchmaking between Dutch and Ukrainian business partners	

Seminar is conducted in English and Ukrainian, simultaneous translation will be provided

**Organizing Committee:** SenterNovem, Tebodin, SEC Biomass

**Sponsors:** Ministry of Agriculture, Nature and Food Quality of the Netherlands

Agency for international business and cooperation (EVD) at the Ministry of Economy of the Netherlands

## ANNEX 2. The list of participants

№	Name	Institution, position
1.	Mykola Datsenko	Ministry of Agricultural Policy of Ukraine, Director of Technical-Engineering Department
2.	Viktor Tymoshchuk	Ministry of Agricultural Policy of Ukraine, chief specialist
3.	Volodymyr Zablotskyi	Ministry of Agricultural Policy of Ukraine, adviser of Minister
4.	Olexiy Prystaya	State Forestry Committee of Ukraine, Deputy Head
5.	Meeuwes Brouwer	Embassy of the Kingdom of the Netherlands in Ukraine, Agricultural Counsellor
6.	Kees Kwant	SenterNovem, the Netherlands, Senior Bioenergy Expert, Project leader
7.	Sliman Abu Amara	SenterNovem, the Netherlands, Advisor on Bioenergy
8.	Cornelis Mijnders	Policy Officer of the Interministerial Department Bio based Economy of the Dutch Ministry of Agriculture, Nature and Food quality (LNV)
9.	Evert Jan Krajenbrink	Dutch Ministry of Agriculture, Nature and Food quality (LNV), Senior policy advisor Ukraine
10.	Irina Dudiak	Office of the Counsellor for Agriculture, Nature and Food Quality, Embassy of the Kingdom of the Netherlands in Ukraine
11.	Ton Huls	Allseeds Group Ukraine, Chief Financial Officer
12.	Alissa van den Nagel	Van den Nagel Bio-energy (the Netherlands)
13.	Bram van den Nagel	Van den Nagel Bio-energy (the Netherlands)
14.	Corstiaan Korteweg	NEK transport/ MP Holland (the Netherlands)
15.	Dirck Smits van Oyen	ProMarketing Ukraine, Director
16.	Victoria Lyubarevich-Torkhova	ProMarketing Ukraine, Senior Project Manager
17.	Edwin Bus	CPM Europe (the Netherlands)
18.	Hans van Klink	Dutch Sustainable Development BV(the Netherlands), project manager
19.	Henk Jan van Goinga	Plospan (the Netherlands)
20.	Jan Kanbier	Biocandeo (the Netherlands)
21.	Jan Wiessenburg	World Wide recycling (the Netherlands)
22.	Jim Malinka	Malinka services (the Netherlands)
23.	Jolanda van Schaick	CREM (the Netherlands), senior consultant
24.	Luc Pysson	Chamber of commerce Ukraine/Fanders Belgium, President
25.	Paul Nooijen	BTO Bulk Terminal Oss (the Netherlands)
26.	Richard Kamsteeg	Agrocircle (the Netherlands)
27.	Richard Rozvadovsky	Center Farming Group (the Netherlands)
28.	Robert Plomp	Plospan (the Netherlands)
29.	Willem Plomp	Plospan (the Netherlands), managing director
30.	Robert van Noordaa	Tebodin (the Netherlands)
31.	Ton Heebing	CMS Derks Star Busman (the Netherlands)
32.	Voskoboyeva Natalia	Biocandeo (the Netherlands)
33.	Wittendorp Alex	Biogas International (the Netherlands)
34.	Ebbe Johnson	International Finance corporation IFC, project manager Ukraine fresh fruit and vegetable project
35.	Fedir Arkhipenko	Institute of agriculture, Ukraine
36.	Volodymyr Atamanchuk	Bioenergy-Ukraine (Ukraine)
37.	Oleksandr Azimov	Scientific Centre for Aerospace Research of the Earth, NASU
38.	Andriy Balanyuk	Tebodin (the Netherlands-Ukraine)

39.	Pavel Ganzelinsky	Ukrbiopalyvo (Ukraine)
40.	Sergiy Ganzelinsky	Ukrbiopalyvo (Ukraine)
41.	Georgiy Geletukha	SEC „Biomass” (Ukraine), Director
42.	Vladimir Holyuk	Invest Agro (Ukraine)
43.	Vitalii Davii	Association of Ukrainian producers of alternative fuels and energy, head
44.	Svitlana Demikova	Dutch Sustainable Development BV, Local Representative Ukraine
45.	Olga Drozdova	SEC „Biomass” (Ukraine), junior consultant
46.	Valeriy Dubrovin	National University of Life and Environmental Sciences of Ukraine, Research Institute of Biotechnics and Biotechnology Director
47.	Tetiana Zheliezna	SEC „Biomass” (Ukraine), Head of Department
48.	Ielyzaveta Zhuravska	International Finance corporation IFC, investment analyst (Ukraine)
49.	Iurii Kallash	Chamber of Commerce BeNeLux - Ukraine N.P.O.
50.	Anatolii Kolomyitsev	«X-LEON»Ltd. (Ukraine)
51.	Timur Kolomyitsev	«X-LEON»Ltd. (Ukraine)
52.	Anatolii Kopets	Association «Energy efficient cities in Ukraine, director (Ukraine)
53.	Denys Kutsyi	SEC „Biomass” (Ukraine), consultant
54.	Eugene Kuchinsky	Geliotextile Technologies, Ltd, Director (Ukraine)
55.	Ruslan Kulitsky	HELMAG Seeds, (Ukraine)
56.	Olena Kotsar	"Potential-4" (Ukraine)
57.	Volodymyr Kurgak	Institute of agriculture (Ukraine)
58.	Stanislav Kuzmynsky	"PIK" (Ukraine)
59.	Liudmila Lazarenko	«Invest Agro» (Ukraine)
60.	Sergiy Laz`ko	Energy-Eko LLC (Ukraine)
61.	Victor Lisovyi	«Invest Agro» (Ukraine)
62.	Valerii Lutsenko	«Energobudsnab» (Ukraine)
63.	Nataliya Manoilenko	International Law firm «Rogach Pastukhov Manoilenko, partner
64.	Olena Martynenko	Chamber of Commerce BeNeLux - Ukraine N.P.O.
65.	Vyacheslav Melnykov	«Energobudsnab» (Ukraine)
66.	Alexandra Mirskikh	Chamber of Commerce BeNeLux - Ukraine N.P.O.
67.	Victoriya Pechnikova	"Energy-Eco" (Ukraine)
68.	Victor Pozichaynuk	TOB «Invest Agro» (Ukraine)
69.	Ivan Stoyanov	Stoutness Ltd. Co (Ukraine)
70.	Nina Stoyanova	Stoutness Ltd. Co (Ukraine)
71.	Alexei Stoyanovsky	Alpha-Star Ltd. (Ukraine)
72.	Arkadii Segal	"Ukrainian biofuel Company" LTD (Ukraine), director
73.	Mykhailo Starikov	«Solar Alliance», technical director (Ukraine)
74.	Tetiana Suprun	SEC „Biomass” (Ukraine), consultant
75.	Victoriya Tarasenko	Embassy of the Kingdom of the Netherlands to Ukraine
76.	Igor Tin`kov	Thegra Continental B.V. (the Netherlands)
77.	Kristina Turilova	Russia Cleaner Production Program - IFC Advisory Services
78.	Tetiana Tynianova	NEK transport (Ukraine)
79.	Mikhailo Fedorov	NEK transport, director of the development (Ukraine)
80.	Yaroslav Shpak	Fuel and Energy Complex Lviv Area (Ukraine)
81.	Oleg Shul`ev	Bioenergy-Ukraine (Ukraine)

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