BBioNets

Boosting the adoption of Bio-Based Technologies

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Reflecting on Our Journey, Sharing Our Legacy

Regions: Central Macedonia, Crete & Peloponnese, Greece

No. of members: 20

Partners: AMERICAN FARM SCHOOL THESSALONIKI, FOCUS



The Greek FAN

Stakeholder Engagement

Types of stakeholders reached: farmers/foresters, advisors/intermediaries, industry, academia, public authorities

Most effective engagement practices used:

- Direct phone outreach
- Co-organisation of events with broader industry gatherings
- Targeted invitations to specific high-potential Bio-Based Technology (BBT) interest groups

FAN Challenges

- **Institutional Skepticism:** Hesitation to participate in EU-funded initiatives due to perceived associations with political bodies, particularly among farmers.
- **Demonstration of Tangible Value:** Overcoming stakeholder disillusionment by proving concrete, practical benefits rather than theoretical promises.
- **Fear of Failure & Reputation:** Apprehension toward complex, unfamiliar BBT concepts driven by the risk of professional embarrassment among peers.
- **Engagement Prioritisation:** Securing long-term commitment from AKIS actors who face competing, high-priority professional responsibilities.

BBTs Uptake

Barriers

- Obstacles to Joint Investment and Scaling Up
- Inadequate Infrastructure & Limited Digital Tools
- Lack of Localised Demonstration Pilot Projects

VS

Enablers

- Peer Engagement & Knowledge Sharing
- Digital Platforms & Online Tutorials
- Practical Field Demonstrations

Lessons Learnt

- **Power Asymmetries in Multi-Actor Networks:** Diverse groups combining academia & advisors can intimidate farmers; creating a safe space is essential so primary producers do not feel vulnerable to exploitation.
- **Decentralised Knowledge Transfer:** Horizontal, peer-to-peer networks enable farmers to learn from both experts and fellow producers in a low-risk, collaborative environment.
- **De-risking Technology Adoption:** Successful BBT uptake requires clear financial safeguards so new technologies do not threaten the economic viability of vulnerable farms.

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Key Outcomes



The Greek Policy Event initiated critical dialogue on regional BBT deployment strategies



Cross-border exchanges & Operational Group (OG) collaborations accelerated knowledge transfer & built advisory capacity



OGs provided concrete pilot paradigms and practical evidence, significantly expanding network outreach

"BBioNets for Everyone" in Practice

Overcoming Greece's high barriers to inter-sectoral cooperation requires a tailored approach to co-creation. While BBT penetration remains low, bridging stakeholder divides depends on creating structured spaces for open dialogue. By bringing primary producers, advisors, and policy actors together around concrete local challenges, the FAN established the mutual understanding, practical capacity building, and trust necessary to lay the groundwork for long-term technology adoption.



Most Valuable Activities

- Cross-regional workshops
- National policy event

Main Impact of the FAN

- **Ecosystem Awareness:** Significantly enhanced stakeholder understanding of BBTs, highlighting regional opportunities despite current legislative and structural limitations.
- **Network & Dialogue Building:** Laid essential groundwork for cross-sectoral collaboration and inter-actor communication across the Greek agricultural value chain.
- **Capacity Development:** Delivered practical insights and peer-learning opportunities to help advisors and local producers navigate emerging bioeconomy concepts.

Recommendations

For improving FAN implementation

- Narrow the operational scope of FANs to focus on a dedicated feedstock, specific value chain, or targeted end-product.

For future Thematic Networks

- Model initiatives around Short Supply Chains rather than broad, abstract bioeconomy concepts.
- Focus on localised, closed-loop systems connecting regionally abundant feedstocks directly to practical end-products.

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