



DELTAS IN TIMES OF CLIMATE CHANGE II

INTERNATIONAL CONFERENCE

OPPORTUNITIES FOR PEOPLE, SCIENCE, CITIES AND BUSINESS
 ROTTERDAM THE NETHERLANDS, 24-26 SEPTEMBER 2014

Deltas in Practice, policy-practice sessions	
Deltas in Practice Theme 4. Green adaptation / Building with Nature	
DP 4.2 Making the business case for Building with Nature	
Chair	Jane Madgwick, Wetlands International, the Netherlands
Organised by	Pieter van Eijk, Wetlands International, the Netherlands
Presentations	<ul style="list-style-type: none"> ● Mark van Koningsveld, Van Oord, the Netherlands ● Femke Tonneijck, Wetlands International, the Netherlands
	<ul style="list-style-type: none"> ● Eric Schellekens, Arcadis, the Netherlands ● Mark van Koningsveld, Van Oord, the Netherlands ● Femke Tonneijck, Wetlands International, the Netherlands
Panel	<ul style="list-style-type: none"> ● Eric Schellekens, Arcadis, the Netherlands ● Mark van Koningsveld, Van Oord, the Netherlands ● Femke Tonneijck, Wetlands International, the Netherlands
	<ul style="list-style-type: none"> ● Making the business case for Building with Nature (BwN)
Session topic	<ul style="list-style-type: none"> ● Making the business case for Building with Nature (BwN)
Objective of the session	<ul style="list-style-type: none"> ● What is needed to compile a convincing business case for BwN, bringing together perspectives from the finance sector, government representatives and corporate end-users of building with nature solutions
Main conclusions and lessons learnt from the presentations	
<p><i>Presentation 1 Mark van Koningsveld</i></p> <p>Spatial development mainly focuses on minimising negative effects for nature and the environment. Van Oord made a shift the last years: they focus on 'Optimising the positive effects'. They developed a new design methodology for this. Step 1: Analyse what is there. Step 2: Fit in your development. Step 3: Try to involve local people and companies (in stead of just informing). Van Oord decided to make things happen and started a local breeding complex of coral as a side project of a coastal development project in Australia.</p> <p>They are now evaluating this with important questions, such as:</p> <ul style="list-style-type: none"> - Can it be achieved in the margin or should it be a business case of its own? - Are the initial restoration costs a bottleneck in a bankable business case? <p><i>Presentation 2 Femke Tonneijck: Case Indonesian Delta; coastline near Semarang City</i></p> <p>In 1980's and 1990's local people moved from rice and farming to aquaculture. But the Tsunami and high sea levels prohibits this. The coastline is destroyed and the mangroves vegetation is ruined. People are losing their identity: what should we do now, who can we be?</p> <p>Wetlands International started a project with low technical solutions to restore the mud balance so that the mangroves will come back. One of the techniques was making permeable dams from branches between poles by hand. A technique used by the Dutch in shore protection. It is a success. People are regaining their trust and pride.</p> <p>Important questions are:</p> <p>What can an mangrove based economy be? Where does the cash flow come from?</p> <ul style="list-style-type: none"> - Timber, Fuel, Wood, Fisheries, Aquaculture, Tourism, Seaweed, Boats <p>What are mutual benefits?</p> <ul style="list-style-type: none"> - Carbon sequestration, Coastal protection, Biodiversity, Water purification <p>Who are the stakeholders?</p> <ul style="list-style-type: none"> - Local and regional government, local people, local companies <p>On what scale do we need to focus or can we focus?</p> <ul style="list-style-type: none"> - Regional scale for spatial planning, but this is very difficult to realise (how to combine all the projects and measurements) - Local scale for projects and research, but it may take too long to protect the coastline in total for climate change 	





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Business case ideas:

- Certification for shrimps
- Premium payments for shrimps and rehabilitation measures
- Government tax to restore land
- Co-management

Main conclusions of the discussion

Topics:

- Is a business case on a landscape level possible?
- Who is responsible?

Audience responses:

- The value of nature is not economical in itself. Everyone benefits. There is no direct economical value.
- A business case on a large scale is not possible
- The Dutch made landscape economical by reclaiming the land from the sea and selling it. This is also possible in Indonesia.
- The USA gained 60 billion dollar out of tourism last year
- On a landscape level there are too many stakeholders involved, this makes it too complex
- On a local scale you can ask all of the stakeholders to put money in a community fund, but that will not generate enough money to finance big progress
- Additional financing can come from banks and investment companies for this kind of projects
- Government and politicians have to be the initiators for a business case on landscape level

Other remarks were:

- Developing with Communal ownership: everyone is responsible
- Involvement of NGO's can make it more sustainable: values and economics can go hand in hand

Main result or conclusion of the session

The most likely solution is perhaps:

- The regional or national government finances a kick start for a pilot project: *Kick Start*
- Investment companies get interested in a successful project and wants to join: *Step in*
- Get local farmers involved to maintain for the long run: *Maintain*
- Get local companies involved in kind (no money but mutual gains); *Community/ Platform building*
- Build a new line of products gained or made up by/in the new area: *An attractive line up*
- Make a master plan for the higher/landscape level and start more projects: *Scale up*
- Knowledge sharing and creating awareness alongside the running projects: *Growing Ink spot*
- Make benefits clear (not diffusive): co-benefits make it diffusive, private sector asks for clear rules: *Clear benefits*
- Build concrete cases: everyone understands what it is about: *Concrete cases*

Most exciting insights or outcomes

- Financing can come from banks and investment companies for this kind of projects
- The government and politicians have to be the initiators for a business case on the landscape level





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| • | Start with a pilot project: it is specific and will make investors enthusiastic and secures commitment from and pride of local people |
| • | Make benefits clear and make a line up of products that are gained or made in the area |
| • | Communal ownership is a key factor for success |

