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# The role of Cities & Regions in enhancing I-US: On-the-Ground Experiences

*Palle Skyum*
*Port of Aalborg R&D*

May 15th 2025

Hubs4Circularity
COMMUNITY OF PRACTICE

# Port of Aalborg 2 mins

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- 5th biggest port in Denmark
- Main premises – 8 km. outside city center
- 5,3 km quay, Water depth up to 10,1 m.
- 2,5 mio.T goods
- Profit 7,3 mio.Euro.at,
- 105 employees (10 employees in R&D)
- 80 businesses in the Business Park,
- Three strategic fokusareas:
  - Logistic & Cargo
  - Business Park
  - Green Transition
- Solid experience with Industerial Symbiosis

# Solid experience with industrial symbiosis at Port of Aalborg

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**1990'er:** The very first symbiosis between PoA & Aalborg Portland

**2011:** Business Network 9220

**2012-2015:** PoA's ininitial work on Industrial Symbiosis under the Grønne Symbioser national program

**2015 – 2018:** The groundwork for first strategic collaborations

**2018 - 2020:** Sustainable Synergies – first symbiosis work in 9220

**2021 – 2023:** Industrial Symbiosis North (ISN)

**2020 – 2022:** GRØN –Symbioses in Northern Jutland

**2023:** Digital guide on IS for SME's

**2021:** Co-founder of Symbiosis Network Denmark

**2023: Klima Klar** workshop program for businesses in PoAs Business park

**2024:** Sustainability Forum

**2024... :** Focus on PoA's industrial Site as a thriving Business Community

- Energy community
- Ressource community
- Knowledge community
- Etc.

# IS tool? Facilitating 2 mins

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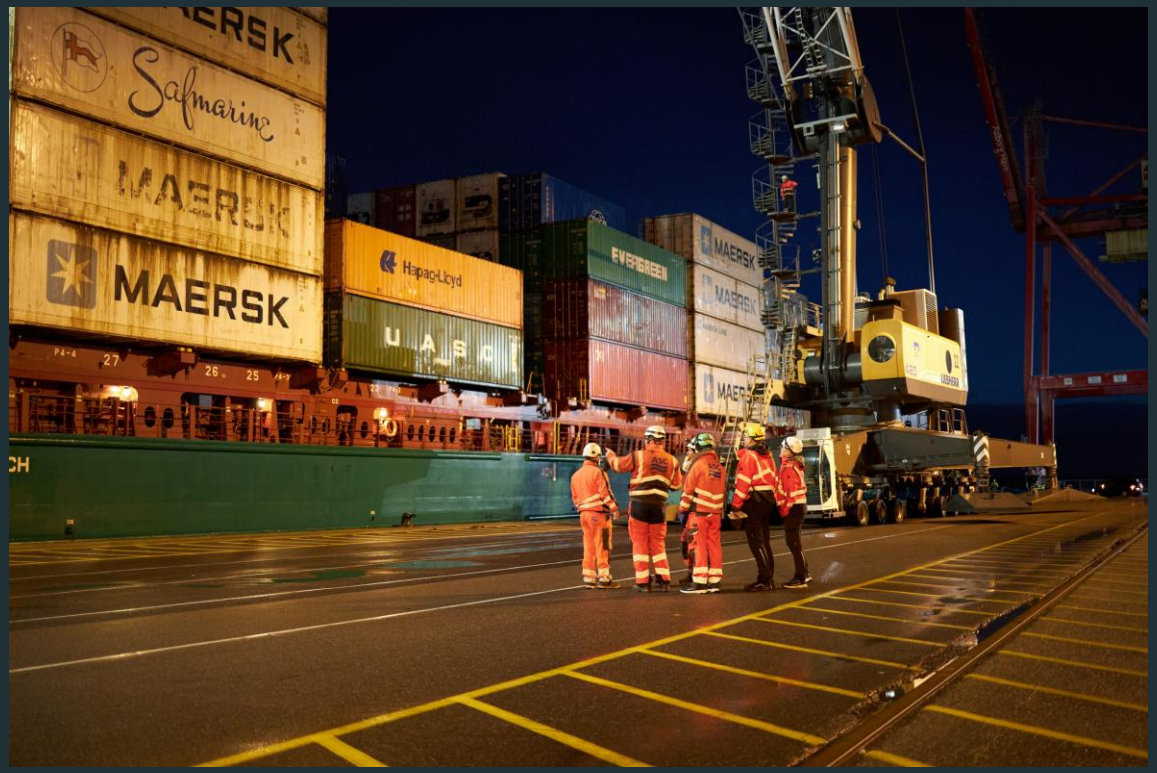
:

- Why Facilitating?
- Nothing but pocket wool comes by itself☺
- The Port acts as an integrator /facilitator
- + inspired of IS-theory from Uni/Projects 2015-20
- The IS process stops with a Green Business model. Decision to go or not to go and implementation has to be taken by the management in the involved businesses.



# Visual process of our IS‘s

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## Approach and activities

1 Recruting companies

2 Ressource screening & mapping

3 Prioritising IS possibilities

4 Consulting support

5 Digitalisation

6 Facilitation & Matchmaking

7 Green business model development

8 Communication and dissemination

Illustrationer 2, 3, 6 & 7 af Anton M. Møller, ‘Bæredygtige Synergier’-projektet

# Our Process of facilitating 2 mins

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Municipalites+ local Business support systems are very important door openers and processfollowers

NB: SME's and Practitioners!

Stakeholders = valuechain

What we actually did:

Common language + Trustbuilding

One year

6-8 workshops.

Report.

Onboarding,

Prescreening, Input/output,

Go/no go decision

Datacollection GAIA, SWOT, BMC, studytrips, External consultancy. Afterscreening

Report (basis for decision making):

Documentation,

Businessmodel with calculation of CO2 E's b/a and

Economy.

Communication

# Impact & Learnings/challenges

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5 mins

- Critical mass a precondition
- Begin with the – or one - decision maker
- Sustainability and arms crossed ☹
- Mutual trust in the value chain is essential for success, but…
- 1 year of collaboration changes attitudes ☺
- Facilitating is necessary - but it ends…and then..
- who carries on the responsibility after the project ends?
- Design (and production) for disassembly is crucial to the ability to recycle and/or reuse
- Lack of time…
- The IS collaborators gained a competitive advantage

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# Thank you!

Please visit our website for more information:

**www.h4c-community.eu**

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