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Early involvement of stakeholders in EU Life BioScape Byn

Estonia, September 8, 2026

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EU LIFE BioScape Byn



Aim: Restore and preserve the biodiversity in Byn and the surroundings of the lake

Why: The lake Byn used to hold the highest number of rare underwater plants in any danish lake

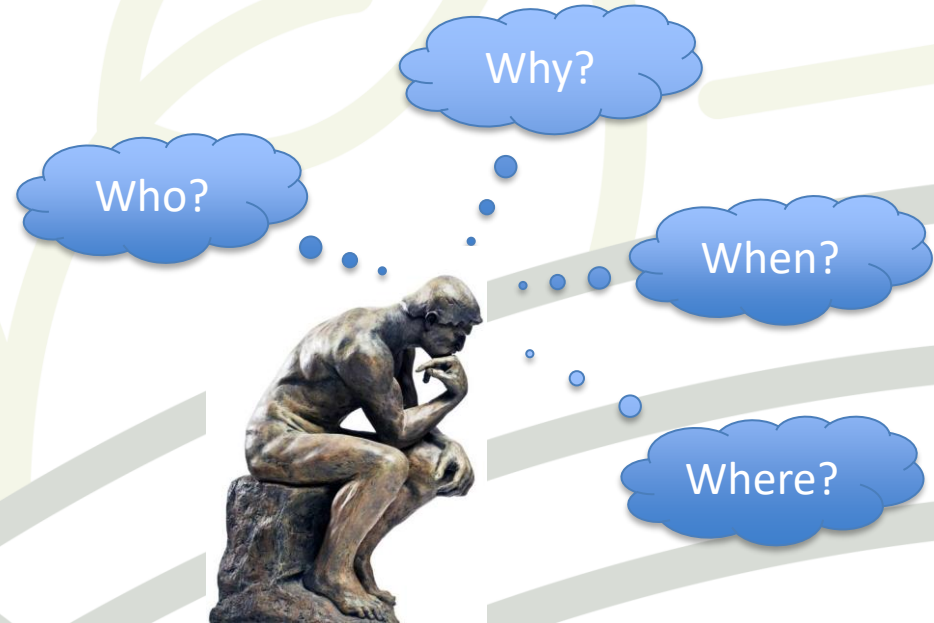
How: Remove sediments in bottom and riparian zone
Reduce influx of nutrient, sand and ocre

Preparing stakeholder meetings

Designing the meetings

Be sure to consider all stakeholders including those, who might not be a stakeholder in your opinion.

If someone shows interest in the project, they're probably relevant.



Preparing meetings

Why: Include the stakeholders to increase chances of success

When: 18:00-21:00 on a weekday

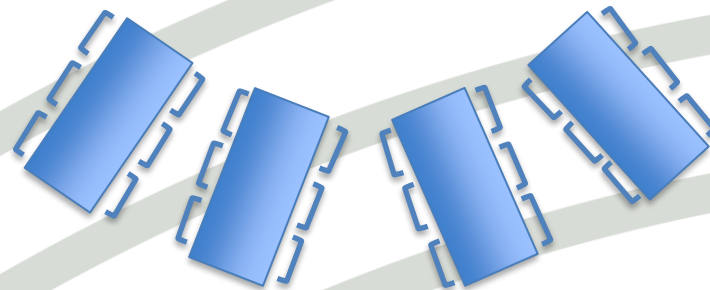
Where: A local conference room

Who: 24 stakeholders → Four tables with six people at each table

Set up a meeting environment, that will inspire confidence and creativity:

- A proper welcome and "small-talk"
- Room size, interior, temperature and light
- A proper screen and scene
- Chairs and tables (view and posture)
- Food and drinks

Flipcharts



The first meeting

Setting the stage (purpose):

- Include knowledge
- Facilitate cooperation between all stakeholders

SPILLEREGLER

- SERIØS
- ÅBEN DIALOG
- "IKKE PÅ FACEBOOK I MORGEN"
- KOMMUNIKATION PÅ MAIL - IKKE FB
- VI SKAL VÆRE LØSNINGSORIENTEREDE
— " — UDVIKLINGSORIENTEREDE
- LØBENDE INFORMATION
- PROJEKTLEDERE UDTALER SIG TIL PRESSEN
- HOLDE EN SØBER TOUE
- TAL, SOM DU SELV GERNE VIL TALE TIL

Guidelines:

- Proposed and agreed upon by the stakeholders

The following meetings



Sharing interests and facts

Finding possible solutions together

Many great discussions

Landowners becoming spokespersons, convincing others

Issue-interests matrix

The 5 Essences of connective negotiations



1. Focus on interests, not positions



2. Create value (enlarge the pie)



3. Know your BATNA (Best Alternative to a Negotiated Agreement)



4. Work on sustainable relationships, building trust



5. Joint fact finding

Issue:

- A problem, that needs to be solved

Interest:

- The underlying ***reason/motivation*** for a stakeholders position/attitude

Thoughts and reflections

The stakeholders have knowledge, resources and potential!

"You're always welcome to use my conference room for your meetings."

"I know a local entrepreneur, who works on nature restoration projects."

"We can help with baseline-data, taking watersamples and bird counting."

You'll get personal informations – confidentiality is a crucial necessity!

"I took over their land many years ago, because they went bankrupt."

"He is in a very poor health."



Thoughts and reflections

- Running a processe is different to running a project
- Take your time, when explaining the stakeholders what to do, for example how to brainstorm. They've (probably) never taken part in workshops before.
- We are very good at sharing positions and solutions. Realizing and sharing interests is far more difficult.
- We don't have all the answers – and thats ok.
- You need to invest a big part of yourself as proces manager. You can only build real trust, when the stakeholders see you as a whole person, and not just another municipal employee.

Thoughts and reflections

- The project, as we thought it should be designed, did not change much, instead we have received approval from the local community to carry out our joint project .
- The involvement of different stakeholders made it easier to achieve permissions. Those who were entitled to submit an objection had no reason to do so, as the project is also their project and they can see the big picture and the benefits it will bring.
- Even though we tried very hard – some people can not be convinced that nature should be prioritised if it is going to change anything on their premises.
- Remember to also invite the farmers/landowners partner – they need to understand the project and process as well

