

Science-policy interaction crucial for governance trilateral Wadden region

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Presentation for the Autumn School of the Graduate School Campus Fryslân (GSCF) on 'Science in the Regional Context'
HvdW, Leeuwarden, November 17, 2016



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Wadden UNESCO World Heritage

Unique nature wetland area in a region where **people** live with their own identity and language who need **jobs and income**



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Wadden Sea Region: 25 inhabited islands

- The area counts 25 inhabited islands and several smaller vegetated islands and barren high sands.
- The total area of the islands is about 2.000 km² and the Wadden Sea itself covers about 8.000 km².
- The mainland is one of the oldest and most complex cultural landscapes in Europe and has been inhabited for more than 5.000 years**
- At present, 1 million inhabitants live on islands and administrative regions directly bordering the Wadden Sea. An estimated 3.5 million inhabitants live in the 17,500 km² of land with severe flooding risks. i.e. at less than 5 m above or even below mean sea-level in this region.



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Nature Conservation and Human Interaction in the Wadden area since many centuries

- Towards safety and protection of flooding: building dikes
- From reclaiming land to nature protection
- From nature protection to shared use
- From national to trilateral management of UNESCO World Heritage site and the broader Wadden Region
- The Wadden system needs to be managed so that both the ecosystem and the social system can develop in a sustainable way. This in itself is a real challenge.
Proper management requires knowledge of the ecological, cultural and socio-economic structures and processes to manage this integral system

→ establishment Waddenacademie



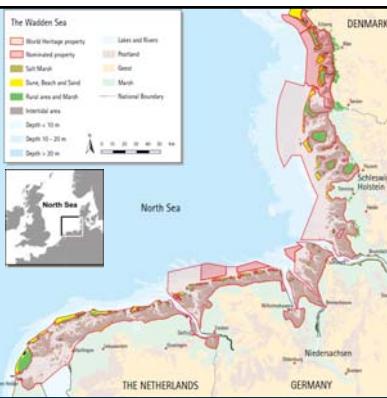
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Wadden is UNESCO Werelderfgoed sinds 2009.

In 2014 is het uitgebreid met het Deense deel en stukken boven de Duitse eilanden

Maar: de Nederlandse eilanden en de estuaria die toegang geven tot de grote havens horen er niet bij!



25 years
Wadden Sea
WORLD HERITAGE

The Wadden Sea Region covers an area, which encompasses the coastal zones, the Wadden Sea with its islands and sands and the relevant parts of the Exclusive Economic Zones (EEZ) of Denmark, Germany and the Netherlands. (WSF/CWSS)



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Demarcation of the Wadden area (LAU-2 classification), 2013



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Reason for and establishment of the Waddenacademie:

- Final report by the Wadden Sea Policy Advisory Group (Meijer Committee, 2004), 'Ruimte voor de Wadden' [Room for the Wadden Sea Region]:
- Observation that in 2004, policymaking and governance of the Wadden Sea had reached an impasse.
- Recommendations of Cie. Meijer included: enlarge and reinforce the natural features of the Wadden Sea; overhaul policy and governance; keep shellfishing and gas extraction within natural boundaries; improve knowledge management of the Wadden Sea Region.
- Dutch government decided: to cease mechanical cockle fishing, controlled gas extraction (hand-aan-de-kraan = hand on tap policy), set up the Wadden Fund (800 million euros over 20 years) to support nature and the economy, and establish the Waddenacademie to support 'knowledge management' related to the Wadden Sea Region.



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Waddenacademie founded in 2008

Tasks:

- to identify gaps in cross-domain knowledge** in order to assist in the sustainable development of the Wadden Sea Region;
- to promote a coherent research programme** at regional, national and international level and;
- to promote information supply and knowledge exchange** within and between research institutes, government, industry and social organisations.



System Matrix

A PAST WADDEN	1 WADDEN CLIMATE
B WADDEN MONITOR	2 WADDEN NATURE
C WADDEN FUTURE	3 WADDEN WELL-BEING
a WADDEN EXPERT	INTER-DISCIPLINARY
b WORLD WADDEN	CONNECTION IN SPACE AND TIME SCALES
	EFFECTIVE INTERACTIVE KNOWLEDGE SUPPLY AND DEMAND



Waddenacademie Network organization and knowledge broker **(NOT a research institute!)** Board



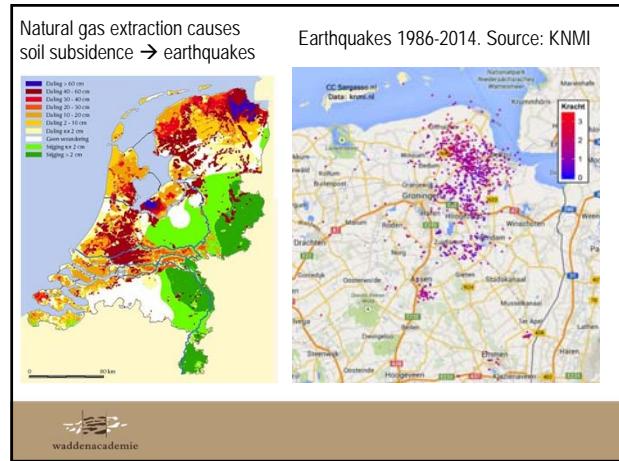
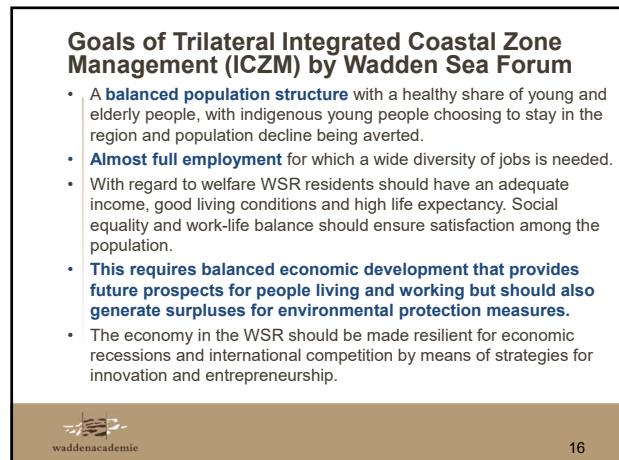
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'Ecological' values





New (coal fired) power plants in Eemshaven and in Germany: cooling water, dredging, jobs?

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Salt production in the Waddenarea

'Zoutmijn onder Waddenzee taboe'

DVHN, 11-10-2013

Harlingen - Zoutlever Frisia zal zich moeten verweren tegen Natuurbescherming, die de winning van steenvuur onder de Waddenzee extra delfstofwinning bespaard moet blijven. 'Op een gegeven moment moet de overheid een streep durven trekken. Zout kan ook elders worden gewonnen', zegt Arjan Berkhuysen van de Waddenvereniging.

De verenigingen Vogelbescherming Nederland, Waddenvereniging en Natuurmonumenten zullen staatssecretaris Sharon Dijksma (natuur) bestoken met de resultaten van onafhankelijk onderzoek om aan te tonen dat de zoutholtes voor de kust bij Harlingen funest kunnen zijn voor het bodemleven en trekvogels die daarvan afhankelijk zijn.

Volgens directeur Fred Wouters van Vogelbescherming wordt het voedsel voor de doortrekkerde vogels onbereikbaar doordat zandplaten onder water verdwijnen door de zoutwinning. Frisia stelt dat de bodemdaling zal worden gecompenseerd door zand en silt uit de Noordzee.

Wouters noemt deze opvatting op zijn zachtst gezegd verbazend. Natuurmonumenten en de Waddenvereniging vinden dat de Waddenzee extra delfstofwinning bespaard moet blijven. 'Op een gegeven moment moet de overheid een streep durven trekken. Zout kan ook elders worden gewonnen', zegt Arjan Berkhuysen van de Waddenvereniging.

De drie organisaties zijn in de voorbereiding van de vergunningaanvragen voor de zoutconcessie Havenmond wel door Frisia gescreet. Zij vinden dat de natuurbelangen niet goed zijn meegewogen. Volgens de Natuurbeschermingswet geldt in de Waddenzee het voorzorgbeginsel. Zelfs een kleine kans op negatieve gevolgen van een activiteit voor de natuur moet al tot afwijzing leiden. Hiervan zou bij de zoutwinning sprake zijn. ILQ

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Shrimpfishing: Pulskor ipv Boomkor

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Socio Economic challenges Wadden Region

- **Demography:** population decline, aging, spatial sorting
- Regional economy and labour market: jobs, unemployment, income, education → **well-being** (OECD)
- **Interaction Economie ↔ Ecology**, especially in sectors like fishery, agriculture, energy, tourism, harbour and related shipping and manufacturing activities
- Needed: **value change approach** and regional innovation and investment strategy; Social Impact Analysis
- Trilaterale coastal zone management; **Ecosystem Services**: economic valuation; Hotspot monitor, Big Data
- Science policy interaction
- Economic spin-offs of the UNESCO World Heritage status



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Wadden Sea World Heritage – Perspectives for socio-economic development

WHS = socio-economic driver	20 Sites
WHS = Preservation with socio-economic aspirations	60 Sites
WHS = Primarily about heritage with some economic linkages	200 Sites
WHS = Primarily about preservation of heritage	600 Sites

Analysis of 878 World Heritage Sites
Source: Rabanks 2010: World Heritage Status. Is there opportunity for economic gain?

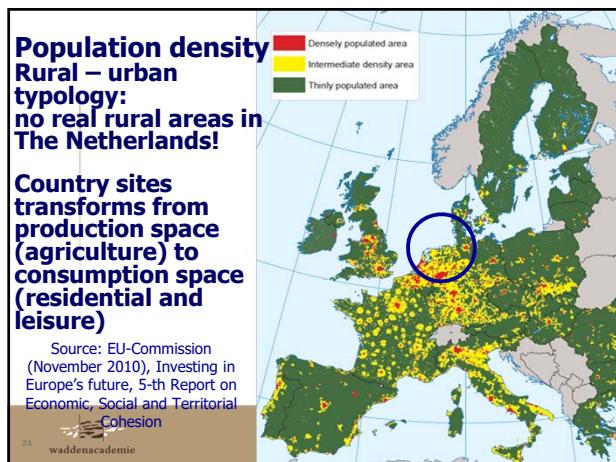
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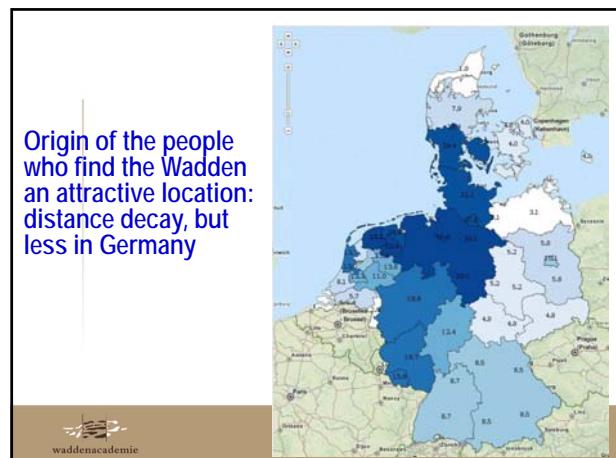
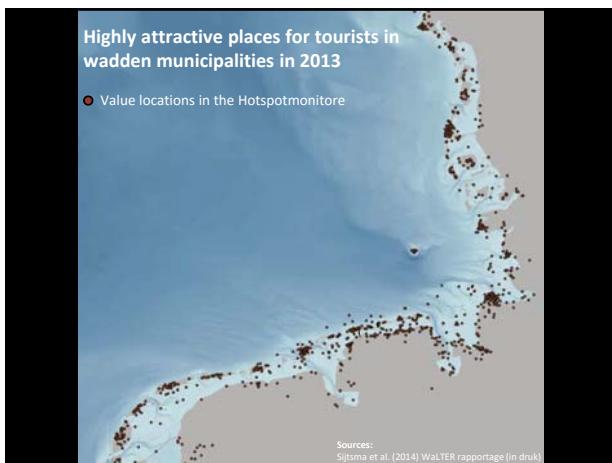
Population density Rural – urban typology: no real rural areas in The Netherlands!

Country sites transforms from production space (agriculture) to consumption space (residential and leisure)

Source: EU-Commission (November 2010), Investing in Europe's future, 5-th Report on Economic, Social and Territorial Cohesion

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Options for economic development and jobs

- Economic activities with locational advantages in the Wadden area: (i) agriculture and fishing, (ii) extraction of energy (oil, gas, wind), (iii) harbours and (iv) tourism and related personal and business services
- Innovations: production of salt-tolerant potatoes and other crops that will grow in a salt environment
- Promote more localized value chain for shrimp fishing: innovative mechanical shrimp peeling machines instead of peeling in Maroc (3.000km away) because of cheap labour → higher prices for better product with less catch
- Attraction of footloose economic activities and people with zero effect on the ecosystem: designers, journalists, scientists, writers, artist can do their business everywhere but like the quiet and healthy environment of the Wadden region. They live and do their business in redundant farms, churches and industrial buildings. Crucial: fast ICT-Broadband access

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Best options according to the Waddenacademie:

Area related economic activities that fit with the skills of the people and the characteristics of the area:

- Tourism, especially on the coastal land side
- Food: agriculture (in a salt environment)
- Explore the options for sustainable Harbours and Fishery

Footloose economic activities:

- Business and personal services

(Attractive Residential area in combination with accessibility, ICT, self-driving cars etc.)

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Trilateral Research Agenda
Science – Policy matrix

Size of the box:
Degree of concern to management: which policy problems have the highest priority?

High	Management has a high level of concern for the value due to its current degraded condition and/or the high level of single or cumulative pressures affecting it.	<input type="checkbox"/>
Moderate	Management has a moderate level of concern for the value due to its current current condition and/or the moderate levels of single or cumulative pressures affecting it.	<input type="checkbox"/>
Low	Management has a low level of concern for the value due to its current good condition and/or the low level of single or cumulative pressures affecting it.	<input type="checkbox"/>

Colour of the box:
Adequacy of information: do we have the knowledge to solve the problem?

Good	The good level of information available directly supports management decisions and it currently sufficient to allow progress in the problem interaction. However, further information to support ongoing adaptive management may still be required.	<input type="checkbox"/>
Moderate	The moderate level of information gives a reasonable basis for management decisions, but decisions regarding some aspects of the issue/interaction may be hampered by current knowledge gaps.	<input type="checkbox"/>
Low	The low amount or adequacy of information is a hindrance to management. Decisions are pending the availability of improved scientific understanding of the issue/interaction.	<input type="checkbox"/>

Science-Policy Matrix

Impact indicators

	GEODIVERSITY	Drivers										RESPONSE
		Nature	Creat. & Prod. Activities	Human & Agribusiness	Agriculture	Settled Ground	Fish and Marine	Oil exploration	Industrial Air Pollution	Plastics	Nature parks	
ECOLOGY	Substrate use and geological	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	longer term geomorphology	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Shoreline items morphodynamics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Biodiversity - Rebuilding Zoobenthos	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Biodiversity - Diadromous Fish	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Biodiversity - Breeding Birds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Habitats - Subtidal Sandbanks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Habitats - Salt Marshes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Habitats - Beaches & Dunes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Functions - Primary Productivity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Functions - Nursery North Sea Fish	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Functions - Fueling Station Migratory Birds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
CULTURAL HERITAGE	Assessment/valuation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Maintenance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Recreation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Public access	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Employment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
SOCIO-ECONOMY	Income	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Population	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Unemployment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
CLIMATE/WATER	Longer term sea-level rise	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Fresh water availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Weather extremes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

The case of Holwerd: how to benefit from tourism flows to Ameland?



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Plans for dikes to Ameland: (first dike built around 1850)



Rapport Cie. Mazure, 1979



Figuur 58. Prognose van de aantal verbliffrercreanten op de Waddenzeeënlanden in de periode 1970-2000, indien geen grenzen aan de groei van de recreatie worden gesteld				
	1970	1980	1990	2000
Vakanties en korte verblijven van Nederlanders op de Waddenzeeënlanden	520	850	1.260	1.640
Vakanties en korte verblijven van buitenlanders op de Waddenzeeënlanden	170	270	370	550
Total aantal vakanties en korte verblijven op de Waddenzeeënlanden, waarvan:	690	1.120	1.630	2.390
waarvan:				
Texel	320	540	860	1.290
Vlieland	60	90	120	150
Terschelling	110	170	230	330
Ameland	150	240	350	520
Schiermonnikoog	50	80	110	150
Gemiddelde verblijfduur op de Waddenzeeënlanden	8 dg.	7,5 dg.	7 dg.	6,5 dg.

(Bron N.E.I. (30))

Result: NO DAMS, NO POLDERS

Pier Holwerd



Nordeich



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Comparison with Germany:
Carolinensiel

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German coastal recreation

Strandkuren, Niedersachsen, Deutschland

Boulevard op de dijk, Cuxhaven, Deutschland

wall

Unterweser-Kanal am Weststrand, Neuharlingersiel, Deutschland

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Revolutionary Plan:

Holwerd on Sea!

Idee comes from the inhabitants itself:
bottom up

But they need help from ambassadors
and knowledge for underpinning

And (a lot of) money: about 200.000 Euro



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Een doorbraak
voor mens en natuur

Holwerd
aanZee

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Aanleiding

Van handelsdorp naar krimpregio

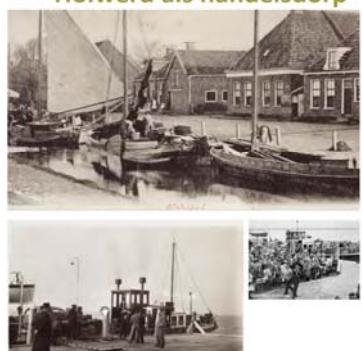
- Banen verdwijnen
- Oplopende werkloosheid
- Waardealing, verpaupering
- Afname leefbaarheid
- Jeugd trekt naar de steden
- Verdwijnnende voorzieningen
- Spookregio in wording

Holwerd is suffering from population decline and selective spatial sorting of people and economic activities: → ghost region?

#Holwerdaanze

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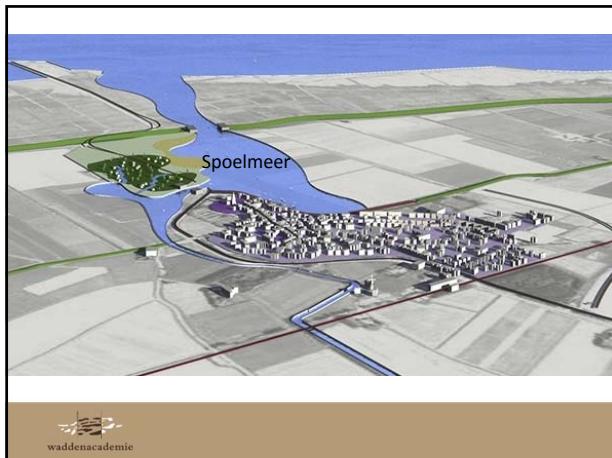
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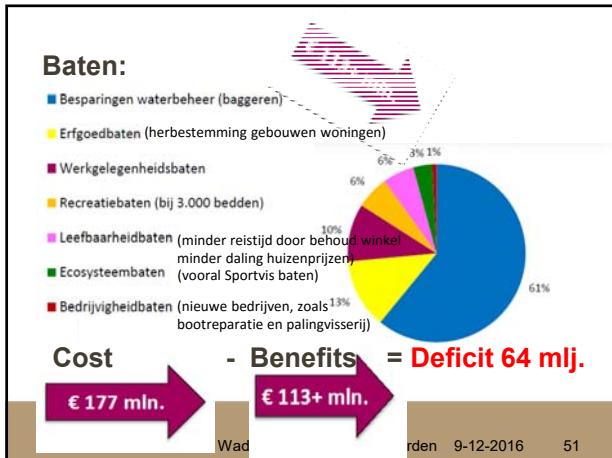
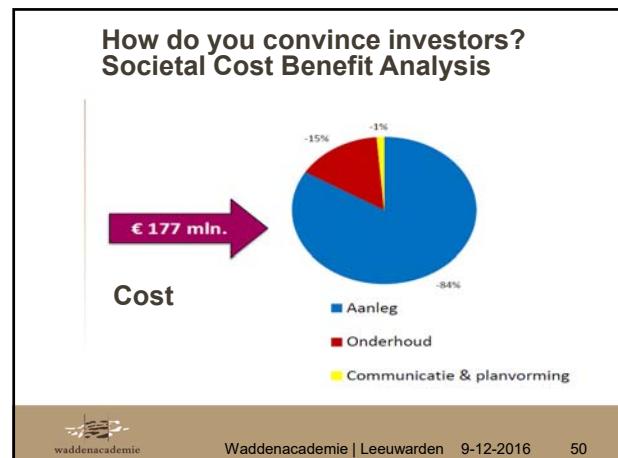
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Holwerd aan Zee!



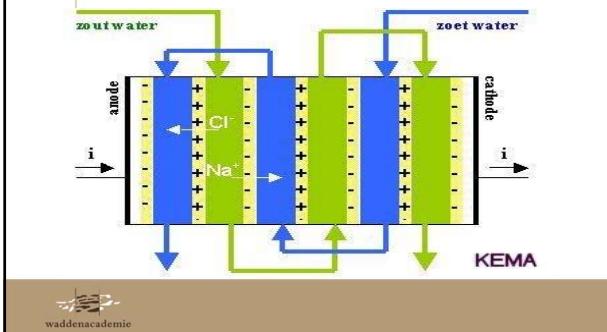


Voorbeeld 2: bagger varianten	Basis	Median	Hoger kosten
Uitgangspunten			
Geulbreedte [m]	Bredere geul 25 > 35	35 m	35 m
Baggerbezwaar in m3 per jaar		2.000.000	2.000.000
Besparing in m3 per jaar (vaargeul)		1.400.000	1.400.000
Volume grote kuub	Meer m3 baggeren	nee	nee
Prijs per m3 incl. btw	Hogere kosten per m3	EUR 2,00	EUR 4,53
prijs/groei p% per m3 door brandstof/prijzen etc.		nee	2%
Kosten			
Aanleg	Meer jaren 100 ipv 50 jaar	148,14	148,14
Onderhoud		26,56	26,56
Communicatie & planvorming		2,33	2,33
Totaal der kosten		177,03	177,03
Baten			
Recreatiebediening (bij 3.000 bedden)	Meer toeristen? (Vergrazing bootjevaarders?)	11,27	11,27
Leefbaarheidsbediening		10,66	10,66
Besparingen waterbeheer (baggeren)		40,53	113,86
Erfgoedbediening		23,57	23,57
Ecoontreembediening		6,43	6,43
Bedrijvigheidbediening		1,47	1,47
Werkgelegenheidbediening		19,64	19,64
Totaal der baten		113,56	186,89
Saldo		-43,46	9,87
Ratio		0,64	1,06





Blue energy: sweet + salt water → energy



**Dutch
Gouvernement:
Blue Energy is
National Icon**

ACHTERGROND BLUE ENERGY

Koning start productie Blue Energy op Afsluitdijk

Meng zoet en zout water en scheiden ze daarna weer met een membraan. En dat staat straks is het resultaat.

John Geijp

BREEZANDKIL De provincie Friesland hoopt dat het een expertise heeft om de wereld te laten zien hoeveel warme elektriciteit wordt gecreëerd door menging van zoet en zout water.

Koningin Maxima opent vandaag, maar de Afsluitdijk om de proeffabriek te openen voor de productie van Blue Energy. De duurzame energie wordt uitgegeven door zoutwater en zoetwater te mengen en daarbij warmte te produceren. Rijkt uit de proef dat Blue Energy een belangrijke rol speelt in de strijd tegen klimaatverandering. En dat is op grote schaal toepasbaar is, dan is wereldwijde belangstelling voor dit project.

De proeffabriek is een initiatief van het ministerie van Economische Zaken en zich toekomt op Blue Energy, het waterstofgas dat uit zoutwater en zoetwater kan worden weten in Leeuwarden en Piaffley bewerkbaar te maken. Blue Energy is een cruciale rol hebben bij de elektriciteitsvoorziening.

Vanwege de aanwezigheid van het zoute water van de Afsluitdijk moet er de Afsluitdijk een tamelijk diepe grondgat gegraven worden om de schaal te bereiken. Elders zullen geschikte locaties gevonden voor welk werden gevonden op plateau's en langs rivieren.

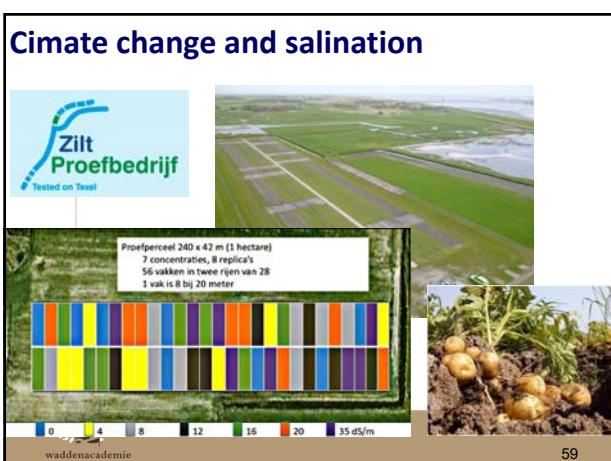
Schattingen van de initiatiefnemers wijzen uit dat de kosten per kWh een vermogen van 100 gigawatt kan ontwikkelen, warme stroom voor 250 miljoen huishoudens en voor de beschaving.

Blue Energy

Zout water meet meer gelekt dan zoet water. Als je beide scheidt door een membraan dat alleen zoutwater doorlaat, zal dat geleden deeltjes doortrekken, omdat dat deelje niet door de membraan elektriciteit kunnen生成. Weten beginnen in 2006 met onderzoeken en ontwikkeling. -20 tot 100 huishoudens.

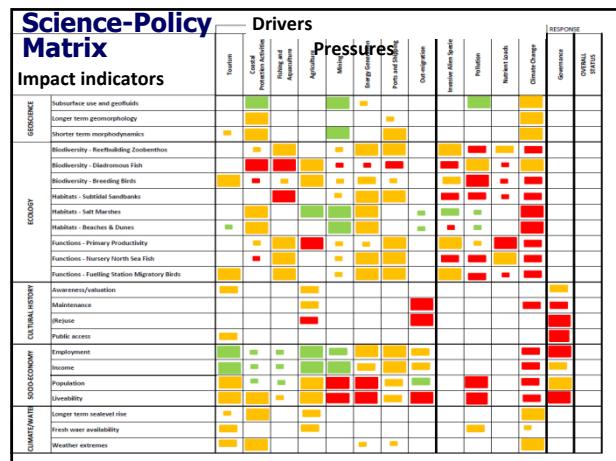
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- ## Conclusion
- Up-to-date interdisciplinary scientific knowledge and adequate monitoring are crucial for understanding the Wadden system and the proper management of the UNESCO Worldheritage Wadden and broader Region ([Trilateral Research Agenda](#))
 - It has to provide a solid trust base for negotiations between stakeholders about the effects and risks of new human interventions and exogenous effects of e.g. climate change ([Or is science only an opinion?](#))
 - Take into account [cumulative effects](#); What are the tipping points?
 - How to set the [priorities](#) for research? Supply (curiosity/fundamental) or demand driven research?
 - [Dialogue](#) between researchers, stakeholders and policy makers; [co-creation](#) of knowledge
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Trilateral Research Agenda Science – Policy matrix			
Size of the box: Degree of concern to management: which policy problems have the highest priority?	High	Management has a high level of concern for the value due to its current degraded condition and/or the high level of single or cumulative pressures affecting it.	<input type="checkbox"/>
	Moderate	Management has a moderate level of concern for the value due to its current current condition and/or the moderate level of single or cumulative pressures affecting it.	<input type="checkbox"/>
	Low	Management has a low level of concern for the value due to its current good condition and/or the low level of single or cumulative pressures affecting it.	<input type="checkbox"/>
Colour of the box: Adequacy of information: do we have the knowledge to solve the problem?	Good	The good level of information available directly supports management decisions and is currently sufficient to make progress on the issue/interaction. However, further information to support ongoing adaptive management may still be required.	<input type="checkbox"/>
	Moderate	The moderate level of information gives a reasonable basis for management decisions, but decisions regarding some aspects of the issue/interaction may be hampered by current knowledge gaps.	<input type="checkbox"/>
	Low	The low amount or adequacy of information is a hindrance to management. Decisions are pending the availability of improved scientific understanding of the issue/interaction.	<input type="checkbox"/>



**THANK YOU FOR LISTENING!
DO YOU HAVE ANY QUESTIONS?**

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