



## CURRICULUM VITAE

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# PETRUS POSTMA

**Date of Birth / September 21, 1978**

**Place of Birth / Groningen**

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Petrus Postma (b. 1978) studied landscape planning in Wageningen. His thesis was on policy networks and the tension between development planning and discourse theory.

From 2005 to 2008, he worked as a regional coordinator for the development of greenhouse areas in the province of Zuid- Holland. From 2008 to 2011, as process manager for regional development, he was involved in a leading role in, among others, the national spatial projects Zuidplaspolder, Mooi en Vitaal Delfland and Greenports. From 2012 to 2014, Petrus was a partner at Investeren in Ruimte (Spatial Investments). Since 2014, he has been a partner at BLOC bv.

Petrus combines analytical and critical faculties with an implementation and results-oriented approach. He is capable of reducing complex challenges to the essentials in a short amount of time. His motivation lies in the translation of complex challenges into socially responsible and feasible projects. The focus is on building a supported business case study.

Petrus has written many business case studies and supervises the preparation and implementation of case studies including in the restructuring of the Westland area and regional, sustainable energy and water projects.

## Work Experience

**2014 – now Partner and Founder**

**BLOC bv**

BLOC is a creative development agency. We develop pioneering concepts and turn ideas into business.

**2012 – 2014 Partner**

**Investeren in Ruimte bv. Urban and regional management**

Investeren in Ruimte (Spatial Investment) was an independent consultancy firm for process, programme and project management in spatial planning. Investeren in Ruimte stood for area development in which coalitions of market participants, stakeholders and governments worked on quality together. We therefor introduced the term “coalition planning”. The planning is directly related to the demand in the housing, working and living environments, with a programme of feasible projects, built on energy from society, as a driving force for spatial investment.

**2008 – 2011 Process Manager Area Development**

**Grontmij Nederland bv.**

As process manager area development, involved in a leading capacity in, among others, the national spatial projects Zuidplaspolder, Mooi en Vitaal Delfland and Greenports.

**2005 – 2008 Regional Coordinator Greenhouse Cultivation**

**Provincie Zuid-Holland, division program and projects**

As regional coordinator, responsible for the contribution of provincial interests in regional planning processes in the field of greenhouse areas. Assisted the policy divisions in translating policy into concrete requirements, introduced them into planning processes and played a central role in connecting policy development with practice.

**1997 – 2005 Various positions**

## Education and Language Skills

### Degrees

1997 – 2005	Land use planning, Wageningen Universiteit, Wageningen
1990 – 1997	VWO (pre-university high-school education), Guido de Bred College, Amersfoort

### Courses

2013	Mutual gains approach, NIROV
2010	Commercial communication, Gustav Käser
2009	Economic planning, Grontmij
2007	Collaborating in process management, OiO
2006	Foundation project management Prince2, 4PSO

<b>Languages</b>	Dutch, English, German
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## Projects

<b>2018 – Present</b>	<b>Warmth Business Developer, Westas</b> Extremely effective heat projects can be built between ports, Schiphol airport, offices, data centres, agricultural greenhouses and homes; but these projects can't get started by themselves. BLOC has the capacity to launch new projects and collaborations. The focus here is on the reuse of residual heat from data centres and local, sustainable biomass.
<b>2017 – 2018</b>	<b>Manager of Warmth and CO2, Greenports, Netherlands</b> Greenports want to produce climate neutrally by 2040! This would be done partly by reducing usage and increasing efficiency and partly by finding sustainable alternatives to the heat, CO2 and electricity currently produced using natural gas. BLOC provides insight into all Dutch sustainability projects and helps to anchor the strategy for the implementation of all these projects in the Climate Agreement.
<b>2016 – Present</b>	<b>Manager CO2 Smart Grid</b> CO2 is a major challenge for the Dutch society. We must take considerable steps towards significantly reducing emissions of this greenhouse gas. But what if we see this challenge as a great opportunity? Working with more than twenty organisations, BLOC is aiming to create the world's first CO2 smart grid in the West of the Netherlands and so continue to build on a future-proof Dutch economy. <a href="http://www.co2smartgrid.nl">www.co2smartgrid.nl</a>

- 2016 – 2018**                      **Manager Businesscase Sustainable Heat Exchange**  
Waste heat emitted by datacenters in the Schiphol area can be used by greenhouses nearby. BLOC develops a business case for this proposition in cooperation with the project partners (area development companies, energy companies and datacenter- and greenhouse entrepreneurs).
- 2016 – Present**                      **Manager Energy Neutral Goeree-Overflakkee**  
The island of Goeree-Overflakkee aims to be completely energy neutral in 2020. In cooperation with market parties and governments, BLOC and Studio Marco Vermeulen develop scenarios and projects to compete this goal.
- 2016 – 2017**                      **President HOT Westland b.v.**  
The Dutch (greenhouse) horticulture sector is an undisputed world leader, driven by entrepreneurship and innovation. Such a position must be preserved, and such a heritage must be passed on to subsequent generations. BLOC contributes to this campaign by setting out a clear strategy, focused on realistic goals and aimed at kick-starting new investments in the Westland area.
- 2016**                                      **Manager Smart Multi Commodity Grids**  
For Innovation Quarter, BLOC is managing a collaboration between market and government parties on Smart Multi Commodity Grids (SMCG). In this project, the partners explore the financial, commercial and environmental gains to be accomplished by developing electricity, heat and gas networks in a coherent way.
- 2015 – Present**                      **Manager Heat and CO2**  
The realisation of sustainable heat and CO2 infrastructure is vital to be able to cultivate competitively in Greenport Aalsmeer in the future. It also contributes significantly to the sustainable profile of the sector. BLOC links parties, unearths knowledge and prepares business case studies from the ground up with the parties in Greenport. In this manner, we are preparing for the construction of a sustainable infrastructure.
- 2015 – 2017**                      **President Green Deal CO2 Noord-Holland**  
In line with the role in Greenport Aalsmeer, presiding over and managing a broad public-private coalition to reduce CO2 emissions.
- 2015 – 2016**                      **Process manager water system Dryport**  
Commissioned by the developer Ondernemen A12 – A20, responsible for process management around the realisation of a sustainable, collective water systems for a 70-hectare business landscape. A challenging interplay between local and regional authorities and the market.

- 2015 – 2016**                    **Supervision provincial heat plans**  
Supervision of the IPO working group on energy transition in its elaboration of regional heat plan as referred to in the context of the SER energy agreement. BLOC thereby connects the provinces with government and municipalities.
- 2015 – 2016**                    **Process management heat and CO2 cluster Oost**  
Supervision of market and government and supported by OCAP, LTO, Zuid-Holland and municipalities in their search for a development strategy for the connection of the greenhouse cultivation in Oostland with the Heat Roundabout.
- 2015**                                **Process management heat cluster Oost**  
Supervision of a number of energy companies, the municipalities of Leiden and Rotterdam and the Zuid-Holland Heat-Cold Programma Office in their search for a development strategy for the east side of the Heat Roundabout.
- 2015**                                **Process management heat plan Hengelo – Enschede**  
Supervision of several sessions between the industry, society and government to achieve a shared vision of the future heat supply and a draft of a heat plan. This activated stakeholders and established a joint basis for the follow-up process in a public-private heat coalition.
- 2015**                                **Heat positioning province of Zuid-Holland**  
In recent years, the topic of heat has developed into a central issue on the provincial agenda in the economic and environmental policy fields. BLOC supervised the province in its positioning in the Heat Roundabout ([www.warmopweg.nl](http://www.warmopweg.nl)) and the specific projects that resulted from this.
- 2014 – Present**                **Development Dutch Windwheel**  
The most innovative windmill in the world. An unprecedented attraction with worldwide allure. An architectural icon in the port city of Europe and a showcase for Dutch clean technology. The Dutch Windwheel, developed by BLOC, the architectural firm DoepelStrijkers and Meyster is THE icon of the future.
- 2014**                                **Development of heat vision of Zuid-Holland**  
Development of an overall "story", a vision that binds market, governments and society to a strategy to achieve the Heat Roundabout in the province of Zuid-Holland.
- 2014**                                **Process management Heat Exchanger Mainport- Greenport**  
Together with Grontmij, we supervised the creation of a heat and CO2 network for the Westland horticulture. In this way both the Rotterdam and the Westland sides scored a big sustainability gain. Further expansion of the network to The Hague and Leiden is firmly on the agenda and the focus is on achieving a profitable business case study. A fantastic collaboration between the Ministry, the municipalities of

Westland and The Hague, Havenbedrijf (Port Company) and Warmtebedrijf (Heat Company) of Rotterdam, Deltalinqs, LTO Noord Glaskracht, Program Office Cold Heat Zuid-Holland, many partners in the Westland and several industrial partners in Rijnmond.

**2014 – 2015**

**Process manager water system ABC-grounds and surrounding areas**

In collaboration with horticulturalists, the Hoogheemraadschap (Hoogheem Council) of Delfland, the municipalities of Westland and the executive of the ABC-grounds, We developed a business case study to achieve a year-round sustainable irrigation water supply for the horticulturalists in the area. The project is supported by the province of Zuid-Holland.

**2012 – 2015**

**Project manager Boomawatering**

Responsible for Boomawatering, a greenhouse cultivation reconstruction project, a collaboration between municipality, water board, LTO Noord-Glaskracht and businesses in the area. An important focus is the freeing the business “space” for horticulturalists from obstructions, in a literal and figurative sense.

**2012 – 2015**

**Process Manager Poelzone**

Commissioned by the municipality of Westland, we supervised the seven parties involved in the implementation of the Poelzone project. This entailed a comprehensive redevelopment of one of the most outdated horticultural areas in Westland. The objectives were to realize a robust green recreational link between the coast and Central Delfland and the restructuring of greenhouse cultivation. Monitored the progress of the project and the cooperation between the parties involved. The project has an investment plan of more than 40 million euro. One of the main sources of funding is the national spatial strategy budget.

**2012 – 2015**

**Process manager water system Glasparel+**

**2012 – 2014**

**Project manager Wateringveldse Polder**

**2012**

**Process manager business case study IJssel-Vechtdelta**

**2012**

**Process manager business case study Energieweb Knibbelweg Oost**

**2009 – 2011**

**Process manager national spatial strategy Poelzone project**

**2008 – 2011**

**Process manager national spatial strategy Oostland-Groenzone project**

**2008 – 2011**

**Process manager sustainable greenhouse cultivation Zuidplaspolder**

**2010**

**Feasibility study eco-zone Pijnacker-west**

**2009**

**Sustainable location policy based on the layer approach**

**2008 – 2009**

**Process management the central water chain connection**