

## AGENDA SWG SCAR AKIS 5 - 11th Meeting

's Hertogenbosch, 6 and 7 April 2022

### Wednesday April 6<sup>th</sup>

Opening by the Dutch Ministry and ZLTO (Edwin Lambrechts replacing Peter Paree)

ZLTO Netherlands lobbies in the Hague and elsewhere for farmers. Measures and legislation give frustration. The farmers came with tractors to the Hague. ZLTO exists 125 years in Brabant even longer in Zeeland, since 1843. 60% of the farmers in the region are part of ZLTO; 51 local organisations. Farmers have more to offer, food, energy, recreation, care etc.

We have 4 main utilities: lobby & advice, membership & relations, programs & projects.... Why projects? **Project give proof and advice.** We give financial contribution and advice to farmers who are participating in projects. Now we have 110 projects going on, a big portfolio, the average project length is three years. We have 22,2 FTE working on it.

Subjects that we are targeting changes over the year, soil and water, regional planning, projects in animal health, nature inclusive farming, carbon farming, as part of nature, helps the soil as well, how can I get paid for my extra effort to do this? How to do carbon farming?

Annie De Veer (Dutch Ministry of Agriculture; Dpt Strategy, Knowledge and Innovation)

ZLTO, the farmers' Association is close to the schools next door, the vocational school, the university college... we are all at the same place aiming for Dutch green education, innovation at farm level, and innovation of advisory services.

This SWG AKIS meeting is very relevant meeting for NL and other MS and EC as a platform to discuss AKIS strategies between the MS and EC. We are in a crucial phase in CAP with observations of the EC on national strategic AKIS plans. Interactions between the MS is important for the part on knowledge and innovation, we need this kind of informal meetings to discuss practical aspects of NSP (national strategic plans). We all face societal challenges and there is a need for a transition of agricultural system. In NL we had a change of government, we have now two ministries: one on agriculture, nature and food quality, and one on nature and nitrogen policy. Nitrogen is important and we have ambitious goals in a short period to be achieved. Reduction of N emission. We have a coherent policy to tackle N and climate change, water quality, healthy soils and biodiversity. There is a huge challenge for coming years, we have programs for every region. The KI is important for transition, we gave a remarkable history of connecting different partners, research, education etc. Different parts are not sufficiently connected, but quality of the parts high. With AKIS, we want to improve this by big steps. Two years ago, we started a stronger connection to private advisory services. We have implemented registration systems for independent advisors, together with their associations. We give farmers vouchers for independent advice. Schools have courses for farmers and advisors. The connection between education and advice is made. You will see more of these connections in later parts of the meeting. We should learn from each other. A lot of knowledge and energy is present in farm as well, so we should involve them as key actors. Thanks to ZLTO for hosting this meeting.

Update on CAP AKIS and EIP AGRI, tips for MS to implement CAP Plans – Inge Van Oost (DG AGRI)

*Update on the EIP-AGRI:*

There are three new EIP-AGRI Focus Groups (FS): FG 44: Sustainable ways to reduce the use of pesticides in pome and stone fruit production; FG 45: Digital tools for sustainable nutrient management; and FG46: Water: Nature-Based solutions for water management under climate change.

National Rural Networks (NRNs) are the future CAP Networks. A dedicated event, half a day live is planned in Kufstein, Austria, on what CAP Networks can do for AKIS. An AKIS Seminar will be organised at the end of the autumn.

EIP-AGRI workshop on organic farming will take place on June 22-23, the call is open. An application form has to be filled in to indicate your potential contribution to the workshop. A brokerage event with match making is organised by the EIP-AGRI on 8-9 June on the EU soil mission to bring multi-actors together around the soil topic. There is also a multi-actor EIP-AGRI workshop to be organised in November which is to be confirmed.

EIP-AGRI communications: There is a new thematic webpage on AKIS and a new AKIS brochure was created by the EIP-AGRI support Facility. A press article was published on advisory Back-Office in Slovenia feeding into Innovation Support and the whole AKIS.

State of play CAP reform proposals: the start of the CAP Plans is foreseen on January 1<sup>st</sup> 2023. All the MS are writing the CAP plans. We hope to be finished by summer with the CAP. Observation letters are very heavy, with an environment and climate side. We have a lot of questions on state aid, simplified costs and new systems of advice.

*Update on Horizon Europe:*

We had a meeting with cluster 6, the multi-actor definition was redefined according to the latest insights, with no big change. The principles are the same. The whole cluster rivers oceans are enthusiast about the MA approach, not only researchers. The draft of the work programme (WP) 2023-2024 are being made, we expect a final version to be published by the end of June.

We had an evaluation of the WP2022 call. How to make the preparatory phase more interactive? Half of the topics were multi-actors, how to find OGs? This can be done in cooperation with the EIP-AGRI Support Facility. A discussion on this topic took also place in the final conference of the Horizon 2020 funded project 'Driver Impacts'.

We have a new concept with TNs that build on OGs. 3. There is a fragmentation between Horizon Europe and the EIP-AGRI. You can find all (about 2200) OGs in the EIP-AGRI database by using a keyword you can find OGs within a certain theme or topic. E.g. 247 OG about climate. You can also do a search by geolocation.

*CAP post 2020*

The CAP Strategic Plans regulation provides many new or improved tools for AKIS under the Cross-Cutting Objective:

- Farm advice: MS must have impartial advisors integrated with within the AKIS covering all sustainability fields with up-to-date K&I.

Obligatory training: This is not clear. Art 15! Not 3 h per 7 years; more towards 15-20h per year. Update can be done on regulations, farming practices. This is still missing in CAP plans of a lot of MS. Section 8 was better, but not mirrored in the interventions. Innovation support is broadly understood, but capture grassroots ideas, from farmer, advisers, researchers, pick up interesting thing not the main issues that are already known. For example, like care farming, demonstration projects with handicapped persons. After twenty years it is a big thing. This can become a great innovation.

- Support for knowledge exchange and information events, including for advice, demo, and training, thematic and cross-sectorial events

- There is an obligation to provide innovation support OGs – capturing grass root ideas to develop into EIP-OGs.
- Interaction with Horizon Europe National Contact Points (NCPs) should be much better. CAP networks (Art. 113) will connect existing OGs and NCPs. Many more OGs than in the past, 6200, are planned in 24 MS first draft CAP plans- for only 5 years period instead if the current 3200 for seven years (2014-2020).
- EIP OGs (Art. 114): 80% co-financing instead of 43%, special support, national money only 20%
- State derogation till 350 kEUR project

AKIS coordination bodies are the contact point for AKIS related issues, able to ask for modification in the CAP if needed. AKIS coordination bodies keep close to understanding what is happening with AKIS within the country, networks feed into this body and the body is the master of advice.

Advance payments: A lot of questions about this. DO not forget this exists.

#### *Assessment observations to be sent to MS*

EC communications are sent with observations to the different MS, assessment of the general lines. Overall, there are very good descriptions of substantially improved AKIS with more knowledge flows, and good AKIS strategies. 19 Observation letters have already been sent; the last MS are under assessment. For example, Belgium. AKIS is completely separated in the two regions, Flanders and Wallonia.

Impartial advisors should be integrated in the strategic plan, Art 15(1). (CSP). All advisors are to be selected in an equal basis, no prerogatives, no advantage. Art 79, no in-house advantages (public procurement).

Obligations of min 3 years' experience in advice, sufficient staff resource, we do not need this anymore. Very important: new flexible delivery model: improvement is needed, however without losing existing well-functioning organisations, which may grow into a back-office for the whole country and serving all advisors.

There is a misunderstanding on the Art. 15 (4). Obligatory fields are not for the advisory body.

If it is unclear if sufficient training is given to advisors, clarification is asked.

Back-offices or CAP networks ensuring latest update on knowledge and innovation: not sure If the capacity is sufficient. Section 8. CAP networks should fulfil this role because this is a lot of work (cover first pillar). The subsidies have gone up, innovations support has shifted to CAP networks, dedicated support for back offices.

Farm advice: Specialist advisers are needed to keep a short link with research and other AKIS members, help field advisers and farmers. They should be trained obligatory.

There is a need to concentrate knowledge in a database. Only few MS organize this, but this is essential for a good AKIS. Not much technical details are provided if the knowledge databases will be made interoperable with the EIP-AGRI website and the EU knowledge reservoir (FarmBook).

Support for knowledge and information events also concerns advice, demo and training, thematic and cross-sectorial events.

Obligation to provide innovation support to OGs and capture grass root ideas:

It takes often 1-2-3 years before OG calls. It is better to have regular calls, permanently open calls with cut off dates. You select and give it a go or no go. This helps to reduce the risk of lack of capacity. Smoothen out with no big peaks. The CAP network will do many efforts to connect existing OGs and make them visible. The interaction with Horizon Europe, NCPs, could also be done in CAP networks. There are many more OGs than in the past. We still have two countries to count, 6200 for five years, while we had 3200 for the past 7 years. This is 2.7 times more. The next step is to go in bigger projects, Horizon or at national level. Advance payments up to 50%, the relevant article is not in the CSP regulation but Art 44(3) of the financial regulation.

State derogation till 350k project is not sufficiently known but essential for some of the 9 CAP objectives. State, not in Annex I, it can be on biomass, social innovations, energy. Notification or ask for exception. We have a general derogation. Make use of it. There is room for simplification with other cooperation interventions. EIP

AGRI only for agri? Not for climate? Not the case. All nine 9 cap specific objectives are possible under the EIP. It is not in the CAP regulation but financial regulation (see slide). There is room for simplification, cooperation with same kind of composition of actors. There is more flexibility for shifting with the budge to cover the 9 CAP specific objectives, advantages that you have when cooperating with OGs are listed. Tick the box for CAP objectives when e.g., an OG is linked to climate.

Difference with non-EIP cooperation:

Importantly, non-EIP cooperation projects reduce AKIS building and knowledge flows with and without Cooperation within the group: there are no links and little dissemination activities which is against the AKIS principles. Moreover, they cannot be found in the EIP-AGRI data base and be linked to Horizon Europe MA projects, and do not have the support from CAP networks.

The AKIS coordination body is the contact point, in the ministry, dealing with all related AKIS issues towards the European Commission. It has a serious role, it should cooperate with all the AKIS multi-actor platforms across the geographical levels in the country. It has to maintain key connections and follow day-to-day AKIS interventions and actions. The body should keep an overview on the progress and performance foreseen in the CAP plan, using a dedicated framework for monitoring and evaluation, in particular those related to the CAP indicators (Annex I of the AKIS tool, available not only in circa, but also publically available, see [8.1 tool for modernisation - akis and digital technologies - on circabc 7 oct 2021.pdf \(europa.eu\)](#)); all the references are there. Also, the rationale, how to shape AKIS in the best way and guidance questions for the assessment of the AKIS strategic approach, and annexes on e.g., what CAP networks can do and how we can integrate advisors in AKIS

C: Result indicators e.g. for climate, nitrogen, it is clear, how much does the investment work, but for OG or advise... 10% climate, ...it is more difficult. If implementing is ticking a box, this will help for e.g. climate. Would be great.

A: Often it is not separable. It contributes to climate, soil.... We cannot cut the project into pieces.

Q : What if the project does not finish, do we have to pay back?

A: Risk is inherent to OGs. In 2014-15 this was a big fear for many MS, but not anymore. The preparation phase is key: what are the plans by whom, by when, agreement cooperation, who takes decisions, through this preparation phase, take your time, you get paid for that. Risk during project something goes wrong, you will still be paid, because you did the activities in the plan even if the results is not reached.

Q : How to organize private advisory organisations? Do you have ideas about quality basis?

A : We do not need 3 years of experience. The cv can be the criterion, what he /she has done. For example, an OG on digital issues and no education. Or farmers: if he/she can show this, then the criterion is fulfilled. Competences are there. He can give advice for informatics. It is looser than before. But you will ask some bachelor's degree of course, a level of knowledge but not the practical criteria. Try to be inventive.

Q : Impartially: what are the limits? The private sector is in the system.

A : When the advice is linked to selling in and outputs on a farm, then this is difficult, there are indeed grey zones. A practical solution is a declaration from the advisor, that there is no conflict of interest, and partial advise. And a sanction if it would be revealed. Quality systems are needed, for example on a website list of advisors, and you could give back feedback. The ministry can check this and take somebody from the list in case of.

C : This is delicate, if there is no public system and the farmer is close to private and trader of inputs.

A: In France the selling is separated.

C : There is a selling law, providers must choose, either sell or advise, for pesticides, not for the rest.

C : Cluster 6, MA approach, has widened, not only to farming, the term 'end-users' was chosen to describe farmers. As such you really produce this idea of an end, a chain of knowledge. It is not a chain.

A: it is still there, we had intermediaries thinking about, experts, communication specialists, NGOS, .. We chose to change that, end-users in actors, such as consumers, NGOS, authorities.... We started with actors, intermediaries and other AKIS actors. We wanted to keep end-users, because he is going to apply the solution, and he is important. We wanted to be as precise as possible.

Q: Can you give us the article stating the obligation of an "AKIS coordination body and its functions"?

A: It is in the implementing Act

Q: Concerning the observations letter, what is meant in the observation? We are asked for coordination, governance...

A: Which measures to take, how to organize advise etc. It is the coordination. We cannot put on paper exactly you have to do it. Every MS is different. Coordination says it all. If we say how, we lose flexibility.

Q: Coordination body is planning intervention, it is the first contact with body responsible for NRN e.g., we do not have to create a new body?

A: Of course, these are part of the tasks of the CAP network.

Q: Mechanisms that we have to describe: coordination board planning intervention influences the shape of them? Something like that?

A : Yes. It shows the responsibility. It makes AKIS less fragmented and stronger.

Q : Germany is a federalized country. This is almost mission impossible. By law, responsibility is at federal level, with one contact person for commission, linked with regional authorities and other contact points? Is this an option or would this be contra productive?

A : This is not contra productive. The AKIS body needs links with other platforms. Even with a number of regions. We need a link; like in Spain. In Belgium it is fully separated.

C : There is still the legislation. It is not possible on national level if something is delegated to regional level.

A : No, I disagree. The federal level is responsible.

Q : Should we be coproductive? Combine people responsibilities? In the regions? Regional ministries will find cofunding money in the interventions? This is complicated.

Q: EIP OGs in EU HE projects. Interesting idea. Should this always be the whole group?

A : No

Q: Several actors in the OG maybe want it, but not whole group. The wording gives the impression that it has to be the whole group. This is an obstacle. A new combination of people. Is this possible?

A : Yes, an OG can be presented by one or more of its partners. Certainly, there are partners that do not want to join a big project, but local knowledge has to be connected. In HE projects, case studies, send a person who knows the country, but not subject, start from scratch. But we have already projects there, we have already results. The logic is we connect with those.

Q: Reporting on delivery model, there is budget is allocated specifically. What do you expect regarding AKIS? Sometimes it is scattered, e.g. precision farming? Is this linked to the result indicator?

A : There are 3 indicators on digitalization, if you have the intention to do a lot on OGs, then you report that. If you do a lot on digitalization, you can add to OG intervention. In principle, these are Investments, innovative and connections with advice. Is it a demonstration? Then it is not the normal investments.

Q: Result indicators. concentrate on R29. Flexibility in choosing subjects for training and advice. Not obliged to change the indicator? R29 can be every intervention, training, advice, education.

A: This is the new R33, it is renumbered.

Q: This is problematic, for us, R28, related to, green measures. If we do that, we need separate intervention. Result 3 instead of 6.



A: No, it is ex post, what comes in, and then you can shift to R28 or not. You have no obligation. It is counterproductive to split this up.

Q : We are asked to do this, because the result indicator is separate

A : One output indicator, one intervention, not for results indicators!

Q: We have same experience, environment and climate, we had to split in investing interventions, we did not do this for AKIS

A : Then we would have separate advisers, less trust. I advise differently with one exception. Ecoscheme or agri-environmental measure, make a farm plan where you do as many activities as possible from a list beneficial for climate. Maybe then have an expert to do an audit, looks to the farm, you can do this and that, ideally, he should hand it over to the trusted advisers.

C: We can do that, but in one indicator!

A : It is a subindicator.

C : It is important to have flexibility according to needs of farmers.

A: You have the flexibility, do not split it up. In NL 30 people to come and give advice to one farm! Imagine.

Q: Importance of CAP network: there is an Increasing expectation to deliver a significant broader range of tasks. There are concerns about capacity, of the units. Many dimensions. Resources specifically. Knowledge, skills, take time to build. What is your advice to CAP networks to develop this as quickly as possible?. So, these do not become bottlenecks in AKS plans.

A: There is a lot of attention of AKIS in CAP networks; need for a dedicated person for AKIS. Capacity building is important. Resources not all, technical assistance, are going to the CAP network. Used in administration.

Q: Capacity building for advisors in OGs. The enabling environment is very important that. In June, adjacent to EUFRAS in Santiago in Spain, I2 Connect is organizing an excellence class exchange class with policymakers, back-to-back with the AKIS meeting 20-21 June.

C: Attractis, modernAKIS, and EU-Farmbook are looking to this as well.

C: Young farmers within EIP Figures of most of the countries are overshooted.

### CAP AKIS Strategies - Sweden

#### *Enhance knowledge flows between the research and the practice:*

In the name of the National Food Strategy, AKIS is strengthened by national funding with the aim of the simplification of CAP. Some examples are the new multi-actor centres (4 years almost 5 million Euros) such as the PAN Sweden with a focus on plant-based proteins for health and well-being, SustAnimal, a collaborative research centre exploring the future role of livestock in sustainable and competitive Swedish food production systems and FINEST a food innovation collaborative research centre consisting of three academic partners, RISE, Chalmers University of Technology, Uppsala University and A6 partners of industries and regions.

There is also and increase funding for EIP with the requirement of cooperation with researchers, advisors, and farmers in OGs. These are more or less open calls.

#### *Integrate farm advisory services within the AKIS:*

Increased budget for training and multi actor projects

Farm advisory services already integrated in AKIS, a lot of impartial advisors, and publicly funded advisors in Sweden. Private advisors are mainly in production techniques, while publicly funded advisors are more active in environment and climate topics. There are a few impartial private advisory organisations with several fields of competence, often these are smaller specialised companies.

There is a need for more training in e.g., digitalisation and animal housing.

Advisory organisations are often partners in EIP-AGRI and MA projects. Advisory companies and the Board of Agriculture arrange training activities.

*Interactive innovation projects are encouraged* through an increased budget for knowledge exchange and cooperation. New knowledge centres are being planned.

There is special support to create OGs in Sweden (12 000 Euro), now there are more the 100 EIP-AGRI OGS and there is 50 million EUR foreseen for new projects. Researchers, advisors and farmers can participate in focus groups and network., new calls for MA projects will be launched.

*Support digital transition serving effective AKIS*

Sweden ranks third in the EU in the Digital Economy and Society Index (DESI) and even wants to become better. There is a huge national investment to support Broadband. Digital methods for advisory services will make it easier to reach farmers in remote areas and in specialized production, e.g. poultry and horticulture

Investment support is foreseen for new technology including digital techniques and also support for training to modernize, improve diversify, automatize and digitalize. We will build a digital infrastructure with platforms and database.

Other initiatives are :

- Swedish Rural Network enhances and strengthens AKIS cooperation, more pronounced tasks for the CAP network
- EIP-AGRI innovation support: 4 people to support and coach innovators who want to apply for an OG, animal husbandry, crop production, horticulture and engineering
- AKIS coach on half time basis to work proactively to promote AKIS in Sweden
- AKIS working group: Swedish Rural Network: people from different organization active in the sector, important part is to promote AKIS, promote cooperation, connect actors, create synergies
- Organization of a yearly AKIS conference, what and who is AKIS, discussing many things
- Also involve the young farmers to hear their wishes and needs for the future.

Q : Sweden does amazing work with LEADER, social innovations, with a broad range of rural businesses. What is the difference between leader and AKIS? Or relation between?

SE: Leader is part of AKIS system. Kind of organized in different umbrellas so to say.

Q : There are expectations that AKIS also moves to also social and environmental issues. Your networks have such a strong history. How could you embrace these social things?

A : We talked about a lot about social innovations in EIP-AGRI. It is not that easy. All applications of forming OGs are often about technical innovations; we try to support people. It is also for social innovation, and we support that. We just have to talk more about that. Because some people do not see social innovations as innovation. They only see technical innovations as innovation.

Q : MA centres and knowledge centres, are these the same or not, what kind of organizations are they?

A : MA centres are kind of projects with other actors involved. They last for 4 years, and another 4-year period extension is possible. After that they are evaluated. We are discussing more permanent knowledge centres in Sweden that are not paid by short term projects but funded by the state somehow. But I cannot tell you the details, we are still talking about this, who is responsible and which fields and so on. It is still under discussion. We believe advisory system and the knowledge system in Sweden is too fragmented.

C : I see similarities with back offices, because, from your presentation, plant-based proteins, sustainable animal, food innovations, transitions, certain themes that will bring together the different AKIS actors for

longer period 8 years around these subjects, so they hopefully will serve as a platform, a competence centre around that, like a back office.

A : We are indeed discussing that. Not only specialists on animal husbandry in one institution. It is about how to integrate all this.

C : This will happen in many countries. It starts and has to grow in something bigger. Integrate them in something, bring actors together. Keep in mind, how to communicate and share what you have there thematically, what is the expertise, have events. ... Several countries do this already. Communicate thematically, communicate, who has evolved during the years, from science, and best practices.

Q: How will these centres be financed, technical assistance, how will they be selected, tender for a call, how will they be identified?

A: It depends what centres you are talking about. MA projects, are for 4 years, and hopefully, for another four years. These are evaluated. They may end in four or eight years, and then it should be reconsidered. If you talk about the knowledge centres, we have a plan to have them more permanently. Again, we do not have the details yet. This is what we want to do.

Q : Germany and Sweden are very well known for innovations and have high scores. One success factor is close connection between official, or publicly paid staff, organizations and private sector. How do you organize this in Sweden? Industries, cooperations, and publicly funded networks like EIP AGRI...?

A : We say in Sweden we have to cooperate better. Different boxes and no communications in between. We think we still need to improve this and make it work better. There are structures to communicate, I can explain it to you.

Q : It is valuable to learn why it works a little bit. We need to do the next step. What is your experience?



### CAP AKIS Strategies - Spain

To strengthen knowledge flows within AKIS, Spain has OGs on (supra) regional scale. Spain tries to encourage the actors to get to know each other and they try to be closer with antennas to territories. Additionally, they try to disseminate what they do on a smaller scale. It is an idea to give OGs a role in MA projects.

There are also a lot of interventions, that deal with a digital transition to improve AKIS, within the CAP AKIS Plan that are not paid by European funds (reference to arts. 77 & 78 about EIP-AGRI supraregional OGs and information and knowledge transfer, respectively).

Apart from that, there are other non-CAP initiatives that tackle similar challenges, such as digitalization. Although these are not funded under CAP, they might receive other European funding. An example is the Next Generation EU. There are for example courses on the digitalization regarding irrigation and precision agriculture. This is perceived as a very good way to train trainers and advisors. Moreover, there is a good collaboration with universities. Additionally, universities are incentivised, besides their scientific output (publications), by stimulating and rewarding them to organize training activities, which further improves knowledge transfer.

The Advisors Platform – AKIS was discussed as well. This is similar to a LinkedIn, specially built for advisors. And off course the quality provided (the publications on that platform) is more important than the quantity.

Q: Researchers should be encouraged not only to write papers, internationally. How was this law implemented?

A: AKIS not perceived for AGRI only. Scientists had to work with the end-users. Merits gained abroad as valid as in Spain, like in university or research. We want to attract talent back to Spain. Joint projects that did not end up in publications were as valid. I can give you the law that helped to change this.

C: The legal translation.

A: A lot of farmer unions apply for Next Generation EU funding. They receive 100% of the money in the beginning. For other funding, this is only 50% of investment costs. It is easier. AKIS is going to play a role. They need high quality services, advisors, doctors, schools, connectivity for rural homes. The gap is still big, for people and enterprises without a good internet connections. So, the focus of that funding is not only on the agrifood sector, but also on health and education, however, the food industry is the most important sector in rural areas.

C: What you say highlights the need for an integration of policies. That is something we have to bear in mind very seriously. EU has policy tools, like this recovery fund (Next Generation), that does not communicate with CAP policy. There is no exchange of policies, there is no integrated policy umbrella to bring together two policies for rural areas. We have to stress this split. This is maybe because of bureaucracy, or maybe because of something else.

C (EC): I acknowledge this, as part of EC, some units draft proposals, that are profitable for rural areas and at the same time for other purposes. We were refused by another DG in Next Generation. Whenever there is the word agriculture in a policy, this falls automatically under CAP. But the funding for CAP is going down continuously. In my view, the solution could be a rural vision 24, which is now building up. Stakeholders should clearly say that agriculture is not only purely agriculture. You have to take a look at the 10 CAP [objectives](#). But still people are not acquainted with CAP, there might be not enough communication between units and DGs in the EC. There will be a meeting in June, we will try to merge these things, and use funds for double or multiple purposes even. That is a key thing. Rural vision: politicians are fighting for it. It could be a leverage for what you are saying. Thanks go to ES, you clearly illustrate with your science law you illustrate how it is possible to combine research and agriculture. You will be a landmark in Europe to showcase that it is possible. We cannot be isolate from one another. It is a sign for MA approaches. Researchers are still steered by publications. It is really important to share this experience in ES with us, and we will share this in our own countries and show it is possible.

### CAP AKIS Strategies - The Netherlands

Everybody want to be part of AKIS. Government cannot control everything, we do not like that feeling in NL. There is also public private research. This is research funded by public money if a private partner is involved, in our opinion, that has a lot more impact. Open access on research output also facilitates knowledge flows.

Networking remains essential for AKIS. Potentially, there are not enough resources for that. Advisors are private, and can be big or small companies, it is even sometimes only one person. The advisors are crucial. They transfer the knowledge from research to farm and bring innovations to the farm. Farm advisors are registered. This registrations system (BAS) is not a government system, they did it themselves. With the system, there is a better quality control: what do you need to do when you are registered. It is not only a thing on paper, it is about real conversations, which examine the advisor. The “exam” is a one-hour interview.

Training for advisors and farmers is done by higher education (excursion showcased this). But we need some advice from you, how to organize those trainings better. Farmers and advisors lose time and thus the money because they have to go to a training session.

There was a tremendous interest from farmers to join OGs, 900 million EUR was asked for, while only 52 million EUR was allocated, via the COVID resilience fund (transfer). All that funding was spent on OGs and investments. There were more than enough applicants, indeed there was an overload of farmers and other actors that wanted to start an OG. So, there is a lot of enthusiasm in farming community. The motto is “Either you stop with a farm or either you invest and innovate”.

The CAP network is doing a good job. There are a lot of activities but maybe it is still somewhat fragmented.

NL sees digitalisation really as a tool rather than a goal. An example is GroenKennisNet (GKN). Another improvement for the farmer was a system where they had only to input information when things changed over the year. This made it easier for the farmer. Having a lot of data, simplifies sometimes things. Of course, there are still some questions about who is the owner of the data and what about privacy. For example, farmers receive points for precision agriculture. However, how could you monitor this, is this really used in practice? For that, the precision tool could be equipped with a logger and these data could prove the use thereof. But, it is not clear whether this has an implication on privacy.

NL mentions some other initiatives. For example, how can we go from national systems towards European system (e.g., knowledge reservoirs, registrations systems). We can learn a lot from each other, or advisors could go abroad and so on.

Q (RO): You put a significant emphasis on the CAP network. How do you manage transition to a more effective CAP network?

A (NL): The CAP plan is not outsourced, there are three organizations that worked on it. And they also organize the CAP network. The people in there are there for 3-5 years and do active networking.

Q (DE): How do stimulate advisors to go on trainings?

A (NL): In my personal opinion, we do not have to start from what *we* can deliver to advisors, but from *what would advisors need* at this moment to do their job better. For example, training on nitrogen? Or needs on CAP on conditionality? So, I think demand-driven trainings are the best we can do. It is, however, only a suggestion, and I am open to other ideas.

C: In my experience, we organized basic trainings, but of high quality. The advisors felt this good quality of the training and they desire to go again to trainings like that. So, maybe we have to organize less trainings, and increase the quality of them.

Q: And what about living labs. Are you going to organize this?

A (NL): Yes, in Horizon Europe projects, and in partnerships of agroecology, it is one of the activities in the projects/partnership. Also, we will organize one living lab on precision agriculture. Sometimes it is just demonstrations on farm, sometimes it is an actual living lab. We used to have research farms in the past in NL. The question is, is this going to return? But these research farms are very difficult to fund on the long term.

So, that is the reason that the living labs/demonstrations farms are more project-wise. We are still working on how to implement this living labs idea in an AKIS system.

Q (Chair): And what about data sharing, with the precision farming, there is a huge amount of data, there appeared an article about war of data, so we will have to tackle legal issues about that, is there a reflection on the rules of data protection?

A (NL): Yes, there is a digitalisation strategy, an action list, specifically for agriculture, the point is to have an agreement between parties to use data. Who is the owner of the data, can we safeguard the privacy? That is the basis. We could ask somebody to talk about this, since it is not my specialty.

C: I would like to add a suggestion about trainings, we have this basic training as a compulsory training, more than 1000 people should do it at least once. That is why they could taste it is a good thing. And now it easier to build upon that good experience.

C (Chair): It were the policy maker that made it compulsory. This was not well received, I was even threatened. So, think it through before you make this policy, and have the political support. A good quality training in the long run is best according to me.

### CAP AKIS Strategies - Poland

PL expresses three main needs for AKIS development. (1) Strengthening cooperation between AKIS partners, (2) improving the qualifications of AKIS staff and ensuring the availability of professional training and advisory services and (3) the development of an ICT platform.

Different interventions in the field of knowledge exchange were discussed: (1) professional training for farmers, (2) comprehensive agricultural advisory (3) professional training for advisory staff and (4) Demonstration farm support.

The professional training for farmers entails two modules. (1) Basic trainings and (2) specialized trainings. Idem for comprehensive agricultural advisory: (1) comprehensive advisory programmes and (2) group advisory. The professional training for advisory staff is a broader intervention with five modules: (1) Basic and complementary training for advisors, (2) specialized training for advisors, (3) postgraduate studies for advisors, (4) mentoring for young advisors and (5) professional internships for advisors. The intervention Demonstration farm support has two modules: (1) Knowledge transfer based on demonstrations and (2) strengthening the demonstration farm base. The first module is about setting up demonstration farms, while the second module is about to improve the demonstration farms in terms of attracting more visitors and to improve the didactic output.

Q (DE): How are the EU Green Deal topics integrated in the CAP Plan?

A (PL): There are some CAP Plan requirements. For example, there is an obligation for advisors to go to trainings.

Q: The CAP Network in PL is coordinated by the Agricultural Advisory Centre (CDR, Centrum Doradztwa Rolniczego w Brwinowie). How are other actors involved?

A (PL): CDR cooperates with different actors that are well-recognized. There is also a big number of projects and quite a number of OGs. It is of course hard work to find partners to start cooperating with them. But some public advisory systems have already 60+ years of experience.

Q (RO): Is there also advisory support to other parts in the rural sector. I think for example of forestry, which is important in PL, and agritourism. Is there advisory support for that?

A (PL): There are separate advisors for that. We will start supporting agroforestry as well. Agritourism is funded with national public money. Educational farms are supported as well with national public resources.

Q (ES): What is the role of AKIS for other activities in rural areas? Are we going to include support advisory services for diversification in the context of CAP objectives concerning social cohesion and differentiation? If so, we have to do a lot of work. It is not in the logic of the design of national CAP strategic plans. And another question to discuss about: it seems that the top-down rationale prevails. While, in fact, the farmer is at the heart of the AKIS system. We care about the support of the farmer. I have not seen yet a mechanism of a bottom-up approach of AKIS systems. We need the farmer to raise his or her issues regarding production and farm development. I wonder if, in your case, there is such a bottom-up approach?

A (PL): Firstly, there is support for farm activities related to the farm, food processing, under CAP, envisaged under advisory services. Everything related to the farm is in the CAP plan. Activities outside agriculture are rather the field of other services and we do not take that. Secondly, tomorrow there will be a discussion about how to incentivise farmers and how to involve trainers and advisors. At local level, there is a quite good cooperation with farmers, we meet them, and find out their needs. These needs can be then addressed in short trainings sessions of 2-3 hours. In these session, their needs are discussed and potential solutions are put forward. At the end of the training we provide an evaluation. This way, we can make a diagnosis, what went well during the training, what needs some improvements still. Based on that, we can prepare better future trainings.

Q: Is the CAP Network the same as the AKIS network? And how is the funding split?

A (PL): No, it is part of it, not the same. It is not yet known how the money will be divided.

Q (EC): Will there be a division, this is for AKIS, and this for other things? This is not in all MSs like that. Actually, every knowledge exchange is AKIS. PL, as being in the eastern part of Europe, are universities and research centres more responsive and more in contact with farmers' needs? Is this the case? Or is this similar as in western Europe, and is the academia, pushed by scientific publications and less by farmers' needs? What is the need to change this? Like in ES, you have to write practical things as an academic, be at events and so on?

A (PL): It is not so clear. Public advisory systems are nearest to farmers. And for many years, research institutes, supervised by ministers, cooperate with farmers. It is true that the cooperation is not so close and not so broad as would be ideal. We would like to strengthen this cooperation. I think universities in PL are also focused more on the scientific output. But the minister has prioritized this strengthening of cooperation.. Field days for example, are organized once a year. But, don't be mistaken, this is not just one event. In every voivodeship (~province) these are organized.

### CAP AKIS Strategies - Germany

During the structured dialog, the European commission highlighted that the German AKIS is one of the most high-performing and strongest, however it is also fragmented in regards to its knowledge networks and lack of a general comprehensive coordination. In the new CAP period, the aim is to strengthen knowledge flows between Bund (Federal) and Länder (states, vertical) and also between the Länder (horizontal).

Regarding the links between research and practice, BMEL (Federal Ministry of Food and Agriculture; Bundesministerium für Ernährung und Landwirtschaft) has successfully implemented "Begleitforschung" (accompanying research) in all research calls of its innovation programme. The accompanying research aims at bettering the implementation of research results into practice by clustering projects thematically, by then analysing scientific advancement and research gaps and by examining which research projects have led to results valuable and easy to implement in practice. The results of the accompanying research is then "translated" into different media (project summaries, films, podcasts, articles for agricultural magazines) targeting a specific audience (farmers, advisors, etc.). The information is then distributed via certain communication channels.

There are 300 OGs now in DE, of which 2/3 are advisors. There are also 12 innovation brokers. Each region has almost one. It is our intention to bring them together twice a year. And once a year there is a big workshop, the so-called thematic workshops. Workshops are for example on social agriculture, or last year it was on soil quality.

Q (Chair): Could you tell a bit more about the “Betriebsnetzwerk “ (linking a farm network to the envisaged European partnership on Agroecology Living Labs)?

A (DE): We are not yet sure how the selection will be, I can ask and share it with you.

Q (Chair): Please do so in any case.

DE: most of the things for Germany, not translated. EIP of Germany. Some parts translated in English.

Q (NL): What is according to you the biggest bottleneck, top-down to bottom-up approaches?

A (DE): Very difficult question. I am a bit new also, but according to me, what has to improve is the exchange between Länder and Bund, and not via online meetings, talking in the coffee breaks is so important. But I am not sure.

C (DE): I think one of the strengths is the diversity. But diversity is at the same time a bottleneck. We have to deal with this. Three regions work together in DE. That is progress. They do it because the workload is very high to manage everything. They had to focus on specific tasks. This is not yet as it should be. Room for improvement.

C (Western Balkans): We do not have obligations yet for these plans. We were working on the plans for every country separately. We acknowledge what DE says. We have a dialogue among countries. They are helping us developing the AKIS plans. We try to keep up with EU. What we have in common is diversity. Thank you for having us.

C (DE): Digitalisation and data exchange are integral to advisory systems. For example precision agriculture. But there are still issues. There is this widespread idea that we live in a fully digital world, but this is not true. In rural areas, connection to internet is often a weakness. There is only a small percentage with fast internet services, that is a problem. New policy of digitalisation. Don't we have to take this very seriously? We have unresolved issues! We jump in the conclusions that we are there! But we are not there yet. Even in DE. In farmers associations, and academic institutions. More funds for faster internet to achieve the goals.

A (DE): This was indeed our first bullet point regarding infrastructure. What are very remote areas? We do not have very remote areas. We have regions where internet is lacking. This has to be improved.

C (DE): There is horizontal and vertical diversity. Fragmentation is always a potential issue. There is also diversity within and between ministries (education, environment, agriculture). All this diversity is needed for AKIS. The difficulty is connecting everything.

#### CAP AKIS Strategies - Hungary

At the end of 2020 there were discussions in the HU government about increasing the national funding of CAP strategic plans. But it was difficult to open the money, so we needed a plan. We have a rural renewal and agricultural renewal policy program (2021-2030). Our vision is: Farming is a profitable and socially recognized occupation, in an attractive rural environment, with modern technology, providing quality food with the sustainable use of natural resources. Our mission is: The Ministry of Agriculture promotes the knowledge- and technology-based competitiveness of small and medium-sized agricultural enterprises and the food industry through predictable and efficient administrative tools, guaranteeing safe food production in the Carpathian Basin with demographically renewable and sustainable resources



We ask for two things: more money (stable funding) and a change of the institutions (efficient institutions), a restructure. We have four strategic objectives, indicated with a colour code. Pillar I.A is the economic development which is linked with sustainability. Pillar I.B was an option, but with the war in Ukraine, this is becoming more important: accessible food and food quality. Pillar II is about a green future. And pillar III is about rural renewal. AKIS is part of Pillar III. Funding: the first pillar, receives 50% of the funding (on first two pillars I.A and I.B); Pillar II receives a share of 36%. So, about 10% is left for Pillar III. But we have to take into account, in rural areas, other sources outside our ministry. So special for villages. Objectives are fulfilled with interventions by other ministries as well and we try to work together.

The number of AKIS interventions was 4, its share is 3% (2023-2027), but that is already double (211%) compared to 2014-2020

Direct AKIS-related interventions in the CAP Strategic Plan do not include forestry, because this is not in EIP. There was discussion on interventions to make transitional measures (5-10% of budget), and they landed at 7% of the budget for specific measures for transitions.

Training programs were hugely successful, more than 2 times what was allocated was asked for. All courses on precision agriculture are full. There is also a need to connect demonstrations with training programs. Another AKIS intervention is the general help with administration.

The EIP is unfortunately not a great success story in HU. There are about 70 OGs. The process is very complex and bureaucratic. Half of the OGs are not happy with what we did as administrations at all. We try to learn from this. For example, we try as many as possible to use the simplified cost options. Like in ES, other funds are doing it better, it is easier to get the funding from another source, so difficult to defend our measure.

It was discussed what the disadvantages are of different funding agencies. Longer funding programs (5-7 year programs are preferential). Furthermore, funding bodies that depend on changing policy/cuts in the budgets are not stable.

Q (FR): A question about advisors: Are most sectoral advisors self-employed (i.e., freelance), or employed by the Chambers of Agriculture?

A (HU): Both.

Q: Why are the OGs not a success?

A (HU): EC is going to be upset?

Q (PL): Are the trainings online?

A (HU): Yes, training materials are online. But there is a possibility to visit demonstrations farms.

Q (PL): And do you have workshops online?

A (HU): Not yet. It will be financed with new CAP funding.

Q (Chair): what is the balance between the funding agencies, is it really competition, or more collaboration?

A (HU): Regarding the funding, it is competition. However, the cooperation is very good and I am happy that the agricultural university is part of consortium, solving problems we have. But sometimes it is more likely to find funding outside CAP.

Q (EC): The new delivery model of EIP should improve the situation?

A (HU): Yes, with the simplified cost options it should be better.

**Thursday April 7<sup>th</sup>**



*Training and Education: how to improve educational systems, training and the link with advisors: in particular, how to choose topics, motivate and organise? (Presentation by the Netherlands)*

Professional education is bridging the gap between vocational educations and academic education. This is for example what we have seen during the excursion yesterday (educational systems excursion: applied research).

We have to educate professionals of the future that are responsible, this is a mind-set. It is not only about the hands or the skills, the brains, but also about the heart. We saw yesterday a counter of a vet (students learn to handle customers in a real-life setting), the SDG (Sustainable Development Goals) blocks. It is important to learn how to receive customers, and how they can pay attention to their needs. We try to cover that all during education. We see a lot of big changes in the world: digitisation, robotics and automation, biodiversity loss, soil degradation, climate change, labour market shortages ... We need innovation in a faster cycle: problem statement, research of it, search of applications and solutions, find companies, find smaller farms, then education... we want this in the curriculum. In the best case, now, we are 5 years further by going through the cycle, in the worst case this takes twenty years. So now, we want to speed this up via closer education, closer to front runners, closer to smaller farmers. So we use this AKIS system, bringing together advisors, and the private sector, closer to education systems. The network is a very important aspect.

In a world where changes are rapid, we need transition-driven education and knowledge development. It is not only about developing it, but it is about implementation, there is where the companies come in. The labour market should be more fluid. We need a modular and flexible system. We need also dark green professions, in sectors such as animal husbandry. We now see more people in the green domain in cross-over sectors. For example, a person is not only gardener, but also someone in construction, for green roofs. This is shaking the private sector. The labour pool has to be reconsidered. And lifelong learning has to be offered.

We have to look at the advisors for innovation on the farm. We offer farmers personal advice on sustainability aspects and learn them how to integrate that in the farm. Vouchers exist in NL for professional advice and courses on for example precision agriculture, entrepreneurship, N reduction are given. The system (SABE program, Subsidiemodule Agrarische Bedrijfsadviesing en Educatie) is there not only for farmers but also for the advisors. Several topics are offered regarding sustainability. The voucher system is very popular.

The Green Pact is a knowledge infrastructure, and it is a collaboration between three entities: government, private sector and educational system. Together they try to solve problems, by renewing and innovating practice and education.

The first accelerator program is about the labour market. It is a skills-based approach. This is about: what type of course do we provide in which institutes and how are these interlinked? There is also a Green Future Think-tank, which pursues future problems. For example, the transition to vegetable proteins, what kind of jobs do you need for that, from farm to fork?

The second accelerator program is about knowledge sharing. There is a Green Knowledge Platform, where farmers and private sector collaborate and share information for example on animal husbandry. We share this in a common portfolio. Knowledge stays too much in the drawer usually, we take it out and translate it into educational material for advisers and farmers. There is also a lot of cooperative research between universities, applied research, vocational institutes, like you could see on the excursion yesterday.

A third accelerator program is about internationalization. This is about exchanges for teachers, advisors and students.. We try to implement the SDGs in the education system as well. How can students contribute to this?

A fourth element in the accelerator program is about digitalisation and technology. This is about sensors, AI ...

*VAB: Vereniging Agrarische Bedrijfsadviseurs (NL) (association for agricultural business consultants).*

The association for agricultural business consultants is founded on three principles: (1) personal membership, (2) a strong network and (3) stimulating members to excel in their field of profession. The means actually that the principle of lifelong learning is a priority. The membership rules are that (1) one has to have a university

degree (but can be applied sciences), (2) only full membership after 4 years of experience (you have to grow into the association and you have to be specialized) and (3) more than 50% of the customers have to be agricultural.

The FAS-register (Farm Advisory System, in NL: BAS, Bedrijfs-adviseringssysteem) holds all advisors that are recognised (also as certified consultants). In other words, when an advisor is recognised, the advisor can enter the FAS. This is then linked to the voucher system (SABE). The rules for being in FAS are (1) being an independent advisor (not linked to a brand), (2) being dedicated to lifelong learning and (3) checked for quality.

In NL, the advisory landscape is fragmented. Farmers are surrounded by all kinds of advisors, so farmers need a full management team. VAB tries to connect all of these different kinds of advisors within the association (network). Certified members of VAB receive the title “ab” (Agrarisch Bedrijfsadviseur). This ab certification means that these advisors are senior advisors and have a wide helicopter view on the farm. So to sum up, there are three different groups of advisors, (1) the ab certified members of VAB, (2) the FAS registered advisors and (3) other VAB members. The third group are more general advisors and do not have a helicopter view. For example, there are advisors on real estate in rural areas; they do not have the focus points of FAS; they focus on something else.

The lifelong learning is guaranteed by permanent education (PE). In the PE board, there are five people. The PE board is composed of members of VAB itself. There are monthly talks about the hot topics, such as climate change, sustainability, N and nutrient management, which is very important in NL. The PE board builds the trainings and seminars, which have as a goal to let advisors excel in their profession. The quality of PE was guaranteed in the past (from 1999 onwards) by the Lloyd’s certification system (ab certifications).

In the past, there were big issues with independence of advisors. Dependent means that an advisor at the same time as giving advice, is selling products as well. The dependent advisors cannot be registered within FAS. This means, before an advisor is able to be registered in FAS, the advisor has to be examined by VAB (FAS commission). Members of that commission are experts and test every member that enters the FAS system. Only then, when allowed within FAS, advisors are able to use the SABE voucher system. There is more or less an easy check between dependent and independent: when the advisor is listed with an SBI code (Chambers of Commerce, Standaard Bedrijfsindeling), it is mentioned what kind of activities that company does. Whenever the company sells products, it is regarded as dependent and the company is not allowed in FAS.

The goal for the future is an optimal connectivity between all stakeholders (FAS and BAS, (green) knowledge institutes, research institutes and businesses. This is a kind of circular system that surrounds the farm, i.e. a circular system for advice on the farm VAB is in the centre of this circle, and this is the case for already 25 years.

Q (RO, about education): The challenges extraordinary, for a transition. Did you use a foresight analysis, for the visioning. I assume so? There is a publication in JRC (Joint Research Centre) about Farmers for the future (F4F) on that topic which is extremely interesting.

A (NL): Indeed, foresight is very relevant. It is what we all love to have. But it remains a big guess (the future). We use this think-tank, to see with researchers and future-thinkers together, and at the same time we are working on farms to connect with reality. We need a kind of idea generation that is close to home, the farm. The creative aspect is important as well, to tackle challenges for the future, it is for example not just how one deals with plants, but also about climate resilience, water and soil quality, how one uses technology and so on, so it is integrated. Looking at these issues, for example for the protein transition, we think about what jobs do we need and what intersectoral skills are required, can we connect, identify transferable skills, if it does not work, we still have the skill that can be used in other innovations.

Q (EC, about advisory system): Did I understand correctly, one can join VAB but is only full member after 4 years?

A (NL): Yes, this is partly correct. An advisor needs 4 years to reach full membership, and then one can use all the systems we offer. The ab certification system in itself is a process of 3 years long. Before that, you can be member, as an aspirant member of the VAB. Then, one can take part of the PE activities, take advantage of the network, which is important for youngsters. The admittance to the FAS register is by EU regulation set on 4

years of experience. There is an escape route, though. There are special courses on the focus points from the SABE regulation in NL, one can reach this level also faster, but then one has to be really good, there is an examination goal. One can do this as an aspirant for FAS. But first one has to finish successfully a focus point course at the university or at the HAS in 's-Hertogenbosch, and one really needs the helicopter view to survive the examination. We have some people that did this, they used an asterisk after their name, then they were registered as *junior* members.

C (NL): It is important to find a balance between an easy access for young people to the FAS, while maintaining a high quality. We have to have a basis for quality.

Q (EC): What is exactly the difference between aspirant, having a helicopter view ... ,What extra does the advisor get after 4 years?

A (NL): The extra thing is the ab certification.

C (DE): Yesterday we talked about CAP Strategic plans. If we want a transformation in agriculture, we need more advisory services and more education and training. I feel that in DE we have a lack of skilled advisors and trainers. It is an open question, how can we have more skilled advisors in the field of biodiversity, organic farming ...

C (NL): In NL, the farmer needs really a full management team, an advisor with a helicopter view and a few specialists.

C (Chair): There are many advisors, and we try to get independent advisors to the farmer. Two years ago, we had about 4/5 of the advisors that were dependent. The Minister asked us, how we could change this in agriculture. But we cannot change that, it would not be opportune. All advisors are good. Many farmers even prefer those dependent advisors, they do a good job. So, if we want to change, we need both independent and dependent advisors, and they have to cooperate. Indeed, you have to make a team. Farmers say that this system takes a lot of money and time, this is a threshold or a bottleneck. Therefore, the farmer can have a voucher to organize this team with both independent and dependent advisors. We had a lot of good feedback from farmers, and also from the dependent advisors.

A (NL): We have membership in VAB for both advisors, dependent and independent. They see each other on meetings.

A (NL): Indeed, also from the point of view of education, it is important to bring together private sector and education to formulate needs. For example, we need soil coaches. We have a shortage of those kind of advisors. We like to create a course on this topic, so we have a new batch of people. The curriculum is constantly under review.

Q (PL): What happens when you issue a voucher, what do you check what the farmer does with it?

A (NL): The farmer chooses for which of the selected areas the voucher will be used. For example, one of these areas is N management. In FAS, it is mentioned which advisors is specialized in that area, so in that case, only these specialists can give the farmer advice, using the voucher. In practice, the farmer is getting the voucher, makes contact with an advisor, who comes to the farm, discusses the problem and sees what can be done for the farmer. On average, the advisors spends five hours, and a maximum of 1500 EUR can be spent. If the cost is more, the farmer has to top up. And, after the advice is given, we ask the farmer for a written document in which the advice is mentioned, with the analysis of the problem, and which actions that are possible to improve the situation. Then it is up to the farmer, whether the farmer uses this advice or not. It is never obligated to execute the proposed actions. This is the farmers' decision. The advisor then brings the voucher to the Dutch government, after which the payment is performed.

Q (PL): And this document is checked?

A (NL): We check this with a random sampling of about 1/100. There was also a midterm review including 300 farmers. The outcome of the review was that 75% of the 300 farmers said that their knowledge level was increased, and in general the farmers were very satisfied of the quality of the advice. The farmers had the intention to execute the advice within one year. So, this is for us a quality check that it is good advice. That is

the real transition. We want action in the end. The midterm review showed us that this voucher system is very successful. We have 15000 vouchers for 2022-2023, we had an opening of the vouchers this Monday for 4200 vouchers, and within one day they were all gone.

### Agricultural Education and Training in - Switzerland

It is a *dual* system in CH. Young farmer apprentices work on a farm for 3 years, called a “master farm”, and at the same time they receive vocational training (agricultural school), once a week. About 25% of the time, apprentices spend their time in school. After 3 years they get diploma and are recognised as a farmer (certification or diploma). This diploma exists in all other jobs as well. It proves the level of a skilled worker. It does not mean that you are a manager or so, but it means you can do independently all the jobs on a farm. There are curricula; they describe the content of the education during whole year. Where, in which place is the training given. About 80% of the time is spent on the master farm. The master farmers has to be trained as well of course. It is clear in the curriculum which part of the education he has to give on the farm. Advisors are a part of education. The Swiss cantons have to offer education. In many cantons, school and advisory system is the same system (staff is trainer and advisor at the same time). Trainer and teacher at the same time, and advisor in summer time. This is an interesting system. Very practical oriented curricula.

How to motivate? There are 20+ training courses. You could divide motivation into two subcategories: intrinsic and extrinsic. Why would I do it? Intrinsic motivation is about, I think this content is attractive, I can learn something from this. We see that this coincides with trainings in real situations, based on the situation on the farm, not the theory. An important aspect is that there are well trained master farmers. They train trainers! They must be very skilled and they do not only have technological and methodological knowhow. It is also interesting to have demonstrations plots, on schools or on farms. We need job related continued education, the lifelong education. Whatever certificate or diploma you have, you never stop learning, you can always go further, the diploma is no endpoint. And it does not always have to be an official diploma.

Extrinsic motivation is for example when training courses are subsidized. They do not have to pay the full amount of the training course. A voucher system can also work as an extrinsic motivator. Subsidizing the demand side is a complicated shift. Another option to intervene, is to make trainings a prerequisite for public direct payments, environmental schemes, they have to have this diploma, as a condition.

The topics of trainings should fulfil two types of criteria: (1) they should be adapted to real life, and (2) should take into account public concerns. The concerns have to be treated at the same moment. For example, how to protect a wheat field, which equipment should be used, which products can be used, but also, what is the right moment, are there non-chemical alternatives, how should we respect buffer zones...? All questions have to be dealt with at the same moment. Both environmental and technological issues at same moment. Professional organizations are aware of the public concerns, so they should prioritize education and training topics. So this is done via the Ministries of Environment and Agriculture. If participants do not take up certain topics, then we intervene.

Practical aspects: advisors are welcome in the training sessions, they bring practical experience, they know the problems of farmers. Sessions are very interesting doing this. Farm and field visits are also very important.

The question is, if they already run a farm, how can we make trainings interesting? Time table is important, in spring time you cannot offer trainings, because farmers have a lot of work, or we have to schedule trainings after 4 PM for dairy farmers, after they have milked the cows. Cross farm visits are also useful, one farmer to another farmer. “They let their trousers down”. They can very honestly ask themselves “this is what I do, what do you think about this?” Of course, the neighbour should not be there, farmers from far away that do not know each other are suited for this kind of activity. We know it is difficult for farmers to do, but the ones who do it, they say it is very good.

Q: how does the farmer know what he can have as a training offer, how can he have access, what is the role of digitisation? Online learning? What is the case in CH?

A (CH): Agricultural colleges, they publish every year the list of training courses, available to all farmers, this is available online. It is not easy to find participants for cross farm visits. Digitisation is an important issue.

Q (NL): The farmer really has to open up, not a neighbour in conversation with advisors? Is this so in CH and other MS? In NL, a farmer has a family business, wife and sons and daughters are involved, what has to happen for the future of the farmer, they have to include them. It needs some coaching skills. They need trust between advisors and farmers? How is this in CH? A lot of family business?

A (CH): Yes, confidence between farmers and advisors is very important. It is a social context. Who is doing what on the farm. There must be this relation of confidentiality, when data are shared, you cannot make it available to others. A very interesting event last year, farm exchange, different advisors on one farm (advisors of different fields) Farmers presented their situation, they have to come up with a solution. But confidentially. The data stayed on the farm, and could not be shared with other farmers. Of course, if farmers wanted to show the data to other farmers, that was their free choice. Confidence is key.

Q (Chair): shifting to a vouchers system is subsidizing the demand side. What would push you to do so? What is the problem with the present system? Is it more appealing, and why?

A (CH): We subsidize the offer side, this is easy, because we know what is offered. In a voucher system, it needs, at least in beginning, more administration, in NL, you have to decide, who is entitled to finally make the voucher be paid. You have to decide, advisors in FAS, they are entitled to be paid by vouchers. So it needs administration. The advantage is it could open up, it could make space for other advisors. In CH, advisors are completely private and are paid via projects or federal ministries. Farmers mostly do not pay for the trainings. You also know voucher system is sometimes criticized, because it helps those who are already interested in the trainings. The ones that do not want training will not be motivated. We are studying this.

Q (Chair): How do you reach farmers. What is your methodology?

A (NL): we have a system, started last year. There were more trainings asked for then we had budget. I am looking forward to next year to see how it grows. Farmers that we don't reach, how do we manage that? Good question? I don't know now.

C (NL): We see that advisor approach with these vouchers the farmers. So, in that case, we reach farmers, which normally do not do it on their own. Advisors are willing to approach farmers, because they can give advice with the voucher system.

Q (Chair): Do you think about implementing advice/training compulsory for eco-schemes or for other measures? For the unwilling? Claiming subsidies, green measures in CAP? 5 h course or something?

A (NL): Trainings for advisors? No we don't. There were formerly 5 fields of focus in the EU, in NL we have nowadays 9-10 fields of focus. What do the farmers want and need? We took 10 focus fields; It does not have to be 10, it can grow. You can always find fields of focus, so it can expand; The world is constantly changing.

Q (EC): And the trainings are not compulsory?

C (NL): At this moment within CAP we don't have compulsory advice for some measurements. There is a connection between the advice and the need for this advice for the money of the fund. A compulsory system for farmers is not really what we want, they do not like it.

A (CH): Those who need most. Condition is diploma for public payment and other conditions, ecological, animal husbandry for nutrients and there is control, not regularly every year. We discuss to include a new condition, regular training in future. Training course a few days, once in two years. A condition, right to apply PPPs, they need a certificate, regular training course on that topic, otherwise they lose their licence.

C (NL): In NL the same holds true for PPPs, you have to have this training to be able to use PPPs.

C (EC): This is a EU law.

C (NL): There is research about farmers that are hard to reach, they do not like to learn and do not want to learn. What is their motivation? Family surrounding them, stimulation comes from sons and daughters to have this talk together with their parents. Because they are taking over the farm in the long run. That is why vocations education system is important.



Q (ES): A question for, NL, how do you know what are the needs? How do you know? Where do you find the experts?

A (NL): EC asked this question in our national strategic plan. How to handle digitalising, what is the action plan? It is different in each sector. Greenhouses, there is a lot of digital info in. They have to get used to it. Young farmers, but old farmer wants to get the windows a little bit more open, not used to pc system. Precision agriculture is also such a topic. Animal welfare as well.

### Education and Training in CAP AKIS Plans - Estonia

The presentation is focused on the AKIS part. Other education system, such as vocational training, colleges, and universities are not the main focus. The central question is "How to make education more attractive?"

If it is **useful**, it is attractive. Attractiveness is linked with the quality of program and curriculum. Flexibility is also important together with the lifelong learning principle. It is the intention of EE to introduce a voucher system. Everybody has its own needs and has to fill its knowledge gaps. Training videos and written publications are also mentioned, and will be part of a future knowledge reservoir.

Advisors can play a role, they are educators anyway. For example, they are professors at universities and work part time as advisors, that is a nice combination, I see this in other MSs as well. And they encourage clients. Mixing meaning a group advisors, and in the same group farmers as well. All participants are together, and all are in some way students.

A huge motivation to follow training courses is **access**. Online tools are useful because there is no requirement of keeping a set time free. The courses are always there, there is no schedule, nor travel. ICT tools are great. While planning physical events there is also a need for geographical balance, in the south of EE all the universities are located, but it is important that not all the events are in the south. Time allocated for training and get back home is important to consider.

**Flexibility:** a voucher system, based on individual needs, is planned.

Selecting topics: three sources are combined (the Ministry, the participants and the AKIS center), and are input providers, in the process of selecting topics. The Ministry or AKIS Coordination body takes care of a national/strategic perspective and it defines the national priorities. We always ask what are the topics we should address in the next seminar or training day. A lot of information comes from participants. The AKIS center is the middle ground between the sector, the educators and the Ministry. The AKIS center is responsible for answering the needs of the sector. They have to be aware of the regional specifics, specific activities, and group specifics, such as regions in EE where Russian is spoken. We want to address not only the middle levels, and also top and bottom levels, even if they have advanced knowledge in their field. In the AKIS center it is crucial that all topics are being discussed.

About the practical aspects (who & where): we need diversity. It is possible to get many different topics on the table, as many as possible, for the individual needs. Online content is increasing. It is also possible to check in to a course online. Also, online courses are later available for non-registered people. They can see the course videos or other materials in their own time. Study trips are also something useful, with a lot of people we go from one point to another, and then the people have to communicate in a confined space (in the bus), you can even have a lecture in the bus, so that is also good for time management.

Accessible locations are also important. There is a tendency to have all courses in November, but it is better to spread it a bit across the year for a better balance. It is great to have an events calendar on the website, with all AKIS-related activities on that calendar.

Q (PL, NL): EWA: what is the AKIS center exactly? How do you do this?

A (EE): The AKIS center is like a marriage between advisory services and cluster of knowledge exchange activities, they should be brought together.



Q (PL): How, what bodies, what institutions, are there regular meetings?

A (EE): do you mean if there is a structural unit under one of the institutions at the ministry?

Q (chair): I think the question is, where in the ministry is the AKIS center?

A (EE): The AKIS center is in the middle, and institutions can join.

Q (EC): But it is not people of the ministry?

A (EE): That is correct, but the ministry asks us and says what do they want to achieve. They have as AKIS center a certain autonomy, but the strategy comes from the ministry.

### Education and Training in CAP AKIS Plans - Italy

The question is: "How to make education and training attractive for farmers?". Based on past experience, one vocational training was a condition to receive CAP support for a farmer in Italy, but training was not considered by farmers as an added value, it was just a precondition to access CAP funding. Vocational training related to access to CAP aid is indeed often considered by farmers as an additional work commitment and not a real need. It is not just an attitude that derives from a lack of entrepreneurial culture but arises above all from previous training experiences that are not very effective and engaging. Training cannot be experienced as an administrative requirement, a constraint imposed by the funding body but must be considered a tool to improve one's professional skills. Making a training activity attractive to professionals who are already very busy is not easy, but careful planning of the contents and methods can foster participation and interest. The training action to be planned should satisfy the following questions:

- Are the contents adequate and do they meet the real or latent training needs of farmers?
- Do the methods of use of the contents allow participation considering the distances from the workplaces and the times of agricultural activities?
- Are customized support services available during the learning paths?

The first point is critical as we often start from the objectives of the policy to define intervention strategies and therefore stimulate the action of stakeholders in this direction. In this context, professional training is a tool to support policies that may not favor the meeting between training supply and demand. Although farmers are increasingly aware of their role in the context of sector policies, they are primarily entrepreneurs committed to achieving adequate economic sustainability. If they fail to achieve this primary goal, the others (e.g., environmental and social sustainability) will be considered of little relevance. Each training action should therefore consider the farmer as an entrepreneur and not as a mere executor, or provide him with the training objectives clearly defining the knowledge and skills that he will be able to learn and what are the effects on business management. For example, a course designed to comply with regulatory standards (safety at work, animal welfare, use of chemicals, ...) cannot be limited to listing the rules and related constraints but should stimulate the active and responsible participation of the farmer as a decision maker. In this context, the inclusion of real business experiences is an effective teaching tool.

For the second point, ICT technologies are greatly favoring the accessibility of actions and training contents, but face-to-face activities are irreplaceable for the interaction between learners and teachers, for carrying out practical experiences, and for socialization in general. E-learning, asynchronous lessons, social channels, video tutorials and other tools for remote access to training content are still a valid support for farmers' learning because they are more compatible with their professional commitments. This support can be preventive or supplementary to an in-person training action, allowing for example to assess in advance whether the issues addressed are of interest or to strengthen learning with additional or summary content. However, these new training tools increase the risk of disseminating low quality or even incorrect training content, a risk that is still present even with traditional tools.

A valid training path cannot be separated from the presence of a tutoring able to accompany the learning process by monitoring the effectiveness of communication between teacher and learners and the interaction

between participants. The tutor can make a training activity more responsive to the needs of farmers, providing the teacher with useful information for the refinement of information content and reporting any problems. Tutoring is also functional to the collection of training needs and to the training of sufficiently homogeneous groups of recipients in terms of interests and previous skills.

Consultants can play different roles in training farmers. They can collect and stimulate training needs by evaluating for example which entrepreneurs can be recipients of an innovation by inviting them to participate in a seminar and/or a more structured course. Consultants in AKIS can also contribute to the training offer by involving the functional skills to create a product or service aimed at farmers. For example, they can involve and put in contact the researchers who have experimented with a new technique to combat a phytopathology, the computer scientists who are able to create the app that detects it, the technicians who manage the agrometeorological and sensor network in the territory, to implement a business consultancy project in which training for interested farmers is also functional to the refinement of the intervention system. Finally, the consultants can be directly tutors and also teachers. In the first case it would certainly be a qualifying and attractive element of the training activity because consultants often have a trusting relationship with farmers although at least in the Italian case there is the limitation deriving from belonging to the main professional organizations. For teaching, it is not enough to have the adequate knowledge and skills to be transmitted to the learners but it is also necessary to have the adequate communication skills that can in any case be learned by training the consultants concerned.

The involvement of consultants in the training system could be favored by the creation of virtual spaces where to meet other AKIS subjects interested in working on specific issues. The experience of the information brokers for the construction of the OGs could be the starting point for systematizing the meeting between demand and supply of knowledge needs between farmers and other AKIS subjects and consultants could play the role of connection between them. For example, a computerized information sharing service could be identified, possibly public to avoid conflicts of interest, where to organize meetings on specific topics and facilitate the exchange of information. The consultant could take on the role of facilitator of the thematic group which aims to build a project proposal where training, information, consultancy and technical support actions are integrated, preparatory to the implementation of a subsequent executive project co-financed with public resources.

As indicated above, the motivation to participate derives from the farmers' and consultants' awareness of the usefulness of the new knowledge to be learned. Each recipient responds to different stimuli according to his professional role: for example farmers are more sensitive to the achievement of results that produce positive effects on company management in a short time, consultants instead are interested in increasing their ability to respond to requests from their customers.

In general, therefore, the more the training course is customized to a specific profile, the more the recipients are interested in participating and above all, if the course is effective, it will attract further participants in subsequent editions.

The personalization of a training course does not only concern the objectives of interest to the recipients, but also the level and progression of the contents, the examples and teaching tools, group management and interaction with the teacher and tutor.

Particular attention must be paid to the dynamics of the group where it is easy for competitive processes, more or less explicit, to be triggered, which risk weakening the credibility of the training contents.

The teacher and the tutor must be able to select the appropriate contents for the audience and facilitate their sharing through appropriate participatory techniques.

Among the latter, group educational games can also be adopted which not only stimulate active participation and discussion but also facilitate the expansion of individual relationships which can also prefigure professional collaborations.

For farmers, participation in on-site activities is made difficult by their commitments on the farm, so it should be concentrated in certain periods of the year depending on the production cycles. Often one opts for serial hours but at the end of a working day it is difficult to keep concentration high. A balanced combination of face-to-face and on-line (blended) lessons could favor constant participation, also stimulated by practical demonstrations and company visits.

It is easier for consultants to identify some training moments, especially if remote training is used. On the other hand, it is more difficult to build a homogeneous class in terms of experiences and skills which can hinder the effectiveness of the learning path. In particular, there is a certain amount of competition among consultants operating in the same area, resulting in a certain reluctance to carry out group activities and to share information.

In all cases it is essential to set training objectives strictly connected to the professional profiles of the participants so in practice both farmers and consultants must be able to check in advance what the purposes of the educational path are and assess whether they have been achieved.

In the AKIS context, training could also offer the opportunity to exchange experiences, for example through company visits or other meeting occasions in which trainers and tutors also act as facilitators, managing small groups of people with different professional profiles.

Roundtable on how to improve educational systems, training and the link with advisors – continued discussion with MSs

Q (AT): Profile-specific customization of trainings would indeed increase user-value. Do you have a modular system where courses/units build on each other? Do you use technical solutions (i.e. user profiling, AI) for understanding profile-specific needs?

A (IT): yes, very often in , our courses (CREA, NRN, national order of professional advisors) typically the vocational training providers use some first profiling of the participants to the courses. So via the survey, questions are asked about what are their needs.

Q (NL): It is always a long path to have the AKIS vision to be embraced in professional AKISs. How far are you? Additionally, what support would help you to go further?

A (IT): my vision, my opinion, over the last 3 years, I am serving an increasing path of engagement of advisors in Italy within AKIS, my opinion that is because of the activity of NRN. Among CREA, NRN and the national order of professional advisors we carried out a cycle of meetings. This was very important, we discussed the results, how to connect projects. We are not so far away. Also regarding public administration: there might be still some gaps in understanding the effective needs. Dialogue is what we need. A systematic dialogue with the advisors is very important.

Q (LT): Do you have a special accreditation system for advisors in Italy?

A (IT): Yes, by the law, for agronomists, foresters, ... we have an accreditation system, they have to make an exam (comes from the authority) in order to be able to work. They also have to maintain a certain level of training courses, through a system of credits. Every year they have to achieve a predefined level of credits to keep the accreditation.

Q (EC): How many credits, hours per year, which topics?

A (IT): I am not an agronomist, I do not know. The National order of professionals decide how many credits they need to maintain. You can act as an advisor, because you are on the list. I do not know by heart, I have to ask how many credits per year. But, for the type of the credits, it is similar to universities. You have a list of courses where you can participate, a certain number of credits per course. This is the system. This is also variable per group (agronomists, foresters, agrotechnicians, ...).

C (EC): I like this system very much, like in NL, here it is on the initiative of Ministry of education, it is the sector itself that formed an organization. The fact that there is an organization with minimal conditions, that is really important this is taken up. I know that the Nat orders stem from before the FAS (Farm Advisory System) and requirements, which was based on 2007 regulation. It has nothing to see with that. It is not a EU requirement this minimal experience, and minimum amount of staff. It is more about minimum type of education, courses from universities. Interesting if you would be able to give more info on that.

A (IT): each profession is regulated by its Ministry of Education by law in Italy. They define this minimum needs. And they manage the different registrations of professionals. The National order of professional advisors is also articulated at regional and provincial levels, it is a sort of hierarchical organization. If I remembered well, we have this auditor taxation, I was accredited by that, in 1960s. It is a past system. About the topics. In National order there is a specific section, a team, which is dedicated to training courses. Every year they decide which topics are provided. There is a scientific committee.

C (NL): It is for the benefit of advisors to use the knowledge of the farmers. They, the farmers, are not the end user. Use this knowledge in AKIS.

A (IT): of course I agree!

C (Chair): One of the challenges of the next program, is to capture this knowledge in a more systematic way.

C (EC): This is typical a form of integrating advisers in AKIS, using them as teacher for vocational trainings, this is very good way of working, we saw it yesterday (during the excursion to the HAS University of Applied Sciences), that consultants are teaching students in college. This is an excellent way! I was advisors myself, in my country, BE, everybody could call himself an advisor at that time. In IT, this is a protection of the profession. A minimum requirement via mandatory university courses and a credit system. This is also important for farmers. In the past, disasters happened on farms, caused by advisors that were not good, they made bad decisions. My brother is a vet. In BE, vets are protected and are obliged to have 20 h of courses in different formats, bus trips, e-learning, physical ... per year. Otherwise they are not accepted as official vets, and they do not receive CAP support. This is a nice example to listen to and interesting for us.

A (IT):: indeed. Like when you go to the doctor, you want to have a professional, it is the same in IT.

Q (NL): IT said it already, if you want farmers to learn from each other, the best advisor is the neighbor farmer, but you cannot expect from farmers to organize this themselves, if you want this P2P learning, you need people that organize this. I very much support the idea of IT to put advisors in that position. (1) They need space, and financial space in a fully commercial system like in NL this is hard and (2) they need the mindset, some people have it, but some don't. Then it does not happen. We try to stimulate this.

#### Education and Training in CAP AKIS Plans - Poland

According to PL, training activities are attractive to farmers, whenever there is some kind of profit for the farmer to follow the course. Trainings for advisors, on the other hand, can be made interesting by talking beforehand to advisors to screen their needs for training. Therefore, it is equally important to have evaluations at the end of training sessions. Furthermore, it was discussed that providing straightforward tools to learn, is essential, for example a clear division into separate topics, or a logical flow in a learning path.

C (Chair): I see a lot of commonalities between MSs regarding how to engage farmers and advisors in training and education, there is convergence between MSs, which is nice to see.

Q (DE): In case of online courses, with a smaller group of farmers, we feel it is important (in DE) to give the farmers a short telephone call immediately prior the start of the course, “ the course is going to start now”. We asked farmers once to set up the topics: grazing, fertilizers... then they really wanted to join the meeting, but they forgot. So, therefore, our team members calls them, and the farmers appreciated that, they can still follow the course, even if they forgot. Do you do this also? Give reminders?

A (PL): I do not give these training sessions myself, maybe the trainers do that. It is the advisors that has to take contact with the farmer I suppose.

C (Chair): Thanks for the practical tip.

C (DE): It is a bit desperate, though.

C (EC): It is important we have this experience in EIP networking events. We have to reserve time for exchange among farmers. If farmers sit in breakout groups, sometimes new elements come up, that trainers did not think about, and this is a good way for digesting the training session as well. It is not usually thought about. It is usually more like: the teachers talks, the farmers listen.

A (PL): I agree, the simplest way to accomplish that is to reserve time is for lunch and coffee, so they can discuss what has been told during the training.

C (NL): The association has to create a certain amount of meetings, study groups... we (NL) try to combine all stakeholders. Advisors can be happy to have these reminders as well, by the way, for example a week before. Of course the advisors are a central element in de the landscape of the farmer.

#### *Towards a common framework for Capacity Development – LIAISON workshop*

13:30 – 15:15 Leveling-up the EIP-AGRI – towards a common framework for Capacity Development – *Susanne von Munchhausen and Lisa Van Dijk (Eberswalde University for Sustainable Development, Liaison project)*

Workshop photo's

Key points from mark

Cross over, first group, main issues were cross cutting important, TRUST and whole question of how do you build this. For lagging MS

And space to act! And TIME, not to be rushed. Unlocking unrevealed potential. LEADER.

Knowledge exchange and

#### *Roundtable on National Knowledge Reservoirs – Poland*

A representative of the Agriculture Advisory Centre in Brwinów (CDR) introduces the Polish integrated advisory platform. They plan to further build the National Knowledge Reservoir in the coming months and years.

Currently, the main knowledge reservoir CDR provides for farmers, advisors and other stakeholders is a website. Of course, the website is in Polish, however, there is also an English version available but only for some basic information. The website contains a lot of information concerning agriculture and small food processing. Stakeholders are able to find almost every info they are interested in, the website also links to other bodies surrounding the agricultural sector. For example, farmers can get the data on announced applications intakes within Rural Development Plan, links to most useful websites provided by research institutes, high schools and so on. There is also a list of certified advisors with contact details. Stakeholders (farmers and advisors) can get the info on planned trainings and its reports. The website also contains detailed market info about major branches of agriculture production including updated prices, trends and risks. There



is for example a page on Water management aspects. Additionally, it is possible to search for info on CDR's projects granted by EU, such as Horizon 2020, Horizon Europe, Interreg and Erasmus. From time to time, stakeholders are informed of planned thematic competitions.

Besides CDR, there are 16 regional Agriculture Advisory Centres; one per voievodship. Each one has its own website. Stakeholders can find info concerning VAAC (provincial (Voievodship) Agricultural Advisory Centre) Activities and main events. These regional websites contain information about mainly the same issues as on CDR's general website, but still it is more focussed on the regional situation.

Of course, CDR is present on Facebook as well as on YouTube. These social media channels are used to disseminate information. The number of visitors on Facebook is around 6 million. These knowledge reservoirs are mostly attractive for young farmers. A YouTube channel is provided by our office located in Cracow. You can find some practical information there, for example concerning guidelines how to prepare smoked cured meat, cooked meats and ecological cheese. Besides that, through social media CDR presents a lot of clips from events, seminars, conferences and trainings.

CDR also has a lot of IT application supporting farmers and advisors to make proper production decisions, for example to calculate the correct amount of fertilizers, or to calculate costs and predict financial income. For example, CDR is involved in the project financed by the Polish budget called Agrobank. This project will be finalized by running three applications to help stakeholders in choosing the best grass variety to be seeded in a specific climate, soil and watering circumstances. This application will also help research institutes to archive old and register new types of seeds by using for instance phenotyping. This is a good example of effective and useful cooperation between the advisory and research sectors. The problem in PL is that most of the (similar) IT tools are diffuse in many institutions, firms, schools. That is why some months ago CDR started thinking about how to combine the IT tools to facilitate and improve knowledge transfer to stakeholders. Currently, CDR thinks that the IT Integrated Platform is the best solution. How to finance the platform is not decided yet. It will not be by CAP funds, the budget will come from national resources.

Q (DE): How do you see interconnection between your integrated IT platform and Farmbook?

A (PL): That is a technical aspect, so I cannot answer that question. I assume this will not be a very big problem.

Q (Chair): Will private companies also use the platform?

A (PL): No, in the platform is coming from the public advisory centre, we are not considering private advisory centres.

Q (Chair): Is it not usual to have private companies in PL that give agricultural advice?

A (PL): Indeed, this is not the case at the moment.

### Report 5th Mandate – Actions and Timeline

Titles can still change, different subtitles, several contributors. Confirm their willingness. If there are other people please contact me and Gregor. Timeline is here as well. We will mail the authors clear instructions, number of pages, font, from 1 page to max 3 pages. With instruction. And 2 months basically. To make these draft contributions; If you agree with that, I think it is enough.

A revision in the summer of the contributions; Core group is TST Inge and Natalia EC and chairs.

We need to do some recent additions. Today there is much material we can incorporate, new subtitles may arise even. So update this material. And then communicate with revisions to authors. We hope to have the draft on the 31<sup>st</sup> of October, then all can take a look and minor revisions at that point. We foresee time for you two weeks for input and incorporation final comments. And then we sent it to the communication unit, they do it with nice photos, so we can submit the 15<sup>th</sup> of December.

### Next meeting (hosting, potential topics)