

NEFERTITI

**Networking European Farms to Enhance Cross Fertilisation and Innovation Uptake
through Demonstration**

D2.4 Cross-Visits Final Report

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D2.4: Cross-Visits Final Report





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Abstract

NEFERTITI Programme promotes the creation of interactive thematic networks related to the agriculture sector to promote knowledge, learning and the adoption of innovative techniques through the exchange of information between different actors and live demonstrations.



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Context of the Deliverable





Context of the Deliverable

This report is a result of Task 2.4 - EU networks field Cross-Visits for hub coaches and demo-farmers, where it was proposed to organize one field Cross-Visit per year, per Network, to improve the skills and learnings of hub coaches and demo-farmers.

Cross-Visits were defined as 2/3 days long international field visits, organized by/for each NEFERTITI network, engaging hub coaches and demo-farmers from countries from the other hubs of a given network. These field Cross-Visits allowed participants to “think out of the box”, learn in other conditions, improve their skills, exchange experiences and knowledge between demo-farmers from different European countries, and disseminate WP1 best practices.

To kick-off this task, at the beginning of the project, a Cross-visit methodology was developed, based on the H2020 AgriSpin project, with tools and recommendations delivered from Nefertiti WP5. EUFRAS, ILVO and INOVISA developed Guidelines for the Cross-Visits, including Technical and Demonstration Observation Cards and evaluation templates (Annex I). These documents were used to facilitate the implementation of the CVs as well as the monitoring, evaluation and reflection processes by the hubs and the network as a whole.

The methodology of the monitoring, evaluation and reflection was tested by the hub coaches and network leaders during the 2nd annual meeting in Alberese (2019). Experiences and feedback were then processed by ILVO to further improve and fine-tune the Cross-Visit guides and templates (Annex II).

The first year with Cross-Visits was 2019. EUFRAS and INOVISA supported network leaders and hub coaches of all networks of the monitoring & evaluation team (WP 5) in selecting, planning and preparing the cross visits, joining them with each other and with similar Horizon 2020 project stakeholders. EUFRAS, INOVISA, WUR, IDELE and ILVO, also participated in some of the cross-visits, to help facilitating the discussions that followed the field visit and the feedback session.

The year of 2020 was supposed to be the second year of Cross-Visits, but due to the travel restrictions imposed by the COVID pandemic, international visits were suspended. This was not a problem, given the extension of the NEFERTITI project. Due to this limitation, 2021 was the second year of Cross-Visits. Eight of the ten Networks were able to resume Cross-Visits in 2021. The two Networks that could not organize the field visits in 2021, organized two Cross-Visits in 2022. In the last year of the project, 2022, all of the foreseen Cross-Visits took place, completing a total of 30 Cross-Visits. All networks organized the number of cross visits initially proposed.

This report compiles all the relevant information from those cross-visits, based on the individual cross-visit reports (Annex IV), a feedback session with Network Leaders, conducted in July 2022 by WP2, an analysis of cross-visits produced in 2020 by WP5, and the experiences of NEFERTITI WP and task leaders, as they accompanied most Cross-Visits.



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Cross-Visits



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Cross-Visits in numbers

2019

NW	Starting day	Ending day	Country	City	Organizer Person	Organizer institution	Topic	Associated event	Number of Participants					
									Total	Farmers	Innovation actors / Advisors	Researchers	Policy makers	NEFERTITI*
1+2	11/06/2019	12/06/2019	Germany	North Germany	Lena Dangers and Jendrik Holthusen	GLZ	Visit to the Center for Grassland: Data Driven Decisions for Dairy Farmers and Grassland and Carbon Sequestration	I4G Award Ceremony	29	18	1	0	0	10
3	17/07/2019	18/07/2019	Germany	Ueberlingen	Anne Droscha	Demeter	Organic Milk Production in Germany	OF Milk Day	18	7	2	0	0	9
4	25/06/2019	27/06/2019	Poland	Zamosc	Andrzej Szymański	AAC	Quality of soils in arable crops	no	20	9	4	2	0	5
5	21/08/2019	22/08/2019	The Netherlands	Slootdorp / Vierhuizen	Jan Kamp	WUR	Precision agriculture in arable crops with innovative applications	National Dutch project on precision agriculture	17	6	2	2	1	6
6	02/07/2019	04/07/2019	Germany	Kassel	Ann-Kathrin Spiegel	Bioland	Organic Farming in Germany	ÖkoFeldtage event	14	5	3	0	0	6
7	02/07/2019	04/07/2019	Germany	Frankenhausen	Julia Huber	Naturland	Germany Organic Field Days	Organic Field Days	12	5	0	0	0	7
8	27/10/2019	29/10/2019	Portugal	Alentejo	Joaquim Miguel Costa	ISA	Water use efficiency	no	28	6	12	2	0	8
9	24/07/2019	26/07/2019	France	Bordeaux	Marion Enard	APCA	Spraying Fertilizers in Wine Production	no	24	6	13	0	1	4
10	25/09/2019	25/09/2019	Scotland	Dumfries and Galloway	Annie McKee	HUTTON	Monitor Farm	no	13	4	1	0	0	8

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2021

NW	Starting day	Ending day	Country	City	Organizer Person	Organizer institution	Topic	Associated event	Number of Participants					
									Total	Farmers	Innovation actors / Advisors	Researchers	Policy makers	NEFERTITI*
1 + 10	14/10/2021	16/10/2021	Ireland	Cork	John Moriarty	Teagasc	Animal and Grassland Research and Innovation	no	28	13	2	2	0	11
2 + 3	26/10/2021	28/10/2021	France	Brittany	Clement Allain and Caroline Evrat	IDELE	Organic and New Technologies	no	45	18	11	1	0	15
4	19/10/2021	21/10/2021	Belgium and The Netherlands	Oostkamp and Westmaas	Franky Coopman and Ciska Nienhuis	INAGRO and WUR	Optimal Soil Quality	Green Manure Day and Green Fertilizer Day	14	8	0	0	0	6
5	16/06/2021	18/06/2021	France	Reims	Maxime Salin-Maradeix and Thiébaud Simon	Arvalis	Arable crop sensing and variable rate applications in Reims	The Culturales	12	3	1	1	0	7
7	17/10/2021	19/10/2021	Bulgaria	Sofia and Plovdiv	Petya Kumanova	NAAS	Improved nutrient use efficiency in horticulture	no	19	6	2	1	1	9
8	07/10/2021	08/10/2021	The Netherlands	Bleiswijk	Jim van Ruijven	WUR	Water efficiency in greenhouse horticulture	Water Event	15	4	1	1	2	7
6	06/07/2022	08/07/2022	Finland	Kauhava	Ronja Kuorikoski	ProAgria	Organic Farming in potatoes	ProAgria Organic Advisors Field Visits	18	3	1	1	0	13
9	28/06/2022	30/06/2022	Germany	Hamburg	Niklas Oeser	ÖON	Pesticide Use reduction in wine, fruits and vegetables in Hamburg	no	22	5	6	8	1	2

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2022

NW	Starting day	Ending day	Country	City	Organizer Person	Organizer institution	Topic	Associated event	Number of Participants					
									Total	Farmers	Innovation Actors / Advisors	Researchers	Policy makers	NEFERTITI*
1 + 2 + 3	03/05/2022	05/05/2022	United Kingdom	Warwickshire	Deborah Crossan and Richard Loyd	IFA	Innovation for Agriculture	no	42	24	4	0	0	14
4	16/05/2022	18/05/2022	Spain	Navarra	Luis Orcaray	INITIA	Use of Cover Crops and Roller Crimper	INITIA Open Field Days	16	11	0	0	1	4
5	10/07/2022	11/07/2022	Poland	Warsaw	Marek Kryzstoforski	CAAS	Precision Agriculture	National Field Days in Poświętne	12	5	3	0	0	4
6	16/05/2022	18/05/2022	Spain	Navarra	Lucía Sánchez	INITIA	Alternative Crop Rotations and On-Farm Valorisation of Products	INITIA Open Field Days	21	9	2	5	0	5
7 + 8	27/04/2022	28/04/2022	Spain	Almeria	Cynthia Giagnocavo and Rodney Thompson	UAL	Water use in greenhouse horticulture	no	27	9	2	5	0	11
9	16/05/2022	18/05/2022	Spain	Navarra	Noelia	INITIA	High Biodiversity Farm Management	INITIA Open Field Days	10	3	3	0	1	3
10	29/06/2022	01/07/2022	France	Normandy	Pierre Cordel	APCA	Getting people in agriculture	Tech&Bio fair	16	8	1	0	0	7

*NEFERTITI refers to the project staff namely Work Package and Task Leaders, Network Leaders, Hub Coaches, communication team, etc.



Qualitative analysis

All Networks participated in a Cross-Visit per year, making a total of 30 Cross-Visits. As previously mentioned, due to the COVID pandemic, no Cross-Visits took place in 2020, but in 2021 the task was resumed. As shown in Figure 1, the number of combined Cross-Visits increased over the three-year period. In 2019 only two Networks combined their events, NW 1 + 2; in 2021 four Networks paired up, 1 + 10 and 2 + 3; and in 2022 five Networks had joined events, 1 + 2 + 3 and 7 + 8. In 2022 NW 4 + 6 + 9 also organized a CV in the same national event, but hubs had different activities and the reports were separate, so it was not considered a combined event.

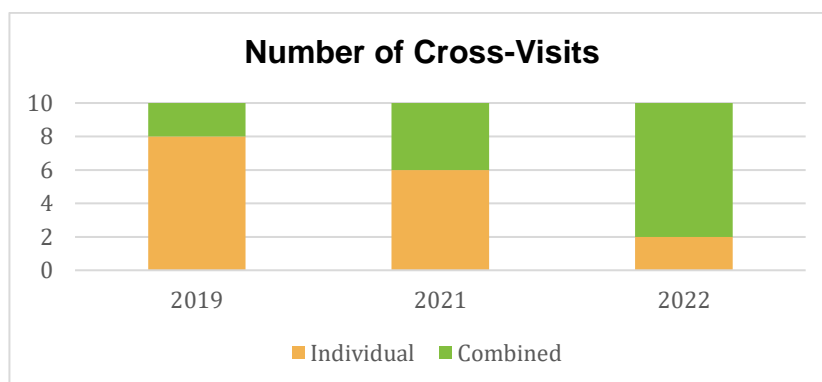


Figure 1

The country who hosted the most Cross-Visits, was Germany, four of them in 2019 and one in 2021. Both France and Spain hosted four Cross-Visits (Figure 2).

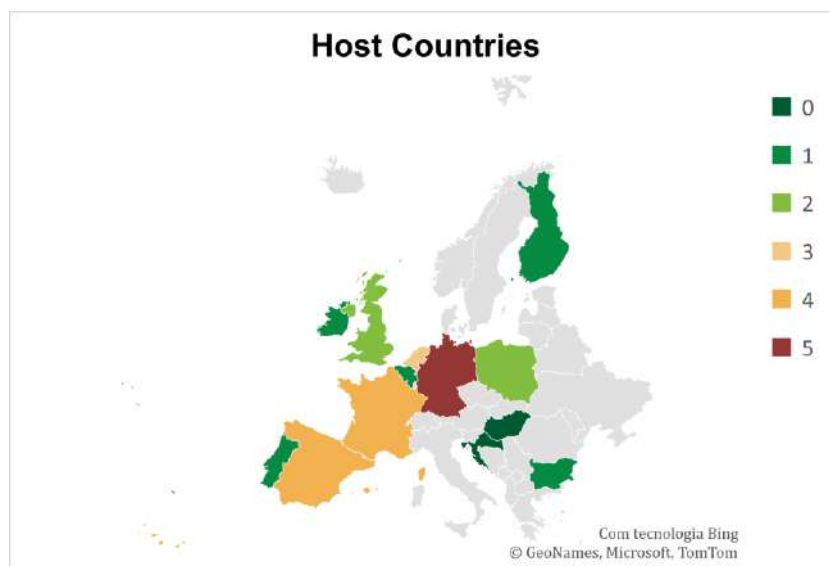


Figure 2

Almost 500 people participated in the NEFERTITI Cross-Visits. On average (Figure 3), the events joined 20 people with the most frequented event gathering 42 people (NW 1 + 2 + 3, 2022 UK). In 2019, 175 people participated in the cross-visits, 173 participants in 2021 and 144 in 2022. In every year, the majority of participants were farmers (Figure 4), with 66 in the first year, 60 in the second and 69 in the last year of Cross-Visits.

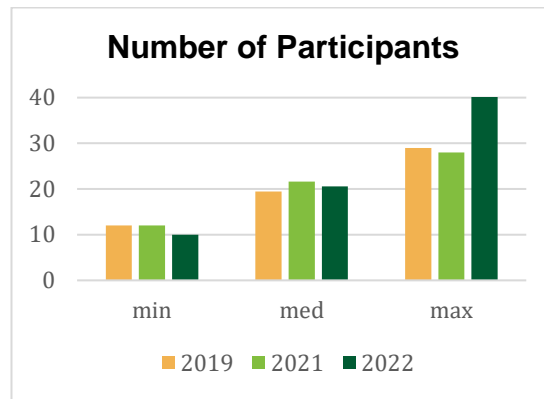


Figure 3

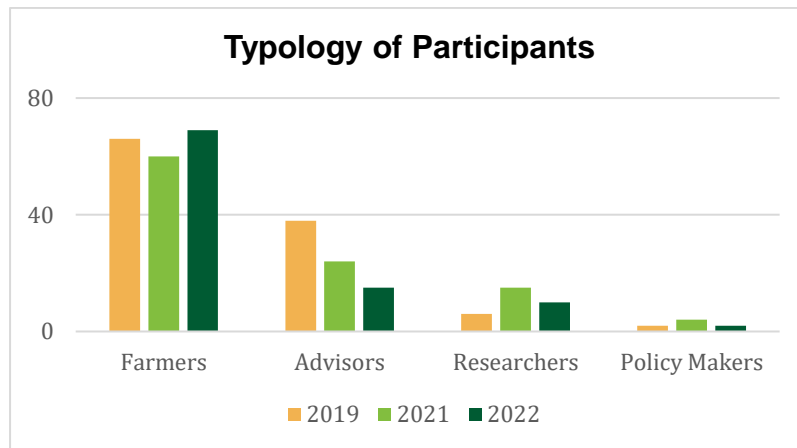


Figure 4

Cross-Visit organizers were given the possibility include the CV in any kind of institutional, regional or national event. In 2019, six Cross-Visits were associated with a national event, four in 2021 and two in 2022 (Figure 5).

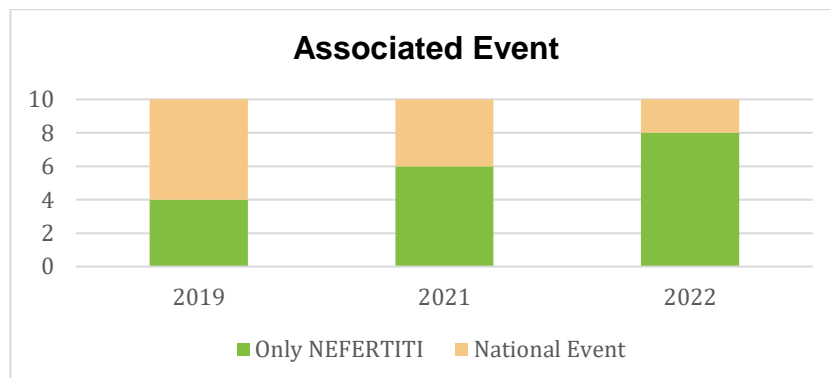


Figure 5



Reflection on Cross-Visits

The qualitative analysis of the cross-visits in this chapter is based on the reports (Annex IV) and the feedback sessions with Network Leaders organized in July 2022. The stated topics are the most frequently mentioned in the reports, meaning they represent the majority of cross-visits, but not necessarily all of them, as there are strategies that worked better in some networks than others.

Communication and Language

Considering that cross-visits are an international activity, language and communication were often mentioned as an important issue in the reports.

Since cross-visits are aimed at farmers and their advisors, the language barrier can be a limitation. In general, and specifically in some countries, farmers and advisers are not fluent in foreign languages, English included. Even though most farmers understand English, the goal of the visits is to foster exchange between farmers and advisers, and this cannot be done if farmers and advisers are not comfortable speaking the language, and as a consequence do not contribute to the dialogue. Even for the participants who made an effort to discuss, sometimes it was hard to go in-depth on subjects, which can be frustrating and limit real knowledge exchange. Even for native speakers, this issue was also mentioned, for example, the thick Scottish accent was difficult to understand.

Networks tried different strategies to overcome the language barrier. Some networks hired translators, which worked well in some cases, but not in all of them. Participants figured that the translators did not have a background in agronomy and could not go into the subjects in depth. One network even tried to have an app supporting the cross-visit, with live translations. The idea was innovative, but in the cross-visit the app did not work well.

A strategy that worked fairly well, was having Hub Coaches, and even farmers of the hub that were fluent in English, translating for the farmers that they brought to the visit. Considering a participating hub with 4 or 5 people, this was easier when there was more than one person translating, as it allowed for two people in the hub to alternate on this task. On the other hand, especially when it involved translations from a local farmer – to a local hub coach – to an invited hub coach – and then to invited farmers, it was very time consuming, and sometimes interfered with the program.

Regarding communication, the necessity of an ice-breaker and introducing participants at the beginning of the cross-visits was also a frequently mentioned aspect. This was not because participating actors were shy, but with the language barrier, it was frequently noticed that people were more comfortable exchanging between hubs on the last day, once the formal visits were over and after the social activities.

EU Spectrum of Demonstration Activities / Selection of Hosts and Participants

When organizing EU-wide activities, it is very important to be mindful of the diversity of realities encountered. Regarding demonstration, there are countries in the NEFERTITI project with a long tradition of demonstration, which resulted in very well-prepared demo-farmers, and other countries that are just now beginning to adopt demonstration practices in their activities.

A disparity between cross-visits was observed in several ways. The objective of cross-visits was to share both technical (agricultural) and demonstration knowledge. Technical knowledge was widely exchanged, but rarely demonstration or facilitation knowledge was discussed amongst participants. The only place where demonstration and facilitation techniques were discussed, was on the evaluation conducted on the last day, as there was a “demonstration canvas” prepared. But this discussion was done mostly by participants, not including hosts, and generally, it was mostly an evaluation of the host, and not a full exchange on demonstration knowledge.



Concerning the hosts, even though they had good intentions, some were not adequate for the activity. Not having any or very little experience with demonstration, some visits were long, tedious, too academic, had no visuals, or too many visuals, and most importantly, were sometimes more like presentations, and did not foster interaction. Having non-experienced demo-farmers hosting can also delay the agenda. On the other hand, the most successful visits were the ones where the hosts were natural storytellers and very interactive, sometimes experienced demo farmers.

The lack of participation of local farmers was also frequently mentioned in the reports. Except for the host farmer, overall local farmers did not participate very actively in the cross-visits, contributing to the discussion and knowledge exchange.

The involvement of policy-makers was also unsatisfactory. The visits with policy-makers present were the ones where policy-makers were active members of the hub, and already knew the added value of demo-activities. Even with a lot of effort from the networks, most of the time policy-makers were expected to appear, after being invited, and did not.

Overall, the only way to tackle participation issues is to be very careful when choosing the hosts and farmers to invite to the cross-visits, but even when this is done, there are different realities in different EU countries, and in some cases only now the stakeholders are starting to organize demonstration activities, and are not experienced in this kind of activity. In the case that hosts are not very experienced in demonstration, it is important that hub coaches and network leaders provide some kind of training beforehand.

Transferability

Also relating to the topic of EU diversity, regarding the demonstration of practices and technology, transferability was often mentioned. When an activity involved demonstrating technologies and agricultural practices, many guest farmers understood the added value of what was being demonstrated, but had a hard time imagining the use in their own contexts / countries, due to different landscapes, policies, legislation, input prices, technology readiness or the need for specialized staff. This was particularly true in the case of complex machinery. The issue of transferability, and potential scaling up, is therefore very important. Sometimes the expectations cannot be too high, and a cross-visit would serve mostly for a first contact with a new technology or farming practice.

Schedule and Budget

By the last year of the project, all cross-visits had more or less the same structure in terms of agenda, as organizers followed a common model that was the most effective: day one starting in the afternoon with some kind of social activity for participants to get to know each other, day two with field visits, and day three with knowledge exchange/evaluation during the morning. This schedule worked well for several reasons. If visits were to be less than two days, some participants would argue the travel was not worth it, but if they were too long, it would be hard to convince farmers to participate, as they do not have the availability to travel for extended periods of time, especially from more peripheral EU countries, where a 3-day cross-visit might mean being away for 4 or 5 days. Having the evaluation in the morning also works well, because if it is done in the evening, after the field visits, people are most likely tired and would not contribute as much to the reflection. In any case, there were also some disadvantages with this schedule: only one day packed with field visits can be very demanding, especially if the farms and farming systems are very similar to each other. Also, some participants have to leave in the morning, cutting the evaluation short.

As previously mentioned, having experienced host farmers is very important to comply with the schedule and have lively visits. Providing a variety of field visits and making a realistic schedule with time for interaction between participants, are also key to making a cross-visit successful and making the most of the time and travel dispensed by participants. Many reports also suggested some kind of information sheet distribution beforehand, in order to contextualize the visits. Ideally, this information could even be standardized to all the field visits in the cross-visit, to be able to compare them to each other.



Most organizers mentioned budget constraints, not necessarily on logistic spending, but on person/months, as organizing the cross-visits has proven to be very time-consuming. A way that networks tackled this issue, and more general budget limitations, was by combining cross-visits.

The Added Value of Cross-Visits

In the previous sections, a detailed analysis was done on the most important issues raised in relation to the NEFERTITI EU Cross-Visits, and how they could be improved. Despite the constructive criticism in the report, the overall evaluation of the cross-visits by participants, organizers and monitors is that they were a great success. To complement this reflection, it is also important to elaborate on the positive outcomes of the Cross-Visits.

Inspiration

Cross-Visits allow crossing borders in a multiple sense: sectoral, cultural, methodical, inviting participants to be aware of different realities and ways of working. Both guests and hosts mentioned learning and applying new technologies and demonstration techniques after the Cross-Visits.

Most guest farmers mention leaving the Cross-Visits inspired to try new practices on their farms. For the countries with less experience in demo-farming, seeing a well-organized activity made them realize how easy it is to demonstrate and how much it can provide. On the side of hosts, these were also glad with the feedback and suggestions provided by a diversity of participants, and also got to learn in the process of hosting.

Another very positive aspect were the videos produced in the cross-visits by WP7 (Annex III), that were used by participants to further bring the knowledge back home and share it with other members of the hubs. There are also references to the videos produced during the Cross-Visits being used during lectures from participating guests in the Cross-Visits.

Active Learning

Participants thrived on “active learning” by being able to see, touch, smell, and sometimes taste what was being demonstrated. Technical innovations were always well received by participants, because it was being shown by peers, on real farms, and because they were seeing the theory in practice. Having machinery shown by farmers also provides guests with trust in what is being shown. Host farmers do not gain by the sale of machinery, so they do not have a commercial perspective and are trusted by other farmers. In addition, many simple but effective solutions to problems were demonstrated, showing farmers that problems do not always have to be solved by sophisticated and expensive means.

Farmers and hub coaches were surprised whenever a hub showed a strong involvement of farmers, advisors, researchers and students working together towards the same goal. It is also very powerful to see the similarity of challenges in different contexts, with solutions sometimes built with the help of different experiences.

Networking

Networking was also widely mentioned in the reports. There are even some cases of farmers staying in touch after the Cross-Visits to continue exchanging knowledge and practices. In every well-organized and effective cross-visit, participants were very happy with the learning and the possibility of building an international network of farmers.



Recommendations

In this section, based on three years of Cross-Visit organization, recommendations are made for future events as these.

1. Clear methodology

In order to support Network Leader or Hub Coaches to organize Cross-Visits, it is critical to have a very clear methodology which can be easily understandable. In the kick-off of the NEFERTITI project, hub coaches were somewhat overwhelmed with the demo-activities within their own hub and had a hard time adding Cross-Visits to the ambitious plan of 15 demonstrations in their hub. Nevertheless, once they were given all the guidelines, tools and support, organizing an internationally wide activity was much more achievable.

2. Host Selection

Host farmers are one of the most important choices in the Cross-Visit. A good communicator and story teller will set the tone for the visit and will strongly influence the engagement and exchange of guests.

3. Precise topic of the Cross-Visit

Having a clear topic for the Cross-Visit will help with the overall organization. Having a specific topic will make it more appealing for guests to come and for hosts to stay on topic and not digress on their demonstrations.

4. Realistic program

When defining the program of the Cross-Visit, it is very important to have a balance between having an interesting and complete program, so guest will feel that the travel hassle is worth it, but not so ambitious that the visits are rushed and participants are too tired. The fact that most guest can't be away from their work and country for more than three or four days, including travel time, also needs to be taken in to consideration.

5. Facilitation

During the Cross-Visit per se, the organizers (or someone hired to do so) has the important task of moderating, facilitating and steer the activities. This person must ensure the program is followed, that hosts don't exceed their demonstration time or don't wander from the topic of interest, and that all logistics function according to plan, such as transport or meals.

6. Social activity

Social activities during the Cross-Visits, such as dinner, barbeque, drinks and even karaoke, provide the participants with a sense of familiarity which will directly influence their ease during the rest of the Cross-Visit. Creating a sense of closeness helps guests relate to each other and feel more comfortable exchanging knowledge.

7. Peer training

Despite every network having organized three Cross-Visits, giving hubs the opportunity to improve with feedback, the organization of the Network Cross-Visit rotated within the hub and no one hosted more than one event. Not having the experience of hosting or organizing a Cross-Visit, it is important to provide hosts with a lot of support and tools so mistakes are not often repeated. NEFERTITI WP2 was prepared to support hosts with the organization of the CV, but previous hosts within the hub should be available for a short training given their experience.



Annex I

Cross-Visit Guidelines



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CROSS VISIT GUIDELINES TO ON-FARM DEMONSTRATIONS

5th edition, April 2019

Compiled by Laure Triste (ILVO), Michael Kuegler (EUFRAS), Maria Cordeiro, (INOISA), and Adrien Guichaoua (ACTA)

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3. General guidelines for planning and hosting cross visits	11

1. PREPARATION

1.1 Prepare yourself

Things to do before you go for a NEFERTITI cross visit



Consider the following questions

- 🕒 What are you most curious for?
- 🕒 What kind of answers would you like to take home after this visit?
- 🕒 How would you like to use these answers for your own work in your hub and in your network?
- 🕒 What specific experience or knowledge would you like to share?

Read before the cross visit

- 🕒 This manual.
- 🕒 Story(ies) from the hosting NEFERTITI-hub partners
- 🕒 Websites of the hosting NEFERTITI-hub partners

Bring along

- 🕒 Small presents from your own hub or region, as gifts to the farmers and other actors you might be visiting (if the host chooses to ask you)
- 🕒 For the hub coaches: your own hub journal
- 🕒 For the network leaders: the dynamic action plan (DAP) of your network
- 🕒 For the host: printed the observation cards and templates in the annexes of this manual, post-its, markers

1. PREPARATION

1.2 Prepare the cross visit

Key persons for organizing the cross visits:

- 🕒 Host farmer(s)
- 🕒 Hub coach of host farmer(s)
- 🕒 Network leader of organising Network
- 🕒 Organiser of CVs (Michael Kuegler)
- 🕒 Monitor for M&E (WP5 people will as much as possible try to attend and take up this role, if not the HC hosting the visit can take up this role)

Cross visit participants:

- 🕒 Hub members (a variety of actors) as a first priority with a clear focus on farmers
- 🕒 All Hub coaches of a given network
- 🕒 At least one demo farmer per hub
- 🕒 Policy makers (To showcase the added-value of demonstration - 2nd demo campaign: 2020)

Methodology:

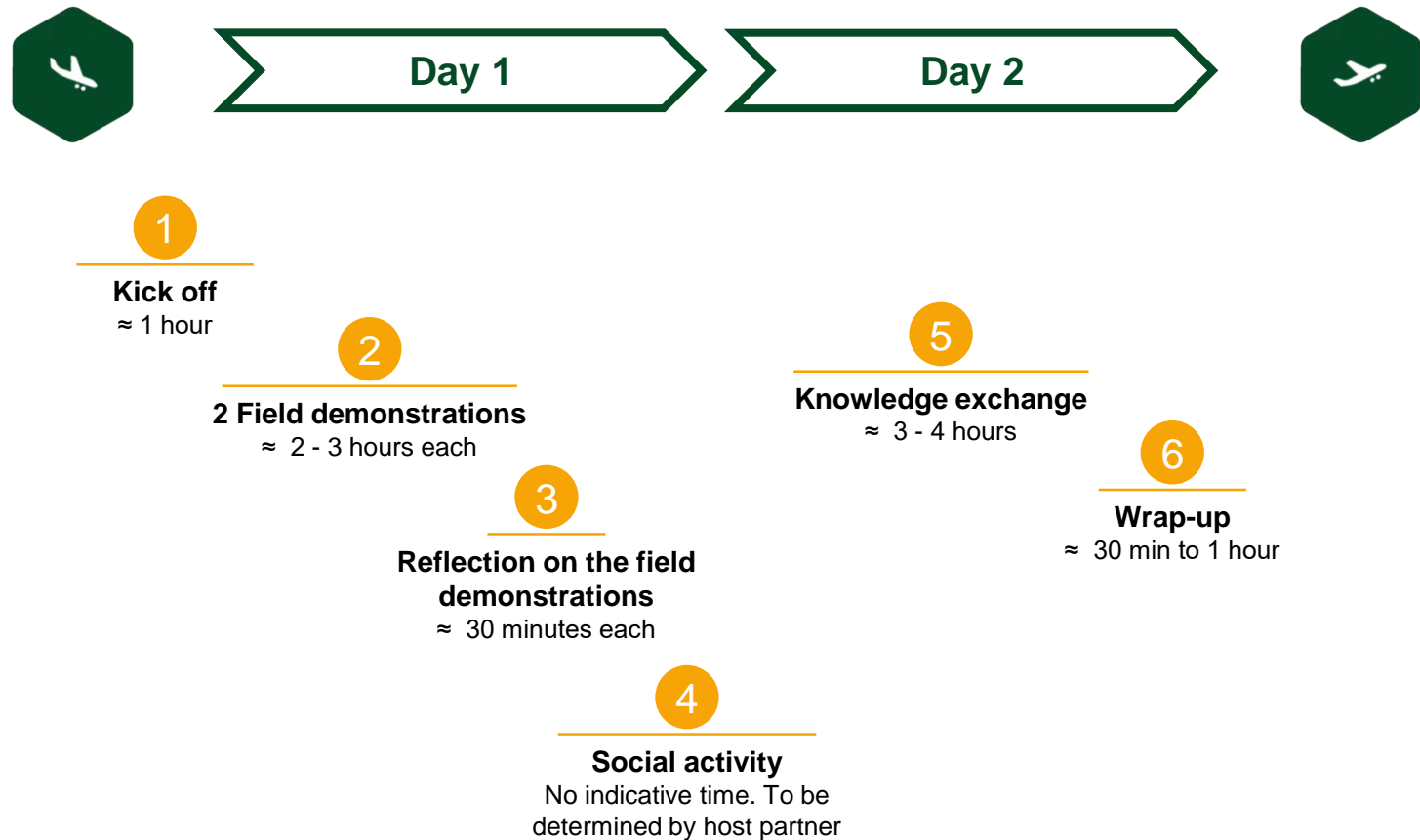
- 🕒 Based on AgriSpin, adapted for NEFERTITI
- 🕒 Evolving over the years (demonstration campaigns)
- 🕒 Addressing specific needs and goals of hubs and networks, using the DAPs

Cross visit structure:

- 🕒 Not longer than 2 days
- 🕒 6 steps
- 🕒 1 half-day for knowledge exchange and common reflection on the DAP



2. THE CROSS VISIT IN 6 STEPS



Please note that all timeslots presented are only indicative and that there are several options to divide the activities over the available days. These should be adapted by the host partner, considering the specificities of the cross visit.

2. THE CROSS VISIT IN 6 STEPS

1

STEP 1: Kick off

What for:

- 🕒 Getting acquainted
- 🕒 Getting oriented
- 🕒 Getting updated
- 🕒 Getting organised

Make or renew contact with each other.
Focus on what participants are curious for.

Hub coach and/or host present:
- an overview of the current situation in the hub
of the agricultural sector in the region
- the activities of the hosting partner

Overview of methods to be used.
Choosing observation cards.

Reminder of the purpose of the cross visits
and other interesting news of the project

2. THE CROSS VISIT IN 6 STEPS

2

STEP 2: 2 Field demonstrations

During the field visit:

- 🕒 The hosts introduce shortly what the farm demo is about, and what can be seen during the visit.
- 🕒 The participants make sure they give conscious attention to the aspects on the observation cards (see step 3) they received at the start of the visit.
- 🕒 A small present could be given by the visitors at the end of the visit as sign of appreciation.



Visits to 2 cases can be organised in various ways:

- 🕒 The team splits up and visits two demo-events enterprises/organisations in parallel (option1) or together one after the other (option2)
- 🕒 The team can visit 1 or 2 demo events, where other key actors are invited too (advisor, colleague, neighbor, agents from marketing, funding, etc.) according the needs of the hub-coaches.

2. THE CROSS VISIT IN 6 STEPS

3

STEP 3: Reflection on the field demonstrations

Objective: Reflect on the field visits with the team, by translating observations into lessons learned on farm-demos

Step 3.1 Observing during the demo

Facilitator: (WP5) Monitor

1. Each participant of the demo individually completes a short questionnaire before and after the demo
2. Each participant chooses 2 observation cards (one orange and one green) with specific topics to monitor during the demo
Observation cards are made for the different topics
3. If a WP5 monitor is present, he/she will complete an observation template to monitor multiple aspects of the demo

Facilitator: Hub Coaches

Step 3.2: Reflecting after the demo

1. Hub coaches and demo farmers complete the hub journal (tab cross visits) as preparation for the knowledge exchange in step 5.

For **observation cards**, please see annex I at the end of the document.

2. THE CROSS VISIT IN 6 STEPS

4

STEP 4: Social Activity

A social activity can be filled in the way the host likes.

Preferably informal, creative and pleasant.



2. THE CROSS VISIT IN 6 STEPS

5

STEP 5: Knowledge exchange

Objective: To exchange ready to practice knowledge among coaches and demo-farmers on the innovation and demonstration practices for the network

Facilitator: Network leader
Duration: 1- 1,5 h

Step 5.1 Reflection what was demonstrated (topic)

1. All participants bring together their observations (based on the topic observation cards) and complete the left side of the topic canvas.
2. After the discussion the group chooses 3 pearls (what they liked most), 3 puzzles (on which they have most doubts, question marks or critics) and 3 proposals (what could be done to improve the demo). These can be completed on the right-hand side of the canvas.

A **topic canvas** is made to guide the discussion.

BREAK

For **the topic canvas**, please see annex II at the end of the document.

2. THE CROSS VISIT IN 6 STEPS

5

STEP 5: Knowledge exchange

Objective: To exchange ready to practice knowledge among coaches and demo-farmers on the innovation and demonstration practices for the network

Facilitator: WP5 monitor
Duration: 1- 1,5 h

Step 5.2 Reflection on how the demonstration was organised and performed

1. All participants bring together their observations (based on the demonstration observation cards and template of the WP5 monitor) and complete the right side of the demonstration canvas.
2. After the discussion the group chooses 3 pearls (what they liked most), 3 puzzles (on which they have most doubts, question marks or critics) and 3 proposals (what could be done to improve the demo). These can be completed on the right-hand side of the canvas.

A **demonstration canvas** is made to facilitate the discussion (See Annex 3)

2. THE CROSS VISIT IN 6 STEPS

6

STEP 6: Wrap-up



Time for reflection and working on the DAP and the project

- *Hub coaches*
- *Network leaders*
- *Farmers*

Wrap up

1- What did we learn from this cross visit on what and how it was demonstrated?

2- Which lessons will we take home to our own hub and network and how will we put them into action?

(Translating it into the DAP by the NL and HCs)

3- What are suggestions for improving the NEFERTITI-project tools, manuals and meetings?

4- Take pictures of the canvasses and templates and provide them to WP5

Facilitators: (WP5) monitor
+ Network leader

Discussion format

You could use whatever discussion format you like. In Annex IV, you can find a **template** to capture the conclusions of the cross visit.



3. GENERAL GUIDELINES FOR PLANNING AND HOSTING CROSS VISITS

- 🔊 Normally, only 1 field-demonstration per cross visit will be planned. In case there are more, 2 full days of cross visit should be considered.
- 🔊 As it is not possible to have a cross visit in all of NEFERTITI hubs, each network will organise a selection process to select the hubs where cross visits will take place .
- 🔊 To help with the selection and registration process to host a cross visit, interested hub coaches are asked to complete the [Cross visits register form](#)
- 🔊 The selection process will give priority to: 1) hubs with fixed dates for demo activities because of climate, season or tradition; 2) hubs interested in inviting hub members from other networks. Network leaders in collaboration with their deputy leaders, respective hub coaches and the project coordination, will have the final say.
- 🔊 The hosting hub coach will be responsible for the administrative aspects of the cross visits (e.g. location, contacts with local hotels, etc) which also includes costs for catering, transport, location, fees for translation, guides, software and other.
- 🔊 In absence of a monitor from WP5, the hosting hub coach takes up the role of monitor (printing observation cards, canvasses and templates, facilitation of group discussions). In case of requested support or questions during preparation, the hub coach can contact the WP5 responsible for cross visits: laure.triste@ilvo.vlaanderen.be
- 🔊 Other hub coaches and visitors will use their own project budget to participate in the cross visit. There is budget included in each hub for inviting at least one demo-farmer per hub (per cross visit)

ANNEX I: OBSERVATION CARDS

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1. Introduction

Before the demonstrations of the cross visit start, every participant is asked to pick 2 observation cards. These cards will be used to monitor the demos and to evaluate the demos afterwards.

We distinguish between two types of cards:

- 🕒 Topic Observation Cards (TOC): **yellow** cards related to aspects of what is demonstrated
- 🕒 Demonstration Observation Cards (DOC): **green** cards related to aspects of how it is demonstrated

Each observation card focusses on a different aspect of the topic or demonstration.

Each participant is asked to take one card related to the topic and one card related to the demonstration.

This document contains all observation cards. On each card, some guiding questions are provided. These are just suggestions. Would you find other questions or topics more suitable for your network, please don't hesitate to change questions or create new observation cards.

2. Topic Observation Cards

- 🔌 TOC1: Description of what is demonstrated
- 🔌 TOC2: Evaluation of what is demonstrated
- 🔌 TOC3: (Potential) impact on the host farm
- 🔌 TOC4: (Potential) impact on the host region
- 🔌 TOC5: Stimuli and barriers for wider use
- 🔌 TOC6: Use for my/other hub region(s)?



TOC1: Description of the topic

Which (agricultural) challenges are addressed with what is demonstrated ?

What is new about what is demonstrated?



TOC2: Evaluation of what is demonstrated

What are overall positive aspects of what is demonstrated?

What are overall negative aspects of what is demonstrated?

What are possible side effects?



TOC3: (Potential) impact on the host farm

What are the benefits of what is demonstrated for the host farm(er)?

What are disadvantages of what is demonstrated for the host farm(er)?



TOC4: (Potential) impact on the host region

What is the potential impact of what is demonstrated for the host region?

Who benefits or could benefit from what is demonstrated?

Who could experience a negative impact from what is demonstrated?



TOC5: Stimuli and barriers for wider use

What are stimuli for wider use of what is demonstrated?

What are barriers for wider use of what is demonstrated?

What is needed to foster wider use?



TOC6: Use in my/other hub region(s)

What is useful for my/other hub region(s)?

What would not work in my/other hub region(s)?

Which actions would be needed to introduce what is demonstrated in my/other hub region(s)?

3. Demonstration Observation Cards

- 🔌 DOC1: Demo objective and set-up
- 🔌 DOC2: Host farm and demonstrator
- 🔌 DOC3: Participants and other actors
- 🔌 DOC4: Knowledge exchange
- 🔌 DOC5: Learning outcomes
- 🔌 DOC6: Use in my/other hub region(s)?



DOC1: Demo objective and set-up

What is the main objective of this demo?

What are positive and negative aspects of the set up?

How can the demo set up be improved?



DOC2: Host farmer and demonstrator

Is the demonstrator doing a good job? Why?

How does the demonstrator involve participants in the demonstration?

How can the demonstrator improve what s/he does?

What is the role of the host farmer?



DOC3: Participants and other actors

What is the role of the participants in the demo?

Which other actors are present and what is their role?

Is someone missing that might have increased the quality/effectiveness of the demo?

DOC4: Knowledge exchange

Which techniques and activities are used to stimulate knowledge exchange?

Is knowledge exchange between the demonstrator and the participants effective?

Is peer-to-peer learning between farmers stimulated?
How?



DOC5: Learning outcomes

Which facts, skills, methods did you learn during this demo?

Are you able to understand the full impact of what was demonstrated on the region and the farm?

What did you miss that you would have liked to learn?



DOC6: Use in my/other hub(s)

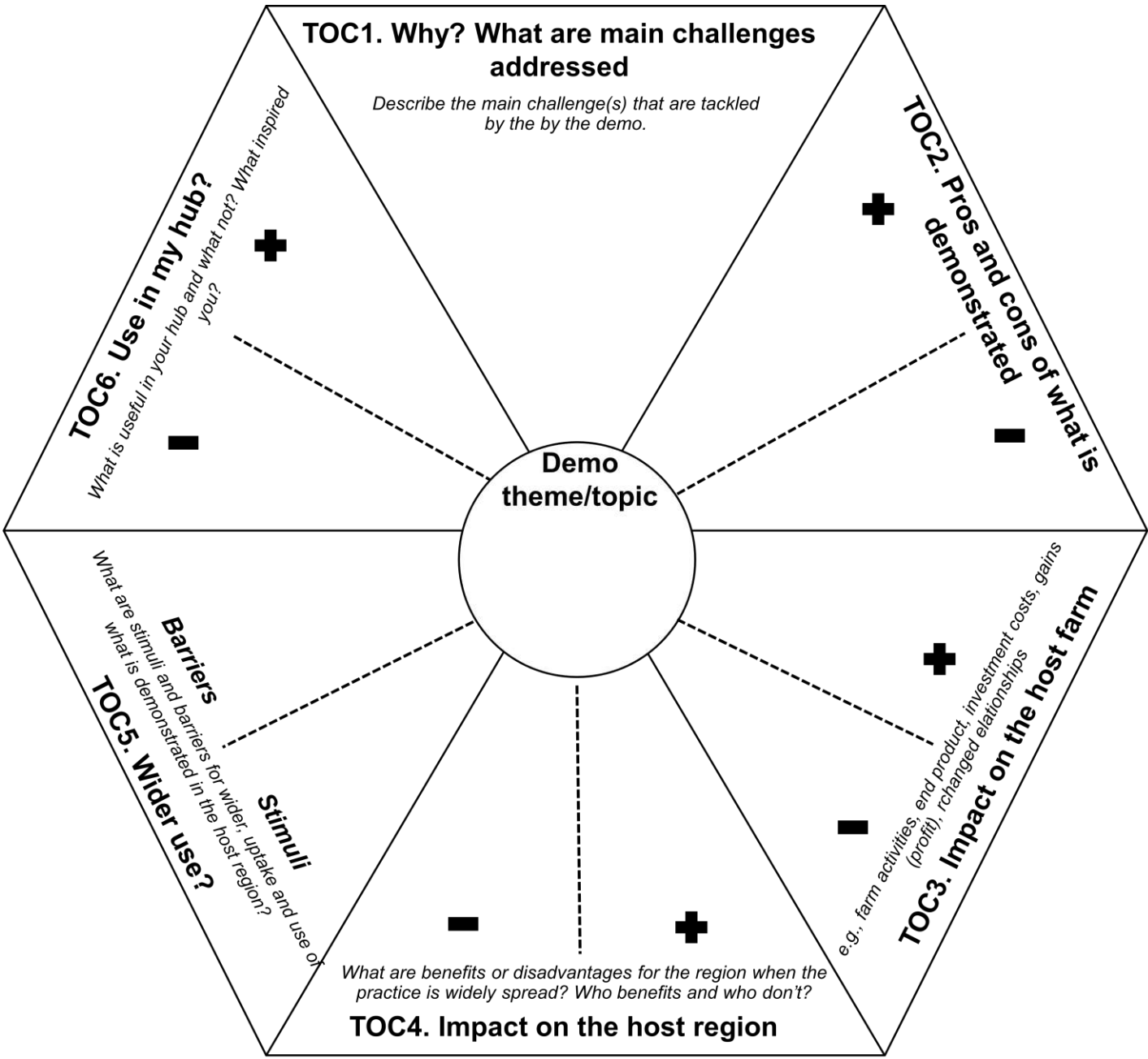
Did you find this demo inspiring to reflect on your own situation?

What is useful for my/other hub region(s)?

What would not work in my/other hub region(s)? Why?

ANNEX II: TOPIC CANVAS

Plot this canvas on A0 –format and write directly on it or use post-its



Pearls

-
-
-

Puzzles

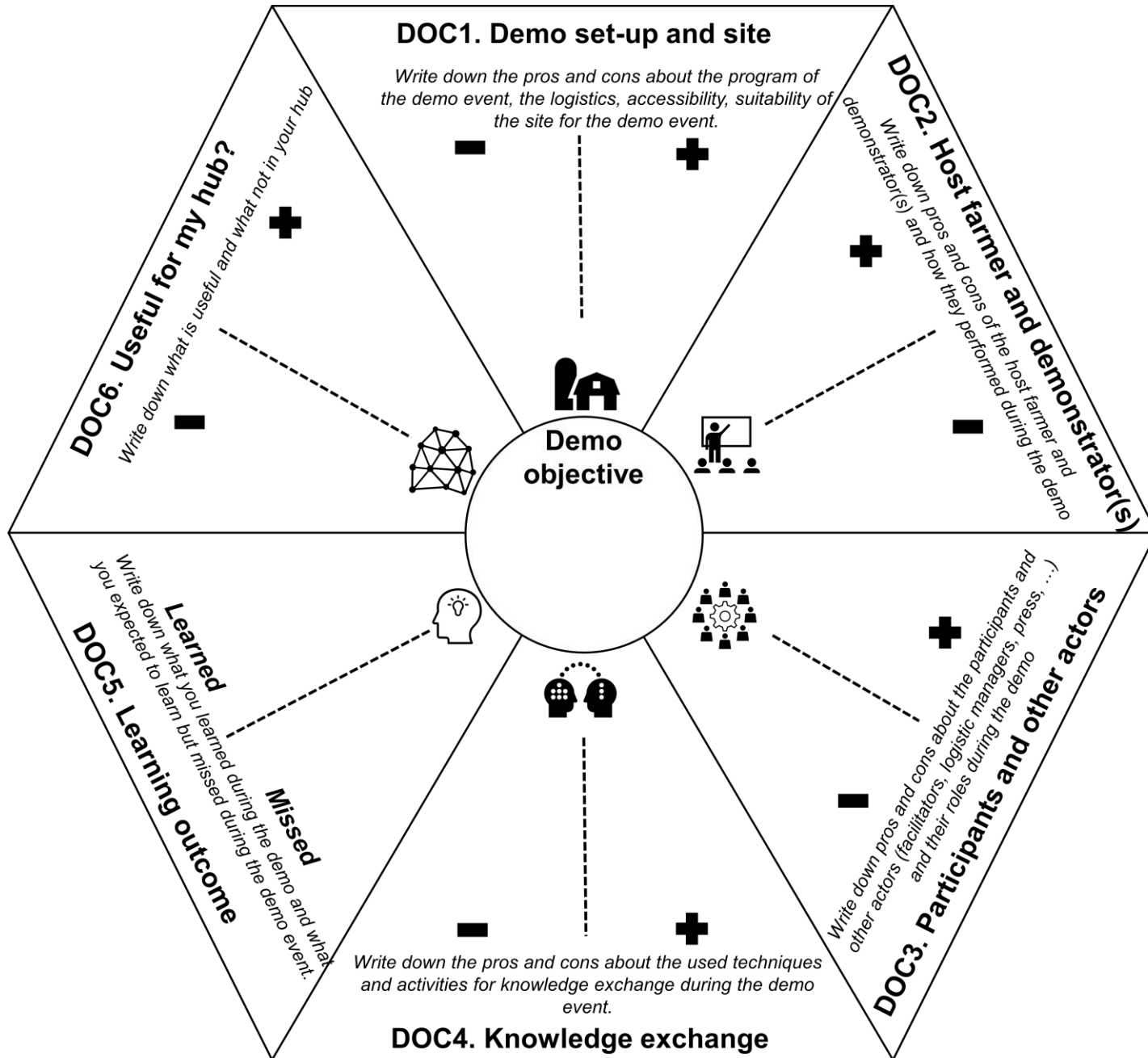
-
-
-

Proposals

-
-
-

ANNEX III: DEMONSTRATION CANVAS

Plot this canvas on A0 –format and write directly on it or use post-its



Pearls

-
-
-

Puzzels

-
-
-

Proposals

-
-
-

ANNEX IV: Wrap up

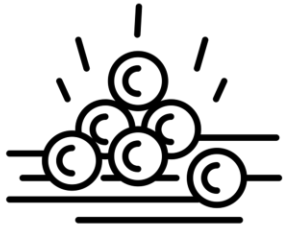
Plot this canvas on A0 –format and write directly on it or use post-its

Potential discussion formats



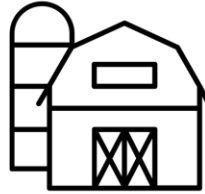
1. Post-its: Give the participants 3 post-its and give them 5 minutes to write down one aspect they learned, one aspect they will take home and one aspect they would like to improve to the project on one post-it respectively. After the 5 minutes, let everybody one-by-one explain what they wrote down and let them stick their post-it on the template. The others respond to this.

2. Fish bowl: put 4 chairs in the middle of a big circle of participants and let 3 participants take place on 3 of the 4 central chairs to start the discussion. One chair should stay free. When somebody of the bigger circle wants to join or add something to the discussion, he/she takes place on the free chair in the centre. One of the other three participants then leaves the discussion and takes place in the bigger circle again. And so on... The template can be completed during the discussion by the facilitator or at the end of the discussion by the whole group.



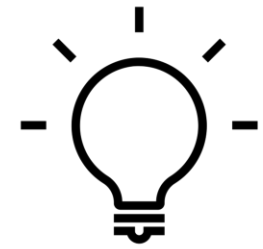
We learned ...

What did you learn from this cross visit on what and how it was demonstrated?



We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?



We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

Thank you



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NEFERTITI PARTNERS



Annex II

Analysis of Cross-Visit Reports (2020)

Analysis of Cross visit reports

This document reflects the results from the analysis of the Cross visit (CV) reports of the 10 networks. The results are divided into two major parts. The first part focusses on the CV as a whole, the protocol, the tools, the agenda, etc.. These insights will allow us to improve the guidelines for next year's CVs. The second part goes into detail on the demonstrations that were visited during the CVs and uses an analysis of the knowledge exchange canvasses on the visited demonstration to draw conclusions and new insights on best practices for demonstrations.

1 Insights on the Cross visits as a whole

Prepare a cross visit

1.1.1 Organising group

In most networks the organisation of the CV was only taken care of by the hosting hubs. However, in some the whole network was involved (E.g., NW8).

In some CVs, two networks collaborated on the organisation of the CVs.

Ideas for improvement:

- More participative organization of the cross visit, in order to optimize how and what is demonstrated during the Cross Visit

1.1.2 Time/budget

A comment that was very frequently mentioned was that the organisation of the CV is very time consuming. Some attributed it as a specific discipline.

We spent a good share of our other costs on the cross visit (food for participants, transport, entrance fees, rent of meeting rooms) and we will miss the budget for organising demo activities in the coming years

Some networks decided for a shared CV organisation of NW6 and 7 and NW1 and 2. This proved to be time and cost efficient because tasks could be divided between institutes. This lowers the work load for the hosting hub coaches. A disadvantage is that the communication, coming from different institutes, is confusing for the participants.

A lot of hosting hubs complained that the estimated budget was often exceeded. They mentioned an unfairness because not every hub will have organised a CV by the end of the project and thus will have invested an equal amount of money in the CVs as a whole. Specifically, it was not clear who should pay for the dinners, as this was often a big cost for the hosting hub to pay it for the other hubs.

Ideas for improvement

- The ExCom could provide templates for participant registration and travel description
- the ExCom should clarify how to deal with the CV budgets, and who is expected to pay the dinners.
- Set an upper limit of number of participants to limit costs for the host partner
- Reconsider the person months required to prepare CVs and demonstrations

1.1.3 Organising the Demo

Finding a suitable demo event, seemed an easy task for some networks, and difficult for others.

The NWs who mentioned it was difficult had the following reasons:

- Hard to choose the best practice at a field demonstration events because the majority of the demonstrators were there for commercial purposes;
- The diversity of the network made it difficult to find a demonstration that interested everybody;
- Difficult to find an existing demo that fits the NW objective (e.g. NW10). The one they did visit, did not really fit the NW objective;
- Difficult to find appropriate machinery demonstrations that interests the participating farmers;
- Difficult to find a useful demonstration for farmers and that is also attractive for policy makers.

Ideas for improvement

- Organise a pre-farm demo with local farmers to define the focus for CV
- Send a survey to the visiting hubs to ask for their expectations and knowledge needs.
- Take a day extra to visit other farms in the region
- Visit a diversity of farms
- Provide guidelines to demonstrators for better decision on what and how demos should be carried out
- Add suggestions on how to brief demonstrators on the demo objectives to the cross visit guidelines

1.1.4 Organising translation

Language was perceived as a barrier for knowledge exchange in a lot of cases. Translation was taken care of different ways during the CVs:

- A CV participant acted as translator;
- An external person was hired to translate;
- Simultaneous in-ear translation was provided throughout the day;
- Organise a meeting with the demonstrator before the official demonstration started, so it could be explained to the CV participants what the demonstration would be about;
- The group was split in French speaking and English speaking group, but it prevented interaction between countries.

However, in some cases it was not clear who was responsible for the translation. Further, the CV reports mention some drawbacks of translation:

- Translation takes extra time during a demonstration. This might slow down the agenda;
- Simultaneous translation can cause extra noise for the other participants;

Ideas for improvement:

- Translate documents (observation cards and during demo) and presentations before;
- Make sure somebody is appointed to take care of translation (one for each language);
- Find good English speaking farmers
- Find a demonstrator who speaks English.
- Provide recommendations regarding translation to the CV guidelines

1.1.5 Invite participants

The CVs showed a big variety in the type of participants invited. In some CVs only the NEFERTITI members participated. But in others also local actors and farmers were invited. This was often seen as a positive aspect or, if they were not present, seen as a shortage.

Some hub members seemed to show little engagement for the activities and even left some of the activities.

Some hubs mention the difficulty to find farmers in their hubs who master the English sufficiently to follow the translations (e.g. NW3).

Several NWs mention the desire to invite policy makers for next CVs as it would increase the impact and make the discussions more interesting.

Ideas for improvement:

- Make the CV known with politicians before and invite them. Give them some time to give a speech (or give them another role) to make them feel important during the CV.
- Also invite the partners of the CV participants
- Engage financial institutions in the CV (specifically for NW10)
- Invite participants with some knowledge of English
- Invite more actors from the hosting country
- Invite policy makers to participate
- Make the international presence known to attract policy makers.
- Provide tips on how to attract policy makers to the CV guidelines
- Think about a registration strategy to commit participants to guarantee their presence in the CV

1.1.6 Setting the agenda for the CV

The CV varied in length, which often depended on the possibility to fly in or go back home. Some CV reports question what the suitable length of a CV is. One day to run through all the steps is too short. Also when visiting two demonstrations on one day, the pre-set timeframe seems very packed. On the contrary, some reports mention that 3 days is too long as some people left early.

Several reports mention the importance having a clear and realistic planning and to take care of good logistics: transport between locations, location of the hotel, catering, etc. For example, sometimes the distance between the different visited demos was perceived to long (e.g. NW8). Further, it seems important to leave sufficient free time between or at activities, so people can go and look for what interests them most, and to exchange amongst each other.

Programme might have been a bit too busy when 2 demonstrations and (touristic)visits to nearby cities

At some CVs the agenda was changed either based on the requests of participants or on the initiative of demonstrators (e.g. NW8 where an additional presentation and unintended wine tasting was offered). So it might be interesting to leave some room for flexibility during the cross visit.

At the field demo, we took much more time at the first demo site than planned and thus missed the second demo activity. But as everyone was very fascinated with the first aspect, this was not really an issue.

Ideas for improvement:

- Take care of good logistics (think about how people will travel, where to eat in the neighbourhood, etc.)
- Provide sufficient free time between or at activities for socializing and interaction
- Provide more time for interaction between CV members, and with local farmers.
- Leave room for flexibility.
- Add an extra day for additional visits and interaction with hosting partners
- Prepare the CV with farmers

Carry out a cross visit

1.1.7 Kick Off

During the kick off of most CV an introduction of the topic and the local context was given, people introduced themselves and the agenda of the CV was presented. These aspects of the kick-off were addressed in different ways. A good introduction of both the topic and agricultural context were very much appreciated by the participants or missed if not addressed in an appropriate way.

For an introduction of the topic and the local context, in some cases a text was send before arrival of the participants, external speakers were invited (farmers, advisors, researchers, directors of institutes), and flyers were distributed. Several CV reports mention the lack of presentation of the political context.

In some CVs, time was foreseen for questions and interaction between participants (e.g., NW8).

In most CVs an introductory round was organised in which people told who they are. In one CV (NW9) some games were organised to get familiar.

The locations of the Kick off varied: it could be in a nice restaurant (NW5), at the CV venue (NW4) or in the bus while traveling to not lose to many time.

In some CVs it was organised on the evening of the arrival date. IN other CVs, it was organised as first thing the morning after arrival.

Ideas for improvement:

- Introduce the topic of the CV
- Dedicate sufficient time to ice breaking and social activities
- Let farmers introduce themselves and their concerns
- Introduce participants and farms at the start of even before the CV, maybe by using a survey.
- Provide an introduction on the local AKIS
- Provide sufficient background information
- Provide documentation on the CV topic and context to the participants.
- CV guidelines should provide tips on how to make the introduction of participants more interactive

1.1.8 Demo visit

The visited demonstrations showed a lot of variety amongst the CVs: field days, demos organised specifically for the CV, demos of local demo network meetings. The original idea was that the CV participants visited a local demonstration. The back draw of this idea, is that for example for NW10, it was very hard to find a suitable demo that fit the topic of the network. They visited a demo that not fit the network topic, but additionally organised activities (not really demo's) that fit the network purpose better. However, in some cases a demonstration was organised specifically for the CV members (NW1-2), and they also mentioned that it was a pity that no local farmers were there.

The NWs that collaborated to organise their CVs, also decided to visit separate demos (NW6-7) and to join afterwards again.

Visiting a field day seemed to have pros and cons. The positive aspects was that the abundance of demonstrations at one location allowed people to partly build their programme according to their own interests. A negative aspect seemed to be that it was too commercial find out which were the real good practices.

As mentioned, some CVs organised some additional activities (that were not prescribed by the CV guidelines), to make the programme more worthwhile to travel such a big distance; e.g. invite a speaker during the social dinner to present local project (NW10), visit other farms, organise a meeting together with another project (NW1-2-Inno4grass)

A comment frequently made was that there was often too little free time for interaction during the demonstrations. Specifically, since some CV reports mention the opportunity to meet other local farmers who are not involved in the hubs, or the opportunity to meet foreign people as a positive aspects of the demos visited during the CVs. To solve this, some CVs organized some private time with host demo farmer before or after the demonstration, so the CV participants could ask some more detailed questions (and there was also more time to translate).

The language often seemed a barrier during the demonstrations. Language barrier/professional translator (see prepare CV for more tips)

Ideas for improvement

- Make some time with the CV group to get understanding of the host farm
- Bring together the demonstrator with the CV participants
- Make some small groups and offer them free time to walk around
- Increase time for knowledge exchange instead of merely knowledge transfer
- Make sure the demos are interactive
- Provide documentation on the visited demos.
- ExCom should think about whether a demo should always be already existing (e.g. when difficult to find a suitable demo)
- A simple strength and weakness analysis after every demo should be sufficient.
- Summarize information after demo visit when the language was an issue
- Visit more and different farms.

1.1.9 Reflection

The aim of the reflection was that the participants used the observation cards during the demonstrations. There were some complaints about some difficult questions on the observations cards. In NW1-2 they decided not to use them, because they thought the questions were too difficult. So they decided to make a survey.

Further, the Hub coaches were also asked to complete the hub journal (tab CV) after they visited the demo's to reflect on what they had experienced. It is not clear to what extend this task was performed.

Ideas for improvement

- Make the questions on the observation cards more simple
-

1.1.10 Social activity

The social activities varied a lot between the CVs. Some didn't find it necessary to organise a specific activity to get the participant to talk to each other. Just having dinner or a beer together seemed more than enough. In some networks a bbq was organised (NW4 and 1-2), another network organised some interaction games. NW10 also invited the host farmers and demo organisers of the visited demo, which helped to get connected during the demo (the day after the social dinner). In some CVs an additional touristic tour was organised (NW9 and 4). IN network 9 a wine tasting with quiz was organised.

An issue that was often mentioned was to provide sufficient free time for interaction, so that not every interaction was directed by the guidelines or programme. On the contrast, some CV participants asked for more facilitated social activities to increase the interactions and getting to know each other (e.g. NW3).

Ideas for improvement:

- Dedicate sufficient time to ice breaking and social activities
- Invite demo farmers for the social activity
- Provide sufficient time for socializing and interaction

1.1.11 Knowledge exchange

For the knowledge exchange sessions two canvasses were provided: one to discuss the topic of the demo and one to discuss how the demo was performed. During some CVs the knowledge exchange session was organised on the same day the demo was visited, others organised it the day after. For those who organised it the same day, it was often mentioned that it was tiring and took too long. An advantage of organising it the next morning was that everybody had a fresh mind to discuss it.

The knowledge exchange sessions was during some CVs mentioned as an excellent way to favour communication and social interaction, and they thought that the canvasses worked well to facilitate the discussion. Also the pearls, puzzles and proposals were mentioned as a good way to summarize the discussion.

However, there were also some mixed feelings about the subdivision in two canvasses. For some it worked very well to split the focus of the discussion and they thought it was efficient and productive. For others the distinction between the topic and how the demo was delivered was much more difficult to distinguish and both discussions were mixed together. Farmers and advisors also seemed to focus mainly on technical aspects.

In at least one CV, the demonstration host attended the knowledge exchange meeting. The impression was that it prohibited the participants to talk freely on negative comments they had on the demonstrations. In other networks, the outcomes of the discussion were fed back to the demo organisers afterwards. This might be a better way to involve the demo organisers/host farmers.

Further, during some CVs some of the participants of a specific hub left before or could not attend the knowledge exchange, which limited the possibility to have more fruitful discussions. CV organisers should make clear to the participants that they are expected to stay for all the activities.

During some CVs some other approaches were used:

- In one CV (NW9) two demonstrations were discussed and to limit the time of the session, they organised a world café in which groups rotated around tables where they could give their comments on the demonstration and topic canvasses of both demonstrations.
- In another CV (NW1-2), the group seemed to be too big, so it was split into smaller groups. After the small group discussions the results were fed back plenary.
- During the CV (NW9), the knowledge exchange sessions was started with a “picture language” game, where each participant had to choose a picture from a stag of pictures to illustrate what they wanted to share about the demo day.
- During a CV (NW1-2), they decided not to use the observation cards and the canvasses and they developed a questionnaire that could be completed during the demo visit. The survey was translated into English and French and the outcomes were used to start the discussions during the knowledge exchange sessions.

A WP5 monitor was present in most CVs to facilitate the discussion. The attendance was often much appreciated.

Ideas for improvement:

- Don't organise this session at the end of the day because everybody is tired
- Share conclusions of knowledge exchange sessions with the host farmer/ demonstrator afterwards, because when they are present during the discussion, participants don't feel free to talk.
- Precise whether one or two demos have to be discussed during the knowledge exchange session

1.1.12 Wrap up

The wrap up was indicated as an important step of the CV, to come to conclusions. Some CV reports also reported that the reflection for the wrap-up also went much faster than expected, because of the intensive discussions during the knowledge exchange.

Network 6-7 had the idea to make some short feedback videos for the demo organisers. However, some of the participants seemed a little shy to speak in front of the camera.

Ideas for improvement:

- Some NW (e.g. NW3) suggest to involve policy makers in the wrap-up discussion

Evaluate the cross visit

The CV reports contain the reflection of hosting HC and the WP5 monitor (if he/she was present).

A major issue mentioned were the translation issues and how to deal with, but also how the innovations seen could be transferred to the own hub.

Further, the hosting hubs also complained that organising a CV is a specialization in itself. So more tips and templates are asked from the ExCom to assist in the organisation (e.g. provide a registration questionnaire for CV participants, provide a template for the travel summary)

Further, it is not yet clear what the networks and hubs did with the outcomes of the KE sessions in. Was the often interesting discussion valorized in one way or another (e.g., a report with interesting

issues or challenges for the network to discuss in future). Should we as a project pay more attention to this in the following years?

Ideas for improvement:

- Build an exchange and contact scheme between CV participants to extend the impact of the CV.
- Create a WhatsApp group to keep the social and professional contacts alive
- Add to the CV guidelines an evaluation form to evaluate the hosting hubs, so they know whether they did a good job.

2 Insights on the organisation of a demo

The overall impression is that the findings mostly confirm what was written in deliverable 1.2 on the good practices for farm demonstrations. An observation is that not a lot of specific innovative demonstration techniques were harvested during the participation in the demonstration events. Maybe it could be something to focus on during the following demo campaign/CV campaign. Most reflections on demonstrations seem to be rather general and also not linked to how a demonstration of a specific network topic or theme could be enhanced.

The kind of demo events visited varied a lot going from big field days to demonstrations specifically organised for the sake of the CV.

Demo objective and topic

Some CV reports mention that it was not clear what the objective of the demonstration was. It was also mentioned that it is important to have a clear objective and to create a specific focus for a specific target group.

Examples of objectives of discussed demonstrations are : creating interest in variable rate applications, teach farmers who convert to organic farming the value of crop rotation.

The topics of the demos were, for example, from controlling and data management on a dairy farm, grassland innovations, dairy farming, choose the right crop rotation when converting to organic farming.

A CV report mentions a positive aspect for choosing farmer driven topics, as they are easier to transfer.

Other CV reports mention the importance to also include economic aspects related to a topic (e.g. crop rotation, innovations in dairy farming). Further, also on a dairy day, it was mentioned that health and safety was not taken into account.

A NW tried to answer the question on how to keep participants interested in repeated events on the same farm. They suggested to choose a different focus for each event, and to find different guest speakers.

Demo set-up

The mentioned positive aspects of the demo set-up are related to:

- the availability of tables for group discussions
- good sound and video equipment (headphones, microphones, etc.)
- nice catering
- clean farm

- the small-scale and informal character of the demo
- seeing “real agriculture” around the field set-up
- having a tour on a feeding trailer
- provision of shade
- good sanitary equipment
- clean farm
- the respected timing of sessions
- the good group organisation on big events
- the good farm structure adapted to bigger groups

Negative:

- The set-up was not suited for a big group.
- Only a part of the farm was visited during a dairy day. To get a holistic view it would be better to also see the production fields.

Puzzles/Questions for further reflection:

- Having a substantial amount of participants is very often used as a criterion for success by demo organisers. However, knowledge exchange is often reported as better in smaller events. How can we deal with this contradiction?

Demo activities

The CV reports relate positive aspects to demo activities that are related to the farm practice (e.g. showing technologies and machinery, showing videos, having an interview with farmers). In contrast, the absence of a field visit and/or the demonstration of field results were perceived as negative.

Further, also the ability to see the bigger picture on a farm or to see multiple topics was mentioned to be positive (e.g., having a farm tour on a feeding trailer, the freedom of participants to choose where they wanted to go to on bigger field days, events with 30 minute multiple sessions). However, when multiple topics were touched but not in structured way, it was perceived as negative. Also the order in which the activities are scheduled seems to be of importance. For example, in NW10 they suggested to start with presentations (before) lunch and then go and have a look in the fields (instead of the other way around).

Room for networking between demonstrators and between demonstrators and farmers was seen as positive. One of the CV reports mentions that an agenda point during the event was the call for input from participants for a follow up project of a project that was ending (of which the demo was part of).

Promotion

Two CV reports (NW3 and 5) specifically mention the promotion of the visited demo event. The advertisement in the newspaper and through social media was perceived as positive. Also the involvement of a media partner in the project that organised the demo in The Netherlands seemed to be very beneficial for the communication about the project and demo. An anonymous invitation, on the contrary, was perceived as negative.

Puzzles/Questions for further reflection:

- How to advertise organic farming events into local conventional agricultural press?

Participants

The CV participants seemed to like the attendance of different kind of actors on a demo event. They were referring to farmers, researchers, advisors, technicians, education, companies. Further, the opportunity to meet other local farmers who are not involved in the hubs was mentioned as positive. In contrast, the absence of (regional) farmers was perceived as hampering P2P learning and critical voices on presentations of companies.

Some CV reports mentioned the absence of actors from the supply chain, women/partners are missing, farm advisors to guide the host farmer, technicians of machinery and/or policy makers as a disadvantage.

The CV reports mention some suggestions regarding the participants of a demo event:

- don't make the group too big
- invite a diversity of actors, including regional farmers and policy makers
- show projects and innovations more to policy makers
- ensure that woman/partners are able to join the meeting
- take note of who is coming to the demo and ask for their expectations.

Organisation team (host farmer, demonstrator, facilitator, logistic manager)

For some visited demos, the hosting hubs was involved in the organisation, or even organised the demo specifically for the CV. For others, the demos were organised by projects, local advisory companies,

The most frequently mentioned comment was the absence of a facilitator, or his inability to involve participants or to be a convincing speaker. In some CVs the attendance of a facilitator for discussions was mentioned specifically as a positive aspect of the demo.

Host and demonstrator

Positive characteristics of a demonstrator were reported as being open to questions, mastering the English well, being enthusiastic and an inspiring speaker, being a good communicator, being interested in the participants' opinions, being generous in terms of sharing information

Negative characteristics of a demonstrator was that they are affiliated to commercial companies, and/or seemed to be under stress because they had to sell (e.g. on big fairs). They advertised their services during the demo or were inaccessible to ask a lot of in depth questions to. Also some researcher demonstrators presented in a too academic way.

The reports suggest to give the word more to the technicians, because they have the practical knowledge, but also to provide a higher diversity of technological advisors (NW8 on water use efficiency) and to introduce farmer testimonials for the innovations instead of letting the researchers and advisors present it.

Knowledge exchange

Because of the presence of international participants, quite some CV reports comment on the language barrier and/or measures taken to overcome them during the visited demonstrations. In some cases the language barrier (foreign language or local accents) limited interaction with local farms and details get lost in translation (e.g., because the translator does not have an agricultural background, or there is no professional translation). The participants liked the initiative to provide subtitles with translation to presentations, video's, etc.

Regarding the exchange and interaction, positive aspects mentioned were the conversations with the host farmer, good exchanges between NEFERTITI and other project (Inno4grass), good exchanges with small non-commercial companies and farmers, peer-to-peer learning approaches instead of top-down approaches, private conversations between hub coaches and other farmers, small group discussion and interaction with many stakeholder groups. In contrast, when there was little interaction and knowledge exchange in one direction from hosts to (foreign) participants, this was perceived as negative. This was also the case when there was little peer to peer learning, no exchange with the demonstrators, lack of time for discussions or when a facilitator was absent. Also, one report mentioned the lack of opportunity to talk with non-NEFERTITI farmers.

One report puts forward that to increase the adoption of innovations, much more interaction is needed during demonstrations. A frequently reported suggestion to foster interaction is to provide a facilitator. Other suggestions are:

- to make a farm tour in small groups, to make it easier to ask questions.
- To increase interaction during presentations, e.g., by using smartphones
- Raise the standard of presenters to have more interaction (e.g., by making them aware before and asking them specifically to make the presentation interactive)
- To specifically provide time to exchange within the programme
- To keep group size low or organise small-scale meetings to lower threshold for p2p knowledge exchange.
- To make the social aspect (lunch, coffee, riding on a trailer) a significant part of the demo
- To not put tables during lunch so participants are forced to mingle up with other people
- To provide good catering so visitors stay longer and have P2P interactions

Regarding the content provided during the demonstration events, some comments were made on missing information. For example, a lacking focus on social and economic aspects of innovations, modern technology was not shown, lack of shown data and statistics, lack shown technical aspects, or the complete picture (e.g. the complete process of mulching) was not shown. During a demo event in Schotland (NW10), what struck was that Brexit overruled the conversations of the day. Further, one CV report mentions that unnecessary information was presented.

Suggestions to improve the content of demonstration events were to provide more analytical and technical data, to try to show the technical complexity related to an innovation.

Regarding the learning method or the way the knowledge was exchanged, limited really innovative practices were reported. NW6 reported about a demonstration with plastic buckets to demonstrate the impact of decisions on crop rotation, which was praised for being a trigger for discussion and co-development of ideas with participants and its ease to repeat the demonstration on other locations. Another example, was the use of a (real) cow on the visited farm to show the obsalim metabolic assessment (NW3), which allowed the farmers to witness directly the benefits of the method. A third concrete example referred to a demonstrator using the soil of the pasture to demonstrate the importance of soil management for the fertility. It was stated to incite farmers to remember and incite them to follow the example at home. More general, a report mentioned that seeing machinery helped to show things in a more practical way, and another reported visuals used during the demo as a positive aspect. Some reports mentioned that they missed the link with the “real” farming practices, e.g., because a ppt.- presentation was shown instead of making a field visit or because an interactive tour on the farm in small groups was missing. Further, the provision of ideas and inspiration for educational and technical actors was mentioned as a positive aspect.

Idea for a learning method proposed are to organise a round table with farmers to demonstrate techniques, to not present a ppt presentation plenary, but go and present it several times in small groups, to cut big and long presentations in more and smaller presentations, to provide more practical information and experiences for a higher impact of the demo (E.g., add some farmer testimonies to the theoretical demos, use the field), to lower the amount of sessions and provide more time for each session. Further, NW6 questioned on how a specific demonstration method meant for layman can be adapted to more advanced farmers (e.g. regarding the buckets for gaining insights into crop rotation, you could also focus on varieties and not only on crops).

Regarding aftercare, the provision of feedback sheets and slides after completing a questionnaire were reported as positive aspects of the demo. As suggestion was to also make a leaflet with the take home messages.

Learning outcomes

Amongst the learning outcomes, the reports mainly focussed on what they missed. This regarded on the one hand topical information, such as background information on the host farm, more different types of techniques and materials (e.g. composting), the broader picture (e.g., focus on organic matter, but no information on weeds and diseases, or the link between technical knowledge and the socio-political context), to discuss also negative scenario's, the combination of no-tillage with smart farming (NW4), social and economic aspects, seeing techniques in action, talk about new entrants (NW10). On the other hand also information on how to organise demonstrations was reported to be missing, e.g., how to communicate about a demo, how farmers can organise a demo in their farm.

Further, NW6 mentioned they missed notes of the discussion and reasoning of participants during an interactive demo (e.g. NW6 buckets) and they suggested to record the knowledge exchange process, so the reasoning behind an outcome can be reconstructed.

Inspiration for own hub (or not)

The inspiration hubs got out of the demo visits were also both related to technical aspects on what was demonstrated, as well as on how it was demonstrated. Examples on technical aspects were:

- Copy what we have seen and make it cheaper (mulch planter)
- Reduction of water use in spraying
- Soil fertility is very transferable

However, the majority of mentioned inspiration for the own hub was related to how it was demonstrated:

- Focus on exchange and communication rather than presentations
- Follow the experiences of a farmer during the year
- Make soil pits on every CV to allow comparison (NW4)
- Increase the social elements of the demo (e.g., lunch in the middle of the program)
- Start organising field days in own country
- Install a competition or price on VRA
- Make use of interactive discussions
- Prepare information for schools on VRA
- Presenting a lot of data and figures is not always necessary
- Provide enough time for exchange and transfer
- Show a videoclip of machinery
- Way to introduce farmers to crops they have never used before

- You don't always need information panels in the field

Some reports also mentioned aspects that were not useful for their hubs:

- difficult to compare with conditions at home
- length of the meeting would not work in Ireland (max. 3h)
- not showing practical show of the machines
- requires big machines
- trailer drive would not work in Ireland because of health and safety

3 Conclusion

In section 1, I discussed pros and cons of the current CV methodology, with suggestions for improvement. I suggest to structure the current CV guidelines according to the prepare, carry out and evaluate logic. In the section to the CV methodology on “preparing” a CV, this can contain tips and tricks on how to decide on the programme, how to deal with the language barrier and on inviting actors, templates for participant registration, and clarification on the budget. The section on carry out a CV, would contain the 6 steps that are in the current CV guidelines, but added with some lessons learned/points of attentions from the first year. Then, I would also suggest to make a section evaluate/follow-up a CV. It was requested by some hosting hubs to make an easy evaluation form for the participants so they know how they performed (however, the wrap –up canvas is meant to do an evaluation in public). Further, now it is also not clear what the networks do with the interesting discussions they have during a CV, and these insights are also not shared on the platform. I think this is a pity.

Further, from section 2, it seems that not a lot of new insights on good practices for organising demonstrations are coming forth, compared to the good practices reported in D1.2. Specifically, the limited reported innovative demonstration techniques was remarkable. For now, it is not clear whether they were absent during the visited demonstrations, or simply not reported. Should we focus a little bit more on this in the coming years? General comments made on the demonstrations seemed to be related to the limited of (time for) interaction, the limited link with farming practice, and a too narrow representation of the innovation/topic (e.g., missing socio-political information, missing contextual information, missing economic data, ...).

Annex III

Cross-Visit Videos

Network	Date	Link			
1 + 2	11/06/2019	Video 1			
3	17/07/2019	Video 1	Video 2	Video 3	
6	02/07/2019	Video 1	Video 2	Video 3	
7	02/07/2019	Video 1	Video 2		
8	27/10/2019	Video 1			
2 + 3	26/10/2021	Video 1	Video 2	Video 3	
5	16/06/2021	Video 1	Video 2	Video 3	
6	06/07/2022	Video 1			
8	07/10/2021	Video 1			
9	28/06/2022	Video 1			
1 + 2 + 3	03/05/2022	Video 1	Video 2	Video 3	Video 4
4	16/05/2022	Video 1			
6	16/05/2022	Video 1			
9	16/05/2022	Video 1			

Annex IV

Cross-Visit Reports



THIS PROJECT HAS RECEIVED FUNDING FROM
THE EUROPEAN UNION'S HORIZON 2020 RESEARCH
AND INNOVATION PROGRAMME UNDER GRANT
AGREEMENT N. 772705



Cross visits Report
Network 1 + 2
Center for Grassland, Germany
11th and 12th June 2019



NEFERTITI

Networking European Farms to Enhance Cross Fertilisation and Innovation Uptake
through Demonstration

Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 1 + 2 in North Germany, Center for Grassland on 11th and 12th June 2019

1 General information on the Cross Visit

Hosting Hub:

Data Driven Decisions for Dairy Farmers and Grassland and Carbon Sequestration
(Network 1 +2)

Contact person of the hosting Hub:

Lena Dangers and Jendrik Holthusen

Name of the WP5 Monitor (if applicable):

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Richard Lloyd	Innovation for Agriculture, Network 2 (UK)
Brian Weatherup	Farmer of network 2(UK)
Gillian Weatherup	Farmer of network 2 (UK)
Clement Allain	IDELE, Network 2 (FR)
Tangi Trehin	Farmer of network 2 (FR)
Gael Le Bloas	Farmer of network 2 (FR)
Rene Cong	Farmer of network 2 (FR)
Jean Luc Le Donge	Farmer of network 2 (FR)

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Romain Perron	Farmer of network 2 (FR)
Kristine Piccart	EV-ILVO, Network 2 (BE)
Tom Bastiaens	Farmer of network 2 (BE)
Wanda Verdonck	Farmer of network 2 (BE)
Tom Van Nespén	Farmer of network 2 (BE)
Griet De Buck	Farmer of network 2 (BE)
Chantal Matthys	Farmer of network 2 (BE)
Edwin Keuper	Farmer of network 2 (NE)
Redmond McEvoy	Teagasc, Network 1 (IR)
Andrew McHugh	Farmer of network 1 (IR)
Helene Chambaut	IDELE, Network 1 (FR)
Tanguy Bodin	Adviser of Network 1 (FR)
Deborah Crossan	Innovation for Agriculture
Michael Kügler	EUFRAS (European Forum of Rural Advisory Services) (LVA)
Claus Luerßen	Demo farmer of Hub 2
Jonas Töllner	Regional farmer
Jörg Schwarting	Demo farmer of Hub 2
Henrik Wefer	Demo farmer of Hub 2
Lena Dangers	Center for Grassland, Hub coach of Hub 2
Jendrik Holthusen	Center for Grassland, Hub coach of Hub 1
Sandra Honegger	Center for Grassland, Hub coach of Hub 10



3 Invitation

Please provide the invitation of the CV here.



Einladung zum Cross-visit Norddeutschland 10-12 Juni 2019



Liebe Landwirte und Landwirtinnen,

Im Rahmen des EU-Netzwerkprojektes „Nefertiti“ besuchen uns ca. 30 Landwirte und Berater aus Frankreich, Belgien, Irland und Großbritannien.

Wir laden euch recht herzlich dazu ein, die Betriebsbesichtigungen bei Claus Luerßen, Uthlede, bei Jörg Schwarting, Norderseefeld und bei Dirk Hanken, SWAMPS-Versuchsflächen zu begleiten. Es besteht dabei die Möglichkeit, sich mit den Berufskollegen aus den vier EU-Ländern in Gesprächen auszutauschen und voneinander zu lernen.

Im Anschluss findet ein Grillen auf den Weideflächen der Familie Holthusen statt.

- 8:30 Abfahrt von Ovelgönne nach Uthlede
- 9:00 Begrüßung, Präsentation über Landwirtschaft in Deutschland
- 10:15 Kaffeepause
- 10:45 Betriebsvorstellung Rischenhof: Controlling and Datenmanagement
- 13:30 Mittagessen
- 14:15 Abfahrt zum 2. Betrieb
- 15:00 Ankunft
 - a) Jörg Schwarting: GEA Technologien, AMS und Weide
 - b) SWAMPS-Versuchsflächen - Dirk Hanken
- 17:00 Reflektion des Betriebsbesuches
- 18:00 Ankunft auf Hof Holthusen, Betriebsbesichtigung
- 19:00 Grillen auf der Weide, Betrieb Holthusen





4 Agenda

Please provide the detailed agenda/programme of the CV here.

Agenda:

10th June 2019

Arrival at Bremen Airport/accommodation
Overnight stay in holiday houses in Brake

11th June 2019

7:20	Shuttle to breakfast
8:30	Shuttle to Uthlede
9:00	Kick-off - Welcoming and presentation about farming in Germany
10:15	Coffee break
10:45	Farm portrait Luerßen farm
11:00	1 st farm demo and reflection <ul style="list-style-type: none"> • 1st demo (Network 1+2): Controlling and data management on a dairy farm
13:30	Lunch
14:15	Shuttle to 2 nd farms
15:00	Arrival at 2 nd farm <ul style="list-style-type: none"> • 2nd Farm (Data Driven Decisions): Jörg Schwarting farm: GEA technologies, AMS and grazing • 2nd Farm (G & CO2): SWAMPS: Preservation of grassland on peat soils through appropriate water management
17:00	Reflection on the 2 nd farm
17:30	Time buffer/break or possibility to see the social event farm
18:00	Latest on the social event farm
19:00	Social event at the family farm Holthusen: BBQ on pasture, get-together with Inno4Grass-partners and innovation farmers

12th June 2019

8:00	Shuttle to "König von Griechenland" (breakfast)
8:45	Knowledge exchange and presentation of survey results at König von Griechenland
10:15	Shuttle to Hanover



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13:00	Start I4G award ceremony Welcome (<i>Christian Meyer, BÜNDNIS 90/DIE GRÜNEN former Minister of Agriculture; Arno Krause, Grünlandzentrum Niedersachsen/Bremen</i>)
13:15	Ruminant Grassland Production Systems in Ireland (<i>Michael O'Donovan, Animal and Grassland Innovation Centre, Teagasc, Ireland</i>)
13:45	Social and Economic Impacts of Grass Based Ruminant Production (<i>Agnes van den Pol, Animal Sciences Group, Wageningen University and Research Centre, Netherlands</i>)
14:15	Resilience in Grass Based Production Systems (<i>Christian Huyghe, French National Institute for Agricultural Research (INRA), France</i>)
14:45	Coffee break
14:50	Short wrap-up Cross-visit (Nefertiti only)
15:15	Short presentation Inno4Grass and the initiative "Farmer of the year-Award" (<i>Arno Krause, Grünlandzentrum Niedersachsen/Bremen</i>)
15:30	Award ceremony including short video presentations of the 8 award winners and their innovations (<i>Christian Meyer, BÜNDNIS 90/DIE GRÜNEN</i>)
16:45	Improving the resilience of grassland farms: scaling down global challenges to local solutions. <i>Governmental statements of CDU, SPD, DIE GRÜNEN, FDP</i>
17:10	Improving resource efficiency and competitiveness: the governance dimension. Plenary discussion between practice, science and politics <i>Moderation: Dr. Arno Krause</i>
18:00	Get-together
20:00	Dinner at Loretas





5 Pictures of the canvas

Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.

5.1 Topic canvas

As we did your evaluation with a survey app tool, please find the powerpoint presentation with the results of the evaluation for “topic” in the annex 1.

5.2 Demonstration canvas

As we did your evaluation with a survey app tool, please find the powerpoint presentation with the results of the evaluation for “demonstration” in the annex 1.

Find also the canvas with the pearls, puzzles and proposals in the presentation.

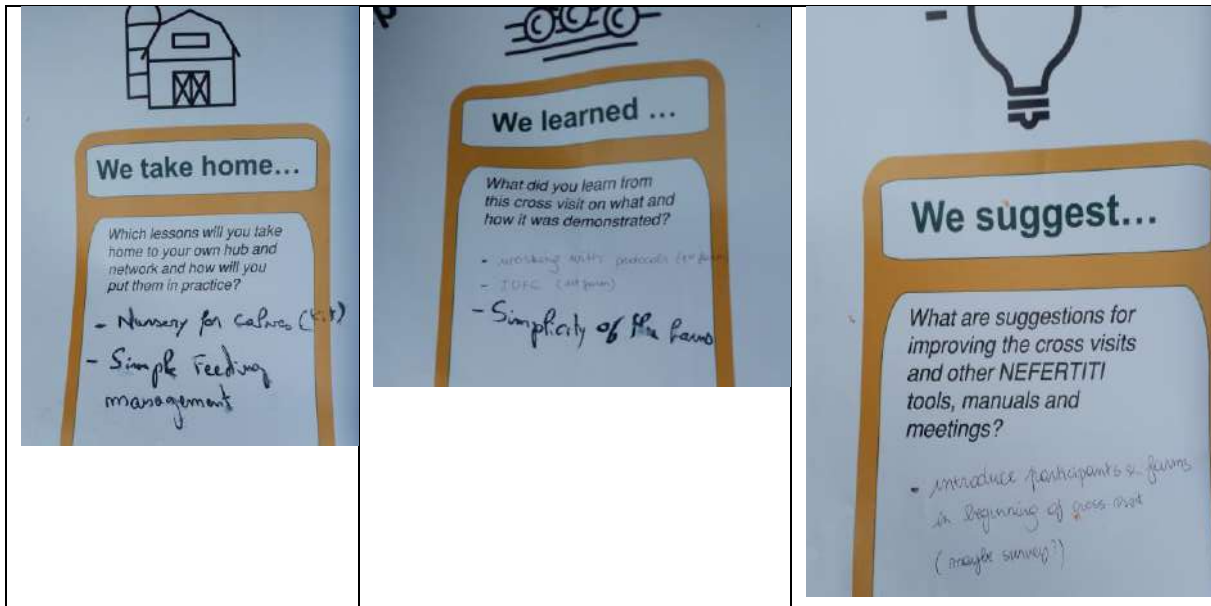
5.3 Wrap-up canvas



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6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

The organisation of the CV was working good. As we combined to networks (1 + 2) together, the organisation for the accommodation was one at once. The organisation of the CV was team work and it worked very well, because everyone was doing what (s)he is best at. The communication with our demo farmers worked also very well. For exemple, on the Schwarting farm (AMS with pasture), we had a pre-farm demo with local farmers to see where we should focus to make it the most interesting for the farms.



Figure 1: Preparation of the CV information folder at the Center for Grassland



6.2 Activities during the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

On our first CV day, apart from one delay of 30 minutes while the transfer to the next demo farm, everything happened like it was planned. What we didn't expect was the difficulty with the survey app and the translation to French. The survey was prepared in English and French, but for some reasons the French version didn't work on the CV. This is very disappointingly for us because the French speaking farmers where not motivated to fill out the survey or participate (second demo farm). Translation took extra time and there was a little noise because of discussion in other language while the demos. Speaking and understanding English seems to be a prerequisite for participants and demo farmers. Without English, the idea of networking and knowledge exchange is hard to implement. We were very lucky about our get-together at the social event with the BBQ. There were representatives and farmers of another EU project (INNO4GRASS) and we had a very good time with good food, a few beers and the jersey bingo.



Figure 2: Jersey bingo with the Nefertiti and the INNO4GRASS people at the social event.

On our second CV day, we had the evaluation of the survey and discussed about pearls, puzzles and proposals. The groupe was splited into 3 smaller groups which were mixed

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up variously. They gave us good constructive criticism which can be very useful for future demos. The farmers preferred to see another regional farm than going to Hannover for the INNO4GRASS award. We decided very spontaneous to split the group. Most of the farmers had another demo on the farm of Wefer GbR about fertility management with heat time collar and breeding (Network 2). This demo worked very well because the groupe was smaller and the methode of the demo was more discussion than presentation.



7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

There was no WP5 monitor present. But Laure Triste had some contact with the organisers afterwards and was curious about their decision to not use the observation cards and to make a survey and how they experienced it.

Here is the comment of Sandra Honegger on this:

“We decided to create a survey with an app tool to make the evaluation more modern, less complicated and with translation into french. We thought, that there are many card with even more questions and sometimes not answerable for all the farmers. The most important question for us as CV hosts was if we are doing a good job and what can be improved.

So we took the most important points / questions from TOC and DOC for our survey.

After our CV we can say, that the survey tool worked well for the English speaking people. Unfortunately, the survey tool wasn't working properly for in French, which was not optimal. Some points were listed, which would not have been talked about with an open discussion directly after the demo. With discussion in the small groups, we had the opportunity to discuss the reasons for their answers and to have another presentation / discussion im plenum.

Finally, after we had a few talks about the CV in our team with Jendrik and Lena, we think that a simple strength-weakness-analyse after every demo and at the very end of the cross visit with pearls, puzzle and proposals would be enough for practice-oriented farmers and to answer our main question (see above).”



THIS PROJECT HAS RECEIVED FUNDING FROM THE EUROPEAN UNION'S HORIZON 2020 RESEARCH AND INNOVATION PROGRAMME UNDER GRANT AGREEMENT N. 772705

NEFERTITI PARTNERS





CROSS VISIT EVALUATION TO ON-FARM DEMONSTRATIONS

12th June 2019, König von Griechenland

Luerßen Farm “Controlling and data management on a dairy farm“ (N1+2)



1. Luerßen Farm: Presentation of the results: TOC

Strengths and weaknesses of the presented innovation / topic:



- Own controlling tool
- Renewable energy
- IOFC, adaptable on family farm
- Farm structure and personal management
- Shown excel files
- Weekly meetings
- System consistency
- Use of feed loses



- Work planning
- No grazing
- Three production sites
- More time on farm, less classroom
- Loss of farm reality
- Strong worker controll
- Environmental issues, no biodiversity
- Use of 3 different tools
- Risk of input errors
- No direct climat change mitigation

1. Luerßen Farm: Presentation of the results: TOC

→ Who benefits or could benefit from what is demonstrated?

- Farmer on large scale farms
- Smaller farms → controlling feed stock
- Everyone
- Consumer and village people
- Farmers and employers
- Adviser

→ Is there anything you could take over to your region?

What?



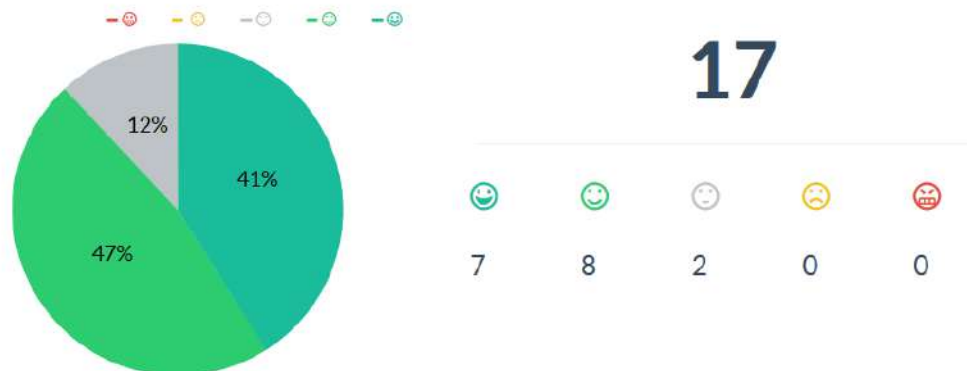
- Personal management
- Biogas
- Water drenching
- Controlling and leading system
- Control via IOFC
- Herd management parameters and measurements

1. Luerßen Farm: Presentation of the results: DOC

→ Is the demonstrator (=farmer/advisor/researcher) doing a good job?

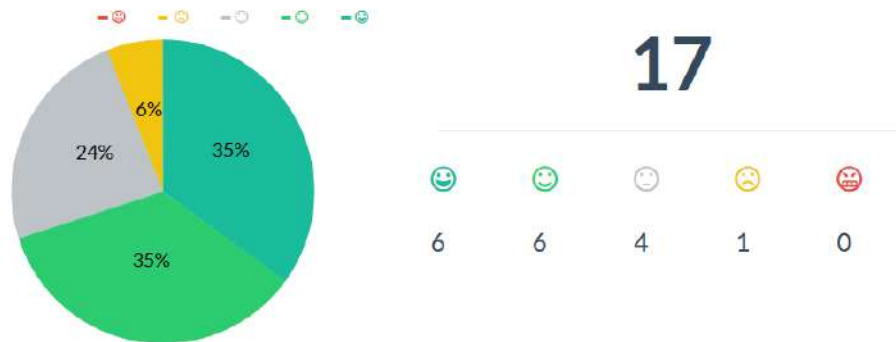


→ Is the moderator (=Grünlandzentrum) doing a good job?



1. Luerßen Farm: Presentation of the results: DOC

→ How are you as a participant involved?



→ Is knowledge exchange between the demonstrator (=farmer) and the participants effective?

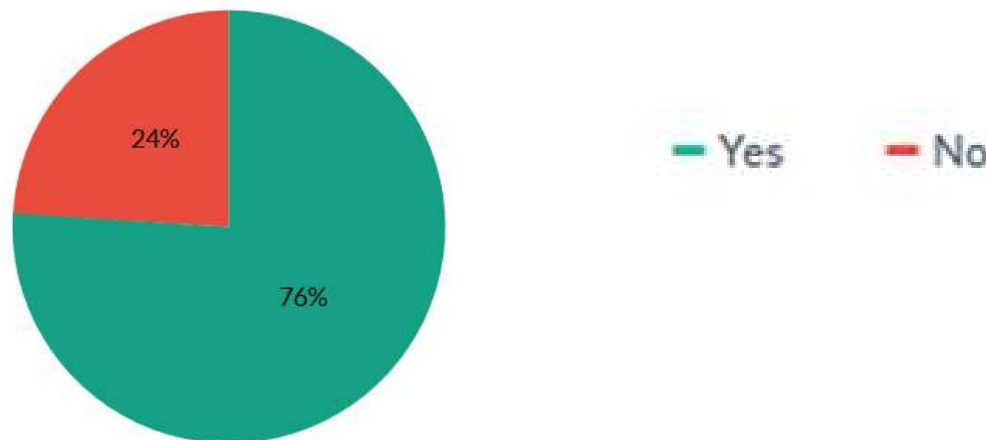


1. Luerßen Farm: Presentation of the results: DOC

→ Is peer-to-peer learning between farmers stimulated?



→ Did you learn any facts, skills, methods, ... during this demo?



1. Luerßen Farm: Presentation of the results: DOC

→ Did you find this demo inspiring to reflect on your own situation?



→ Is this demo useful for my / other hub region (s)?

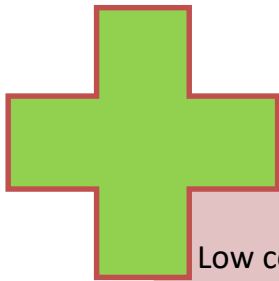


Schwarting Farm “AMS and grazing, GEA technologies“ (N2)



3. Schwarting Farm: Presentation of the results: TOC

Strengths and weaknesses of the presented innovation / topic:



- Low costs
- Clean barn
- Family farm
- Maximal use of pasture
- Healthy cows
- Selection gate
- Grass management
- Rotary pasture
- AMS and grazing
- Respect for the cow's nature
- Use of natural resources



- Weather dependency
- Changing grass quality
- High investment for AMS
- Still at learning stage
- Gate system
- Paddocks close by the farm needed

3. Schwarting Farm: Presentation of the results: TOC

→ Who benefits or could benefit from what is demonstrated?

- Farmers with AMS
- Grassbased farms
- Farmers, thinking of AMS and grassing
- Milking sector (image)

→ Is there anything you could take over to your region?

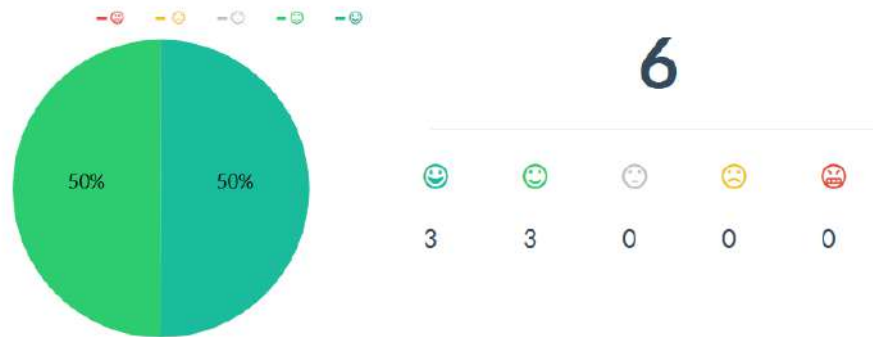
What?



- AMS and grazing is working
- Gate way system
- A & B System
- Grazing management

3. Schwarting Farm: Presentation of the results: DOC

→ Is the demonstrator (=farmer/advisor/researcher) doing a good job?



→ Is the moderator (=Grünlandzentrum) doing a good job?



3. Schwarting Farm: Presentation of the results: DOC

→ How are you as a participant involved?



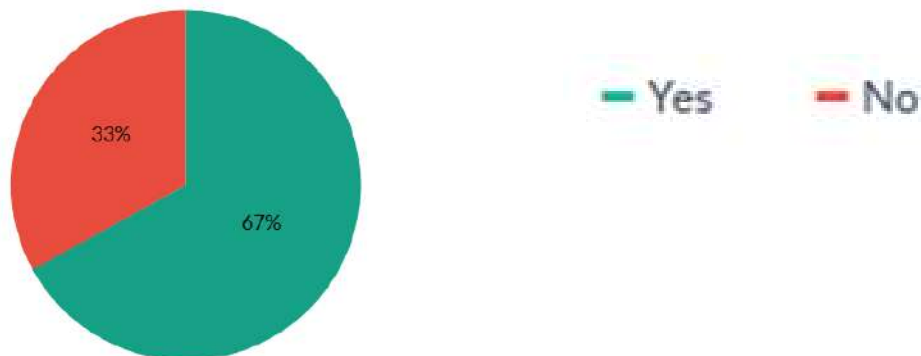
→ Is knowledge exchange between the demonstrator (=farmer) and the participants effective?



→ Is peer-to-peer learning between farmers stimulated?

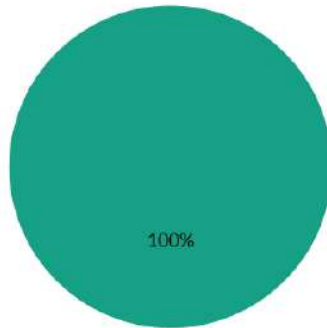


→ Did you learn any facts, skills, methods, ... during this demo?



3. Schwarting Farm: Presentation of the results: DOC

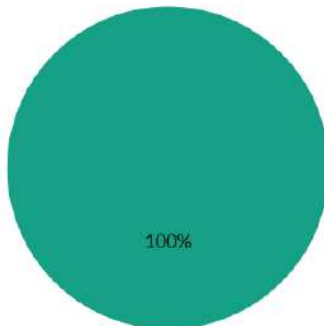
→ Did you find this demo inspiring to reflect on your own situation?



— Yes

— No

→ Is this demo useful for my / other hub region (s)?



— Yes

— No

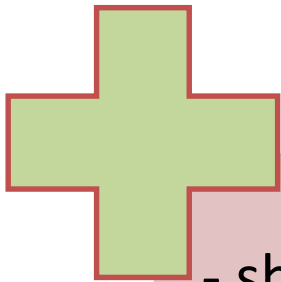


Hanken Farm “Preservation of grassland on peat soils though appropriate water management“ (N1)



3. Hanken Farm: Presentation of the results: TOC

Strengths and weaknesses of the presented innovation / topic:



- shows that research is done
- unique for Europe
- good exchange between Nefertiti and Inno4Grass
- good presentation



- Regional farmers were not involved
 - no peer-to-peer learning
 - no (critical?) voices from involved farmers

3. Hanken Farm: Presentation of the results: TOC

→ Who benefits or could benefit from what is demonstrated?

- Politicians (were not there)
- Other farmers



Be more motivated to show this project / this results to politicians: very important to help them make their decisions!

Pearls, puzzles and proposals: TOPIC

- Different than what we know from France (big farm, pear soil)
- hot spot climate change issues
- Presentation about agriculture in Germany
- Thought-making
- New challenges

- Difficult to transfer at home (too different from our situation)
- Lack of control on farm (nitrate and disputes of fertilizer)
- No respect to European rules (nitrate, distance to ditches)
- AMS farm in a learning stage
- Implementation at home, how to start

- more information for housed vs. Grazing
- more politicians to participate
- more info about inhouse grass management
- business objectives
- More background information
- Introduction of topic

Pearls, puzzles and proposals: Methods (DOC)



- Good mix /number of people
- Organisation / Timing was good (fluently)
- Diversity of farms
- You can learn everywhere – good contrast of visits
- Social time (BBQ)
- Peatland: relevant topic – decision making for farmers & politicians

- French translation
- No economic results
- No exchange at the first farm
- Surveys hard to fill in
- More actors from host country
- No intrusive translation

- Find equal technic / economic indicators for every country
- talk about quality of grass & biodiversity
- Involvement of local politicians and farmers
- Introduce the group
- Survey adapted to circumstance (WiFi)
- SWOT-Analysis shortly after the farm demo

Wrap up I



- Different system can be successful
- Large herds have to be good organised
- Knowledge exchange - no transfer
- Personality of farmer is really a point
- Large groups are not suitable, not more than 15 people
- Working with protocols (1st farm)
- IOFC (1st farm)
- Simplicity of the farms (3th farm)

Wrap up II



- Controlling system can fit in other systems
- No cross visit without politics and local farmers
- Nursery of the calves (3th farm)
- Simple feeding management (3th farm)

Wrap up III



- More knowledge exchange
- More translation for farmers, more time
- Introduction of the group (farmer & participants) at the beginning of the cross visit / of the demo
- Preparation with the farmers
- More local farmers

Thank you for visiting!



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AGREEMENT N. 772705



Cross visits Report
Network 3
Ueberlingen
17-18Th July 2019





Cross visits Report of Network 3 in Ueberlingen, on 17-18th July 2019

1 General information on the Cross Visit

Hosting Hub: Germany

Contact person of the hosting Hub: Anne Droscha

Name of the WP5 Monitor (if applicable): Delphine Neumeister

2 List of participants to the demo

Name	Role in the network
Anne DROSCHA	Hub coach of hub Germany
Ann-Kathrin BESSAI	Hub coach of hub Germany
Caroline EVRAT GEORGEL	Hub coach of hub France
Stéphane BOULENT	Hub coach of hub France
Jean-François CORNIC	Demo farmer of hub France
Sylvia MARX-MARTY	Demo farmer of hub France
Jean-Philippe GUIMES	Demo farmer of hub France
Alain NORMAND	Demo farmer of hub France
Cyrielle PICART	Demo farmer of hub France
Jone LIZARZA DURRUTY	Hub coach of hub Spain
Jairo GARCIA	Demo farmer of hub Spain
Suzanne MARLER	Visitor
Margaret LLOYD	Visitor
Richard LLOYD	Hub coach of hub England
Norman ? (not readable)	Demo farmer of hub England
Michael KUEGLER	WP5 member
Delphine NEUMEISTER	WP5 member
Thomas ALFOELDI	Nefertiti member


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3 Invitation



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AGREEMENT N. 722705


2019 CrossVisit Network 3
>Destination Germany<

Date: 16th – 18th July 2019
Demo Event: Field day for dairy farmers
www.milchviehtag-rengo.de (German)

Location: Hofgut Rengoldshausen, Rengoldshausenstr. 29, 88662 Überlingen
[Link to google maps](#)
[Link to farm homepage](#)

Parking : The parking area will be signposted
[Link to the parking area](#)

Responsible hub coach
 Anne Droscha (Hub Coach Net 3)
 Mobile : +49(0)1517 2131265
Supporting and carrying out the cross visit:
 Ann-Kathrin Bessai (Hub coach Net 6)
 Mobile : +49(0)175 2221095
 Delphine Neumeister (WP5)



CrossVisit Schedule

Tuesday, 16th July		Own arrival at Überlingen Free evening at Überlingen	
Wed. 17th July	9:15	CrossVisitors meet at the info point on the field day Walking together to conference room	
	9:30	Introduction into the cross visit Organic farming in Germany Information on the host farm and focus of the cross visit	Ann-Kathrin, Delphine
	11 :00	Guided tour 1 (2 groups, depending on language)	Ann-Kathrin
	12 :30	Lunch on field day	
	13 :15	Guided tour 2 (2 groups, depending on language)	Ann-Kathrin
	14 :30	Free time on the field day	
	19 :30	Social Dinner at Überlingen « Ristaurante Arena » Adress: Landungsplatz 14	
Thu. 18th July	8 :45	Meet at conference room on the farm	
	9 :00	Reflection on the cross visit. Preparing feedback	Ann-Kathrin, Delphine
	11 :00	Giving feedback to the organizers	
	12 :00	End of cross visit	



Timetable of the demo event

The speakers are divided into two groups. All speakers of a group start at the same time with their demonstrations. Thus, each topic will be presented five times on the field day. The demonstrations always take 30 minutes, followed by time for questions and discussion.

Group 1 All speakers of group 1 start at the following times:	Group 2 All speakers of group 2 start at the following times:
09:30 – 10:00 Uhr 11:00 – 11:30 Uhr 12:30 – 13:00 Uhr 14:00 – 14:30 Uhr 15:30 – 16:00 Uhr	10:15 – 10:45 Uhr 11:45 – 12:15 Uhr 13:15 – 13:45 Uhr 14:45 – 15:15 Uhr 16:15 – 16:45 Uhr
<p>Soil fertility in grassland (Dietmar Näser, Grüne Brücke)</p> <p>“Obsalim” Metabolic Assessment (Bruno Giboudeau, Veterinarian)</p> <p>Natural cattle breeding on life performance (Andreas Perner, EUNA)</p> <p>Cattle handling with Low Stress Stockmanship (Philipp Wenz, Consultant)</p> <p>Keeping Cows with horns in loose-housing barns (Ulrich Mück, Consultant)</p>	<p>Pasture management (Edmund Leisen, LWK NRW)</p> <p>Breeding method Triple-A (Marc Cranshof, Consultant)</p> <p>Location adapted breeding (Anet Spengler, FiBL Switzerland)</p> <p>Cow calf rearing and bull fattening (Mechthild Knösel, Rengo)</p> <p>Udder Health (Silvia Ivemeyer, Uni Witzenhausen)</p> <p>Mobile slaughtering (Ernst-Hermann Maier, Uria)</p>

4 Agenda

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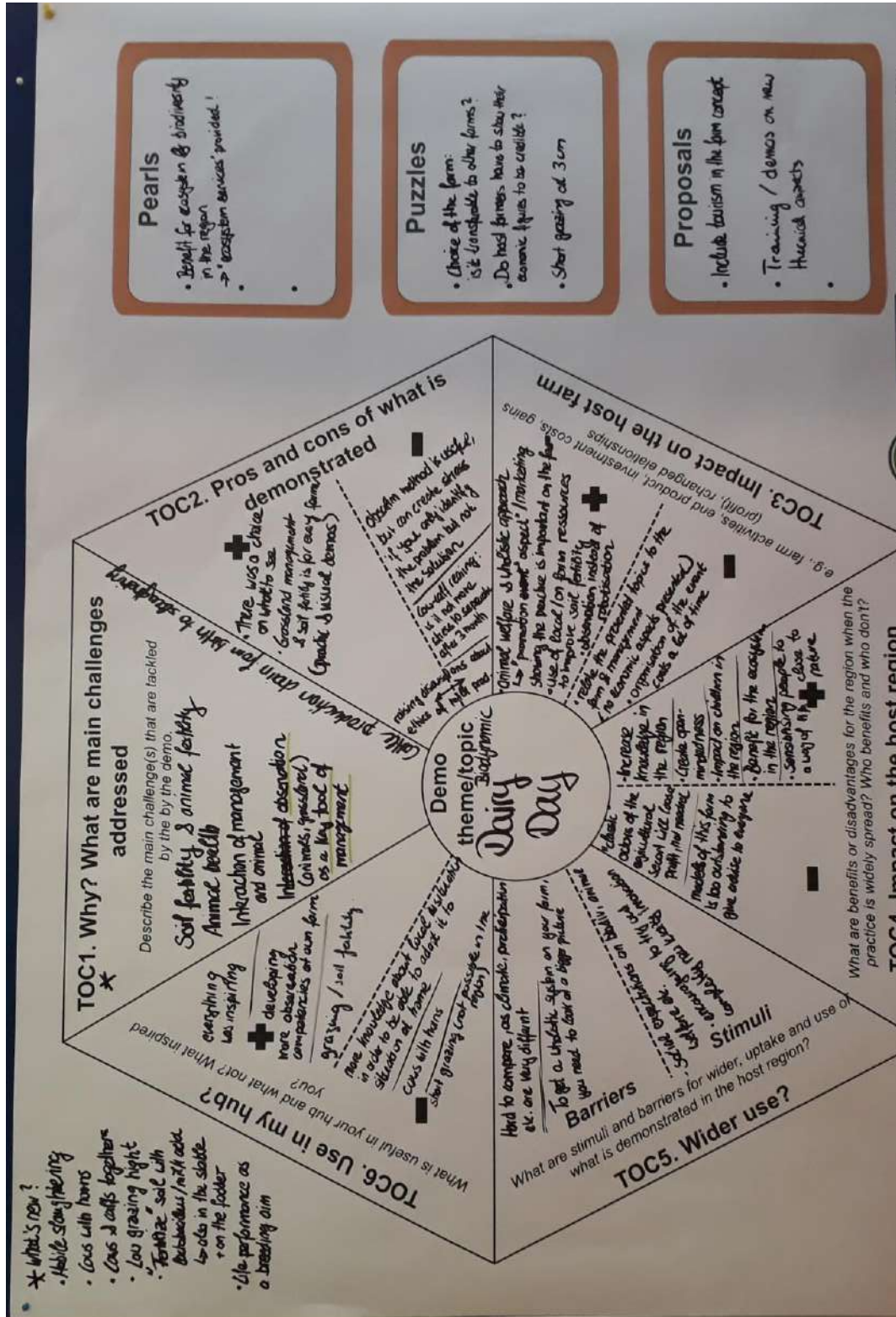


CrossVisit Schedule		
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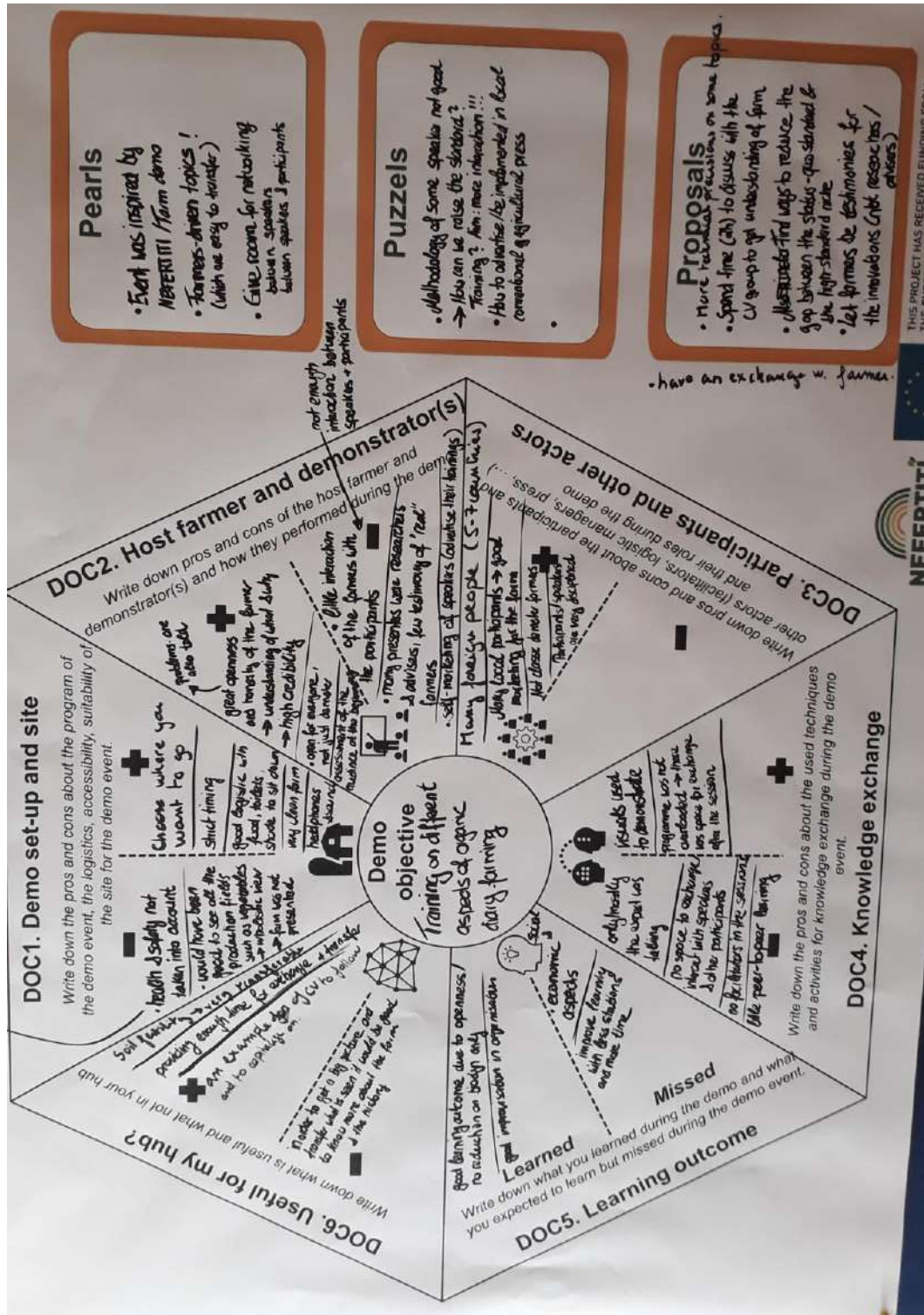
5 Pictures of the canvas

5.1 Topic canvas





5.2 Demonstration canvas





5.3 Wrap-up canvas

We learned ...

What did you learn from this cross visit on what and how it was demonstrated?

- that & how a farmer-led demo-activity can work
- how to rear colts with their mother and about the social benefits it brings for the herd
- technical learning even for experienced farmers & advisers → lot of innovative aspects

We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- provide more time for interaction between CV members and with local farmers → more knowledge exchange
- logistical approach to organize such an event
- it is possible to have a demo event on a biodynamic farm without having biodyn on top of the agenda

We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- meet the host farmer for exchange during CV
- repeat the event
- for the CV, take a second day to visit other farms in the region
- integrate local politicians in the CV feedback round to give suggestions for the regional policy
- learn more about the political framework in the host region



6 Overall reflection of the organising hub coach

6.1 Organisation of the CV

Finding a good field demo was not difficult. But as the hub coach was one of the main organizers of the demo it was foreseeable that she wouldn't have time to look after the cross visitors. Without the support of the hub coach of another network (Ann-Kathrin Bessai) the cross visit would not have been possible. Furthermore, the support of the monitoring by Delphine Neumeister was very helpful.

Within the network the framework of the cross visit was discussed and the participants were provided with assistance for travel and accommodation. The participants organized the journey and their overnight stay completely independently.

One difficulty during organization was to find interested farmers from different countries who speak English well enough to follow the translation of the speakers.

6.2 Activities during the CV

The biggest difficulty was the language barrier between the speakers and the farmers participating in the cross visit. The contents could not be translated in detail during the lectures, therefore professional simultaneous translators would be needed. Not only is a lot of information lost during the translation process. The exchange after a lecture and between the participating farmers is also hampered.

In addition, it became clear that the planned period of 3 days for the cross visit (including arrival and departure) was too long for some participants. As a result, some participants left before the wrap-up session and the feedback.



7 Reflection of the WP5 monitor (if applicable)

7.1 Kick Off

The kick off took place during the morning of the field trip (1h30), with a presentation of organic farming (OF) in Germany, German political framework of OF and some information about the host farm. Presentation was made by Ann-Kathrin Bessai, hub coach of network 6, who took care of the Nefertiti group in support of hub coach 3 (Anne Droscha), who was in charge of organizing the whole demo day. A short introduction to Nefertiti methodology was made by WP5 member (Delphine Neumeister) in order to present the different tools (reflection cards) and steps that participants would get through: kick off, field day, reflection on the cross visits.

Points for improvement: this organisation enabled the participants to arrive late the day before (optimisation of travels), but time dedicated to get to know each other (ice breaker for instance) was missing, especially for the farmers who had never met the network participants. A specific moment dedicated to each farmer description would have been appreciated (cross presentation, specific issues etc.).

7.2 Field demonstration

The cross visit was organized during an important OF event in the south of Germany: the “milk day”. Hundreds of people, mainly farmers from the regions but also from further, took part to this famous event about organic farming and biodynamic methods. Experts



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of organic production offered a very large diversity of topics related to dairy production: soil fertility, animal health, interaction with animals, life performance, mobile slaughtering, and importance of observations... (11 topics, see picture below).

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Soil fertility in grassland (Dietmar Näser, Grüne Brücke)	Pasture management (Edmund Leisen, LWK NRW)
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Keeping Cows with horns in loose-housing barns (Ulrich Mück, Consultant)	Udder Health (Silvia Ivemeyer, Uni Witzenhausen)
	Mobile slaughtering (Ernst-Hermann Maier, Uria)

Participants, could choose which ones they wanted to attend. Nefertiti participants divided into two groups (regarding language spoken), each group decided which subjects they wanted to attend (4 different during the day). Due to language issues the Nefertiti group was divided into two groups: one French speaking, the other English speaking. Ann-Kathrin took care of the German to English translation in the second group. German to French translation was possible thanks to the presence of Michael Kuegler (otherwise,

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another translator German to English would have been necessary, because the level of German of the participants was too low to understand the experts).

Each session lasted for 30 minutes (mostly dedicated to presentation, followed by some time for questions). Between two sessions, 15 minutes were dedicated to travel between workshops or to exchange between participants & experts. Some workshops were held on the field (grasslands and pasture), other in the barn or the milking parlour, regarding the subject.

7.3 Reflection on the field demonstrations

As there were 11 different demos, reflection on each of them is not possible.

Two of them were particularly interesting regarding the learning process (practical and visual demo):

- Soil fertility in grassland: the expert used the soil of the pasture to demonstrate the importance of soil management for the fertility. Demonstration helps farmers to remember and incite them to follow the example back home.
- Obsalim Metabolic assessment: Professor Giboudeau used a cow on the farm to illustrate his diagnostic. Farmers had the opportunity to witness directly the benefits of the method.



Globally, the demo day showed the importance of observation and use of local resources to manage efficiently an organic & biodynamic farm. Participants would have liked to confront the technical approach with an economic one, to see the viability of the system.

The context of the farm is very interesting and also very special (pedoclimatic context, biodynamic farm since 1932, huge dimension with 45 employees, direct marketing etc.). In that sense it was not easy for farmers to project themselves on their farm, as the dimensions are totally different, but they were very impressed by the technical level of the farm.



7.4 Social activity

The group went together for dinner and an ice-cream after the demo day in the city center. Point for improvement: some participants wished there was some specific social activity organised before or after the restaurant, or during the kick off. It would have been nice to take advantage of this moment to create some interaction between the participants (icebreaker, cross presentation, activity, local food etc.).

7.5 Knowledge exchange

The knowledge exchange took part the day after the demo event, with all Nefertiti participants (except Spain partners who had to leave before). We started with the Topic Canvas, then the Demonstration canvas. Participants were asked to collaborate regarding the observation cards they had picked the day before. Each person of the group could complete the proposition with their own feedbacks. Even if there were some overlapping in the discussion, we globally managed to get through one canvas after the other. First canvas was easier to complete because participants were very motivated, the second one was more fastidious because of tiredness and some redundancy.



7.6 Wrap-up

The wrap up session went really fast because we only had few time remaining and the main ideas were already on the table. This exercise was perceived as very important to reflect on the demo day and to help farmers to sum up what they would bring back home.



7.7 Conclusion: overall impressions, remarks, suggestions, ...

What worked well

A perfect organisation: the logistic of the event was excellent:

- The timing of the different demonstration sessions was perfectly respected, which enabled every participant to respect the program he had prepared.
- The catering service offered for lunch saved participants a lot of time and was also a way of getting closer to German food specialities 😊
- The availability of temporary toilets is definitively an important issue that was very well & ecologically anticipated.
- Shade and banks were available to sit in almost every workshop
- There were hundreds of people on the farm but everything went smoothly, thanks to the groups organisation and the adapted farm structure.
- It was obvious that preparation of the day had been carefully thought and anticipated.
- Ann-Kathrin Bessai took care of the Nefertiti group at all time and was very kind to all of us 😊

A very clear purpose and very well-declined subject: People were invited to take part to a “milk day” and that is exactly what they attended: many diversified subjects, with demonstrators who were very competent and expert of the subject. Some were more pedagogic and better speakers than others though. Lots of innovative aspects were presented, which enabled technical learning even for experienced farmers and advisers. Most of the topics were farmers driven which make it easier to transfer. Targeted audience was mainly farmers (organic or not), but also technicians.

A very well adapted farm: the farm is used to welcome people and is structured for that. Accessibility is perfect and well indicated, the place is very clean and gathers on the same place many different activities (milk production, gardening, social work etc.). Moreover the cross visit took place on a very sunny and hot day. Consequently the field tours and the overall atmosphere was perfect for a demo day.

Points for improvements:

Language and translation issues:

The “Two Nefertiti groups” organisation was chosen due to language issues, but in the end it prevented the participants from different countries to interact (especially for the French

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farmers who were together in the same group, in contrary of English and Spanish farmers who were together). One of the French participants was supposed to translate from German to French but the level was too high. Consequently, without the participation of Michael Kuegler, it would have been impossible for the group to understand the demonstration.

- ➔ This point is definitively the clue for improving next cross visits. As peer-to-peer exchange is one of the main objectives Nefertiti wants to reach, we definitively need to provide one translation (and one person) per language. Translation has to be anticipated (from visiting or hosting partners, to be decided) in order to provide best conditions for farmers to exchange and capitalize on what they are attending, that implies also to provide specific funds dedicated to translation.

Limited interaction between farmers and experts

The structure of the day allowed people to interact between each session, whether between participants or between farmers & experts. But Nefertiti farmers had difficulty to exchange with other farmers of the field day because of language issues, but also because the interactions between farmers and speakers were quite limited. Speakers did not involve very much farmers to the demo they were conducting, neither with testimonies nor participation.

Moreover some experts, even though they were very competent, were not good speakers (speaking very quickly, about complicated figures etc.), consequently some workshops turned to be not as interesting as the subject promised it.

- ➔ Maybe a facilitator could provide an added value to foster interaction between participants and demonstrator by encouraging attending farmers to participate.
- ➔ For the “theoretical” demos, adding some farmers’ testimonies (some had, but not the ones I attended) could also bring a more concrete approach to the demonstration.

A really intense day for the organizers

Farmers would have liked to interact with the hosting farmer, who did not participate to Nefertiti exchanges because she was very busy with hosting the event. She did take part to one of the workshop but not all the groups attended it. The French farmers also would have liked to enjoy being in Germany to visit other farms the day after.

- ➔ It could be interesting to conduct the cross visit on 2 full days (without travels), in order to organize a second day of visits and interaction with hosting partners.

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Give more importance to exchanges within the Nefertiti group

With the beautiful weather and the wonderful place where the event took part, participants would have enjoyed to benefit from typical activities as the base of a social event, in order to foster interactions between CV participants.

- ➔ Social events should be considered as part of the CV itself, as it is often during unformal events that people interact and exchange tips.
- ➔ Moreover the Nefertiti project has to clarify whether the dinner fees have to be charged to the participants or to the organizational team (there was a debate on this subject).



The smile on our faces demonstrates how satisfied participants were satisfied with this cross visit ! Thank you very much Anne and Ann-Kathrin ☺



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Cross visits Report
Network 4
Zamosc- Poland
25/6/2019 – 27/6/2019



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Document Summary

Deliverable Title: **Cross visit Report NW4**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste, Andrzej Szymański**

Contributor:

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of NETWORK 4 in Zamosc (Poland), on 25-27 June 2019



1 General information on the Cross Visit

Hosting Hub: Poland

Contact person of the hosting Hub: Andrzej Szymański (a.szymanski@cdr.gov.pl)

Name of the WP5 Monitor: Laure Triste

2 List of participants to the demo

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Bartłomiej Kołacz	Advisor of the Polish hub
Piotr Doligalski	Demo farmer of the Polish hub

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Szymon Wojnowski	Farm manager of the demonstration farm of Mr. R. Wisniewski (Polish hub member)
Marian Głowacki	Technical advisor in the demonstration farm of the Polish hub
Wojciech Kowalski	Advisor of the Polish hub
Laure Triste	WP5 Monitor
Luis Orcaray	Hub coach of the Spanish hub
Inigo Virto	Researcher of the Spanish hub
Ciska Nienhuis	Hub coach of the Netherlands hub
Foppe-Jan Dijkstra	Demo farmer of the Netherlands hub
Guy Verrue	Demo farmer of the Belgium hub
Guido Lammerant	Demo farmer of the Belgium hub
Franky Coopman	Network 4 Leader, advisor of the Belgium hub
Piotr Kozera	Farm manager of the experimental farm at the Institute of Sciences in Puławy
Andrzej Gryn	Hub farmer, sub coach of Polish hub
Wiesław Gryn	Demo farmer of Polish hub (host)
Andrzej Szymański	Hub coach of the Polish hub, advisor
Monika Mrożek	Advisor of the Polish hub
Jan Jadczyzyn	Researcher of the Polish hub

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Sylweter Wegrzyn	Demo farmer of the Polish hub
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3 Invitation

Ladies and gentlemen!

From 1 January 2018, the French Association for Technical Coordination of Agriculture (project leader) together with other European partners (31) is implementing the NEFERTITI project, financed by the European Commission's Horizon 2020 Program. The Polish participant of the project is the Agricultural Advisory Center in Brwinów. NEFERTITI is a unique undertaking creating 10 thematic networks under which entities associated with the agricultural sector, through the exchange of knowledge create added value in the form of promotion of a more competitive, sustainable and climate-friendly agriculture.

Implementing the project assumptions, we are pleased to invite you to the meeting (combined with a visit to the field) regarding the quality of soils in arable crops. The meeting will take place on the farm of Mr. Wiesław Gryna in Rogów 57, Zamojski powiat, woj. Lublin in the day 26.06.2019. We provide free accommodation on 25/26 and 26 / 27.06.2019 at the Zamojski Hotel Address: Hugona Kołłątaja 2/4/6, 22-400 Zamość.

Contact: person:

Andrzej Szymański CDR Brwinów O / Radom, e-mail: a.szymanski@cdr.gov.pl, phone: +48 697 134 648

Sincerely,

Andrzej Szymański

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Szanowni Państwo,

Od 1 stycznia 2018 roku, francuskie Stowarzyszenie Koordynacji Technicznej Rolnictwa (lider projektu) wraz z innymi europejskimi partnerami (31) realizują projekt NEFERTITI, finansowany ze środków Programu Komisji Europejskiej Horyzont 2020. Polskim uczestnikiem projektu jest Centrum Doradztwa Rolniczego w Brwinowie. NEFERTITI jest wyjątkowym przedsięwzięciem tworzącym 10 sieci tematycznych w ramach których podmioty związane z sektorem rolnictwa, poprzez wymianę wiedzy tworzą wartość dodaną w postaci promocji bardziej konkurencyjnego, zrównoważonego i przyjaznego dla klimatu rolnictwa.

Realizując założenia projektu mamy przyjemność zaprosić Państwa na spotkanie (połączone z wizytą na polu) dotyczące jakości gleb w uprawach polowych. Spotkanie odbędzie się w gospodarstwie rolnym Pana Wiesława Gryna w miejscowości Rogów 57, powiat zamojski, woj. lubelskie w dn.26.06.2019. Zapewniamy bezpłatny nocleg w dn. 25/26 i 26/27.06.2019 w hotelu Zamojski [Adres:](#) Hugona Kołłątaja 2/4/6, 22-400 Zamość.

Osoba kontaktowa:

Andrzej Szymański CDR Brwinów O/Radom, e-mail: a.szymanski@cdr.gov.pl, tel. +48 697 134 648

4 Agenda

Tuesday 25th of June: Arrival in Lublin and transport to Zamosc

Wednesday 26th of June: Day on the farm of Wieslaw Gryn, locate at Rogów 57, 22-245 Grabowiec. Detailed Programme of the day in table below

Thursday 27th of June: social activity: visit of Zamosc, and departure to airport.

No.	Step	duration	Activity
1	Kick- off	9.00-10.00	<ul style="list-style-type: none">• Introductory speech by Andrzej Szymański (hub coach)• Presentation of the farm and philosophy by Wiesław Gryn (host)• Introduction round of the participants• Presentation of research performed on soil erosion and compaction on the farm by Jan Jadczyzyn (researcher). This research motivated Mr. Gryn to change to no till practices.• Presentation of rainfall in region by Mr. Gryn
2.	Field Demonstration	10.00 -11.30	Visit of 3 soil profiles (pits) in the wheat and corn fields. Explanation of the soil profiles by the researcher (Jan Jadczyzyn) and Mr. Gryn (host farmer).

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3.	Inside presentation about the farm	11.30 – 13.00	<ul style="list-style-type: none">• PPT- Presentation of the farm and philosophy of no-tillage by the host farmer (Mr. Gryn)• Short movie about the own developed machine at work.
4.	Lunch	13.00 – 14.00	Lunch on the farm
5.	Machine Tour	14.00 – 15.00	Tour with explanation on the machine park of Mr. Gryn.
5.	Inside films on machines at work and activities on the farm	15.00 -16.30	Films made by drones and camera work of Mr. Gryn. While showing the films, Mr Gryn gave explanation.
6	Knowledge exchange	16.30 – 17.30	Completing the topic and demonstrations canvas and wrap up with all participants, facilitated by Laure Triste and Andrzej Szymański



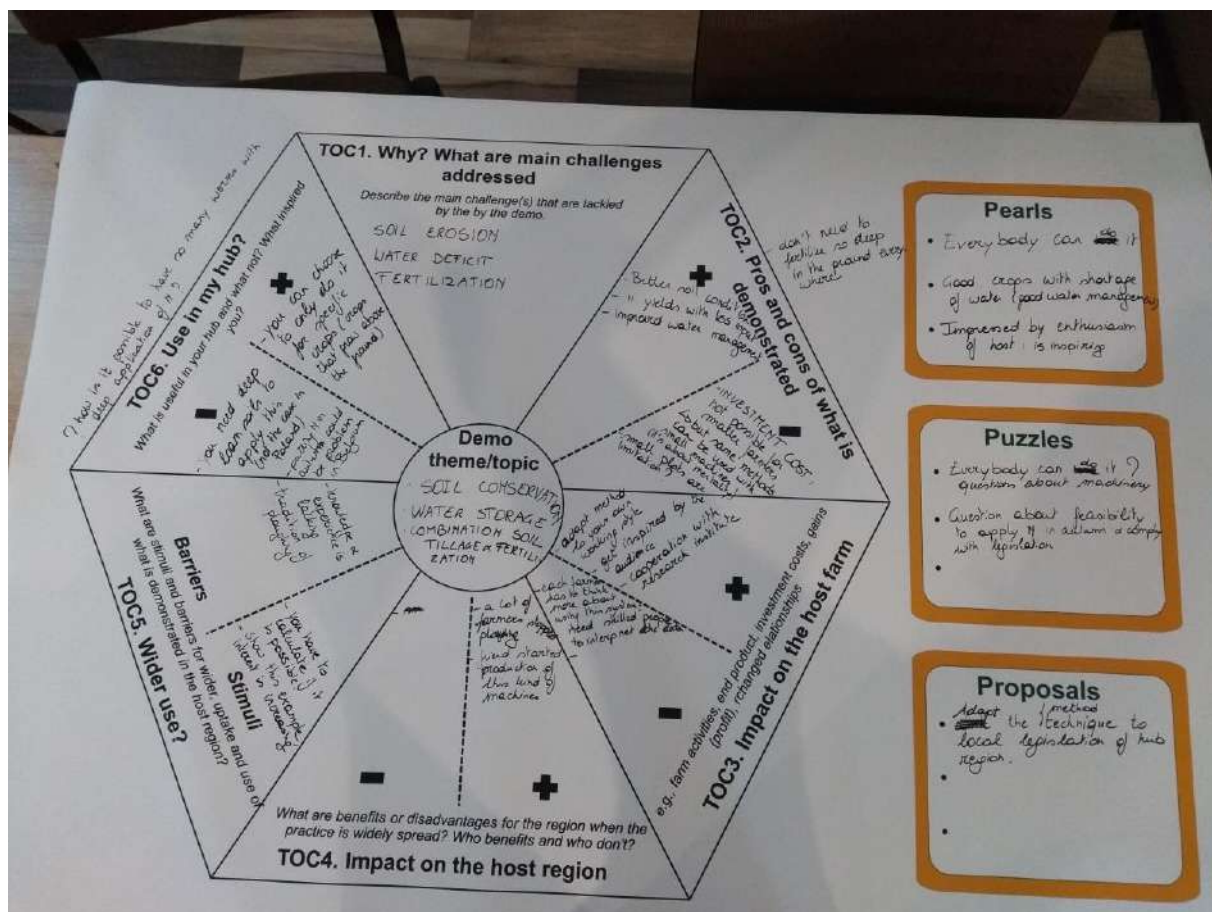
Cross visits template for report.

5 Pictures of the canvas

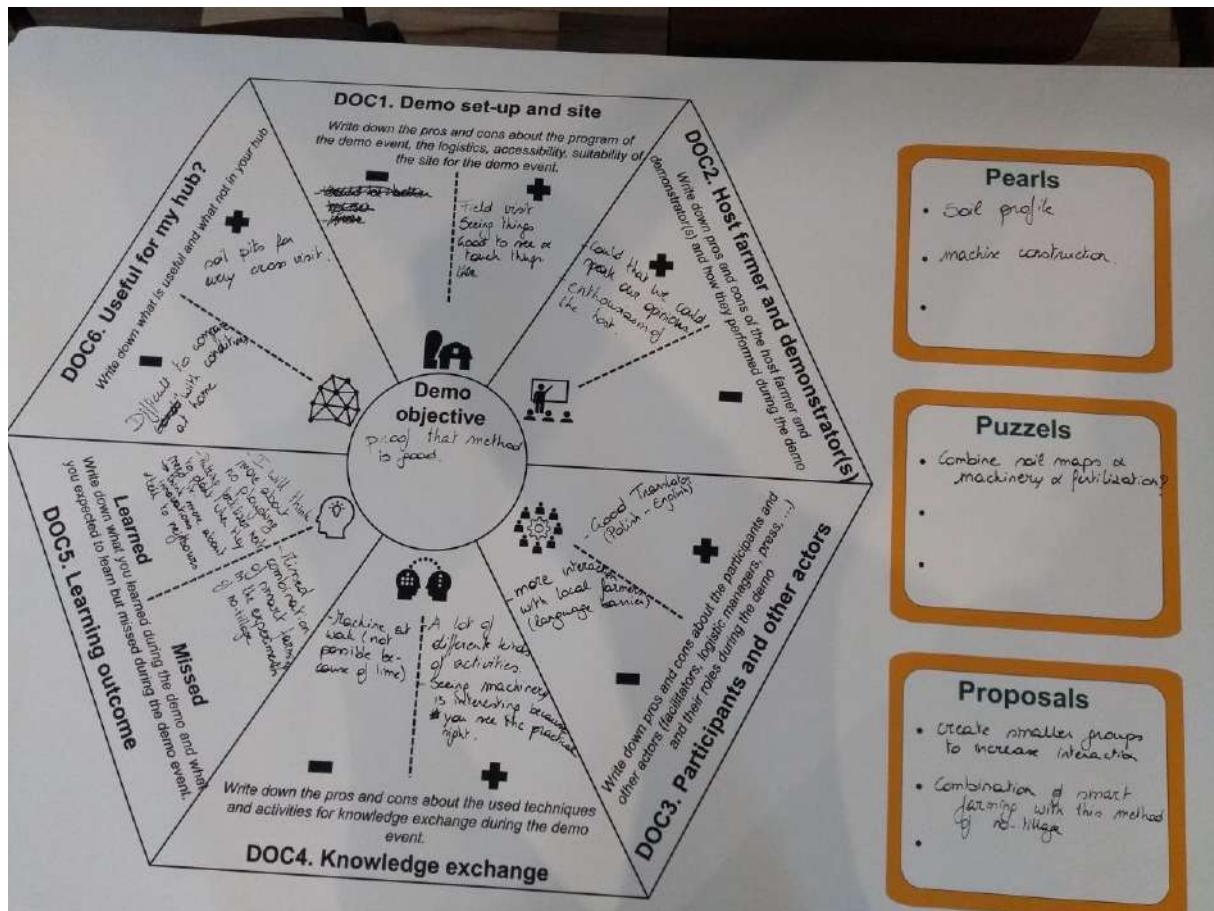
Comment: the canvasses were completed in the attendance of the demonstrator. The impression was that some participants did not speak freely about what they thought could have been done better. WP5 Monitor Laure added below what she heard while speaking with the participants afterwards.

Further, because of time limitations due to incoming and outgoing flights all steps of the CV had to be performed on the same day. This means that all participants were already very tired to perform the exercise with the canvasses.

5.1 Topic canvas



5.2 Demonstration canvas



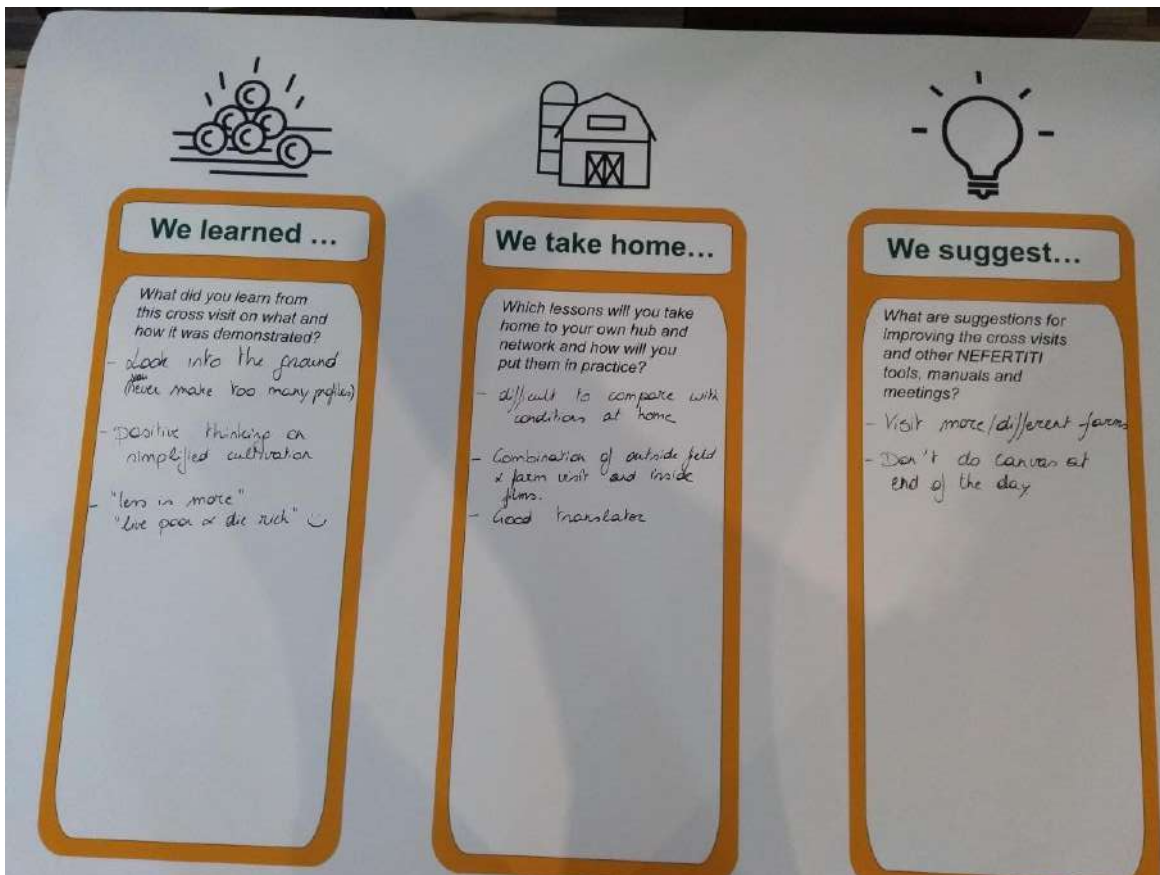
Told afterwards by participants:

- the presentation of the researcher was too academic. Also his explanation in the field was not very clear. It was not clear to the farmers what they had to see. Only for the soil expert (researcher) from Spain it was clear.
- It would have been better if the presentation of the researcher was in English, so it was easier to interpret by the farmers. Also providing visually attractive graphs instead of tables would have made interpretation easier. The presentation of the researchers was not very clear.
- the presentation of the researcher in combination with the fieldtrip was good. We could see the theory work in practice. Participants found discussing the soil profiles one of the most valuable activity of the CV and definitely not too long. The theory of the lecture was shown in practice. We could directly link the change in soil profile to soil indicators that have a direct link with for example crop health and yield.
- Some participants found it a drawback that the translator didn't have an agronomic background (assumption) and therefore didn't use technical terms or understood everything. It made it more difficult for the participants to understand the story.



- More interaction between the researcher and farmer with the other participants during the whole event would have increased the knowledge exchange. Due to (inevitable) delay in translation it was difficult to ask questions to the researcher, hosting farmer or Polish farmers/advisors. The knowledge exchange was one-sided, the Polish people did not hear the bottlenecks with non-tillage from the foreign visitors.
- The participants thought it was very inspiring to see the machines working while filmed by a drone, they could have a clear look at the effect on the soil. The hosting farmer also showed the effect of different tillage practices (experiments), filmed by a drone.

5.3 Wrap-up canvas





6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

The visit went according to plan, except for presenting short information about the region's specificity for agriculture. An invited advisors from the region did not come to the meeting for personal reasons.

6.2 Activities during the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

Too much time was devoted to discussing soil profiles. Sometimes it results from too long lectures conducted by scientists.

The fears concerned translation but they turned out to be irrelevant. The interpreter was well prepared for her role



7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

- The hosting hub coach facilitated the whole day and introduced the speakers (researcher and Farmer). Originally, an introductory speech by two advisors on agriculture was foreseen in this step, but they did not turn up (without noticing the hosting hub coach).

- All main talks were in Polish, but the whole day long there was simultaneous translation. Every foreign participant received a mobile device and with headset. The translation was very much appreciated by the foreigners, although the inevitable delay in translation and lack of using technical terms made it sometimes difficult to understand or communicate with the Polish people. Further, also the son of the host farmers was present. He had been on an internship in the USA, so he spoke some English. This was nice for the foreign farmers, because they could ask questions to him during and after the field demonstrations.

- It was a good idea to start with the presentation of the researcher, because that was the start of the other way of thinking of Mr. Gryn and to start thinking about no till practices. However, some of the participants found the presentation of the researcher rather academic. The whole presentation was in Polish. The slides (especially the tables with results) could have been made much easier to interpret. Also the clear message was a little bit missing and the presentation could have been more concise.

7.2 Field demonstration

- It was a very hot day. The change between outside field visit and machinery tour and inside presentation and movies was good and much appreciated. Overall the farm was very well equipped to receive visitors, with an equipped meeting room, very tidy rest



rooms and a tidy farm as a whole. The field was right beside the farm, so it was easy to switch between the inside rooms and the outside.

- First, three soil profile pits were compared in a wheat and a corn field. Both the researcher and the hosting farmer gave explanation. It was sometimes difficult to understand what the researcher wanted to show us. There was good interaction and frequent questions by the participants (all with translation). The group size of 20 people was maybe a little bit too big to all stand around the pit. But it seemed that nobody experienced negative experiences about this. Participants could go in the pit and feel the soil. Most questions were asked by the Spanish researcher, maybe because he spoke more the same language as the researcher, and better understood what he wanted to show.

- The presentation of the host farmer was very comprehensive and nicely drafted. He was very knowledgeable, motivated and made a very good impression on the visiting farmers. He often compared with the situation in the hub regions of the visiting hubs, for example, while talking about rain fall or types of soil. The farmer also sometimes asked questions to the participants.

- The machine tour was led by the hosting farmer. He showed all his machinery and explained their features and how he adapted them for his no till methodology.

- After the machine tour, during 1,5h, movies were shown by the hosting farmer. He gave explanations while showing movies of the machines at work. Because of the time of the year, it was not possible to show them at work in real life. The participants thought it was very inspiring. The hosting farmer also showed the effect of different tillage practices (experiments), filmed by a drone. However, this section of the day was too long (some people had difficulties to no fall asleep; this could also be due to the hour of the day, the heat, the darkness of the inside room and because there was little interaction), and the host farmer spoke enthusiastic and was not interrupted by a timekeeper or facilitator. He also showed a short movie about festivities of his farmers' union, which did not contribute to the purpose of the day. It would have been good to keep this session shorter and only limit it to showing 4 movies to make his point.

7.3 Reflection on the field demonstrations

Because of time constraints and changes in the schedule and because not all hub coaches had their hub journal with them, this step was not completed. However, the hub coaches were asked to complete the hub journal after the Cross visit.

7.4 Social activity



On the 25th of June, we went to a terrace together in Zamosc, with the visitors, the hosting hub coach and some Polish farmers.

On the 26th of June, after all exercises were done, a dinner outside in the beautiful garden of Mr Gryn was organised. Also a group picture was taken. The foreign farmers were very open and easy to talk to. They also made easy contact with the other participants.

On the 27th of June in the morning, we had a quick touristic tour around the city of Zamosc.

7.5 Knowledge exchange

The canvasses were completed in the attendance of the demonstrator. The impression was that some participants therefore did not speak freely about what they thought could have been done better. When a comment was made or a question was asked, the Polish people were very eager and helpful to understand and answer the question correct. But as a consequence, simple questions or comments were elaborately answered.

There was no or little discussion between the foreign and Polish participants, probably due to the language barrier.

Further, because of time limitations due to incoming and outgoing flights all steps of the CV had to be performed on the same day. This means that all participants were already very tired to perform the exercise with the canvasses after a whole day of demonstrations and presentations. However, they tried to make an effort, but they were rather interested to exchange some experiences amongst themselves or to ask further questions to the host farmer and his son.

However, the participants did not respond negatively on the approach and said it is good to have something written on paper to conclude. The hosting hub coach did mention that he was happy that somebody of WP5 was present, because he didn't feel comfortable to facilitate the discussion (although he did a very good job already).

7.6 Wrap-up

This was done immediately after the knowledge exchange and done very quickly because everybody was tired. A present was given to Mr. Gryn by the Belgian visitors.

7.7 Conclusion: overall impressions, remarks, suggestions, ...

Andrzej (hosting hub coach)

1. The overall impression regarding the cross visit was positive.
2. The hosting hub coach stated that the presence of someone from WP5 is a great asset and has positive influence on the course of the cross visit especially on the knowledge exchange. **Thank you Laure!**

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3. If possible, a one and a half day meeting would be a better solution. One day cross visit especially at such high temperature, was a big challenge for the participants
4. All foreigners spoke English

WP5 monitor:

1. The farmers mentioned they enjoyed the visit and found it inspiring. They did not regret their attendance (although they had a lot of work on their farm).
2. The foreign farmers mastered the English language well and were not afraid to ask critical questions. This highly contributed to the value of the knowledge exchange.
3. This CV shows that the predefined CV of 2 days is necessary to have a good discussion during the knowledge exchange session.
4. Doing the exercise on the Demonstration canvas can be difficult in attendance of the host farmer (demonstrator). People don't like to give critique in attendance of the demonstrator.



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Cross visits Report
Network 5
The Netherlands (Slootdorp /
Vierhuizen
21 and 22 of August 2019



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Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 5 – Crop sensing and variable rate applications in the Netherlands, on 21 and 22 August 2019

1 General information on the Cross Visit

Hosting Hub: Wageningen Research – Field Crops

Contact person of the hosting Hub: Jan Kamp

Name of the WP5 Monitor (if applicable): Herman Schoorlemmer

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network
Juhani Rahko	Hub Coach <u>Finland</u>
Francois-Xavier Schott	Hub Coach France
Maxime Salin-Maradeix	France Core group (Arvalis)
Peio Bachelet	France Core group (Arvalis)
Marek Krystoforski	Hub coach Poland
Tadeusz Szymańczak Skrzelew	Polish Core group member (farmer)
Kamil Szymańczak Żyrardów	Polish Core group member (farmer/supplier of PA tools to farmers)
Jan Kamp	Hub coach / network leader
Herman Schoorlemmer	Work package leader / evaluator
Anselm Claassen	Core group member NL / farmer
Bart van Loon	Core group member NL / farmer
Ko Munneke	Core group member NL / Province of Groningen
Ina Warmelts	Province of Drenthe
Cor Wever (replacing Frans Lips / Gertjan Fonk)	Ministry of Agriculture

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Geert Hekkert	Misset (communication)
Corne Kempenaar	Core group member (NL) / project manager NPPL / researcher
Johan Booij	Researcher Wageningen Research
Suppliers of technology: Vantage-agrometius, Raven Europe, Homburg Holland, CAV Agrotheek, Loonstra; LMB van der Maar, lmb Groenoord, Hoogland, Van Iperen, Vantage Agrometius, Bosscher Precision farming, Agrifac, loonbedrijf Wieringa	
Farmers: a total of 80 farmers 21-8-19: 46 22-8-19: 34	Names can not be shared
Advisors, policy makers etc.. 21-8-19: 16 *) 22-8-19: 35 *)	*) these numbers are excl. the persons mentioned before (this table).



3 Invitation

The visited farmers take part in a National Dutch project on precision agriculture (NPPL). In this project 16 arable farmers work with innovative applications. They are guided by experts from research and industry. The 2 farms visited during the cross visit of Thematic Network 5 had activities that were part of a demo-programme of NPPL, named “NPPL on tour” with 3 visits to participating farmers in 3 different parts of the country. The project has a media-partner called Misset (producing a farmers magazine: De Boerderij). This partner took care of the invitations. For example: the invitation below was printed in the magazine.

NPPL on tour geeft voorrang aan primair agrarisch ondernemers. Dit betekent dat wanneer het maximum van 150 personen per dag is bereikt, eventueel adviseurs op een reservelijst geplaatst kunnen worden. Dit zullen we uiteraard altijd aangeven via de mail. Vervolgens wordt op basis van de datum van aanmelden bepaald wie als eerst weer wordt doorgeschoven naar de deelnemerslijst.

 <p>20 AUG</p>	 <p>21 AUG</p>	 <p>22 AUG</p>
<p>Akkerbouwer: Martin de Meijer (Hoek, Zld) Expert: Jean-Marie Michiels</p> <p>Technieken: Plaatspecifiek granulaat, variabel bodemherbiciden en variabel loofdoden</p>	<p>Akkerbouwer: Bart van Loon (Slootdorp, N-H) Expert: Jean-Marie Michiels</p> <p>Technieken: Plaatspecifiek granulaat en variabel bodemherbiciden</p>	<p>Akkerbouwer: Anselm Claassen (Vierhuizen, Gr.) Expert: Johan Booij</p> <p>Technieken: Variabel poten aardappelen</p>

Locaties

<p>20 augustus Martin de Meijer – Hoek (Zld.) Lozeschorweg 1 4542 PP Hoek</p>	<p>21 augustus Bart van Loon – Slootdorp (N-H) Schelpenbolweg 46 1774 NG Slootdorp</p>	<p>22 augustus Anselm Claassen – Vierhuizen (Gr.) Menneweesterweg 4 9975 VV Vierhuizen</p>
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Only the second and third demo day were part of the cross visit.



Programma

14.30 uur	Ontvangst met koffie/thee en iets lekkers
15.00 uur	Welkomstwoord en uitleg middagprogramma Dagvoorzitter: Geert Hekkert, <i>Hoofdredacteur Boerderij</i>
15.15 uur	Learnings NPPL Corné Kempenaar, <i>Projectleider NPPL</i>
15.45 uur	De toegepaste precisietechniek(en) uitgelegd Begeleidende expert NPPL
16.15 uur	Precisietechniek in de praktijk Interview met akkerbouwer/NPPL deelnemer
17.00 uur	Gelegenheid om het bedrijf te bekijken en een snelle hap te nuttigen Ontvangst avondgroep, ook zij kunnen een snelle hap nuttigen

Wissel middag- en avondgroep

This program (welcoming, learnings NPPL, explanation of PA technology applied at the farm, farmer's experience, tour on the farm) is executed twice, once in the afternoon, once early evening.

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4 Agenda

Program

Wednesday 21 of August

- Arrival before 12.00 AM at Schiphol Airport
- Pickup of one group at hotel Apollo Lelystad and another group at the airport Schiphol
- 13.00 Meeting of the complete CV-team in a restaurant in Hoorn, including lunch and kick off.
- Driving to the farm of Bart van Loon, a 150ha farmer, who is presenting his experiences in 2018 and 2019 related to VRA applications.
- Programme till 19.00PM (including diner)
- Drive back to hotel Apollo Lelystad.

Thursday 22 of August

- 9.00 AM: network meeting at office of WUR Field Crops (Edelhertweg 1, Lelystad)
 - o evaluation of the first day, next steps in our network. Making use of Templates
- 12.00AM: Lunch
- 13.00PM: visit of seed potato farm Kamp Agro Rutten
- 14.00PM: driving to Groningen
- 15.00PM: visit of the farm of Anselm Claassen, a 250ha farmer, specialized in seed potatoes. He has been experimenting with VRA application, this year focusing on planting of potatoes
- Program on the farm: till 18.00PM
- Social Dinner in old fisher town Urk
- Drive back to Lelystad (evaluation on the way home).

Friday 23 of August

- leaving for Schiphol and travel back home by plane.

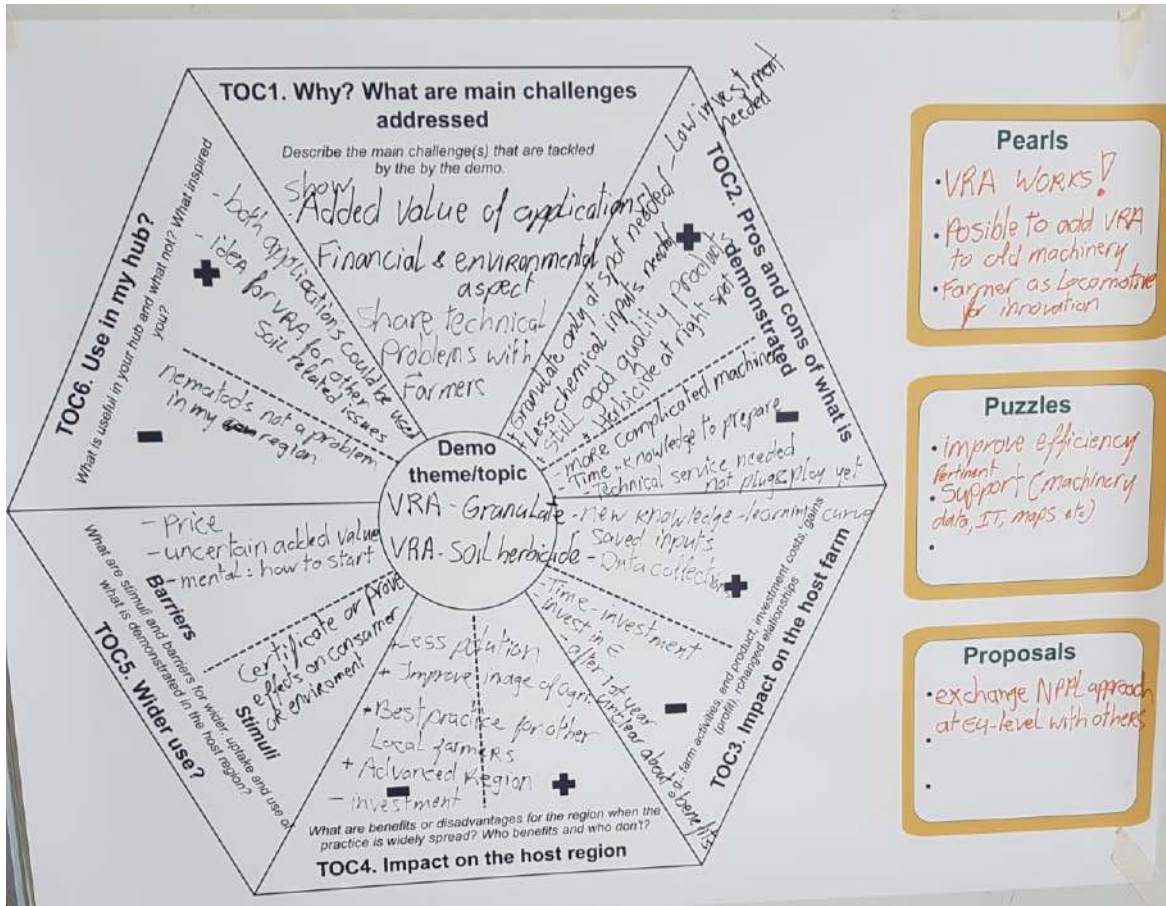
Field visit program

See invitation



5 Pictures of the canvas

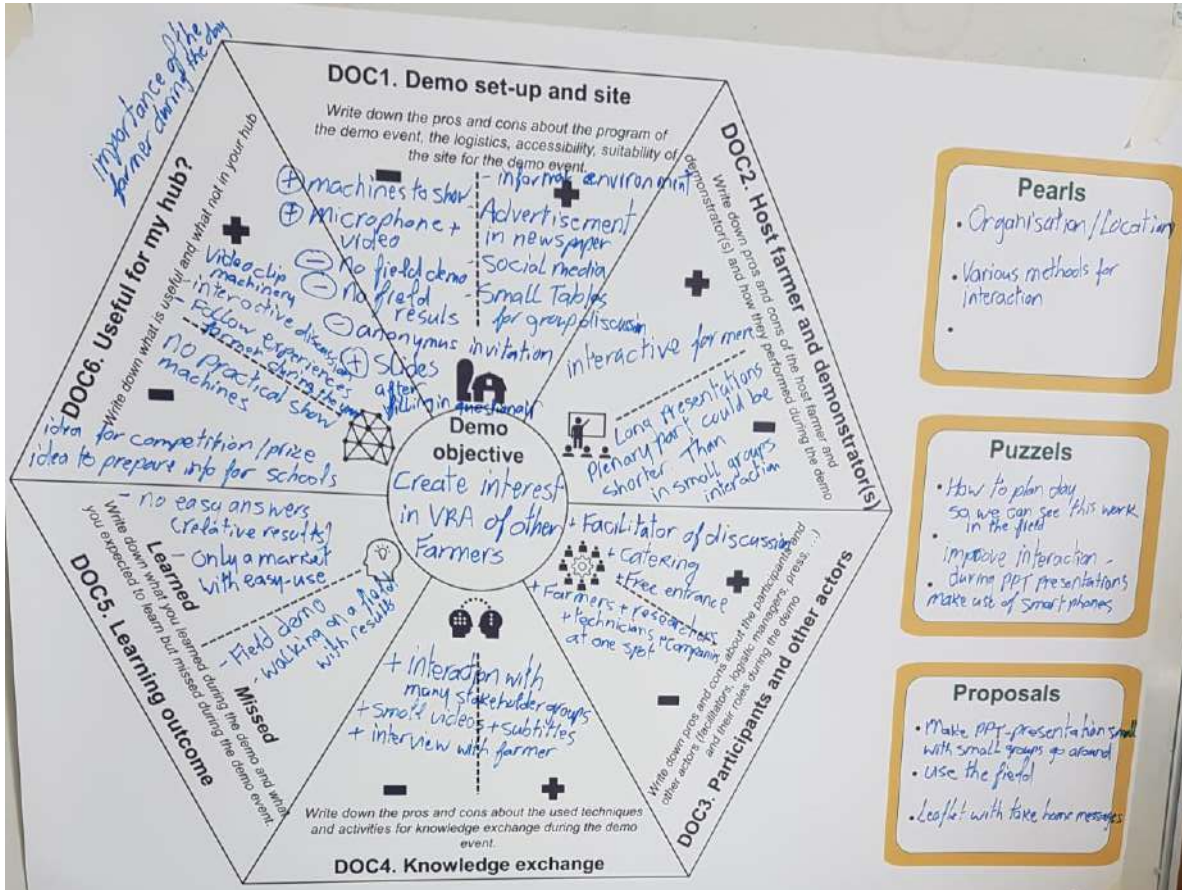
5.1 Topic canvas





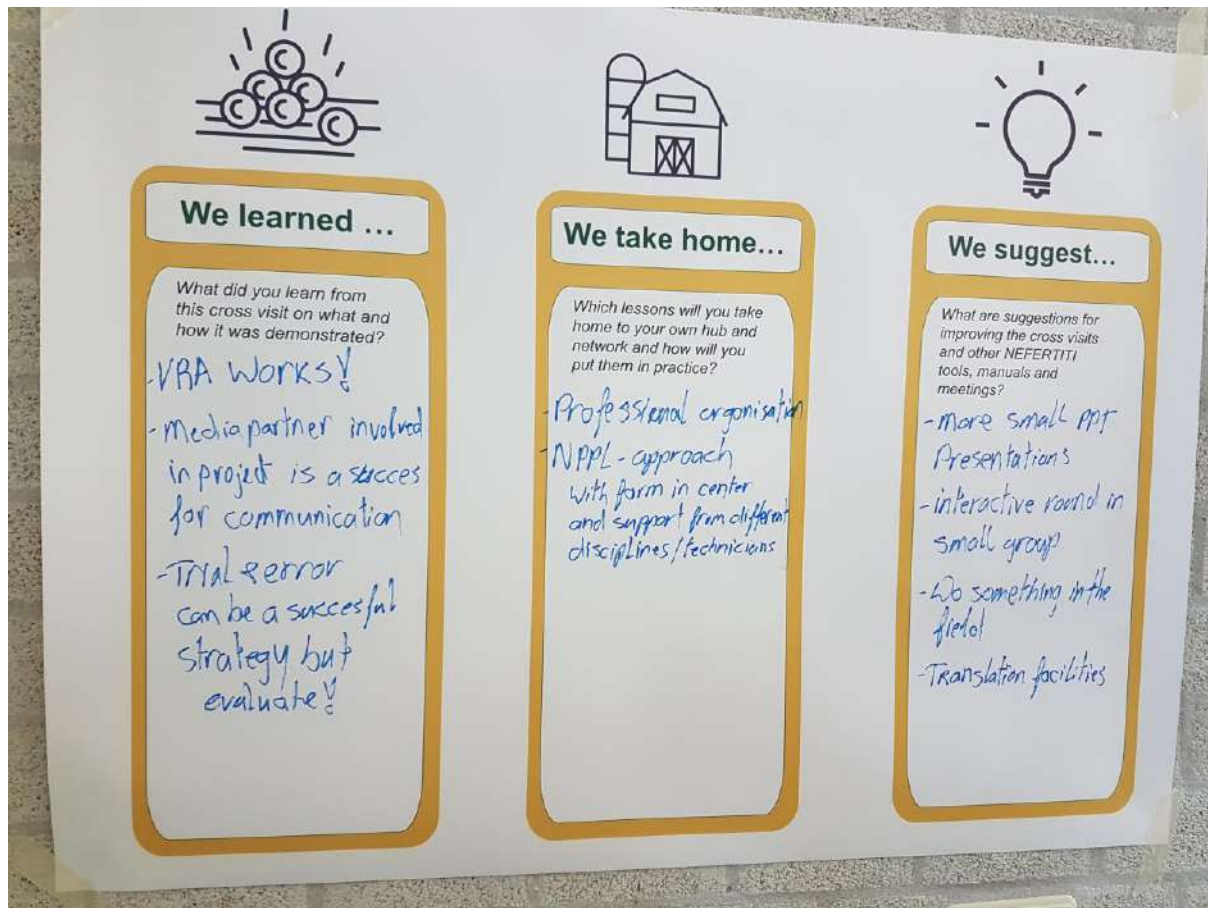
Cross visits template for report.

5.2 Demonstration canvas





5.3 Wrap-up canvas



5.4 Evaluation of the demo activities with the organizing committee

On September 9th a meeting was organized to share the evaluation of the Cross Visit team with the organizing committee of NPPL. In order to receive the presentations of the demo day, an Internet enquiry was performed under the visitors, the day after the demo day. Some of the meaningful reactions (all grades on a scale from 1-10):

- the location of the demo day, the farm, was given a high grade (8);
- the total grade given for the day was 7-7,5.
- the reason to come: stay informed about the last developments
- the combination of presentations and discussions with service providers (commercial companies) was positive.
- several visitors thought that the presentations are too long – without enough interaction with the floor.



- some people missed live demonstrations (except for the sprayer demo at the Claassen farm). The moment in the year made this impossible.
- the acoustics in the farm building was not optimal: more attention for sound quality.
- the catering present (coffee, drinks, snacks for free) was highly appreciated.

The marketing power of MISSET (doing the promotion of NPPL and these demo days) is impressive. They used many channels including their weekly farmers magazines (several titles – including special banners), social media (Facebook, Instagram, twitter), regional advertisements, direct marketing.

In the discussion that followed on the above evaluation (of both the CV team and the organizing committee) the following options for improvement were identified:

- maintain the current “farm” atmosphere: small scale meetings and low thresholds to exchange information;
- create focus in the subjects on such a day: make the day program as attractive as possible (content wise) for a certain target group (don’t focus on “everybody”); An option is to bring as much technology in as possible, but still focusing on a clear theme;
- try to combine “providing information (presentations)” with live demos (show what is possible) and an organized tour passing interesting application (e.g. shown by commercial companies); keep it balanced (timewise);
- by providing good catering visitors are encouraged to stay longer and have more peer to peer interactions.



6 Overall reflection of the organising hub coach

6.1 Organisation of the CV

The plan of the cross visit worked out as planned. Two demo farms were visited and the network participants were enthusiastic about the new insights they collected.

The participants were instructed how to evaluate certain elements of the cross visits. By dividing the focus the evaluation process was very efficient and productive.

6.2 Activities during the CV

The demo day started in both occasions with an interesting but rather long introduction of the NPPL program, the status of PA introduction, PA policy development of the Min. of Agriculture. This was followed by a rather long explanation of the application(s) implemented by the demo farmer. It is advised to bring more balance in the program, meaning shortening this part and take extra time for e.g. live demo's and/or peer2peer interaction.

Due to the moment in the cropping season it was not possible to do live demonstrations related to subjects that were the focal point of demo visit. But with a little bit of creativity, some small live demo's could be organized. It is advised to try to make this happen.

Most of the machinery were present (in a stationary setting) and the supplying companies were present to tell ins and outs of the application. Also the farmer was happy to tell about his experiences.

Only a limited number of farmers took the opportunity to actually take a tour passing all machinery. This was not an organized action and could be improved.

Not all applications were validated, meaning that the variable rate algorithm was the result of extensive testing. This means that the algorithm was more of less an good guess of the farmer. Also proving positive results of such an algorithm through simple field trials seems not possible. This gives a feeling of empirical research without a good fundament.

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The demo farmer is in the lead, meaning he chooses for certain VRA applications that might provide added value. This creates enthusiasm, at least on the short term. However, for how long: the downside is that he gets disappointed when no improvements in yield or quality is detected.



7 Reflection of the WP5 monitor (if applicable)

7.1 Kick Off

Participants of the CV came from 4 countries (NL,F, P,Fin) and partly didn't know each other. A first meeting was organised in a nice restaurant to have enough time for a lunch, make a round with personal introductions, introduction of the programme and the role of each other in the evaluation (picking the green and yellow card).

7.2 Field demonstration

7.3 Reflection on the field demonstrations

The canvasses worked quite well. We discussed all elements of the 3 canvasses in 2 hours. First the person with a corresponding green/yellow card gave his opinion, than the group added their view.

7.4 Social activity

7.5 Knowledge exchange

PPT-sessions were in Dutch and difficult to understand for our foreign guests. For preparation of a CV we have to think about translation related to plenary presentations. After the formal program the farmer was willing to make a round with our foreign guests and explained his machinery/applications, resulting in lots of questions.

7.6 Wrap-up

7.7 Conclusion: overall impressions, remarks, suggestions, ...

A successful cross visit with engaged partners of Nefertiti:

- We could see a very professional organisation (parking assistance, catering, clear sound systems, microphones, screens, short videos, media-partner, moderator in the plenary discussion etc);
- An open farmer willing to share his pros and cons, successes and failures;

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- An interesting NPPL-approach with engaged farmers assisted by experts to integrate new application on their farm;
- We missed an interactive round in small groups. It was useful to have the event on a farm but in fact fields and machinery were hardly used;
- It was not clear what other farmers learned. It was clear it was a network event. People stayed (supported by the catering). At least the participating farmers got an idea of the VRA-applications. For adoption of the demonstrated VRA-activities by other farmers, more interaction will be needed (clinics/masterclass, demo's, seeing how it works, bring your own machinery and get tailor made advice or whatever);

Annex 1: Annex 1: visit Claassen farm isit Claassen farm

Corné Kempenaar zegt dat we samen knelpunten moeten gaan oplossen. | [Bekijk deze nieuwsbrief online](#)



Adoptie precisielandbouw vergt oplossen knelpunten



“Steeds meer boeren adopteren precisielandbouw, maar het verloopt traag”, zegt Corné Kempenaar, projectleider NPPL. “Voor een doorstart moeten we samen met boeren knelpunten oplossen.”

[lees meer](#)



NPPL on Tour: variabele pootafstand



Expert Johan Booij vertelt tijdens de derde dag van NPPL on Tour over het variabel poten van aardappelen bij akkerbouwer Anselm Claassen.

bekijk de video

<https://www.youtube.com/watch?v=sjqOFogiGog>





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Cross visit Report
Network 6
Kassel, Germany
2-4 July 2019



NEFERTITI

**Networking European Farms to Enhance Cross Fertilisation and Innovation Uptake
through Demonstration**

Cross visits report.



Document Summary

Title: **Cross visit report network 6 Kassel, Germany, 2-4 July 2019**

Author(s): **Ellen Bulten, Ann-Kathrin Spiegel**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**



Cross visits Report of Network 6 in Kassel, Germany, on 2-4 July 2019

1 General information on the Cross Visit

Hosting Hub : Ann-Kathrin Spiegel

Contact person of the hosting Hub: Ann-Kathrin Spiegel

Name of the WP5 Monitor (if applicable): Ellen Bulten

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Yulia Barabanova	Hub member
Ann-Kathrin Bessai	Hub coach
Kilian Busch	Hub member
Victor Abrego	Farmer
Cristina Virto	Hub Coach
Pekka Paavola	Farmer
Timo Lotjonen	Farmer
Erkki Vihonen	Hub coach
Leena Seppä	Hub member
Jozef Tyburski	Farmer
Mirosław Romaniuk	Farmer
Mateusz Sekowski	Hub coach
Barbara Sazonska	Hub coach
Ellen Bulten	Monitoring

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3 Invitation

Invitation via e-mail, together with agenda



4 Agenda



NEFERTITI Cross Visit Germany

Ökofeldtage 2019, Networks 6 & 7

When: Tuesday, July 2nd 6 p.m. to Thursday July 4th 12:00 a.m.

Where: Best Western Kassel City, Spohrstraße 4, 34117 Kassel,
<https://www.bestwesternhotelkassel.de/>

Timetable:

Date & time	What (& where)	Facilitated by whom
Tuesday July 2nd	Best Western Kassel City, Spohrstraße 4, 34117 Kassel	
18:30	Welcome by the organisers	Michael, Ann-Kathrin, Julia
18:40	Organic farming in Germany: Short overview of the history of organic farming, development & status quo of organic farming in Germany	Ann-Kathrin
18:50	Political framework of organic farming in Germany	Julia
19:00	Organic farming in Hesse & Information on the Organic Field Days and the host farm	Ute Williges (LLH)
19:30	Introduction to the CrossVisit: presentation of timetable and demo activities to be seen at the Cross Visit for each network	Ann-Kathrin
19:50	Methodology of the Cross Visit: what will we do in the next two days and how will we do it? Explanation of cards and canvases	Ann-Kathrin & Julia
20:10	Getting to know each other/ Dinner	Ann-Kathrin & Julia
20:30	Storytelling: Experiences of an organic adviser	Heinz Gengenbach (LLH)
21:00	Free evening in Kassel	
Wednesday July 3rd	Field visit	
08:30	Bus from the hotel to the event	
09:30	Reminder: What will we do and how?	Ann-Kathrin & Julia
09:40	Visit of Crop Rotation in buckets at LLH	Ann-Kathrin
10:25	Visit of machinery demonstration	Ann-Kathrin & Matthias

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11:15	Discussion on machinery (advantages/disadvantage/degree of innovation etc) and selection of 1-2 machines that we want to see in detail Visit of 1-2 machinery exhibitors & discussion	Ann-Kathrin & Matthias
12:00	Grain legumes	Matthias (& Ann-Kathrin)
13:00	Lunch	
14:00	Find your own inspirations and best practices	Everyone on his/her own
17:30	Reception for 35 th anniversary of Heinz Gengenbach as organic adviser	
19:00	Bus back to the hotel	
Thursday July 4th	Best Western Kassel City, Spohrstraße 4, 34117 Kassel	
08:30	Reflection on the cross visit innovations and methodologies (groups divided by network)	Julia & Ann-Kathrin
10:00	Production of feedback videos for the organizers	Julia & Ann-Kathrin
12:00	Official end of the cross visit & Lunch Possibility to go to the Field days by Taxi/Shuttle	

Contact: Network 6: Ann-Kathrin Spiegel, Bioland, ann-kathrin.spiegel@bioland.de

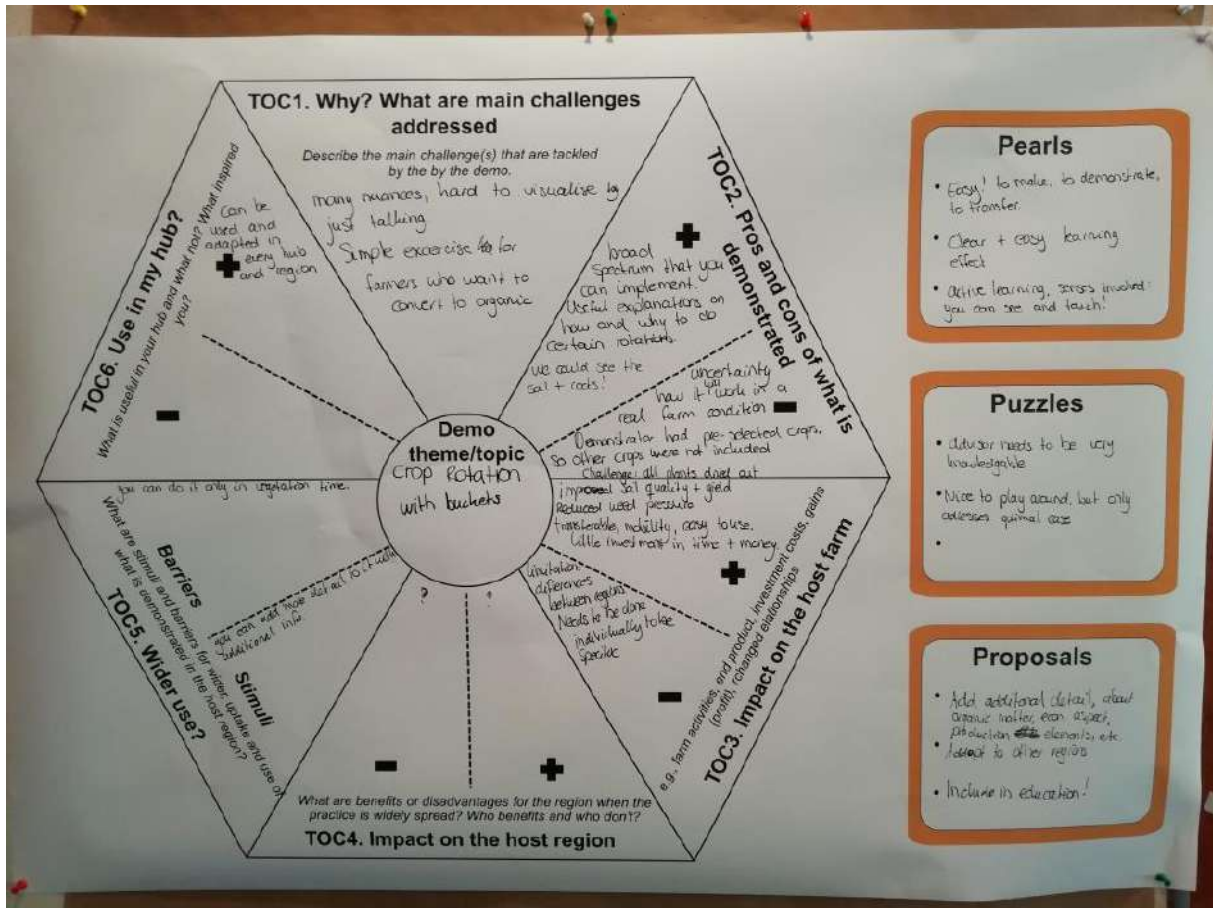


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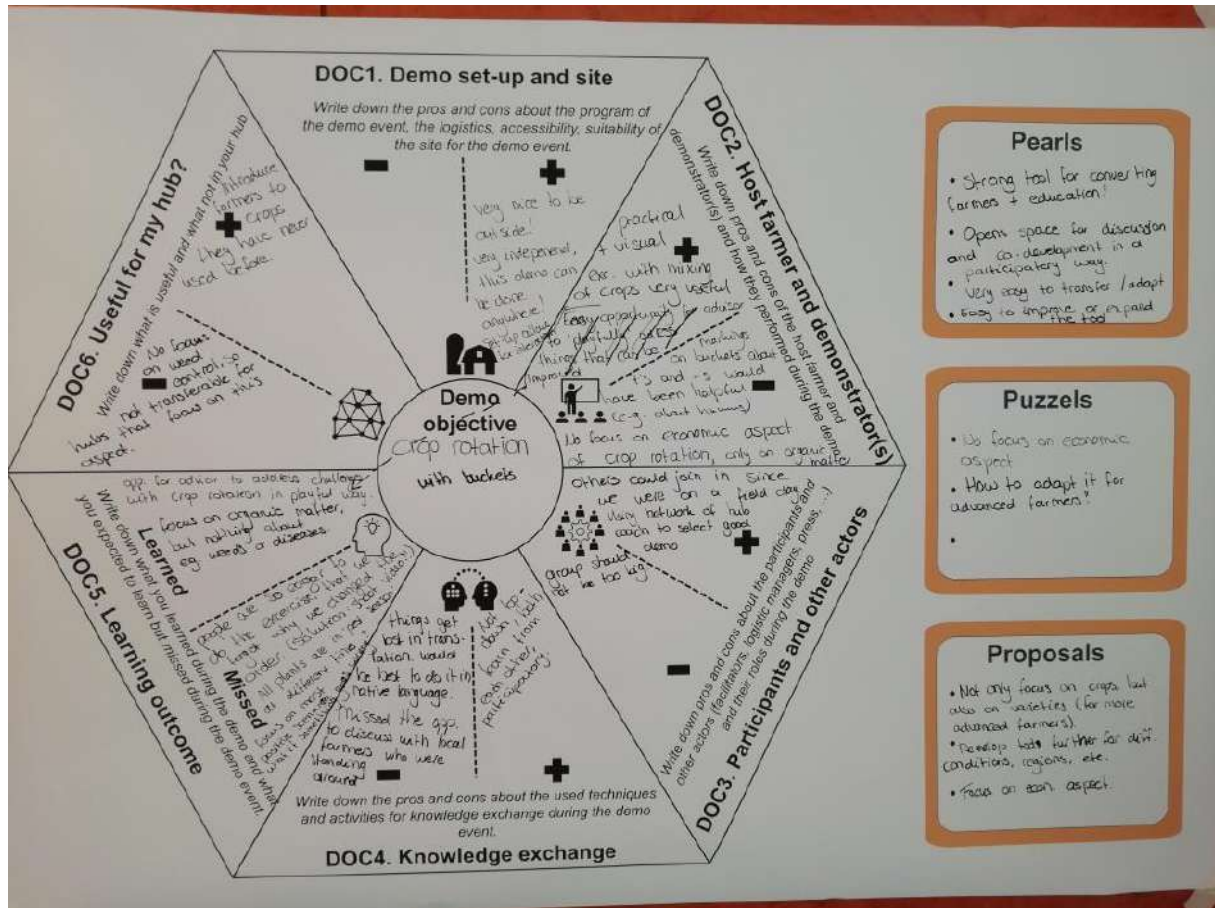
5 Pictures of the canvas

5.1 Topic canvas






5.2 Demonstration canvas






5.3 Wrap-up canvas



We learned ...

What did you learn from this cross visit on what and how it was demonstrated?


- broad spectrum of topics on the field day: useful for farmers
- Mechanical weed control is used a lot in central Europe (compared to Finland)
- great to see a lot of operational groups present!
- dilemma for hosts: we want to do something useful to farmers, but also integrate the policy aspect.
- how to organise a big event like the field day -> observe
- feedback from farmers on the field day: they come to find solutions for their problems!



We take home ...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- Sometimes there are very easy solutions to a challenge, doesn't have to be very sophisticated
- Really nice to talk to people with a lot of diff. backgrounds: opens your eyes for new issues. Good to have a lot of spare to discuss.
- focus on exchange & communication rather than presentation
- New crops to add to my crop rotation.
- New inspiration to start organising field days in my own country!
- we learned about organic crops that we don't grow. I will push in my country to look into it.



We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- Reflection for field days: do you really want to expand to a more international audience? -> needs adaptation: intern. techniques
- field day: focus more on socio-econ. issues.
- sometimes difficult to get detailed info about the groups
- A 'handguide' for international groups
- make nice/smaller soil profiles in the field day
- make our international sites presentable because we can also discuss e.g. with politicians
- organizers of field days can share with website what's required to organise them



6 Overall reflection of the organising hub coach

Author: Ann-Kathrin Spiegel

6.1 Organisation of the CV

Finding a good field demo was easy as we have the ÖkoFeldtage event as an outstanding and unique event in Germany. We considered it as attractive, as there are many different methodologies (interesting for the NEFERTITI project staff) and many different topics, technical aspects and machinery (interesting for the visiting farmers) to be seen at the event.

The planning of the event went really well, one reason being that NW 6 and 7 organised the visit together and could thus share resources and distribute tasks.

Planning with the field days organisers as both easy and a bit complicated: we had the responsible organiser from LLH present at the first evening, she was very helpful in understanding the event and its history in general. On the other hand, it was a bit more complicated to find out most interesting demo activities at the event in advance. We therefore also asked participants to walk around at the venue and find their best practice examples.

Translation from German to English was not an issue, as we had an external person helping with the translation. I think that being responsible for the organisation and the translation at the same time will probably be quite a challenge.

One challenge that I personally experienced was, that I wanted to establish a program that is not only useful for NEFERTITI, but also for the farmers who take a 3-day-trip during the high time of the growing season. I think a normal field visit would not have met this demand.

Regarding the timetable, it was very good not to pack it too much and to leave enough free time to look around and most important for exchanging between each other!

I found it quite difficult to meet the Crossvisit guideline's demands, such as organising a social activity. We found that the participants were happy with just having a beer together.

Finally, budget is also an issue. We spent a good share of our other costs on the cross visit (food for participants, transport, entrance fees, rent of meeting rooms) and we will miss the budget for organising demo activities in the coming years.



6.2 Activities during the CV

In total everything went really fine! Due to issues with the train, almost half of the participants arrived late for the introduction at the first evening, but in the end, everyone heard all the important things anyway. It might be an option to arrive the evening before and just start in the morning of the second days with the input. Then the CrossVisit will be longer.

At the field demo, we took much more time at the first demo site than planned and thus missed the second demo activity. But as everyone was very fascinated with the first aspect, this was not really an issue.

The reflection went much faster than expected. I still think that shooting a video of the conclusions is a good idea, but most people were a bit shy to speak in front of the camera. And we have not seen the results yet ;)

The exchange between participants was much better than expected. As we had only English speaking participants, farmers and advisers had good exchanges amongst each other.

A little difficulty that I noticed is that farmers (but also advisers) mainly focused on technical aspects (the what) in their observations. Thus the methodology feedback on the whole was a little bit weaker than I had expected, as I thought there were many more interesting methodologies to discover.



7 Reflection of the WP5 monitor (if applicable)

Author: Ellen Bulten

7.1 Kick Off

The kick off was organised by both the hosting hub coaches from Network 6 (Ann-Kathrin Spiegel) and Network 7 (Julia Huber). Both networks organised the cross visit around the organic field days in Kassel. We started the cross visit with short presentations. One from a governmental employee who explained the organisation of the organic field days and about organic farming in the state of Hessen (in Hessen 40% of farms are organic!). Both the hosting hub coaches introduces the organisations they work for (Bioland and Naturland) and gave a short presentation about organic farming in Germany and the political framework of organic farming in Germany. They also shortly introduced the outline of the cross visit. I then presented the methodology: the topic and observation cards, the canvases that we will use during the knowledge exchange and the role of the monitor during the cross visit. Lastly, there was a presentation by an advisor with 35 years of experience in organic farming.

7.2 Field demonstration

The field demonstration was on the organic field days in Kassel. Network 6 and network 7 split up during the field visit and both visited different demonstrations. The demo we visited with Network 6 was called 'crop rotation with buckets' and was presented/moderated by a German advisor who invented a tool initially meant to help growers to choose a suitable crop rotation when converting from conventional farming to organic farmer. However, the demo showed that it is also a great tool to use in education and for every farmer who wants to reflect on their crop rotation or wants to change their crop rotation.

The demo was set up as follows:

In transparent buckets, a range of around 25 different crops were displayed. Crops included cover crops (e.g. clovers), wheats, legumes, potato, etc. First the advisor introduced the different crops and elaborated on the goal of the tool: it was first introduced to help farmers who were converting from conventional farming to organic farming to choose a suitable crop rotation, but now he also uses it in education to teach students about to pro's, cons and effects of different crop rotations. After looking at the buckets and listening to the advisor, the farmers in the group were invited to demonstrate

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their crop rotation by placing the buckets with the crops in the order of their own crop rotation. After doing so, the advisor gave feedback about the crop rotation and offered suggestions for improvement. For example: this is how crop x impacts soil organic matter; if you would interchange crop x for crop y, the yield of crop z will likely be impacted positively; what do you do if there is a drought or too much rain? This feedback encouraged farmers to first explain why they had chosen a certain rotation, but also challenged them to reflect on how they could do it differently and how to improve.

Because there were farmers from different countries, we were also able to compare crop rotations from different countries all over Europe (Germany, Finland, Poland, Spain) and learn about varying regional challenges farmers face. We were also able to see the soil and roots of the crops because the buckets were transparent. This was a nice touch and invited participants to also reflect on the impact on the soil and e.g. different root depths (relevant for intercropping).



7.3 Reflection on the field demonstrations

Participants enjoyed this demo for reasons such as:

- It was easy to understand and the concept didn't need much explanation
- It involved different senses (seeing, feeling)
- It encourages participants to be active and engage
- It is easy to transmit to different circumstances, locations, regions, etc.
- It can easily be altered or expanded if desirable
- It encourages interaction and mutual learning between advisor and grower



The shared opinion was that this demo is a really great example of how a rather easy concept can be very valuable in teaching about a certain topic. The small group size contributed to the opportunity of knowledge exchange and the set-up of the demo invited participants to be interactive. For this demo to work well, you need an experienced advisor who is able to give feedback about the demonstrated crop rotation, to question, suggest and challenge the participants.

A point for improvement: the feedback from the advisor was mostly focused on how a rotation impacted soil organic matter. Participants felt that other aspects that also play an important part in choosing a crop rotation (e.g. socio-economic, weed pressure, diseases) were overlooked or less extensively discussed.

7.4 Social activity

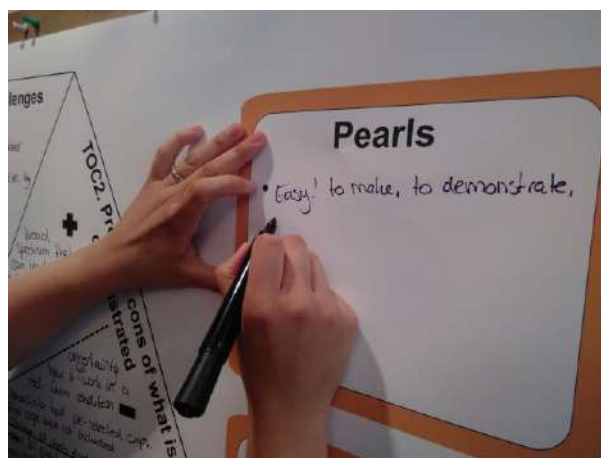
In the afternoon, we had the opportunity to see some more of the organic field days. Each went their own way to see whatever they still wanted to see. At the end of the afternoon, we came together to have a drink in a garden. The social activity was not necessarily organised and was left very open. While the atmosphere in the group was nice, a more organised social activity would have stimulated interaction within the group more.

7.5 Knowledge exchange

We organised the knowledge exchange with all participants of Network 6 (around 15 people). We put the Topic Canvas and the Demonstration Canvas next to each other on the wall. Starting with the Topic Canvas, I asked for each 'triangle' in the canvas for feedback from the participants, starting with the participant(s) who picked the topic card during the demo. After the reflection from the person with the topic card, others joined in on the reflection and added their feedback. We quickly realised that we started to also reflect on the demonstration canvas, so we took a relaxed approach and discussed a topic whenever it came up in a conversation naturally, also if it was technically related to the demonstration canvas. In the end, the demonstration canvas was already filled in quite far after we finished with the topic canvas. Therefore, we 'filled in the gaps' on the demonstration canvas as a second step.



After the left sides of both canvasses were filled in, we formulated the puzzles, pearls and proposals for both canvases. This was more a summary of what we had already discussed rather than bringing in new insights. During the first part of the knowledge exchange suggestions had already come up naturally in the discussion, but we elaborated more on them while filling in the left sides of the canvases.



7.6 Wrap-up

After a coffee break, we continued with the wrap-up session. We went by the three columns one by one, where participants not only shared on the demonstration itself but also on the organic field days as a whole. Additionally, we shot small videos with feedback for the organisers of the organic field days and for the advisor who presented the demo.

7.7 Conclusion: overall impressions, remarks, suggestions, ...

The demo 'Crop rotation in buckets' is a simple, easy to understand, small scale, easily adaptable and transmittable demo. We felt that this demo was really a great example of how to organise a good and useful demo. After the demo, participants were inspired and growers reflected that they got some really useful insights in how to improve their crop rotation. This demo showed that a demonstration does not have to be very sophisticated or complicated to be successful or to stimulate knowledge exchange. On the contrary: participants felt that the simple, informal and small scale character of the demo were its strongest aspects. Moreover, this demo was great because it can be easily applied literally everywhere in the world (change crops in the buckets to fit local circumstances) and is easily adapted or expanded (e.g. add crop varieties; add more information about impact on yield, soil organic matter, etc.; use as a tool in education).



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Cross visits Report
Network 7
Organic Field Days,
Frankenhausen, Germany
02.07.2019 – 04.07.2019



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Cross visits template for report.



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through Demonstration

Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Nutrient use efficiency in horticulture (Network 7) in Frankenhausen (Germany), from 02.07.2019 to 04.07.2019

1 General information on the Cross Visit

Hosting Hub : Nutrient use efficiency in organic horticulture in Germany

Contact person of the hosting Hub: Julia Huber

Name of the WP5 Monitor (if applicable): Miguel Gimenez Moolhuyzen

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Petar Chavdarov	Farmer and researcher in the Bulgarian hub
Hriska Boteva	Farmer in the Bulgarian hub (MVCRI)
Petya Kumanova	Hub coach of the Bulgarian hub (NAAS)
Delyan Georgiev	Network leader and member of the Bulgarian hub (NAAS)
Martin Wörishofer	Farmer in the German hub (Hand und Erde)
Julia Huber	Hub coach of the German hub (Naturland)
Ruben Nieto	Farmer in the Spanish hub (Ruben Nieto greenhouse)

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Miguel Giménez-Moolhuizen	Hub coach of the Spanish hub (University of Almeria)
Ted Vaalburg	Farmer in the Dutch hub
Marie Wesselink	Hub coach of the Dutch hub (WUR)
Niklas Oeser	Hub coach of the German hub of N9 (ÖON)
Michael Kügler	Cross visit management (EUFRAS)



3 Invitation

Please provide the invitation of the CV here.

Dear partners in network 7,

I am very much looking forward to seeing you this summer in Germany and visit the organic field days together!

Please find attached our very short information and draft agenda for the event (network 6 will join us for the cross visit!).

What is to do for now?

- please read the document carefully and get back to me in case you have any questions
- please fill in the google form for each participant as soon as possible
- clarify with your farmers who wants to join and get in touch with me in case you will bring more than one person and/or in case you will bring a person who does not speak English
- book your hotel until mid of April, as your pre-reservation will end by then. Please book under the keyword 'NEFERTITI' at the following email address: reservierung@hotel-kassel.bestwestern.de

We will get back to you with more details and information by mid of April. We are very much looking forward to seeing you this summer in Germany and visit the organic field days together!

Regards,

Julia & Ann-Kathrin

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4 Agenda



NEFERTITI Cross Visit Germany

Ökofeldtage 2019, Networks 6 & 7

When: Tuesday, July 2nd 6 p.m. to Thursday July 4th 12:00 a.m.

Where: Best Western Kassel City, Spohrstraße 4, 34117 Kassel,
<https://www.bestwesternhotelkassel.de/>

Timetable:

Date & time	What (& where)	Facilitated by whom
Tuesday July 2nd	Best Western Kassel City, Spohrstraße 4, 34117 Kassel	
18:30	Welcome by the organisers	Michael, Ann-Kathrin, Julia
18:40	Organic farming in Germany: Short overview of the history of organic farming, development & status quo of organic farming in Germany	Ann-Kathrin
18:50	Political framework of organic farming in Germany	Julia
19:00	Organic farming in Hessia	Ute
19:15	Information on the Organic Field Days and the host farm	Ute
19:30	Introduction to the CrossVisit: presentation of timetable and demo activities to be seen at the Cross Visit for each network	Ann-Kathrin
19:50	Methodology of the Cross Visit: what will we do in the next two days and how will we do it? Explanation of cards and canvases	Ellen and Miguel
20:10	Getting to know each other/ Dinner	Ann-Kathrin & Julia
20:30	Storytelling: Experiences of an organic adviser	Heinz Gengenbach
21:00	Free evening in Kassel	
Wednesday July 3rd	Field visit	
08:30	Bus from the hotel to the event	
09:30	Reminder: What will we do and how?	Ann-Kathrin & Julia
09:40	Find your own inspirations and best practices	Everyone on his/her own
12:30	Lunch	
13:45	1. Visit of exhibitor: BIOFA AG present organic fertilizers (G37)	Julia
14:30	2. Visit of machinery demonstration: Tractor-drawn converter (Compost trials)	Julia



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15:00	3. Visit of machinery demonstration: Self-propelled converter, screen drum (Compost trials)	Julia
15:45	4. Visit of machinery demonstration: Mulch planter (Demo plots: A27)	Julia
16:30	5. Visit of exhibitor: Compost Systems GmbH present further details of composting technology (K1)	Julia
17:30	Reception for 35 th anniversary of Heinz Gengenbach as organic adviser	
19:00	Bus back to the hotel	
Thursday July 4th	Best Western Kassel City, Spohrstraße 4, 34117 Kassel	
08:00	Reflection on the cross visit innovations and methodologies (groups divided by network) + Production of feedback videos for the organizers	Ellen and Miguel Thomas
12:00	Official end of the cross visit & Lunch Possibility to go to the Field days by Taxi/Shuttle	

Contact: Network 7: Julia Huber, Naturland, j.huber@naturland.de



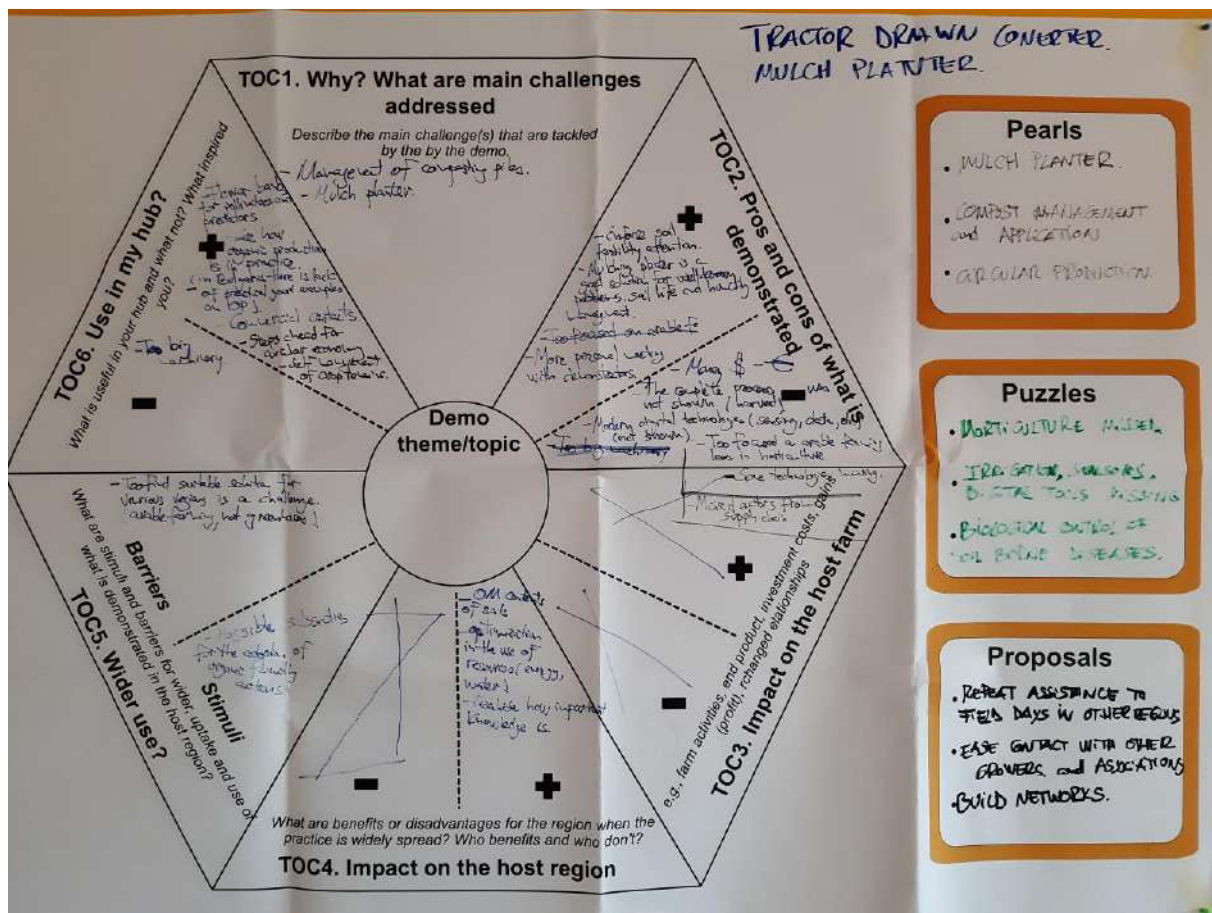
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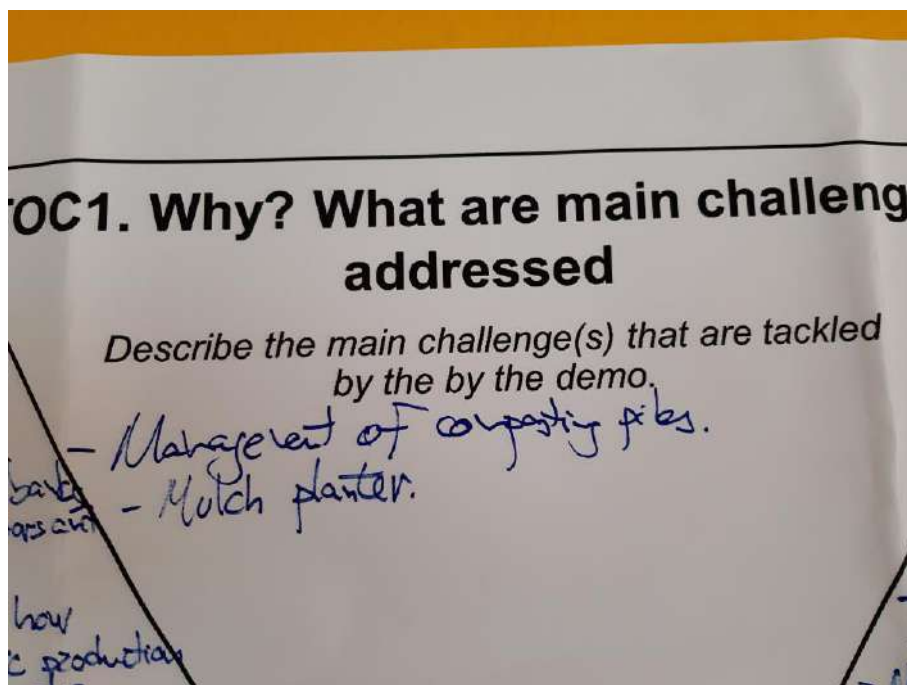
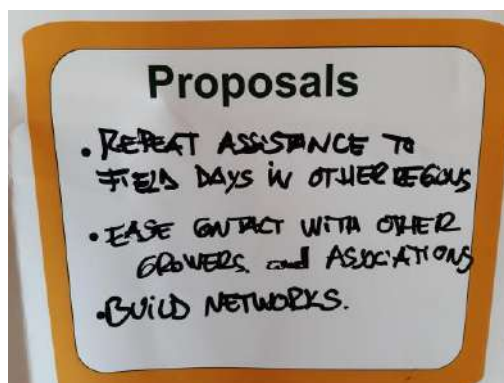
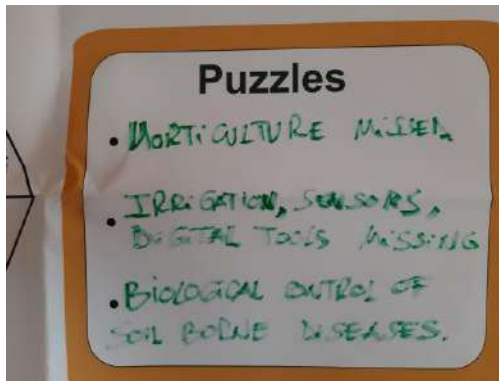
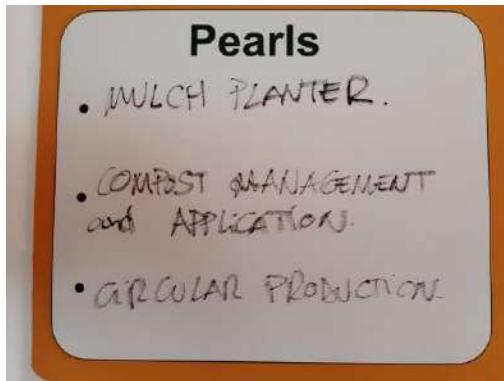


5 Pictures of the canvas

Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.

5.1 Topic canvas

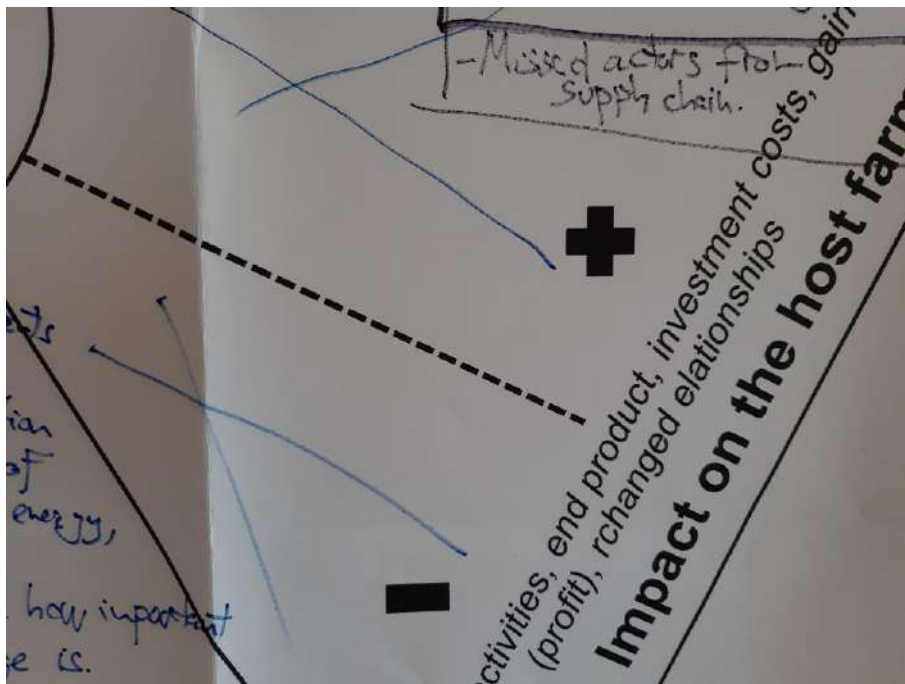
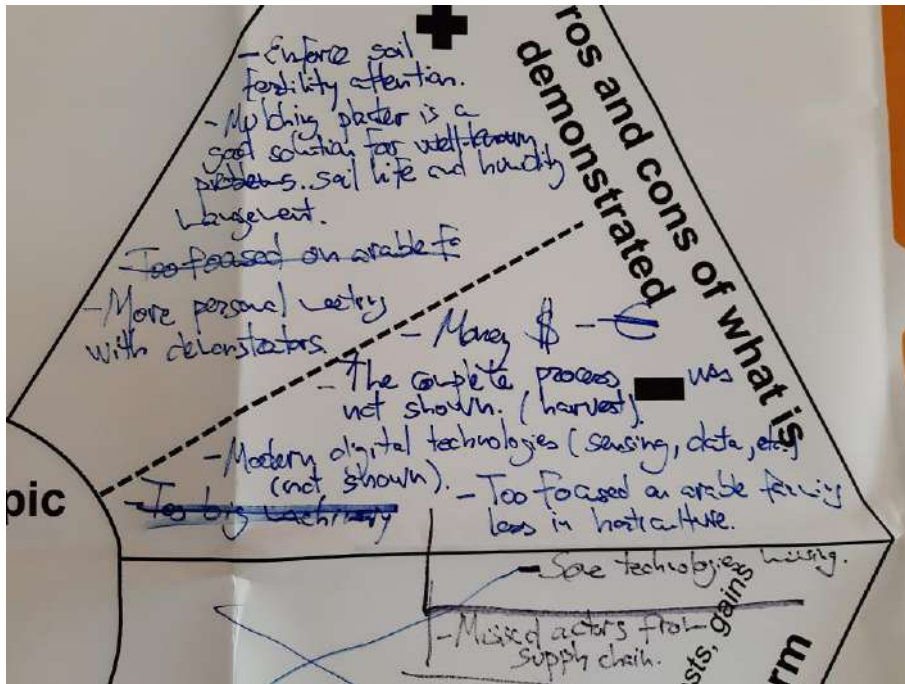




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subsidies
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s

OM contents of soils
- optimization in the use of resources (energy, water).
- realize how important knowledge is.

What are benefits or disadvantages for the region when the practice is widely spread? Who benefits and who don't?

TOC4. Impact on the host region

- Too find suitable solutions for various regions is a challenge. (suitable farming, not greenhouses).

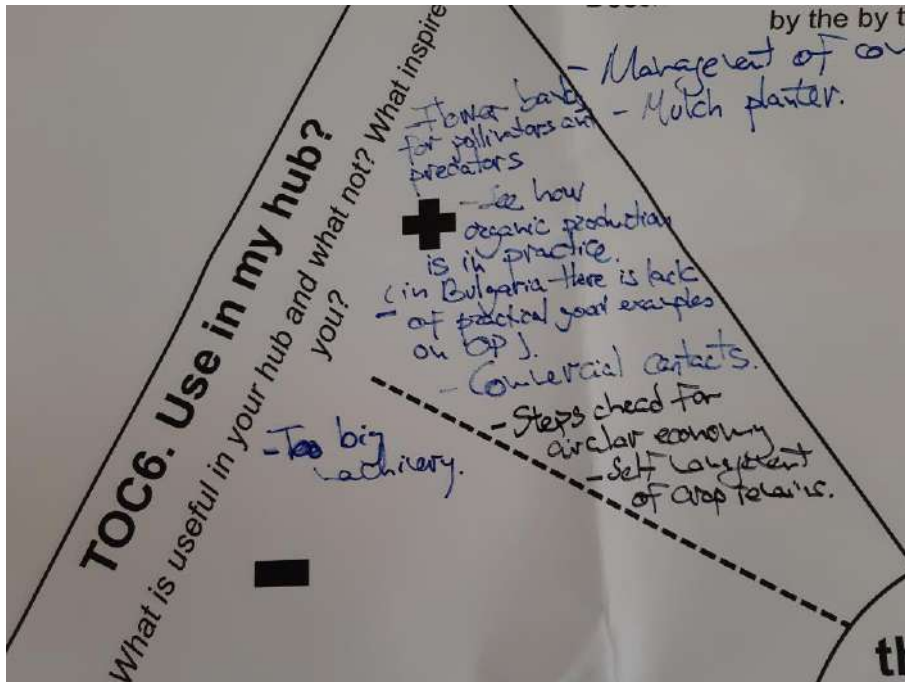
What are stimuli and barriers for wider uptake and use what is demonstrated in the host region?

Barriers

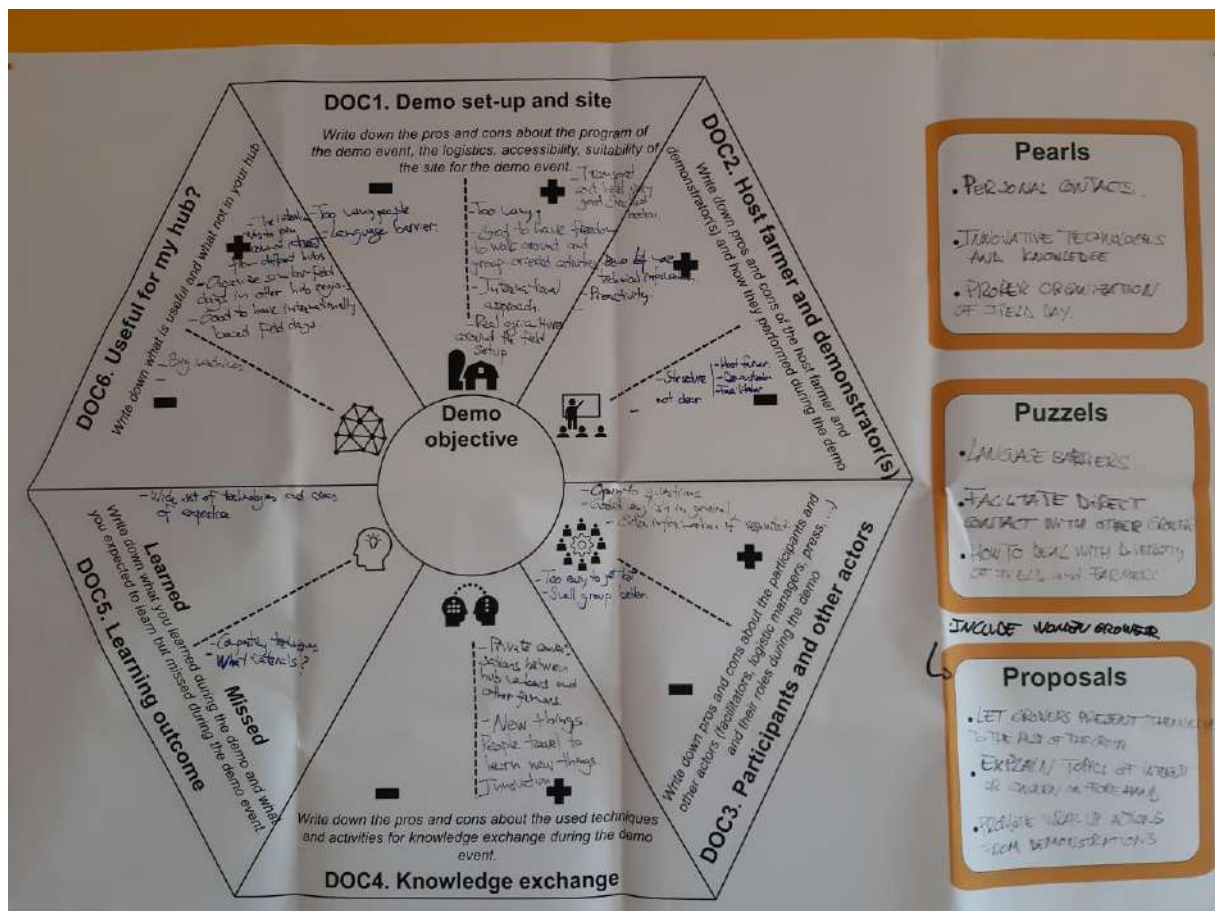
Stimuli

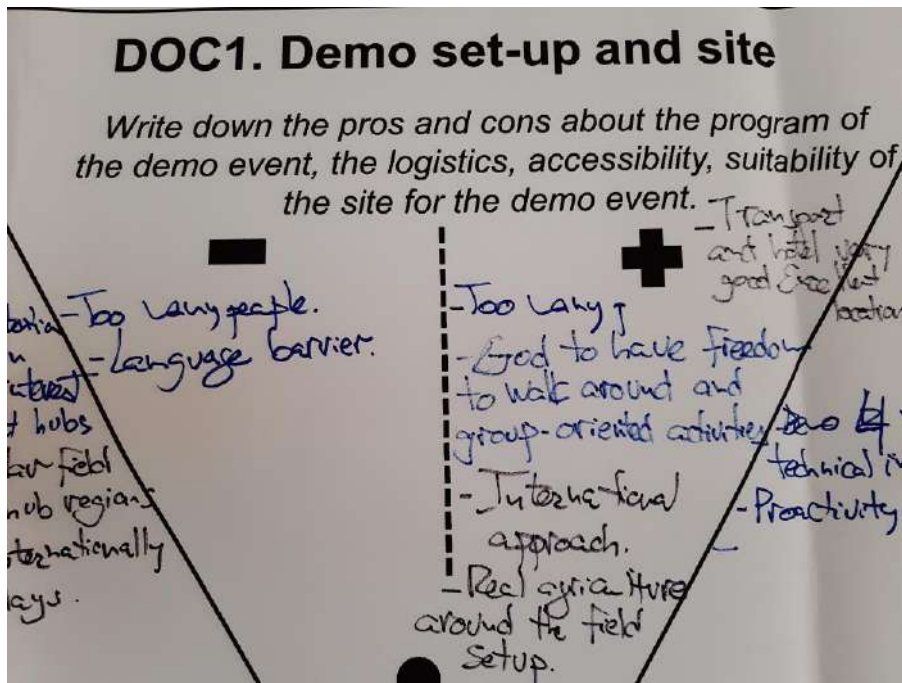
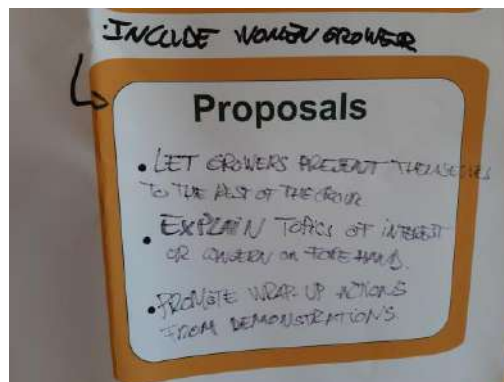
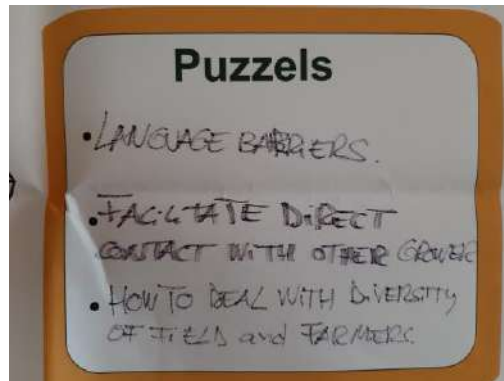
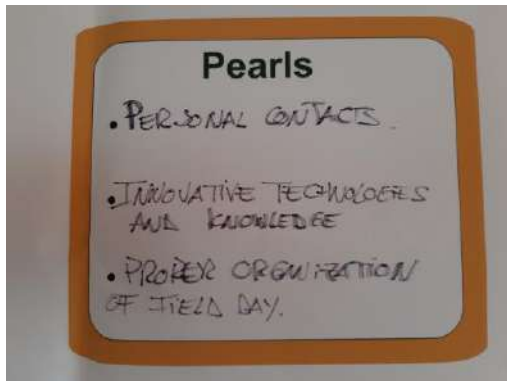
possible subsidies for the adoption of organic farming actors.

TOC5. Wider use?



5.2 Demonstration canvas





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ns about the program of accessibility, suitability of demo event.

- Transport and hotel very good. Location.
- Proactivity.
- Technical information.

Wanted to have freedom all around and oriented activities. Educational approach. Synthesis in the field.

OC2. Host farmer and demonstrator(s)
Write down pros and cons of the host farmer and demonstrator(s) and how they performed during the demo

- Structure not clear.
- Host farmer.
- Demonstrator.
- Facilitator.

- Open to questions.
- Good English in general.
- Extra information if requested.

- Too easy to get lost.
- Small group better.

Private conversations between job carbers and other farmers.
- New things.
People travel to learn new things.
Innovation

3. Participants and other actors
Write down pros and cons about the participants and other actors (facilitators, logistic managers, press, ...)

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Techniques materials?

and what event.

Write other




- Too easy to get lost
- Small group better.

- Private conversations between hub members and other farmers.
- New things. People travel to learn new things.
Innovation +

Write down the pros and cons about the used techniques and activities for knowledge exchange during the demo event.

DOC4. Knowledge exchange

- Wide set of technologies and areas of expertise



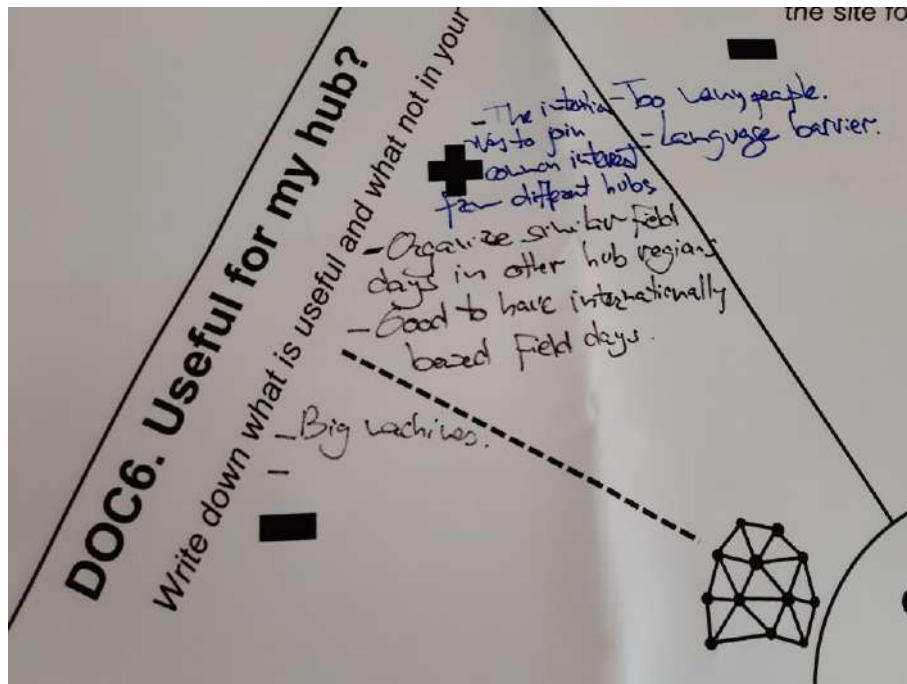
Write down what you learned during the demo and what you expected to learn but missed during the demo event.

Learned

Missed

Capacity techniques
What materials?

DOC5. Learning outcome



5.3 Wrap-up canvas

We learned ...

What did you learn from this cross visit on what and how it was demonstrated?

- Field days useful for growers and the sector in other regions.
- Organic water walk.
- Circular production and economy.
- Small groups and give freedom to walk around.
- Bring together demonstrator & groups

We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- + Motivation for further improvements.
- + Copy what we've seen and make it cheaper.
- + Try to sort out language barriers.

We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- Let farmers present themselves and explain their concerns.
- More time for socializing and interaction.
- Don't forget wives (partners!).
- Build an exchange and contact scheme between participants
- more interactive demos



6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

Everything happened according to the agenda, the schedule was sufficient to see all the organized points and have free time for the participants. Previously it was difficult to find topics of interest to vegetable farmers, as the focus of the field days was on arable farming. According to the specific network topic of nutrient use efficiency, it was further difficult to find appropriate machinery demonstrations and exhibitors. Some could be found, but farmers would still be interested in other topics such as pesticide reduction or other techniques presented at the field days. Due to the free time, there was the possibility to see these demos as well.

6.2 Activities during the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

The machinery demonstrations were in German and so it was difficult for the participants to understand the information. It would be better to meet the demonstrators of each machinery demo, as we did with the composter. An introduction before the demonstration would make it possible to explain the demo, which they will see afterwards, and they could ask questions before. After a demo it would also be useful to do a small wrap-up in English. Simultaneous translation could also have been offered, but only with a headset which was already rented.



7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

Cross visitors were welcomed by the hosts and a nice set of short presentations introduced relevant subjects like the overall situation of organic farming in Germany and more specifically in Hesse, the regulatory framework of organic agriculture in Germany, and a description of the Organic Field Days event and the Cross Visit itself. Heinz Gengenbach, a well-known organic advisor, explained the role and limitations of organic advisors and how mutual trust is essential between farmers and advisors. There was time for open questions and interaction between cross visitors. The information provided was clear and sufficient to have a good understanding of the scope and objectives of the visit.

7.2 Field demonstration

Transport to the demo farm was very well arranged and explanations were provided to clarify the program and what was expected from the visitors. The host farm was composed of several buildings and fields were exhibiting companies had equipment and technologies on display. Company booths could be visited in two of the buildings, and in some large tents and shelters a set of presentations and round tables were organised mostly for open debate and introduction to companies' products. Machinery demonstrations were continuously going on, and a good part of the field display included variety trials, examples of plant blends for forage use, flower banks, and a compost showcasing. Before lunch time the group was free to move around, find their own points of interest, make personal contact with exhibitors, etc. All the information provided was in German but if the exhibitors were directly approached, there was no problem in communicating in English. During the afternoon several demo activities were



arranged with the intention of covering both the interests of N6 and N7. It was possible to have direct information from the exhibitors and request any extra input from them.

7.3 Reflection on the field demonstrations

The Open Field Days are a big event with many visitors (more than 11.000 in 2019) and plenty of interesting stuff to see. But this extreme variety can be a bit of a drawback if trying to focus on specific, selected information. The organised demo-activities during the afternoon were meant to cover that gap but sometimes it was quite difficult to have good communication since the exhibitors were under stress (long day and too many visitors, they were there to sell!) but in general they provided all requested information and solved any possible doubt, question, or comment with professionalism.

It was a professional trade fair so probably biased in how the information was provided.

7.4 Social activity

The visitors had the opportunity to exchange ideas and experience during the two-day cross-visit. Not only during the event itself but also in meals and transportation. The M&E session was also an excellent way to favour communication and social interaction. Somebody suggested to create a whatsapp group to keep social and professional contacts alive and do a follow up of the visit for some time.

7.5 Knowledge exchange

Just like in the previous point. Somebody suggested to have an exchange of information before the cross visit on professional background, interests, bottlenecks, profiling, etc., and a follow-up on what the visitors gained from the cross visit, things to improve, a.o.

7.6 Wrap-up

It is very important to give the farmers who take part in the cross-visit sufficient time to exchange information within their group. The introduction game had to be cancelled due to lack of time and the social activity went differently than planned, still there was enough time to exchange. Nevertheless, it would be good to have some information about the individual members beforehand.

Regarding the event, it is important to give even more time to get in touch with the demonstrators to ask questions. This is especially important when the actual demonstration is in a foreign language. In this way open questions, suggestions and details can be better discussed.



7.7 Conclusion: overall impressions, remarks, suggestions, ...

- Nicely organised, very complete since it allows visitors to build their own programme with flexibility so it can easily be adapted to each one interests
- At the same time and if the intention of the cross visit would have been to disseminate best practices then the spirit was too commercial. Probably if the group would have been German speaking visitors could have easily found the way to get direct information and learn from other growers and not only from exhibitors.
- Language barriers are of key importance in cross visits. Special care should be given to keep them as low as possible.
- It would be nice to prepare on forehand a dossier with the background and interests of the visitors (growers)
- It was good to see how a well-organised field days' work and should be organised!
- There was some confusion in one of the planned activities. The reception scheduled for the afternoon didn't take place or it was not exactly what it was told to the group (the visitors were even asked to bring local products which ended up being lost for the purpose of the visit)
- Keep fair trade like events in a low-profile position as cross visits



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Cross Visit Report

NW8 - Water Use Efficiency

Alentejo, Portugal

27-29 October 2019



Edited by

J. Miguel Costa (ISA, ULisboa)

Carlos M. Lopes (ISA, ULisboa)



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Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Cordeiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



1 General information on the Cross Visit

Hosting Hub : Water use efficiency in Portugal (PT.Water.hub)

Contact person of the hosting Hub: Joaquim Miguel Costa

Name of the WP5 Monitor (if applicable): Miguel Gimenez Moolhuyzen

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Rodney Thomson	Network 8 leader (Almeria University)
Miguel Giménez-Moolhuyzen	Hub coach of the Spanish hub (University of Almeria and WP5)
Michael Kügler	Cross visit management (EUFRAS)
Antonio Marhuenda	DEMO FARMER of Spanish hub
Jim van Ruijven	Advisor of Dutch hub
Wilko Wisse	DEMO FARMER of Dutch hub
Aleksandra Kuna	DEMO FARMER of Polish hub
Andrzej Szymański	Advisor of Polish hub
Thomas Alfoeldi	NEFERTITI project, WP5
Sandra Pires	Innovation actor of the PT.WaterHub (Hidrosoph)

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João Graça	DEMO FARM of the PT.WaterHub (Casa Relvas)
Nuno Franco	DEMO FARM of the PT.WaterHub (Casa Relvas)
Miguel Costa	Hub Coach NW8, of the PT.WaterHub, Portugal (ISA)
Carlos Lopes	NW8 PT.WaterHub, Portugal (ISA)
João Barroso	Innovation actor of the PT.WaterHub (Vinhos do Alentejo)
Jose Miguel / Francisco Mata	Innovation actor of the PT.WaterHub (ATEVA)
Igor Gonçalves	Innovation actor of the PT.WaterHub (ADVID)
Ricardo Rodrigues	Innovation actor of the PT.WaterHub (ADVID)
André Barriguinha	Innovation actor of the PT.WaterHub (Agriciencia)
Maria Cordeiro / Leonor Snatos	WP5 (INOVISA)
Luis Mira da Silva	WP5 (ISA)
Marta Fabião	Innovation actor PT.WaterHub support visit to Herdade Paço do Conde (COTR)
Marta Fabião/Gonçalo Rodrigues	Innovation actor PT.WaterHub support visit to Herdade Paço de Conde (COTR)
Luis Rodrigues	Growers Association (AVIPE)
Margarida Vaz	Guest from Univ. Évora
Liliana Marum	Guest from CEBAL research institute
Pedro Schmidt	Host Herdade Paço do Conde
Jose Costa Gomes & Carlos Silva	Host EDIA/Alqueva Project
David Catita	Host EDIA/Ursa Project

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3 Invitation

Please provide the invitation of the CV here.

No letter of invitation has been written nor sent. Instead, the participants were approached by direct contact of the hub coach taking as priority the members of the NW8 and respective hub coaches in Poland, Spain and the Netherlands. Regarding the Portuguese attendees, the HUB coach approached via e-mail and phone the DEMO farmers and the innovation partners of PT.WaterHub. The general program of the cross visit was sent afterwards to the potential participants (see below), in which a summary of the objectives and demo approach was provided together with detailed information of the companies to visit and the participants. The document was also improved with the inputs of other NW8 partners namely the NW8 leader, Rodney Thompson, and the Spanish Hub Coach, Miguel Gimenez.



Fig. 1. Cover page of the program and short description of the Cross Visit and involved companies (demo-farms and innovation actors)

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Agenda

Please provide the detailed agenda/programme of the CV here.

DAY 27

Pick up at the airport and transport of participants. Dinner in Évora

DAY 28

8.00h – Kick-off meeting

Welcome coffee

8.15h- Presentation of the aims and program of the visit (M.Costa/C. Lopes)

8.30h - Presentation ATEVA/Vinhos do Alentejo (Innovation actor) (F. Mata/João Barroso);

8.45h - Presentation CASA RELVAS (introduction to the field visit)

9.00h- Departure to the Demo-Farm (CASA RELVAS, Herdade dos Pisões, Vidigueira);

10.00 h - CASA RELVAS (Grapevine grower and wine producer) (Host: Relvas Family + Nuno Franco + João Graça); Vineyard (planted in 2002, deficit irrigation, soil sensors (TerraPro sensors), water potential at pre-dawn to monitor water stress, EC mapping. (Short presentation + field visit + discussion on water problem issues)

12.30- 14.00 – LUNCH at EDIA - Empresa de Desenvolvimento e Infra-estruturas do Alqueva, SA) (Beja)

14.00 - EDIA – The Alqueva project (infrastructures, technologies, water management, main crops, future) (Costa Gomes & Carlos Silva);

14.30 - EDIA - URSA project (circularity) (David Catita);

15.00 - COTR (Major activities + case study Herdade Paço do Conde (Marta Fabião/Gonçalo Rodrigues);

15.20 – Final discussion & conclusions

15.30 – Departure to field visit

16.00 – Field visit COTR/Herdade Paço do Conde / irrigation infrastructure, water use in the vineyard and winery, water recycling, water foot print (M. Fabião/ G. Rodrigues/P. Schmidt)

17.30 - Return to Évora

18.30. Visit to the CASA RELVAS winery + wine tasting

20.30 - Dinner at Évora

DAY 29

8.30 h - Meeting at ATEVA - Knowledge exchange

- Discussion group (interaction with demo-farmers/private companies/ policy actors).

Support of Rodney Thomson/Miguel Gimenez- UAlmeria, Maria Cordeiro - INOVISA;

CLopes/MCosta - ISA)

10.00 - Coffee-break

10.30 – WRAP-UP and final conclusions

12.15- LUNCH and departure



4 Pictures of the canvas

Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.

4.1 Topic canvas

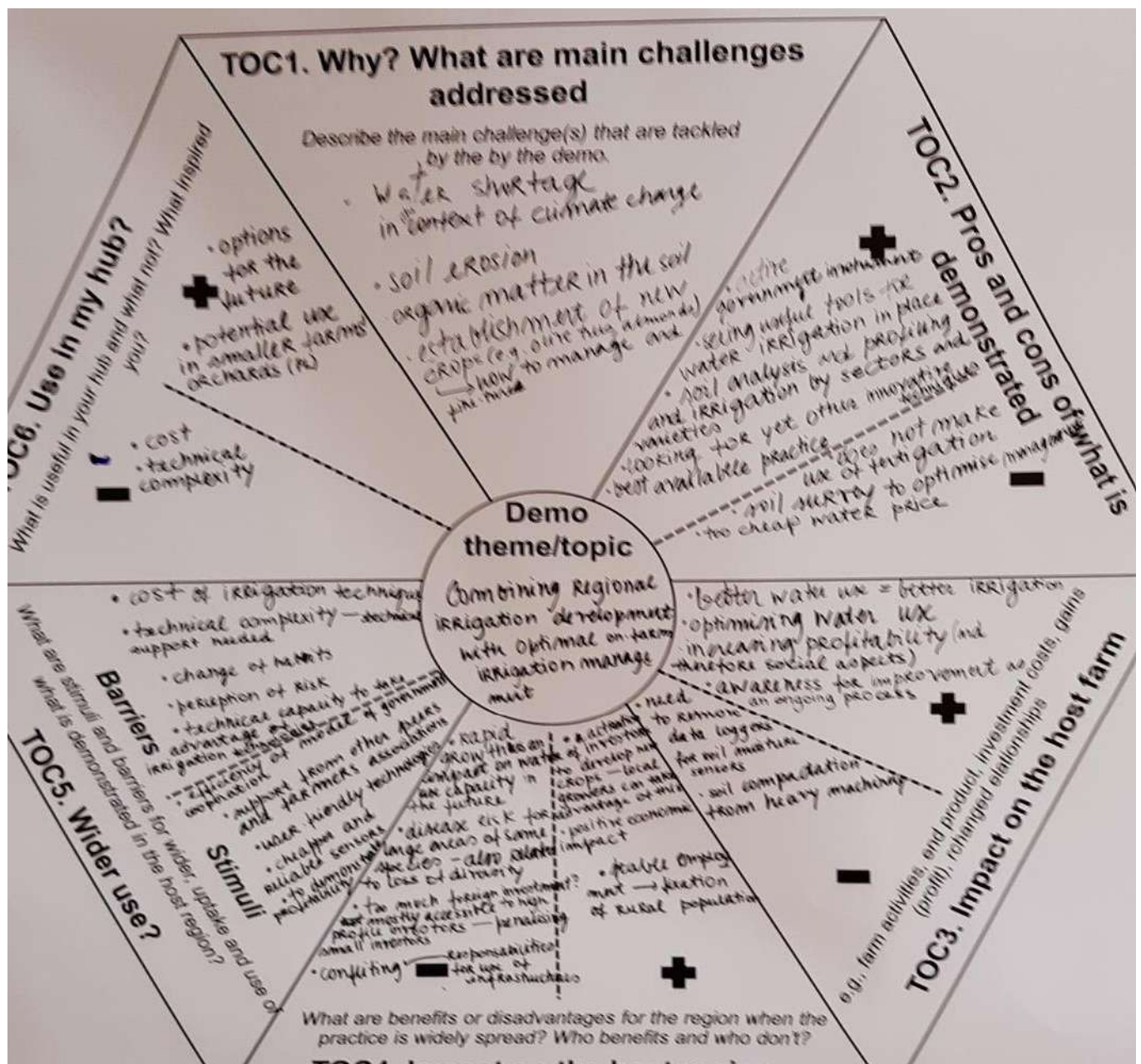


Fig. 2. Topic canvas (filled after knowledge exchange on the 29th October))



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PEARLS:

- Impact of government policy
- Relevant available technologies, knowledge and expertise
- Technologies and good management increase water savings and reduce risks
- Water reuse

PUZZELS

- How to handle strong society demands
- Suitability and capacity for smaller scale farmers
- Water use increase in a context of water scarcity

PROPOSALS

- Promotion of demos by government and growers associations
- Local cost-benefit analysis
- Sustainability analysis



4.2 Demonstration canvas

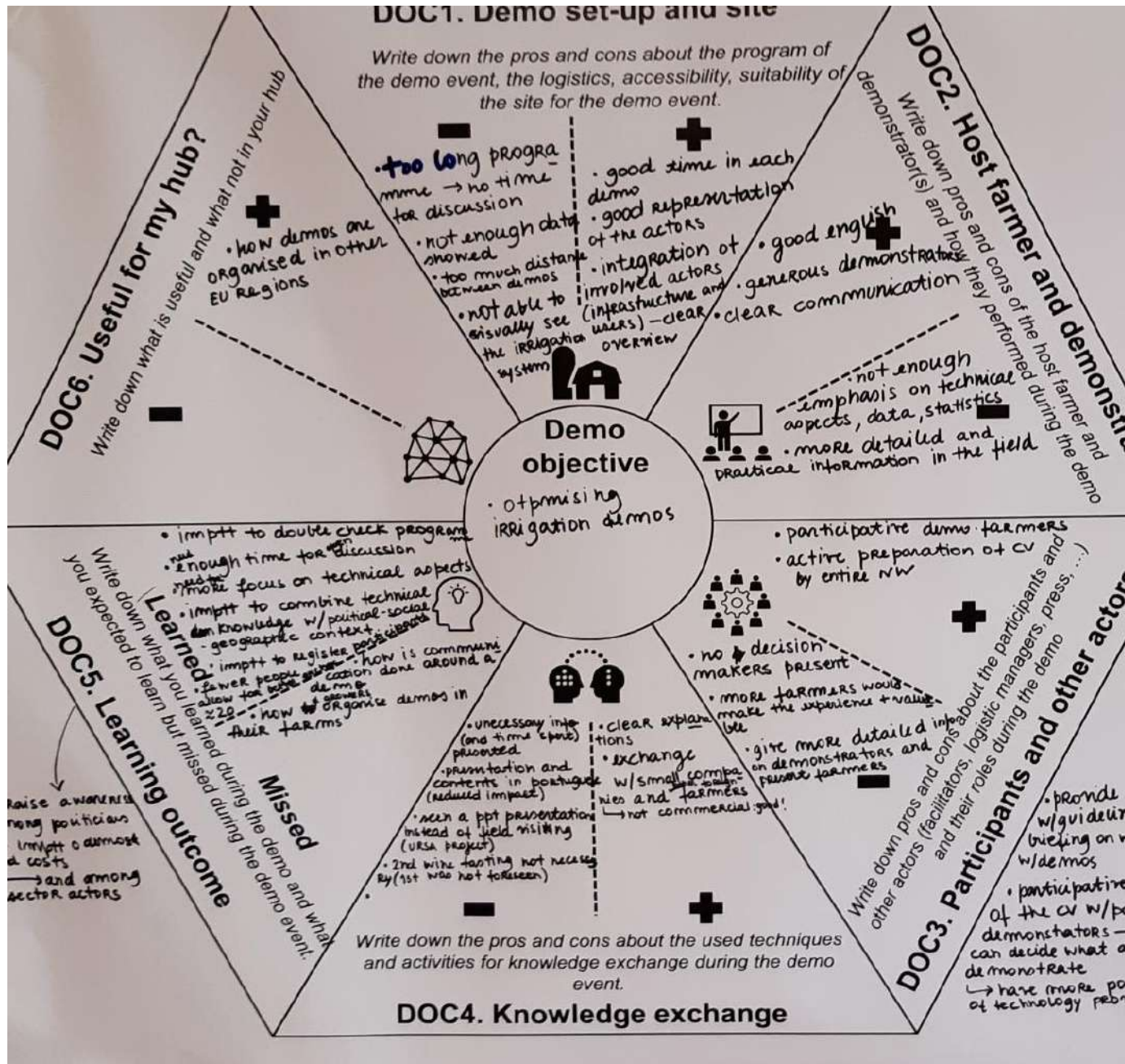


Fig. 3. Demonstration canvas (filled after knowledge exchange on the 29th October)

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PEARLS:

- Communication Skills
- Combination of innovation actors
- Technologies and good management to increase water savings and reduce risks

PUZZELS:

- What is the optimal number of participants
- More emphasis on technical aspects, data and statistics
- Improve registration strategy – how to commit participants to guarantee their presence in the event
- It would be very interesting to see different company sizes and technological levels

PROPOSALS:

Concerning the demo:

- Have a specialist commenting on the cross-visit participants
- More participative organization of the cross visit, in order to optimize how and what to be demonstrated during the Cross Visit
- Higher diversity of technological providers
- Provide guidelines to demonstrators for better decision on what and how demos should be carried out
- Provide more detailed information about the farms and demonstrators
- Have a round table with the farmers to demonstrate techniques

Concerning the region

- Promote intermediated demo- facilities for improved knowledge transfer between academy and associations, between growers



4.3 Wrap-up canvas

WE LEARNED:

- Ambition for organizing demos very valuable
- Combining different sectors imposes challenges on setting demo objectives
- Regional knowledge
- need to deal with unforeseen aspects
- Long term investments and thinking about big impact
- Water availability and distribution system that is efficient is very valuable and allows for development of intense and competitive production

WE TAKE HOME:

- Need to have clear demo objective
- Be realistic about the programme , have a clear planning and double checking
- Technical complexity
- Need to develop and improve technologies for more competitive production
- Good governance for rural areas
- Need to be careful with risks of strong intensification and high foreign investments

WE SUGGEST:

- Keep note of who is coming to the demos and what are their learning goals
- Be more aware of actual policy makers need to organize an effective cross-visit
- To provide more analytical and technical data
- And suggestions on how to brief demonstrators on the demo objectives tho the cross-visit guidelines.



5 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

5.1 Organisation of the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

The organization and logistics of the Cross Visit were largely based on the efforts of the ISA members and in the close cooperation with the INOVISA and remain PTwater.hub members (demo-farms and innovation actors. Some partners such as the DEMO Farm Esporão and the company Aquagri could not be present due to personal reasons. The representative of the Ministry of Agriculture also could not be present unfortunately, although there was the ok to be present

Regarding the logistics and catering, ATEVA and Casa Relvas provided the required facilities and transportation, which was of great help for the organization of the event.

5.2 Activities during the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

We have followed the original schedule. Some unexpected issues occurred such as an oral presentation in Portuguese, that was not initially agreed and an additional wine-tasting event that was also not considered in the program but that was generously offered by one of the companies we visited (Herdade Paço do Conde) and enjoyed by all participants. Moreover, as we were dealing with a large winegrowing region it was a long day of visits with the travelling using a quite significant part of the day. A last issue was the fact that on the second day of the CV, the representatives of the Portuguese demo-farms could not be present at the discussion which limited the possibility of more fruitful discussion on water issues and irrigation techniques and future strategies and tendencies for the region.



Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc. Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

5.3 Kick Off

The hosts welcomed cross visitors and a short set of presentations introduced to the theme of water issues in Alentejo region (South Portugal). Relevant issues such as water scarcity, the role of associations and certification programs were shortly presented before the field visits. Miguel Costa introduced the topic and aims of the cross visit, and then ATEVA and Vinhos do Alentejo, both innovation actors made their short presentation about their activities. The DEMO farmer Casa Relvas, made also a short presentation on the strategies that the Company has been implementing for a more sustainable use of water. There was also time for several open questions and interaction between cross visitors and the speakers. Such initial information was relevant for a better understanding of the scope and objectives of the visit and to know better some of the partners of the Portuguese Hub. Some supportive and informative flyers were given to the participants.

5.4 Field demonstration

First demo activity was conducted at Casa Relvas, a grape grower and wine producer. The visitors got information on the technological issues regarding the plantation, irrigation and crop management strategies that are being followed to optimise water use. Several topics were discussed, such as deficit irrigation, use of soil sensors (TerraPro sensors), measurement of water potential at pre-dawn to assess vines and soil water status, and EC mapping using remote sensing tools). The soil water content sensors stations were visited, along with explanations and open discussion. The second demo activity followed, at the Herdade do Paço do Conde, a grape and olive grower, also wine and olive oil maker. The owners explained to the visitors the history of the farm, which aspects were considered in the design of the irrigation infrastructure with advantages and drawbacks, the sensors,



driplines and devices installed regarding irrigation management, water supply , water recycling strategies to improve circularity and water use efficiency.

5.5 Reflection on the field demonstrations

There was a very good representation of the local actors involved in irrigation and how they were integrated in the regional context. The language skills of the demonstrators was superb so communication was easy and fluent. There was also a sense of commitment and generosity in the sharing of information which was well appreciated. The farms were well selected and explanations were clear in the topics discussed. However, there was not much emphasis on data and on equipment, irrigation head, etc.

5.6 Social activity

Social activity was guaranteed by the wine tasting proofs experienced along the day. It was always possible to contact directly with the host demonstrators and the spirit of the visit was friendly and open.

5.7 Knowledge exchange

The visitors had the opportunity to exchange ideas and experience during the two-days cross-visit. Not only during the event itself but also in meals and transportation. The M&E session was also an excellent way to favour communication and social interaction. This final activity is always an excellent opportunity to summarize and exchange ideas and knowledge in a very efficient way. It would probably be good to have the demonstrators there but very often, it is impossible due to time constraints.

5.8 Wrap-up

Points well appreciated were the opportunity to realise and better know about the steps forward that a whole region is making in the use of water for irrigation and how this responds to a set of specific socioeconomic demands and conditions. It was very good to have the chance to check with the user growers and advisors the difficulties they are facing and how availability of water for irrigation is fostering economic growth and social development. All members of the demo group were thankful for being so nicely hosted by the Portuguese demonstrators



5.9 Conclusion: overall impressions, remarks, suggestions, ...

It is important to have on forehand a clear and straight demo objective and try to bring technical complexity into the demo activities, not to forget to include some practical information or experiences for a stronger impact of the demo.

It is suggested to have a pre-survey on who's attending the demos and have an insight on their goals. It is either necessary to be realistic about the programme and try to avoid to much time spent in shuttles from demo to demo.

It was also suggested to reconsider the actual Person-Month, as they are in the project proposal, required to prepare cross visits and other demonstration events

5.10 Some pictures from the main “steps” of the cross-visit



Fig. 5 Opening session at ATEVA's headquarters in Évora for the quick off meeting in which was presented the aims and overall program of the visit;



Fig. 6 The group (top figures) and Sandra Pires (Hidrosoph)(bottom left) and João Graça (Casa Relvas - Demo-Farm) (bottom right) near the soil water sensor discussing sensors and strategies to optimize water use efficiency in viticulture/agriculture

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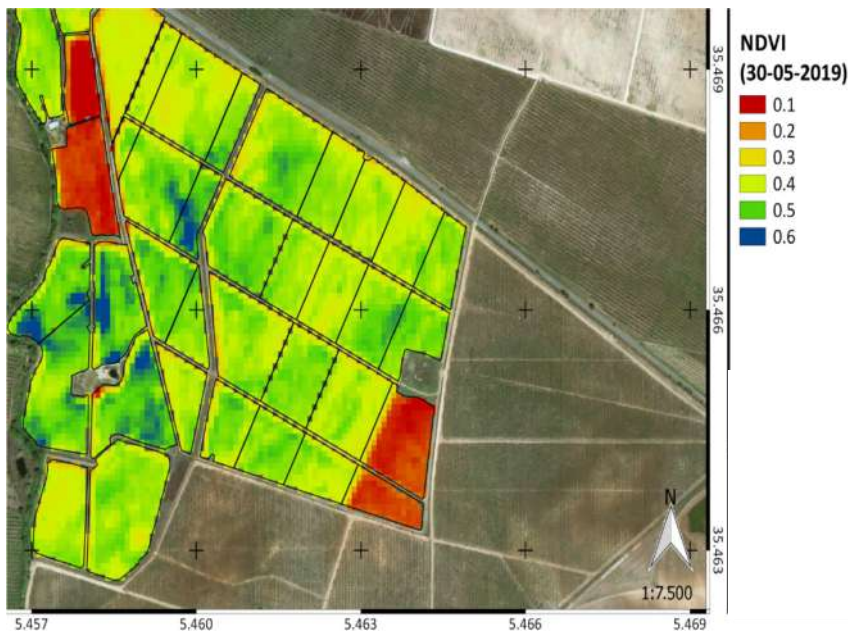


Fig. 7. Overview of the Casa Relvas vineyard (top) and characterization of the spatial variability in terms of plant and soil variability (via NDVI measurements) of the vineyard in order to optimize irrigation and fertilization strategies.



Fig. 8. Alert for best management practices at the winery (safety, water savings and energy savings)



Fig. 9 Marta Fabião describing COTR activities and SAGRA's NETWORK (on the top) and oral presentation of Alqueva's project at EDIA by Jose Costa Gomes and Carlos Silva at EDIA headquarters, Beja.

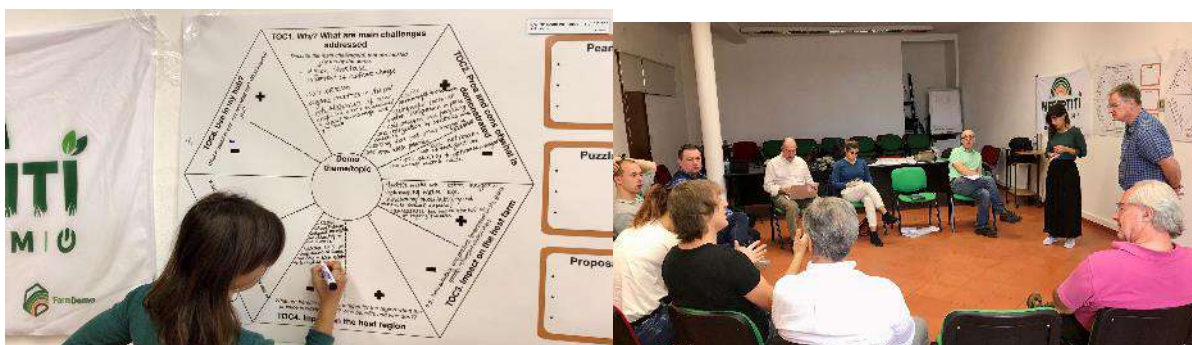


Fig. 10. Discussion and conclusions and the knowledge exchange on the 29th at ATEVA headquarters.

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5.11 Resume of the companies and institutions involved

PORTUGUESE PARTNERS



FOREIGN PARTNERS



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Cross visits Report
Network 9
Bordeaux
24-26th July 2019





Cross visits Report of Network 9 in Bordeaux, on 24-26TH July 2019

1 General information on the Cross Visit

Hosting Hub: France

Contact person of the hosting Hub: Marion Enard

Name of the WP5 Monitor (if applicable): Delphine Neumeister

2 List of participants to the demo:

Carlos	Cristina	farmer
Cordeiro	Maria	Public or Private advisers
Gemmiti	Alessandra	Public or Private advisers
Oeser	Niklas	Public or Private advisers
Quast	Tewes	farmer
Oliviera	Helena	Public or Private advisers
Santos Silva	José	Public or Private advisers
Stefanov	Stanimir	Public or Private advisers
Telletxea	Noellia	Public or Private advisers
Petkov	Bozhidar	farmer
Abad	Javier	Public or Private advisers
Ripa	Raul	farmer
Beoriristain	Nerea	farmer
Vasseur	Patrick	Policy makers
Salamanca	Marc	farmer
Enard	Marion	hub coach
Guilbault	Pascal	Public or Private advisers
Cayla	Laure	Public or Private advisers
Aveline	Nicolas	Public or Private advisers
Caillieaudeaux	Robin	Public or Private advisers
Dufour	Marie Catherine	Public or Private advisers
Neumeister	Delphine	WP5 member
Kuegler	Michael	WP5 member
Guichaoua	Adrien	Project coordinator



3 Invitation and Agenda

JULY
25-26
2019

Network#09 Cross-visit



Reducing pesticides use in
the production of grapes,
fruits & vegetables.

PROGRAM



WEDNESDAY, JULY 24

(for those arriving on wednesday, not mandatory)

Appointment at the Chambre d'Agriculture de la Gironde, 17 Cours Xavier Amozan, 33000 BORDEAUX, salle "Garonne" - 3rd floor - [see the attached plan](#)

19h00 - 19h45

Welcome - Get to know each other better

By Marion Enard Co hub coach NW9 (APCA-CA33)

19h45 - 20h15

Get to know the NW9 French organizations and understand the wine-growing context in Bordeaux

By Robin Caillieaudeaux, Network leader NW9 (ACTA-IFV)

20h30

Dinner at "le Comptoir d'Etienne", 21 Rue Maucoudinat, 33000 Bordeaux [see the attached plan](#)



THURSDAY, JULY 25

Go to Cap Sciences, Hangar 20, Quai de Bacalan, 33000 BORDEAUX (near the Seeko'o Hotel) - [see the attached plan](#)

07H45 - 08h45

Travel to Chateau Coutet, 2, LDT Coutet, 33330 Saint Emilion

08h45 - 09h00

Kick off and distribution of the observation cards

By Delphine Neumeister (ACTA-Idele)

Coffee

09h00 - 11h00

Field Demo #1: Observe the different techniques used at Château Coutet to maintain the soil below the rank

By Adrien et Xavier David Beaulieu, owners

11h00 - 11h30

Reflection after the demo

11h30 - 12h15

Tasting of the wines of Château Coutet

12h15 - 13h45






Lunch

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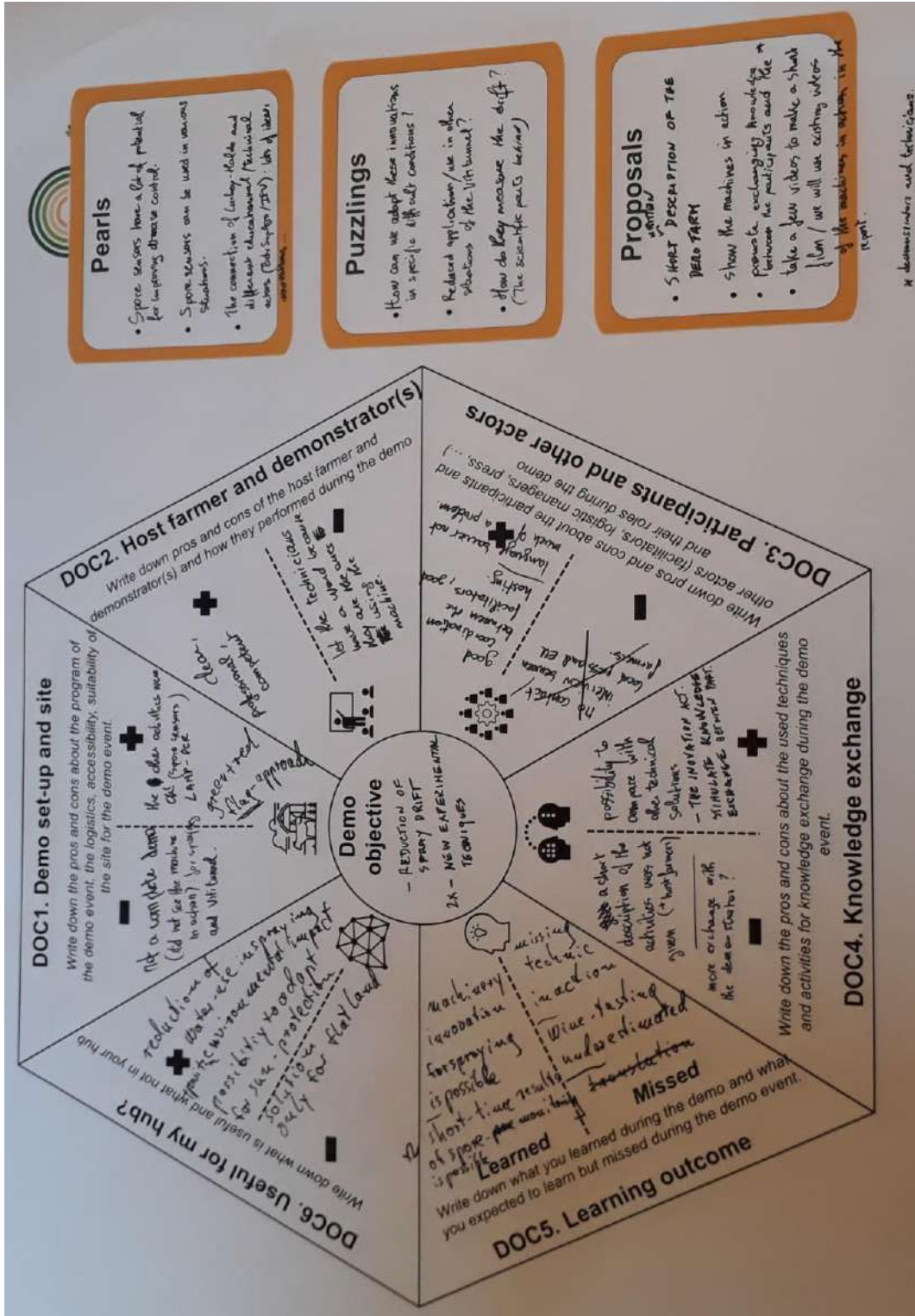
13h45 - 14h45	Travel to Chateau Luchey-Halde, 17, AV Mar Joffre, 33700 BORDEAUX	
15h00 - 17h00	Field Demo #2: A focus on the quality and spraying equipment used at Château Luchey-Halde and its vineyard in the heart of the city. <i>By Pierre Darriet, Operations Manager</i>	
	Focus on the experiments by IFV and CA33 related to spraying (good practices of the spraying, "viti-tunnel", spore sensors) <i>By Alexandre Davy and Marc Raynal, Viticulture Engineers (ACTA-IFV), Nicolas Aveline co-hub coach NW9 (ACTA-IFV),</i>	
17h00 - 18h00	Tasting of the wines of Pessac Leognan	
18h00 - 18h30	Reflection after the demo	
18h30	Back to the hotel	
20h30	Social activity & Dinner at "Chez Mémé" 51 Rue Saint-Rémi, 33000 Bordeaux see the attached plan	
<hr/>		
	FRIDAY, JULY 26 Meet at the Chambre d'Agriculture de la Gironde, 17 cours Xavier Amozan, 33000 BORDEAUX, salle "Garonne" - 3rd floor - see the attached plan	
08h30 - 11h30	Knowledge exchange	
08h30	Introduction - <i>By Marion Enard</i>	
09h00	Reflection on what was demonstrated – <i>By Robin Caillieaudeaux</i>	
10h00	Reflection on how the demonstration was organized and performed – <i>By Delphine Neumeister</i>	
11h00	Wrap up – <i>By Delphine Neumeister and the NW9 French team</i>	
11h30 - 12h30	Tasting of resistant grape varieties <i>By Marie Catherine Dufour (ex NW leader), Director of the Technical Service of the CIVB</i>	
12h30	END of the French Cross Visit	
12h45 - 14h00	Lunch	
Thanks to:		
		
		



4 Pictures of the canvas

4.1 Topic canvas

Chateau Coutet (morning)



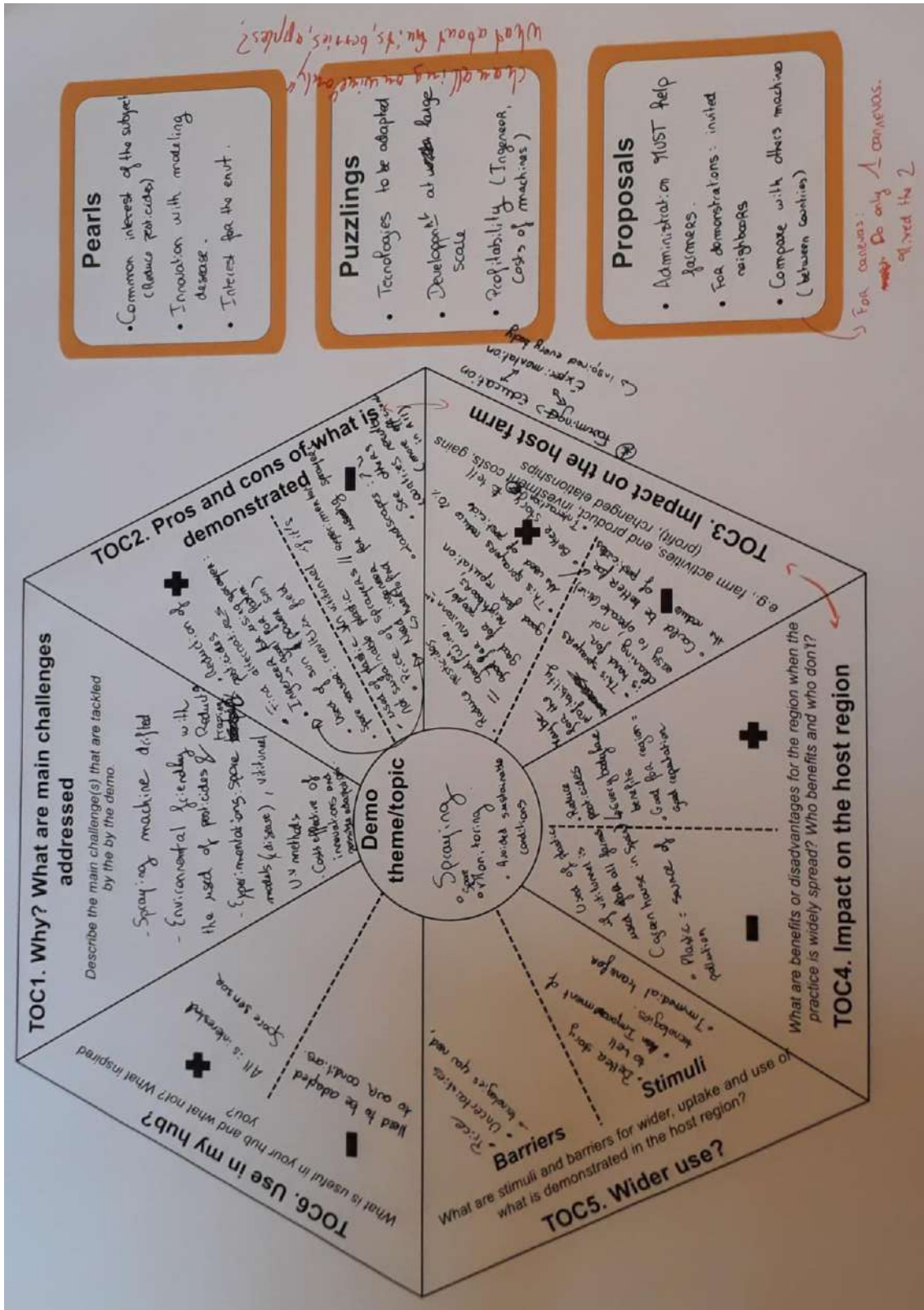
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Chateau Luchey-Halde (afternoon)

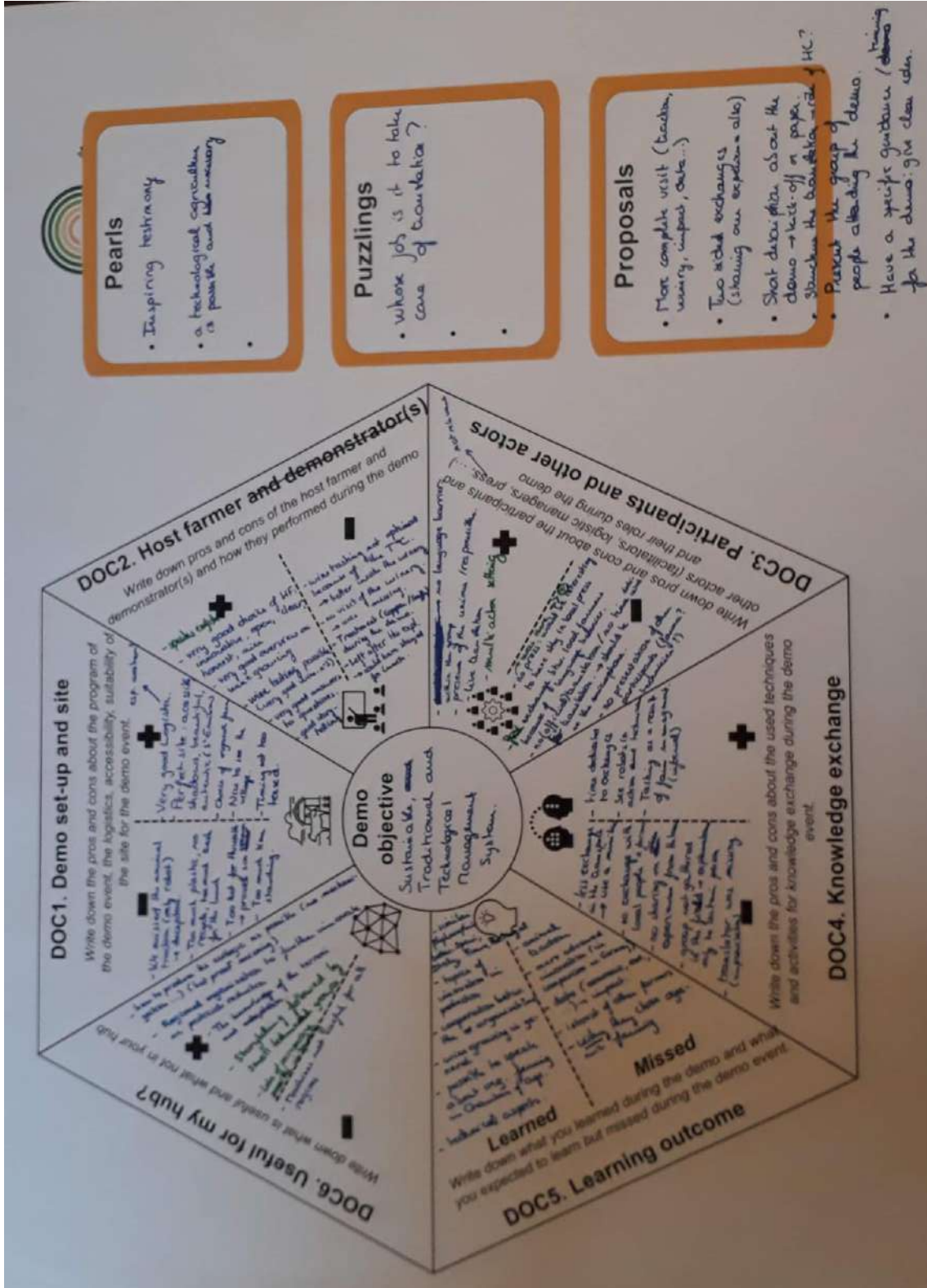




Cross visits template for report.

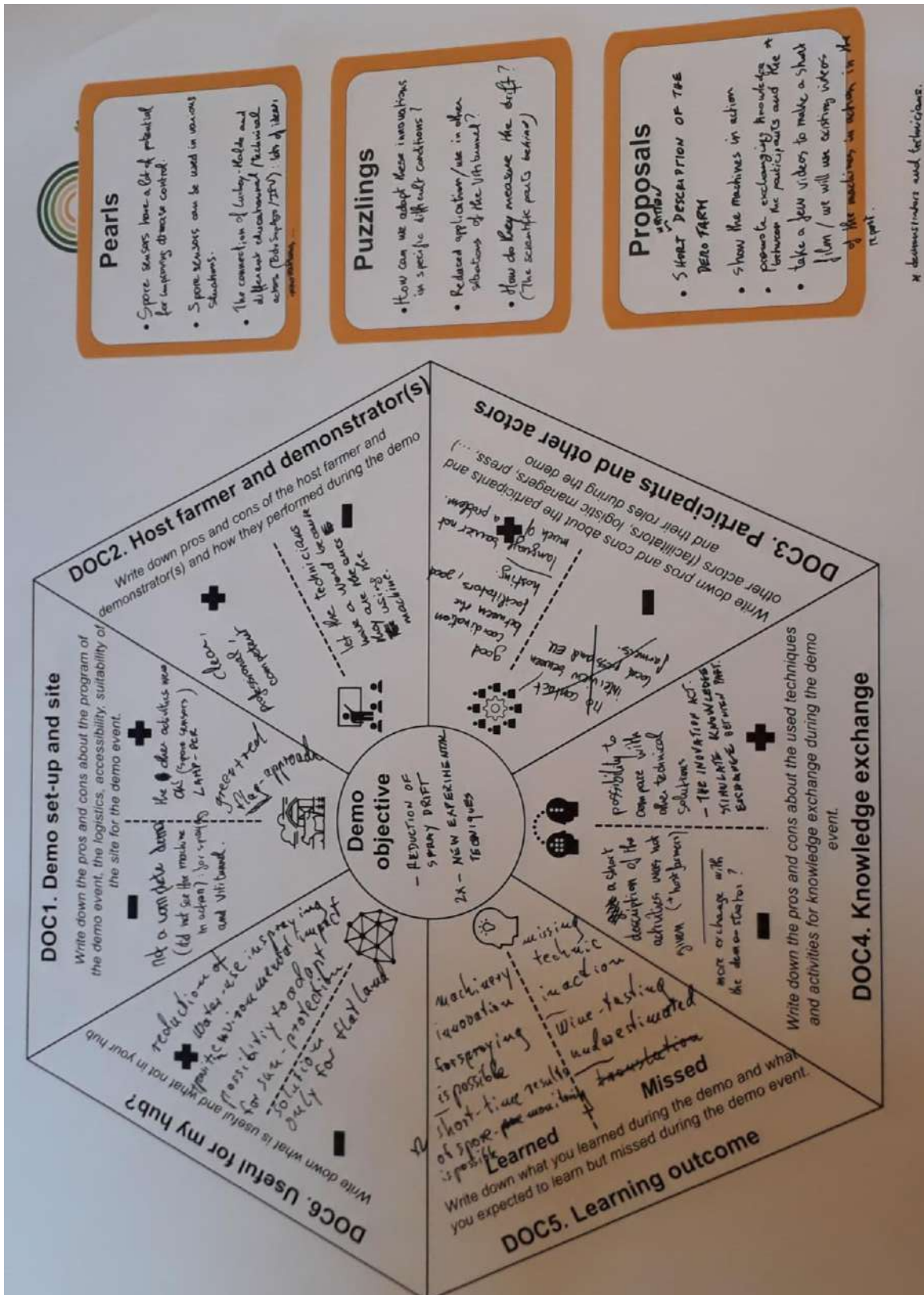
4.2 Demonstration canvas

Chateau Coutet (morning)





Chateau Luchey-Halde (afternoon)





4.3 Wrap-up canvas

Pearls

Pearls are those methods/aspects of the demonstration that you find interesting, inspiring, well done, etc. to show and exchange knowledge on the innovation that was demonstrated.

- 2 complementary demos → familiar, innovative → related to university/multi-actors
- very good cooperation between (IFB, CA) institute for applied science & advisory services.
- interactions games or social activities
- overall time schedule very good (methodology as well)
- no taboo about ^{speaking about} CCNU, K.Org.
- good balance betw. story-telling and small technical group

Puzzlings

Puzzlings are those methods/aspects of the demonstration where you have doubts, question marks or critics on:

- more scientific & economic background on research/tech. topics
- how to imply policy makers in the program. (public politicians)
- not enough space for two-sided exchanges. → how to better organize transfer.

Proposals

Proposals are ideas that might help to improve the demonstration of this specific innovation.

- introduction of participants
- build comparison / bridges btw. countries to valorise existing innovations.
- presentation of the demo topic during the kick-off (script) to take home.
- organize specifically the translation / give roles to dedicated people.



5 Overall reflection of the organising hub coach

5.1 Organisation of the CV

The first difficulty was the timing: the NW9 agreed on the location of the 1st cross visit quite late, at the time of the seminar in Alberese at the end of February/ beginning of March. In addition the French NW9 team had to deal with a big human resources' unstability: Marie Catherine Dufour left IFV Bordeaux, Laure Cayla took over her even if she wanted to delegate this mission, as she was not yet present full time at IFV Bordeaux. It took her some time to delegate the project, to a person who was on maternity leave during the cross visit. So it was necessary to find a new person... Consequently the organizing team was formed at the beginning of April!

The French organisation with two institutes (IFV and CA33) as well as the involvement of our superiors in this cross visit, allowed us to share the tasks efficiently. We were 5 people involved in the organization and were able to meet this short deadline. This team even worked very well, we distributed the tasks fairly, we made very regular video or face to face points. We had a good group dynamic.

A disadvantage of this reorganization of teams and sharing of tasks is the readability for outsiders "of who does what" within the French hub. Michael Kugler, but perhaps not the only one, had difficulty understanding who he should ask for information and why other speakers than Marion ENARD were speaking in the emails.

Beyond the organization, a questionnaire to target the expectations of the NW9 hubs within the demonstrations had been sent. This questionnaire did not have a high response rate and if it had been sent earlier, perhaps we could have interpreted it better.

It has nevertheless allowed us to target some of the expectations of the NW9 and therefore to look for Châteaux that could meet these expectations (thematic tillage without herbicide, robot, recovery panels, physical methods to limit the use of phytosanitary products).

We had quickly chosen two castles that could correspond to the themes:

- Château Coutet, member of the DEPHY network and whose co-owner is the inventor of a mowing robot;
- Château Couhins, also a DEPHY member, whose vineyard is in the heart of the Bordeaux area (sensitive to the problem of spraying) and which belongs to INRA (French research organisation). The latter finally refused to participate (due to a lack of labour during the period when the CV was being organized).



We immediately thought of opening the CV to wine growers in Gironde: this allowed us to exchange with the participants of Nefertiti and also to value the time spent organizing these demonstrations. We lacked a little time to communicate properly around these demonstrations. We would also have liked to have seen more members of the French hub on this CV. Here again, it was difficult to mobilize winegrowers.

One difficulty that Marion ENARD, who organized this aspect, raises is the logistical organization. It is a profession in its own right almost! It was necessary to canvass hotels, restaurants, know the number of participants, negotiate rates, make summaries for participants so that they know their place of reception and schedules so that they themselves can take their plane ticket etc.... And this as quickly as possible for everyone, to complete the agendas!

To help on this point, the guidelines could perhaps contain some tips to that effect:

- Carry out a registration questionnaire for CV participants
- Prepare a document summarizing the hotels and means of transport for participants,

Finally, one point must be completely clarified: that of meal management. Indeed, the guidelines say that the organizer must take care of the meals, but in the seminars, participants paid for their meals. Especially since the costs related to the cross visit are the same from one country to another, however, not all countries will be organizers of cross visit. The organization of the cross visit is an item that spends more than the participation in this cross visit. It therefore seemed plausible to ask participants to pay for evening meals. Adrien Guichaoua did not find this shocking, Michael Kuegler found it not in accordance with the instructions.

5.2 Activities during the CV

Overall, the CV went according to plan. In terms of planning we managed to keep to the deadlines set for the different stages of the cross-visit and were able to make 2 demos in one day. We had planned a lot of time spent around the demonstrations: this allowed us to visit Saint Emilion in the morning (not planned). On the other hand, the demonstration day was very busy for the participants (maybe too much?). The ideal would perhaps have been to make the CV over two days since there were two demos (better explain in the guidelines).

Communication and the distribution of tasks between the organisers was good with each one of them having their own specialities (e.g. Marion as facilitator, Nicolas as demonstrator, Robin for the degustation). The cross-visit was a smooth process. The rotating round tables and wrap-up were efficient and productive.



In terms of content, we understood that the technicians from Château Luchey Halde should have been involved in the afternoon. They are the ones who use the spraying equipment and the participants would have liked to have a real feedback. However, participants gave positive feedback instead.

6 Reflection of the WP5 monitor

6.1 Kick Off

The kick off was held on the day before the demo, from 7 to 8.15 pm, so that participants could arrive during the afternoon. It took place in a beautiful reception room of the Chamber of Agriculture. The session started with a game, in order to have people introducing themselves to each other's: each participant had a paper with people description on it ("I speak Chinese", "I read a book every week" etc.) on it, and everyone had to fill in his paper with names of the group, without using more than twice the same name. Consequently everyone spoke quickly to all the group, a nice ice breaker! After that the hosting hub presented the background of wine production in the Bordeaux region, especially regarding pesticides use and social expectations. Presentation was made by Marion Enard, hub coach of Network 9 and Pascal Guilbaud, member of the hub. Participants asked for precisions about the French AKIS organization, which could be the subject of a systematic presentation during the kick off (point for improvement for the WP5 team, to suggest in the guidelines). Participants went for dinner in the city center of Bordeaux.

The day after on the demo place, a short introduction to Nefertiti methodology was made by WP5 member (Delphine Neumeister) in order to present the different tools (reflection cards) and steps that participants would get through: kick off, field day, reflection on the cross visits.

6.2 Field demonstration

The hosting hub had arranged transportation to join the field days which were not localized in Bordeaux. The day was divided into two demos:

- Visit of Chateau Coutet: use of a weeding robot to cut the grass between the vines, in the frame of sustainable organic management
- Visit of Chateau Luchey Halde: new technics to avoid pesticides or rain damage

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The demos were organized especially for the Nefertiti group, even though other local winegrowers were invited to join as well. Some of them participates on the first demo, much less to the second one.

Visit of Chateau Coutet (morning):

Participants were hosted by the two tenants of the Chateau Coutet: Xavier and Adrien David-Beaulieu. The latter presented his Chateau in French and Robin, Delphine and Adrien G. took in charge the translation. Adrien DB told us his story with passion and explained his drivers for innovation (weeding robot, specific bottle without cork etc.) and why they decided to convert to organic farming and use animal traction. Participants then had the opportunity to ask their questions in English, which was much more convenient for the Nefertiti group, less for the French winegrowers ;-). The visit continued on the field with a demonstration of the weeding robot in action. Participants could hold unformal discussions with the two workers in charge of monitoring the robots. A wine testing of three different Chateau Coutet wines was organized before the buffet lunch. Some participants wished they could have visited the winery & visit of the Château and see the animal traction in real (or at least a video).



Visit of Chateau Luchey Halde (afternoon)

After lunch the group went to visit an experimental (but also commercial) vineyard, Chateau Luchey Halde, which belongs to Bordeaux Science Agro (agronomic university of Bordeaux) since 1999. After an introduction by Pierre Darriet, operations manager, three research topics were presented concretely in the field by the scientists that are in charge of monitoring them, but the machines or installations were not in use:

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- A spraying machine that recovers part of the sprayed pesticide, which makes it possible to limit losses in the environment but also to reuse it, thus limiting the cost for the winegrower;



- A spore fixative that captures spores harmful to the vine and reduces chemical treatments.



- A mechanism to cover the vines when it rains (vititunnel), making them less vulnerable to illnesses.



6.3 Reflection on the field demonstrations

About the weeding robot (morning):

- **Key strengths:** the robot is autonomous and can be remotely controlled. It is quite ecological as it works with solar energy and helps to preserve biodiversity and water (less use of pesticides as the robot gets rid of pests mechanically). It also brings some answers to social issues, as quantity and penibility of work.
- **Key barriers:** the robot costs a lot and can only be used in specific areas. Lots of time is necessary to cover a whole vineyard.

About the research topics (afternoon):

- **Key strengths:** experimentations conducted help to visualize how pesticides can be reduced.
- **Key barriers:** some of the experiences are very plastic consuming (vititunnel especially). The spraying machine is not easy to wash and to conduct. For the moment the price is unknown but could be a barrier to further and on farm development.

6.4 Social activity

The hosting team made huge efforts to build a very convivial event. Many activities or games were organized, enabling people to share personal and professional information:

- The introductive game on the kick-off meeting, in order to help participants to get to know each other
- The first dinner together
- The first demo ended with a walk to the beautiful village of Saint Emilion

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- The buffet lunch under the trees on Chateau Coutet during the demo day
- The second evening: dinner took place in a fresh products restaurant. Before, the team had organized a blind test on wines. The group was divided into 5 teams, each one had to identify wines and flavors contained in little vials
- The wine tasting to conclude the second day (see 6.5).



6.5 Knowledge exchange

The day after the demo all participants joined the debriefing session. It started with a “picture language” game: each participant had to choose a picture among plenty of others to illustrate what they wanted to share about the demo day. The knowledge exchange took part with all Nefertiti participants (except Spain partners who had to leave before). As two demos had to be evaluated, we organized a “world café”: participants were divided into four groups, each group had one canvas to complete (whether DOC or TOC, for Chateau Coutet or for Chateau Luchey Halde). Participants were asked to collaborate regarding the observation cards they had picked the day before. Each person of the group could complete the proposition with their own feedbacks. After 30 minutes of reflexion in the first group, each group went to complete another canvas for the next 15 minutes and so on until they had seen the 4 canvas. This exercise had the benefit to enable everyone to give feedback on every topic, but the disadvantage of being very long, with lots of overlapping in the discussion. First canvas was easier to complete because participants were very motivated, the other ones were more fastidious because of tiredness and some redundancy.



6.6 Wrap-up

The wrap up session was made with the complete group, as a global conclusion to the cross visit. This exercise was perceived as very important to reflect on the demo day and to help farmers to sum up what they would bring back home. After the knowledge exchange, the wine interprofessional body director came to present the research work led on resistant varieties of vine. To finish, a wine testing of resistant varieties concluded the cross visit.

6.7 Conclusion: overall impressions, remarks, suggestions...

What worked well:

An overall very good timing and a very good logistic: Time schedule of the day was intense, with two demos on different sites, but the team had prepared carefully the organisation of the event:

- Balance was very good during the day, with some breaks between the two demos.
- Cars available to travel from Bordeaux city to the two demo events
- Lunch delivered on the demo site 1 to save some time and enjoy the lunch in a very nice place, under the trees. Only negative point was the important use of plastic for this lunch, which moreover was not recycled.
- The group was provided with hotels names closed to the meeting point, maps of the restaurants etc., which made the trip easier for the visitors.
- Five hub members were involved in the cross visit, all of them with their specifications, which enabled to better deal with the global coordination. Participants admired the good cooperation between applied science (IFD) & advisory services (Agricultural Chambers).
- Local stakeholders (president of the chamber of agriculture, director of interprofessional body) attended the event, showing the importance of the Nefertiti project and their support.

The importance of a good story teller able to speak English: The first demo was introduced by the owner of the vineyard. He was clear, sounded honest, passionate and referred constantly to the history of his family and reasons of the choices they had made in the past. He also presented his project for the future, showing how dynamic the vineyard was. A good storyteller is definitively very helpful to convey ideas and raise interest among participants. The fact that he was able to speak English and to interact



directly with the CV visitors was also a big strength. Some participants wished the vine producer would have stayed for lunch to continue the discussion.

Moreover, participants liked the fact of having one time dedicated to storytelling and another one to small technical groups.

Diversity of the demonstrations: The two demos were very different (one commercial vineyard, one related to scientific research), which showed the diversity of innovation processes and the possible answers to foster the reduction of pesticides use. They were very innovative (at least from my point of view, but I am not a wine&vine specialist) and participants showed great interest and asked many questions to the speakers. Visitors liked the double approach (empirical on farm or with intervention of scientists), even though the concentration of the two events on the same day was maybe a bit intense. According to me, it was not a problem, but participants were tired by the end of the day. Some participants wished they could have deepened the scientific and economical background about the research topics.

An important effort on social activities: The effort made by the organisational team on social activities (see above) was very appreciated by the participants. It definitively conveyed a friendly and relaxed atmosphere, which are favourable to learning. It is important to dedicate some time to ice breaking and social events, as they offer to the participants the possibility of speaking informally. Only the incredibly hot weather (+42°C) combined to the wine testing drove us a bit dizzy for the afternoon ;-)

- ➔ Participants would have liked to have a description on each one's activity and characteristics (not only name and type of farm). Maybe the WP5 team could provide some tips to make this sequence more interactive.
- ➔ Moreover the Nefertiti project has to clarify whether the dinner fees have to be charged to the participants or to the organizational team (there was a debate on this subject).

Points for improvement:

Time dedicated to exchanges but too few local farmers: even if there were two demos on the same day, participants had the opportunity to ask questions and to exchange with innovation holders. Maybe a bit less during the afternoon, as there were three different experiments shown and consequently time for discussion was shortened. For instance



participants would have like to see the machines in action and have time to discuss with the technicians in charge of its use.

- ➔ For demos, it is important to privilege machines in live, as it contributes to learning.
- ➔ Participants did not have the opportunity to test themselves the different innovations. Maybe we should try to emphasise the importance of learning by doing for the future demos?

As the demos were organised specifically for the Nefertiti team, our group constituted most of the participants to the demo. It could have been nice to bring more local farmers to the events, to foster interaction between local and international farmers. Besides participants wished they could have visited a winery during one of the two demos.

Network 9 has a diversified composition: It is a point specific to this network (vine growers, fruits or vegetables etc.). Consequently, it is not easy to find demos that suit to every type of participants.

Translation, the redundant problem of CV? Regarding this last point, interaction would have been possible only if local farmers could speak English, or Nefertiti participants French (some of them did, and they had the opportunity to exchange with local farmers). As participants all spoke English, there was no language barrier within the group, live translation (French→ English or Spanish or even German thanks to Mickael) was organised. Nevertheless it would have been necessary to provide translation with microphone or to dedicate a real timing during the morning intervention (in the afternoon, everything was explained in English directly).

- ➔ Recommendations about translation issues have to be provided by the WP5 team, in order to improve next year.

A fastidious knowledge exchange: Working on the four canvas had the benefit of enabling everyone to reflect on each aspect and to deal with the two demos in parallel, but in the end the process was too long and tiring for participants. Maybe a middle way could have been found with 2 canvas for everyone, followed by a group session to discuss the conclusion.

- ➔ Nefertiti team should precise if two knowledge exchanges are necessary if the group attendant two demos, or if we could focus on one.
- ➔ Participants would also have liked to have a description of the demos to take it home.

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A big thanks to the organisational team for their great implication!



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Cross visits Report
Network 10
Scotland
25-27/09/2019





Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Annie McKee, Laure Triste**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross Visit Report of Network 10 in Scotland, 25-27th September 2019

1 General information on the Cross Visit

Hosting Hub: Scotland

Contact person of the hosting Hub: Annie McKee

Name of the WP5 Monitor (if applicable): Laure Triste

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

No.	Name	Affiliation	Country
1	Annie McKee	James Hutton Institute	Hub Coach Scotland
2	Michael Kuegler	EUFRAS (sub-contractor of TEAGASC)	CV task Leader Germany/Belgium
3	Sandra Honegger	Grassland Centre	Hub Coach Germany
4	Ulrike Witting	Farmer	Germany
5	John Moriarty	Teagasc	HubCoach Ireland
6	George Dennis	Macra na Feirme	Ireland
8	Keiran McDermott	Farmer	Ireland
9	Csilla Fazekasné Horváth	Farmer	Hungary
10	Imre Fazekas	Farmer	Hungary
11	Attila Németh	Innovation Actor	Hub Coach Hungary



12	Blanka Bolfán	Innovation Actor	Hub coach Hungary
13	Laure Triste	ILVO	WP5 Belgium
14	Tom O'Dwyer	Teagasc	NW leader Ireland

Scottish participants: Stephen Withers and Neil Sandilands (Host farmers) Andrew and Aileen Marchant (Host farmers), Judith Hutchinson (Monitor Farm facilitator), Rhidian Jones (Monitor Farm facilitator), plus all attendees at the Nithsdale Monitor Farm meeting, Clonhie Farm, 26th September 2019 (approximately 25 other local farmers/farm advisors).



3 Invitation

NEFERTITI Network 10 'You Can Farm' Cross-visit - hosted by Scottish Hub

The NEFERTITI Network 10 group are invited to attend an upcoming Monitor Farm meeting in Dumfries and Galloway. The Monitor Farm facilitator for Nithsdale Monitor farm has invited us to join the meeting planned at Clonhie Farm, Penpont, Dumfries and Galloway on Thursday 26th September. This tenanted farm is run by a new entrant farming couple (Andrew and Aileen Marchant) and it has a joint venture enterprise with the landowner – therefore there are several elements that are of relevance to the 'You can farm' theme. The meeting on 26th September will include a guest speaker: Charley Walker, Barnside Farm near Duns (Sheep Farmer of the Year 2017), as well as a walk around the farm to discuss environmental audits. A Monitor Farm meeting usually runs from about 10 am – 2pm, including lunch.

To maximise the opportunity for cross-fertilisation, this cross-visit will also involve other chances to learn about initiatives to support new entrants to agriculture in Scotland. The following programme is proposed:

Wed 25th September- arrive to Edinburgh airport*, ideally by early afternoon. If time allows, the group will visit an example of a joint venture between an older farmer and a new entrant (who have earlier been involved with the NEWBIE project).

We will stay overnight on 25th in the town of Dumfries and have an evening meal together (hopefully also including the Monitor Farmers, Andrew and Aileen Marchant). Aileen Marchant is also a school teacher and runs an 'agri-employability' programme through the school year to encourage her pupils to consider the range of careers associated with farming.

Thursday 26th - attend the Monitor Farm meeting at Clonhie Farm, Nithsdale, Dumfries and Galloway (as described above).

After the meeting we will spend time on the farm or in a cafe closeby undertaking monitoring and evaluation following the demo-event.

Clonhie Farm is located on Buccleuch Estate (second largest landholding in Scotland) and they have provided starter farm units to new entrants. If time allows, we will arrange a meeting with the estate manager/visit other parts of the estate.

We will arrange a final group dinner for the Thursday evening.

Friday 27th September- fly home from Glasgow or Edinburgh. *Please indicate where you can best fly to from your home countries.

I will contact a hotel in Dumfries and provisionally book rooms for the Network 10 group. Please let me know by 9th August how many hub members are likely to travel to Scotland for the cross-visit. Please don't hesitate to contact me with any questions or queries.

Thank you and best wishes,

Annie McKee (Network 10, Scottish Hub Coach)



4 Agenda

Wednesday 25th Sept	Itinerary	Cross-Visit step
12 midday	Meet at Edinburgh airport: Meet group at Costa Coffee in departures area of airport. Please have lunch/coffee as you wish (nb. no further stops planned until dinner). Arrivals anticipated between midday and 2pm.	Step 1: Getting acquainted.
2pm	Departure from Edinburgh airport in minibus.	Step 2: Getting oriented - Update on purpose of the CV and explain use of observation cards.
3.30- 5pm	Farm visit: Upper Hundalee Farm, Jedburgh Meet with Stephen Withers and Neil Sandilands; see case study description here: https://www.fas.scot/downloads/case-study-stephen-withers/	Step 3: Practice use of observation cards.
5pm – 6.30pm	Travel from Jedburgh to Dumfries Holiday Inn	
7.30 pm	Social Dinner at Dumfries Holiday Inn, with guests from Nithsdale Monitor Farm.	Step 4: Social activity
Thursday 26th		
9.30 am	Departure from Dumfries Holiday Inn (timing to be confirmed with bus driver).	
10.30 am- 2.30pm	Monitor farm Meeting at Clonhie Farm, including lunch.	Step 1: use of observation cards; Step 2: observing during demonstration.
3-6 pm	Knowledge exchange Dumfries Holiday Inn	Step 3: Completing hub journal;



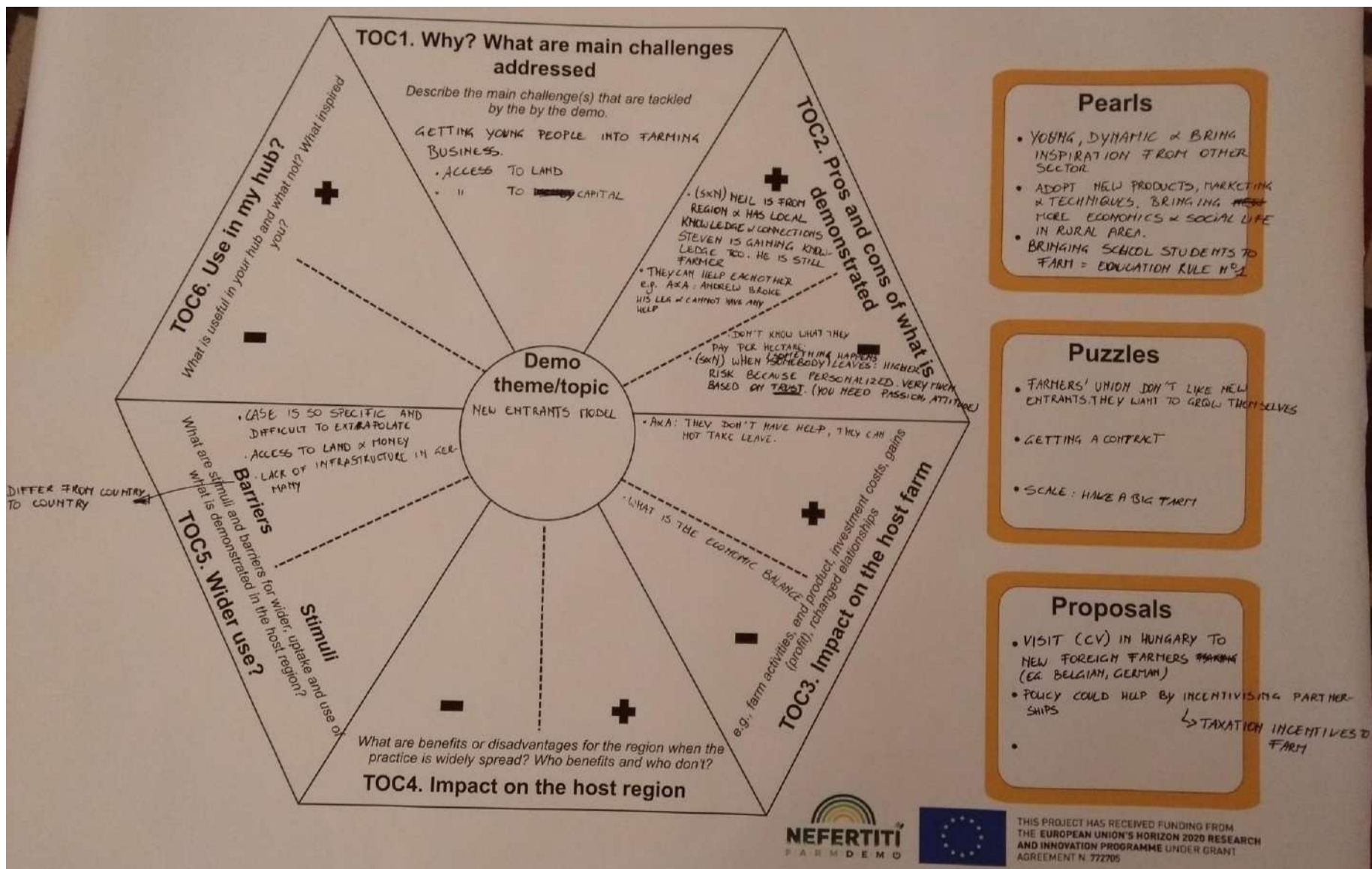
	[Tom O'Dwyer to get taxi to train station.]	individuals or as hub groups; preparation for knowledge exchange workshop. Step 4: - Reflection on demonstration topic and on how it was demonstrated Step 5: Wrap up – to complete template; summary of whole visit; take-home messages
7pm	Dinner in Dumfries town centre; optional group booking or can self-organise.	<u>Please note</u> – this meal will have to be paid for by the hub member and claimed back to individual NEFERTITI partner budgets.
Friday 27th September		
7.30 am	Departure from Dumfries Holiday Inn to Edinburgh Airport (timing to be confirmed with bus driver; ~2 hour drive). Earliest traveller – Michael, flight at 11.30 am.	



5 Pictures of the canvas

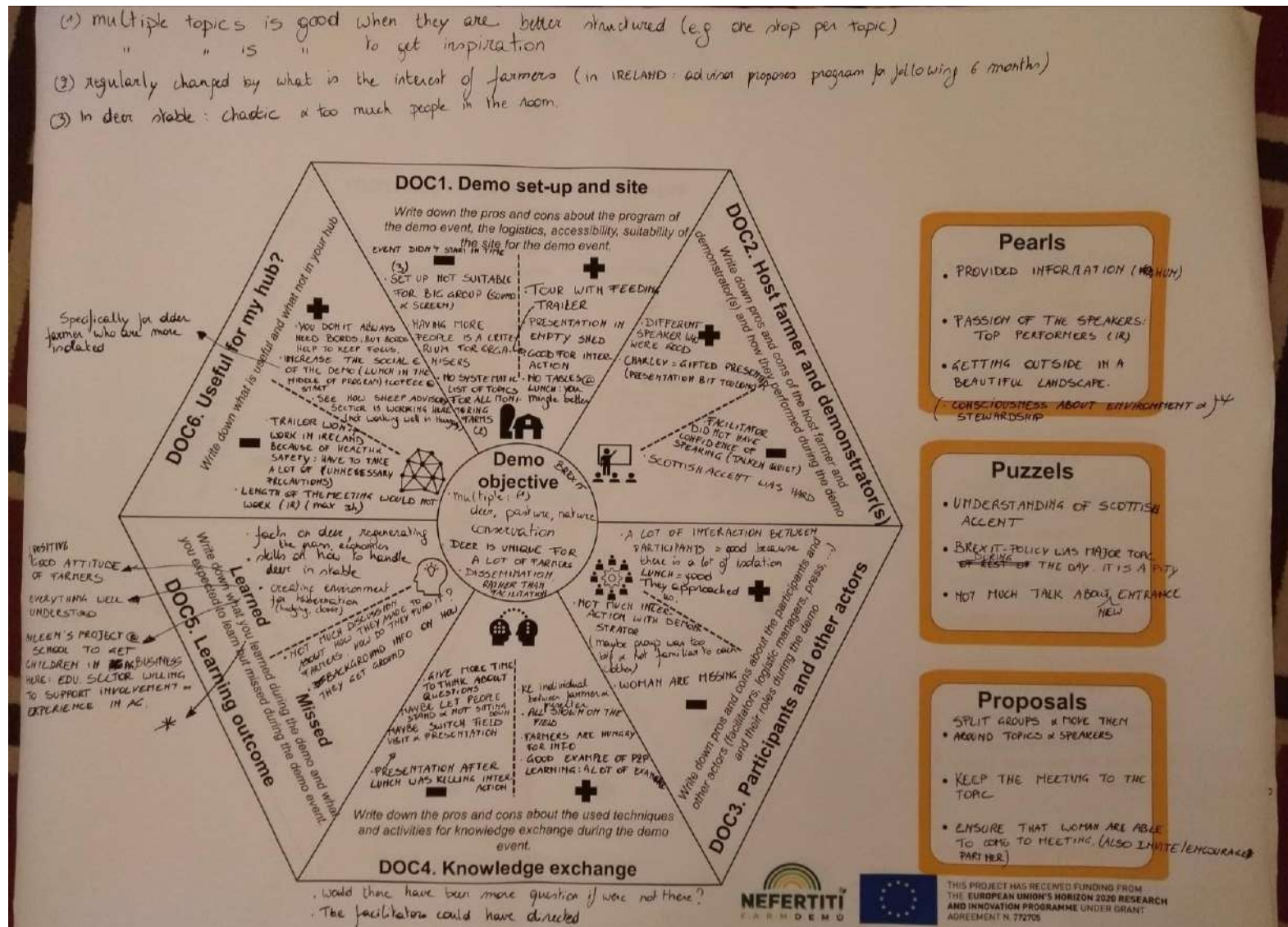
*Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.*

5.1 Topic canvas



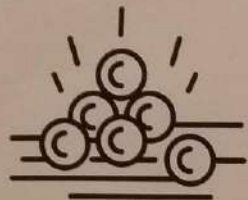



5.2 Demonstration canvas






5.3 Wrap-up canvas







We learned ...

What did you learn from this cross visit on what and how it was demonstrated?

- NEW ENTRANTS WILL HAVE TO THINK OF NEW WAYS TO ENTER FARMING
- INNOVATIVE MODELS FOR NEW ENTRANTS IN "OLD FASHIONED" CULTURE
- NEED FOR CERTAINTY (PAYMENT FOR WORKEFFORT)
- SIZE OF FARMS IS BIG

We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?



- IDEA OF SHARED FARMING MODEL.
- WE FOCUS TOO MUCH ON SUCCESSOR AND NOT ON THE OLDER FARMER FOCUS ON HOW HE CAN BE CONVINCED TO COLLABORATE WITH NEW ENTRANTS
- INSPIRING ~~THE~~ FOR EXCURSIONS FOR ADVISERS.

We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- TRANSLATION !!!
- FINANCIAL INSTITUTIONS TO BE ENGAGED IN CV & HW.
- HOW TO JUDGE SUITABLE TIME TO BE HERE. HOW MUCH OTHER STUFF SHOULD WE ADD, BESIDES THE BEMO-VISIT
- INVITE POLICY MAKERS, MAKE THEM AWARE ABOUT THIS TOPIC
- MORE INFO ABOUT BACKGROUND ON BASIC CONCEPTS OF AGRICULTURE.

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5.4 Reflections of the network leader

The network leader had to leave before the knowledge exchange but send some reflections on the cross visit:

- Host farmer (Andrew) was a really good communicator – important consideration when selecting a monitor farmer
- His wife (Aileen) was also an excellent communicator – but interestingly was silent at the event (we had got to meet her the night before)
 - She had two interesting projects going through her school (she is a teacher)
 - Farm Employability Programme – all the potential different jobs available along the “farm to fork” supply chain
 - Hands on experience – visit up to 12/14 farms – double period – on farm for 45 minutes – students get stuck into doing whatever is happening on the farm as they arrive
- The role for the facilitator at the event was minimal – could have been more involved?
 - Although on one or two occasions he did invite Charlie to provide a comment on his experiences
- There didn't appear to be a farm adviser – somebody who was guiding / advising the host farmer
- The event was the 16th in a series of 18 over a three year period (project term)
 - How to maintain farmer interest in repeat events on the same farm – have a different focus for each event, different guest speakers
- Overall, the attendance for the event was small [LT: 40 people including us]
- The social aspect of the event was significant – tea/ coffee on arrival plus soup, sandwiches, tea/ coffee at 1pm
 - How important is this?
 - Should we incorporate this into more of our events
 - Was there too much time allowed for the lunch break?
- An attendance register was taken
 - We typically don't do this in Ireland (unless as part of a scheme)
- Feedback sheets were available
 - And interestingly, one of the facilitators called for suggestions from the participants for the group following the end of the current project (no suggestions forthcoming at the meeting...but at least the seed was planted)
- At one point (on the new deer shed), the group split into two, and there were a lot of separate discussions going on
 - Was this planned as part of the overall event?
Or did it just happen?
 - There didn't seem to be any rush to move us on (but it was raining outside at the time)



- How relevant was the new deer unit/ deer farming to the participants?
 - Should the facilitator have focussed the discussion more on the joint venture aspect of this enterprise?
- What was the overall objective for the event?
- Expert speakers were all very knowledgeable and good presenters, comfortable with their topics
 - Sandra had a small number of very practical messages e.g. look at what you have got and aim to improve it
- The farm tour (tractor and trailer) was very useful – we got to see examples of different habitats (rather than simply talking about them)
- There were no boards – and they weren't needed
- Avoid PowerPoint presentations e.g. Andrew talking about Farmax
- Use PowerPoint presentations cleverly e.g. Charley Walker, “Making it Happen”
 - Pictures are very useful – we should encourage monitor farmers to take more pictures of events as they happen – to have available for farm walks, events etc. at a later date
 - Although this talk went on for too long – shed was too cold to be sitting around for over one hour
- I think that it would have been preferable for our network if the event itself had been focussed on “farm attractiveness”
 - The farm demo was particularly relevant to the theme
 - Wednesday's farm visit and presentation from Aileen were much more relevant to the theme
- There was a Management Group for the Monitor Farm
- While there were some figures presented, overall the amount of performance figures presented was limited
 - Do we present too much data at our events?
 - Better to share experiences, feelings, perceptions, emotions e.g. “it was tough spring”
- The level of questioning from the participants (the NEFERTITI participants probably asked more questions) was low
 - Could this have been encouraged?
 - Perhaps it was because the participants had been on the farm so many times before

6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***



6.1 Organisation of the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

The organisation of the cross-visit in Scotland did happen as expected, but there were challenges in the organisation phase that were difficult to overcome. Primarily, the task of the cross-visit to attend a farm demonstration event that was planned by network members (i.e. rather than organised by the hub coach directly) and that fitted with the theme of the Network was a rare combination. Therefore, when the opportunity to attend a farm demonstration hosted by new entrant farmers (and members of the NW 10 Scottish Hub) arose, it seemed to be the best possibility for a cross-visit. The requirement for Network 10 to complete a cross-visit within 2019 was also a factor in deciding that this demonstration event would be suitable. However, the fact that the topic of the demonstration (i.e. focussing on environmental audits and sheep farming) was not related to 'farm attractiveness', it was difficult to identify factors of the demonstration relevant to NW 10. Prior to attending the meeting on 26th September, it was not publicised that there would be a later meeting of this monitor farm dedicated to succession planning. However, despite this later meeting fitting more closely with the topic of Network 10, it is planned for the evening and will likely be held in a local hotel, rather than on the monitor farm itself. Therefore, attending this later meeting as part of a cross-visit (i.e. rather than the September meeting) would have missed the on-farm demonstration aspect. To reiterate – the combination of new entrant farmers and on-farm demonstration is challenging to align and there are infrequent opportunities for such a cross-visit in Scotland.

Secondly, the logistics of organising the group proved more time-consuming than anticipated, in particular due to the late removal of our bus booking. This was resolved with help from other NEFERTITI project team members at the James Hutton Institute, due to commitments on the part of the Hub coach. Overall it felt quite a large group to coordinate as a single Hub coach, and I did not have sufficient time preceding the cross-visit to follow up with all the network members to confirm their participation, which was regrettable. Hosting the cross-visit was also much more costly than initially budgeted; the total costs are presented in Table 1 (see below). The uncapped number of participants was difficult in terms of budgeting for the host partner; future cross-visits may require an upper limit of numbers to allow for fixed costs for the host partner.

**Table 1: Scottish cross-visit costs for host partner**

Cost type	Description	Indicative cost (£)
Travel	Minibus hire (25-27 th September)	£1120
Accommodation	(1) 25-26 th Sept: 2 nights B&B at Dumfries Holiday Inn for Hub Coach (Annie) (2) 26 th Sept: Room hire for KE workshop at Dumfries Holiday Inn	(1) £180 (2) £40
Food and drink	25 th Sept: (1) 3 course dinner for CV group at hotel, plus Monitor Farmers and facilitators: 17 x £20 = £340 26 th Sept: (2) Lunch for CV group at Monitor Farm meeting = 14 x £8.50 = £119 (3) Tea, coffees and biscuits for CV group KE workshop at Dumfries hotel = £3 x 13 = £39 (4) Covering tip for whole group meal in Dumfries restaurant, plus hub coach dinner cost (10% of total bill - ~ £20); own meal = £23.50.	(1) £340 (2) £119 (3) £39 (4) £43.50
Additional costs	Thank you gifts for host farmers/facilitators: (1) 25 th Sept: 2 x gifts for host farmers (Stephen and Neil) = £37.50 (2) Gift for Aileen Marchant as after-dinner speaker = £10.50 (3) 26 th Sept: Gift for host farmer (Andrew Marchant) = 3 x £10 (max cost) = £22 (4) Shortbread for minibus journeys = £4.80	(1) £37.50 (2) £10.50 (3) £22.00 (4) £4.80
	Total cost for Hutton (host partner):	<u>£1956.30</u>

6.2 Activities during the CV



Did everything happen according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

The cross-visit was enhanced by the opportunity to visit the farm of Stephen Withers and Neil Sandilands near Jedburgh, to learn about their share farming arrangement as an innovative route into farming for new entrants. This visit seemed to be of interest and to inspire much further discussion amongst the cross-visit group. Furthermore, the attendance of one of the host farmers (Aileen Marchant) and monitor farm facilitators (Judith Hutchinson and Rhidian Jones, plus Judith's husband Tom, also a local farmer) at the social dinner on Wednesday 25th September was a valuable contribution to the cross-visit overall. Each sat at a different dinner table to interact with all attending the cross-visit, which was much appreciated by the cross-visit group. After dinner, Aileen Marchant provided a presentation about the 'Field to Fork' schools programme that she coordinates to encourage young people to consider careers in agriculture, food processing, marketing and cooking. This was an engaging and informative presentation; unfortunately, it came too late in the day for the Hungarian group who had travelled from very early in the morning and needed to get to bed.

Attending the monitor farm meeting at Clonhie farm on Thursday 26th September as 'observers' was very interesting and provided a great example of a farm demonstration from which to learn lessons relevant across the NEFERTITI project. The opportunity to see the farm and wider landscape from the tractor-trailer tour was welcome, despite the inclement weather. The local group were welcoming and interested to speak to the cross-visit participants, and the NEFERTITI project was introduced well by the chair of the Nithsdale Monitor Farm meeting. It was commented by one member of the cross-visit that having met Aileen, Judith, and Rhidian, the evening before helped to integrate quickly into the monitor farm meeting.

The main challenge when visiting both the farm at Jedburgh and the monitor farm meeting at Clonhie was the level of English understanding amongst the cross-visit group. It was not clear to the hub coach who was able to fully understand and who could not keep up – although it was known that the Hungarian farming couple did not speak much English. As the hub coach, I felt that I could have helped more to explain the main points again clearly to those who were unable to understand due to speed of discussion and the Scottish accents, however I did not receive many requests for help. In particular, I didn't realise that many in the cross-visit group struggled to understand Andrew, the host



farmer, due to his Scottish accent. This could have been more quickly resolved; e.g. I could have summarised his farm update on the bus back to the hotel, if this had been requested by the group.

The knowledge exchange workshop held at the hotel during the late afternoon of Thursday 26th was a necessary and valuable de-brief following the farm demonstration. It allowed the group to discuss how best to feature the topic for Network 10 in future farm demonstrations, comparative examples of innovative routes into farming from other countries, and the lessons learned from the on-farm demonstration attended by the cross-visit group. Unfortunately, the Hungarian farming couple chose not to attend this part of the cross-visit, but this was understandable due to the language barrier. We were grateful for the input of the remaining Hungarian participants. The evening concluded with a relaxing and sociable evening at a restaurant in Dumfries that specialised in local produce. Whilst there was no formal social activity, the two evening meals shared by the group and the time spent together in the minibus provided much opportunity for informal discussion and relationship building.

It was very helpful to have Michael Kuegler attending as the overall cross-visit coordinator to ensure that all requirements of the cross-visit were fulfilled. Furthermore, having a member of WP5, Laure Triste, as lead facilitator for the knowledge exchange part of the cross-visit was extremely valuable and a great support for the host (i.e. Scottish hub coach). Claire Hardy provided vital help to finalise the logistics of the cross-visit, and the hotel in Dumfries were very accommodating to the needs of the cross-visit group.



7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

Everybody was gathered on Edinburgh airport to take the mini-bus towards the first farmers Neil and Steven. During the 1h30 drive, each participant introduced himself. Afterwards Annie gave an introduction on farming and agriculture in Scotland and explained the programme of the CV (she already sent a text with contextual information on agriculture in Scotland, and case studies on the host farms before the CV started). Already some questions were asked by the farmers attending the visit. Afterwards Laure explained the purpose of the observation cards and everybody picked 2 cards for testing on the first visit at Neil and Steven's farm.

Note that 2 Hubs were not present: France and Croatia. Despite multiple efforts from Annie, they did not react to any email (also not to notify that they would not come).

7.2 Field demonstration

A first but 'unofficial' visit was arranged at Neil and Steven's farm in Jedburgh. This visit was included in the cross visit because of their interesting partnership between an older farmer (Steven) and young farmer (Neil, who is not a relative of the older farmer). We stayed there for 1 hour to hear their story, Steven's motivations to search for you farmers in partnership, the requirements of such a partnership and how they arranged it. The participants could ask questions of them.

In the evening of the first day, Aileen, the wife of Andrew of the monitor farm to be visited the day after came to give a presentation about the Farm Employability Programme, in which all the potential jobs available along the "farm-to-fork" supply chain were followed by high school students. She also presented the programme in which high school students who are very much interested in agriculture visit up to 12 to 14 farms to perform some daily activities there (during 45 minutes each time). Aileen is



a very good speaker. She sat at our table and talked a lot about how she and Andrew started their business and the difficulties they encountered in finding farmland, with access to schools etc. However, there were two other tables who did not hear this story. The Hungarian contingent left prior to Aileen's presentation due to their very early start, and the late evening presentation. That they were tired was very much understood.

The official demonstration that was attended by NW10, took place at the Monitor Farm meeting at the Clonhie farm run by Aileen and Andrew near Dumfries. They are new entrants into the farming business and are very dynamic and open about their business. They keep deer, sheep and cows. They chose deer, because the market is much more stable (specifically with Brexit). But you need a lot of capital for fencing and stable. They started a joint venture with the owner of the estate (also their landlord), who was fond of the idea.

The disadvantage was that the demonstration did not deal with the network theme (new entrants) as a topic. And it turned out we did not have the time after the demonstration to ask questions to the couple about being a new entrant. This was a pity.

The demonstration was built as follows:

1. Welcome with coffee, tea and biscuits in a shed
2. Introduction of the speakers by the Chair of the Nithsdale Monitor Farm Management Group in the shed
3. Introduction by one of the monitor farm facilitators, reflecting on past activities and announcing future activities. On 7/12/2019 there will be a meeting organised on succession and future planning on farms → This might be interesting for NW10 (maybe if nobody can attend, they can ask the programme and themes/speakers that will be invited as inspiration for their own demonstrations on this topic).

FARM TOUR

4. Host farmer Andrew presents his deer stable, with "dosing boxes" which they only use to cut the antler of the deer and to give them medicines. The visit is a bit chaotic. Everybody is walking around and talking to each other. Two groups develop around Aileen and Andrew, but a lot of people are not listening to them. It is not clear whether it is the purpose to form two groups or not.
5. Everybody goes on a trailer of a tractor and is moved around the fields. The trailer stops at 3 different places, in which a facilitator, a speaker/advisor from "farming and conservation" and Andrew talk about actions taken or that could be taken on the farm for nature conservation, improvement of the grassland and hedges. The speakers asked questions of Andrew. The facilitator also asked occasional questions to Charlie (a participating organic farmer). But it was



strange that he mainly addressed towards Charlie and not the other participating farmers to share their experiences. Afterwards it became clear that he was a guest speaker in the afternoon. The facilitator did keep track of the time and moved the group. Because of the heavy rain, we returned a little bit earlier back to the shed to have lunch.

LUNCH

6. Lunch with soup, sandwiches and cake

PRESENTATIONS IN THE SHED

7. Farm Update (presentation by host farmer Andrew) (10min)
8. Facilitator gives update of the results of using monitoring software on the previously visited monitoring farm. (10 min)
9. Invited speaker from “Farming and conservation”, Sandra, gave a short presentation about how easy measures for wildlife and conservation can be introduced on the farm.
10. Invited speaker: Charley Walker (organic farmer) gives presentation about his farming model and a new grazing system based on paddock grazing that allows him to increase his income and lower fixed costs. He is a very good and passionate speaker, and give a nice and structured presentation. However, the presentation took too long in the cold and windy shed.

During this part there is very little interaction with the participants.

We had to leave the demonstration earlier, because a member of the cross-visit group had to be brought by bus to the train station.

A main issue was the language barrier. The Scottish accent was hard to understand for the Germans and Hungarian people. Specifically, most of the Hungarian group spoke/understood very little English (one member acted as translator). But it is hard for the hub coach to do something about it, when we are visiting a demonstration someone else organised. It would have been too expensive for the hosting hub to hire a translator. Further, also the Hungarian people did not request any translation beforehand.

7.3 Reflection on the field demonstrations

Before we started the knowledge exchange session, each hub worked on completing the CVtab in the Hub Journal. The Hungarian hub did not seem to be aware about the existence of the Hub journal, so this should maybe be repeated a more towards the Hub coaches. One question was hard to interpret for the hubs, i.e., What are our main confirmations on how to carry out a successful demo event ?. I suggest to skip this question or to reformulate this. What do we mean to achieve with this question?



7.4 Social activity

Social activity mainly took place during the long bus drives and dinners on Wednesday and Thursday evening (although the Hungarian people did not join on Thursday). It was sufficient and a “real” activity would have made the programme very heavy.

7.5 Knowledge exchange

The knowledge exchange took place from 4:45 pm and lasted until 7:00 pm (Thursday 26th), in a separate room in the hotel. Only the hub coaches and their accompanying farmers attended the discussion (the host farmers nor facilitators of the demonstration were not present). Annie suggested to share our findings with the Monitor Farm facilitators. The network leader had to leave the CV earlier and did also not attend the knowledge exchange session, but did send some reflections afterwards by email (see 5.4).

As the hub coaches just completed the hub journal CV tab, we first started the discussion using the demonstration canvas. The discussion with use of the observation cards went well.

For the topic canvas, we decided to reflect on the topic of the network, i.e. “new entrants” based on the visit to Steven and Neil’s farm, the presentation by Aileen, and the how Aileen and Andrew were able to find their land. The topic of the visited demonstration was not discussed, as it was of limited importance for NW10. This made it hard to use the Topic observations cards. Also, it was noticed that these cards perhaps work better for a “technical innovation” than for the social issues related to new entrants. It is not clear whether the difficulty of using the topic observation cards was only caused by the fact that a different topic than the one of the demonstration was discussed or whether it was also influenced by the “social topic” of the discussion. If the latter is the case, we should take care that the tools we offer are also useful for social topics.

7.6 Wrap-up

After the discussion on the demonstration and topic canvas, a wrap-up was done in 10 minutes (everybody was already tired).

7.7 Conclusion: overall impressions, remarks, suggestions, ...

The cross visit was well organised, and specifically the added visit to Steven and Neil and the presentation by Aileen on the school programmes provided interesting input to the network topic. It was a pity that the visited demonstration did not cover the networks topic (the next Monitor Farm meeting on succession in December probably



would have fit better). It raises the questions whether it is always necessary to visit an already existing demonstration event even if the topic does not suit very well. It might be equally interesting to organise a cross visit, with some targeted visits and meetings on the topic itself.

A major shortcoming was that two hubs of the network were missing. Also the lack of knowledge of English of the Hungarian farmers and hub coaches made knowledge exchange a hard job.



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NEFERTITI PARTNERS





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Cross visits Report

Networks 1 & 10

Ireland

14-16/10/2021





Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **John Moriarty**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross Visit Report of Network 10 in Scotland, 25-27th September 2019

1 General information on the Cross Visit

Hosting Hub: Ireland

Contact person of the hosting Hub: John Moriarty

Name of the WP5 Monitor (if applicable):

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.



	Name	Country	Role
1.	Jasmina Vagan	Croatia N10	Researcher
2.	Juraj Ostoić	Croatia N10	Advisor
3.	Zlatko Tomljanović	Croatia N10	Network 10 hub coach
4.	Pierre Cordel	France N10	Network 10 hub coach
5.	VÉR András	Hungary N10	Network 10 hub coach
6.	VONA Viktória	Hungary N10	Advisor
7.	Tom O Dwyer	Ireland N10	Network 10 network leader
8.	John Moriarty	Ireland	Network 1 and network 10 hub coach
9.	Sandra Honegger	Germany N10	Network 10 hub coach
10.	Anja Hradetzky	Germany N10	Farmer
11.	Lisa Suhr	Germany N10	Farmer
12.	Michael Kuegler	Germany	Cross visit task leader
13.	Richard Lloyd	UK N1	Researcher
14.	Romain PERRON	France N1	Farmer
15.	Sébastien QUERRIEL	France N1	Farmer
16.	Alain PARCHEMIN	France N1	Farmer
17.	Mathieu MERLHE	France N1	Farmer
18.	Tanguy BODIN	France N1	Network 1 hub coach
19.	Hélène CHAMBAUT	France N1	Network 1 hub coach
20.	Serge Fouquenet	France N1	Farmer
21.	Didier Veron	France N1	Farmer



22.	Gouraud Bernard	France N1	Farmer
23.	Jendrik Holthusen	Germany N1	Network 1 network leader
24.	Christoph	Germany N1	Farmer
25.	Hindrik	Germany N1	Farmer
26.	Annie McKee	UK N10	Network 10 hub coach
27.	Harriett Ross	UK N10	Farmer
28.	Sam Bennett	UK N10	Farmer



3 Invitation

The cross visit was discussed in a number of meetings including network 10 monthly meetings and a meeting of the Irish hub coach and both network leaders (NW1 and NW10) the plans were continually discussed and adjusted in line with guidance over a period of months, one of the earlier emails is a gathering of relevant information and sharing of the planned agenda.

Hi All,

As promised in Fridays' meeting I have looked into the requirements when travelling to Ireland.

There is a brief outline of the restrictions at the moment with the key points to note highlighted in the attached document.

Full details are available at; <https://www.gov.ie/en/publication/77952-government-advice-on-international-travel/#travelling-to-ireland>

I will monitor this and update you with any changes as they occur.

Cross-visit date and itinerary

The two options for a cross visit were discussed in the meeting.

Option 1 was the preferred option to make most use of the trip, please see outline of this option attached. The cross visit will take place from October 14th to October 16th.

The requirements when travelling to Ireland and also the requirement for PCR tests before travelling home from Ireland were discussed this will need to be clarified and incorporated into the plan for the cross visit.

There are a number of areas that we will need information on by the next meeting on September 10th

Crossvisit;

- What are the restrictions on your travel home following the cross-visit i.e. will you or your party need a PCR test while in Ireland and when?
- What time will your potential flights arrive in Dublin on October 14th and Leave on October 16th. (Ideally need to arrive by noon on Thursday 14th and depart after 4.30pm on Saturday 16th)

Kind regards,

John



4 Agenda

Cross visit Itinerary – NEFERTITI Network 1 and Network 10 2021

Day 1	Thursday October 14th
13.00	Bus Departs Dublin Airport
14.30 – 16.30	Farm visit Gearoid Booth, The Heath, Co Laois New Entrant Dairy farmer
19.00 – 20.30	Dinner in the Silversprings Hotel https://www.claytonhotelsilversprings.com/

Day 2	Friday October 15th
9.00 – 10.00	Visit Teagasc Moorepark https://www.teagasc.ie/animals/dairy/moorepark/
11.00 - 13.00	Farm Walk Farm of Jack Kearney Rathcormac Co.Cork Event Details; https://www.teagasc.ie/news--events/national-events/events/jackkearneyfarmwalk.php Jack Kearney; https://www.teagasc.ie/animals/dairy/joint-programmes/glanbia/farm-updates/jack-and-larry-kearney/
14.00 – 15.00	Lunch at Teagasc Moorepark
15.00 – 17.00	Visit Curtin's Demonstration Farm https://www.teagasc.ie/animals/dairy/research-farms/curtins/

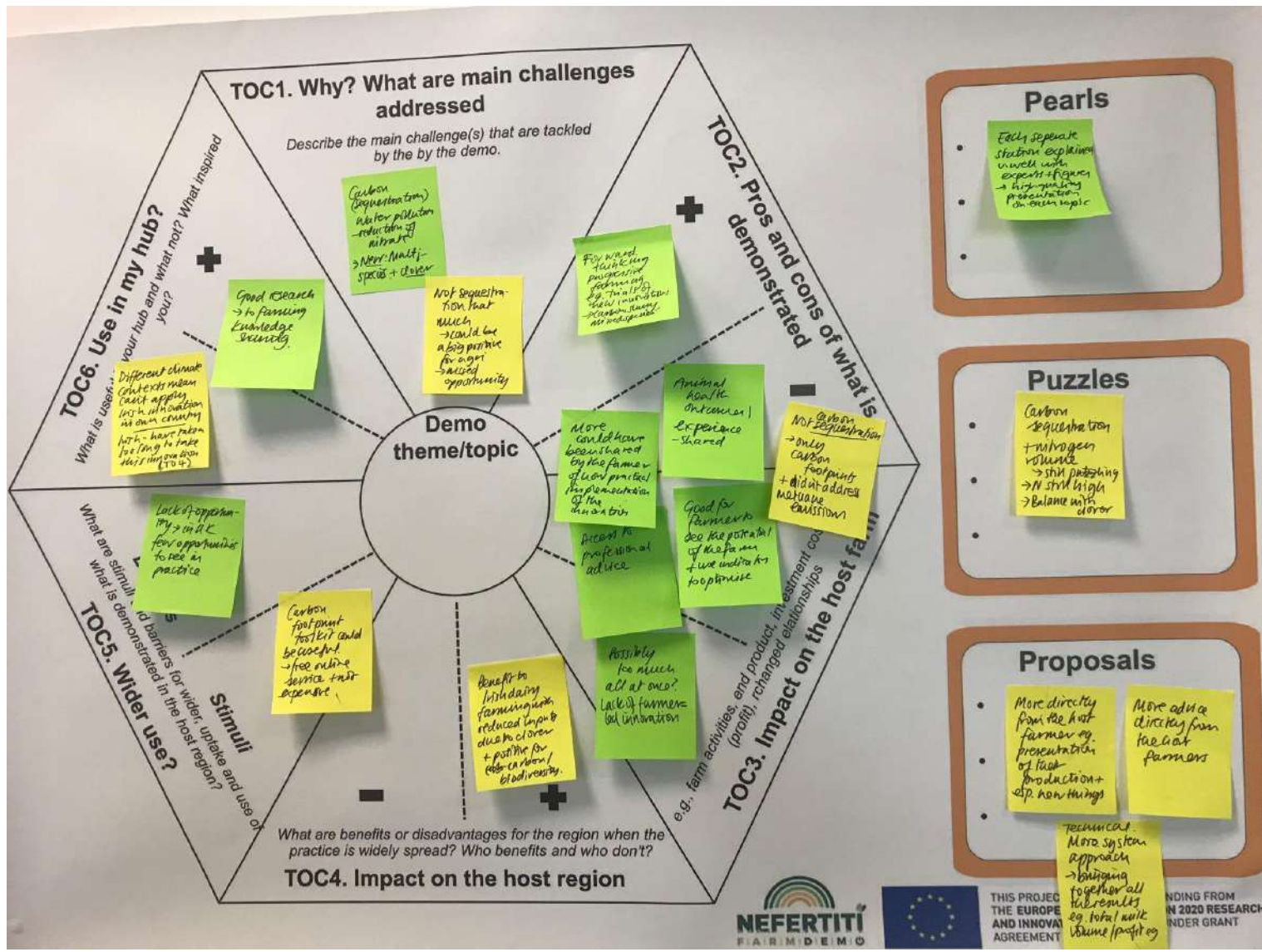
Day 3	Saturday October 16th
08.30 – 10.15	Assessment of demo in a Moorepark Research Centre meeting room(s)
10.15 – 11.00	Disseminate feedback from de-brief session
11.00 – 11.30	Light Lunch
11.30 – 14.00	Travel to Dublin Airport



5 Pictures of the canvas

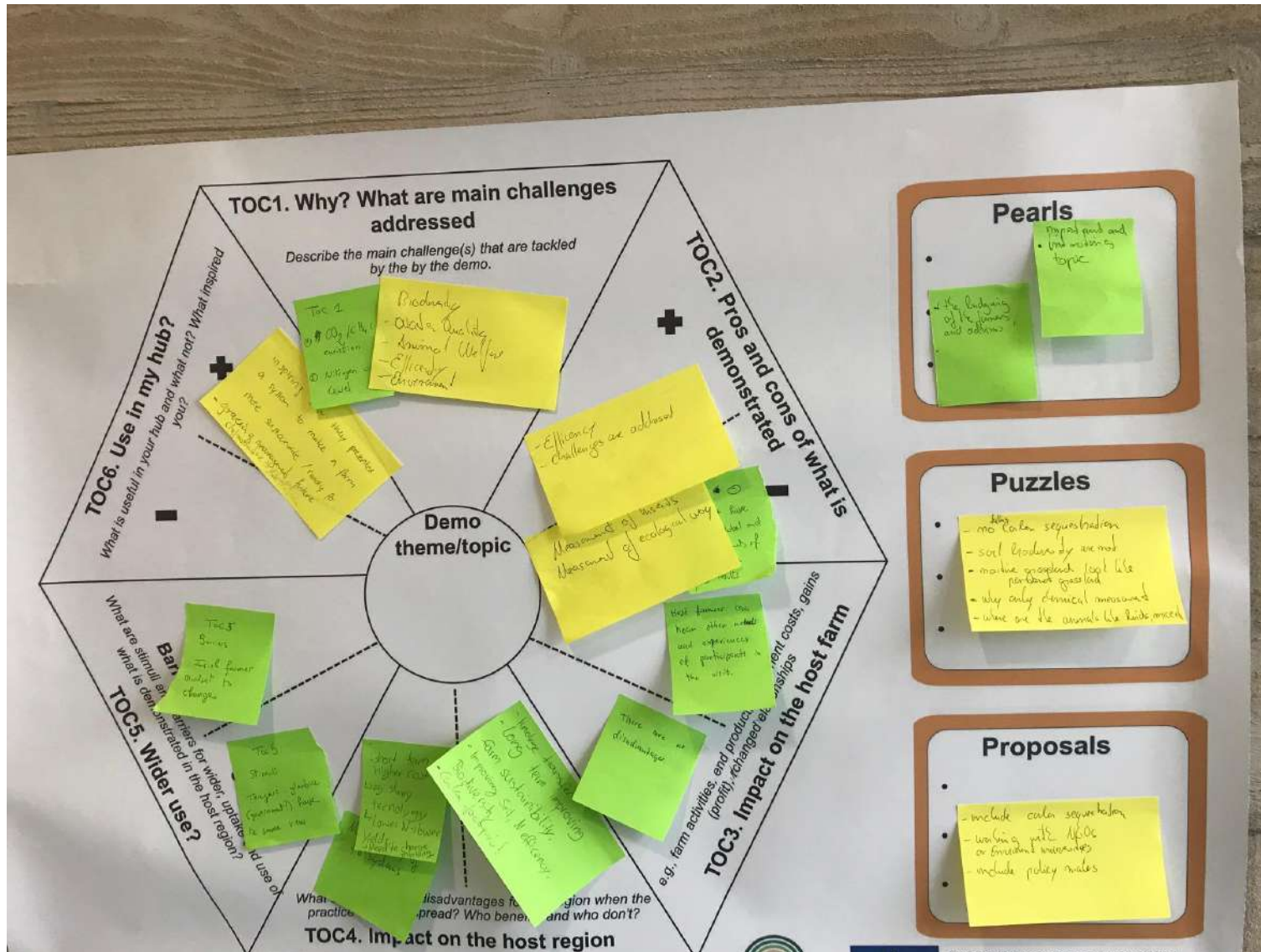
*Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.*

5.1 Topic canvas group 1



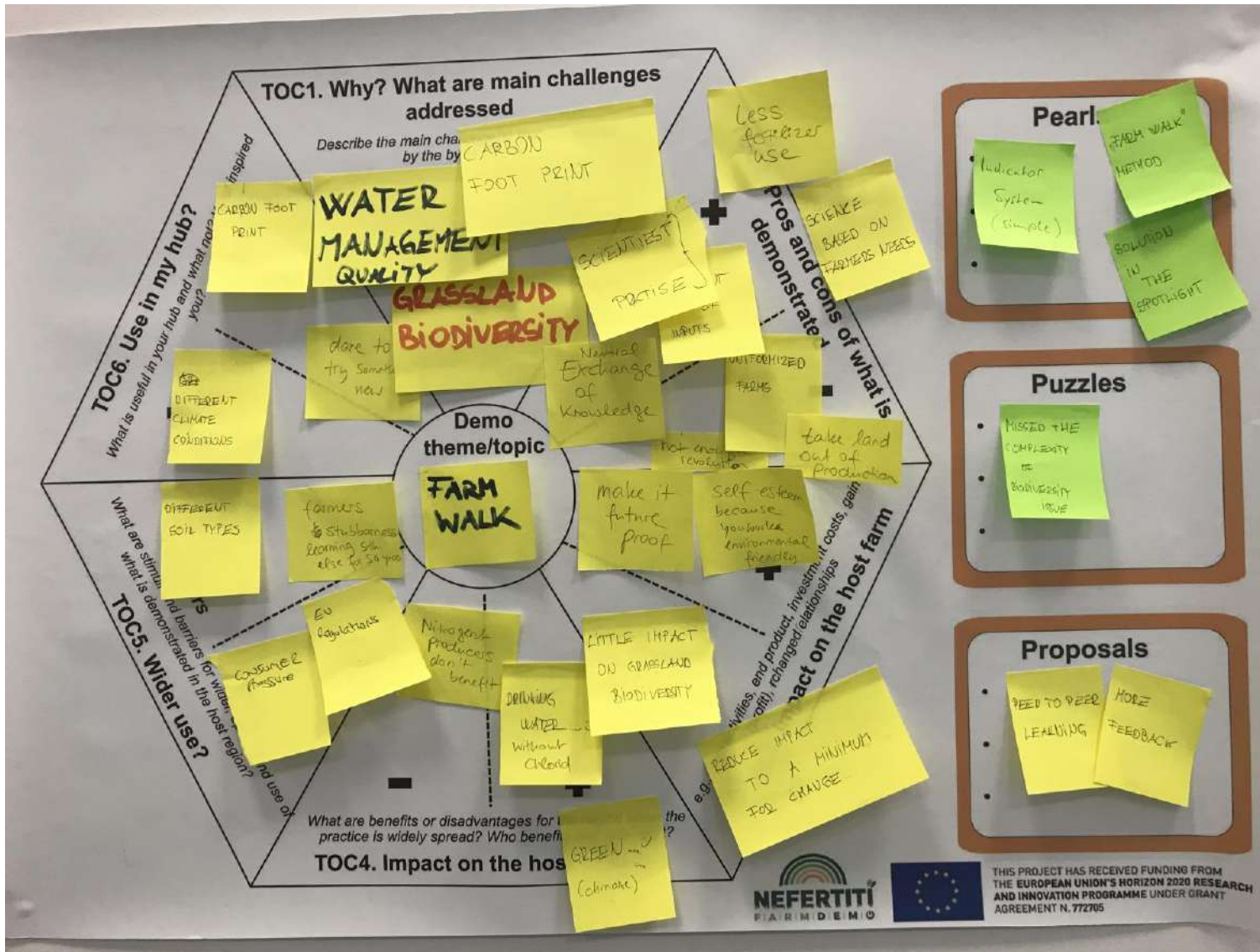


5.2 Topic canvas group 2



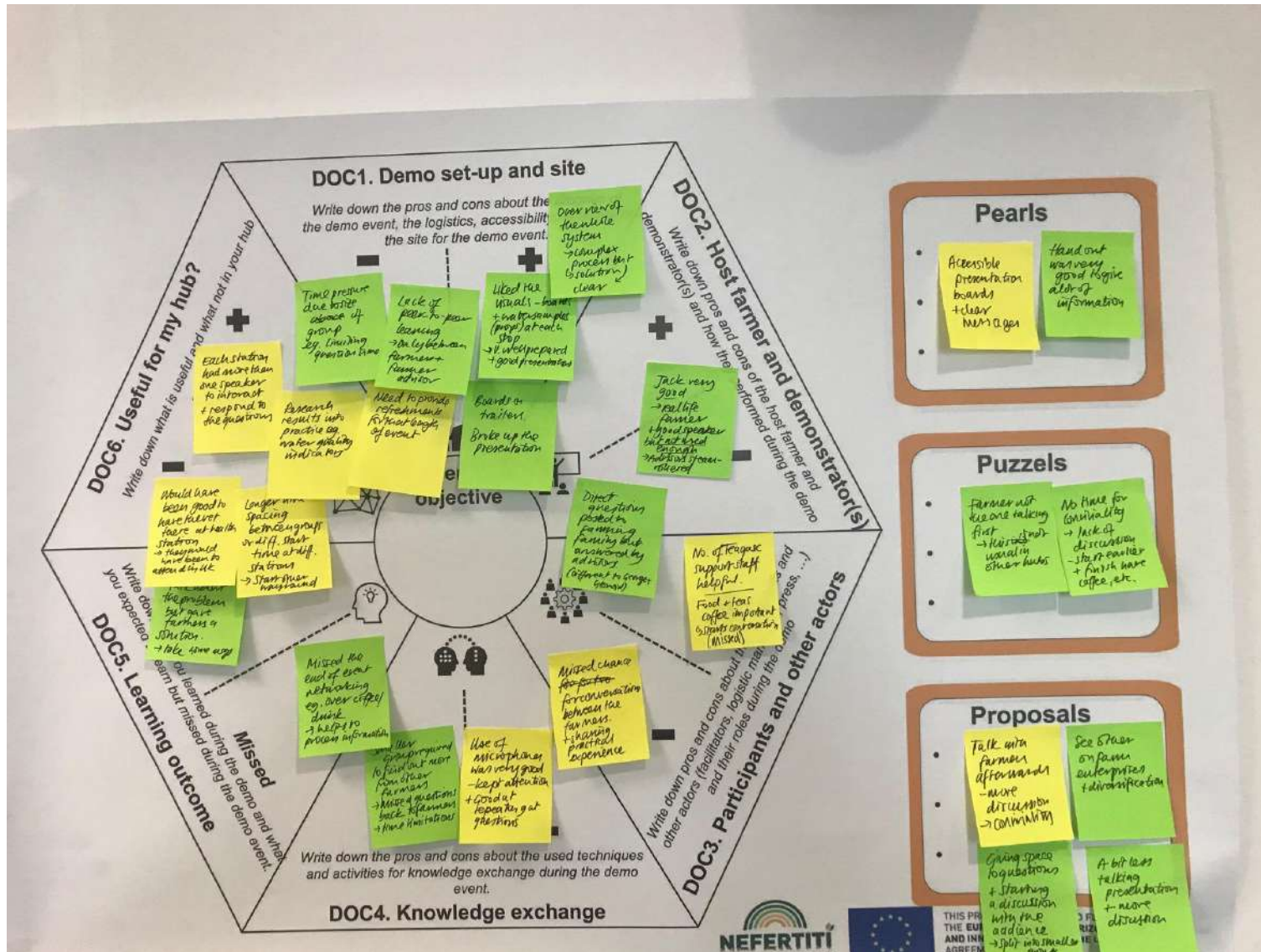


5.3 Topic canvas group 3





5.4 Demonstration canvas group 1





5.5 Demonstration canvas group 2






5.6 Demonstration canvas group 3





5.7 Wrap-up canvas group 1



We learned ...

What did you learn from this cross visit on what and how it was demonstrated?


Solution for addressed issues eg. nitrate/phosphorus pollution + carbon

Nitrate leaching → happens much faster than I thought

Systems often feed in Syr with clover input. → demo of 3 systems done well

Everything backed up by data → even on 'real' farms → good demonstration

Liked always being outside + not in a room improvement




We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

Simple indicators eg. water quality

Importance of farm walks + giving the farmers the 'Sporting Kit'

Walking 'method' between farms



We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

More time with farmers → save time for peer-to-peer + free discussions

Lack of time to discuss the learning with other farmers

More time to hear about the different participants own farming experience + peer-to-peer learning.


Good to see different country context despite the geographical context

More events on nitrate + biodiversity → implementing that without impacting on farm profitability.

Involve more local farmers eg. Irish farmers to join the group for a day

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5.8 Wrap-up canvas group 2

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PARTNER 10

We learned ...

What did you learn from this cross visit on what and how it was demonstrated?

- impact clearly made each
- knowledge with edges
- knowledge exchange was good
- not everything has to be copied in the end
- worked well in the long term
- impact on cross projects

- not only learn from the others
- efficiency point (what are your objectives)

We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- on farm visit was good valuable
- set up of the demo
- can copy the visit system completely
- 10% milk and 10% milk in the same direction
- learned about visit system

- possible to grow with more cows
- importance of the milk production
- 150 cows with one tractor

We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- come discuss follow up day activities
- list of questions to help of the participants


- come back to the farm
- more discussion on production



5.9 Wrap-up canvas group 3

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NEFERTITI FARM DEMO



We learned ...

What did you learn from this cross visit on what and how it was demonstrated?


- BIG TRUST BETWEEN FARMERS AND TEABASE (ADVISORS)
- READY TO USE SOLUTIONS
- SPOTLIGHTED SOLUTIONS



We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- "FARM WALK" INCLUDING TEABASE METHOD WORKING
- USE OF THE RIGHT TOOL MAKING SUCCESS
- AWARENESS OF IMPACT OF GHG EMISSION



We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- MORE INTERACTION LESS PRESENTATION "PEER TO PEER"
- OPEN TO CIVIL SOCIETY HAVE POLICYMAKERS, CUSTOMERS SHARE IDEAS



5.10 Wrap-up canvas main suggestions.

Demo event

- More time could be allowed for peer to peer learning and for the farmers to discuss and process the information given by the speakers.
- Time could have been allowed to hear experiences from the audience of how they are dealing with the issue.
- More discussion/information on carbon sequestration at the farm walk would have been beneficial.
- Open the event to civil society including students, consumers, policy makers etc.
- A social element would have helped to enhance peer to peer learning during the demo event and would have facilitated interaction between Teagasc staff and farmers.

Cross visit

- The inclusion of Irish demonstration farmers in the cross visit group would have been beneficial.
- More diversity in the types of production systems visited
- More information in dealing with nitrates and biodiversity without impacting on profitability.



6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

The organisation of the cross visit to Ireland took place broadly as expected. The task was somewhat complicated by the Covid-19 pandemic both in terms of; restrictions when travelling to Ireland and restrictions on the number of people allowed to attend events in Ireland. The pandemic also reduced the number of demonstration events that were taking place throughout the autumn thus reducing the options available to build a cross visit around. The earliest announced events were those organised as part of the Teagasc/Glanbia joint programme and the chosen event was selected as it was to be held on the farm of a young farmer Jack Kearney who farms in partnership with his parents Larry and Annette. The confirmation of the event was delayed due to the evolving situation and the need to accommodate the local farmer audience along with the relatively large cross visit group.

A guide of two nights stay was given for the cross visit, which meant that it was necessary to maximise the added value obtained from the cross visit. This led to a very busy schedule over 48 hours from lunchtime on Thursday the 14th to lunchtime on Saturday the 16th which may have lessened the time available for networking, knowledge exchange and social interaction. However it was felt that the exposure to Irish agriculture, on farm demonstrations and demonstration farms was maximised through this approach. Afternoon or evening arrival followed by two full days of activities and travel home in the morning of day 3 would greatly reduce the time pressure and increase the interaction, however that would necessitate an additional night's accommodation with the related budgetary implications.



Organising a cross visit to suit a number of networks added another dimension where two topics/themes needed to be catered for. Including visits to new entrant farmers catered for the needs of network 10 and visits that included carbon foot printing, clover incorporation and multispecies swards were relevant to the work of Network 1. The Irish network 10 hub has organised events for school children promoting agriculture as a career in the past, including such an event in the cross visit would have been beneficial but it was not possible at the time of this cross visit and organising a NEFERTITI event to coincide with a cross visit would have greatly increased the time pressures.

Table 1: Irish cross-visit costs for host partner - Teagasc

Cost type	Description	Indicative cost (£)
Travel	Bus hire (14 th – 16 th October)	€1,322
Accommodation	(1) 14 th – 16 th October accommodation for John Moriarty (Hub Coach) and Mark Ryan (Bus Driver)	€460
Food and drink	14 th October: (1) 3 course dinner for CV group at the Silversprings Hotel €25pp * 29 15 th October: (2) Lunch for CV group at Teagasc Moorepark 15/10/21 16 th October: (3) Tea, coffees, sandwiches and biscuits for CV group at Teagasc Moorepark	(1) €725 (2) €210 (3) €95
Additional costs	Thank you gifts for host farmers/facilitators: (1) Printing of Posters in Fermoy Print and Design for use during the de-brief session (2) One for All voucher for Gearoid Booth Host farmer for the visit on 14/10/2021	(1) €198 (2) €100



	Total cost for Teagasc (host partner):	€3,110

6.2 Activities during the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

The cross visit took place as it had been planned, there was a time delay in leaving the airport however the first farmer visited was very accommodating and was still able to give the group over two hours of his time. This first visit exceeded expectations as both an example of a new entrant dairy farmer but also in providing the visitors with an overview of Irish grass based dairy farming.

The first visit on day two to the Teagasc Moorepark Animal and Grassland Research and Innovation Centre hosted by researcher Deirdre Hennessy was a good introduction to the research centre, clover research and how the centre engages with farmers both for trial planning and for dissemination of results.

The second visit of day two was the Future farms farm walk on the farm of Jack Kearney, this event was organised as part of the Teagasc/Glanbia joint programme. This was a good example of a Teagasc run farm walk where local farmers gather to see the farm and receive information on topical issues from the host farmer, Teagasc advisors and researchers and industry personnel. This event was the main demo event reviewed as part of the cross visit.

Following the farm walk the group visited Curtin's farm, a Teagasc farm that acts as both a demonstration farm and as a systems research centre. This visit provided an insight into the ongoing research as planned but the group also got an insight into its functionality as a demonstration farm. The permanent availability of boards along the side of a shed used for the dissemination of technical knowledge was a notable feature.

On day three a debriefing meeting was held in Teagasc Moorepark. As the group was rather large it was divided in three sub-groups with each having a set of canvas. Following completion of the canvas a spokesperson for each group was selected to



present the groups findings/observations to Dermot McCarthy, Head of Advisory Services in Teagasc.

A section of the cross visit group had to leave early on October 16th but did provide some feedback based on their observation that was incorporated into the reporting of one of the groups in the de-brief session. This is an example of one of the main complexities when organising a cross visit i.e. finding suitable arrival and departure times for all partners/hubs that wish to attend.



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NEFERTITI PARTNERS





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Cross visits Report
Networks 2 & 3
France, Brittany
October 26-28th, 2021





Cross visits Report of Networks 2 and 3 in France-Brittany, on October 26-28th, 2021

1 General information on the Cross Visit

Hosting Hub: French hubs (networks 2 and 3)

Contact person of the hosting Hub:

- Network 2: Clément ALLAIN (Idele) and Dominique GUEHO (CRAB)
- Network 3: Caroline EVRAT GEORGEL (Idele) and Stephane BOULENT (CRAB)
- Global project: Mathieu MERLHE (CRAB)

Name of the WP5 Monitor (if applicable): Delphine NEUMEISTER & Anne-Charlotte DOCKES

2 List of participants to the demo:

Name	Role in the network
Lena Dangers (Germany)	Project Manager/Hub coach NW2
Hendrik Lübben (Germany)	Farmer
Dirk Müller (Germany)	Farmer
Claas Bartels (Germany)	Farmer
Jasper Bosch (Germany)	Advisor
Richard Lloyd (UK)	Advisor/Network Leader NW2 et NW3
David Cotton (UK)	Farmer
Ian Bowman (UK)	Farmer
Claire Hill (UK)	Advisor
Reinout Godaert (Belgium)	Project Manager/Hub coach NW2
Eva Maes (Belgium)	Project Manager
Chantal Mathys (Belgium)	Farmer
Katleen Geerickx (Belgium)	Researcher NW2
Rianne Van Tiburg (Belgium)	Farmer
Clément Allain (France)	Project Manager/Hub coach NW2

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Dominique Guého (France)	Advisor/Hub Coach NW2
Pascale Guillermic (France)	Advisor
Mathieu Merlhe (France)	Project Manager/Work Package leader
Anne-Charlotte Dockes (France)	WP5 monitor
Delphine Neumeister (France)	WP5 monitor
Michal Kügler (Germany)	
Thomas Alföldi (Switzerland)	
Deborah Crossan (UK)	Advisor
Lisa Morgans (UK)	Advisor
Tim Downes (UK)	Farmer
Corinna Nieland (Germany)	Project Manager/Hub coach NW3
Alexander Zulic (Germany)	Farmer
Jone Lizarza (Spain)	Project Manager/Hub coach NW3
Jose Luis Saez (Spain)	Experimental farm manager
Imanol Mugica (Spain)	Advisor
Aitor Azkarate (Spain)	Farmer
Luis Echeverria (Spain)	Farmer
Damir Pejaković (Croatia)	Advisor
Tomislav Mesić (Croatia)	Advisor
Dario Zagorec (Croatia)	Project Manager/Hub coach NW3
Caroline Evrat Georgel (France)	Project Manager/Hub coach NW3
Stéphane Boulent (France)	Project Manager/Hub coach NW3
Isabelle Pailler (France)	Advisor
Christèle Burel (France)	Advisor
Jean-Philippe Guines (France)	Farmer
Jeff Cornic (France)	Farmer
Sylvia Marx-Marty (France)	Farmer
Alain Normand (France)	Farmer
Eric Le Parc (France)	Farmer
Elise Jaguir (France)	Farmer (trainee)

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Invitation

Please provide the invitation of the CV here → see attachments for the invitation

3 Agenda

Program of the cross visit:

- **26th of October: arrival day**
 - Free Arrival
 - diner at a crêperie restaurant in Quimper
- **27th of October: network day**
 - **Network 2:**
 - Visit of GAEC de Rosmellic Farm
 - Visit of GAEC des Oiseaux Farm
 - Visit of Huitrières du Château de Belon Farm
 - Social time & Diner at Restaurant « Sur les quais »
 - **Network 3**
 - Visit of GAEC des Camelias
 - Visit of Alain and Anne's farm
 - Social time & Diner at Restaurant « Sur les quais »
- **28th of October: crossing networks day**
 - Presentation of the regional agriculture and of the FarmXP network
 - Visit of Trévarez Experimental Farm
 - Debriefing of the cross visi



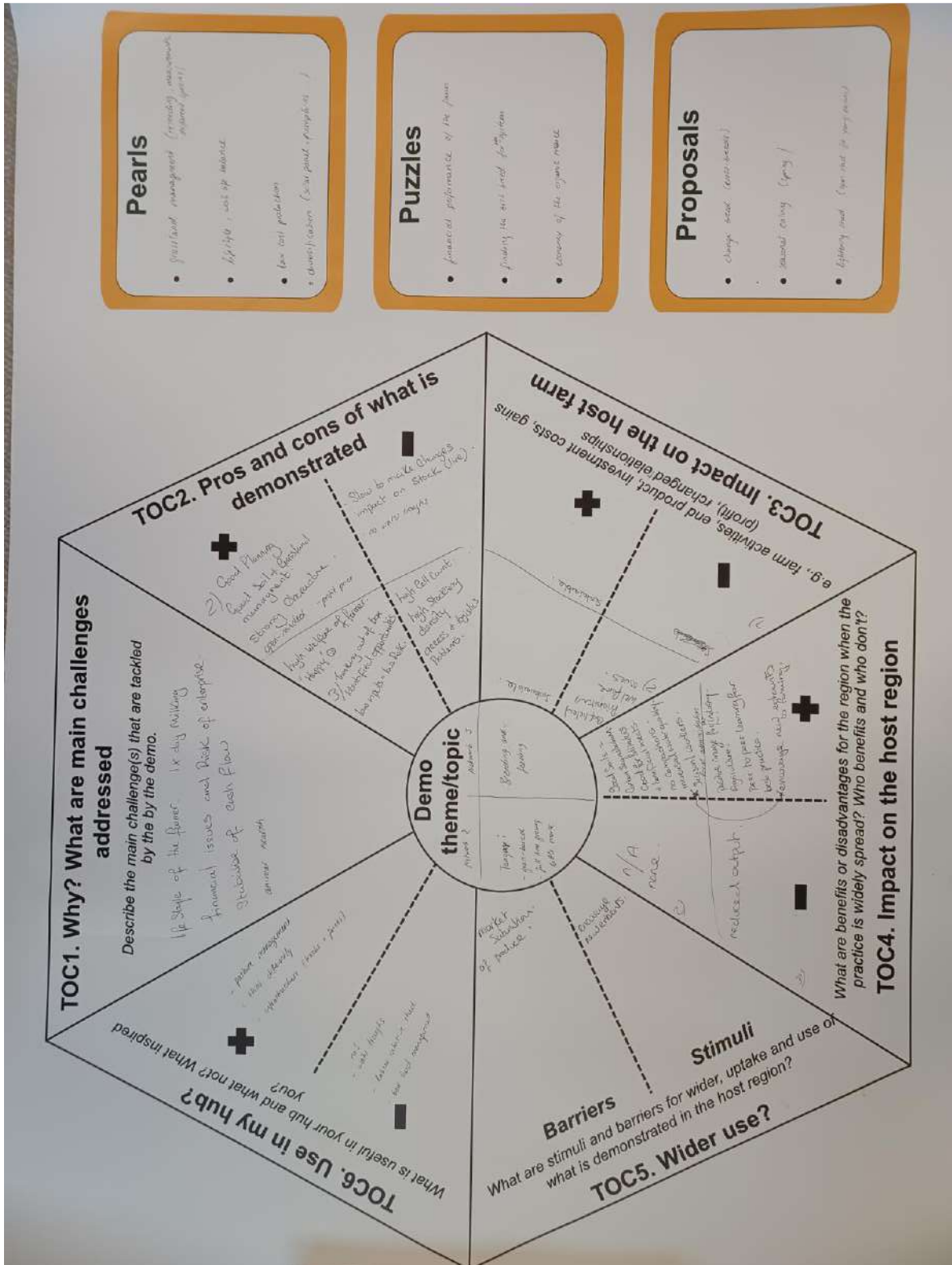
Pictures credits:

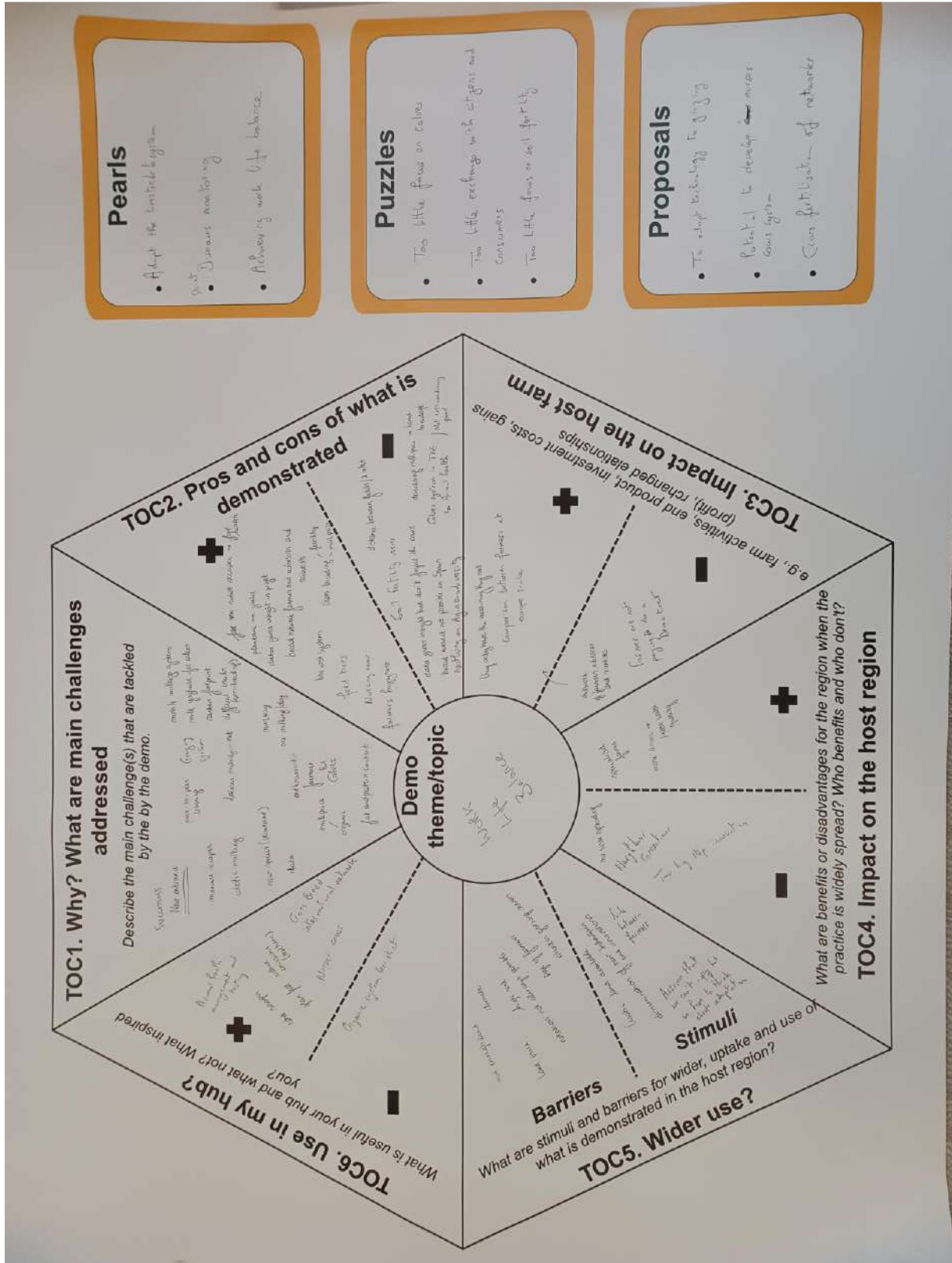
Alfoeldi Thomas, Allain Clément, Evrat Georgel Caroline, Dockès Anne-Charlotte, Neumeister Delphine



4 Pictures of the canvas

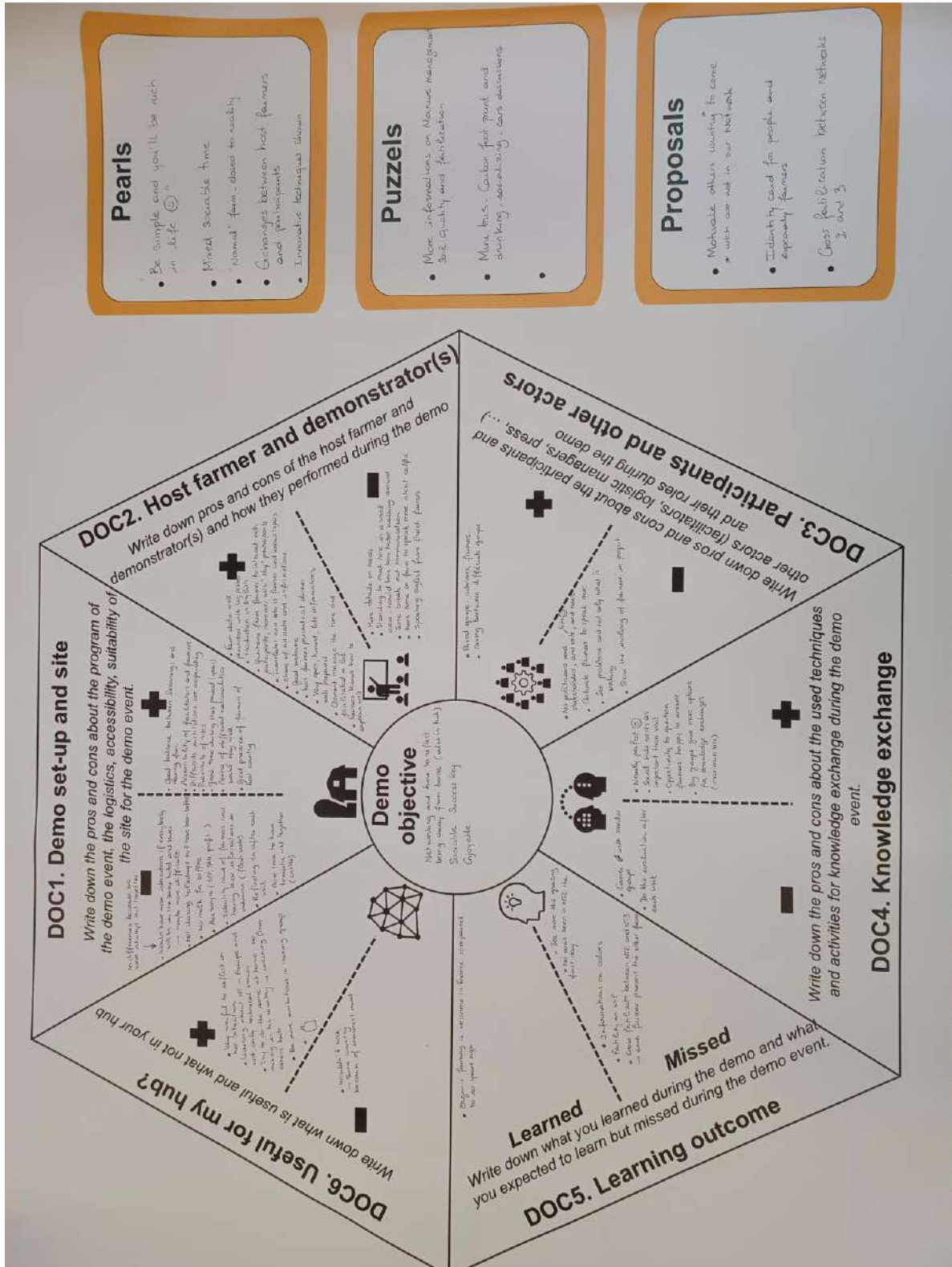
4.1 Topic canvas

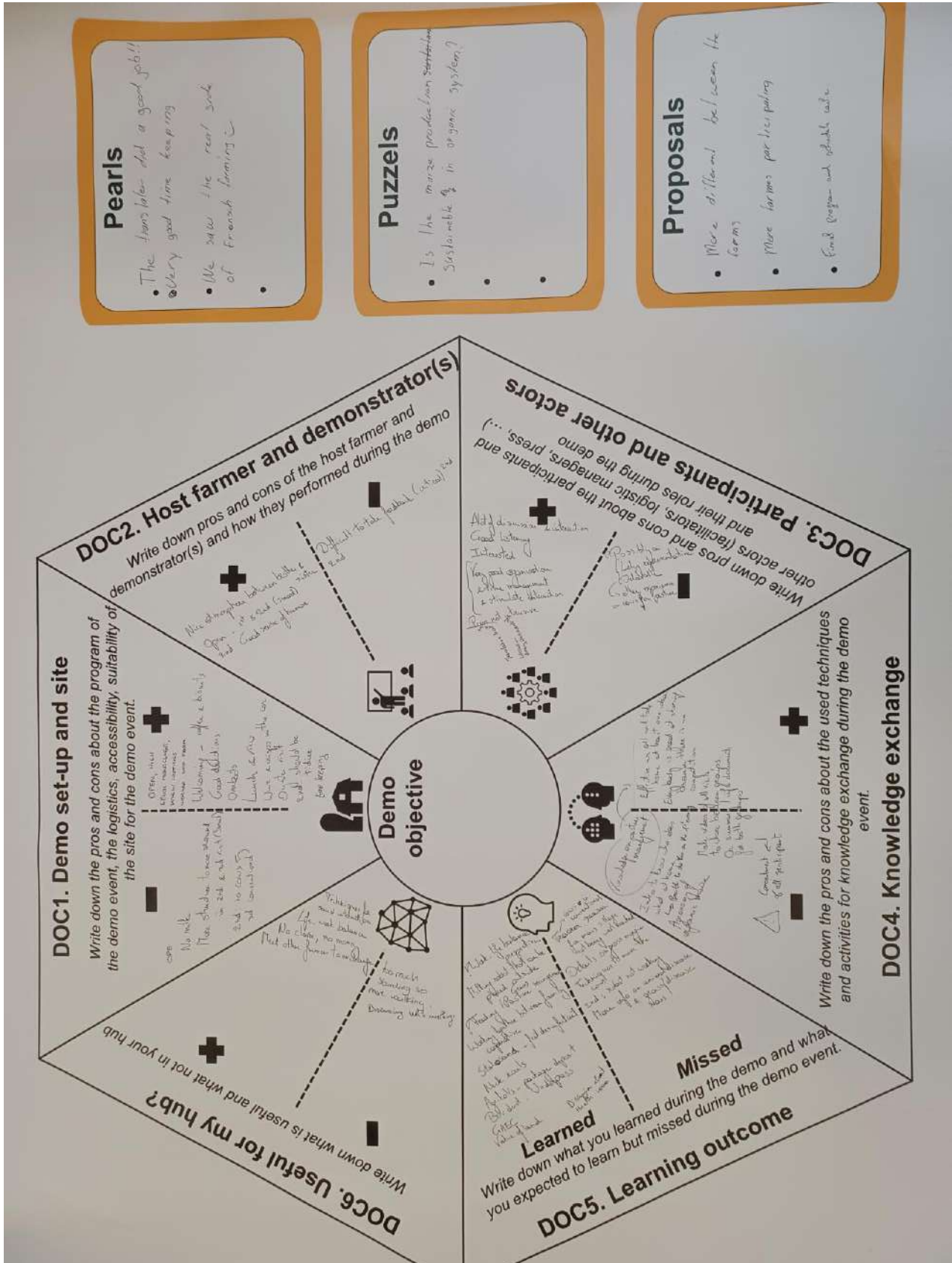






4.2 Demonstration canvas







4.3 Wrap-up canvas

The canvas was not readable, therefore we write down the participants pearls/take home messages and proposals.

PEARLS

- Pasture management (2), Inspiration for grazing management, other strategies of grazing / The fact that you can get 35L a day with pastures /Lots about organic grazing
- Simple systems are exciting and profitable / Low cost approach / sustainable size does not have to be about getting bigger / attitudes towards business growth /
- Work life balance / The value of building a robust system. Calm life, happy farmer / Robots limits the number of cows which was great for meeting the farmers objectives. People ask “you want bigger farm and more cows?” “no, more cost, more land, more free time” / Life style and community is universal across countries
- Research on measuring CH4 emissions from cows (3)
- Price of land in the different countries / Land price = 10€/m2 in Belgium
- GAEC structure (2)
- Importance of adapting breeds to the farming system / cross breeding (2)
- Transfer to next generation
- France has discovered organics
- How farmers relatively easily adapt to new trends (organic milk production)
- To think about the whole system
- Feeding management
- Mastitis care without antibiotics
- French farmers situation in Brittany is not so bad
- Same preoccupations between farmers
- Quality of exchanges

What do you take home?

- “tranquillity” Farmers / Farm happiness / work life balance is important (2)
- Grazing consolidation / grazing systems /infrastructure of grasslands / the organisation for robot and grazing / grazing management (2)
- new friends (2) / international contacts
- Mobile robot
- Reduce bought in feeds robots slurry scraper
- Differences between countries farming systems
- Important to communicate ideas
- Facilitation exercise to mix groups before sitting down to eat
- Give enough time for exchange of farmers
- The number of hectares
- Out of the box thinking
- Single milking for a couple of months a year
- Do more on cow-calf systems (nursing cows)
- Some recipe tips following a discussion with farmer
- Low cost management
- Foreign farmers work very much
- Price of field is very expensive aboard
- A very warm welcome
- Brittany 😊

**PROPOSALS**

- Nametags and nationalities (4) or QR code, time to understand what people do at home
- To involve more farmers (3) / more money to bring more farmers
- More farm visits (2) /more diversified farms
- More cross fertilisation of networks (2)
- Opportunity for farmers to present what they learnt, take away and change to the rest of the group
- Hire a common bus to take all the participants to the visit sites / One same hotel for more informal discussions/ Smaller groups
- One more day / The days were long and there were much program / Integrate a touristic visit
- Glossary of terms
- Cross visits information and finalisation came too late
- More on costs of production in organic / See more cows
- Teach people what is organic farming
- Milk for coffee, especially in dairy farms

5 Overall reflection of the organising hub coach

5.1 Organisation of the CV

The cross visit was organised jointly between NW2 and NW3 in order to have a consequent number of participants and to foster exchanges and experience shared between them. The content was built in order to deepen specific topics dedicated to each NW (organic and new technologies) with the farm visits, and also a common visit (Trévarez experimental farm) that could combine all points of interests. The social events and the global Cross Visit debriefing were also grouped between networks.

In order to have a maximum of participants, the program was built jointly between the Institut de l'Élevage and the Chambre d'Agriculture de Bretagne 2 months in advance and a detailed agenda was sent to the hub coaches to let them enough time to recruit participants.

Everything went as planned, except for the Lithuanian and IFOAM representatives who were unable to attend the CV due to COVID-related sanitary conditions. The exchanges during the visits were very rich and constructive, and facilitated by the presence of a translator (from French to English), which was greatly appreciated by the participants.

The main satisfactions were the level of participation, the good complementarity between the 2 NW and the organizers and the possibility to maintain an international event in the COVID context. The main difficulty and failure was to involve other stakeholders. Several organisms were contacted (Region, Department, local authorities) but no one attended.



However, the press contacted before the CV came to make a report, which underlines the interest of such meetings and valorises them (see online article and paper in Annex).

5.2 Activities during the CV

The agenda and schedule were well respected. All the hubs participated and the number of people participating was similar to number of people expected (except for the Lithuanian and IFOAM representatives, but there were extra guest that do not belong to any hub of the network). The balance between farmers and advisors/researchers was quite good. All the visits were done within time accordingly to the plan. The communication and translation have not been an issue. The social events were well appreciated and the participants underlined the good balance between the visits and the conviviality time. In addition, the weather was very pleasant, which was a good surprise at this time of the year, and facilitated the visits in farm.

We could have planned more time to let the participants present themselves and ask questions. We were sometimes short in time and had to move to the other visit and some participants could have been frustrated. One important lesson is that it is important not to overload the program to let people exchange and share. One solution would have been to provide transfers between the different locations by mini-bus, which would have allowed the participants to continue the exchanges during the trips and to maximize interaction between hubs. Farmers who participated to the CV could also have prepared a short presentation of their farms (surface, main trends, number of cows, number and type of workers, main strategy) in order to facilitate the exchanges between them.

6 Reflection of the WP5 monitor

6.1 Kick Off

The kick off was held on the first evening in the restaurant, when almost all participants had arrived (only the German team of NW3 was missing). Mathieu Merlhe, Clément Allain and Caroline Evrat Georgel welcomed the participants and Delphine Neumeister organised a short presentation game to get some information about who was who.

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The first morning, on the first farm, a short introduction to Nefertiti methodology was made by WP5 members (Mathieu Merlhe for NW2 & Delphine Neumeister for NW3) in order to present the different tools (reflection cards) and steps that participants would get through: kick off, field day, reflection on the cross visits.

The presentation of the local agriculture was made the morning of the last day by Mathieu Merlhe: indeed, as the two networks were separated the first day, it was easier to do it all together during the second day.





6.2 Field demonstration

Specific context of this CV

Originally this cross visit was scheduled in June 2020 in parallel of a huge demo event in Brittany: the 50th anniversary of Trevarez experimental farm. Due to covid crisis and travel restrictions, the CV was postponed to June 2021 in a first attempt (the actual date for the anniversary), and finally in October 2021. Consequently the CV could not take place during the Trevarez demo event. However, both networks agreed that a dedicated demo organised especially for the Nefertiti group was better than no CV at all. Therefore the CV was organised late in 2021, to enable European travellers to join France with less sanitary restrictions.



Field demonstration was organised in two parts: first day where both networks were separated and visited farms directly related to their topics, second day where both networks gathered for the visit of Trevarez experimental farm and the knowledge exchange. We've plan the commercial and experimental farm visit as if we organised a local demo event and think about the balance between farmers and farms presentation, question and exchange and synthesis.

Network 2 first day (27th October 2021)

The day was divided into three demos:

- Visit to the GAEC de Rosmellic (Scaër), a dairy farm equipped with a milking robot and managed by Stéphane and Claire Bourhis.
- Visit to the GAEC des oiseaux (Caudan), a dairy farm with rotating grazing managed by Tangi Tréhin
- Visit to the Huitrières du Château de Belon (Riec Sur Belon) and Oyster production farm

Translation was provided by the farmers who presented their farm in English and by Clément Allain and Anne-Charlotte Dockes (Idele) when necessary.

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Visit to the GAEC de Rosmellic

The participants were welcomed with a coffee and cakes by the farmers. This was the opportunity to present the participants and for Claire and Stéphane to present the main farm characteristics and their organization on the farm. Stéphane has been working for 10 years on the farm and Claire (his sister) arrived on the farm 1 year ago after their mother retirement. Two milking robots were installed in 2019 and a manure cleaning robot was installed last year. Then they presented their involvement in the European Dairy Farmers Network with technical sheets on their economic and technical performances. They explained the interest they have to participate in an international network to share their main experiences and ideas with other farmers. Then they presented the new technologies they use on the farm and how they manage data. And they finished with the grazing organization they developed accordingly to the robot constraints. They also spent some time to explain how important is the working time/personal time balance for them and the impressed the participants with the numbers of holydays they take (4 weeks each). The exchanges and discussions were very easy as the both speak English easily (they used to work/study abroad before they started to work on the farm).

To know out more: <https://www.youtube.com/watch?v=6q0DId2Mhqc>



Visit to the GAEC des oiseaux

Tangi Tréhin, the farmer, joined the group for lunch. Then the group moved to his farm and Tangi presented his farm's organization. He took over the farm from his father in 2016 and explained how he did to diversify the farm incomes. Besides the dairy farm, he manages pumpkin crop production and he uses the unused buildings of the farm to carry out storage and delivery of packages bought online by people from the nearest city (like amazon does).

Then we moved to the grasslands and Tangi explained his grazing management associated with the robot. He explained that the city financed a boviduct, so that his Cows can walk

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under the road to reach the pastures. He also revealed that the last cross visit he participated in Germany, he met Irish farmers with who he stayed in touch and he was inspired by their grassland organisation. This was a great example of the added value of such Project and the cross visits.



Visit to the Huitrières du Chateau de Belon

This last visit was organized to show the participants another kind of production typical from the region. The farm manager first explained how an Oyster is growth and produced. Then she explained how the oysters are harvested and marketed. The visit finished with an oyster tasting in front of the see. This last visit was a discovery for most of the participants.



Network 3 first day (27th October 2021)

The day was divided into two demos:

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- Visit to the GAEC des Camélias (Philippe & Maryline), a organic dairy farm with crossbred cows, autumn calving and an efficient low cost system
- Visit to Alain&Anne's farm, an organic dairy farm with crossbred cows, single milking and nursing cows

Translation was provided by a local future farmer, Gwenoline, who in addition to speaking English very well had the costless added value to know what she was talking about, as she is to settle down next year in the family farm: she took very good care of understanding properly what the farmer was technically saying, before translating to the group.

Visit to the GAEC des camellias (morning)

Participants were hosted by the tenants of the farm, Philippe & Maryline, who told the history of the farm (two sites, as his wife also inherited from a farm) and the main characteristics of their system thanks to explicative panels in English. Philippe explained the issues they are to deal with (two sites far from each other's, limited dairy platform which does not allow much summer grazing) and also their motivations to manage a farm with low structural costs: this kind of system limits the amount of workload, which is very beneficiary for their life&work balance. Moreover, low inputs decreases the risk, which is important in the climate change context that Brittany is facing. Questions were spontaneously asked by the participant, which was very nice to observe. There was almost no need of intervening to moderate the exchanges.

At the end of the visit Philippe and Maryline offered coffee and homemade Brittany cakes ("gateau breton") to each participant. This cheerful atmosphere enabled the conversation to get further.



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Visit to Alain & Anne's farm (afternoon)

Alain presented his farm thanks to panels in English. After presenting the main characteristics of his system, he stressed the originalities of his farm: single milking, cross breeding and nursing cows. Alain and Anne's main objectives are to earn a living but also to have free time. Thanks to travels in New Zealand and England, they tried to simplify their system: making maximum use of the grass by grazing, that is why they introduced grouped calving. They have been using crossbreeding since 2008, with four breeds. Jersey breed is very interesting as it is the most efficient breed on pasture and the best forage utiliser. Single milking offers more time off for the couple (at least two working hours per day), they don't milk for two months in winter time. They started with partial single milking (a couple of months a year) before doing it all year round. Single milking and crossbreeding have greatly improved the fertility of the cows. Since 2014 (after a trip to England), calves are been raised under nurse cows. Farmers are very pleased with the exceptional growth and by the education that the calves get from the cows. Thanks to this system they have much less work and much fewer health problems with the calves.

Their low cost system enable Alain & Anne to achieve gross margins that are higher than the price per litre of milk, as meat production exceeds the operating costs for milk production.

To know out more: <https://www.youtube.com/watch?v=CH27OdJmTBo>



Visit of the experimental farm of Trevarez:

The two networks gathered on the second day to visit the experimental farm of Trevarez which is dedicated to milk production. The group was divided into 2 sub-groups, mixing the 2 networks in order to facilitate cross fertility between networks.

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The farm has a dual experimental facility: a conventional farm with 120 hectares & a certified organic farm with 85 hectares. This second farm uses crossbreeding and a mobile milking robot that can be moved from one location to another (one site in winter, one site in summer). The objective is to preserve as much grazing land as possible, as the different spots are not close to each other. This disposal allows 100 % grazing for 180 to 200 days a year. Animals have evolved thanks to crossbreeding (3 breeds), which offers a significant improvement in terms of milk composition (without reduction of milk production) and a more stable body condition of the animals. More than half of the milk is produced with a feed cost of 15 euros per 1000 litres of milk sold.

To know out more: <https://www.youtube.com/watch?v=lm4j9Jclvl>





6.3 Reflection on the field demonstrations

Network 2

Participants were asked at the end of each visit about the main pearls or puzzling they had.

About the GAEC de Rosmellic, participants stressed:

Pearls	Puzzling
<ul style="list-style-type: none"> - Complementarity between the two farmers in their skills and characters - Their high of technicity - The good farm management - The importance of Work/personal life balance - High attention to costs and profitability - Technical sheets with a lot of graphs and figures that were distributed by the farmers - Participants were amazed by the low price of the land in Brittany - The welcome on the farm (coffee + cakes) 	<ul style="list-style-type: none"> - Low level of lighting in the barn (could be improved) - The difficulty of disconnecting mentally from the robot's data, including on vacation. Especially for one the farmers - The too high rate of renewal of the heifers

About the GAEC des oiseaux, participants stressed:

Pearls	Puzzling
<ul style="list-style-type: none"> - Diversity of income sources on the farm - The importance of work/personal life balance for the farmer - The grassland management inspired by Irish farmers met within Nefertiti project - The boviduct built to give access to the grassland on the other side of the road 	<ul style="list-style-type: none"> - The poor condition of buildings that could be improved (also for farmer's comfort) - The objective of low daily working time presented by the farmer - The experiments done on the grassland species (100% plantain, for instance)



The third visit was more a discovery for the participants and was not linked with their topics of interest so we did not ask them about the main pearls or puzzling they had.

Network 3

Participants were asked at the end of each visit about the main pearls or puzzling they had. Globally, Network 3 participants were very amazed by the work&life balance that the two farmers achieved. They qualified the farmers as “happy farmers” and very positive examples to engage future farmers to enter the profession.

About the GAEC des Camélias, participants stressed:

Pearls	Puzzling
<ul style="list-style-type: none"> - Happy farmers and simple system, achivening work life balance - High attention to costs and profitability - Seed oat before the grass to protect from the marine air, the frost and the wind - Strict disease monitoring - Foot bath at the entrance of the farm - 4-poster presentation of the farm, to help visualising and simplifying the system - The fact that the son is taking over 	<ul style="list-style-type: none"> - Milk Price is much lower in Spain and there is no collector, everyone transform the milk on the farm - Why is single milking not an option in this farm? - Difficult management of the two sites (50 km distance between them) - Too little focus on calves

About Alain&Anne’s farm, participants stressed:

Pearls	Puzzling
<ul style="list-style-type: none"> - Management of nurse cows - Work and life balance - Excellent efficient and low cost system - Presence of forage tree very interesting - Cross breeding improve pasture and economic results - Impeccable work organisation - Very strong will to promote employment on the farm 	<ul style="list-style-type: none"> - Single milking does not exist in Spain, need of a change in mentalities - 100% of pasture with white clove is surprising for the Croatian team, as the climate is very different (warmer) - Rumex grows easily on land with excess of Nitrogen (coming from pork production), but crossed breed cows eat the rumex ! - Proportion of milk product versus subsidies is low (15 to 25 % come from



- Technical robustness of the operating system	subsidies): need of time to look for the subsidies
--	--

6.4 Social activity

The joint organization of NW2&3 for this cross visit offered an opportunity to participants to enlarge their network.

The hosting team made nice efforts to build a convivial event. Many activities or games were organized, enabling people to share personal and professional information:

- The first dinner together before the official start of the CV, and the short presentation to know “who was who” (“all who...” ice breaker)
- The little ice breaker games during the second evening, in order to help participants to get to know each other: each participant had a paper with people description on it (“I speak Chinese”, “I read a book every week” etc.), and everyone had to fill in his paper with names of people of the group, without using more than once the same name and only with people who were not from the same country. Consequently everyone spoke quickly to all the group! Winners won a local food price.
- For network 2, an oyster&wine tasting during the first day
- For network 3, a delicious lunch by the beach and the coffee&Brittany cake at the first farm visit

Some participants take home these kind of techniques to foster exchanges and bring conviviality into the CV 😊



6.5 Knowledge exchange

There was always one facilitator and one farmer in each visit. Actually the facilitator mission was quite easy, as people were interacting very spontaneously. It was very nice to observe the questions from the participants to the farmers. As participants shared ways



of doing things in their countries, presentations were more about discussion than top-down presentation from the hosting farmers.

At the end of each visit, participants were asked to stress the main pearls and puzzling they had in mind about the farm.

Informal knowledge exchange was also possible during the visits & meals. Knowledge Exchange was also made formally on the last day during the M&E session.

6.6 Wrap-up

The wrap up took place the last day in the afternoon and was made according to M&E template. All Nefertiti visitors could attend it (except the Belgium team who had to leave before the end due to travel issues). As the group was very big (40 people), we chose to divide the visitors into 4 groups and to organise a world café. Each participant had to pick up a piece of paper with a letter on it (A, B, C or D), in order to form the 4 groups.

- First round of the world café: two groups worked on the DOC canvas and two others on the TOC canvas.
- After a 40 minutes reflexion, groups switched: those who worked on DOC in the first round went to a TOC canvas (and vice versa) and they had to go through the first group production and complete the PPP column. On each table, one person stayed to explain the production of the first group.

Participants were asked to collaborate regarding the observation cards they had picked the day before. Each person of the group could complete the proposition with their own feedbacks. Even if there were some overlapping in the discussion, we globally managed to get through one canvas after the other.

Positive points were that everyone could contribute to DOC and TOC and that we managed to do TOC and DOC for the 2 networks in a relative short dedicated time. Difficulties met were as follow:

- It was not easy for participants to speak simultaneously about the 2 networks on the TOC canvas. We should have divided the groups within each network, but our aim was also to mix the network to facilitate cross fertilisation.
- Participants had not all in mind the content of their observation cards and most of them hadn't processed it before the knowledge exchange.

The PPP session (where Cross-Visit participants share what they learned, what they take home and what they suggest) went really fast because we only had few time remaining and the main ideas were already on the table. We asked each participant to write one idea on one post it for each 3 categories. We did not have time to go through it at the end, but



it was still available at the end of the CV, for those who haven't left yet and still had some time to watch it.



6.7 Conclusion: overall impressions, remarks, suggestions ...

What worked well

Joint organisation between Networks 2 & 3

Particularity of this CV was the joint organisation between networks 2 and 3. It was a success for different reasons: mutualisation in the preparation, cross fertilisation between the 2 networks (different dairy system shown), more farmers to foster peer-to-peer learning etc. This is an aspect that participants particularly appreciated, some of them (especially the farmers) even regretting not having had more time to exchange between networks. Definitely a format to adopt in the future CV.

An overall balanced timing and a very good logistic:

The timing of the different visits was good and made sure we had time to exchange during the visit and after. Balance was very good during the day, with some breaks between the



two demos. It was obvious that preparation of the CV had been carefully thought and anticipated.

The restaurants were well chosen and the food was excellent! The hosting team took all the food fees in charge, which was quite appreciable. The group was provided with hotels names closed to the meeting point, addresses of the restaurants etc., which made the trip easier for the visitors.

Also the care given to sanitary issues was very positive, with the distribution of overboots and the feet disinfectant.

Nice exchanges thanks to motivation of host & visiting farmers and translation

Interaction was very well appreciated throughout the CV. Host farmers were really willing to exchange, open to share their data and to answer the questions. Also the participants were really eager to know out more about the farms activities in Brittany. Overall atmosphere was very cheerful and participants did not hesitate to question the farmers, which turn the visit more into a large discussion.

The fact that translation was available (or that farmers spoke directly English) was a key success factor, as it enabled everyone to understand the speech of the hosting farmers. Also the fact that translator was a farmer was very relevant and precious.

Nice and warm atmosphere

The effort made by the organisational team on social activities and quality of food was very appreciated by the participants. It definitively conveyed a friendly and relaxed atmosphere, which are favourable to learning. It is important to dedicate some time to ice breaking and social events, as they offer to the participants the possibility of speaking informally. The visitors had all brought some gifts for the hosting farmers, a gesture well appreciated ☺

Globally, participants left with a happy face and very thankful for being warmly hosted by the 2 French teams. Even the weather offered us nice sun shots in the autumn timing. After this big year marked by the covid crisis, we felt from all the participants a real pleasure to share these non-virtual moments.

Points for improvements:

Better knowledge of the farmers of the group and more farmers

Participants would have liked to have a description on each one's activity and characteristics (not only name and type of farm). It could also be provided in advance so that people could have a look ad know who they specifically want to interact with. Indeed



this information was lacking and a dedicated time to get to know better the farmers and their farming systems back home would definitely increase peer to peer exchange. → One proposal would be to create a kind of "identity card" for each participant, which could be worn like a coat of arms so that the main characteristics of each participant's profile could be easily identifiable.

As the demos were organised specifically for the Nefertiti team, the group constituted most of the participants to the demo. It could have been nice to bring more local farmers to the events, to foster interaction between local and international farmers. However participants appreciated that local farmers joined for the dinner and the different visits. Policy representation was lacking, so as the vets, NGOs, stakeholders...

Some topics to be deepen

Participants explained that they learned a lot during the CV (pasture management, life&work balance, low cost systems, mobile milking robots, no clover/no money etc.) but some of them would have liked to have more info on seeds, calves, soil fertility, details on gross margin, animal disease... However the program was already really full and it would have been difficult to extend it further.

Moreover, it would have been easier to deal with each demo evaluation right after the visit itself, to have it clear in mind and not confusing with the other visits. The problem is always the lack of time.

A glossary would be welcomed to explain all the acronyms used in the dairy sector.

A fastidious knowledge exchange:

Mixing groups during the wrap up session had the benefit of increase cross fertilisation but it was not easy for participants to speak simultaneously about the 2 networks on the TOC canvas. → Maybe a way of progress would be to stay in networks for the TOC canvas and then mix the group for the DOC.

Participants had not all in mind the content of their observation cards and most of them hadn't processed it before the knowledge exchange. → Maybe it would be useful to make a reminder at the beginning of each demo or farm visit to have this focus in mind.

We chose to deal with the four farms visits but maybe it would have been more effective to concentrate on one for each group. → Nefertiti team should precise if two knowledge exchanges are necessary if the group attendant two demos, or if we could focus on one.

A big thanks to the organisational team for their great implication!

Annex 1: papers in Ouest France website and newspaper. More than 300 000 subscribers

Published the 1st of November 2021

Les bonnes pratiques de l'élevage laitier

Des agriculteurs de plusieurs pays européens viennent de visiter la ferme expérimentale de Trévarez, à Saint-Goazec (Finistère).

La ferme expérimentale de Trévarez, de Saint-Goazec (Finistère), vient de recevoir la visite d'une cinquantaine d'agriculteurs, de conseillers et de chercheurs venus d'Angleterre, d'Allemagne, de Belgique, d'Espagne, de Croatie et de France.

Ils font partie du programme Nefer-titi. « C'est un projet européen qui dure quatre ans et demi, explique Mathieu Merthe, chargé de missions Europe et Innovation pour la chambre d'agriculture de Bretagne. Il y a une vingtaine de pays au total, avec dix réseaux thématiques, qui ont un enjeu pour l'agriculture : le carbone, l'élevage bio, l'élevage de précisions, la gestion de l'eau, etc. En Bretagne, il y a trois groupes. Un qui travaille sur la question du carbone, un autre sur la question de l'élevage laitier biologique et un dernier sur l'élevage laitier de précision. »

Chaque année, une « cross visit » est organisée et les groupes se retrouvent. À Saint-Goazec, ils ont échangé sur l'élevage laitier bio et l'élevage laitier de précision. « À la fin de la rencontre, nous réfléchissons



à comment diffuser la connaissance et on voit ce que retient chaque participant », précise Caroline Evra Georgel, responsable de projet à l'Institut de l'élevage.

Jeff Cornic et Sylvia Marty, qui sont installés en 2015 à Guéhenn (Morbihan), expliquent : « Ces rencontres nous permettent d'ouvrir nos yeux et nos oreilles pour bénéficier d'autres manières de fonctionner, pour simplifier le travail, et pour partager ce que l'on fait. »

Anthony RK

Published on the 29th of October 2021: <https://www.ouest-france.fr/bretagne/saint-goazec-29520/que-venaient-faire-ces-agriculteurs-europeens-dans-le-centre-finistere-jeudi-b07c6b16-389e-11ec-b94b-19c240212a44>



ouest-france

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Actualité > Bretagne > Saint-Goazec

Que venaient faire ces agriculteurs européens dans le Centre Finistère jeudi ?

Des agriculteurs de plusieurs pays d'Europe se sont réunis à la ferme expérimentale de Trévarez, à Saint-Goazec (Finistère). Au menu : des discussions sur l'élevage laitier.



Des agriculteurs, conseillers et chercheurs se sont réunis jeudi à Saint-Goazec. OUEST-FRANCE

● Ouest-France
Anthony RK
Publié le 29/10/2021 à 19h21

Jeudi 29 octobre 2021, la ferme expérimentale de Trévarez, située à **Saint-Goazec (Finistère)**, à quelques kilomètres de **Canhaù**, a reçu une cinquantaine d'agriculteurs, de conseillers et de chercheurs venus d'Angleterre, d'Allemagne, de Belgique, d'Espagne, de Croatie et de France.

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Annex 2: paper on the regional agricultural newspaper website Terra, 25 000 subscribers

Published on the 3rd of November



Une cinquantaine d'éleveurs et de conseillers européens à Trévarez

Publié le 3 novembre 2021 - Par Chantal Pape - Terra



S'étalant de 2018 à 2022, le projet européen Nefertiti regroupe une dizaine de réseaux, réunissant chacun 4 ou 5 pays, afin d'échanger sur les thématiques qui, demain, impacteront l'agriculture. "L'objectif n'est pas de mettre en place des essais mais de s'interroger sur l'état des connaissances et la façon dont elles se diffusent", précise Mathieu Merlhe, conseiller à la chambre d'agriculture de Bretagne. Avec l'Idéle, cette dernière participe à trois réseaux, stockage du carbone dans les sols, élevage laitier de précision, élevages résilients en agriculture biologique. Et cette année, c'est à elle qu'il revenait d'organiser les Cross visits, ces voyages réunissant agriculteurs, conseillers et chercheurs de chaque réseau, afin d'échanger et d'envisager les meilleures modalités de diffusion des connaissances. Les 27 et 28 octobre derniers, ils étaient une cinquantaine, venus d'Angleterre, Allemagne, Belgique, Espagne et Croatie, à se retrouver en Bretagne pour découvrir d'abord séparément quatre élevages correspondant à leurs thématiques respectives avant de se réunir tous à la ferme expérimentale de Trévarez.



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Cross visits Report
Network 4
[Belgium & The Netherlands]
[19/10/2021 – 21/10/2021]



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through Demonstration

Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of network 4 in Belgium and the Netherlands, on 19/10/2021 – 21/10/2021

1 General information on the Cross Visit

Hosting Hub : Belgium and the Netherlands

Contact person of the hosting Hub: Franky Coopman and Ciska Nienhuis

Name of the WP5 Monitor (if applicable): Michael Kuegler

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network
Franky Coopman	hubcoach & networkleader of Belgium
Louis Orcaray	Hubcoach of Spain
Luis Miguel Arregui	Farmer of hub Spain
Andrzej Szymanski	Hubcoach of Poland
Zbigniew Chołuj	Farmer of hub Poland
Stanisław Kacperczyk	farmer of hub Poland
Marek Krysztoforski	farmer of hub Poland
Ciska Nienhuis	Hubcoach of the Netherlands
Oane de Hoop	camera man of hub the Netherlands
Harry Luring	Farmer of hub the Netherlands
Kees Sijbenga	Farmer of hub the Netherlands
Foppe Jan Dijkstra	Farmer of hub the Netherlands
Michael Kuegler	Facilitator
Nico Vandevannet	Host farmer of the hub Belgium

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3 Invitation

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Nefertiti Cross Visit network 4

Optimal soil quality in arable crops

Oostkamp-Westmaas (Belgium-The Netherlands), 19-21 oktober 2021

Introduction

INAGRO and WUR Open Teelten organizes this year the cross visit of Network 4. The group consists of farmers and their hub coach from the Netherlands, Belgium, Poland and Spain.

During the cross visit an organic grower from Flanders will be visited and the group will participate in the Green manure day in Westmaas, organized by WUR Open Teelten. During the Green Fertilizer Day the group will visit all the workshops and demonstrations on the Green Fertilizer Day to exchange knowledge and experiences about the soil and crops.

Demo activities:

- Farm approach deLevendeAarde: machine use, soil condition
 - o Peer-to-peer learning between Flemish and Nefertiti farmers
- Workshops about green manure crops
 - o By WUR researchers and commercial parties
- Demos on green manure crops
 - o By WUR researchers, commercial parties and farmers
- Discussion meeting



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4 Agenda

Programme

Tuesday October 19

- 11:15 pick up at Brussels airport and lunch on the way at 12:30
- 14:00 kick off meeting at arable farm organic farm De Levende aarde
Presentation round & Observation cards
- 14:30 guided tour and demonstration by farmer Nico Vandevannet
(organic farm De Levende aarde)
- 17:00 departure to hotel
- 18:00 social activity in Bruges
- 19:30 dinner in the vicinity of the hotel (Bruges)

Wednesday, October 20

- 8:30 Network Meeting
Reflection day 1
Preparation day 2
- 10:00 Departure to Westmaas
- 12:00 Lunch at Westmaas farm
- 13:00 participation in Green manure day
- 18:30 Dinner in the Westmaas area
- Return to the hotel in the evening (Roosendaal)

Thursday, October 21

- 9:00 network meeting:
Topic and demonstration canvas
Wrap up
- 10:30 departure to the airport
- 12:00 lunch on the way
- 13:30 end of the CV: airport

Adresses

Hotels

19/10: NH Hotel – Boeveriestraat 2 – 8000 Brugge – Belgium

20/10: Bastion Hotel - Bovendonk 23 - 4704 ZH Roosendaal – The Netherlands

Farmer Nico Vandevannet

Breeweg 22, 8020 Oostkamp (levendeaarde.be) (Belgium)

Trial site Westmaas

Groeneweg 3, 3273 LP Westmaas (The Netherlands)



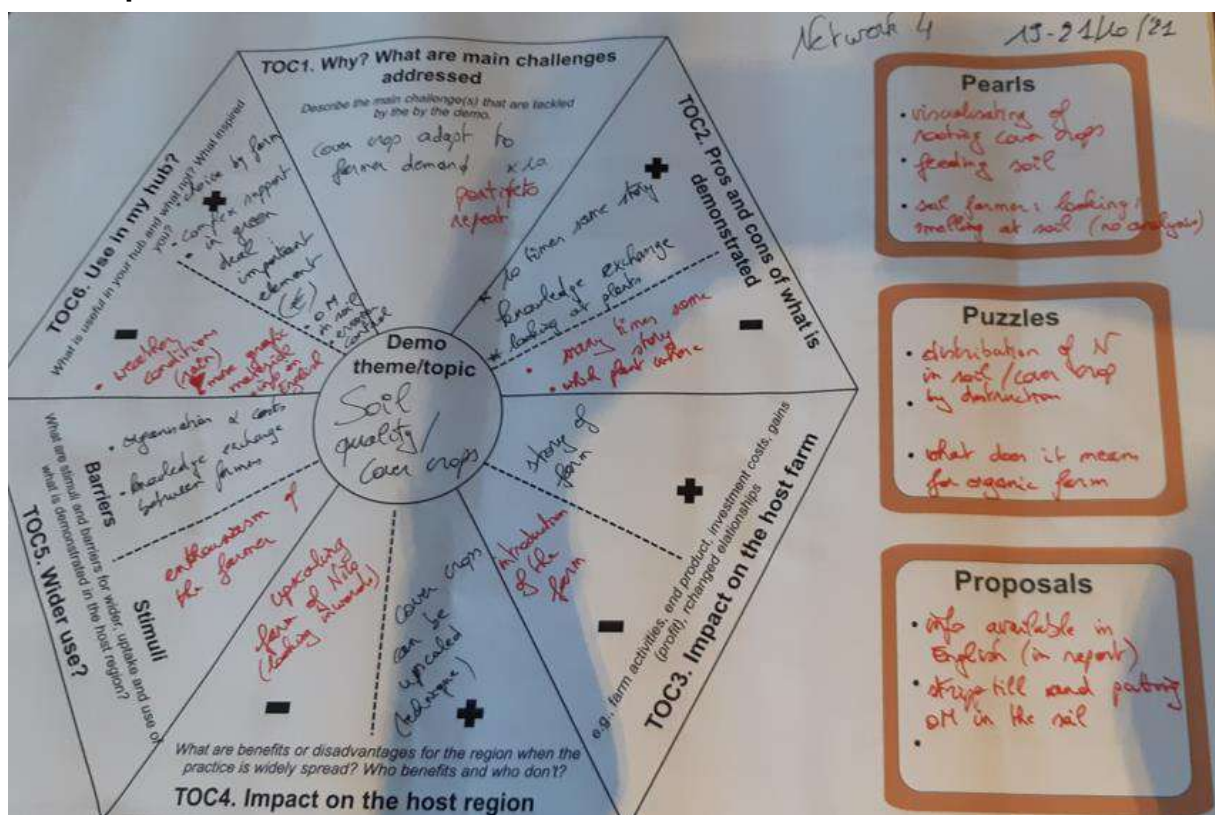
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5 Pictures of the canvas

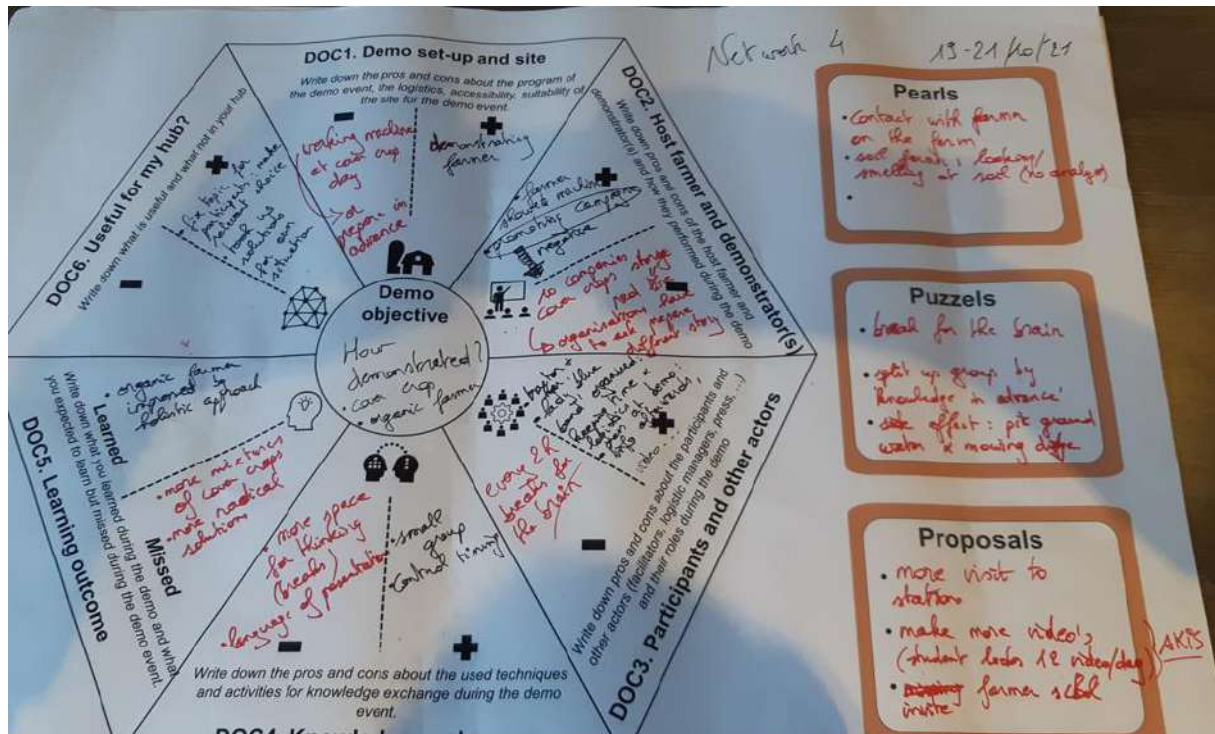
Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.

5.1 Topic canvas

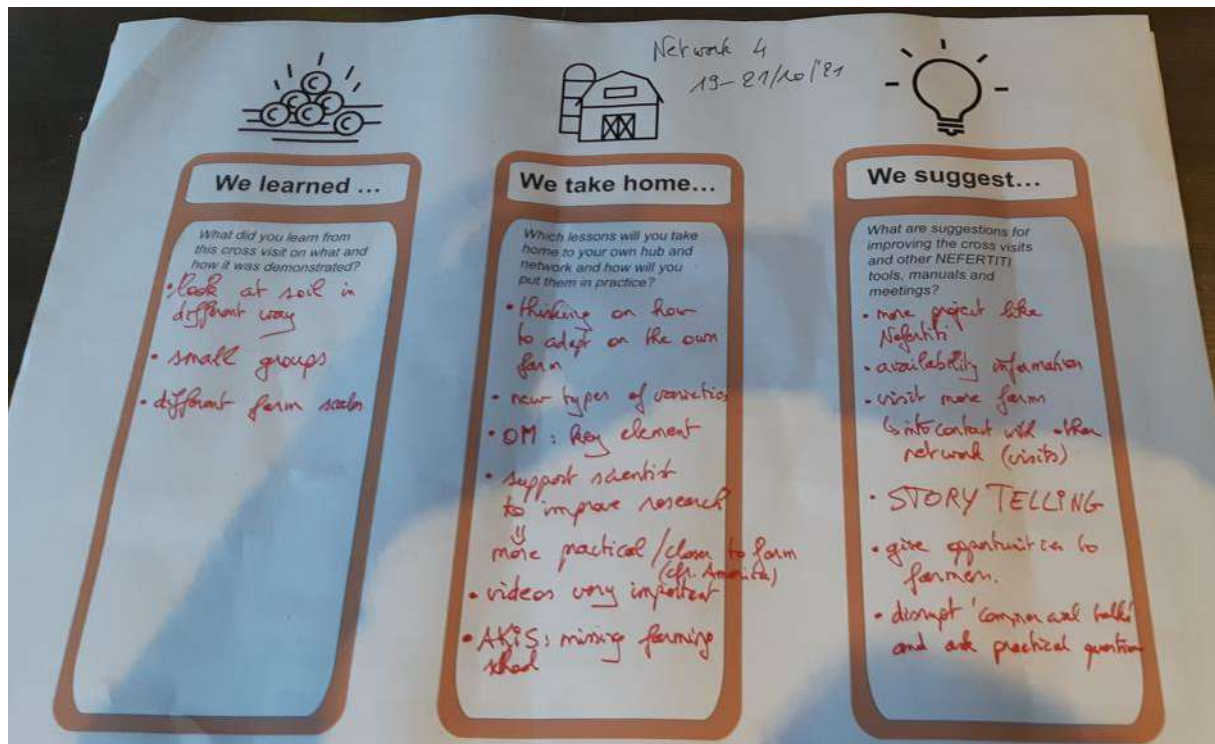




5.2 Demonstration canvas



5.3 Wrap-up canvas





6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

An 'ice-breaker' is necessary at start of the cross-visit to get know each other. The program was filled with a lot of activities, sometimes to less time to have enough exchange. During dinner, exchange came among the farmers.

6.2 Activities during the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

Host farmer forgot to introduce himself, so it was difficult at start for the visitors to get the situation well known.

The program seemed to have enough time for exchange, but more time has to be foreseen. Also a lot of time for 'sight-seeing' is important.



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Cross visits Report
Network 5
Reims (France)
16th to 18th June 2021



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through Demonstration
Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

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Author(s): **Laure Triste**

Redaction : **Maxime Salin, Maureen Stadel, François Xavier Schott, Thiébaud Simon**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

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Cross visits Report of Network 5 - Arable crop sensing and variable rate applications in Reims (France), 16th to 18th June 2021

1 General information on the Cross Visit

Hosting Hub: France

Contact person of the hosting Hub:

Maxime Salin-Maradeix

Thiébaut Simon

Name of the WP5 Monitor : Michael Kügler

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Day 1 : June 16th

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Jean-Marie Fontaine	Demo farmer
Arman Fontaine	Demo farmer
Aymeric Lepage	Demo advisor
Jan Kamp	Network 5 leader, hub Netherlands
Jeroen de Bruin	Researcher hub Netherlands
Mickael Kügler	WP 5 Leader hub 'Europe'

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Thomas Alföldi	Researcher hub Switzerland
Jean-Louis Galais	Advisor hub France
Maxime Salin	Hub coach France
Maureen Stadel	Hub coach France
François-Xavier Schott	Hub coach France
Thiébaut Simon	Hub coach France

Day 2 : June 17th

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Jan Kamp	Network 5 leader, hub Netherlands
Jeroen de Bruin	Researcher hub Netherlands
Mickael Kügler	WP 5 Leader hub 'Europe'
Thomas Alföldi	Researcher hub Switzerland
Jean-Louis Galais	Advisor hub France
Francis Mattelig	Advisor hub France
Jean-Michel Dubois	Advisor hub France
Jean-Paul Daouze	Advisor hub France
Maxime Salin	Hub coach France
Maureen Stadel	Hub coach France
François-Xavier Schott	Hub coach France
Thiébaut Simon	Hub coach France

Day 3 : June 18th

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Benjamin Collin	Researcher hub France

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Inès Teetaert	Researcher hub France
Jan Kamp	Network 5 leader, hub Netherlands
Jeroen de Bruin	Researcher hub Netherlands
Mickael Kügler	WP 5 Leader hub 'Europe'
Thomas Alföldi	Researcher hub Switzerland
Alexandre Greff	Advisor hub France
Louis-Fabrice Deshayes	Advisor hub France
Pierre Rochepeau	Advisor hub France
Aurélie Augis	Advisor hub France
Maxime Salin	Hub coach France
Maureen Stadel	Hub coach France
François-Xavier Schott	Hub coach France
Thiébaut Simon	Hub coach France

3 Invitation

PROGRAMME

Wednesday, June 16th

- 12h30 – 13h30 Welcome to Reims station and lunch
- 14h30 Visit of a diversified pilot farm implementing precision agriculture in Laon

Friday, June 18th

- 09h30 – 11h00 Visit of the Digifermes® in Saint-Hilaire-en-Woëvre (55)
- 11h00 – 12h00 Informal exchange with Arvalis experts from the Digifermes®
- 12h00 – 14h00 Lunch

Guided tour :

- 1 Modulation
- 2 GPS hoeing
- 3 Quality wheat for good bread
- 4 Fertilization and wheat quality
- 5 IPM program for potatoes
- 6 Digifermes® as if you were there

Logos: Horizon Europe, HORIZON 2020, interreg, smart agril hubs, ARVALIS Institut végétal, DIGICULTURES A TERROIRS, acta

SAVE THE DATE

16, 17 & 18 Juin 2021 www.lesculturales.com À Betheny (51)

NEFERTITI AUX CULTURALES

L'ÉVÈNEMENT DES GRANDES CULTURES

Les Culturales® 15-16-17 juin 2021
TERRALAB, BETHENY (51)

Les Culturales® se dérouleront les 15, 16 et 17 juin 2021 à Béthény près de Reims dans la Marne (51). Cette édition exceptionnelle du salon au champ organisé par ARVALIS s'adresse aux producteurs de grandes cultures à la recherche d'innovations pour la performance de leur exploitation. L'agriculture de précision et les outils numériques seront particulièrement à l'honneur!

Arvalis propose aux partenaires de NEFERTITI de visiter le **16 juin** une ferme pilote utilisant l'agriculture de précision. Le **17 juin** visite guidée des Culturales, précédée par une table ronde sur la contribution des projets européens à l'innovation digitale. Enfin, une visite de la Digifermes® à Saint-Hilaire-en-Woëvre sera organisée en marge du salon le **18 juin** pour une présentation de la plateforme.

Logos: ARVALIS Institut végétal, DIGICULTURES A TERROIRS, acta

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4 Agenda

Please provide the detailed agenda/programme of the CV here.

1. Day 1: June the 16th Farmers' network interactions

Late morning Pick-up partners at the Champagne-Ardennes TGV station (Reims)

12:30 to 2:30 pm Transfer to Laon (1h drive) and welcoming lunch

2:30 pm Visit of a multi-crop production pilot farm (wheat, rapeseeds, sugarbeets, fiber flax, onions...) using smart farming equipment. Exchange with an advisor from Chambre d'Agriculture on the work and experimentations he carries out do with a farmers' network

Ferme d'Allemagne - 02000 Laon - GPS 49°35'41.8"N 3°36'51.9"E



Group photo in "La ferme d'Allemagne"



Drone demonstration



Discussion with the Farmer and his advisor

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4:30 to 5:30 pm Transfer to Reims (1h drive) and installation at the hotel

6:00 to 7:00 pm Social activity – Tasting of Champagne at the Pol Couronne Champagne (Reims)

7:00 pm Diner in Reims



Social activity in Reims

2. Day 2: June the 17th The Culturales

9:00 to 9:45 am Round table conference: "Digitization of agricultural systems and value chains"

- Animated by Noémie Bernard Le Gall
- Representatives of 3 EU projects (NEFERTITI, SmartAgriHubs, INNO-VEG, Digifermes)



Round table conference

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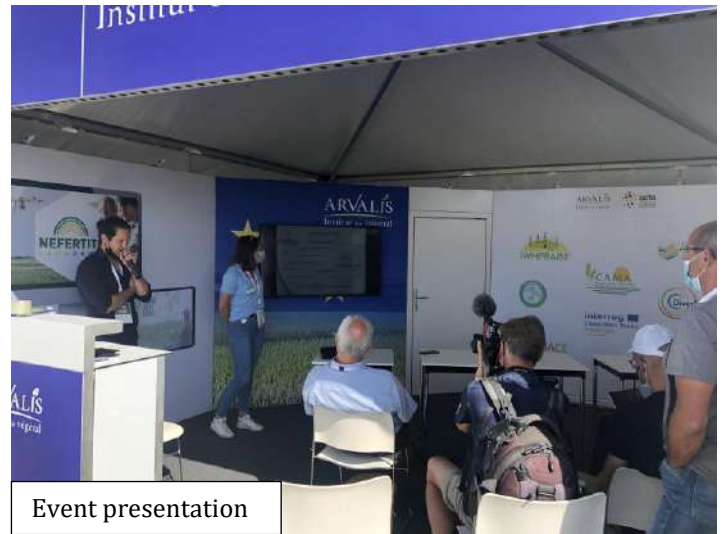
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Cross visit stemplate for report.



10 am to 10:30 Presentation: The Culturales – A not-be-missed field event in France

- The host and the organizer : Who are they ?
- The Culturales : The Arvalis' research loudspeaker
- Why set up this event ?
- Purposes of the demonstration activities



Event presentation

10:30 to noon Guided tour through the relevant workshops of the Arvalis technical area:

- N°6: VRA: from recognition to precision spraying (Nicolas Van Elsen: presentation + link with Nefertiti thematic network: "sensors and intraparcels VRA in polyculture")
- N°5: RTK hoeing: practical implementation and return on investment (Caroline Desbourdes: RTK hoeing implementation and return on investment)
- N°9: Fertilization and wheat quality (François Taumelesse: topo on CHN and future fertilization management)
- N°26: Potato IPM (Cyril Hannon and Florence Binet)
- N°7: Digifermes® (Benjamin Collin: presentation of Digifermes®, introduction to the Digiferme's visit of the next day)



Workshop n°6



Workshop n°5

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Workshop n°9



Workshop n°7



Workshop n°26

Noon to 13:30 pm Lunch

1:30 to 3:00 pm Guided tour around the exhibitor booths:



Naio technologies

- Wanaka: offers a solution for mapping plots from high definition pictures => different approach compared to solutions available on the market and which are based on the soil conductivity or resistivity.
- Meropy: proposes a scouting robot able to circulate autonomously in crops (even developed) in order to detect nutrient deficiencies/diseases in order to provide VRA.
- Naio Technologies (option): several robots, already known, exchange on the technical developments to come and on the diffusion of the technologies to farmers.

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Meropy



Wanaka

3:30 to 4:30 pm SmartAgri Hub : Project results presentation

4:30 to 6:00 pm Transfer to the hotel

6:00 to 6:30 pm Installation at the hotel

6:30 to 7:30 pm Assessment of the cross-visit evaluation - Part 1 (at the hotel)

7:30 pm Diner at the hotel



SmartAgri Hub results presentation



Assessment of the cross-visit evaluation

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8:00 to 09:30 am Assessment of the cross-visit evaluation – Part 2 (at the hotel)

9:30 to 10:00 am Transfer to Saint Hilaire en Woëvre (20 min drive)

➔ Arvalis – Institut du vegetal - 16 Rue du Moulin de Moncelle, 55160 Saint-Hilaire-en-Woëvre

10:00 am to noon Visit of the Digiferme of Saint-Hilaire-en-Woëvre and interactions with the experts (focus on smart farming equipments, on-field trials, knowledge transfert to farmers).

Noon Lunch and departure



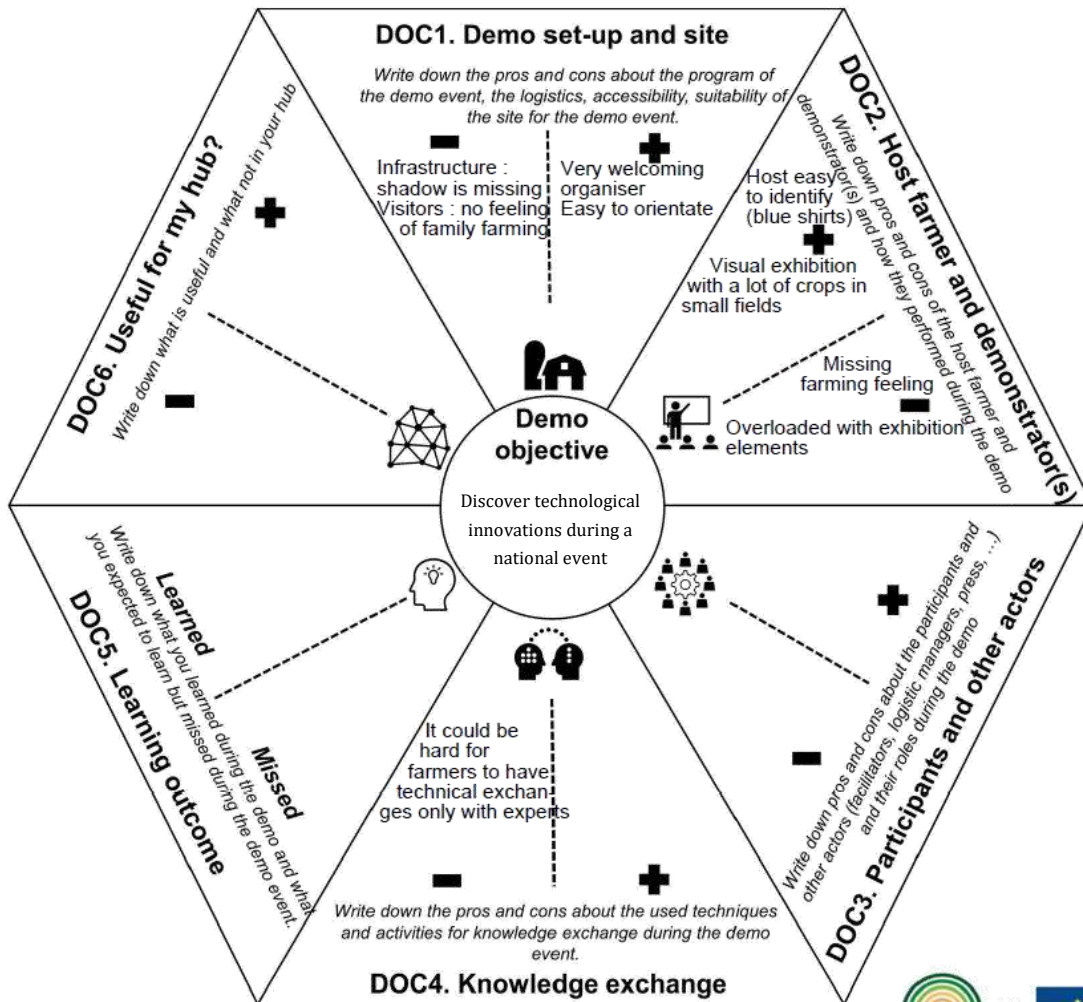
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5.1 Topic canvas



5.2 Demonstration canvas



Pearls

- Well organized and complete event (all topics represented on site for farmers)
- Adapted to the local context
- Small plots to demonstrate all subjects

Puzzels

- Balance communication (no one way communication)
- Make a survey to improve the event (topics and organization) --> Use students for the survey
- More diversity in food > work with local producers/products

Proposals

- Develop the show with more live demonstrations and visual innovation
- Organize guiding tours in different languages > give a international dimension
- Hire musicians to have a cooler atmosphere to facilitate exchanges



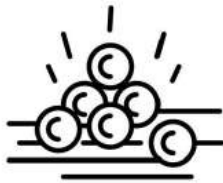
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Cross visit template for report.



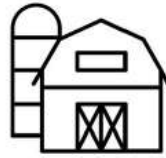
5.3 Wrap-up canvas



We learned ...

What did you learn from this cross visit on what and how it was demonstrated?

- High quality exchanges
- Innovation needs passion
- Importance of communication before the event to have farmer participants
- Diversity of public concerned by this type of demo-event
- Difficulty to organize guided tour/communication with experts talking
- A moderator is needed for a guiding tour
- Hard to prove the direct added value of precision/digital farming
- Development from exhibition event to demo event is possible and interesting



We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- To look across the borders to find some ideas and share them => desire to follow more EU project
- Formal and informal exchanges between the network members
- Importance to build a network to construct good and interesting exchanges
- Dynamic picture of Arvalis. They are good in communication
- Big potential of starts-up in France and the importance to connect then with commercial companies
- Start-up help to find new solutions in agriculture with new ideas hard to find and imagine in "normal" companies
- The right track with to link this type of project with Nefertiti



We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task



*divisions between organisers, etc. What went better than expected and what was difficult?
And Why?*

The idea of organizing a Cross-Visit on the Culturales in Reims, France was put on table during a Network 5 meeting in January. After some adjustments (a visit to the agro-equipment manufacturer Kuhn was initially planned), the main lines of the program were determined in March and the project was retained by the whole Network 5 Hubs. Even if all the members of the Hub France did not know each other (Maxime SALIN MARADEIX joined the team in January and Maureen STADEL joined it in June), the work division did not pose any problems and have been done with great efficiency. All the actions planned were successfully completed during the Cross-Visit.

The entire setting-up of the Cross-Visit was done knowing that, due to the Covid-19 epidemic, the Culturales could be canceled at any time and that the current health measures could restrict the smooth progress of the event and prevent any form of conviviality.

This context, associated with the unfavorable weather and the unavailability of each guests, did not facilitate the mobilization of the participants:

- It was difficult to invite a lot of people knowing that the gauges would limit too large groups.
- Travel constraints between countries reduced the travel possibilities for colleagues from foreign countries.
- Advisers and farmers of the Hub France were invited but some of them were unavailable.
- Bad weather conditions in May caused an agricultural work delay rendering farmers unavailable

Two interpreters were hired for the cross-visit to allow speakers to focus on the content of their presentations and not on the English translation. The translation was a real plus for the visit and greatly facilitated the discussions.

The speakers mobilization went well, everyone was enthusiastic to welcome us to their stands or their farm. The Arvalis colleagues who received us on their stand had been informed in advance but, as we did not call them back the day before, some forgot and were already busy when we arrived. This reminder should have been done in order to



improve the fluidity between two presentations and a more detailed planning (with precise schedules) should also have been set up.

6.2 Activities during the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

The entire program was carried out even if we were almost systematically behind our schedule.

We thought we had more demonstrations for the first day's visit, but the discussions won out.

There were many discussions during the whole visits, much more than what we expected. However, this caused some delays: we experienced a real difficulty in interrupting the discussions between the speakers and the participants of the Cross-Visit. For this type of visit, it seems essential that one of the hosts positions himself as leader and "time keeper". It is possible that the number of stands to be seen during the guided tour was oversized. Reducing this number could make it possible to offer wider time slots and thus not have to interrupt discussions.

About the Cross-Visit evaluation: we worked more than expected on the 17th to the evening, thus the morning session of the 18th has been shortened. The discussions were very inspiring, even if the canvas only show a part of it.

Thomas Alföldi (FiBL) made two synthesis videos of our two half-days at the Culturales, which are also a real plus for this cross-visit.



7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

7.2 Field demonstration

7.3 Reflection on the field demonstrations

7.4 Social activity

7.5 Knowledge exchange

7.6 Wrap-up

7.7 Conclusion: overall impressions, remarks, suggestions, ...



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NEFERTITI PARTNERS





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AGREEMENT N. 772705



Cross visits Report

Network 6

Kauhava, Finland

6.-8.7.2022



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through Demonstration

Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of networks 6 in Finland, on 6.-8.7.2022

1 General information on the Cross Visit

Hosting Hub: networks 5 and 6, Finland

Contact person of the hosting Hub: Ronja Kuorikoski, Terhi Korpi

Name of the WP5 Monitor (if applicable): Leonor Santos

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Ronja Kuorikoski	Organizer, ProAgria Etelä-Pohjanmaa
Terhi Korpi	Organizer, ProAgria Etelä-Pohjanmaa
Suvi Alatalo	Organizer, ProAgria Etelä-Pohjanmaa
Leonor Santos	WP5 monitor
Kilian Busch	Hub coach, Germany
Thomas Alföndi	Photography/videography in our event, Switzerland
Barbara Sazonska	Hub coach, Poland
Martyna Prochniak	Farmer, Poland
Agata Witorozec-Piechnik	Farmer, Poland
Jan Kamp	Network 5 leader/hub coach, Netherlands
Kees Meesters	Researcher (WUR), Netherlands
Lucía Sánchez	Hub coach, Spain
Jone Lizarza	Hub coach, Spain

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Maureen Stadel	Hub coach, France
Marek Krysztoforski	Hub coach, Poland
Beata Studzińska	Hub member, Poland
Thiébaut Simon	Hub coach, France
Jussi Juhola	EUFRAS
Other participants: <ul style="list-style-type: none">- ProAgria's organic farming advisors and personnel from Association of ProAgria Centres- Finnish organic association- Farming industry enterprises → Total 14 people (7.7.2022)	

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3 Invitation

Please provide the invitation of the CV here.

Invitation was sent via email to the networks 6. Finnish participants had their own invitation. Here is some information sent to participants on the invitation letter:



Cross Visit to Finland (NW 5, NW 6) 6.-8.7.2022 (6th-8th of July)

Agenda

Wednesday 6.7. Arrival and information on Cross Visit

18.00-20.00 Welcome event and light evening snack, Härmä's hotel

Thursday 7.7. Cross visit day

9.00 Leaving the Härmä's hotel towards Kauhava with ProAgria's organic farming advisors

9.30 Field visit to organic starch potato production farm of Pekka Paavola.

12.00 Lunch

13.00 Field visit to Lilja Farms

15.00 End of the visit

18.00 Social dinner

Friday 8.7. Reflections and knowledge exchange

8.15 Leaving Härmä's hotel

9:15 Arriving [Elinkeinoitalo in Seinäjoki](#)

-Reflection of the visit and knowledge exchange

12.00 End of Cross visit, lunch and safe trip home



Hotel

We have pre-booked 30 single rooms from Härmä's hotel at €. 8.7.2022.

The room's:

- Two nights in room for one (1) person = 200,00 euros per person

Room's prices include breakfast buffet, access to the hotel spa and gym.

Hotel payment: Every participant will have to pay for their hotel and other expenses at the end of their stay. Billing is not possible.

Hotel information:

Härmä's hotel/spa <https://harmankyivlja.fi/>
Vaasantie 22, 62375 Ylihärmä, Finland

Arriving to Finland and Kauhava (Härmä's hotel)

If you are flying to Helsinki we recommend taking a train from there to Seinäjoki. We have booked a bus to take us from [Seinäjoki railway station](#) to the Härmä's hotel. The bus leaves from Seinäjoki at 6.7.2022 16.40.

If you want to come directly by train to Kauhava you can take a taxi to the hotel. The cost is about 30-50 euros (depends on what taxi service is available at the time of your arrival). Please inform us if you don't need bus ride from Seinäjoki to the hotel.

At the last day of our Cross Visit we will have a bus to [Elinkaistalo, Seinäjoki](#). After the event you can take train from Seinäjoki to Helsinki airport or to other location of your choice.

The main railway company operating in Finland is named [VR](#). Below you can find some examples of the timetables.

Trains from Helsinki Airport to Seinäjoki 6.7.2022 (6th of July)

Outbound: Wednesday 6.7.	Search results
4:52 → 8:27	3 h 35 min < 1 transfer Commuter train P → Pendolino 35 €17.80
6:12 → 9:18	3 h 6 min < 1 transfer Commuter train P → InterCity 21 €17.80
7:22 → 10:07	3 h 45 min < 1 transfer Commuter train P → InterCity 41 €17.80
8:22 → 11:05	2 h 43 min < 1 transfer Commuter train P → InterCity 23 €20.90
9:22 → 12:29	3 h 7 min < 1 transfer Commuter train P → InterCity 43 €17.80
11:02 → 14:16	3 h 14 min < 1 transfer Commuter train P → InterCity 45 €17.80
12:22 → 15:09	2 h 47 min < 1 transfer Commuter train P → InterCity 25 €20.90
13:22 → 16:25	3 h 3 min < 1 transfer Commuter train P → InterCity 37 €24.90

Trains from Seinäjoki to Helsinki Airport at 8.7.2022 (8th of July)

12:39 → 15:33	2 h 54 min < 1 transfer InterCity 38 → Commuter train I €51.00
13:28 → 16:33	3 h 5 min < 1 transfer InterCity 48 → Commuter train I €24.90
14:38 → 17:33	2 h 55 min < 1 transfer InterCity 24 → Commuter train I €51.00
15:38 → 18:33	2 h 55 min < 1 transfer InterCity 50 → Commuter train I €24.90
16:28 → 19:33	3 h 5 min < 1 transfer InterCity 25 → Commuter train I €24.90
17:24 → 20:33	3 h 9 min < 1 transfer InterCity 54 → Commuter train I €17.80
19:28 → 22:33	3 h 5 min < 1 transfer Pendolino 56 → Commuter train I €24.90

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through Demonstration

Cross visits template for report.



4 Agenda

Please provide the detailed agenda/programme of the CV here.



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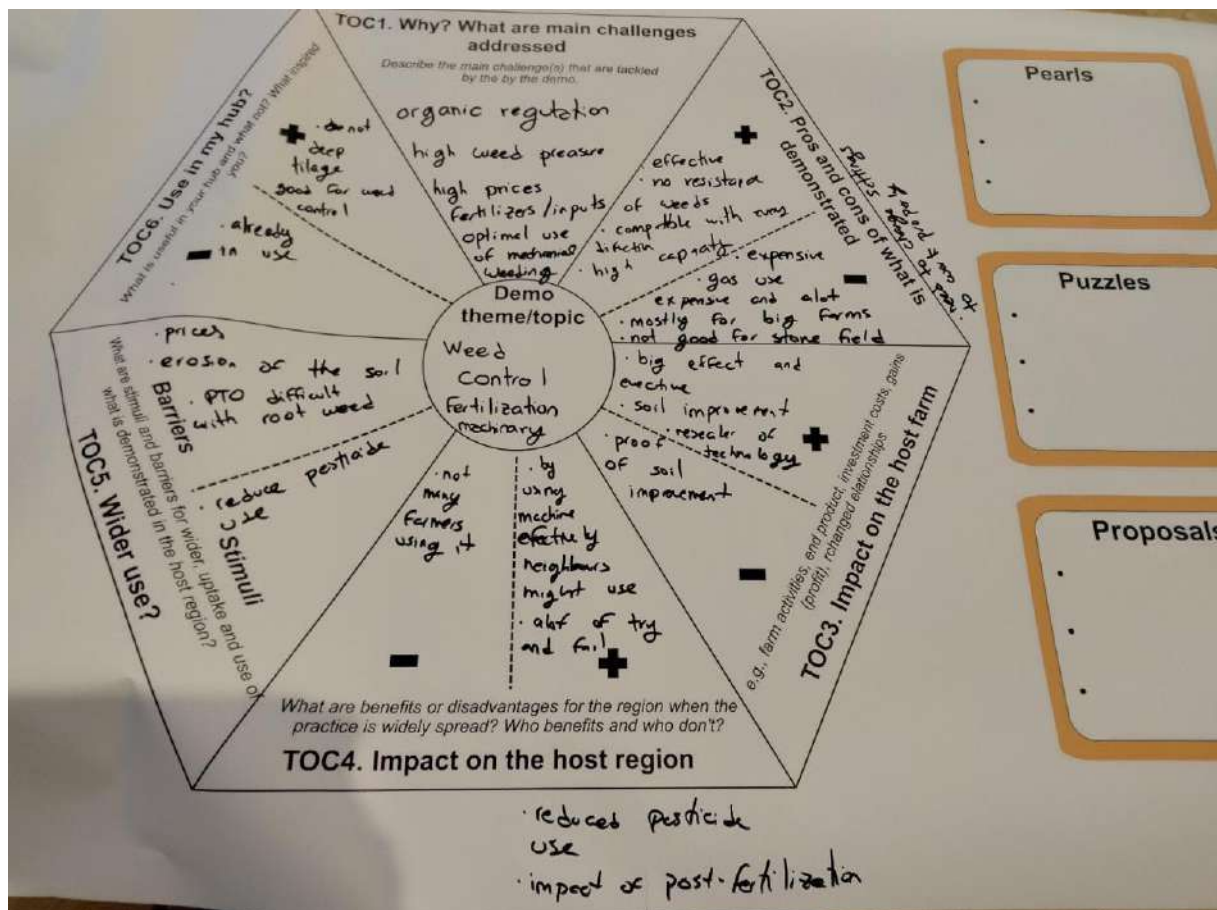
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5 Pictures of the canvas

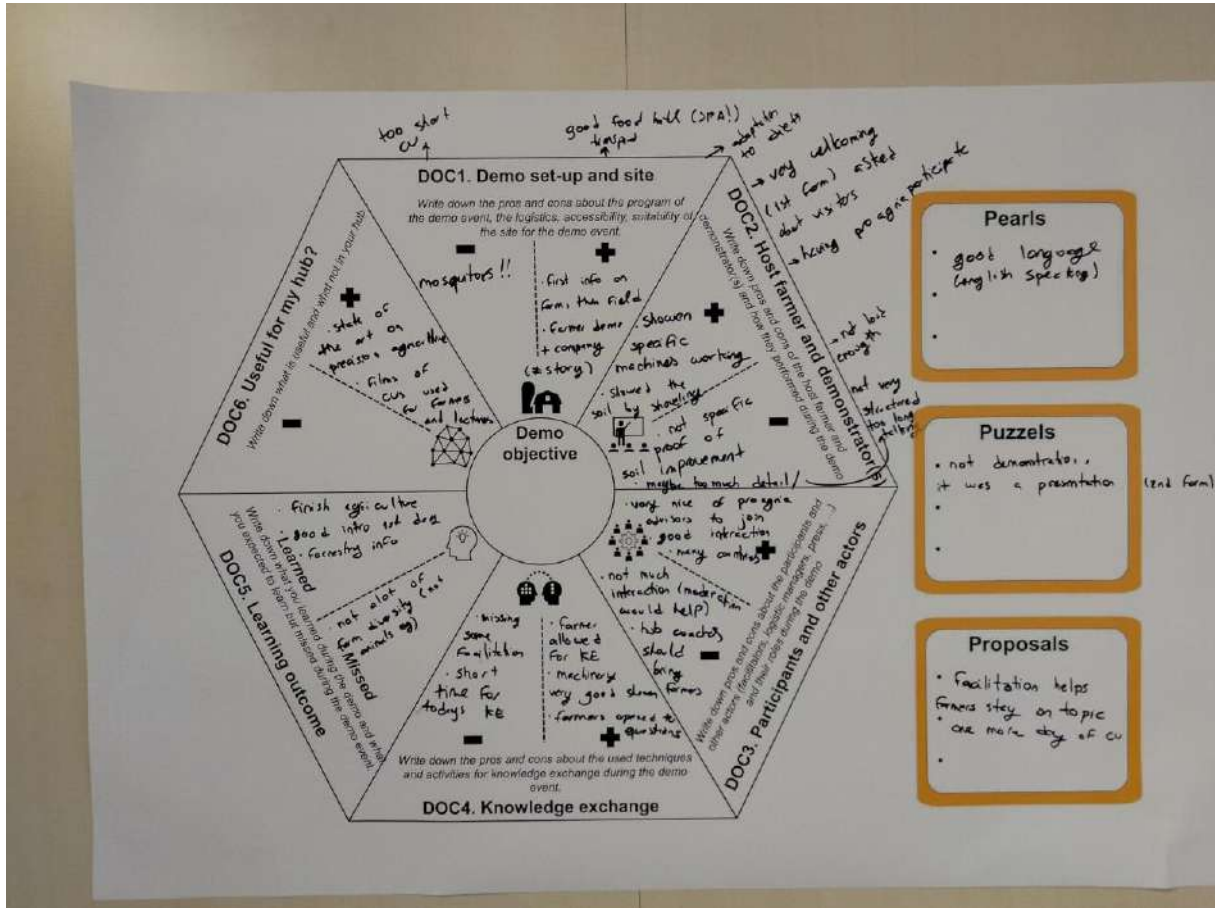
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5.1 Topic canvas





5.2 Demonstration canvas





5.3 Wrap-up canvas





6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

The planning of the Cross Visit started at the end of March, even though the visit dates had been decided earlier and some preparations had been made the previous year. We had some changes in our project personnel before the event, and we lost the resources from the most experienced Cross Visit and NEFERTITI person in our working team. It affected the planning of the event, for the remaining personnel had not been in the project from the start, but rather a shorter period of the project. Even though the situation was not the easiest, we managed to organize a good and successful event. We also learned a lot for the future events as it was our first international event we organized ourselves.

Both of our demo farmers had been part of our NEFERTITI hubs and one had also participated in CV at Germany earlier in the project. We knew that both had good English speaking skills so no translations were needed. However it was made sure, that both farmers and visitors knew that we were there to help with the translation if necessary. Both of the farmers were familiar with organising a tour/meeting in their farms and handled the situation well.

We arranged a meeting before the event with one of the farmers. During the meeting we went through the program and what's important to see and hear. Unfortunately, with second farmer we were not able to have a meeting beforehand. For the future events meeting face-to-face with all the farmers is important as it's easier to go through the event at the meeting venue.



The timing of the event was difficult, since July is the busiest holiday season in Finland. It is also busy time for the farmers on the field, especially if they have any livestock. We had sent an invitation for all members in both Hubs weeks before the event, but unfortunately no farmers were able to participate. Luckily, we were happy to have as many advisors as we had participating to our event. We got thanks from our international guests for having advisors in our event.

The event venue in the countryside was different, since in the past we have mostly organised events in cities. It was refreshing to have a different sort of venue, and not always have a meeting in bigger cities. Our original plan was to have the event in Seinäjoki region, but as we already had set the dates we found out that at the same time there was a big tango festival. Because of that the hotel prices were tripled and it was hard to book the rooms for any bigger groups. That's why we decided to have the program fully moved to Kauhava region, which was also the location where our visits were going to happen. Because of the location, arriving at the destination was a little bit difficult. We tried making it as easy as possible for all participants with detailed emails (we personally contacted everybody before the event to find out when and where they were coming, if they needed any help etc.) and by organising a bus ride from Seinäjoki to the hotel at Kauhava.

The communication between the organisers went well. We had some sudden situations when it would have been easier if we had one extra person working with the event, but we managed to pull through even the difficult situations together.

6.2 Activities during the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

Kick-off 6.7.2022

We had organised a bus ride from the bigger city Seinäjoki to the hotel, which was located in the countryside of Kauhava city. Unfortunately, we had to change the timetables of the bus about 1,5 hours before the original time as we got the final information on which trains participants were taking. It affected the start of the event as there was no time for



us to check in to the hotel and to ready all materials at the hotel before the program started. For the future events we will try to have all possible material prepared before the start of the event – now we had to prepare everything ready while the program was happening.

Kick-off itself went well. We made sure everyone had some evening snacks after a long day of travel and had all the information they needed. We had a small speech from the CEO of ProAgria and EUFRAS and went through the event program. Some of the participants enjoyed some live music at the hotel terrace later in the evening.

Demo activities 7.7.2022

We started our first farm visit with a bus ride in front of the hotel. The farmer welcomed the group well and was excited to have NEFERTITI visitors to his farm. Unfortunately, it was raining quite heavily and we had to move the presentation about the farm to the storage building. Unfortunately, we had some sudden problems with our microphone system. It had worked fine before, but we assume it didn't like the moist air. The voice level was still okay even without the microphone. We had a good visit to the fields as the rain stopped. The farmer had just received some new machinery a couple days before the event and was excited to present it to the visitors. We also had some representatives of farming equipment companies who had some deeper knowledge about the tools that we think added more value to the presentations.

Between the visits we ate lunch at the hotel.

After lunch we boarded the bus and travelled to our next farm visit destination. The farmer had a lot of knowledge of the field he is working at, and he was excited to tell about his work. We toured his premises and visited the liquidized fertilizer factory, that had only started its work in the area the same year. We also did a short tour of his fields. Unfortunately, it started raining quite heavily just as we got to the field, which affected the field visit portion of our second farm. Afterwards we thought that some more facilitation during the visit, or a preparatory visit to the farm before the event days would probably have given the visit more focus on the network themes.

Before social dinner in the evening, our visitors had the possibility to take a nap or enjoy the traditional Finnish sauna as well as enjoy the spa section of the hotel. Afterwards we



had a social dinner together with all the participants at the hotel's cabinet. We had a menu displaying many Finnish foods as well as local and seasonal ingredients. Evening went well and we had a lot of fun and fruitful discussions. Some of our visitors continued the evening with karaoke and dancing at the hotel lounge.

Knowledge exchange 8.7.2022

We started our day with a bus ride from the hotel to ProAgria offices in Seinäjoki, for they were closer to a bigger railway station. During the bus ride we found out that we had to rearrange our timetables. It turned out that many of the trains from Seinäjoki onward were fully booked, and not that many visitors had pre booked their train tickets. This led to the situation that many of the visitors had to take an earlier train that they had intended to. We had to speed up the knowledge exchange session from three hours to only one hour. We were sorry about this, for we had hoped to have more time for knowledge exchange, as suggested in all the NEFERTITI material. Luckily everybody made it to the train and we had a good fast knowledge exchange session thanks to our monitor Leonor who handled the situation well as we were working on the ticket situation. We also learned a lot about the importance of the knowledge exchange and how to facilitate it in future events.



7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

Before the beginning of the Cross-Visit, organizers prepared very detailed information on arrival and transport. This information and constant support were very helpful for those traveling from abroad who did not know the area. It was also very useful that we were picked up at the train station, as the meeting place was not easily accessible by public transportation.

When arriving at the hotel, we had a meeting room prepared for the introduction, which is always very useful to give context to the field visits.

7.2 Field demonstration

Overall the field visits were well organized. We visited two potato farms: one more from farming techniques and one more focused on machinery.

7.3 Social activity

A nice dinner was organized during the last night at the hotel where everyone was staying, which was very convenient. Besides the Cross-Visit international participants, Pro-Agria consultants also participated in the dinner, which lead to very interesting debates on Finnish farming practices and mostly on their proximity to consultants.

After dinner, the hotel had evening activities, in this particular day they had karaoke, where NEFERTITI made a team, and was very fun.

7.4 Knowledge exchange

As mentioned by the organizers, the knowledge exchange was unsatisfactory in terms of presence. Due to early flights, most visitors could only attend the knowledge exchange for



less than an hour. In this period of time we did what we could, but it is always unfortunate to speed up a debate and exchange of ideas.

Considering the mentioned restraints, the knowledge exchange was very interesting, everyone present contributed to the filling out of the canvas and the debate was fruitful.

7.5 Wrap-up

The wrap-up was done fairly quickly given the time restraints, but the overall conclusion was that the Cross-Visit was very useful and well-organized.

7.6 Conclusion: overall impressions, remarks, suggestions, ...

The Cross-Visit was well organized and the Finnish hub made a big effort to oblige the objectives of the visit and worked very hard to make this visit possible in order to comply with the missing CV in Network 5 from 2021.

Logistically the visit was very well organized and carefully planned. The organizers provided all the support needed to get to the meeting place and had all the transportation and meals assured. It was also a very positive point to include ProAgria consultants in part of the event, which further fostered knowledge exchange with people who are from Finland and know about farming very well.

There are a few things that could be improved for the future. Although the farms were very well chosen and there was a conducting line throughout the topic of demonstration, one of the farmers was not a very engaging speaker. This resulted in a time constraint as the farmer digressed from the subject and went into too much detail. To avoid this kind of situation we suggest carefully choosing host farmers, preparing them in advance by giving them training, a program and explaining what visitors are expecting. In case it is not enough to avoid these situations, a facilitator should always be prepared to intervene and guide the discussion. The presence of farmers was also underwhelming, considering only one hub coach (Poland) brought farmers to the Cross-Visit.



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NEFERTITI PARTNERS





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THE **EUROPEAN UNION'S HORIZON 2020 RESEARCH
AND INNOVATION PROGRAMME** UNDER GRANT
AGREEMENT N. 772705



Cross visits Report

Network 7

Bulgaria (farms Sofia-Plovdiv)

17-19.10.2021



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Networking European Farms to Enhance Cross Fertilisation and Innovation Uptake
through Demonstration

Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 7 „Improved nutrient use efficiency in horticulture“ in Bulgaria(farm Sofia- Plovdiv), on 17-19.10.2021

1 General information on the Cross Visit

Hosting Hub : Bulgaria

Contact person of the hosting Hub: Petya Kumanova

Name of the WP5 Monitor (if applicable):

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Delyan Georgiev	Network leader
Eliza Kirilova	Member of the NEFERTITI team from NAAS
Petya Kumanova	Hub couch of hub 7 Bulgaria
Dimitur Vanev	WP7 leader NEFERTITI
Michael Kuegler	cross-country organizer NEFERTITI
Marie Wesselink	Hub coach of hub Netherlands
Franziska Weissoertel	Hub coach of hub Germany
Annegret Schrade	Farmer/adviser
Milen Krastev	Ministry of Agriculture, Food and Forestry, Rural Development Directorate
Bojidar Petkov	Organic producer, Chairman of the Association of Raspberry Growers in Bulgaria

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Stanimir Stefanov	Hub couch of hub 9 Bulgaria
Iordan Iordanov	Agroecological Center at the Agricultural University - Plovdiv, member of hub 7
Nikolai Vanev	Farmer
Desislava Kamburova	Demo farmer of hub 7 Bulgaria
Ivan Kamburov	Demo farmer of hub 7 Bulgaria
Viara Stefanova	NGOs in the field of ecology, translator
Viktor Asenov	Demo farmer of hub 7 Bulgaria
Kalian Angelov	Intercrop Ltd, Innovation actor
Seifo Sali	Intercrop Ltd, Innovation actor



3 Invitation

Please provide the invitation of the CV here.

Dear Hub coaches,

Please, receive our invitation to join the Cross-visit in Bulgaria 2021.
I'm sending you attached the program.

Book your hotel rooms before 8th of October.

You have to book the rooms under: j.nicolaou@rosslyn-hotels.com and give the keyword NAAS, you will hopefully still be able to book the rooms from 70 to 75 € per night. Under the email for reservations you can send information for the invoices. The payment could be done in two ways:

- through bank transfer before your arrival;
- when you arrive here in Sofia.

Please, fill the registration form, also fill for the people who will travel with you asap, but before 4th of October.

<https://forms.gle/jA3CAahx7aEKPDVV6>

There are still issues with COVID -19 restrictions from different countries, depending on the three zones - green, orange and red.

If the country you come from is in a green or orange zone, you can enter with a certificate or PCR made up to 72 hours before entry.

Here is official information how to travel to Bulgaria:

<https://www.mfa.bg/en/customnews/main/24737>

Soon I'll send you additional information about how to transfer yourself from the airport to the hotel.

I remain available for any further questions.

Regards,
Delyan



4 Agenda



Please provide the detailed agenda/programme of the CV here.

NEFERTITI Cross-visit Bulgaria 2021



NW 7 Improved nutrient use efficiency in horticulture 17-19 October 2021

Rosslyn Central Park Hotel Sofia - <https://www.centralparkhotel.bg/>

17.10.2021	Rosslyn Central Park Hotel Sofia
Sunday	
18:00	Welcome by the organizers
18:15	Presenting the Bulgarian horticulture
19:00	Introduction to the cross visit: presentation of demo activities to be seen at the Cross Visit. What will we do in the next two days and how will we do it?
20:00	Dinner and getting to know each other
21:00	Free evening in Sofia
18.10.2021	Field Trip – Plovdiv
Monday	
08:30	Bus from the hotel
10:00	Agro ecological Centre ¹ (Agricultural University of Plovdiv)
11:30	Fast lunch
12:30	Vegetable greenhouse ² (Malo Konare)
14:00	Bus to Sofia
15:30	Vegetable greenhouse ³ (Sofia)
17:00	Social elements
19:30	Diner
21:00	Walk around Sofia at night
19.10.2021	Rosslyn Central Park Hotel Sofia
Tuesday	
08:30	Reflection of the cross visit
09:00	Exchange experience with researchers and policy makers
11:00	Coffee break
11:30	Official end of the cross visit
12:00	Lunch

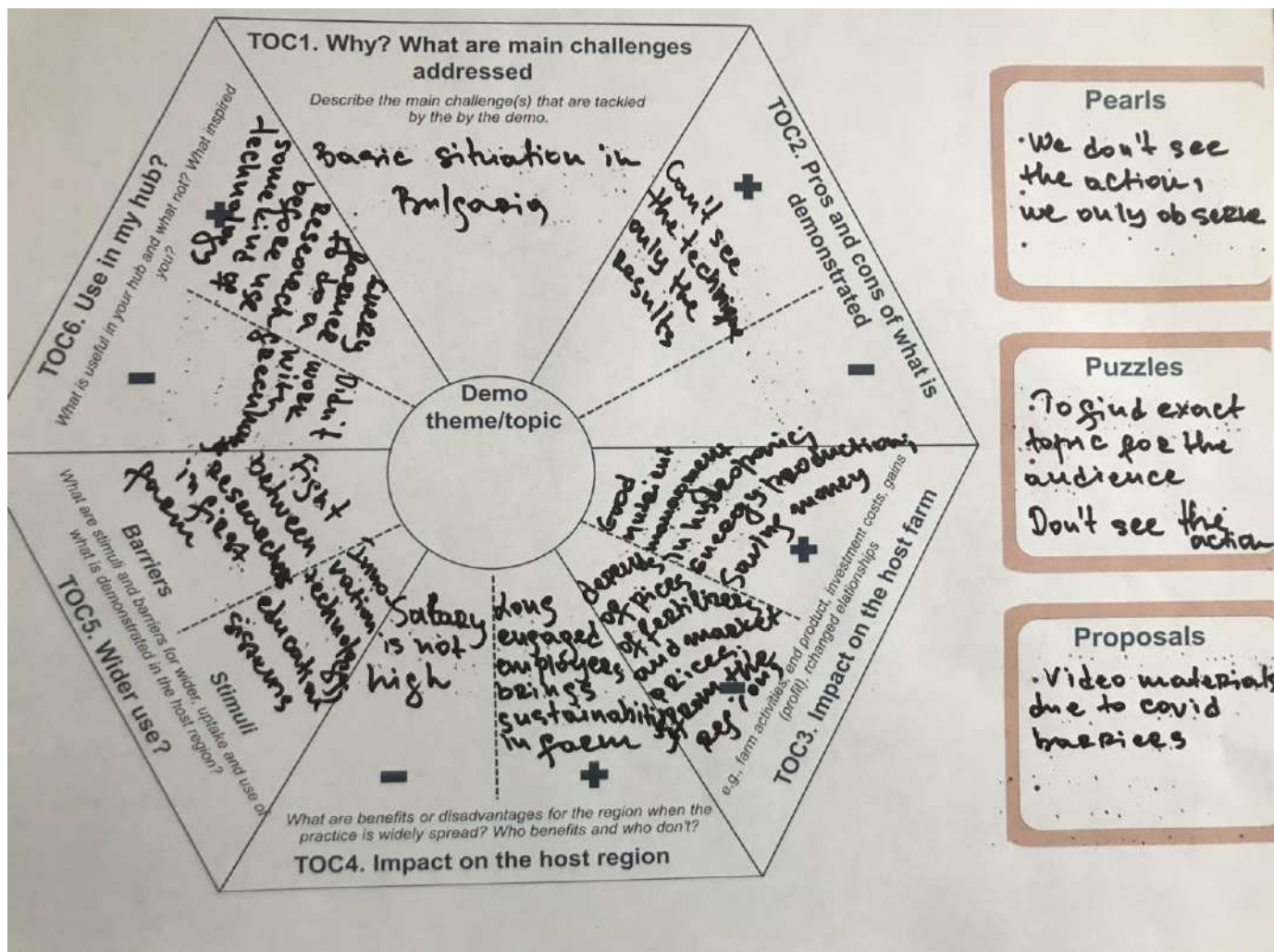


Contact person: Delyan Georgiev – deljan@naas.government.bg

5 Pictures of the canvas

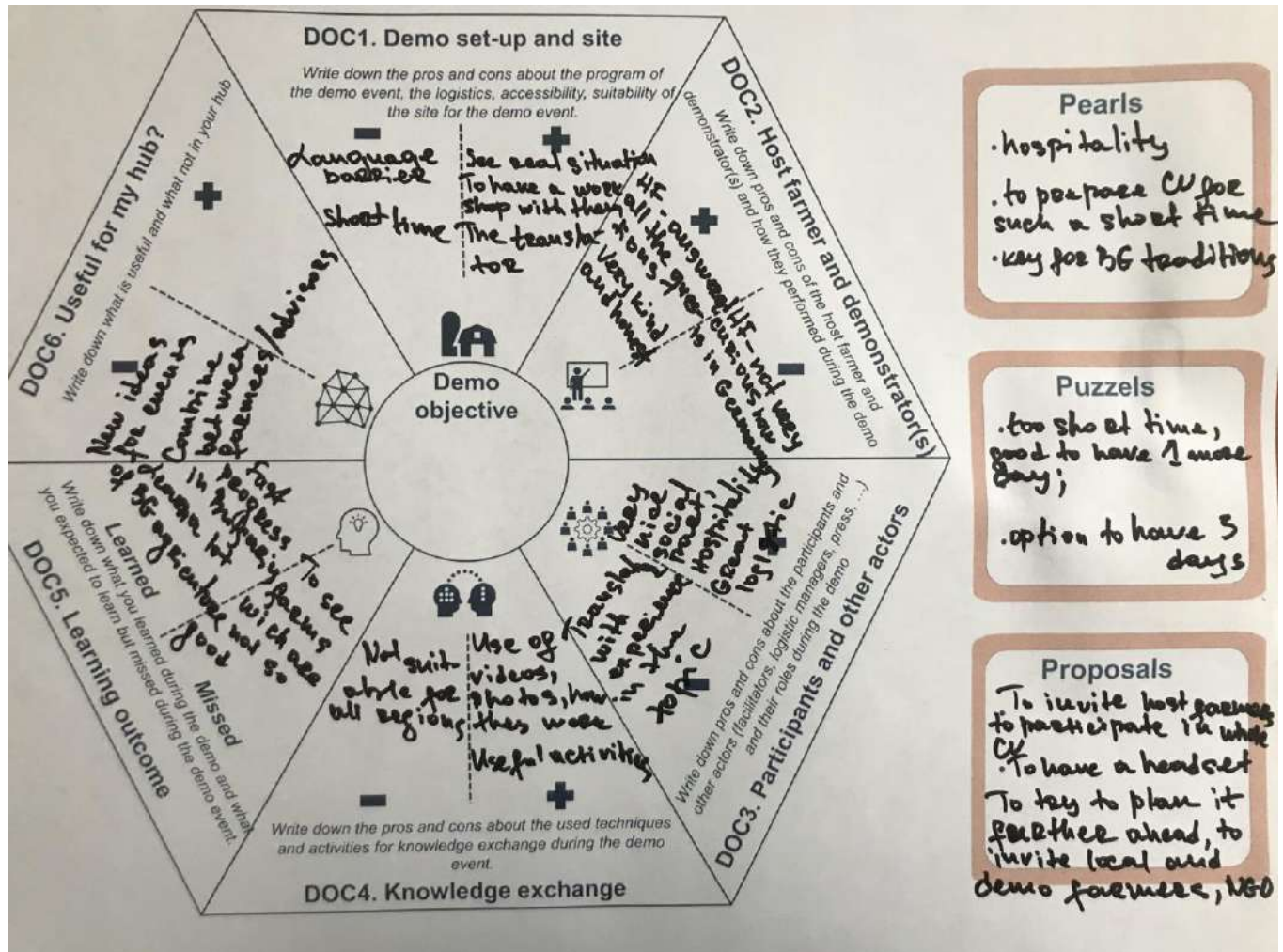
Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.

5.1 Topic canvas






5.2 Demonstration canvas





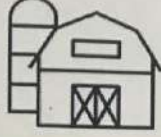
5.3 Wrap-up canvas



We learned ...

What did you learn from this cross visit on what and how it was demonstrated?


- The CV's should be face to face
- Bulgarian greenhouses are quite innovative
- How is organized NARS Structure and how to exchange
- When you go out you bring new ideas
- The more we exchange the more we increasing the development in agriculture



We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- A lot of knowledge for Bulgarian agriculture
- Energy to work on the project
- New ideas
- Warm heart and good memories



We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- To plan CV more early
- To bring more colleagues
- More regular meetings
- Not to have virtual cross-visits.



6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

The cross-visit underwent many changes from the previously planned one, given the situation with COVID 19 and the anti-epidemic measures introduced in the country. It was originally planned to visit more demonstration farms and have more participants. But at the last moment, a number of participants gave up. We had an idea to postpone the cross-visit for the early spring of 2022, given that in the month of October, much less agro-technological things related to the topic of the hub can be shown in the field. And that was one of the difficult moments.

In the end, we created a very good organization, we distributed our tasks correctly, who will be responsible for what from the team, concentrating on the visit to three farms.

6.2 Activities during the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

In general, everything happened according to plan. The weather pressed us a little on the day of the demonstration activities, because within that day we had to travel from Sofia to Plovdiv to visit the farms and in the evening to have enough time for social activities. In the other two days, the participants had enough time for arrival, departure and free time. We expected more colleagues and farmers from other network hubs to take part, but this is related to the COVID situation and to finding interested farmers from different countries who speak English well enough to follow the speakers' translation. The participants' trip and the overall logistics of their stay and the trip to the demonstration farms were very well organized. In the final discussions, a representative of the Ministry of Agriculture and Food from the RSP Directorate was involved, as a representative of the policy makers in the field of



agriculture. The translation from Bulgarian to English was very well organized, as an expert with a lot of experience and knowledge in the field of agriculture was involved, which contributed to the good communication. And German speakers also had direct communication with one of the participants. We also hope that our foreign guests liked a part of our social program.

We wanted to show other even more innovative farms, but given the short time it was not possible to travel to them.

7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

The initial session was organized in a comfortable hall of the hotel, where the participants were accommodated with a good location in the center of Sofia. As an introduction and for welcome, a short video material about Bulgaria was presented. Then, representatives of the NAAS team on the project presented a presentation on "Main characteristics of agricultural production in Bulgaria" and "Introduction to the cross-visit: presentation of the demonstration activities that will be seen during the cross-visit. What and how will we do in the next two days?" The participants in the introductory session presented their activities and participation in the NEFERTITI project, managed to have a structured discussion on the presented presentations and exchange views. Farmers were missing in this part, but the next day they became actively involved.

7.2 Field demonstration

Early in the morning the group left for Plovdiv. The first visit was to the Agroecological Center of the Agricultural University, Plovdiv. There the head of the center showed their demonstration fields and what the students work on and train - organic farming and environmentally friendly technologies in different cultures.

The Agro ecological Centre at the Agricultural University of Plovdiv was established in 1989 and performs activities related to the organization and implementation of

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Cross visits template for report.



research and training programs and projects in the fields of organic farming, agroecology and environmental protection. The Centre has been a member of the International Federation of Organic Agriculture Movements (IFOAM) since 1993.

Since 1994, a Demonstration Centre for Organic Agriculture has been functioning on an area of 10 hectares at the Training, Experimental and Implementation Site of the Agricultural University of Plovdiv, which provides training for students, teachers, farmers and agronomists, as well as research. The crop production is organically certified. The Agroecological Centre is a typical Demonstration farm for organic production which provides open field days, demonstrations, exhibitions, seminars and round-table discussions.

Priority areas are:

Promotion of organic and sustainable agriculture in Bulgaria in partnership with the Ministry of Agriculture, Food and Forestry, the Ministry of Education and Science and environmental NGOs from the country and abroad,

Providing a practical demonstration of methods and agro-techniques for organic farming, incl. testing of biological preparations and fertilizers. Partnership with national and international NGOs in carrying out joint initiatives for promoting organic production in Bulgaria and abroad (International Agricultural Exhibition AGRA, Field Days, etc.).

Main characteristic of the Centre are:

- Organic production of plant products: vegetables, fruits and fodder crops.
- Experimental fields for perennial crops – 0.3 ha, vegetables – 0.3 ha, fodder crops – 1 ha.
- No application of chemical plant protection products.
- Use of an extensive approach in the cultivation of the respective crops.
- Introduction of soil-friendly tillage taking into account weed infestation with the respective weeds.
- Development of a crop rotation schedule for adequate absorption of nutrients in the soil and maximum use of the potential of plants. - Optimal irrigation in accordance with crop requirements.

In the afternoon, a high-tech greenhouse was visited in the village of Malo Konare for year-round hydroponic vegetable growing on an area of 0.8 hectares. The greenhouse is equipped with a food unit, automatic microclimate control, meteorological station, irrigation water temperature control system, chemical water analysis. The farm uses organic plant protection products as well as bioagents.



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Next we left for Sofia, where we visited the third interesting farm.

The greenhouse is equipped with an Oxy-hydrogen production system. The system is a solution specially created for the boiler farms of the greenhouse producers. The system is based on Power-To-Gas (PTG) technology, which uses alternative energy (wind or solar) for fuel production. The only process that allows the use of alternative energy sources for fuel production is the method of electrolysis of water. Electrolysis is a method by which the water molecule is separated into hydrogen and oxygen by means of electrical energy, and the resulting mixture is a high-energy fuel.

The greenhouse participates in a project that aims to develop and implement an integrated management system of work processes, allowing transparency of technological production processes and providing up-to-date information about the process of growing the product (resources used and product processing). The system will be built using block-chain technology. A block-chain is a method of storing information on a computer network, which is an ever-growing list of computer records called "blocks" connected to each other and encrypted cryptographically.

Each "block" contains information about the previous "block" and is time-certified. This ensures a chronological integrity of the circuit back to the first "block". This technology is designed to guarantee security through its very design, because it does not allow data modification. In this way, transactions between two participants can be recorded in a way that is sustainable and verifiable. Typically, the block-chain is stored on the network in a distributed form (with physical copies on separate computers) and there is no single "master copy". The participants in the network are peer to peer and follow a certain protocol for validation of the new "blocks". Once validated and recorded, no "block" can be changed without changing all subsequent "blocks".

7.3 Reflection on the field demonstrations

In summary, the demonstration day managed to show the importance of effective nutrient management in different farms, which goes hand in hand with effective integrated plant protection and innovation in the overall management of other processes, as well as the highlights of their activities - benefits, difficulties and disadvantages. We can note that the participation of Mr. Bozhidar Petkov - Chairman of the Association of Berry Growers in Bulgaria was very useful, who shared and exchanged experiences with other farmers and participants in the cross-visit on innovative practices in plant nutrition and improvement. of nutrient absorption. The demonstration day was attended by other farmers from the area who would like to apply this type of technology.



7.4 Social activity

At the end of the demonstration day, the participants in the cross-visit were pleasantly surprised by the organizers. A typical Bulgarian performance was organized in the hall of NAAS - a video with an emphasis on the traditional production of roses and rose oil, performers of Bulgarian folk music with bagpipes and drums were invited, all took part in a Bulgarian dance and there was a separate tasting area with selected and traditional Bulgarian local food and drinks.

In the evening, the participants were able to see the evening Sofia and its landmarks together with the NAAS team under the project.

7.5 Knowledge exchange

On the last day, gathered again in the hall, the participants expressed their impressions of the cross-visit. A representative of the Ministry of Agriculture and Food, the Rural Development Directorate, also took part, as responsible for the formation of the policy in the field of agriculture and rural development (reflected in the lanes) and the maps.

7.6 Conclusion: overall impressions, remarks, suggestions, ...

Many days of organization: the logistics of the event were excellent:

- The time of the various demonstration sessions was observed, which gave each participant the opportunity to respect the program that was prepared;
- The organization of transport, lunches and dinners was perfect, giving the opportunity for social contacts between the participants;
- clear goal, with good presenters, the farmers were up to date and well prepared and presented a topic;
- there was no problem with the translation and communication between the participants from different countries;
- some farmers failed to get involved on the first and last day, which was a disadvantage because it was important to participate in the final discussions and evaluations
- The COVID situation unfortunately regrets the participation of more farmers and stakeholders who have been invited and the opportunity to visit more innovative farms with interesting innovative solutions related to plant nutrition in vegetables and perennials;



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Cross visits Report

Network 8

Bleiswijk, The Netherlands

7 – 8 October 2021





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through Demonstration

Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 8 in Bleiswijk, The Netherlands, on 7 – 8 October 2021

1 General information on the Cross Visit

Hosting Hub : The Netherlands

Contact person of the hosting Hub:

Jim van Ruijven

Ellen Beerling

Name of the WP5 Monitor (if applicable):

Leonor Santos

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Day 1: October 7th

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Jim van Ruijven	Hub Coach (NL)
Ellen Beerling	Hub Coach (NL)
Jean Aerts	Demo farmer (NL)
Kees Scheffers	Demo farmer (NL)
Rodney Thompson	NW 8 leader
Gladys Sanchez	Hub Coach (E)
Lola Gomez	Demo farmer (E)
Justyna Fila	Hub Coach (PL)
Gregorz Gornik	Demo farmer (PL)
Joaqim Miguel Costa	Hub Coach (P)



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Joana Ribeiro	Advisor (P)
Wilko Wisse	Policy-maker (NL)
Mitchell Hendriks	Policy-maker (NL)
Leonor Santos	WP5 Monitor
Tommaso Barbagli	Hub Researcher (NL)

Day 2: October 8th

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Jim van Ruijven	Hub Coach (NL)
Ellen Beerling	Hub Coach (NL)
Jean Aerts	Demo farmer (NL)
Kees Scheffers	Demo farmer (NL)
Rodney Thompson	NW 8 leader
Gladys Sanchez	Hub Coach (E)
Lola Gomez	Demo farmer (E)
Justyna Fila	Hub Coach (PL)
Gregorz Gornik	Demo farmer (PL)
Joaqim Miguel Costa	Hub Coach (P)
Joana Ribeiro	Advisor (P)
Marga Vintges	Policy-maker (NL)
Leonor Santos	WP5 Monitor



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3 Invitation



CROSS VISIT NETWORK 8

“WATER USE EFFICIENCY”

Bleiswijk, The Netherlands, 7-8 October 2021

Demo 'WaterEvent 2021'



J. van Ruijven & E. Beerling

General introduction

The Cross Visit is organized by Wageningen University & Research, Business Unit greenhouse horticulture, the worldwide leading research institute on high tech protected cultivation. Demos will be visited at commercial greenhouses (soilbound and hydroponic) and the cross visit will join part of the program of the WaterEvent at the applied research center of Wageningen University & Research in Bleiswijk. During the WaterEvent, Dutch growers have the opportunity to see and discuss the latest developments in research to improved fertigation, water management, water treatment, etc. Due to COVID-measures, unfortunately the networking opportunities are limited, as this is normally a nice way of implementation of peer-to-peer learning in between and after knowledge exchange sessions.

Demo approaches:

A couple of demo approaches are shown during the Cross Visit:

- Field walks at commercial companies
- Interactive workshops
 - o Expert introduction of topic
 - o Growers' experience on topic
 - o Facilitated discussions with visitors with ORID-method
- Interactive research pitches at experimental sites
 - o Expert introduction of topic
 - o Peer-2-peer learning of visitors with ORID-method



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4 Agenda

October 7th

Location

Wageningen University & Research, Business Unit Greenhouse Horticulture
Address: Violierenweg 1, 2665 MV Bleiswijk

<https://www.wur.nl/en/Research-Results/Research-Institutes/plant-research/greenhouse-horticulture.htm>

Program

- 8.30 h – Start of Cross-Visit
- Explanation and preparation of evaluation (Leonor Santos)
- 8.40 h - Departure from hotel by cars/bus
- 9.00 h – Visit to Wouter van den Bosch (Hoekeindseweg 176, Bleiswijk)
- Commercial grower of sweet pepper (soilless cultivation)
 - Demo visit (field walk) on water management and water treatment



Field walk in hygienic clothing
at Wouter van den Bosch



Group picture at Wouter van
den Bosch

- 10.00 h – travel time



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- 10.15 h – Visit to Jos Ammerlaan (Petuniaweg 21, Bleiswijk)
- Soil bound cultivation of chrysanthemum
 - Demo visit (field walk) on water management, soil moisture sensors and models (virtual lysimeter)



Field walk in hygienic clothing at Jos Ammerlaan

11.15 h – Travel time

11.30 h – Arrival at Wageningen University & Research, BU
Greenhouse Horticulture

- Coffee + lunch
- Presentation Wageningen University & Research, BU Greenhouse Horticulture (Caroline van der Salm)
- Explanation of Dutch knowledge exchange model (Ellen) + Kijk (Jean)



- 12.45 h – Welcome to Water Event 2021
- 13.00 h – Plenary program of WaterEvent (in Dutch)
- Group will have a short look at plenary program, will get the headlines of the presentations in English (Ellen Beerling)
- 13.30 h – WaterEvent workshops, 2 rounds of 3 parallel workshops, one hour each (in Dutch).
- 1 hour: researcher Filip van Noort takes group to greenhouse experiments with exotic crops
 - 1 hour: Group will have a workshop (in English), separate from the other visitors (Ellen Beerling, Tommaso Barbagli) in the format as used during WaterEvent
- 15.30 h – Networking with Dutch growers
- 16.00 h – WaterEvent research pitches
- Tour around six stops in the research facilities
 - Microbiology in rootzone
 - Fertigation and plant health
 - Local nitrate production, applied to organic cultivation
 - Effect of sodium levels in fertigation
 - Development of soilless cultivation system for freesia
 - Water treatment: filtration
 - Group will do the stops in English in parallel with the WaterEvent



Group taking part in the interactive research pitches of the WaterEvent

18.00 h – Dinner at location of WaterEvent with presenters and organisers of WaterEvent

19.30 h – Departure to hotel

19.45 h – End of program

October 8th

Location

Golden Tulip meeting room

Program

08.30 h – Welcome coffee

08.45 h – Evaluation of WaterEvent Demo

11.30 h – Take away lunch and departure to Schiphol Airport



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Evaluation of the WaterEvent and the Cross-visit



Group picture at the closure of the Cross-visit



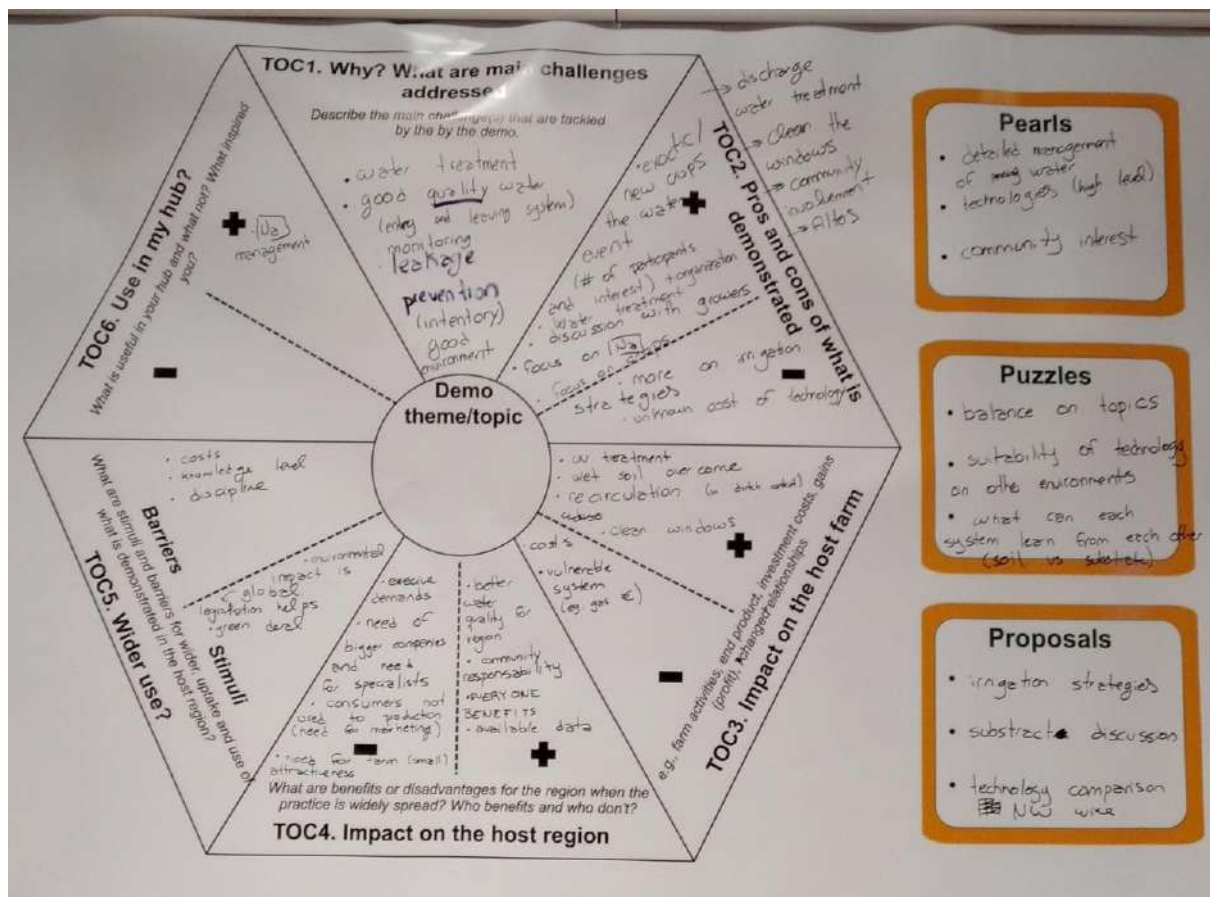
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5 Pictures of the canvas

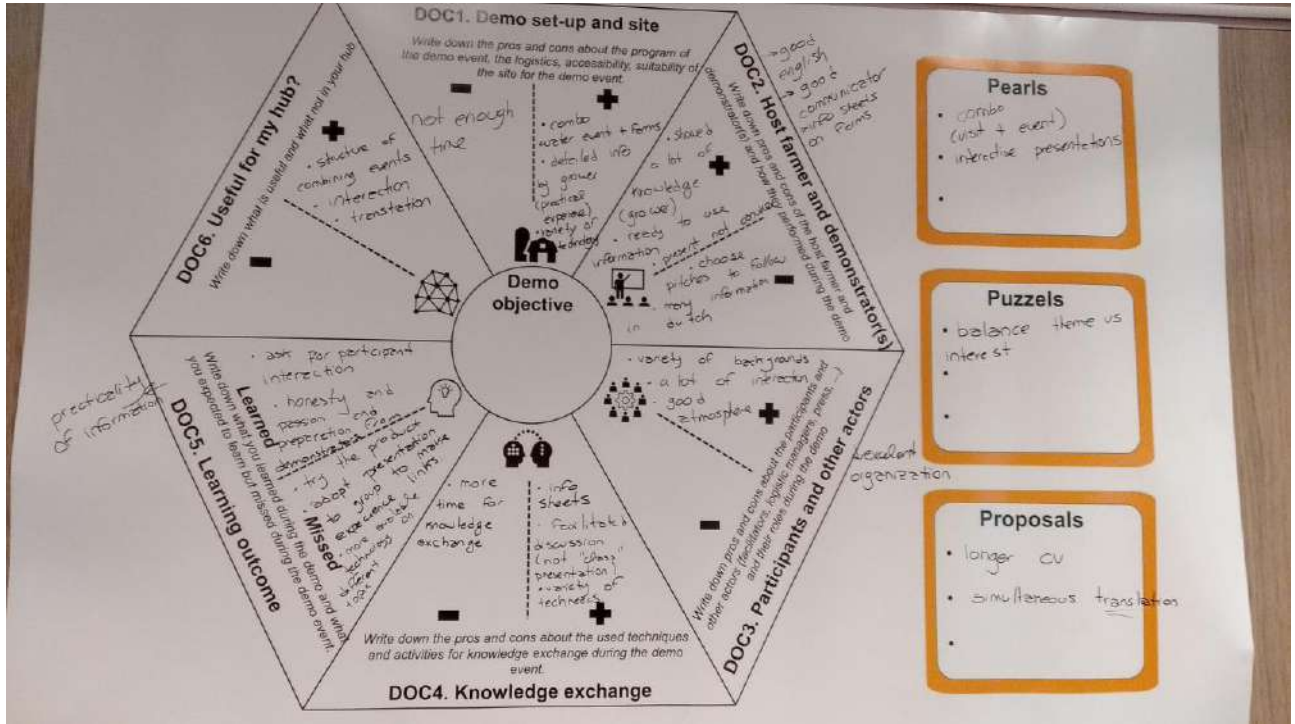
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5.1 Topic canvas

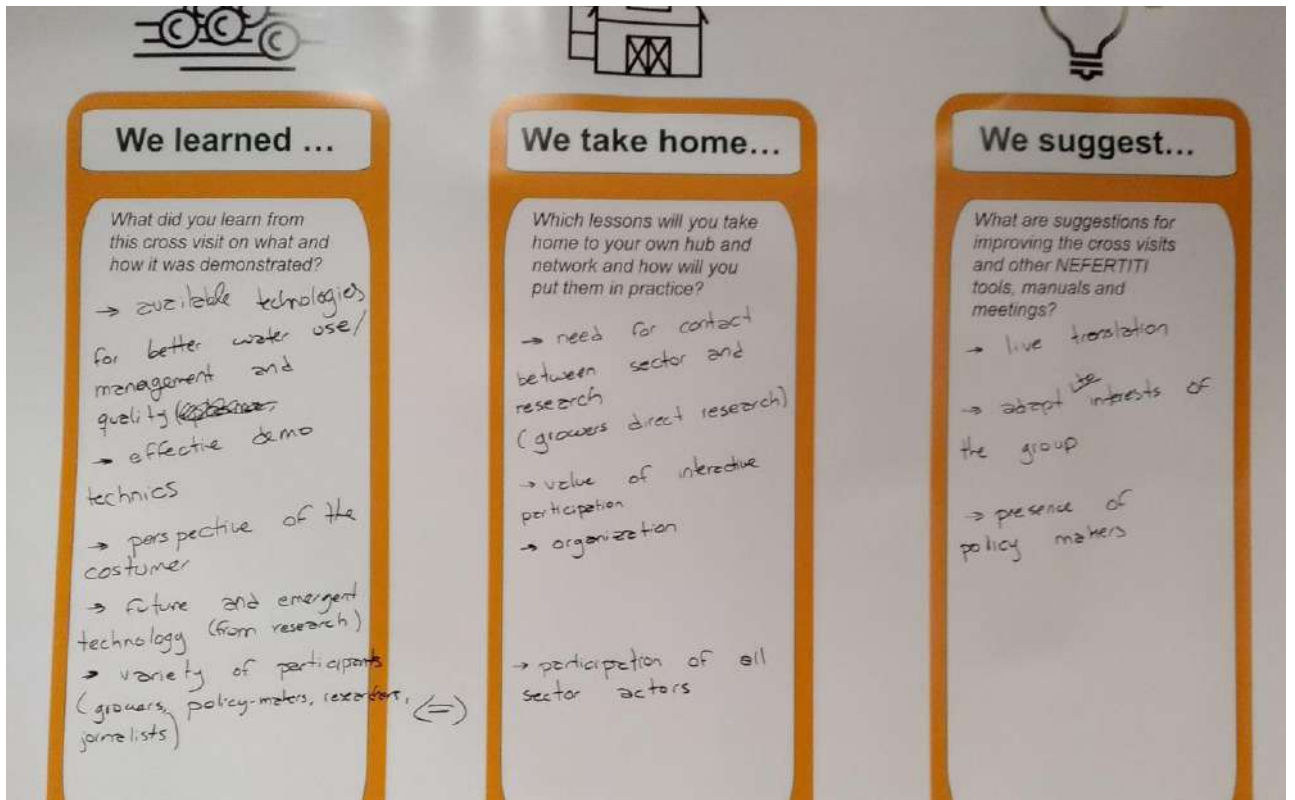




5.2 Demonstration canvas



5.3 Wrap-up canvas





6 Overall reflection of the organising hub coach

6.1 Organisation of the CV

It was planned for the CV to be held in 2020 in The Netherlands during the yearly WaterEvent, however, due to the COVID-pandemic this could not be realised. In June 2021 it seemed that COVID-measures would be eased after summer, so a preliminary program was put on paper. Goal was to create a program interesting enough for growers from all hubs to attend the CV. The yearly WaterEvent seemed a perfect opportunity to show the way knowledge transfer is organised in Dutch greenhouse horticulture, the way Wageningen University & Research facilitates peer-2-peer learning combined with expert input and actually transfer knowledge to international growers.

At the beginning of September it became clear that the WaterEvent could continue, as most COVID-measures were lifted. As also traveling limitations were decreased, this meant that also the CV could take place. The WaterEvent has a couple of goals:

- Knowledge transfer from research projects to growers
- Innovation uptake by facilitation of peer-2-peer learning between growers and advisors
- Networking opportunities to get to know more supplying companies.

This could be perfectly integrated with the CV, although the level of technology for most international growers is lower than for Dutch growers. Only attending the WaterEvent would not directly be interesting for farmers from the other hubs. Therefore, a pre-programme was organised at commercial growers, to first show common practice to the farmers and give them the opportunity to discuss matters with the Dutch growers. It would also help to put the information in the afternoon session into perspective.

It was a challenge to find the right growers for the morning program, as plant virus issues make growers more hesitant to welcoming visitors into their greenhouses (especially for tomatoes, cucumbers and roses). The growers should be able to speak reasonably good English and should have something to demonstrate. In addition to that, travel times had to be short, as the CV was only two days. With the appropriate hygienic measures (complete clothing and plastic shoes) we were able to find two interesting growers to visit, in close distance to our research institute at which the afternoon program would take place.



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We had to be very selective in topics to show to the visitors. In the original program an additional stop was planned at AquaReUse, a local water production site from greenhouse discharge water. However, as the Nefertiti group was very interested in the topics at the growers, we did not have enough time to visit these facilities.

The WaterEvent is organised specifically for Dutch growers, advisors and equipment suppliers, therefore all presentations and discussions were in Dutch. This created quite some problems for the CV to blend into the program. Simultaneous translation was difficult, as the visitors were guided through the program in small groups and mostly also in a confined space. This would thoroughly disturb presentations and discussions. Therefore, it was chosen to let the CV group follow their own program (in English), as much as possible parallel to the WaterEvent program, to give the group good insight in how knowledge transfer is organised. A parallel workshop was organised in English, in the same form also the WaterEvent workshops were performed. The research pitches was somewhat easier, as small groups would visit six research pitches throughout our facilities. The CV group was just one of the groups, so this was easy to organise. The speakers were prepared to pitch in English to this group.

Scheduling of the program was very tight (too tight?). Participants would have liked to have more time at the growers, as they were having very nice discussions on how to implement technology. This would have meant to add an additional day to the CV program, as we had to fit in with the WaterEvent.

6.2 Activities during the CV

Most is referred to in the previous paragraph. Especially the visit to the first grower was perceived very well by the CV attendees, as the grower was very knowledgeable on his own company processes and could explain it very well. Sheets were provided by the CV organisers with additional information on legislation, a schedule of the cultivation system and more detailed information on the demonstrated technology.

The evaluation session on October 8th took a little time to take off, as attendees were a bit hesitant to say anything. Probably it would have been better to have started with the attention cards that were handed to the attendees before all the visits. This could have been a nice starting point for discussion. After a short while the discussion started anyway, so in the end it was not a problem.



7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

The Cross-Visit began in the morning with everyone introducing themselves. There could have been a brief presentation on the visits ahead, but since that information was sent beforehand, so it was not a problem. At this moment, the evaluation was explained in order to hand out the topic cards.

7.2 Field demonstration

The demo activities started with a commercial grower of sweet pepper, Wouter van den Bosch. The farmer did a very thorough explanation of the overall farming practices and focused on water management and water treatment. The second demo activity was to Jos Ammerlaan, a grower of Chrysanthemum. In this visit, the topics of water management, soil moisture sensors and models, such as the virtual lysimeter, were discussed. In the original agenda, a visit to a greenhouse water treatment plan was planned, but it was not possible due to time constraints.

The second part of the Cross-Visit was to Wageningen University & Research. This visit started with a presentation of the Research Centre and the Dutch knowledge exchange model. This model is based on the farmers and growers working in cooperation with the research centre to request the investigation they need to enhance their production.

Following this introduction, the Water Event started. To kick off the event, we participated in two workshops, one with Filip Van Noort in greenhouse experiments with exotic crops and one with Ellen Beerling and Tommaso Barbagli regarding the format of the Water Event. Then, the Cross-Visit participants attended the different pitches on: Microbiology in rootzone; Fertigation and plant health; Local nitrate production, applied to organic



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cultivation; Effect of sodium levels in fertigation; Development of soilless cultivation system for freesia; and Water treatment: filtration. These pitches consisted of a short presentation from researchers, followed by questions and sharing of ideas by participants.

7.3 Reflection on the field demonstrations

Regarding the greenhouses visits in the morning, they were very productive. In both of the visits, a small booklet of slides was provided to the visitors which was very helpful during the theoretical explanations. The language skills of the demonstrators were very good and allowed not only for a good demonstration but for a fruitful exchange of ideas. It was a notorious advantage to include the Water Event in the Cross-Visit. This allowed for a variety of demonstrations since during the morning we went to visit farms and in the afternoon we participated in research pitches and workshops. The Water Event also allowed for some networking and sharing of ideas amongst the participants.

7.4 Social activity

Social activity was ensured, not only amongst NEFERTITI participants but also with Wageningen University and Research personnel as we were included in the Universities Water Event. These contacts were very positive as they promoted the exchange of ideas and networking in an informal environment.

7.5 Knowledge exchange

Knowledge Exchange was a constant during this Cross-Visit. There were several moments of informal knowledge exchange: during the visits, meals and travel times. Knowledge Exchange was also made formally on the last day during the M&E session facilitated by Rodney (Network 8 Leader) and Leonor (WP2). This final activity is always an excellent opportunity to summarize and exchange ideas and knowledge in a very efficient way.

7.6 Wrap-up

This was also made according to the M&E template, with Cross-Visit participants sharing what they learned, what they take home and what they suggest. It was agreed that the Cross-Visit was very well organized, the example of the close interaction of growers and researchers was admired by participants. All members of the demo group were thankful for being so nicely hosted by the Dutch demonstrators and researchers.



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7.7 Conclusion: overall impressions, remarks, suggestions, ...

Overall, the Network 8 2021 Cross-Visit was a success. Due to the 2020 break in Cross-Visits given the COVID pandemic, the NEFERTITI partners were eager to meet again and share ideas and practices. The visit was very well organized and schedules were tightly followed. It was suggested that Cross-Visits could be slightly longer, with two days of demo events. This can be hard due to work constraints, but having only one day of demonstration can feel rushed.



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Cross-Visits Report

Network 9

Hamburg - Germany

28. - 30. June 2022



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through Demonstration

Cross visits template for report.



Document Summary

Deliverable Title: **Cross-visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 9 – Pesticide Use reduction in wine, fruits and vegetables in Hamburg, Germany, on 28.-30. June 2022

1 General information on the Cross Visit

Hosting Hub: Öko-Obstbau Norddeutschland e.V. (ÖON)

Contact person of the hosting Hub:

Niklas Oeser

E-Mail: Niklas.oeser@esteburg.de

Phone: 0049 1702 6804 87

Name of the WP5 Monitor (if applicable): Leonor Santos

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the Network	Hub
Niklas Oeser	Researcher	GER
Bastian Benduhn	Researcher	GER
Christina Adolphi	Researcher	GER
Peter Heyne	Advisor	GER
Inde Sattler	Demo farmer	GER
Carola Ketelhold	Stakeholder, EIP agri Innovation Office Schleswig-Holstein	
Leonor Santos	WP 5 Monitor	PRT

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Jorge Ferreira	Demo farmer	PRT
José Carlos Franco	Researcher	PRT
Helene Oliveira	Researcher	PRT
Sergio Pinto	Demo farmer	PRT
Noelia Telletxxea	Researcher	ESP
Carlos Marzo Cidoncha	Advisor	ESP
Jose Javier Sola	Demo farmer	ESP
Thomas Alfödi	Video Expert	CH
Anton Kozaliev	Advisor	BGR
Bozhidar Petkov	Demo farmer	BGR
Ivona Novakova	Advisor	BGR
Dimitar Sotirov	Researcher	BGR
Stanimir Stefanov	Advisor	BGR
Nicolas Aveline	Researcher	FR



3 Invitation

Please provide the invitation of the CV here.

The Invitation and Registration for the CV was set up as a Google Docs formular, available by Weblink, which was sent out to the Network 9 and the Project coordination.




**NEFERTITI Cross-Visit Network 9
Germany - Overview**

The 3rd NEFERTITI NW9-Cross-Visit will take place in Hamburg, Germany on 28-30. June 2022. If you would like to attend, please register below.

n.oeser185@googlemail.com wird nicht geteilt! Konto wechseln

Topic of the CV: Biodiversity enhancement, organic pome fruit breeding and innovative spraying technologies: Approaches for a more sustainable organic fruit production in Northern Germany



Reducing pesticides use in the production of grapes, fruits & vegetables

E-mail *

Meine Antwort: _____

Phone Number *

Please insert a phone number on which you will be available during your travel to the Cross-Visit. (Format: 00491702650487)

Meine Antwort: _____

Accompanying persons *

If you plan to attend in company or a farmer or colleague, please list their names and roles within the project (farmer, researcher etc.) Of course, they can alternatively also register on their own.

Meine Antwort: _____

Food Preferences & Dietary Needs *

Please choose your dietary preference. If you have any special dietary needs such as allergies or lactose-intolerance etc., please indicate them under point "other" (In case you've filled in companions, please also indicate their needs under other [-> e.g. 2x vegetarian, 1x Nut allergy])

I do eat meat

I am Vegetarian

Sonstiges: _____

Accompanying persons

Meine Antwort: _____

Alle Eingaben löschen

Registration

Name, Surname *


Meine Antwort: _____

Organisation *

Meine Antwort: _____

Country *

Meine Antwort: _____




**NEFERTITI Cross-Visit Network 9
Germany - Overview**

n.oeser185@googlemail.com wird nicht geteilt! Konto wechseln

Travel & Accomodation

Overview for Travel: Accomodation & Meeting Venue will be in Hamburg City, Field Day (29. June) will take place in the "Altes Land"-Region below the Elbe river.



Further information on possible hotels to book etc. will follow soon. You can already book flights or Train tickets to Hamburg Airport / Central Station. All possible accomodation will be easily reachable via Hamburg city local public transport (tram/subway).



4 Agenda

Please provide the detailed agenda/programme of the CV here.



Reducing pesticides use in the production of grapes, fruits & vegetables

28 – 30 June 2022

Cross Visit Germany

Biodiversity enhancement, organic pome fruit breeding and innovative spraying technologies: Approaches for a more sustainable organic fruit production in Northern Germany



Tuesday, 28th - Arrival:

16.00 – 17.00 Welcome Coffee at Meeting Site
 17.00 – 18.30 Round of introductions, Overview on agenda and the Organic fruit growing in Northern Germany

From 19.00 Dinner in Hamburg ([La Pergola Due](#) Colonnaden 72, 20354 Hamburg)

Wednesday, 29th – Field Day:

08.30 – 10.00 Transport to Altes Land region
 10.00 – 13.00 Visit to ESTEBURG Fruit Growing Center Jork: Innovative Spraying technologies for plant protection & Organic pome fruit Breeding

13.00 – 14.00 Lunch
 14.00 – 16.30 2 Farm Visits in Jork: Measures to Enhance Biodiversity in Orchards
 16.30 – 17.00 Coffee Break
 17.00 – 18.30 Return to Hamburg City/Hotels

From 19.30 Social Dinner in Hamburg ([Hamburger Elbspeicher](#), Große Elbstr. 39, 22767 Hamburg)

Thursday, 30th – Knowledge exchange:

08.30 – 10.00 Visits reflection
 10.00 – 10.15 Coffee break
 10.15 – 12.00 Wrap-up session: Reflection on Innovations & Demonstrations shown
 12.00 – 13.00 Lunch

From 13.00 Departure of Participants



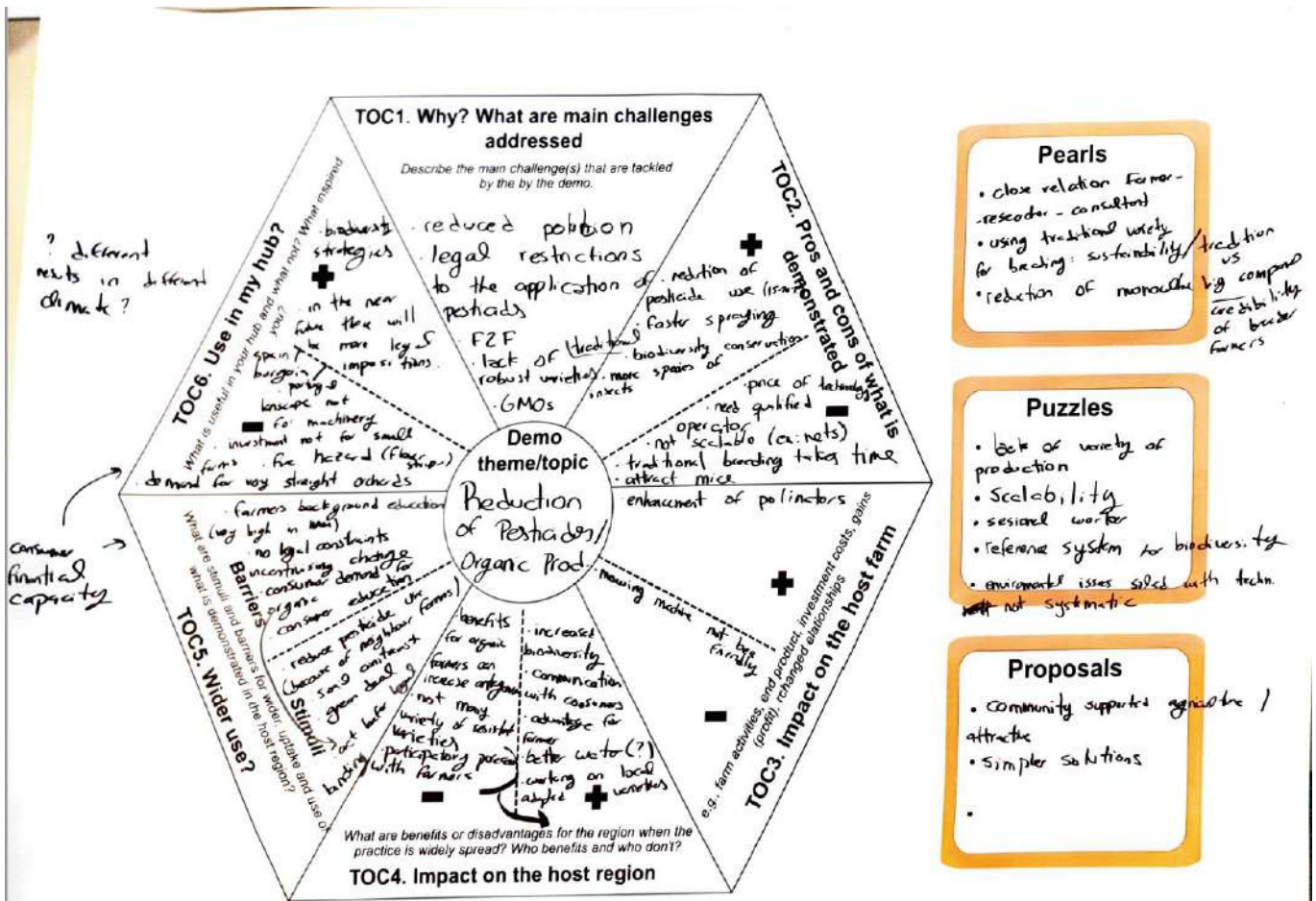




5 Pictures of the canvas

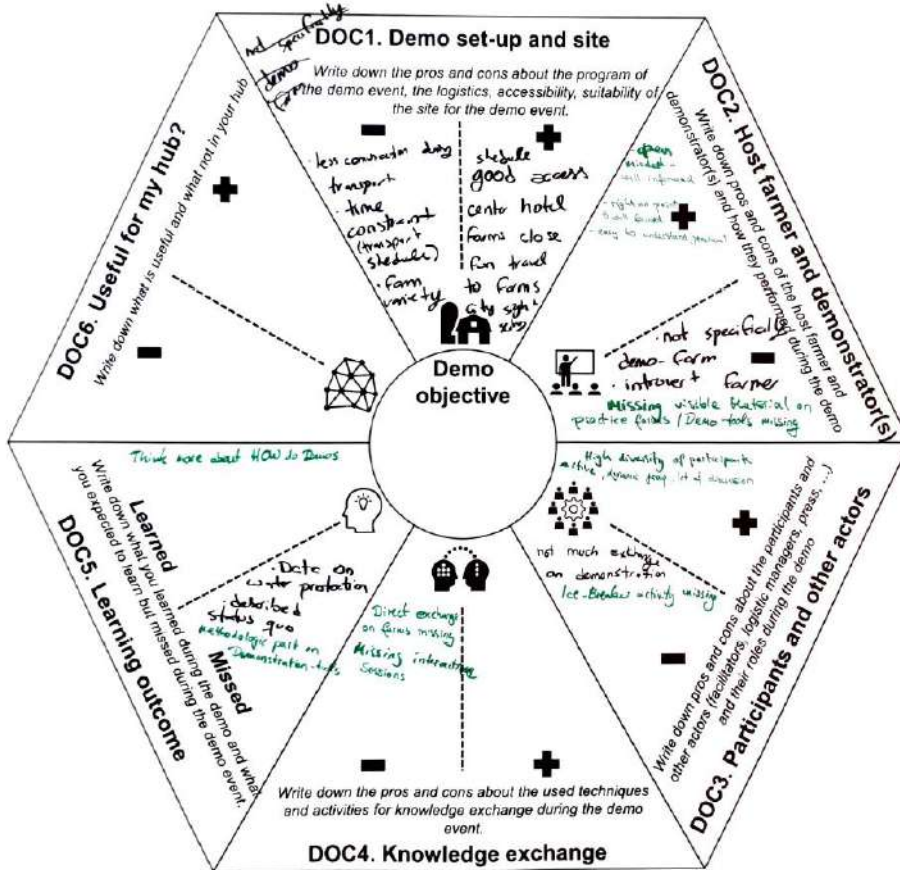
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5.1 Topic canvas





5.2 Demonstration canvas



- Pearls**
- hospitality
 -
 -

- Puzzels**
- demand of NEFERTITI vs farmer/advisor / researcher expectations
 - dilemma of the CU

- Proposals**
- Social Dinner on 1st Day
 - discuss expectations
 -



5.3 Wrap-up canvas



We learned ...

What did you learn from this cross visit on what and how it was demonstrated?

- using resistant varieties is more careful than biodiversity
- coffee-break in humberg don't have coffee
- it is possible to be competitive organic farmer
- farmers have the same problems
- how you overcome govern. restriction with technology



We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- it is necessary to support demonstration
- we learn alot from reflection
- restriction as kick-off for innovation



We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- more guidance for Cross-Visit: methodology, demonstration, tool box
- the EU dilemma: visits for demo or innovation
- good memories 😊



6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

Overall:

The Cross Visit overall ran as expected and therefore was a success for both sides, the organizers as well as the participants. The Guideline Document on how to set up a Cross Visit, which was available through the NEFERTITI Workspace, helped to structure the organization and to set up the different parts of the CV.

The Organization beforehand was a big workload, which was sometimes hard to handle for a small team like us at ÖON, since one person only did most of it (capacity reasons).

Bottlenecks

Missing in the Guidelines were Info's on best practices on

- How to properly invite people, like what kind of distributors should be used for sending the invitation, who of the Project participants should be invited other than the own Networks Hub coaches etc.
- Proper Templates for Agenda and travel Information
- Budget Issues: When searching for accurate Meeting- and Accommodation Venues it was hard to decide on what Prices for Hotel- and Meeting rooms were applicable and where the line to "too expensive" is. Especially, since the Prices for Hotel rooms relate very much to the time of the year and the location near or far from Cities.

The group of participants was very interested and divers and took part very well to the different topics etc.

After reflection on the CV, we can say that we may have planned and spent too less time in the schedule to really go in the interactive discussions, asking the guests about their own conditions and solutions in their regions.

6.1 Organisation of the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of



different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

Finding Participants & Group diversity

The CV-invitation was spread in Network 9 and via the Project coordination. People registered via Google forms invitation and this ran very smooth. With 17 participants from 6 countries we were quiet happy about the positive interest.

The Group of participants fortunately had a broad background on research, advisory services, production and breeding in the production of Fruits, vegetables and vine. This lead to lively discussions on the different presented topics and the overall event and gave well insights to the different Approaches, practices and conditions in the single regions and sectors of the six countries.

Meeting Venue & Accomodation

The meeting venue and the Hotel(s) were very easy to reach from Airport and by train/tram, were located centrally in Hamburg and offered a very professional appearance and service, so the Kick-Off and the Reflection&Monitor part on the End could be successfully done.

Language Barriers

Language barriers were a minor problem since most of the guests were speaking English well. Translation could be done by native colleagues in between of some presentations.

Timing & transportation

The previously scheduled times for the program did work out quiet well, so that the event stayed in time overall, with a little exception on the social dinner on the 29th June. This was due to some issues in public transportation, which was used to cross the Elbe River, so participants had to hurry a little for the social dinner.

The transportation altogether included tram – ferry – rental cars (driven by OON Colleagues). The generally high-frequented schedule of tram & Ferries made it applicable to choose this kind of transportation across the Elbe River.

Being dependant to public transportation can be tricky, still this was the best way of transportation and additionally offered a sightseeing aspect to the participants as the ferry passed the Hamburg Haven etc.



Social activity

For workload and time capacity reasons, I did not implement a special social activity in the Cross-Visit. The Ferry, which the group took on 29th June to cross the Elbe River, offered a well sightseeing aspect to the participants at least.

6.2 Activities during the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

Field demos

Within the Cross-Visit, one experimental farm and two practice farms in the Lower Elbe region were visited.

On the experimental farm ESTEBURG fruit growing Center Jork, participants got an overview on the the infra structure of the Competence Center that includes the three main pillars Advisory, Research and Education. The main presentations about tunnel application techniques for pome fruit growing and organic breeding approaches were shown on field with a technical demonstration of a tunnel sprayer, presented and driven by colleagues of the ESTEBURG. This worked out quiet well.

Within the discussions on the tunnel sprayers, it appeared that the presenter and two of the participants fell into a pretty intense discussion on details. This should have been suppressed earlier since other guests were barely able to add any questions in between and the discussion took partly too long. So this is one aspect learned, to keep discussions open and wide for the whole group and avoid monologues.

For this presentation, also a poster was developed and shown in DIN A1 (594 x 841mm). It appeared that the format for such group events should at least be in DIN A0 (841 x 1189mm) to make people able to read it properly when standing in a circle.

Field Visit 2 & 3 were done on organic fruit farms in Jork. Here, different measures to Enhance biodiversity in orchards were presented and discussed. The main presenter here was a researcher from ÖON who explained the goals, how-to's and the results from

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through Demonstration

Cross visits template for report.



Measures which were largely developed within a big national joint project on Biodiversity Enhancement in Orchards.

Additionally, the two hosting farmers gave insights on their farms, the crops they grow, the techniques and infrastructure they have and use and also the difficulties they are struggling with most in terms of production and marketing and implementation of the said biodiversity measures.

Here it appeared that in the organization and planning of the farm visits, we spend too much focus on WHAT we could show to the guests but too low focus on HOW to show it. One of the farmers is quiet introvert person and he barely spoke English, so this was one of the puzzles that appeared during the demo and was also mentioned in the reflection round. Tools and Methods to provide a lively and varied demonstration were missing and this part became somehow tough and monotonous.

The presentation was missing more interactive parts and also some other materials like Posters, Handouts or similar, to motivate people to stay tuned and interested. On farm two afterwards, an innovative mowing device could be demonstrated to the participants what was a pearl again. The farmer here was also more extrovert and actively took part in discussions.

The social Dinner took place in Hamburg City and offered regional/ traditional Food to the guests and was well reachable via tram.



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AND INNOVATION PROGRAMME UNDER GRANT
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Cross visits Report

Network 1, 2 and 3

[UK]

[May 2022]



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Networking European Farms to Enhance Cross Fertilisation and Innovation Uptake
through Demonstration

Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of [Network 1, 2 and 3] in [Warwickshire UK, on [3rd to 5th May 2022]

1 General information on the Cross Visit

Hosting Hub: Joint Cross Visit

Network One

Network Two

Network Three

Contact person of the hosting Hub:

Deborah Crossan Carbon and Grassland Sequestration Hub

Richard Lloyd Robust Organic Livestock Systems

Name of the WP5 Monitor (if applicable):

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Deborah Crossan	Hub coach network 1
Richard Lloyd	Hub Coach network 2
Lisa Morgans	IFA Livestock Team
Lisa Bennett	Farmer
Mary Hamnett Farmer	Farmer
Harry Ives	Farmer
Rhod Lewis	Farmer
Martha Hayes	IFA Media Team

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Delphine Neumeister	Other Nefertiti
Thomas Alfoldi	Other Nefertiti
Corinna Nieland	Hub Coach
Christine Bajohr	Farmer
Katleen Geerinckx	Farmer
Reinout Godaert	Farmer
Rianne Van Tilburg	Farmer
Chantal Matthys	Farmer
clement Allain	Nefertiti Hub Coach
Caroline Evrat Georgel	Hub Coach
Helene Chambaut	Hub Coach
Thierry Metvier	Other nefertiti
Cyrielle Senachal	Farmer
Tanguy Bodin	Hub coach
Patrick Lemoine	Farmer
Gwelataz Le Berrigaud	Farmer
Frederic Maray	Farmer
Jean-Philippe Guines	Farmer
Jean-Francois Cornic	Farmer
Sylvia Marx-Marty	Farmer
Sebastien Hellegouarch	Farmer
Dominique Gueho	Advisor
Jendrik Holthusen	Hub Coach
Leonhard Klink	Hub Coach
Claas Hinrich Bartels	Farmer
Jasper Roelof Bosch	Farmer
Weert Baak	Farmer
Jone Lizarza	Hub Coach
Jose Luis Saez	Farmer
Mikel Nazabal	Farmer
Francisco Javier Aranguren	Farmer
Michael Kuegler	Other Nefertiti
Aya Kemeltaeva	Advisor
Sam Bennett	Farmer

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**Networking European Farms to Enhance Cross Fertilisation and Innovation Uptake
through Demonstration**

Cross visits template for report.



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3 Invitation

Please provide the invitation of the CV here.

Nefertiti cross-visit to UK

4 Tues 3rd May 2022 – Thurs 5th May 2022

Here's your reservation link your guests can use to make reservations:

[Book your group rate for Innovation for Agriculture](#)

You will find the information for your online reservation link below. If you have questions or need help with the link, please do not hesitate to ask. We appreciate your business and look forward to a successful event.

Event Summary:

Innovation for Agriculture

Start Date: Tuesday, May 3, 2022

End Date: Thursday, May 5, 2022

Last Day to Book:

Hotel(s) offering your special group rate:

- Delta Hotels Warwick for 89 GBP per night

[Book your group rate for Innovation for Agriculture](#)



5 Agenda

Please provide the detailed agenda/programme of the CV here.

6 Tues 3rd May 2022 – Thurs 5th May 2022

Day	Time	Activity	Location	Details
Tues 3rd	11.30am	Coach Pick up at airport	London Heathrow	Meet at Costa Coffee Terminal 3 Arrival Hall Level One
	12.25	Pick up Oxford Rail Station (OXF)		
	12.40	Lunch FAI Farms	OX2 8QJ	
	13.30	FAI farms and farm tour	The Barn Wytham Oxford OX2 8QJ	Home - FAI Farms Organic beef, mob grazing, MacDonalds adaptive grazing management Compassion in World Farming Sustainable Food and Farming award 202
	16.00-17-00	Travel to Hotel – Delta Marriott Hotels	Warwick, CV34 6RE	2 night stay
	18.15	Travel to Stoneleigh Park	CV8 2LZ	
	18.30	Evening event at RASE	Arthur Rank Centre	Napton Water buffalo icecream and talk by owners Jackie and Roger. Organic food truck serving beef/ Lamb and salads by Free Spirit.
	21.15	Transit to Hotel		
	21.30	Arrive at Hotel		

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			Contact Details	Richard +44 7436 108252 Deborah +44 7833 309320 Lisa +44 7731 084347
Wed 4th	08.15	Leave Hotel		
	10.15	Tim and Louise Downs	The Farm Longnor Shrewsbury SY5 7PT	Organic Dairy Farm, with technology, silvaculture, Bokashi , calfeteria, Homeopathy
	13.00	Lunch break		
	13.45	Transit		
	14.15	Manor Farming Company	Jeff , Judith & George Lester Lee Brockhurst Shrewsbury SY4 5QH	Lely Vector, Astronaut (5 & 4) , feed optimiser, rumination collars, Genomic testing.
	16.00	transit		
	17.30	Return to Hotel Delta Marriott Hotels	Warwick, CV34 6RE	
	19.00	Transit to Saxon Mill		
	19.15	Drinks and Dinner Saxon Mill	Cv34 5yn	Restaurant in the heart of Warwick with views of the river and Guys Cliffe.
	22.00	Return to Hotel		
Thurs 5 th	8.30	Travel to FarmEd	Station Rd Shipton-Under- Wychwood Chipping Norton	FarmED FarmED – Farm & Food Education England (farm-ed.co.uk)

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			OX7 6BJ	Farm walk to see Regenerative farming, Herbal leys, Micro dairy, Community supported kitchen garden.
	9.30	Coffee and Farm Ed Tour		
	12.00	Lunch and wrap up session		
	14.00	Transit to Heathrow/Oxford Station		
	15.30	Arrive Heathrow		

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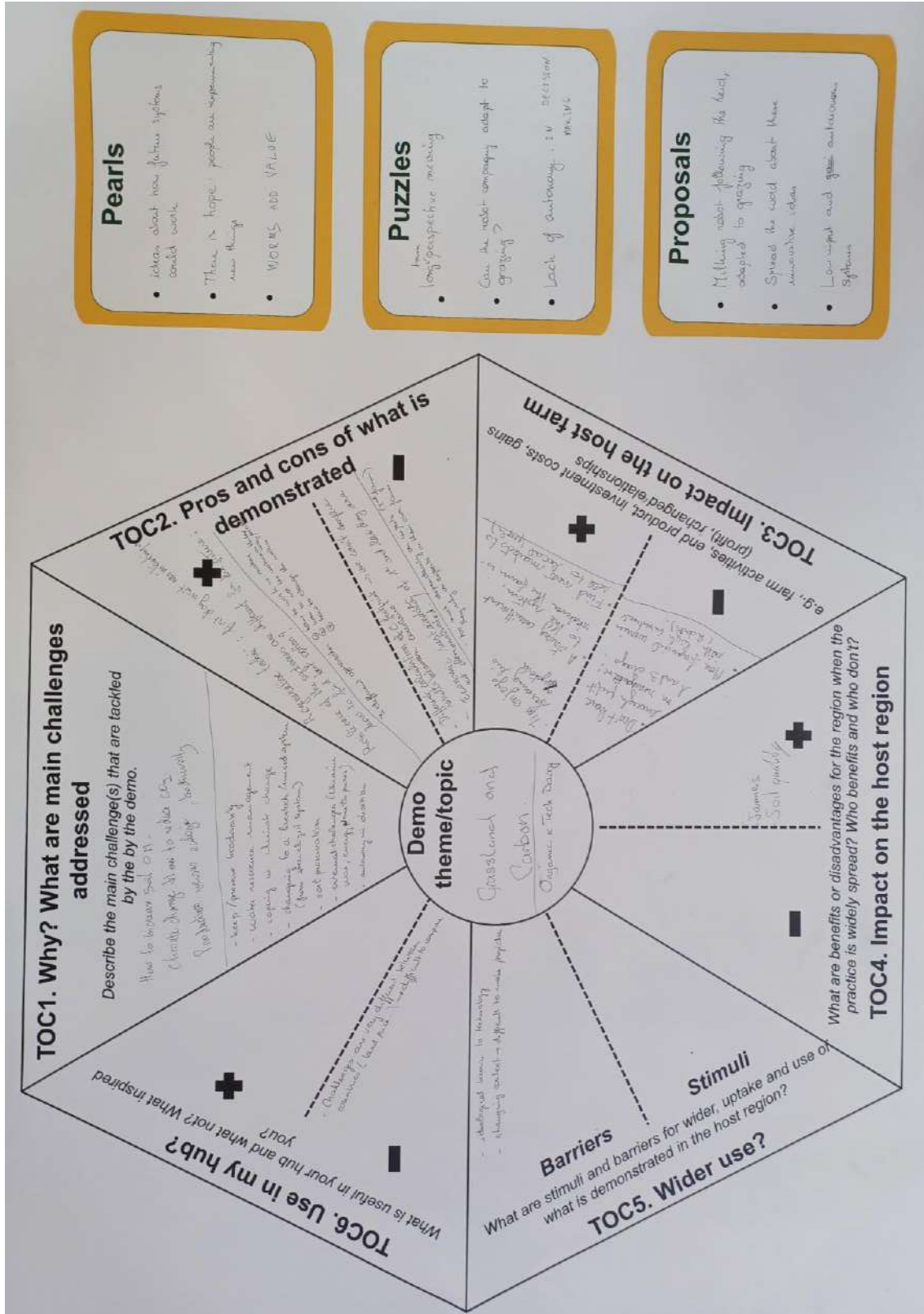
Mobile Contact Details

Richard	+44 7436 108252
Deborah	+44 7833 309320
Lisa	+44 7731 084347



7 Pictures of the canvas

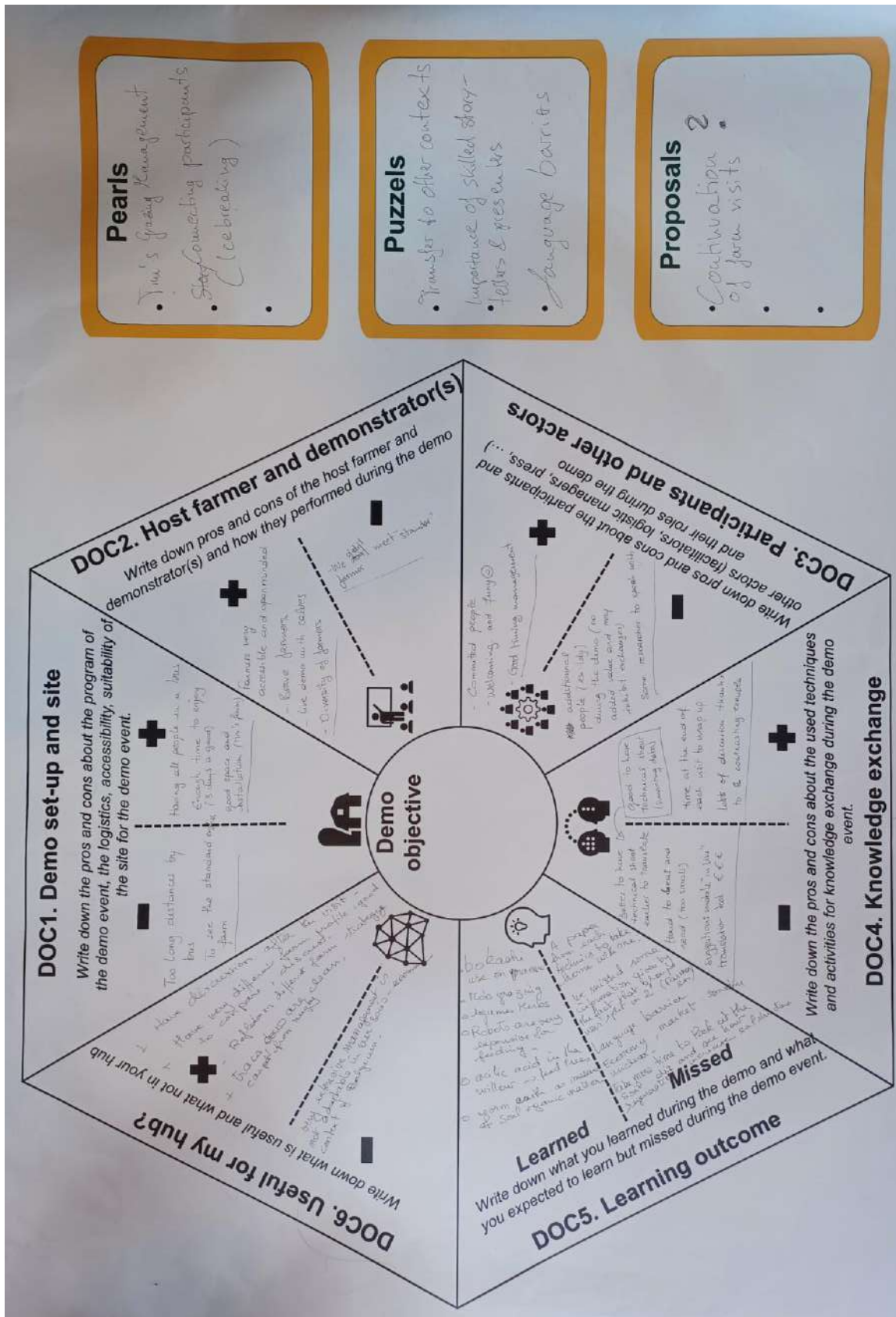
7.1 Topic canvas





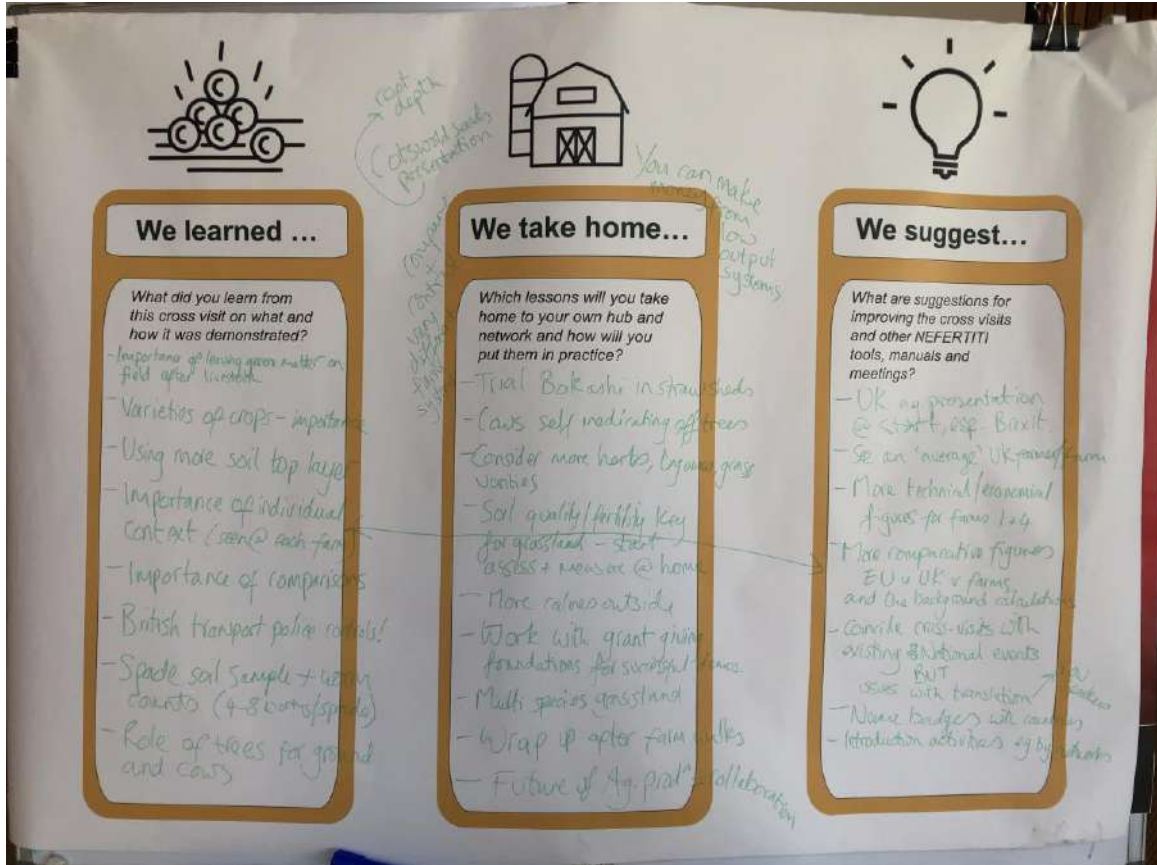
Cross visits template for report.

7.2 Demonstration canvas





7.3 Wrap-up canvas





8 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

This event went really well but there were some problems even so.

To make life simple for the participants, we arranged to collect everyone from the airport on a coach. Although we used a coach company that we had used before, on this occasion the driver did not seem experienced at airport collections, and we had a long delay for our first visit. This was unfortunate but we saved time by taking the group straight to the evening supper event rather than to check in to the hotel and change for the evening. Everyone was supportive of the decision, and we caught up with our schedule. On reflection letting people make their way to a meeting point away from the airport may be easier especially with current airport congestion.

8.1 Organisation of the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

All our visits went well, the participants, Farmers, Hub coaches and other staff seemed to find the visits very interesting. I was so pleased to see how much the Demo farmers enjoyed giving the experience and that they have stayed in touch with some of the attendees, visited and shared material following the event. This was far more than I expected and feel that this is encouraging for the future as we embark on more demonstration-based learning / projects in agriculture.

8.2 Activities during the CV

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Did everything happen according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

Having enough time to cover the feedback sessions and get people back to their arranged travel plans is quite difficult to coordinate . I feel we have to expect that not all the attendees can experience all the events and some people may have to leave early. We made sure some people could get back to the airport with a packed lunch and keep the plans flexible to ensure this is a good experience for everyone. Keeping the feedback sessions on schedule as there is often so much to discuss after the visits/ demo's, can be difficult, having a person observing and time keeping is essential.



9 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

9.1 Kick Off

The kick off was very much based airport and coach trip to the first event, and although this had its challenges, we had already built comradery in the group. This was encouraging, especially for the CV organisers, who were under pressure at this point to ensure the first days visits would not be too severely disrupted.

The group arrived at the first visit for a welcome lunch, and we all felt much better after a long journey and delays.

For the participants, a presentation of the UK or regional agriculture would have been welcome, in order to better understand the local context, especially one year after the Brexit.

9.2 Field demonstration

The field demonstrations went well, the farms had been chosen well and were all demonstrating innovation and best practice:

They included;

Farm 1 – FAI's beef farm.

~100 out wintered suckler beef cattle and followers on extensive flood plain pasture (Aberdeen Angus crosses with some Salers). Practicing mob grazing (long rotations with high stocking density, intense grazing for short periods before moving on using mobile fencing system). The farmers are part of several studies with large food supply chain companies to understand outputs from mob grazing practice and impact on cattle

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health, welfare and the environment. Attained highest farm accreditation for regenerative farming demonstrating high levels of biodiversity on pasture.



Farm 2 – Tim Downes and family, Organic dairy farm.

~200 HF dairy cows with followers on largely grazing based system with mixed herbal leys, agroforestry and use of homeopathic treatments. Been organic for 20+ years, family farm with thriving team of young staff. Trialling new technology and grazing practices using trees and self-medication for cows. Part of a large organic produce cooperative in UK and on contract to supply organic milk for cheese.

More info and videos here <https://www.youtube.com/watch?v=ucrHxWEpKYQ&t=19s>

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Farm 3 – Jeff Lester and family, highly specialised robotic milking dairy farm
High-yielding Holstein dairy farm with 3 Lely robotic milkers (~210 milking cows) and housed all-year-round in a sand bedded cubicle shed. On automatic feeding system using Lely Vector and have a big focus on work life balance and managing profit margins now input costs have risen.



See blog and videos here <https://www.innovationforagriculture.org.uk/news-article/Improving%20efficiency%20with%20technology>

Farm 4 - Regenerative Demonstration Farm with a permaculture community agricultural project, community owned dairy, education facilities and active field trials comparing conventional to regenerative cropping practices.

More info and video here <https://www.youtube.com/watch?v=XuLAPWqThPs&t=3s>



9.3 Reflection on the field demonstrations

The field demonstrations were well run and informative with great interaction at most of them. When running events I feel it is better to have a bit longer at each farm to allow good interaction with the attendees and the host farmer. For this reason, we had one less visit and longer stays at each farm. We also organised lunches on the farms which allowed more time for good communication with the farmers/ owners and staff. This worked well on all 3 days and I feel some of the resulting networks and relationships benefited from this.

Participants were asked at the end of each visit about “warm” feedback, following different methodologies (see below the pictures of the feedbacks):

- the ORID method: what have you seen today? What surprised you? What are the implications of what you’ve seen today? What will you do differently after today?
- Top tips for the host farmer

The feedback sessions were monitored by the organisation team and were key to ensure a reflexion process among the participants. This learning exchange after each visit is complementary to the final learning exchange session, where the timing is often quite short, with some participants already leaving or gone. It is also a way to give feedback to the host farmers, as they often don’t participate to the final exchange session.

Definitively something to wider develop when organising cross visits!

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9.4 Social activity

The social activities went well and on the first day we arranged food trucks serving organic meat and ice cream from local farmers to come to our site / headquarters at Stoneleigh Park. This gave everyone a chance to see IfA's base and hear a bit about our organisation's history in agriculture since 1840. An icebreaker took place, where participants were divided into small groups and had to answer few questions as a 'breakout group'.

The second evening was spent in Warwick at a 12 century Mill on the river Avon which is now a public house serving food. It was a working mill until 1938 and still shows the water wheel and mill workings. It was a good evening with tables of 8 and allowed a good mix of people / countries and conversation.

9.5 Knowledge exchange

The knowledge exchange took place the last day in the afternoon and was made according to M&E template. All Nefertiti visitors could attend it (except part of the French team who had to leave before the end due to travel issues). As the group was very big, we divided it into 2 subgroups.

- First round of the world café: one subgroup worked on the DOC canvas and the other on the TOC canvas.
- After a 40 minutes reflexion, the 2 groups switched: those who worked on DOC in the first round went to a TOC canvas (and vice versa) and they had to go through



the first group production and complete the PPP column. On each table, one person stayed to explain the production of the first group.

Participants were asked to collaborate regarding the observation cards they had picked the day before. Each person of the group could complete the proposition with their own feedbacks.



9.6 Wrap-up

Finally, cross-Visit participants shared what they had learned, what they take home and what they suggest improving (if possible!) the CV. As we had some remaining time, each participant had the opportunity to share his ideas (with one person taking notes) for each 3 categories.

9.7 Conclusion: overall impressions, remarks, suggestions, ...

What worked well

Joint organisation between Networks 1, 2 & 3

Particularity of this CV was the joint organisation between networks 1, 2 and 3. It was a success for different reasons: mutualisation in the preparation, cross fertilisation between the 3 networks, more farmers to foster peer-to-peer learning etc. Of course, the other side of the coin of a joint organisation is the impossibility to focus on each of the 3 topics during every farm visit.

A good timing with time to reflect:

Except the waiting time at the airport, the timing of the different visits was good and made sure we had time to exchange and reflect during the visit and after.



The food organisation was very good, with catering delivering the lunches on the farms, to save time for discussion. And the food was very good 😊 The hosting team took all the food fees in charge, which was quite appreciable.

Also the care given to sanitary issues was very positive, with the distribution of overboots and the feet disinfectant.

Interesting exchanges

The fact that farmers spoke English made it much easier than the previous CV to facilitate translation (only one translation needed). Host farmers were really willing to exchange, open to share their data and to answer the questions. Overall atmosphere was very cheerful and participants did not hesitate to question the farmers, which turn the visit more into a large discussion.

Nice and warm atmosphere

Having a bus for all participants was a very good idea and very appreciated!

Participants enjoyed the social activities and the efforts made by the organisational team. It is important to dedicate some time to ice breaking and social events, as they offer to the participants the possibility of speaking informally. The visitors had all brought some gifts for the hosting farmers, a gesture well appreciated.

Globally, participants left with a happy face and very thankful for being warmly hosted by the 3 UK teams. Even the sun was taking part to the CV!

Points for improvements:

More contextualisation and average farms

Participants lacked a presentation of the UK agriculture. This feeling was reinforced by the recent Brexit. A comparison between UK and EU context, with consequences of Brexit, could have brought some interesting context.

Participants also stressed the fact that among the visited farms, most of them were atypical and very specific. Participants would have liked to visit a “regular and average” farm, to get a better idea of the reality of farming in UK.

More farmers during the whole CV

Host farmers mainly took part to the CV only during the visit of their own farm. It could have been nice to have them with the group during the whole CV. Their participation was complicated because of the large distance between the different farms we visited.

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A big thanks to the organisational team for their great implication!



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NEFERTITI PARTNERS





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Cross visits Report

Network 4

Navarra (Spain)

16-18 May 2022



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through Demonstration
Cross visits Navarra 2022



Document Summary

Deliverable Title: **Cross visits report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 4 in Navarra (Spain), on 16-18 May 2022

1 General information on the Cross Visit

Hosting Hub : Spanish Hub

Contact person of the hosting Hub: Luis Orcaray

Networks 4, 6 and 9 participated in a cross visit from the 16th to the 18th of May 2022 in Navarra (Spain) organized by INTIA. The program of the cross visit included a visit to an open field day in an experimental farm of INTIA in the morning of the 17th and in the afternoon participants visited two different farms depending on the topic they were interested in. On the 18th network members worked on the reflection of the visit.

The open field day visit to INTIA's experimental farm in Sartaguda was attended by 40 farmers from the area, as well as members of NEFERTITI. Four groups were organised and successively went through five demonstrations: biological control of pests and flowering bands, use of cover crops (roller crimper), mechanical weeding of maize, leguminous varieties and fruit tree trials. The demonstration that was most related to the topic of network 4 and that most interested its members was the use of cover crops and roller crimper. During the demonstrations, there was time for interaction between the participants and at the end of the visit there was also an aperitif that allowed for the exchange of knowledge in a relaxed atmosphere.

This report includes the results of the knowledge exchange of the visit of the members of network 4 to an organic farm (Artotxiki) in Iguzquiza (Navarra-Spain). It is a rainfed farm of 50 hectares of arable crops, focused on crops for human consumption such as buckwheat, fodder, rye, legumes, quinoa, millet, etc., as well as green manures. It is located in Iguzquiza where the average annual rainfall is 610 mm, and the average temperature is 13°C. It is managed by three brothers whose last name is Abrego.



2 List of participants to the demo:

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Luis Orcaray Echeverría	Spanish Hub Coach
Víctor Abrego	Demo farmer of Spanish hub
Andrés Abrego	Demo farmer of Spanish hub
Guillen Abrego	Demo farmer of Spanish hub
Franky Coopman	Belgian Hub Coach
Guido Lammerant	Demo farmer of belgian hub
Nico Vandevannet	Demo farmer of belgian hub
Guy Verrue	Demo farmer of belgian hub
Andrzej Szymanski	Polish Hub Coach
Zbigniew Choluj	Demo farmer of polish hub
Ciska Nienhuis	Dutch Hub Coach
Bernhard Brand	Demo farmer of dutch hub
Gerrit Cornelis Sjibenga	Demo farmer of dutch hub
Geert Jochem Abbes	Demo farmer of dutch hub
Cornelis Willen Pieter Sjibenga	Demo farmer of dutch hub
María Arbeloa	Spanish policy maker

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3 Invitation

Invitation to the Cross Visit was through the following e-mail:

Dear network partners,

We have prepared a technical file with [information on Cross Visits on May 17](#), you can find it in the attached file.

You can find attached:

- **The complete agenda of the Cross Visit on May 16-18**
- **The logistic information (Hotel and practical information)**

Please, don't forget to [register by April 11, 2022](#)

Registration to the Cross visit needed via this [LINK](#).
[The deadline to register ends April 11, 2022.](#)



NEFERTITI - Cross Visit - SPAIN

The deadline to register ends April 11, 2022.



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Looking forward to seeing you soon.

Kind regards,

Isabel Gárriz Ezpeleta

Proyectos de I+D / I+G proiektuak /

R&D projects



4 Agenda

May
16-18
2022

Cross Visit in Spain

Networks #04, #06 y #09



AGENDA



Monday: *Arrival in Pamplona*

Hotel 3 Reyes, C. Taconera, 1, 31001 Pamplona, Navarra, Spain.

- Afternoon:
- 18h00 Welcome coffee.
- 18h00 -19h00 Introduction to the context in Navarra and rules of the Cross Visit.



Tuesday: *Cross visits day*

- 08h00 Departure from Hotel 3 Reyes by bus.
- 10h00 Visit INTIA experimental farm in Sartaguda.

Field demo: Observe the different techniques used at Sartaguda experimental farm to organic horticultural production. Networks #04 #06 #09

- 13h00 Break: Lunch
- 14h30 Route 1. Visit Gumendi. Network #09
- Field demo: Gumendi production and distribution of organic food. (<https://gumendi.es/>)
- 14h30 Route 2. Visit organic farm. Networks #04 #6
- Field demo: Arable crops in organic production.

- 18h00 Back to Pamplona 3 Reyes Hotel.
- 19h30 Pamplona guide tour & dinner.



Wednesday: *Knowledge exchange*

- 08h30 Departure from Hotel 3 Reyes by bus to INTIA headquarters.
- 09h00 Visits reflection and knowledge exchange.
- 10h15 Wrap –up.
- 11h00 Closing words the INTIA manager – director.
- 11h15 Brunch.
- 12h00 End of the visit.



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17th May 2022



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AGREEMENT N. 70203



CROSS VISIT INFORMATION NAVARRA, SPAIN Networks #4 #6 #9



By INTIA, Esther Sotil, Damiana Maiz, Luis Orcaay,
Noelia Tellechea, Lucía Sánchez, Isabel Gárriz



CROSS VISIT 1- INTIA EXPERIMENTAL FARM SARTAGUDA



Host Farmer: Public Entity



1 **When** 17th, May 2022. In the morning (10h00 to 13h00)

2 **Where** [How to arrive](#)

The experimental farm has a surface area of 20 ha dedicated to horticultural crops (indoor and outdoor), fruit trees and arable irrigated crops. It is managed under organic agriculture. The average annual rainfall is 425 mm, and the average annual temperature is 14,2 °C.

3 **Target Group**
 Networks #4, #6, #9

4 **Objective**

To introduce farmers to new techniques for controlling weeds, pests and improving soil quality.



5 **Topics**

- It is an OPEN DAY for the farmers of Navarra.
- Mechanical weeding demo in maize and legumes
 - Flower stripes for biological control
 - Roller Crimper demo





CROSS VISIT 2 - S.A.T. TORRE VERDE (GUMENDI) (<https://gumendL.es/>)

Host Farmer: Private



- 1** **When** 17th, May 2022. In the afternoon (14h45 to 17h00)
- 2** **Where** [How to arrive](#)
- 3** **Target Group** Horticultural farmers (SAT Torre Verde) dedicated to the production and distribution of organic food since 1992. Very biodiverse farm with 25 hectares in which they produce many horticultural crops. Two of the partners have the organic distribution company Gumendi. The average annual rainfall is 419 mm, and the average annual temperature is 14,3 °C
- 4** **Objective** Network #9
 To introduce farmers to the management of a farm with a high degree of biodiversity:
 Rotations, flower bands, biological control....
Objective 1
- 5** **Topics** - Diversification in organic horticulture.





CROSS VISIT 3 - VICTOR ÁBRIGO



Host Farmer: Private



1 When 17th, May 2022. In the afternoon. (15h15 to 17h15)



2 Where [How to arrive](#)

It is a rainfed farm of 50 ha. of arable crops, focused on crops for human consumption such as buckwheat, fodder, rye, legumes, quinoa, millet, etc., as well as green manures. It is located in Igúzquiza where the average annual rainfall is 610 mm, and the average annual temperature is 13 °C.



3 Target Group

Network #4, #5



4 Objective



To introduce farmers to alternative crop rotations and on-farm valorization of the production.



5 Topics

- Rotation with gluten-free crops for human consumption.
- An on-farm bakery to elaborate gluten-free products.

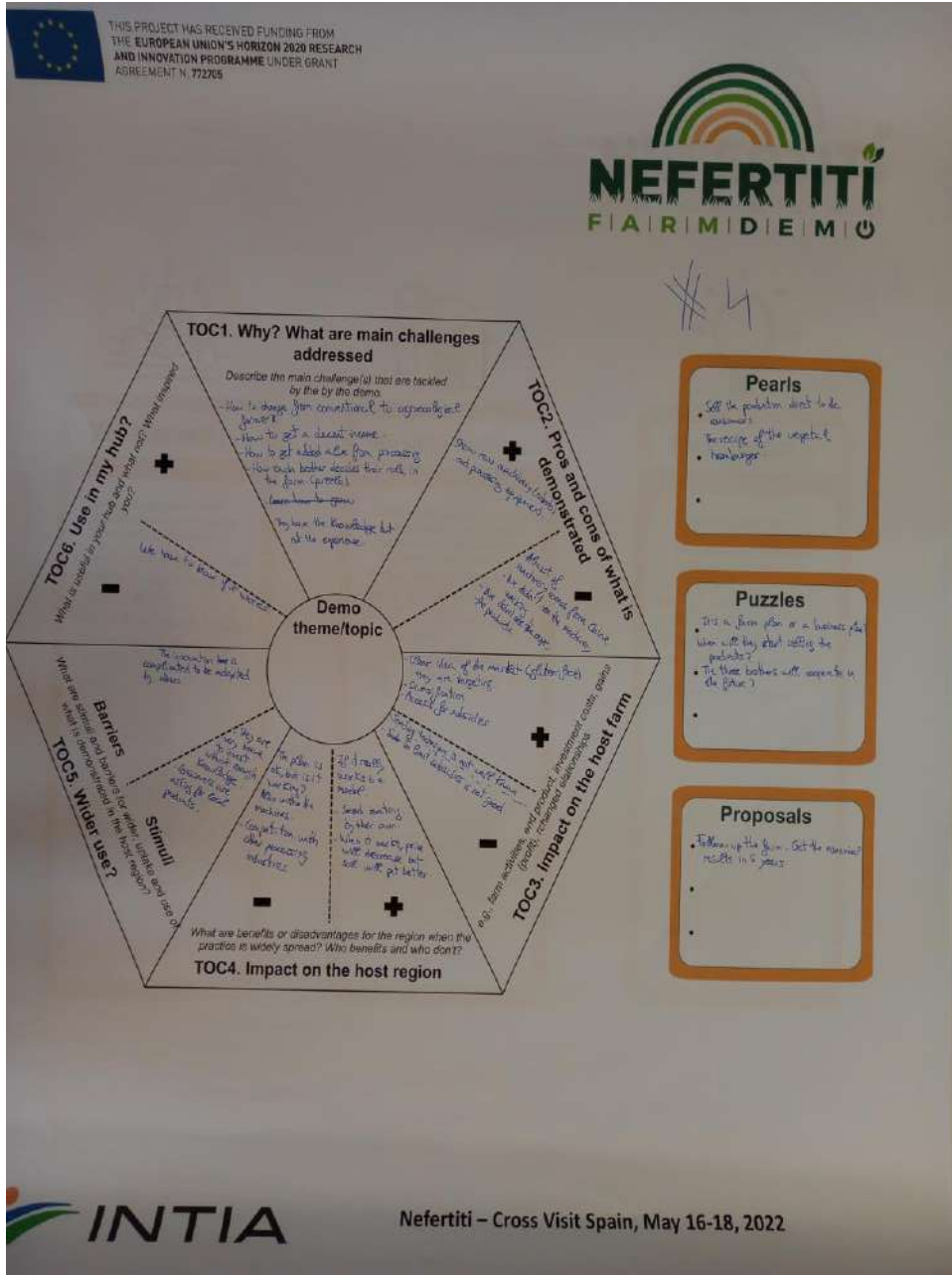




5 Pictures of the canvas

5.1 Topic canvas

Participants of networks 4 commented the following ideas related to the topic of the field demonstration.



TOC1. Why? What are the main challenges addressed?

- How to change from a conventional to an agroecological farmer
- How to get a decent income
- How to get added value from processing
- They have the knowledge but not the experience

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TOC2. Pros and cons of what is demonstrated

Pros:

- Show new machinery (robots, drones) and processing equipment

Cons:

- Almost all machinery comes from China
- Participants couldn't see the machinery working
- Participants couldn't see the crops or the processed products

TOC3. Impact on the host farm

Pros:

- Clear idea of the market (gluten-free crops) they are targeting
- Diversification
- Access for subsidies

Cons:

- Seeding technique is not well known
- They have a limitation on the amount of subsidies they can receive, and it is not enough

TOC 4. Impact on the host region

Pros:

- If it works, it is a model to follow
- Seed coating by their own can be used by other farmers
- When it works, price will decrease but soil will get better quality

Cons:

- The plan is ok but, is it working? Also with the machines they showed
- Competition with other processing industries

TOC5. Wider use?

Stimuli:

- They are very brave to invest without enough knowledge
- Consumers are asking for local products

Barriers:

- The innovation is complicated to be adopted by others

TOC 6. Use in my hub

Cons:

- Participants want to know if the plan works before trying to apply it

PEARLS

- Sell the production directly to the consumers
- The recipe of the vegetal hamburger

PUZZLES

- It is a farm plan of a business plan?



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- When will they start selling the products?
- The three brothers will cooperate in the future?
- How each brother decides his role in the farm?

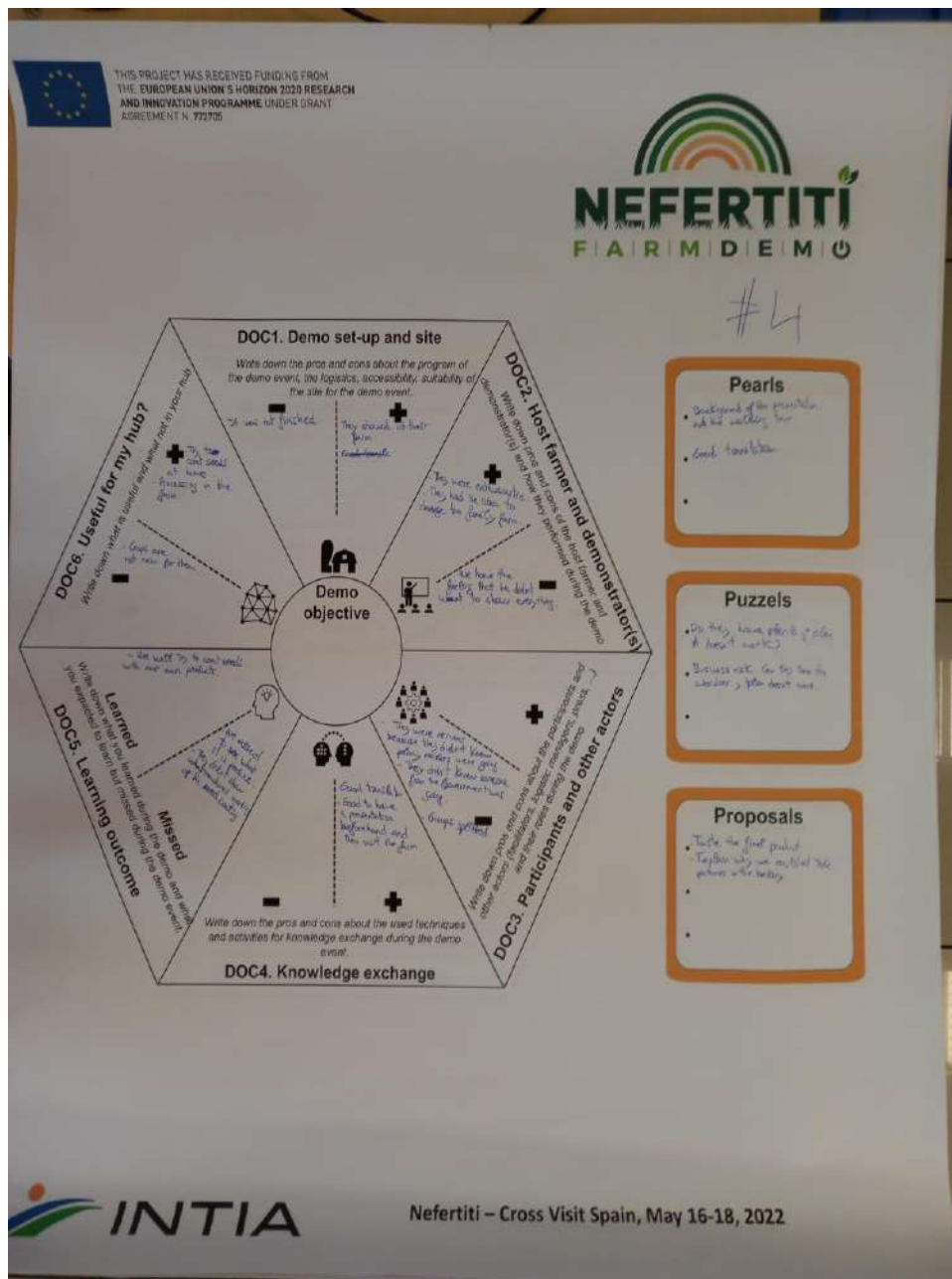
PROPOSALS

- Follow up the farm. Get the economical results in 5 years from now.



5.2 Demonstration canvas

Participants of networks 4 commented the following ideas related to the demonstration.



DOC1. Demo set-up and site

Pros:

- They showed their plan at their farm

Cons:

- The plan was not finished

DOC2. Host farmer and demonstrator(s)

Pros:

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- They were enthusiastic
- They had the idea of changing the family farm

Cons:

- Participants had the feeling that they didn't want to show everything

DOC3. Participants and other actors

Cons:

- They were nervous because they didn't know policy makers were going
- Groups splitted and losed attention of the host farmer

DOC4. Knowledge exchange

Pros:

- Good service of translation
- Good to have a presentation beforehand and then visit the farm

DOC5. Learning outcome

Learned:

- Participants will try to coat seeds with their own products

Missed:

- Participants missed to see what it is produced (crops and processed products)
- They didn't showed machines working of the seed coating.

DOC6. Useful for my hub

Pros:

- Try to coat seeds at home
- Processing in the farm

Cons:

- Crops were not new for them

PEARLS

- Background of the presentation and the walking tour
- Good translation system with a professional interpreter

PUZZLES

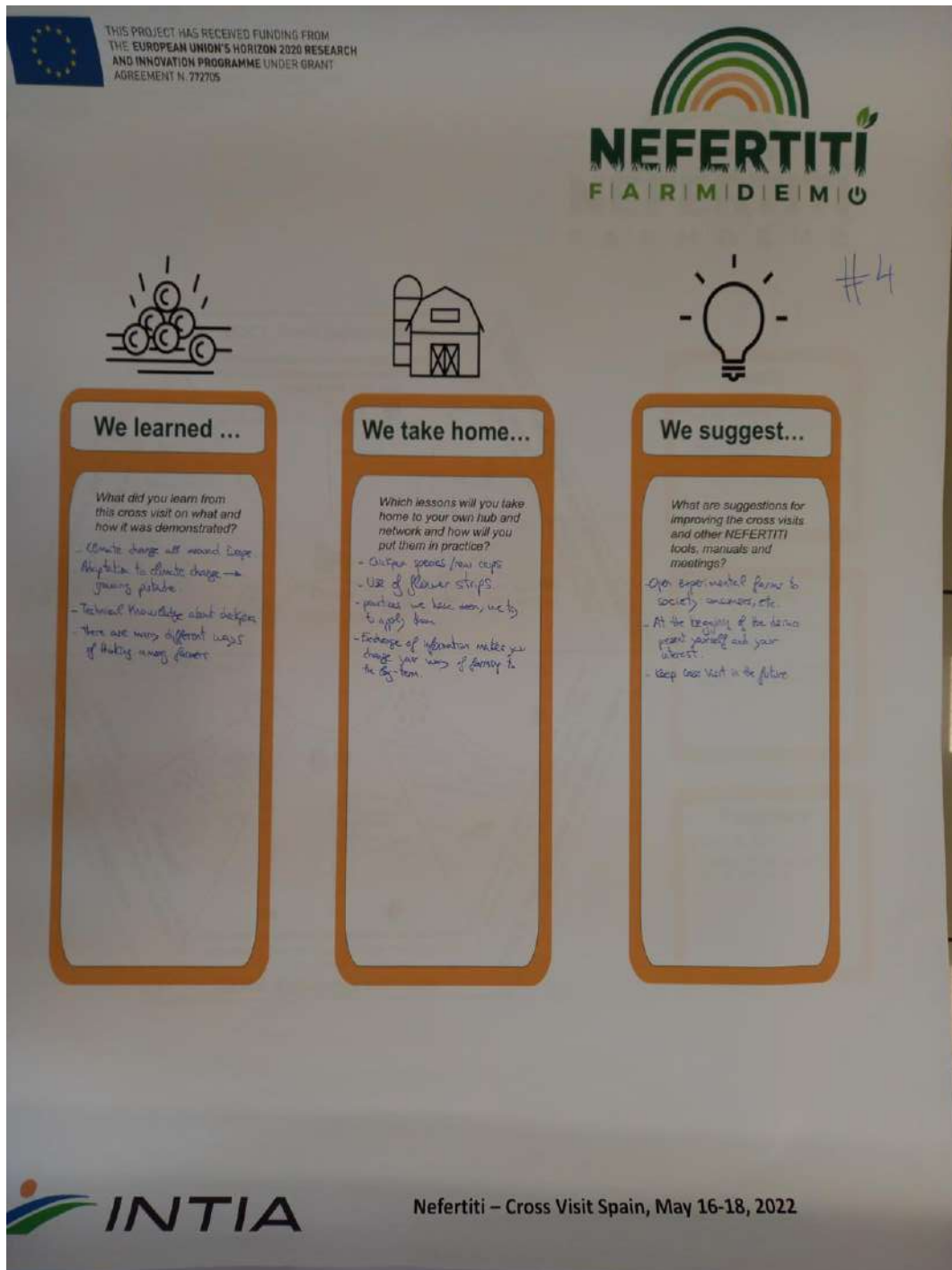
- Do they have a plan B if plan A doesn't work?
- Business risk. Can they lose the subsidies if plan doesn't work?

PROPOSALS

- Taste the final product
- Explain why participants couldn't take pictures in the bakery



5.3 Wrap-up canvas



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We learned

- Climate change affects all around Europe
- Adaptation to climate change, for example, growing pistachio tree
- Technical knowledge about chickpea
- They are many different ways of thinking among farmers

We take home

- Chickpea varieties/new crops
- Use of flower strips
- Practices participants have seen, they will try to apply them
- Exchange of information makes you change your way of farming on the long-term

We suggest

- Open experimental farms to society: consumers, NGOs, etc.
- At the beginning of the demo all participants can present themselves and comment on their interest in the visit
- Keep cross visits in the future.



6 Overall reflection of the organising hub coach

6.1 Organisation of the CV

Everything happened according to the plan. The only remarkable thing was that there were less Spanish farmers than expected. It was difficult to convince them to come to the cross visit because they had a lot of work and because they already knew what was going to be shown.

It was difficult to get everybody registered before a date, but except for one person, everybody register on time. It was necessary to make reservations of the hotel, the buses and the restaurants in advance, because we were a large group. It was a logistical challenge to manage a group of 45 people. It is very important to organize everything with time enough.

6.2 Activities during the CV

There were many activities and groups (3 networks) and good timing was very important. In each group there was a person in charge of reminding participants when to go to the next activity, and that worked very well.

Translation from Spanish to English by professional interpreters was very well appreciated.

In the evening, there was a guided tour around the city and a social dinner and everybody enjoyed a lot, although it had been a long day in the field demos. In the program it was planned that participants could rest one hour and a half between the field demos and the social events. That helped participants to renew energy and enjoy the evening.

The last day of the cross visit there was the reflection on the field demos. The agenda was planned so we could finish at midday and participants could take the plane or train to go back home and in most of the cases arrive home the same day. That was also very well appreciated by participants.



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Cross visits Report

Network 5

[Poland]

[10-11.06.2022]



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Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 5 – Crop Sensing & Variable Rate Applications in Poland, on June, 10-11th 2022.

1 General information on the Cross Visit

Hosting Hub :

Poland

Contact person of the hosting Hub:

Marek Krysztoforski

Name of the WP5 Monitor (if applicable): M. Kuegler

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Arkadiusz Wilkowski	Demo farmer hub Poland
Tadeusz Szymańczak	Demo farmer hub Poland
Jerzy Dominikowski	Demo farmer hub Poland
Krystyna Dominikowska	Demo farmer hub Poland
Thibault Simon	Advisor hub France
Aymeric LEPAGE	Farmer hub France
Jan Kamp	Network 5 coordinator, Netherlands
Maureen Stadel	Advisor hub France
Eric Reijnierse	Advisor hub Netherlands
Michael Kuegler	Advisor AKIS
Piotr Grabias	Translation
Marek Krysztoforski	Advisor hub 5 Poland
Andrzej Szymański	Advisor hub 4 Poland

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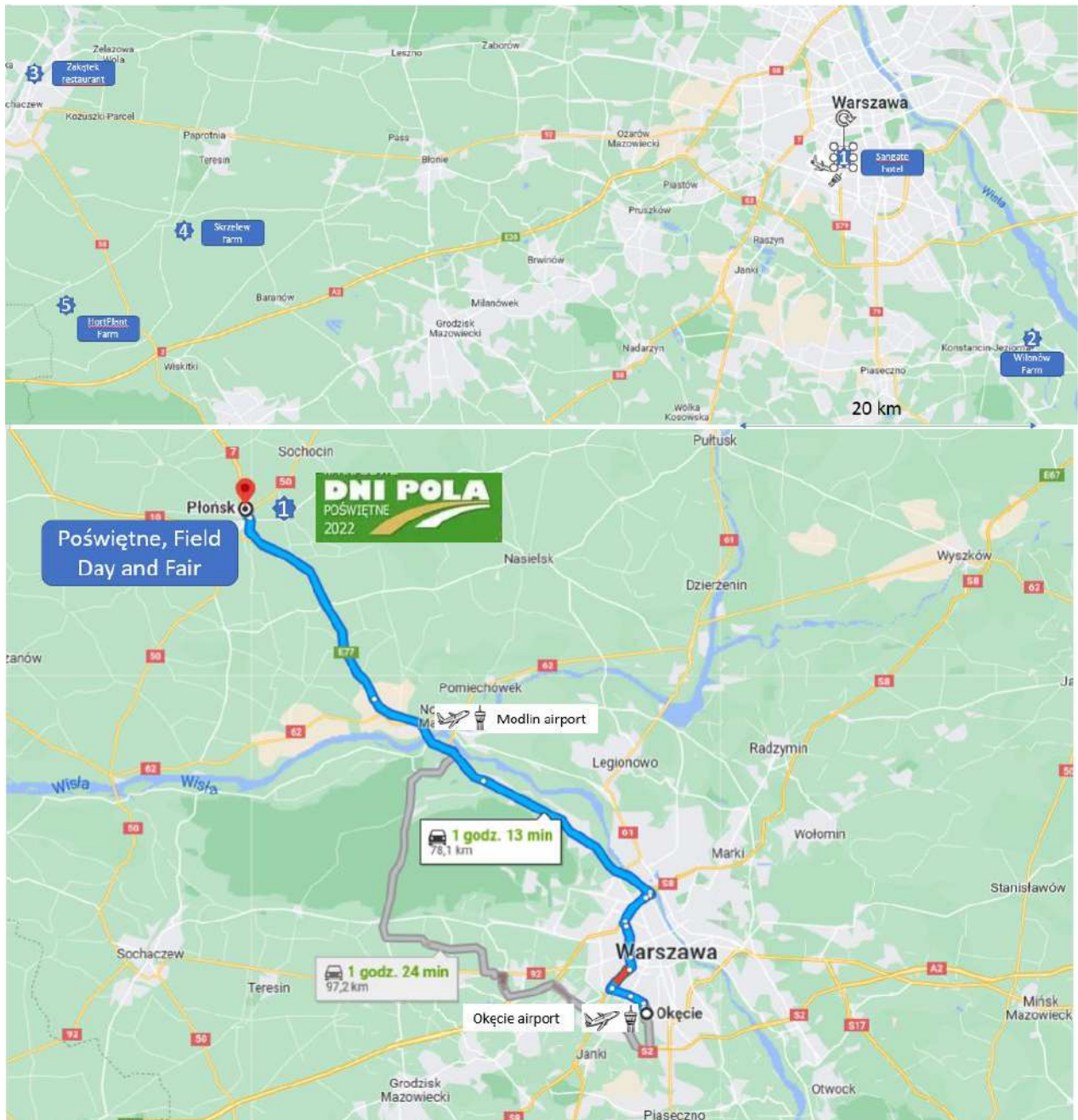
Cross visits template for report.



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3 Invitation

Cross visit in Poland. During the visit, we will visit three farms using precision farming techniques and soil fertility maintenance technologies.

- Wilanów Obory farm - owned by the Warsaw University of Agriculture, over 1.700 ha. The farm uses techniques for mapping soil and crops, developing fertilization plans and plant protection, controlling the operation of machines and dosing chemicals. A mixed farm - crop production - cereals, rapeseed, cow feed and milk production.
- HortPlant 45 ha farm specializing in the production of strawberry seedlings, sold in Poland, Spain and Israel. The possibility of enriching the soil with an organic substance was presented (very poor soils up to 10% clay). A system for extending the crop rotation is also used - because strawberries, due to pest management, can be grown more often than every 5 years, and the land resource is insufficient, three times of sowing and plowing of catch crops (fertilizing and hygienizing) the soil in one year.
- Tadeusz Szymańczak farm - 70 ha farm specializing in the cultivation of corn for grain. The harvest weights in the combine, traction control of the machines are used, the farmer manages to harvest corn borer on light traps and adjusts the pesticide spraying accordingly. Machines are adapted to local conditions, cutting edges are strengthened by hard facing with metal carbides.



On the second day at the National Field Days in Poświętne - visiting the exhibition of machines and devices, discussion in the tent of agricultural institutes, field experiments.

1. Exhibition office
2. Hotel
3. Restaurant
4. "Tradition and handicraft" tent
5. Mazowiecki Advisory Service
6. Scene
7. Tent "Polish science and innovation in agriculture"
8. Agricultural consulting services tent
9. Tent "Environmental protection and organic farming"

Wystawa = Exhibition I, II, III



4 Agenda

There is schedule of cross visit:

Friday, June 10,

departure from Warsaw, hotels near the airport - **10.00** (for people arriving on June 10, declare what time you are will arrive, please), journey approx. 30 minutes

- **10.30-12.00 Wilanów Obory farm** 1710 ha (precision farming, traction control, fertilization plans)

- **12.00-13,00** drive to the vicinity of Sochaczew and lunch Zakątek (approx.75 km);

- **13.00- 14.00** lunch Zakątek restaurant, Sochaczew

- **14.20-15,20** the **Skrzelew farm** specializing in maize - plus corn spraying control, pest monitoring, the Kam-Rol software company <http://www.kamrol.pl/>;

- **15.30 - 17,30 HORTPLANT farm** - soil enrichment mixtures, production of strawberry

- **18.00- 20.00** dinner Zakątek restaurant, Sochaczew

-**20.00-21.00** return to Warsaw in the evening.

Saturday June 10

- 8.30-10.00 departure to **Poświętne near Płońsk**. National Field Day 2022
<https://dnipola2022.pl/>

- **10.00-11.00** information meeting (advisory tent - no. 7 “The village, our heritage” and the tent 8 “Innovations in agriculture”).

- **11.00-13.00** Agricultural machinery exhibition, experiences and field presentations.

- **13.00-14.00** lunch at advisory tent;

- **14.00-15.30** - project meeting and discussion

- **15.30-17.00** return to Warsaw

- **17.00 - 23.00** sightseeing and walk around the old town, dinner in PIEROGARNIA.

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Skrzelew Farm- in yellow cap farmer Mr T. Szymańczyk

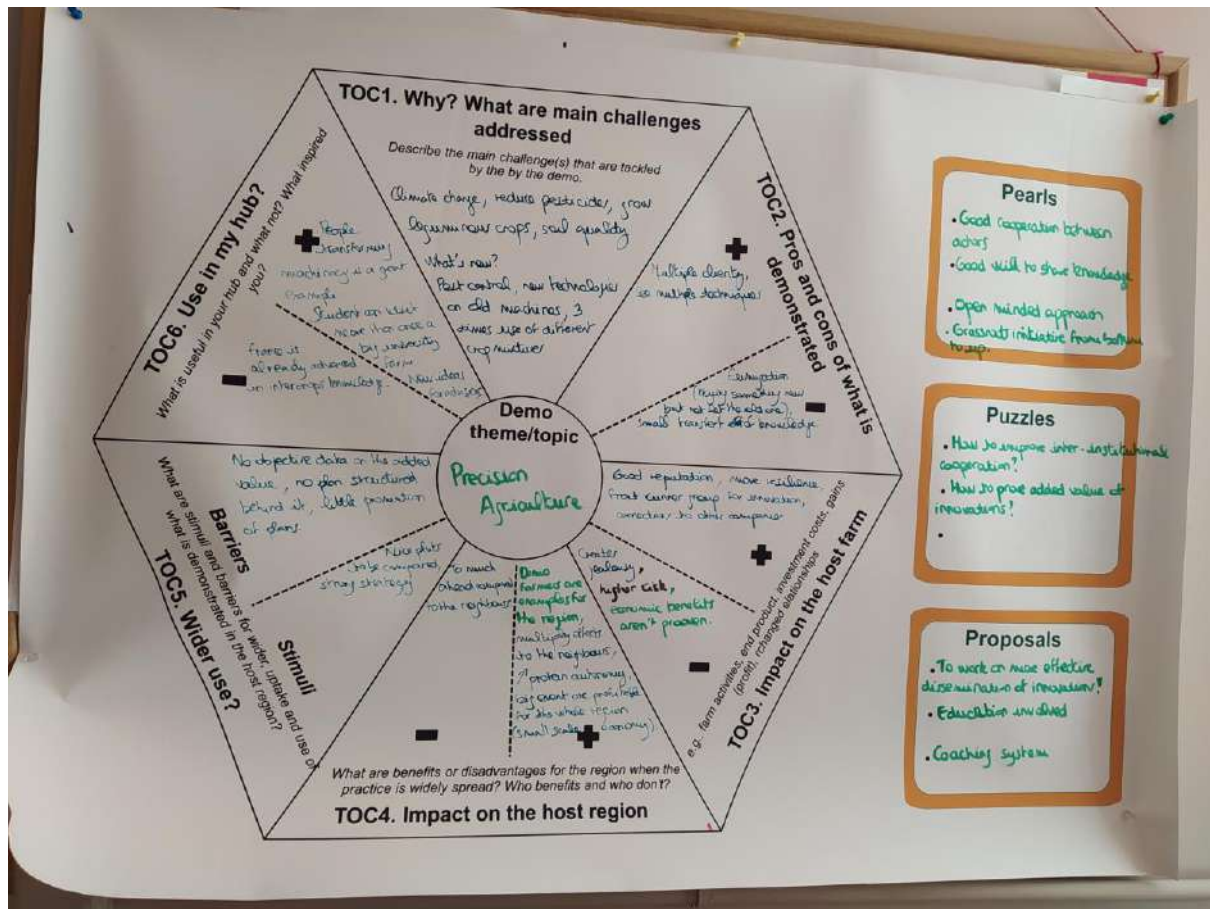


HortPlant Farm



5 Pictures of the canvas

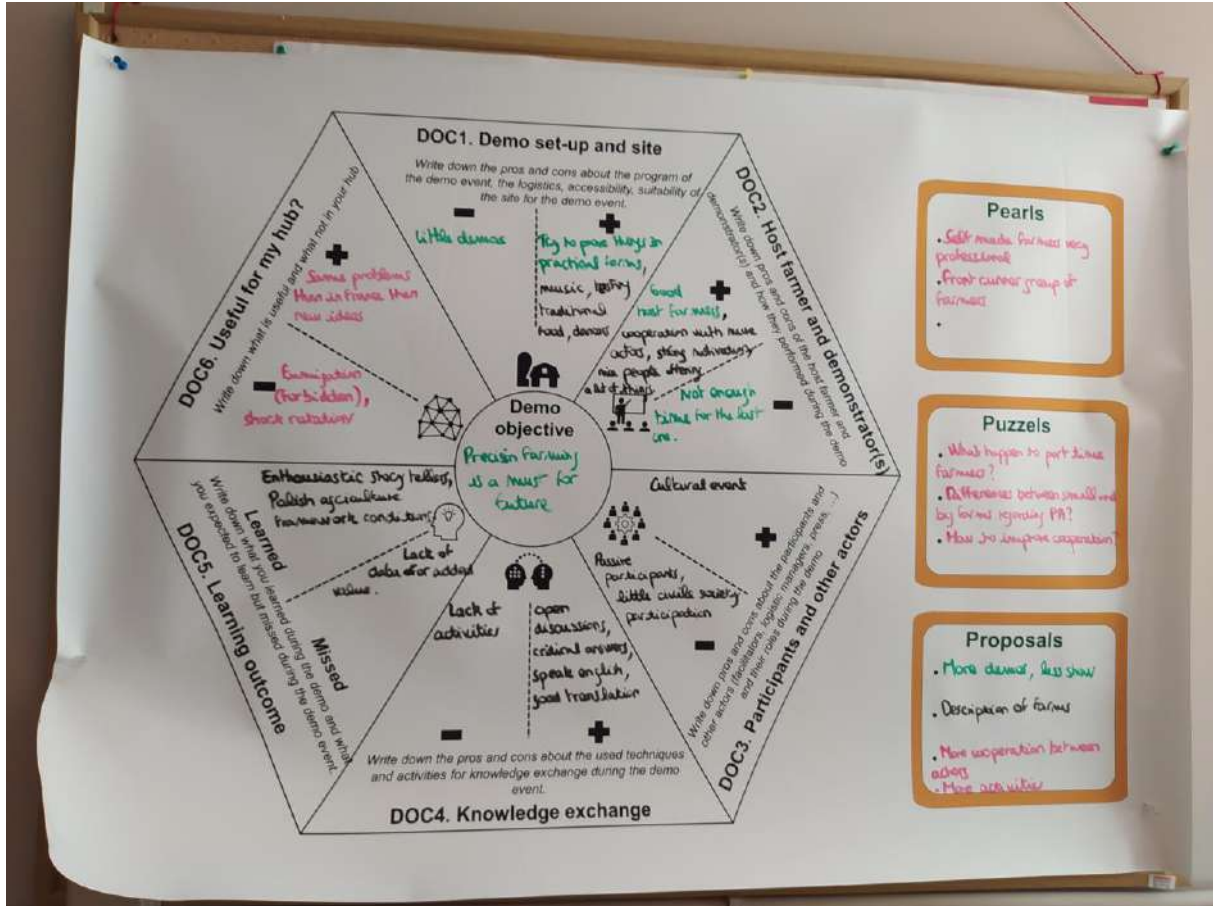
5.1 Topic canvas



5.2 Demonstration canvas



Cross visits template for report.



5.3 Wrap-up canvas

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We learned ...

What did you learn from this cross visit on what and how it was demonstrated?

- Poland is like the rest of Europe
- Still a long way to go before PA would be really integrated to farms.
- More activities on robots on other countries
- The AKIS actors are similar to ours (there are a lot of technical institutes).

We take home...

Which lessons will you take home to your own hub and network and how will you put them in practice?

- Cultural activities are as important as demos!
- Polish people are great hosts.

We suggest...

What are suggestions for improving the cross visits and other NEFERTITI tools, manuals and meetings?

- More time demos
- More interactivity and activities
- More peer to peer learning initiated by farmers (actors as facilitators)
- Catch of the institutes by EIP operational groups



6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

In order to show as much as possible, a fairly intensive program has been prepared, a visit to three farms, journeys of about 300 km. End of each day's visit late in the evening.

6.1 Organisation of the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

We had to change one farm - the farmer said that the effects are not visible enough and he would not want to present them. We managed to find a HortPlant farm with a similar profile, but it did delay lunch time.

6.2 Activities during the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

A certain surprise for the participants was the innovativeness of Polish farmers, which they could hardly say about scientific works.



7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc.

Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

The group was welcomed and presented on the first farm. The farm manager, who at the same time conducted experiments in his fields, was curious about the professions presented by the guests - he was glad that they were farmers, advisers and scientists.

7.2 Field demonstration

In one farm, the focus was on machines and computer / GPS equipment, in the second, on the possibilities of enriching soil fertility, in the third, on software and equipment in agriculture.

On field days, demonstrations during the farming days, we got acquainted with many species and mixtures used in field cultivation.

7.3 Reflection on the field demonstrations

In addition to increasing efficiency in plant production, problems related to the workforce and prices of means for agricultural production are becoming significant, which is conducive to the introduction of digitization, robotization and precision agriculture.

7.4 Social activity

Taking advantage of the fact that we were near the birthplace of Fryderyk Chopin, we organized a visit to the manor-museum in Żelazowa wola on the first day. The farmer invited us to his home where, over coffee and homemade pastries, we talked about the problems of the Polish countryside.



At the agricultural exhibition we also visited the pavilion of organic agriculture and processing, where traditional Polish cuisine was tasted. As our translator was also a tourist guide, we also presented the old town of Warsaw in the afternoon of the second day.

7.5 Knowledge exchange

There was a discussion in the tent of Polish science - with representatives of research institutes, incl. animal husbandry, plant cultivation, plant protection, fertilization. Demonstration of the operation of an autonomous field robot.

7.6 Wrap-up

Several aspects of precise farm management were presented:

- soil management and crop rotation
- adaptation of agricultural machinery to the needs of the digitization of agriculture
- plant protection and pest management
- the common European problems were discussed - an increase in the prices of fertilizers and fuels in agriculture, and labor shortages.

7.7 Conclusion: overall impressions, remarks, suggestions, ...

The participants expressed positive opinions about the topics and objects of the visit, although it was a bit tiring. It was also possible to present the cultural and social elements of Poland.



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Cross visits Report

Network 6

Navarra (Spain)

16-18 May 2022



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through Demonstration
Cross visits Navarra 2022



Document Summary

Deliverable Title: **Cross visits report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 6 in Navarra (Spain), on 16-18 May 2022

1 General information on the Cross Visit

Hosting Hub : Spanish Hub

Contact person of the hosting Hub: Lucía Sánchez

Networks 4, 6 and 9 participated in a cross visit from the 16th to the 18th of May 2022 in Navarra (Spain) organized by INTIA. The program of the cross visit included a visit to an open field day in an experimental farm of INTIA in the morning of the 17th and in the afternoon participants visited two different farms depending on the topic they were interested in. On the 18th network members worked on the reflection of the visit.

The open field day visit to INTIA's experimental farm in Sartaguda (figure 1) was attended by 40 farmers from the area, as well as members of NEFERTITI. Four groups were organised and successively went through five demonstrations: biological control of pests and flowering bands, use of cover crops (roller crimper), mechanical weeding of maize, leguminous varieties and fruit tree trials. The demonstrations that were more interesting for the network 6 participants were biological control of pests, flowering bands and organic leguminous varieties.

During the demonstrations, there was time for interaction between the participants and at the end of the visit there was also an aperitif that allowed for the exchange of knowledge in a relaxed atmosphere.



Figure1: INTIA's experimental farm in Sartaguda.

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This report includes the results of the knowledge exchange of the visit of the members of network 6 to an organic farm (Artotxiki) in Iguzquiza (Navarra-Spain). It is a rainfed farm of 50 hectares of arable crops, focused on crops for human consumption such as buckwheat, fodder, rye, legumes, quinoa, millet, etc., as well as green manures. It is located in Iguzquiza where the average annual rainfall is 610 mm, and the average temperature is 13°C. It is managed by three brothers whose last name is Abrego.



2 List of participants to the demo:

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Lucía Sánchez	Spanish Hub Coach
Víctor Abrego	Demo farmer of Spanish hub
Andrés Abrego	Demo farmer of Spanish hub
Guillen Abrego	Demo farmer of Spanish hub
Lorea Lizarreta	Demo farmer of Spanish hub
Fran Iriarte	Demo farmer of Spanish hub
Pablo Equisoain	Demo farmer of Spanish hub
Damiana Maíz	Researcher of Spanish hub
Esther Sotil	Researcher of Spanish hub
Iñigo Arozarena	Researcher of Spanish hub
Carlos Marzo	Researcher of Spanish hub
Salomón Sádaba	Researcher of Spanish hub
Michael Kuegler	WP2 representative
Barbara Sazonska	Polish Hub Coach
Alicja Duliban	Demo farmer of Polish hub
Agnieszka Wrobel	Demo farmer of Polish hub
Karol Gebka	Demo farmer of Polish hub
Kilian Busch	German Hub Coach
Ann-Kathrin Bessai	Advisor of German hub
Ronja Kuorikoski	Finnish Hub Coach
Terhi Korpi	Advisor of Finnish hub

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3 Invitation

Invitation to the Cross Visit was through the following e-mail:

Dear network partners,

We have prepared a technical file with [information on Cross Visits on May 17](#), you can find it in the attached file.

You can find attached:

- **The complete agenda of the Cross Visit on May 16-18**
- **The logistic information (Hotel and practical information)**

Please, don't forget to [register by April 11, 2022](#)

Registration to the Cross visit needed via this [LINK](#).
[The deadline to register ends April 11, 2022.](#)



NEFERTITI - Cross Visit - SPAIN

The deadline to register ends April 11, 2022.



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Looking forward to seeing you soon.

Kind regards,

Isabel Gárriz Ezpeleta

Proyectos de I+D / I+G proiektuak /

R&D projects

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Cross visits Navarra 2022



4 Agenda



May
16-18
2022

Cross Visit in Spain

Networks #04, #06 y #09



AGENDA



Monday: *Arrival in Pamplona*

Hotel 3 Reyes, C. Taconera, 1, 31001 Pamplona, Navarra, Spain.

- Afternoon:
- 18h00 Welcome coffee.
- 18h00 -19h00 Introduction to the context in Navarra and rules of the Cross Visit.



Tuesday: *Cross visits day*

- 08h00 Departure from Hotel 3 Reyes by bus.
- 10h00 Visit INTIA experimental farm in Sartaguda.

Field demo: Observe the different techniques used at Sartaguda experimental farm to organic horticultural production. Networks #04 #06 #09

- 13h00 Break: Lunch
- 14h30 Route 1. Visit Gumendi. Network #09
- Field demo: Gumendi production and distribution of organic food. (<https://gumendi.es/>)
- 14h30 Route 2. Visit organic farm. Networks #04 #06
- Field demo: Arable crops in organic production.
- 18h00 Back to Pamplona 3 Reyes Hotel.
- 19h30 Pamplona guide tour & dinner.



Wednesday: *Knowledge exchange*

- 08h30 Departure from Hotel 3 Reyes by bus to INTIA headquarters.
- 09h00 Visits reflection and knowledge exchange.
- 10h15 Wrap –up.
- 11h00 Closing words the INTIA manager – director.
- 11h15 Brunch.
- 12h00 End of the visit.



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Cross visits Navarra 2022



17th May 2022



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CROSS VISIT INFORMATION NAVARRA, SPAIN Networks #4 #6 #9



By INTIA, Esther Sotil, Damiana Maiz, Luis Orcaiz,
Noelia Telletxea, Lucía Sánchez, Isabel Gárriz



CROSS VISIT 1- INTIA EXPERIMENTAL FARM SARTAGUDA



Host Farmer: Public Entity



1 **When** 17th, May 2022. In the morning (10h00 to 13h00)

2 **Where** [How to arrive](#)

3 **Target Group**
 Networks #4, #6, #9

4 **Objective**
Objective 1
 To introduce farmers to new techniques for controlling weeds, pests and improving soil quality.

5 **Topics**
 It is an OPEN DAY for the farmers of Navarra.
 - Mechanical weeding demo in maize and legumes
 - Flower stripe for biological control
 - Roller Crimper demo

The experimental farm has a surface area of 20 ha dedicated to horticultural crops (Indoor and outdoor), fruit trees and arable irrigated crops. It is managed under organic agriculture. The average annual rainfall is 425 mm, and the average annual temperature is 14,2 °C.



CROSS VISIT 2 - S.A.T. TORRE VERDE (GUMENDI) (<https://gumendi.es/>)

Host Farmer: Private



- 1** **When** 17th, May 2022. In the afternoon (14h45 to 17h00)
- 2** **Where** How to arrive
- 3** **Target Group** Horticultural farmers (SAT Torre Verde) dedicated to the production and distribution of organic food since 1992. Very biodiverse farm with 25 hectares in which they produce many horticultural crops. Two of the partners have the organic distribution company Gumendi. The average annual rainfall is 419 mm, and the average annual temperature is 14,3 °C
- 4** **Objective** Network #9
Objective 1 To introduce farmers to the management of a farm with a high degree of biodiversity: Rotations, flower bands, biological control....
- 5** **Topics** - Diversification in organic horticulture.





CROSS VISIT 3 - VICTOR ÁBRIGO



Host Farmer: Private

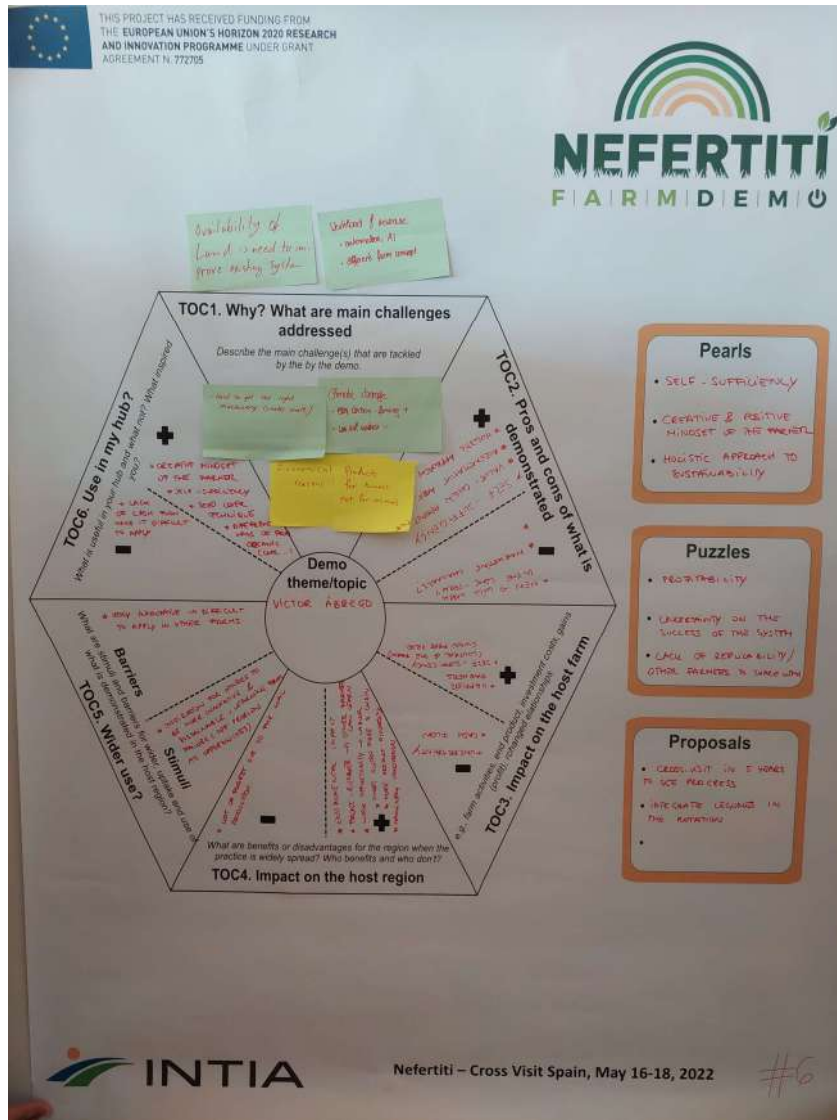




5 Pictures of the canvas

5.1 Topic canvas

Participants of networks 6 commented the following ideas related to the topic of the field demonstration.



TOC1. Why? What are the main challenges addressed?

- Availability of land. Need to improve existing system.
- Workload and revenue: automation all, different farm concept
- Hard to get the right machinery (smaller scale)
- Climate change: Carbon farming +, soil water –
- Economic reasons
- Products for humans, not for animals.

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TOC2. Pros and cons of what is demonstrated

Pros:

- Self-sufficiency
- Value-chain perspective
- Regenerative agriculture
- Holistic approach

Cons:

- New activity: Will work in the long-time?
- Participants couldn't see the marketing channels

TOC3. Impact on the host farm

Pros:

- Happier farmers
- Self-sufficiency (control of the farm)
- Gluten free products

Cons:

- Uncertainty
- Cash flow

TOC 4. Impact on the host region

Pros:

- Less environmental impact
- Front- runner: Other farmers can learn
- Work opportunity
- Short gluten free
- More product diversity
- Machinery innovation

Cons:

- Lost forest due to the coal production

TOC5. Wider use?

Stimuli:

- Inspiration for the others to be more innovative and sustainable.
- Learning from failure (see problems as opportunities).

Barriers:

- Very innovative: Difficult to apply in other farms.

TOC 6. Use in my hub

Cons:

- Lack of cash flow make it difficult to apply

Pros:

- Creative mindset of the farmer
- Self-sufficiency
- Seed cover technique
- Different ways of products organic (coal...)

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Cross visits Navarra 2022



PEARLS

- Self-sufficiency
- Creative and positive mindset of the farmer
- Holistic approach to sustainability

PUZZLES

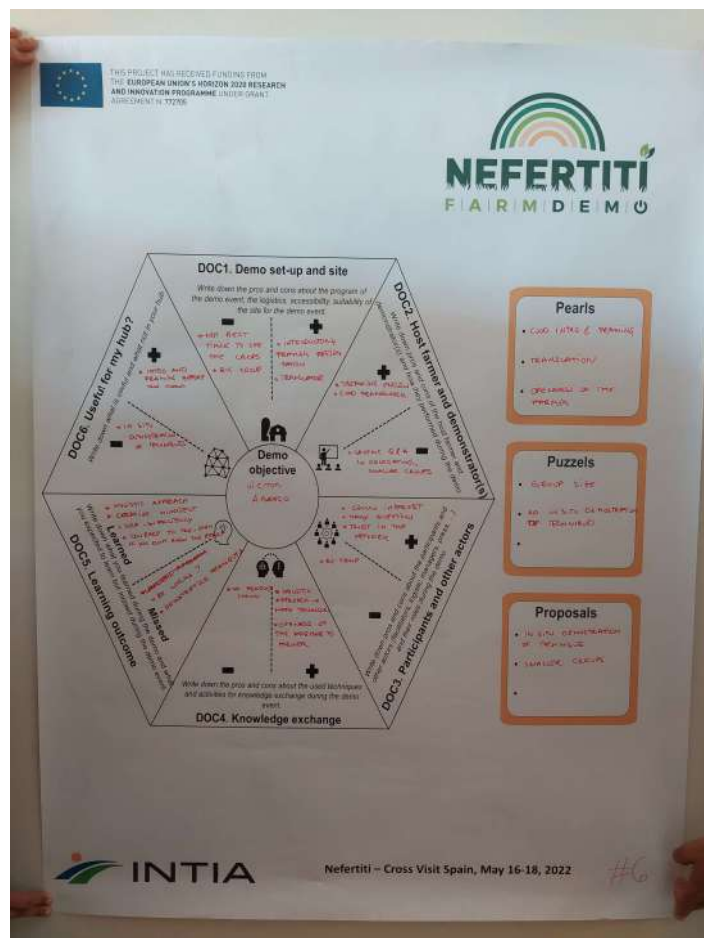
- Profitability
- Uncertainty on the success of the system
- Lack of replicability/other farmers to share with

PROPOSALS

- Cross-visit in five years to see progress
- Integrate legumes in the rotation

5.2 Demonstration canvas

Participants of networks 6 commented the following ideas related to the demonstration.



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Cross visits Navarra 2022



DOC1. Demo set-up and site

Pros:

- Introductory farming presentation
- Good service of translation

Cons:

- Not best timing to see the crops
- Big group

DOC2. Host farmer and demonstrator(s)

Pros:

- English- speaking host farmers
- Good framework

Cons:

- Chaotic questions and answers: smaller groups

DOC3. Participants and other actors

Pros:

- Genuine interest
- Many questions
- Trust in the network

Cons:

- Big group

DOC4. Knowledge exchange

Pros:

- Holistic approach: many techniques
- Openness of the farmer to answer

Cons:

- Participants didn't showed products

DOC5. Learning outcome

Learned:

- Holistic approach
- Creative mindset
- Self-sufficiency
- Courage to try, even if you don't know the result

Missed:

- Participants missed technical demonstrations
- They didn't showed machines working

DOC6. Useful for my hub

Pros:

- Introduction and framing before the demonstration

Cons:

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Cross visits Navarra 2022



- In situ demonstration of techniques

PEARLS

- Good introduction and framing
- Good translation system with a professional interpreter
- Openness of the farmers

PUZZLES

- Group size was large
- No in situ demonstration of techniques

PROPOSALS

- To do in situ demonstrations of techniques
- Smaller groups in the demonstration

5.3 Wrap-up canvas



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Cross visits Navarra 2022



We learned

- Be brave, keep, and open mind. You always gain knowledge.
- International peer to peer learning
- It was a change to meet great people full of passion
- Positive view on the future

We take home

- Same tools/new techniques.
- You don't have to act like the others, you way have to introduce a new point of view.
- Ideas for the next cross-visit.

We suggest

- Keep up the good work
- Longer cross-visit to do more farm visits.



6 Overall reflection of the organising hub coach

6.1 Organisation of the CV

Everything happened according to the plan. The only remarkable thing was that there were less farmers than expected. It was difficult to convince them to come to the cross visit because they had a lot of work at that time.

It was difficult to get everybody registered before a date, but except for one person, everybody register on time. It was necessary to make reservations of the hotel, the buses and the restaurants in advance, because we were a large group. It was a logistical challenge to manage a group of 45 people. It is very important to organize everything with time enough.

6.2 Activities during the CV

There were many activities and groups (3 networks) and good timing was very important. In each group there was a person in charge of reminding participants when to go to the next activity, and that worked very well.

Translation from Spanish to English by professional interpreters was very well appreciated.

In the evening, there was a guided tour around the city and a social dinner and everybody enjoyed a lot, although it had been a long day in the field demos. In the program it was planned that participants could rest one hour and a half between the field demos and the social events. That helped participants to renew energy and enjoy the evening.

The last day of the cross visit there was the reflection on the field demos. The agenda was planned so we could finish at midday and participants could take the plane or train to go back home and in most of the cases arrive home the same day. That was also very well appreciated by participants.

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NEFERTITI PARTNERS





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AGREEMENT N. 772705



NETWORK 7 “Improved Nutrient Use Efficiency in Horticulture” and NETWORK 8 “Water Use Efficiency in Horticulture” Almeria, Spain, 27-28 April 2022



Cynthia Giagnocavo & Rodney Thompson, University of
Almeria;

Leonor Santos, University of Lisbon

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Document Summary

Deliverable Title: Cross Visits of NETWORK 7 “Improved Nutrient Use Efficiency in Horticulture” and NETWORK 8 “Water Use Efficiency in Horticulture”

Almeria, Spain, 27-28 April 2022

Version: 1

Related Work package: WP2, WP5

Author(s): Cynthia Giagnocavo, Rodney Thompson (hub coach), and Leonor Santos

Contributor:

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Cordeiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



1 General information on the Cross Visit

Hosting Hub : Spanish hub in NW7 Improved Nutrient Use Efficiency in Horticulture, and in NW8 Water Use Efficiency in Horticulture

Contact person of the hosting Hub:

Cynthia Giagnocavo (Principal researcher)

Rodney Thompson (hub coach)

Name of the WP5 Monitor (if applicable):

Leonor Santos (Principle monitor and evaluator)

Cynthia Giagnocavo (member of WP5 present during farm visits)

2 List of participants to the demo:

Day 1: 27 April 2022

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Cynthia Giagnocavo	PI-UAL: member of hubs NW7-ES & NW8-ES
Rodney Thompson	NWL-NW8, Hub coach NW7-ES & NW8-ES
Michael Kügler	Cross visit management (EUFRAS)
Leonor Santos	WP5 Monitor
Gladys Sanchez	COEXPHAL, Previous UAL Nefertiti Researcher and hub coach, NW7&8 ES hubs
Lola Gomez	Demo farmer, NW7&8 ES hubs
Daniel Uclés	Demo farmer, NW7&8 ES hubs
Francisca Escobar	Demo farmer, NW7&8 ES hubs

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José Manuel Torres Nieto	Innovation actor, NW7&8 ES hubs
Cihan Karaca	Researcher, NW7&8 ES hubs
Sepide Mehrabi	Researcher, UAL, FAIRshare, Co-fresh
Miguel Costa	Hub Coach NW8-PT hub
Sandra Pires	(Hidrosoph), Innovation actor NW8-PT hub
Jim van Ruijven	Hub Coach, NW8-NL hub
Jean Aerts	Farmer, NW8-NL hub
Tomasso Barbagli	Researcher, NW8-NL hub
Justyna Fila	Hub Coach, NW8-PL hub
Anna Okrój	Farmer, NW8-PL hub
Paweł Duchniak	Farmer, NW8-PL hub
Dominika Bar- Michalczyk	Researcher, NW8-PL hub
Deljan Georgiez	NWL-NW7, Hub coach NW7-BG
Petya Kumanova	Researcher, NW7-BG hub
Victor Asenov	Farmer, NW7-BG hub
Desislava Kaburova	Farmer, NW7-BG hub
Marie Wesselink	Hub Coach, NW7-NL hub
Franziska Weißörtel	Hub Coach, NW7-DE hub
Martin Wörishofe	Farmer, NW7-DE hub

**Day 2: 28 April 2022**

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Rodney Thompson	NWL-NW8, Hub coach NW7-ES & NW8-ES
Michael Kügler	Cross visit management (EUFRAS)
Leonor Santos	WP5 Monitor
Gladys Sanchez	COEXPHAL, Previous UAL Nefertiti Researcher and hub coach, NW7&8 ES hubs
Miguel Costa	Hub Coach NW8-PT hub
Sandra Pires	Hidrosoph, Innovation actor NW8-PT hub
Jim van Ruijven	Hub Coach, NW8-NL hub
Jean Aerts	Farmer, NW8-NL hub
Tomasso Barbagli	Researcher, NW8-NL hub
Justyna Fila	Hub Coach, NW8-PL hub
Anna Okrój	Farmer, NW8-PL hub
Paweł Duchniak	Farmer, NW8-PL hub
Dominika Bar- Michalczyk	Researcher, NW8-PL hub
Deljan Georgiez	NWL-NW7, Hub coach NW7-BG
Petya Kumanova	Researcher, NW7-BG hub
Victor Asenov	Farmer, NW7-BG hub
Desislava Kaburova	Farmer, NW7-BG hub
Marie Wesselink	Hub Coach, NW7-NL hub
Franziska Weißörtel	Hub Coach, NW7-DE hub
Martin Wörishofe	Farmer, NW7-DE hub

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3 Invitation

Please provide the invitation of the CV here.

No specific letter of invitation was written. All hub coaches of NW7 and NW8 were contacted directly in a series of e-mail. There was an on-going exchange of e-mails with all hub coaches to select dates and to provide feedback on suggested farms (greenhouses) and other possible sites. Hub coaches invited their hub members or participants in their own language.



4 Agenda (see Annex 1 for full agenda sent to Hub coaches with description of farmers and farms)

EVENING OF ARRIVAL; 26 APRIL

20:30 onwards:

Informal tapas meal in OTILIO GREEN BAR
Avenida Federico García Lorca, Almeria

DAY 1; 27 APRIL

8:15-9:30 Conference Room, in Gran Hotel

8:15: Explanation of the Cross Visit

1. Welcome and Introductions (5 min); *Coexphal and Cynthia Giagnocavo*
2. The knowledge and innovation system (AKIS) of the Almeria greenhouse system (15 min);
Cynthia Giagnocavo
3. Outline of the Cross Visit (5 min); *Rodney Thompson*
4. Explanation of the Almeria greenhouse system, with a focus on irrigation and nutrient management issues.
 - "The greenhouse system of Almeria" (15 minutes); *Rodney Thompson*
 - "Water and nutrient management issues in the Almeria GH greenhouse system" (15 minutes); *Rodney Thompson*
5. Questions
6. Planning for the Evaluation Session (3 min); *Leonor Santos*

9:35 Departure by bus in front of Gran Hotel

10:15 Arrival at the greenhouse of Lola Gómez (Clisol)

- Recirculation in substrate in Almeria – Pepper and tomato
- Cropping in soil - tomato
- Example of use of A and B tank system for fertigation
- Tomato tasting, coffee break

12.15 Departure from greenhouse of Lola Gómez (Clisol)

12:30: Arrival at greenhouse of Daniel Uclés

- Cropping in soil - watermelon
- Organic management
- Advanced nutrient management (sap, soil solution)
- Electrical tensiometers (AIKOS) to automatically control irrigation
- Collaborating with José Manuel Torres Nieto (leading local consultant)

14:00 Departure from greenhouse of Daniel Uclés

14:15: Lunch at "EL EDEN" restaurant (25 personas)

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16:00 Departure from “El Eden” restaurant

16:20: Arrival at greenhouse of Francisca Escobar

- Cropping soil - watermelon
- Conventional nutrient management
- Electrical tensiometers to automatically control irrigation

18:00 Departure from greenhouse of Francisca Escobar

18:40 Return to the Gran Hotel, Almería

20:30 Cross Visit Dinner at HOTEL CATEDRAL (10-15 minute walk from Gran Hotel)

Restaurant Hotel Catedral

Plaza de la Catedral 8

04002 – Almería

DAY 2; 28 APRIL

8:00 Transport from Gran Hotel to University of Almeria, Edificio CITE V

- Bus will leave from the front of the hotel

8:35-11:00: Building (“edificio”) CITE V of the University of Almeria

8:30: Welcome: Diego Valera, UAL Vice Rector for Research (5 min)

8:35: Cross Visit Evaluation

11:00: End of Cross Visit

A mini bus will immediately take people to Almeria airport, and then to the Almeria bus and train station, and to the Gran Hotel. A packed lunch will be provided.



5 Pictures of the canvas

Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.

5.1 Topic canvas

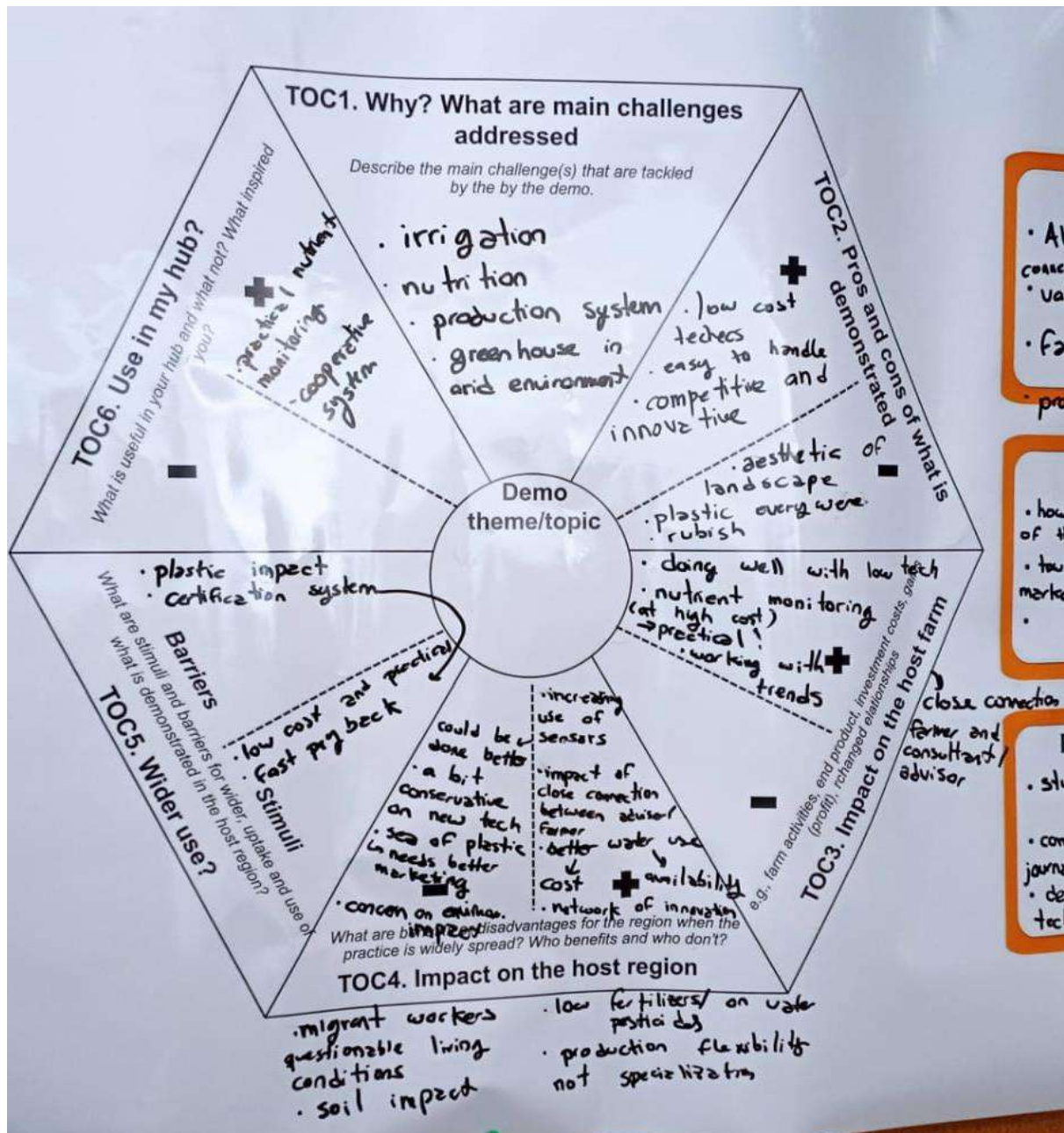


Fig. 2. Topic canvas (filled after knowledge exchange on the 29th October))

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PEARLS:

- AKIS system works through the connection between farmers, public and private advisors, producer organisations, and marketing/distribution
- Valorization of the land: by making an arid area agricultural
- Farmer cooperation
- Benefits are mainly distributed to the small family farms (not shareholder corporations extracting profits)

PUZZLES

- How to increase even more the use of technologies (1)
- How to improve the reputation of the “sea of plastic” (2)

PROPOSALS

- Have study groups with growers (in regard to puzzle 1)
- Demonstration of technology value, in terms of profit and sustainability (in regard to puzzle 1)
- Work on communication and marketing with journalists and invest in consumer education (in regard to puzzle 2)



5.2 Demonstration canvas

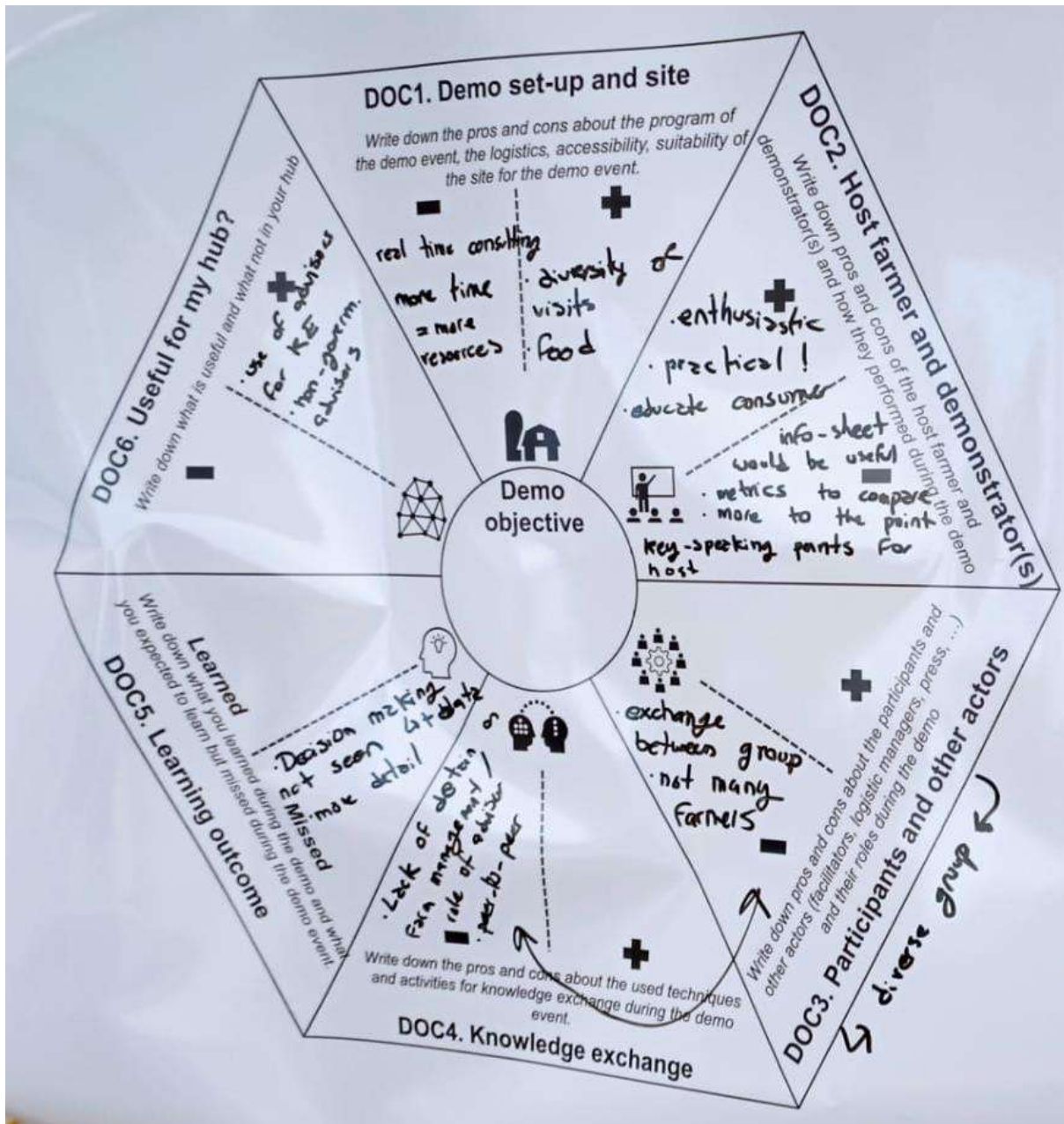


Fig. 3. Demonstration canvas (filled after knowledge exchange on the 29th October)

PEARLS:

- Great work in live translation from hub coaches to their invited demo-farmers

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- Tasting included in the visits was the perfect opportunity to share knowledge in an informal way
- The consumer education shown between students, technicians and civil society (e.g. Clisol farm)

PUZZLES:

- Transfer of some details and information could have been missed by translation
- Communication between NEFERTITI invited farmers was not that often

PROPOSALS:

- Having info-sheets at the beginning of the demo would allow to: compare farms, be more straight to the point, ensure more information is transmitted. Information about the farms was prepared and disseminated before hand to the hub coaches (ANNEX I), but perhaps it did not reach farmers.
- Having two English speakers in each hub: this way translation can be more effective and translators can rest
- An ice-breaker at the beginning of the CV would have been useful to open communication between farmers from different hubs.
- More time for the CV would also be better



5.3 Wrap-up canvas

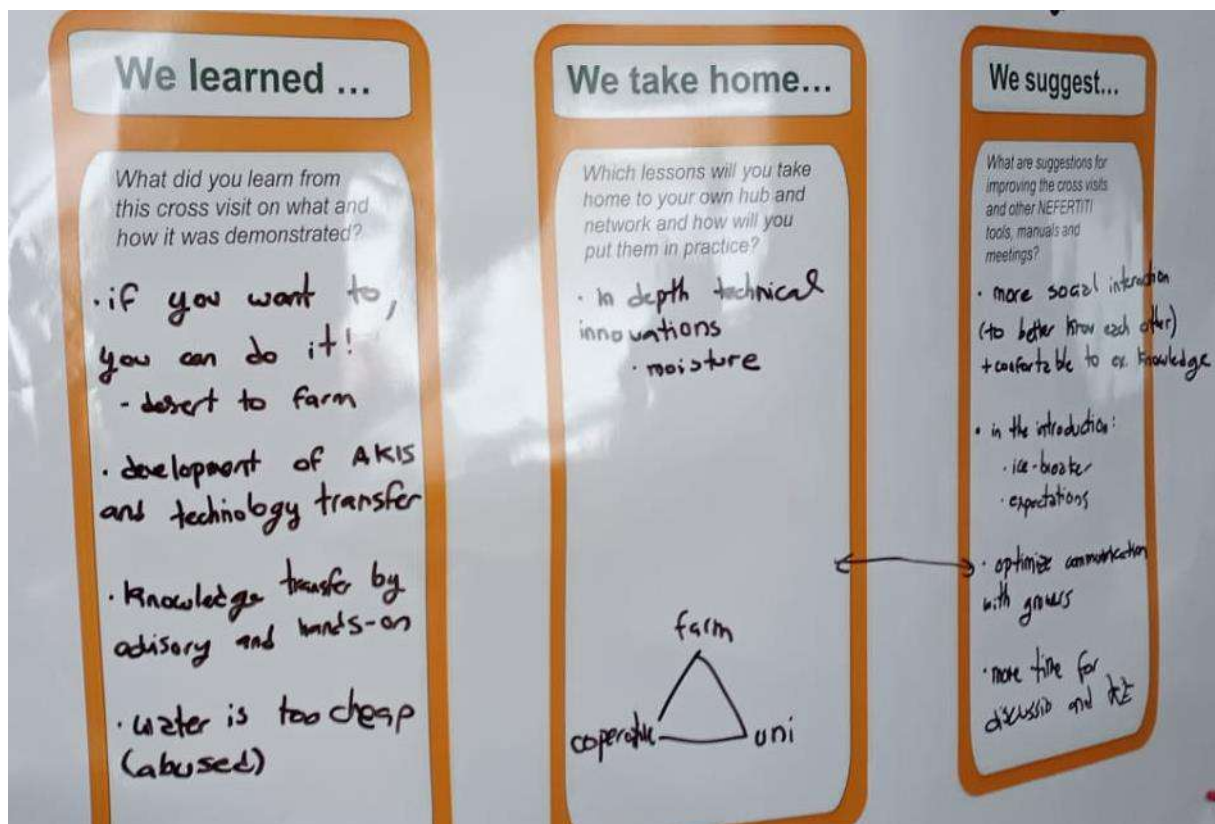


Fig. 4. Final output of the visit (after knowledge exchange on the 29th October)



6 Overall reflection of the organising hub coach (Rodney Thompson)

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Two of the six visiting hubs were unable to locate farmers interested in attending. One of those brought an innovation actor from a leading and very well-known consulting company. On the other hand, one hub bought three people (two farmers) and another bought four (two farmers). Consequently, we had six farmers amongst the invitees; the others being consultants and researchers.

Finding different farms, in this case greenhouses, with innovative farming practices related to both water and nutrient management was challenging. Two of the three greenhouses had similar crops, watermelon in soil; although one was an organic crop, and the other conventional. It would have been preferable to have had different crops; however, this was difficult because at this time of the year, watermelon is by far the most common crop. The three greenhouses were relatively close to one another and to the restaurant where lunch was eaten. As there was 45 minutes travelling each way between this area and the hotel, this kept the total travelling time to something acceptable. When asked, participants commented that the travelling time was not excessive.

The involvement of COEXPHAL (association of producers' organisation) in the organisation of the CV, specifically Gladys Sanchez, who was contracted on Nefertiti in the UAL as hub coach prior to moving to COEXPHAL, was very important, for the identification of some greenhouses, and communication with the growers. COEXPHAL and CIAMIBITAL (University of Almeria, research centre) took care of the organisation of meals, buses, and the organisation of the rooms used. Having this administrative support was extremely helpful.

Within the University of Almeria, there were some issues with the planning because there were two people with self-perceived organisational responsibilities, and roles were not clearly

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delineated. Possibly, for the future, there could be guidelines or similar for avoiding/resolving such issues.



6.2 Activities during the CV

Generally, the activities developed as they were planned. There was one relatively minor general issue, and one more serious specific issue in the development of the activities. The general issue was the difficulty of keeping people on time. In particular, leaving an activity in order to arrive at the next on time. People seemed to be very interested and comfortable at each location. This is associated with the commonly-referred to issue with CV of time availability. This general issue contributed to the specific issue. The specific issue was that we were about 30 minutes late in arriving at the third farm (greenhouse) after lunch. In addition to leaving lunch 5-10 minutes late, the greenhouse was located within a large and complex labyrinth of small roads, and Google Maps got very confused (on two phones). The farmer who was there on time had another activity immediately after. The result was an angry farmer and a short visit. The shortened visit meant that we were unable to see the fertigation system as was planned. The previous day, on a test run, the same coordinates worked well travelling from the place of the lunch. Another general issue was that some people suffered from the heat in the greenhouses, particularly in the one that was visited late morning. They had been advised to dress lightly. Maybe, that should have been stressed more strongly, and people should have been more strongly encouraged to take water inside.

The visits to each of the greenhouses were successful in terms of the high level of interest demonstrated by the visitors, the large numbers of questions, and that people did not seem to want to leave any single demonstration event. In the first farm, the visitors appreciated the tomato tasting that was provided. In general, the visitors appeared to be very appreciative of all the activities that were organised.

The Evaluation session was lively and successful. Notable features of the discussion were (i) that there was no “warm up period”, in that the discussion was lively from the beginning of the session; (ii) that all participants actively participated; and (iii) that invited people, including farmers were active participants in the discussion. There was an issue that affected the evaluation session. The Polish group (NW7-hub-PL) which consisted of two farmers, a researcher and the hub coach, were unable to participate. Their return flight from Almeria to Madrid was not definitely booked (as they had thought), and they had to catch an early train from Almeria to Madrid in order to (just) catch their flight from Madrid to Warsaw. While the evaluation session was successful, the participation of the Polish people was missed.

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7 Reflection of the WP5 monitor (if applicable)

The aim of this reflection is to capture what actually happened during the CV and to capture some remarkable observations on the whole CV process.

First, a clear description of what actually happened, for example during the field demonstrations, will make it easier for WP5 to interpret the end results of the canvasses. It can entail descriptions on who moderated the group, which specific (knowledge exchange) activities took place during the field demonstrations, how the knowledge exchange sessions was organised (e.g., 1 or more groups), etc. Second, remarkable observations might include innovative approaches used, group dynamics, nice ideas, conflicts, ...

7.1 Kick Off

The Kick-off presentation was very important to give historical, social, and technical context. This allowed for the visitors to better understand the agricultural knowledge system and what was about to be seen in the field demonstrations. The AKIS system in Almería is influenced by its commercial organisation, and small family farming system. It was first shaped significantly by cooperative credit and agricultural associative entities, with regional government advisory services and the University arriving later. Currently, there is a diverse and complex knowledge information system comprised of 15,000 small family farmers, diverse knowledge entities and experimental farms, and 80 plus producer organisations. As a result, the current P2P and farm demo structure is also influenced by this. Historical environmental challenges regarding water and nutrients were also set out, so as to give a more detailed context to the technical challenges, and rational for the tools adopted, at the farm level. This background also allowed visitors to understand the mid-tech approach, rather than focusing just on high-tech solutions.

The three presentations of the kick off meeting were translated into Polish and Bulgarian prior to the visit and sent to the respective hub coaches to distribute to their farmers. This was not done for the Dutch or Portuguese hubs because of their high level of English.



Illustration 1 Introduction of AKIS by Cynthia Giagnocavo



Illustration 2 Introduction of Cross Visit by Rodney Thompson

7.2 Field demonstration

The three visited greenhouses were very well chosen and allowed to see a variety of productions from the area (tomato, organic melon, conventional melon). The farmer from the first farm had participated in the Cross Visit to The Netherlands.

Farm 1:

- Recirculation in substrate in Almería –pepper and tomato
- Cropping in soil - tomato
- Example of use of A and B tank system for fertigation
- Tomato, pepper and cucumber tasting

Farm 2:

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- Cropping in soil - watermelon
- Organic management
- Advanced nutrient management (sap, soil solution)
- Electrical tensiometers (AIKOS) to automatically control irrigation
- Collaborating with José Manuel Torres Nieto (leading local consultant and frequent NEFERTITI collaborator)

Farm 3:

- Cropping soil - watermelon
- Conventional nutrient management
- Description of electrical tensiometers to automatically control irrigation

The hosts were very nice and enthusiastic and allowed the visitors to see the technologies. Even though there was a language barrier given the several languages present, this was overcome by translation from the Network Leader and the hub coaches to their farmers. However, while the hub coaches were translating, often the demo conversation continued, thus making it difficult for hub coaches to simultaneously translate everything. While farmers tend to understand farmers, even more inclusive approaches to demos, specifically dealing with different language participants and learning processes could be explored across the project.



Illustration 3 Farmer Lola Gómez demonstrating innovative solutions at her farm, including recirculation.

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Illustration 4 Greenhouse of farmer Lola Gómez (Clisol)



Illustration 5 Advisor Jose Antonio Torres demonstrating his organic management techniques on the organic farm of Daniel Uclés

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Illustration 6 The farm advisor explaining the use of various tools on the farm of farmer Francisca Escobar



Illustration 7 DSS in action.

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Illustration 8 Group photos on various farms

7.3 Reflection on the field demonstrations

Reflection on the field demonstrations occurred mostly during the visits when the participants exchanged ideas between them and on the bus ride between demonstrations. In certain cases, on the field, visiting participants made plans for future contact with Almería farmers. Commercial interactions between hub participants could also be explored across this or future projects as another way of continuing the legacy of the demo and p2p projects. During one of the visits, there was a tasting, which was the perfect opportunity for reflection and exchange. At the social dinner event, very short video vignettes were taken to prompt reflection. In

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In addition, after the Evaluation Day 2, Naturland had more time so was taken to see other organic growers entity, BioSabor, who hold a Naturland certification.



Illustration 9 Exchanging Ideas and discussion during the visit



Illustration 10 German participant and Almeria farmer exchanging contacts and information for future correspondence and commercial relations



Illustration 11 Tasting in education-rural tourism area of Lola Gómez (Clisol)

7.4 Social activity

The social activity of the Cross-Visit was a dinner hosted on the last night before the Evaluation Day 2. It was a nice event but due to rain, the original plan of dining outdoors in the Cathedral plaza in one big table was not possible. Instead, the restaurant provided a private room with four tables of 6 to 10 people. A common large table may have improved the social aspect of the dinner, although people got to talk to more people than those by their immediate side, which often is the case in very big tables. Various informal video interviews were carried out, which got people up out of their seats and talking, and people moved from table to table, particularly the Monitor who prompted reflection, in a social manner, on several points.



Illustration 11 Informal interviews during social dinner

7.5 Knowledge exchange

The knowledge exchange went extremely well. After the whole day of being with the network, visitors and hosts felt more comfortable with each other (and with their spoken English) to allow for a very interventive exchange, having everyone participate and share their takes. The time saved for this activity was adequate but could have been longer. Given flight schedules, it could not go beyond 11:00 a.m. However, it was useful that it started early morning.

7.6 Wrap-up



The wrap-up was a bit rushed as expected since many people had a very short time to be at the airport, but after a very fruitful knowledge exchange, this was not a problem.

7.7 Conclusion: overall impressions, remarks, suggestions, ...

Overall the NW7 and 8 Cross-Visit to Almeria, was a success. The organization team did an amazing work preparing a Cross-Visit that would demonstrate the Almeria production system in depth. This was made possible by carefully choosing the demonstration farms we would attend and having a very meticulous plan in order to make the most of the Cross Visit time.

Visitors were mostly impressed by the possibility of farming in such an arid place and the existing AKIS system at work, which allowed for close communication between farmers, researchers, public and private advisors, and marketing and distribution, producer organisations, as well as institutions and test farms. The benefits of the cooperative system in terms of AKIS was also noted, particularly by those from former socialist bloc countries such as Bulgaria.

The logistical organization was impeccable. Everything was well planned and thought through. Meals and transportation were all ensured, so visitors did not have to worry about anything.

The visited farms were very enthusiastic and willing to share their knowledge. Even though there was a language barrier, both the host and the visitors, made an impressive effort to exchange information through the means there were available. An info sheet at the beginning of the visits could have possibly helped with this detail.

Another aspect that could be improved, was the social communication aspect. At the beginning, communication between farmers on the visit was not fluid. At the end of the Cross-Visit, farmers were much more comfortable talking to each other outside of their hub. This could have been avoided by having an ice-breaker at the beginning of the Cross-Visit, particularly focused on fostering open communication between farmers.

Other than these two remarks, the Cross-Visit was very useful for the visitors and the hosts, having exchanged knowledge on green-house farming and seeing all the used technologies.

7.8 Some pictures from the main “steps” of the cross-visit (see above)

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ANNEX 1

Full agenda sent to Hub coaches with description of farmers and farms

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CROSS VISIT OF
NETWORK 7 "Improved nutrient Use Efficiency in
Horticulture" and
NETWORK 8 "Water Use Efficiency in
Horticulture"

Almeria, Spain, 27-28 April 2022



Cynthia Giagnocavo & Rodney Thompson; University of Almeria. With considerable help from Gladys Sanchez and Victoria Cruz of COEXPHAL

General introduction

The Cross Visit is organized by the University of America and COEXPHAL, which is the most important farmer association for the Almeria greenhouse industry. Three commercial greenhouses will be visited. The growers and their advisors will explain their irrigation, nutrient and cropping management practices.

As we are in the spring growing season (there is also an autumn-winter growing season), the crops that we will see are (1) long season tomato and pepper, which were planted last summer, and (2) spring-grown watermelon.

Demo approaches:

The growers will explain their relevant management practices, and respond to questions. In two of the greenhouses, the growers will explain in Spanish and translation to English will be provided. For some groups, the hub coach will need to make a second translation from English.

AGENDA NEFERTITI CROSS VISIT NW7 & NW8 ALMERIA 2022:

HOTEL:

Gran Hotel Almeria

Avenida Reina Regente, 8

04001, Almería

Tel.: (+34) 950.96.19.96; E-mail: repcion.almeria@ohtels.es

- See map on page 8

EVENING OF ARRIVAL; 26 APRIL

20:30 onwards:

Informal tapas meal in OTILIO GREEN BAR

Avenida Federico García Lorca, Almeria

- Downstairs in the restaurant; the upstairs terrace will be closed
- See map on page 8
- 6-10 minutes walking from the Gran Hotel
- Each person pays for their meal and drinks
- There will be several small tables (4-6 people per table) grouped together near the entrance
- Reservation in name of "Gladys Sanchez"
- We suggest separate accounts for each group/country, to avoid confusion
- Maybe simpler to pay in cash; please have cash ready

DAY 1; 27 APRIL

8:15-9:30 Conference Room, in Gran Hotel

8:15: Explanation of the Cross Visit

1. Welcome and Introductions (5 min); *Coexphal and Cynthia Giagnocavo*
2. The knowledge and innovation system (AKIS) of the Almeria greenhouse system (15 min);
Cynthia Giagnocavo
3. Outline of the Cross Visit (5 min); *Rodney Thompson*
4. Explanation of the Almeria greenhouse system, with a focus on irrigation and nutrient management issues.
 - "The greenhouse system of Almeria" (15 minutes); *Rodney Thompson*
 - "Water and nutrient management issues in the Almeria GH greenhouse system" (15 minutes); *Rodney Thompson*
5. Questions
6. Planning for the Evaluation Session (3 min); *Leonor Santos*

9:35 Departure by bus in front of Gran Hotel

10:15 Arrival at the greenhouse of Lola Gómez (Clisol)

- Recirculation in substrate in Almeria – Pepper and tomato
- Cropping in soil - tomato
- Example of use of A and B tank system for fertigation
- Tomato tasting, coffee break

12.15 Departure from greenhouse of Lola Gómez (Clisol)

12:30: Arrival at greenhouse of Daniel Uclés

- Cropping in soil - watermelon
- Organic management
- Advanced nutrient management (sap, soil solution)
- Electrical tensiometers (AIKOS) to automatically control irrigation
- Collaborating with José Manuel Torres Nieto (leading local consultant)
- **THERE WILL BE POLLINATING BEES. PLEASE NO PERFUMES etc.!! Maintain distance from crop. Please be very careful, if allergic to bees.**
- **Note: Rod and Gladys are highly allergic to bees, and have spent many hours in greenhouses with bees, with no problems**

14:00 Departure from greenhouse of Daniel Uclés

14:15: Lunch at “EL EDEN” restaurant (25 personas)

16:00 Departure from “El Eden” restaurant

16:20: Arrival at greenhouse of Francisca Escobar

- Cropping soil - watermelon
- Conventional nutrient management
- Electrical tensiometers (Wise Irrisystem) to automatically control irrigation
- Example of fertigation using multiple tanks of concentrated fertiliser solutions

18:00 Departure from greenhouse of Francisca Escobar

18:40 Return to the Gran Hotel, Almeria

20:30 Cross Visit Dinner at HOTEL CATEDRAL (10-15 minute walk from Gran Hotel)

Restaurant Hotel Catedral

Plaza de la Catedral 8

04002 – Almería

- See map on page 8

DAY 2; 28 APRIL

8:00 Transport from Gran Hotel to University of Almeria, Edificio CITE V

- Bus will leave from the front of the hotel
- Note breakfast is from 7:30.

8:35-11:00: Building (“edificio”) CITE V of the University of Almeria

8:30: Welcome: Diego Valera, UAL Vice Rector for Research (5 min)

8:35: Cross Visit Evaluation

11:00: End of Cross Visit

A mini bus will immediately take people to Almeria airport, and then to the Almeria bus and train station, and to the Gran Hotel. A packed lunch will be provided.

FARM VISITS

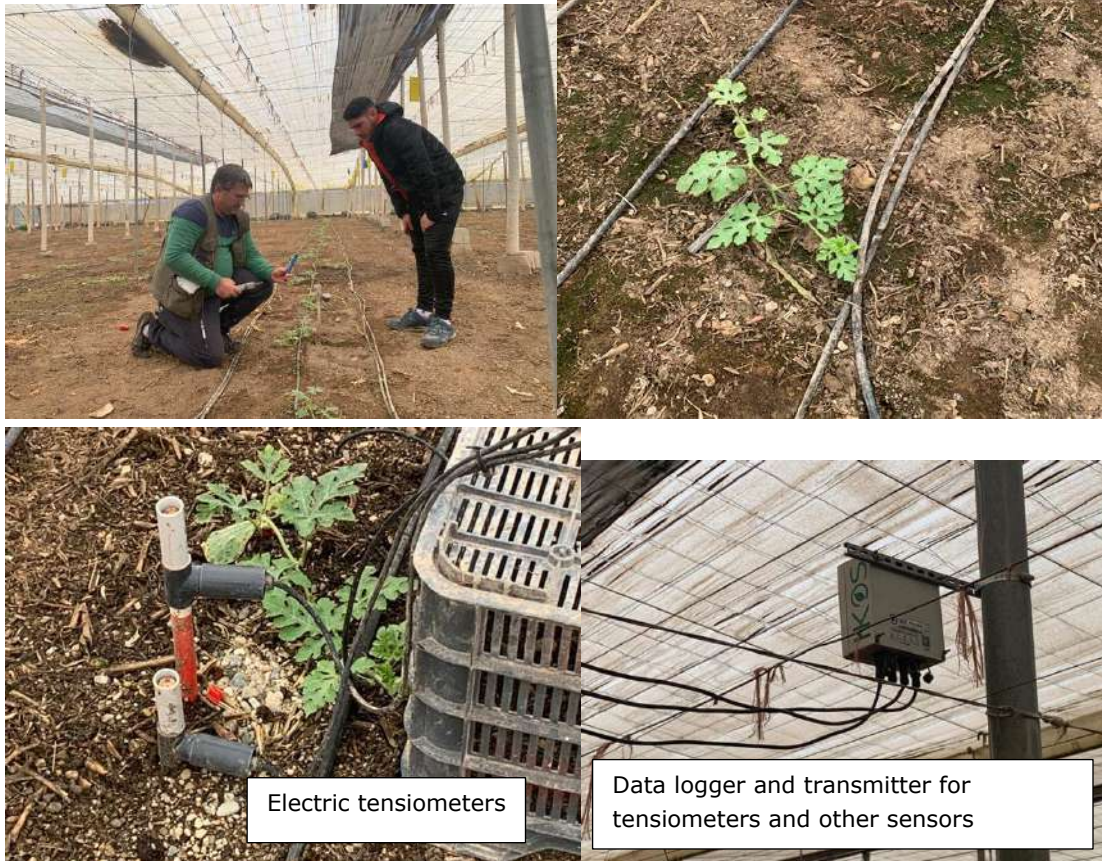
1) Greenhouses of Lola Gómez (company name CLISOL)



Lola will demonstrate:

- Tomato crop in soil, and show an example of the “enarenado” artificial soil system of Almeria. This greenhouse belongs to a neighbour
- A tomato crop grown in coco fibre substrate; planted 27 August, 5,000 m²
- A pepper crop grown in coco fibre substrate; planted 7 July, 10,000 m²
- Both crops in substrate have recirculation of the nutrient solution. Substrate is uncommon in Almeria (10% of surface area). Recirculation is very uncommon in Almeria.
- The use the A and B tank system for fertigation. This is uncommon in Almeria.
- There will be a tomato tasting, and coffee break

2) Greenhouse of Daniel Uclés

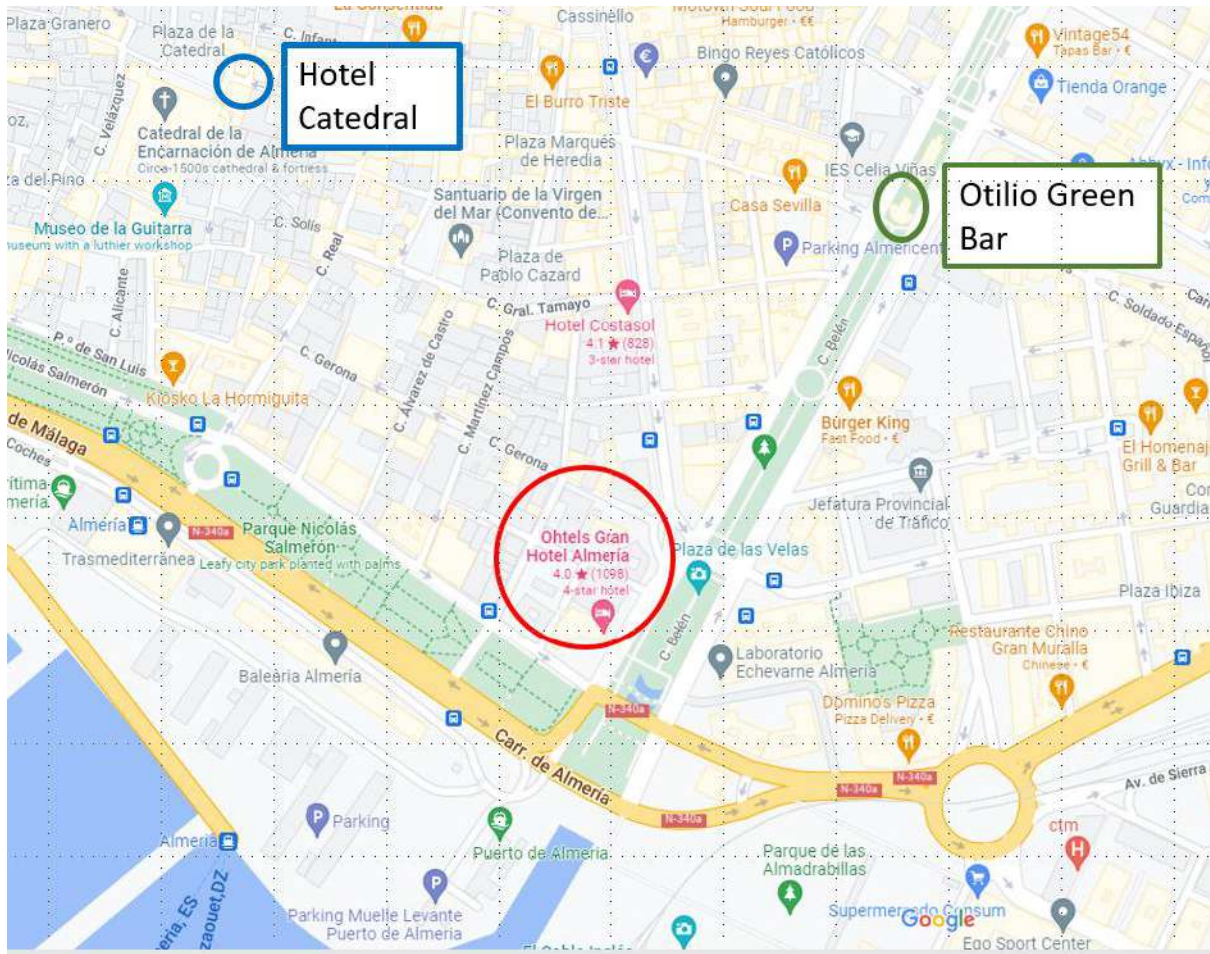


- Watermelon grown in soil
- Organic management
- Advanced nutrient management (sap, soil solution)
- Collaborating with José Manuel Torres Nieto (leading local consultant) who has a professional philosophy that emphasizes monitoring and measurement
- Electric tensiometers (AIKOS, a local company) to automatically control irrigation
- Two greenhouses (7,500 m² and 9,000 m²) with same crop; planted 10 March 2022.
- **THERE WILL BE POLLINATING BEES. PLEASE NO PERFUMES etc.!! Maintain distance from crop. Please be very careful, if allergic to bees.**
- **Comment: Rod and Gladys are highly allergic to bees, and have spent many hours in greenhouses with bees, with no problems**

3) Greenhouse of Francisca Escobar



- Watermelon grown in soil
- Conventional nutrient management
- Electrical tensiometers (Wise Irrisystem) to control irrigation
- Example of fertigation using multiple tanks of concentrated fertiliser solutions
- 40,000 m²
- Planted 28 January 2022
- Will demonstrate a fertigation system that uses multiple tanks of concentrated fertiliser solutions. This is the most common fertigation system in Almeria.



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Cross visits Report
Network 9
Navarra
May 16-18th



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Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Pesticides use reduction in Navarra, on May 2022.

1 General information on the Cross Visit

Hosting Hub : Spain

Contact person of the hosting Hub: Noelia Telletxea (ntelletxea@intiasa.es)

Name of the WP5 Monitor (if applicable):

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Marion Enard	Hub coach of French hub
Thomas Larrieu	Advisor of French hub
Philippe Mouquot	Advisor of French hub
Luc Bugnon	Farmer of French hub
Stanimir Stefanov	Hub coach of Bulgarian hub
Clara Gérardin	Network leader
Ivan Ivanov	Farmer of Bulgarian hub
Plamen Marinov	Farmer of Bulgarian hub
Alessandra Gemmiti	Government Italy
Nicolas Aveline	Advisor of French hub

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3 Invitation

Dear network partners,

We have prepared a technical file with information on Cross Visits on May 17, you can find it in the attached file.

You can find attached:

- **The complete agenda of the Cross Visit on May 16-18**
- **The logistic information (Hotel and practical information)**

Please, don't forget to register by April 11, 2022

Registration to the Cross visit needed via this [LINK](#).
The deadline to register ends April 11, 2022.



NEFERTITI - Cross Visit - SPAIN

The deadline to register ends April 11, 2022.





4 Agenda

May
 16-18
 2022

Cross Visit in Spain

Networks #04, #06 y #09



PRE-PROGRAM



Monday: *Arrival in Pamplona*

Hotel 3 Reyes, C. Taconera, 1, 31001 Pamplona, Navarra, Spain.

- Afternoon:
- 18h00 Welcome coffee.
- 18h00 -19h00 Introduction to the context in Navarra and rules of the Cross Visit.



Tuesday: *Cross visits day*

08h30 Departure from Hotel 3 Reyes by bus.
 10h00 Visit INTIA experimental farm in Sartaguda.

Field demo: Observe the different techniques used at Sartaguda experimental farm to organic horticultural production. Networks #04 #06 #09

13h00 Break: Lunch

15h30 Route 1. Visit Gumendi. Network #09

Field demo: Gumendi production and distribution of organic food. (<https://gumendi.es/>)

15h30. Route 2. Visit organic farm. Networks #04 #6

Field demo: Arable crops in organic production.

18h00 Back to Pamplona 3 Reyes Hotel.

19h30 Pamplona guide tour & dinner.



Wednesday: *Knowledge exchange*

08h30 Departure from Hotel 3 Reyes by bus to INTIA headquarters.

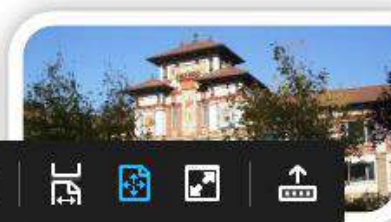
09h00 Visits reflection.

10h00 Break: Coffee break.

10h15 Parallel sessions Networks #04 #06

#09. Knowledge exchange: reflection on the innovation and how the innovation was demonstrated. Wrap-up.

12h00 Lunch.





CROSS VISIT 1- INTIA EXPERIMENTAL FARM SARTAGUDA

Host Farmer: Public Entity



1 **When** 17th, May 2022. In the morning (10h00 to 12h00)

2 **Where** [How to arrive](#)

The experimental farm has a surface area of 20 ha dedicated to horticultural crops (indoor and outdoor), fruit trees and arable irrigated crops. It is managed under organic agriculture. The average annual rainfall is 425 mm, and the average annual temperature is 14,2 °C.

3 **Target Group**
 Networks #4, #6, #9

4 **Objective**

Objective 1 To introduce farmers to new techniques for controlling weeds, pests and improving soil quality.

5 **Topics**
 It is an OPEN DAY for the farmers of Navarra.
 - Mechanical weeding demo in maize and legumes
 - Flower strips for biological control
 - Roller Crimper demo



CROSS VISIT 2 - S.A.T. TORRE VERDE (GUMENDI) (<https://gumendi.es/>)

Host Farmer: Private



1 **When** 17th, May 2022. In the afternoon (15h30 to 1700h)

2 **Where** [How to arrive](#)

Horticultural farmers (SAT Torre Verde) dedicated to the production and distribution of organic food since 1992. Very biodiverse farm with 25 hectares in which they produce many horticultural crops. Two of the partners have the organic distribution company Gumendi. The average annual rainfall is 419 mm, and the average annual temperature is 14,3 °C.

3 **Target Group**
 Network #9

4 **Objective**

Objective 1 To introduce farmers to the management of a farm with a high degree of biodiversity: Rotations, flower bands, biological control....

5 **Topics**
 - Diversification in organic horticulture.





CROSS VISIT 3 - VICTOR ÁBREGO

Host Farmer: Private



1 **When** 17th, May 2022. In the afternoon. (15h30 to 17h30)

2 **Where** [How to arrive](#)

It is a rainfed farm of 50 ha. of arable crops, focused on crops for human consumption such as buckwheat, fodder, rye, legumes, quinoa, millet, etc., as well as green manures. It is located in Iguzquiza where the average annual rainfall is 610 mm, and the average annual temperature is 13 °C.

3 **Target Group**
Network #4, #6

4 **Objective**
Objective 1 To introduce farmers to alternative crop rotations and on-farm valorization of the production.

5 **Topics**
- Rotation with gluten-free crops for human consumption.
- An on-farm bakery to elaborate gluten-free products.



5 Pictures of the canvas

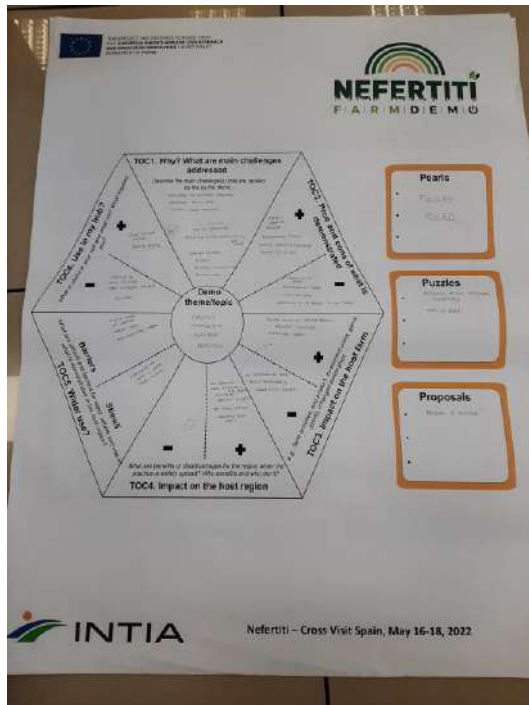
Please provide here pictures of the completed canvas that were used during the knowledge exchange and wrap up session. **Make sure that what is written down on the canvas is readable.** If necessary take more pictures of one canvas to increase readability. If post-its are used to complete the canvas, make sure they don't overlap. If it is not readable, please write down the answers yourself next to the pictures.

5.1 Topic canvas

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Participants of networks 4 commented the following ideas related to the topic of the field demonstration.

TOC1. Why? What are the main challenges addressed?

- Combining sales to the industry and fresh market
- Challenges about water, irrigation systems
- Selection of his own seeds
- Indoor and outdoor production
- The use of flower strips

TOC2. Pros and cons of what is demonstrated

Pros:

- Farmer open to practices. He is adapted to the market. He loves his job
- Use of biodegradable plastics

Cons:

- Dependance on plastic and water
- Lots of work
- Need to adapt the product to the market

TOC3. Impact on the host farm

Pros:

- Low use of inputs
- He has his own philosophy. He is convinced
- He employs a lot of people

Cons:



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- Lots of mechanical work
- The use of flower strips mixtures (he prepares his own mixtures)

TOC 4. Impact on the host region

Pros:

- Job opportunity in rural areas
- Local organic production
- Not using chemicals

Cons:

- No cons 😊

TOC5. Wider use?

Stimuli:

- Experience the same in other places and contexts

Barriers:

- A lot of people are needed, very diversified production
- Manual work
- More knowledge is needed

TOC 6. Use in my hub

Pros:

- Ideas to diversify production

Cons:

- Difficult to adapt to other crops such as vineyards and orchards
- Climate differences

PEARLS

- Flower power

PUZZLES

- Efficiency of machinery
- Need of workers

PROPOSALS

- Farmer can become a youtuber

5.2 Demonstration canvas

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DOC1. Demo set-up and site

Cons:

- Too warm

DOC2. Host farmer and demonstrator(s)

Pros:

- Passionate farmer
- Good explanations and open to questions

Cons:

- He did not talk about money and it is essential to have economical information

DOC3. Participants and other actors

Pros:

- Discussion about technical topics

Cons:

- It would be interesting to have an advisor

DOC4. Knowledge exchange

Pros:

- He wanted to share and show and he was opened to all the questions
-

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DOC5. Learning outcome

Missed:

- Meeting other farmers to improve peer to peer learning

DOC6. Useful for my hub

Pros:

Cons:

PEARLS

- Exchange
- Time to talk
- Place
- Organisation
- Farmer

PUZZLES

- Language (it was difficult to understand even though we were using earphones)
- Weather

PROPOSALS

- More farmers are needed in demonstrations

5.3 Wrap-up canvas

We learned:

It was interesting to see that techniques used in the experimental farm are being used by host farmer. It was also interesting to know about the region, types of production, irrigation systems,....

We take home:

The use of flower strips which is not widespread in other places, examples, strategies, treatment recommendations,...

We suggest:

It would have been interesting to meet more local farmers during the meeting.



6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?



The organisation of the CV was according to the plan. Even though three networks were involved and the group was quite big, either the demo events or the rest of the activities were very well planned (timetable, breaks, translation...) and everything was as expected.

Field demonstrations were interesting. It was an open field day organised by INTIA and participants from NEFERTITI thought that it was interesting to have local farmers. This was also interesting for local farmers who knew that farmers from other countries come to see how we do things here and that we are exchanging and trying to find solutions together. However, the language was an obstacle and although they could understand everything in the demonstration (translation) they could not exchange thoughts with local farmers. We had different actors (farmers, advisors, researchers, students, policy makers...). It was not easy to find local farmers to join the Nefertiti group during the rest of the day (field visits in the afternoon, dinners, ...) and participants missed having the opportunity to be with more farmers during the CV.

6.2 Activities during the CV

Did everything happen according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

Everything was according to what was expected. Field demonstration were interesting for participants and reflection activities in the following day were rewarding. Apart from the demo activities, participants enjoyed a city tour in Pamplona as a social activity.



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Cross visits Report
Network 10
[FRANCE, Normandy]
[29/06/2022-01/07/2022]



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Cross visits template for report.



Document Summary

Deliverable Title: **Cross visits template for report**

Version: 1

Related Work package: WP2, WP5

Author(s): **Laure Triste**

Contributor: **Michael Kügler**

Programme: **NEFERTITI**

Project coordinator: **Adrien Guichaoua**

Manual

This document gives an overview of what should be reported by the hosting hubs coach (and WP5 monitor if applicable) for Cross visits. This report should be send to Michaël Kügler (m.kuegler@vlk-agrar.de), Laure Triste (laure.triste@ilvo.vlaanderen.be), Adrien Guichaoua (Adrien.Guichaoua@Acta.Asso.Fr), Maria Coreiro (mcordeiro@inovisa.pt), Herman Schoorlemmer (herman.schoorlemmer@wur.nl), and the attending WP5 monitor if applicable.



Cross visits Report of Network 10 in Normandy (France), on 29-30 of June and 1st of July 2022

1 General information on the Cross Visit

Hosting Hub : France

Contact person of the hosting Hub: CORDEL Pierre

Name of the WP5 Monitor (if applicable):

2 List of participants to the demo:

Please complete the table with the participants of the demo and their role in the network, or ask a list with participants to the hosting hub coach. This gives us an overview of the type of actors who attended the demo and the representation of the different hubs.

Name	Role in the network (e.g. demo farmer of hub X, advisor of Hub X, Hub coach of hub X, researcher of Hub X, ...)
Annie McKee	Hub coach UK (Scotland)
Tami Wooldridge	Hub coach UK (Scotland)
Nicky Campbell	Farmer and member of NFUS Next Gen (Scotland)
Courtney Bell	Farmer and member of SAYFC (Scotland)
Toni Hope	Farmer and member of SAYFC (Scotland)
Matthew Steel	Farmer and member of NFUS Next Gen (Scotland)

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Andrew McFadzean	Farmer and member of NFUS Next Gen (Scotland)
Lisa Oehlert	Hub coach Germany
Fredo Wulff	Farmer (Germany)
John Moriarty	Hub coach Ireland
Padraig McCormack	Dairy Advisor Teagasc (Ireland)
Jack Kearney	Young farmer farming in partnership with his parents (Ireland)
Michael Kugler	(Belgium)
Alessandra Gemmiti	(Italy)
Manon Hardelay	Internship in Normandy Chamber of Agriculture (France)
Pierre Cordel	Hub coach France

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3 Invitation

Please provide the invitation of the CV here.

No invitation send

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4 Agenda

Please provide the detailed agenda/programme of the CV here.

June 28th:

Arrival of all the participant

Day 1 June 29th full day:

- Depart at 09:00 from Caen to Saint-Lô Thère agricultural school
- 10:00 to 12:00 visit of Saint-Lô Thère
- Lunch
- 14:30 Visit of Thibaut Giraud's farm (young farmer) @ThibautGiraud1
- Go back to hotel
- Dinner in Caen

Day 2 June 30th Full Day

- Visit of "Village By CA" a StartUp village who work for and with farmer
- Lunch
- Depart to the Tech&Bio fair at 13:00
- Visit of the Tech&Bio fair with about 10 stand selected on subject like setting up and transmission, change of life (new entrant), organisation of work, how to go on week-end or holidays for our thematics and some subject about hedge, climate change, health in the field.
- Evaluation of the cross visit
- Social dinner

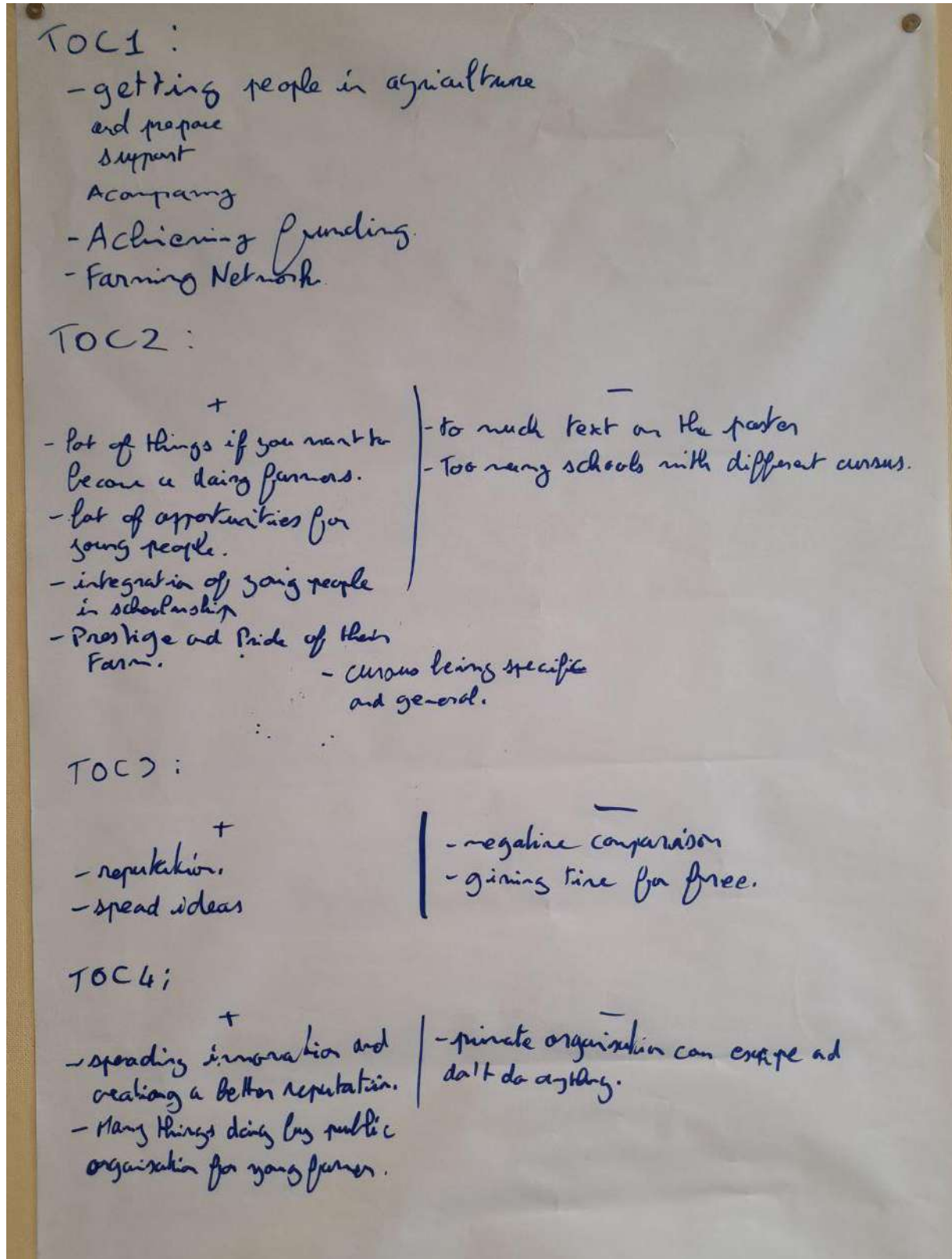
Day 3 July 1st Half day 8am to Lunch

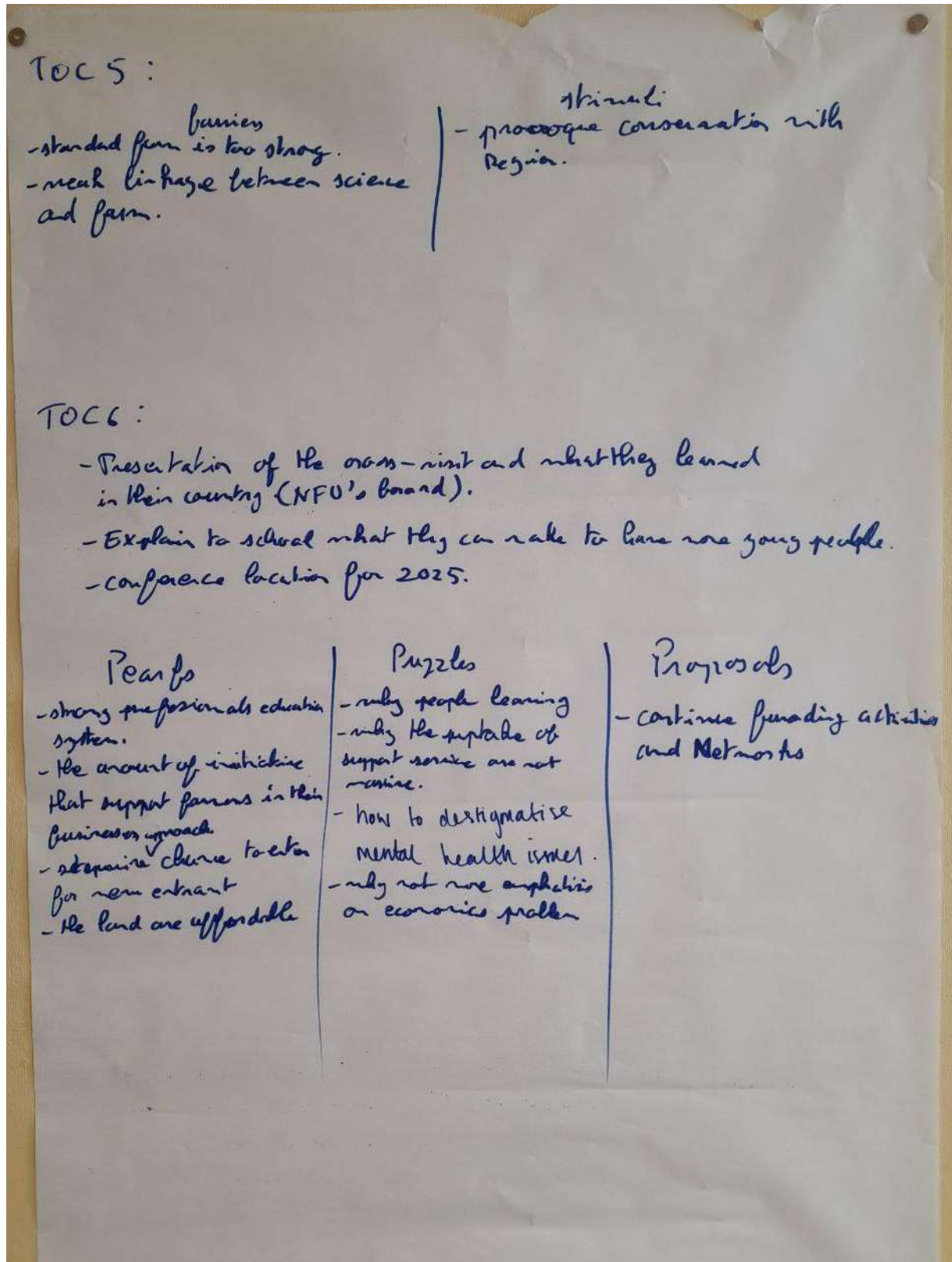
- Travel to La Blanche Maison experimental farm
- Visit of the farm and discussion
- Depart



5 Pictures of the canvas

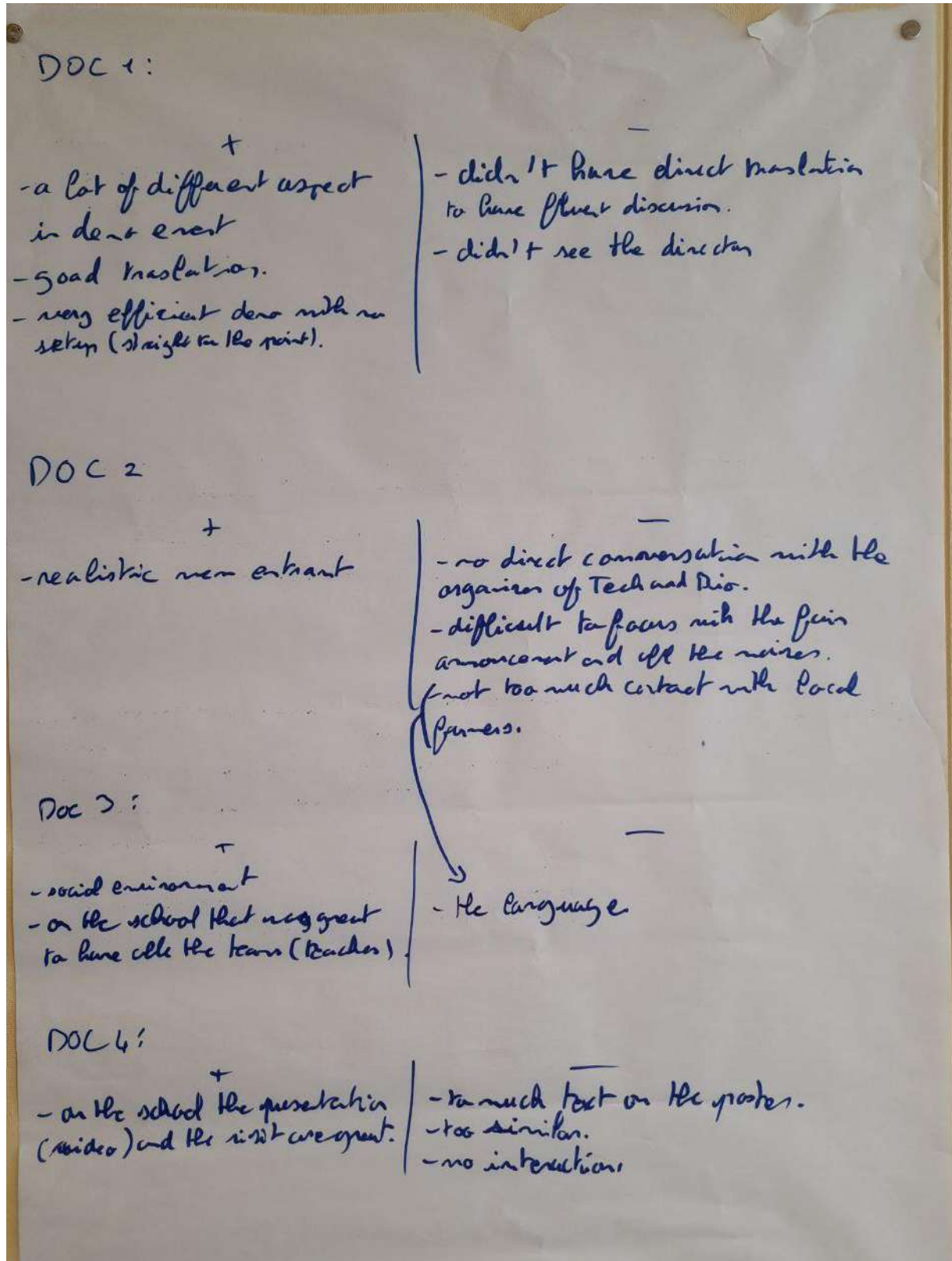
5.1 Topic canvas

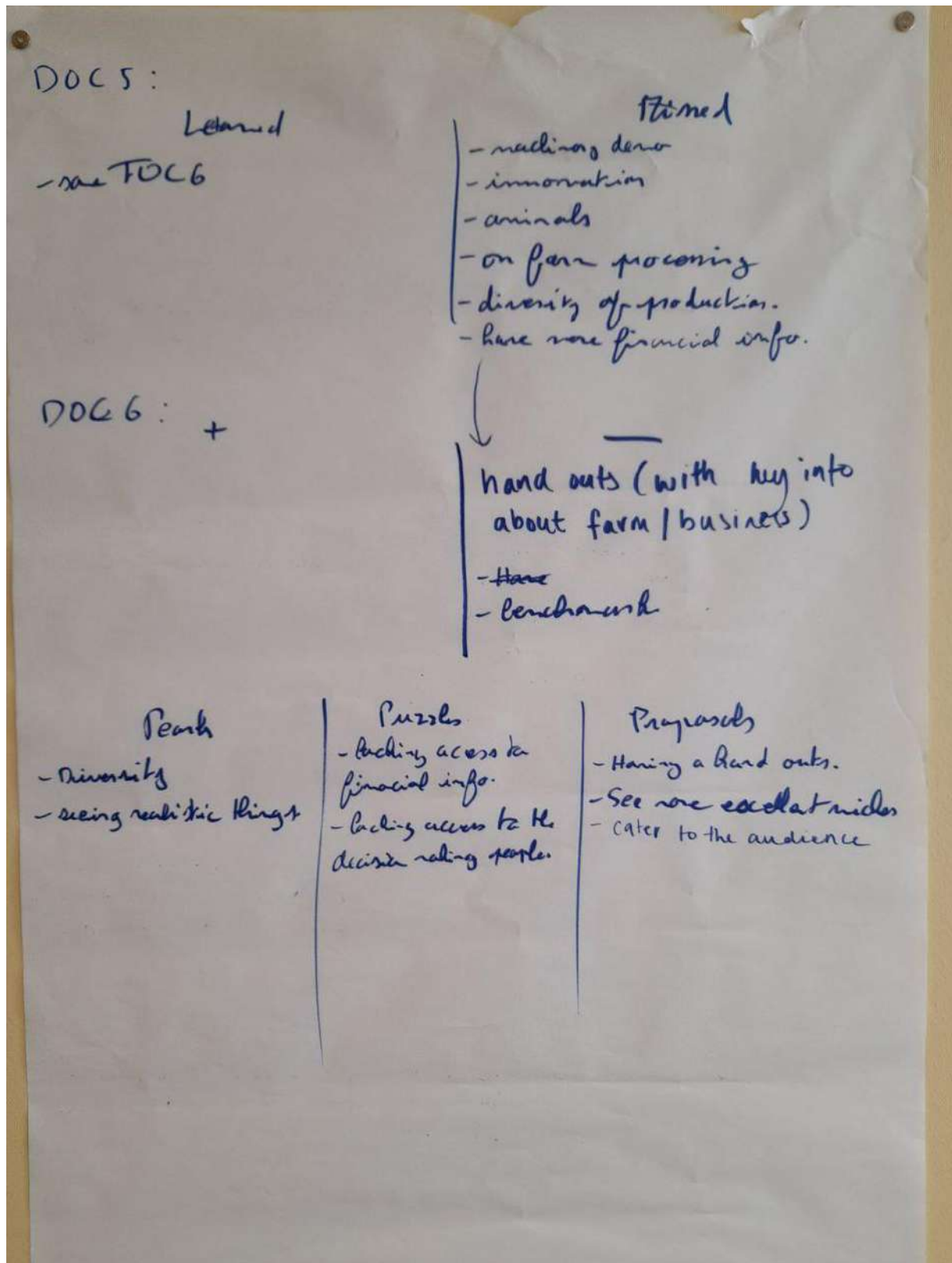






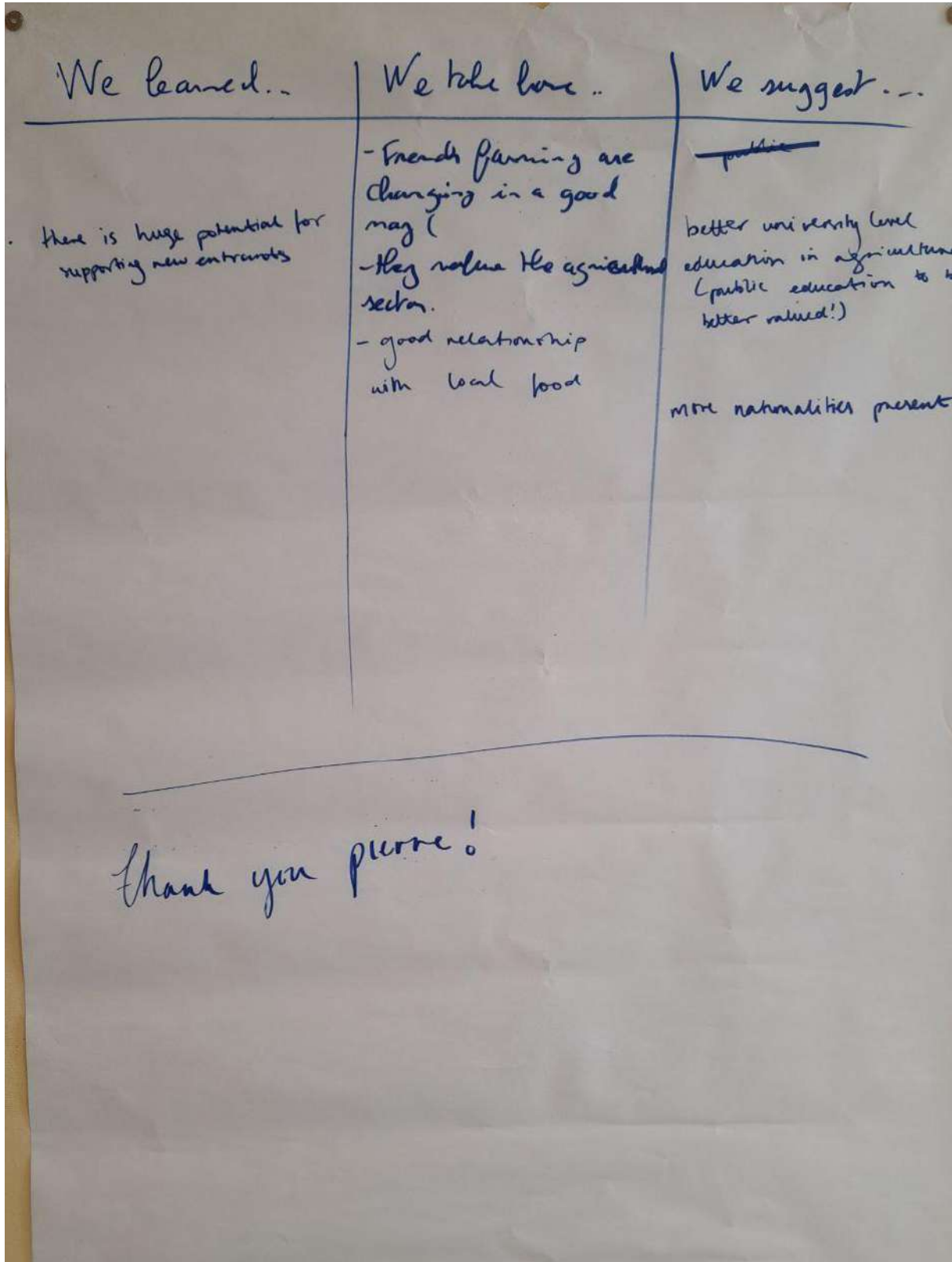
5.2 Demonstration canvas







5.3 Wrap-up canvas





6 Overall reflection of the organising hub coach

*Please provide your reflection on the CV as a whole. This involves the organisation and the activities during the CV. Specifically report problems and bottlenecks you faced during the organisation and the activities, and **try to give an explanation of why you think they happened, so we can learn from this.***

6.1 Organisation of the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality, for example, regarding finding participants of different actor groups to attend, finding a good field demo, communication and task divisions between organisers, etc. What went better than expected and what was difficult? And Why?

For the organisation of the cross visit we are, at the beginning, not really prepare to do it but we work together and find the main event and build all the cross visit around this event (the Tech&Bio fair). After it was quite easy to organise the visit with the different actor, they are all happy to exchange with other European farmer and advisor. The big difficulties that we didn't plan was the rest of the cross-visit (bus, lunch, dinner, etc.) It takes time and we need to have the exact number of person who attend, we have to deal with the timing and be prepare to change something at last minutes. Overall, the organisation of the cross visit went well and now we know what it is.

6.2 Activities during the CV

Did everything happened according to plan? Do you see differences between what was expected and what happened in reality? Please add all remarkable, innovative, difficult aspects, and any other remarks, observations or comments you have. What went better than expected and what was difficult? And Why?

Mostly all the cross visit happened according to first plan except for the activities on the 30th of June. At the beginning we are suppose to participate to a webinar with the H2020 project I2Connect but one or two week before the cross-visit my colleague in charge of I2Connect project tell me that the webinar was postpone. So we find a partners that accept to organise a visit and discussion of there activities one week before the cross-visit. We are also nervous because during almost every visit we must translate from

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French to English, and we cannot afford professional translator. So, we decide to do it by ourselves and finally it was less difficult than expected and everything went well.





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