

NOTES

FARM CONTINUTY SEMINAR 10-11.02.2014, BRUSSELS



MONDAY, 10. 02. 2014

9.00-11.00 INTRODUCTION

Welcome and genealogy of the seminar

With thanks to Lena's notes on this part:

“At the beginning of the seminar Maarten explained the genealogy of this seminar. All started from a workshop organized by Terre de liens (Grundtvig Network. The Demeter International organized two conferences on Access to land (October 2012 and July 2013). Then Anna and Maarten made an application in ILC (International Land Coalination) and got a grand. Around Europe and not only there are some associations which work on land issues. (name the organizations).

The idea for the Farm Continuity Network started from a skype meeting on the 7th of July as a follow up action from the Demeter Conference which took place the same month in Brussels. During the skype meeting there were identified ways of collaboration between the different organizations and the participants exchanged tools and ideas on farm continuity. There were lack of basic data on farms succession and farm continuity in Europe. Therefore, it was decided to develop a fact sheet per country and develop a website. Several individuals from different countries were asked to fill in the fact sheet but there were not enough responses maybe due to the complexity of the fact sheet. Also, it was decided that the network should be developed in small steps and the group needs coordination.

At the end of April Maarten and Anna should deliver the article:

The aim of this seminar is to exchange knowledge and tools which facilitate access to land and farm succession. On Monday (10/2) the focus will be on the existing knowledge and on Tuesday the attention will be given on EU experiences and tools.

Next participants introduced themselves and answer the following question: “What relation do you see between farm succession and access to land through your work/ research focus?”

See also ppt ‘1_Workshop Presentation Introduction’

Participants’ introduction

Maarten Roels (B-Terre-en-vue): Terre-en-vue facilitates the links between owners and farmers since 2011. Also he has started a farm. He gave some alarming data on the number of farms and farmers which disappear every week (40 farms and 62 farmers disappear on average every week since 20 year in Belgium).

Anna Korzenszky (AT/HUN-Netzwerk Existenzgründung in der Landwirtschaft): is a PhD student at the University of Vienna, in Sociology, working on the topic ‘Extra familiar farm succession in Austria’, also works for the Nyeleni Europe Movement for Food Sovereignty.

Karina Benessaiah (Greece): is a PhD student in the University Arizona and she is doing her research in Greece on alternative forms of food production;

Matthias Bussels (B -Biogrondfonds): from Flanders, works as volunteer for the the Flamish organization ‘Biogrondfonds’; he is working on the issue how to buy land and make it accessible to small scale farmers. Land access is difficult because of the high prices of land.

Marie Poisson (F-Civam): to help farmers by working on farm continuity and farm succession. There are many tools to help farmers but the problem is how we can bring them to the farmers.

Lina Lasithiotaki (Demeter International): her organization among others, is involved with access to land and farm succession and is doing the lobby work in Brussels.

Neus Monllor Rico (Catalonia- Xarxa de Custodia del Territori): works as an independent consultant. Finished her PhD on new entrance in the agriculture (comparison of Canada and Catalonia). She says, there is a relation of farm continuity and access to land. In Catalonia there are not projects about this issue and there is a need to connect the different ongoing projects about this topic.

Vicenç Planas (Catalonia- Xarxa de Custodia del Territori): works on the municipality of a small town and is responsible for Currently working on the municipality of a middle town, Granollers, on the revitalization of the agricultural sector, promoting strategies to highlight local produce and to increase his production and consumption.

Séverine Curiger (S-Kleinbauern Vereinigung): the organisation provides political support for small farmers. They want to start a project this year, there is a need for a platform because young people want to start farming but do not have the background.

Katharina Hagenhofer (AT): MSc student of Organic Agriculture and wants to write her thesis in EU initiatives for access to land.

Attila Szűcs-Boruss (Ro- Eco-Ruralis): the organisation he works in represents peasants from Romania. They start in 2009, and try to promote good models of farm succession and ways to bring people back to land. CAP has a huge impact in Romania.

Joo Zimmermann (F- Inter Afocg): Works for farmer organization , 10 years ago she started to work on farm succession.

Karin Okwokwo-Klampfer (AT-Netzwerk Existenzgründung in der Landwirtschaft): used to work for Via Campesina. Now she set up an association, coordinating and work on farm succession outside the family. Work with old farmers and try to pass them the idea to give their farm outside the family. She wants to work on that the next years.

Ruth Rossier (S –Agroscope): made lot of research on ntrafamilial farm succession from the aspect of gender issue, and also from the angle of generations.

Véronique Rioufol (F- Terre de Liens): civic movement working on access to land in France. The strong point is that they try to involve citizens. They raise money and donate them, they help mostly organic farmers to rent land and promote direct sales. They work on farm succession and provide support to future farmers who want to start with farming.

Odile Antoine (B-Terre-en-vue): intern at Terre-en-vue. Following training in social and urban ecology.

11.30-12.30 PRESENTATION OF RESEARCH PROCEEDINGS

When starting the research on the linkages between farm succession and access to land we started by gathering general data on agriculture in Europe. Soon we realised that little data are public and that much of the data lacks clear sources and reliability. We thus thought of a strategy to limit the number of countries to cover, but to raise the quality and reliability of the data by going directly to the source. This corresponded to the first task of the Farm Continuity Working Group, i.e. the setting up of a fact-sheet. This sheet has been send out to all the partners of the Access to Land Grundtvig partners. Some countries replied to it. Other are still working on it.

Before going into the research we need to clarify the difference between farm succession and farm continuity.

Farm continuity is closely related to **business continuity** of which wiki learns us the following:

*“**Business continuity** encompasses a loosely-defined set of planning, preparatory and related activities which are intended to ensure that an organization's critical business functions will either continue to operate despite serious incidents or disasters that might otherwise have interrupted them, or will be recovered to an operational state within a reasonably short period.*

*As such, business continuity includes three key elements: 1. **Resilience**: critical business functions and the supporting infrastructure are designed and engineered in such a way that they are materially unaffected by most disruptions, for example through the use of redundancy and spare capacity; 2. **Recovery**: arrangements are made to recover or restore critical and less critical business functions that fail for some reason. 3. **Contingency**: the organization establishes a generalized capability and readiness to cope effectively with whatever major incidents and disasters occur, including those that were not, and perhaps could not, have been foreseen. Contingency preparations constitute a last-resort response if resilience and recovery arrangements should prove inadequate in practice.” (source: wikipedia retrieved on 07.03.2014)*

However, if we chose this term for the seminar, it is also related to our will to stress the fact that we look for a continuity in the farming activity, and farm succession rather than the fragmentation or dissolution of the farm is a way to ensure this continuity. Yet the main focus remains farm succession.

Farm succession is a process in which the outgoing farmer(s) progressively or suddenly lets go operational and managerial tasks whereas the incoming farmer(s) takes these over. It may be a process that takes years but it may also occur in a swift and quick manner depending on the complexity and the level of correspondance between the needs and capacities of the two parties. The presence of a facilitator may also have an important impact on the person.

Succession is often more perceived as relating to the farmer, whereas farm continuity and farm transmission seems to be more related to the farm as a whole, i.e. the enterprise. In general a new company is set up when a farm is transmitted. In that sense farm succession and transmission inherently means farm a stop in the farm continuity, when our unit of analysis is purely the corporation. Yet, if we look beyond the legal side of the story and consider continuity as being related to the social dynamic, know-how, environmental quality, food related land use, ... then we may want to hope that farm succession also means farm continuity.

We may conclude that all depends on our definition of the farm and that the process we are looking at will always both involve change and continuity at the same time. This observation goes hand in hand with the basic principles of adaptive governance, the subject of one of the following sessions.

14.00-15.30

Session on Data needs

- What data do we need? What for?
 1. Average age of farmers / new entrants
 2. Number of farmers without successors
 3. Main motivations for selling land
 4. Average prices of land in EU + mapping of price zones
 5. Who benefits from CAP subsidies and what links with access to land
 6. What legal instruments facilitate / block access to land in different EU countries
 7. Data on access to land as experienced in different sectors. Cattle needs more land but this land is often less pricy. Yet no data seem to exist on this comparison.
 8. We clearly need more qualitative data, especially around social aspects (for instance the social security systems)

9. Would also be great to have more data on the origin of food and to connect this to the types of farms and their sales and access to land. Do some types of farms have less difficulties to have access to land than others and is there a link with their marketing system?
10. We need more data on the types of farms that tend to stop and the features of the farms that starters are looking for.
11. We need more data on the vision of starting farmers and the differences with the ending generation. For instance the latter seems to be more inspired by a vision of agriculture as a life-long profession, whereas this may not necessarily be the case for the new generation.
12. We need data on the different types of farm succession support that exist.
13. Data on new legal form of collaborative farms seems interesting too.

- What data do we have?

1. We realise that we really lack a clear overview of existing data. There are indeed Eurostat and FAOstat data, yet they often seem incomparable between countries and often the sources of these data are not clear nor trustworthy.
2. We seem to have more data on intra-familial farm succession than extra-familial farm succession
3. The IAASTD research on succession is very interesting
4. There is quite some data emerging from regional and local research, but this is
5. New Peasantries also offers much new information, but is difficult to scale up to higher levels. A study on the linkages between micro and macro level dynamics and the transition from one to the other may be useful.
6. There is the groupe of operative research that will provide new data. One of the collaborators already produced much information: www.agter.org

17.00- 18.00 THEORETICAL FRAME

For the theoretical frame we use three different sources of which transition will be the central one whereas the others will rather give theoretical backup.

- Access to land as a **common good** as proposed by Elinor Ostrom in *Governing the Commons* (1990) Images provided in PPT
- Panarchy and **adaptive governance** as proposed by Gunderson & Holling in *Panarchy* (2002) . Images provided in PPT
- **Transition processes** as proposed by Geels (2002) Images provided in PPT

See also ppt '1_Workshop Presentation Introduction'

18.00-19.00 THEMES TO BE DISCUSSED: WHAT DO YOU WANT TO LEARN?

During this part of the seminar we created the programme of the next day following the propositions and needs expressed by the participants. This led to the program that follows below.

TUESDAY, 11.02.2014

9.30-11.15 Cases and tools on Farm Succession

CASE 1: THE MODEL OF EXTRAFAMILIAL FARM SUCCESSION

(see presentation: 2_Annakorzenszky_ExtrafamFarmSucc)

Farm succession

Reference: Vieth, C ; Roeckl, C; Dr Thomas, F (2008): Höfe gründen und bewahren. Ein Leitfaden für außerfamiliäre Hofübergaben und Existenzgründungen in der Landwirtschaft. Kassel, kassel univ. press GmbH

= a long process (5-10 years depending on the conditions)

<= we will look at what kind of issues the different actors (always two generations) confront in the different phases

1. Want: do I want to start a farm succession programme?

Both parties have different expectations, plans, aims, ...

Young generation: am I ready for this -how, why, what for, ...?

2. Form: in which form will the succession proceed

e.g. sell, lease, 'life annuity contract' (only in Austria) -gradual buying the land through monthly payments, is very attractive for young, less rich, people

3. Search: looking for a suitable match between new and old

Various media possible to publish the search for a successor (do not restrict to the local community, but it's more often the case because of issues of trust

4. Succession: taking/handing over: Discussing which tasks are shared, establishing a joint rhythm (when to get up, where to live in which parts of the house, ...) <= shall happen automatically

5. Completion: end of succession process

Discussion

- Important: where do the people come from, what is the background of the new generation
- 'The succession process will never finish'
- National conditions & European conditions that impact on the process
- The phases are not clear-cut in real life
- Good for use as advice, as a 'hypothetical' overview/model of where to start, what to heed, how to focus actions
- Is there a role for people supporting succession processes, to establish a space where young and old farmer can meet (even if succession is not pressing, just to build trust etc)?
- In Germany there is a platform/homepage where you can apply or search for farms
- 'Question is: what do you want to do as a citizen initiative', is an important question to ask.
- Once you take over a farm and the old generation dies, you'll have to think of who might take over you farm and not leave that question for the last moment

CASE 2: FARM SUCCESSION- CIVAM, BRETAGNE

(see presentation: *3_MariePossion_CIVAM_farm_succession_inpact_france_2014*)

Conditions in Bretagne

Economic	Social	Policies	Geographical
<p>Avg. Size: 55ha</p> <p>Price: 5500€/ha because of highly regulated market ><</p> <p>W-Europe usually 5-6x higher</p>	<p>Mostly family farming (not including peasant farm)</p> <p>30% > 65 year olds</p> <p>There is a pension for retirees (750€/month, with the spouse receiving a part as well)</p> <p>Tenant farming is highly protected, cf. Belgium: tenant rights are transferrable</p> <p>Strong attachment to land and food: making it a very political issue, strong agricultural sectoral influence on voting => leverage</p>	<p>Strong policies for land, agriculture & rural development</p> <p>Strong networks & support for 'alternative agriculture'</p>	<p>Land is not very well-protected (preserved): it is disappearing fast, no real land planning</p> <p>Pressure of urban sprawl</p> <p>A lot of agricultural diversity between regions</p>

- Proces: Emergence => construction => practice/test => retirement (and back if necessary - cyclical)
- Future farmers: mostly extra-familial, women, unemployed
- Advice reaches 1500 people/year, and covers a broad array of project (organic, short-selling, ...)
- Succession: 60% of the need for succession is unmet

Tools to encourage farmers

Emergence	Construction	Practice/test	Retirement
<p>Collective trainings: from idea to project construction</p> <p>-2/months, over 6 months</p> <p>-Reaches about 100 persons in a region</p>		Collective training	Collective training
-Contact points are set up in which alternative networks and the institutional players (champs d'agriculture) have a role in		Nested activities	Coffee discussion
Individual information		Experimentation spaces, e.g. in schools to welcome newcomers	Individual information/interview
Technical advice		Technical advice	
Website is set up (cf. earlier mention that supply and demand are met)			Web site
Visits to farm			Visits to open farms
			<p>New: a platform where demand and supply can find each other: transferrors send a mail about their availability and their demands (regarding housing, the use of the land, ...)</p> <p>Site: www.paysans-creativ-bzh.org</p>

- Institutional tools that the real commencement of activities
- Pidiil: financial programme to help extra-familial farmers to set up
- Subsidies for young farmers
- Individual training programme
- Focus of the farm succession programme: individuals in their local context with their personal backgrounds
- We want that future farmers & transferrors have time to think about their project. The encouragement might therefore take from 6 months to 5 years
- As projects might change during that course of time, you might want to chose to go back to 'emergence' phase

Discussion

- What is SAFER: A private agency created to regulate land use in rural areas (mostly, but not strictly, focus on farm land). Making sure that the policy of regulating structures is applied.
- They were part of the post-war modernization of agriculture, with a remaining focus on family farming as the basis.
- Any use and sale of land is to be reported, and SAFER can then interfere (e.g. on who is able to buy the land and who isn't)
- Do you have a good experience of how big the size of the organization would need to be in order to manage such succession issues?
- No straight answer: depends on land, regional policies, crop, ...
- '1500 people are encouraged' = helping them out
- SAFER: is that the mechanism that can prevent the sale of land on the basis of other criteria, e.g. foreigners?
- The restrictions are applied to what is done with the land, not the actual buying (or the identity of the buyers)
- Do you have policies/regulation that has power to block for cultural reasons? No
- What with connections to broader organizations?
- Very unionized: the regulating agencies are presided over by the higher-ups in the unions <= we have deep connections with those established institutions: can either be a plus or a minus

CASE 3: SCHOOL OF PEASANTRY - CATALONIA

Context

- very industrialized farming systems dominate <= very big farms
- Need: a call was made to have training for newcomers (people that haven't been born in a farm): ° the school of peasantry (with a focus on cattle farming & breeding >< mostly new farmers - in other countries - do crops and vegetables and such)
- Funding: public administration
- One of the founding organization wanted to work on the issue of land access, but at the time of establishment (2008) of the school, there were insufficient human resources >< Now: Terra Franca in 2013 (cf. Terre-de-lien) + they aspire to mediate between both parties (buyers, sellers, ...)

Discussion

- The people trained by the school: new to farming, or did they have previous experience? Most of the people are completely new to farming, or might have only just scratched the practical surface
- What are their future prospects? After the training, most of them experience the difficulty of access to land. But not all start new farms, and start as employees on existing farms
- >< steadily all the missing pieces are being constructed, such as Terra Franca and advisory bodies, ...
- How long does the training take? 1 intensive month of theory & 4 months of practice (in either one or two different farms)
- 'Own farm': subsistence or market-oriented? Own choice, but main characteristic is this 'new peasantry': rural people with a university degree and no(t a lot of) experience

- Who is paying for the course? The students pay €500 for the 5 months, and the government pays for the school costs
 - Is there a pension system for farmers in Spain? Yes, but whether it is enough depends on the case. The issue of pension is not the biggest problem.
 - What is the problem then? Social issues mostly, not economic issues.
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CASE 4: GREECE & FARM SUCCESSION

Context

- small-scale (4,5ha), fragmented land, highly-diverse production systems, feminization of farmers (but that might just be misleading and an administrative fraudulent construction)
- 1/4 of the farms used land of people that didn't use it, which gained the farmer a higher yield (larger surface) and the owner of the land got subsidies without doing anything with the land
- Farm households: Subsistence farms < 1ha, 17% of all farms -- will disappear in the future according to article / Small-scale modernized farms: 2/3 of farms, < 50ha (but mixture of family farms etc) /Large farms: > 50ha, more in the north, industrialized

Mechanisms of succession

1. Accessing alternative networks: the people that went into organic farming (newcomers), started in 2000, now are 'contact points' for newcomers in the farming business, and provide opportunities such as seed fairs, the Organic Farming Union and their training programmes, ...
2. Agronomic school that gives some land
3. Municipalities have taken land that they weren't using and created community allotment gardens
<= these experimental places are places where people go and discuss, and practice, but next to that they experiment on their own land: the city as the learning/experimental meeting point the lessons of which you take back to the rural areas
4. Government-based initiatives:
 - state-founded website where you can find land (click-and-choose, apply, and some kind of 'selection procedure': experience, employment status, current location, ... as criteria),
 - banks and churches give land
 - How are they used?
 - What we see is that those people with experience are awarded a land more often

Conclusion

- Access has been facilitated
- Knowledge to some extent
- Lacking: some kind of (corporate) system to provide access to machinery => most of the current initiatives are subsistence-based, organic, horticulture, ...
- <= commercialisation depended upon personal credit/capital >> for other is functioned as some kind of a safety net
- Future: how are the 'testing spaces' going to evolve? Will they evolve into professional agricultural activities, or will the current pluri-active model remain dominant? (cf. panarchy model?)

Discussion

- Advisory bodies are lacking, the old & young are not brought together
 - One project, led by a professor rural sociology, single-handedly tried to bridge that gap, but no others: the crisis prevented a lot of children in rural areas stay in their communities (where they used to leave) => is a good thing with respect to vitality of communities, and possible taking over farms or embarking on that agricultural adventure
 - <= I focused on newcomers (e.g. from the urban locations), and not on intra-familial ties/evolutions
 - Websites exist, but they are very limited (only a few people). Mostly those connections come about through informal communication (you go to a bar and ask). Usually: if you want to get a plot of land somewhere, stay there for a while, you go there and sit in a bar and ask around.
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CASE 5: BELGIUM, TERRE-EN-VUE

Context (Belgian agriculture)

**FARM CONTINUTY SEMINAR
BRUSSELS, 10-11. FEBRUARY 2014**

- 40 000 farmers (1.6% of Belgian population), 70 000 farms, lose about 41 farms/week (net figure), 62 farmers cease being a farmer), big farms grow in number (> 50ha), small farms decline, avg. size of a farm = 38 ha, avg. size of a plot of land = 2,3ha, 70% of land is rented, 30% is owned (by someone on the farm).
- As parcels are so small, it is common that a farm operates on land which ownership is fragmented between more than 80 owners. The farmer = the connector between the owners, so if that one disappears from the picture, the land usage fragments
- Number of short-selling initiatives is growing very fast (cf. GASAP in Bxl, CSA-network predominantly in Flanders) => creating new farms
- <= CSA-network is typically open for new, inexperienced farmers
- => important: they aspire to maintain their previous standard of living, despite turning to agriculture as an income
- Urban agriculture growing fast (cf. Ceinture Agriculture de Liège)
- <= can function as a catalyst for people thinking about becoming a farmer, sort of a testing ground
- Legal: very strongly institutionalised contract that cannot be breached or conditions
- <= bypass is necessary: Terre-en-vue relies on a very old law establishing its right as a 'partner' in establishing the contract
- Every owner has an entitlement over his/her plot of land, in which specific conditions can be included - but such restrictions usually decrease the (selling) value of land >< Terre-en-vue does include such specifications, as they do not intend to sell the land
- Terre-en-vue: 11 project

'Freddy Case'

- 30ha, 5 of which is owned by the farmer
- Cattle for meat & dairy, bakery, butchery, camping site, b&b/hotel
- One-man show + daughter (that did not want to take over the father's life, but was willing to take over the farm)
- Sudden urgency to sell the land (bank pressure) >< advise caution!
- daughter was not included (but discovered the attempt at contact)
- conflicting data
- distrust
- a lot of 'pressure' and 'tension': Terre-en-vue did not have the tools or experience to accommodate for those strains, and they remained tacit
- tensions needed to be made visible: external support has since been consulted in such phases
- Critical points: Guidance came to late /Lack of data/ Many tacit tensions and secret developments/evolutions/ Financial pressure

Discussion

- "one farmer managed many owners": verbal agreements or contracts? A verbal agreement has the same judicial status as a written agreement
- How long can they stay there? 27 years (3x9 years)
- The new initiatives you mention, are they included in some kind of data?
2 kinds of data: Official statistics: CSA-farmers emerge as they are official farmers
<= 2 years ago they did not show up, because <2ha was not considered 'liveable', but that has been changed because they actually made a living
- The cases are well-studied, and have been taken up by governmental investigations/research and therefore become consolidated in all kinds of data

11.30- 12.30 – CASES AND TOOLS OF ACCESS TO LAND

INPUT 6: PRESENTING OVERLAP BETWEEN ACCESS TO LAND & FARM SUCCESSION
(see ppt 4_ Véronique Rioufol&Peter Volz_Access to Land & Farm Succession)

Economical value of land: land has a double identity: as a production tool, and as a capital/asset

- <= can be used to produce commodities, or can be used as a commodity

Social/cultural value of land: Personal history/attachment; Part of a broader territory/community/history; Ecological value

Actors:

- Transferor (e.g. Belgium: one farmer, multiple owners)
- Future farmer
- Land owner
- Municipalities
- Communities

Issue n° 1: models of access to land

- Inheriting (intra-family): usually involves a negotiation, and can include the issue of price
- Buying: price is an obvious issue,
- but the possibility of extra-familial sale making access to information important
- Renting: Price is less- Security of tenure becomes more important
- Lease purchase
- Sharecropping: giving part of the crop instead of buying/renting parts of land
- Free use/exchange of services
- occupying

Issue n°2: compatibility between land and project & long-term viability

- Size of land
- Size of buildings
- Aspired land use
- Inadequate infrastructure

Issue n° 3: price of land - Different connotations/meanings for transferor & successor

Transferor	Successor
Capitalised investment: they need to get their invested money back in some way	Affordability: how much do I have in total, and how much do I need to make the desired use of the land
(Additional) pension income?	Arbitration between investments:
Inheritance - familial issues	Long-term profitability
Competing claims over the land	
====> all translate into a 'market value' (upward pressure on price)	=====> use value (downward pressure on price)

- <= trying to bring them together: you do not need to sell the entire package (infrastructure, cattle, ...) - can be negotiated, needs to be thought about
- >> where land ends up, is usually dictated by the market value: construction, cereals and larger farms
- => need to counter this:
 - Media
 - Lobby/policy influence
 - Community support

Issue n° 4: Access to funding for future farmer

- Own resources
- Banks
- Ethical banks
- Community finance
- Subsidies
- <= important: access to information, credentials, credibility & viability of farming models

Issue n°5: housing

Importance of the succession phase - objects of continuity:

- Preservation the use of land for agriculture
- Preserving agricultural methods (peasant farming)
- 'new start': you can reorient the existing agricultural models (organic, intensive, community-supported, ...)

European network & initiatives: "Access to Land" (accesstoland.eu)

- 12 initiatives ranging from Lithuania to Catalunya
- Variety of approaches, focusing on mutual support and experience & information exchange
- Open for new 'entrants'
- Focus: Preserving land; Making land accessible for local/ecological; Ensuring the renewal of farmers' generations; Managing land as commons; Content of site: present initiatives in their local/national context

Discussion

- Website language
- Project-specific, but mainly English
- Are you looking for partners: input, translation, ...?
- Dynamic project
- Now: how to continue this
- Funding: after 'Grundtvig' => Erasmus +?
- Partners: new initiatives, countries and how to attract them?
- <= important to exert influence on the regime!!
- Classifications of CSOs supporting access to land?
- Sort of, the legal statutes in different countries are different
- Non-profit
- Charity
- Land trusts
- CSA-type organisations
- European support/connections can strengthen your case, and dampen the fear that is endemic in starting up new initiatives
- High diversity in organisations can be to our benefit, as it emphasizes the broad societal support across sectors and institutions for our cause
- High diversity also strengthens new initiatives as they incorporate different lessons and enable us to construct a viable ('profitable') model

CASE 7: LAND GRABBING IN ROMANIA

Context

- Romania has a high prevalence of small-scale farms (avg. 2,4 ha on 40 million ha of arable land)
- <= land inheritance is not specifically regulated: can easily cross between owners
- Land is very fragmented, but that trend is only increasing >< no governmental vision
=> ° land grabbing is burgeoning
- Why? Land is cheap (relatively, to foreigners); Government is open to this kind of 'land consolidation'
- After communism: all land went into private hands without any available public documentation
- friction between local communities, government and external actors: huge discrepancy between small-scale & the other end, there is no middle ground
- 50% of subsidies in agriculture go to 1% of farm numbers

Land succession & migration

- huge exodus of rural people to western Europe, disrupting the farm(ing) continuity
 - Being a 'peasant' = a socially-marginalised social status
 - Way forward to support farm succession as a way to limit land grabbing:
 - Advocacy
 - Networking
 - Legal advice
 - Documenting fails & successes
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CASE 8: REGIONALWERT AG

(see presentation: 6_PeterVolz_Germany Farm Succession facts and 7_PeterVolz_RWAG)

- The Romanian case has already occurred in Germany => °Regionalwert AG: citizens need to take responsibility by providing capital to a sector where the discrepancy is very high between the money you invest and the output
- Because e.g. the land value is nowhere near connected to the land productivity --- externalities
- <= how can we enable a kind a farming that we want to have, against the 'regime paradigme'/structure
- => citizens become shareholders - invest the money
- <= at that point, the profitability of the sector comes into play: you could earn much more by doing something else
- => directing investments to the entire value chain, not merely production (also distribution, transformation, catering, packaging, ... etc.) through partners of Regionalwert AG.
- <= different types of collaboration
- Establishing & assessing the indicators: who does it?
- Researchers, a compartment of the RwAG

14.00-16.00 – NEEDS & PLANNING OF FUTURE COOPERATION

Discussion: what need we do in order to ensure farm continuity

- e.g. what are the needs of (existing) initiatives?
- e.g. how can we help each other?

Needs:

- How to make transferors aware of the need to engage in a succession process?
<= tools to guide them exist
- How to gauge the relevance of extra-familial succession: where to get the data?
- How to develop a support system in the long-run: risk insurance, access to land, ...?
- How to get government to accept peasant farming?
- How to implement initiatives like TdL?
- How to help farmers to innovate (i.e. create a different idea of 'value')?
- How to organize the first contact?
- How to organize research in startup farms?
- Developing test spaces?
- How to fund the cooperative post-startup?
- How to 'nudge' farmers in more 'desirable' direction?
- Cross-country data for the website: quantitative, qualitative, ... in order to give body to our movement
- Initiatives which share their experiences in farm transition process work
- How to identify relevant partners
- Long-term transmissibility of farms
- How to separate personal & corporate property
- How to integrate our work to the Food Sovereignty Movement?

Additional questions:

- How to get the farmer to sell for 'less' than the market value?
<= 'societal dividend', bringing together seller and buyer preferences
- Post-startup: how to accumulate funding to manage the land trust >< solely voluntary basis, through shares?
- How to gain leverage to 'nudge' the supported farmers to change their agricultural practices - how to exercise that role?
- How to define the scope
- Shares: what to use them for (soil, soil + administration, project-related only, on the basis of needs as long as it is communicated, ...)?

- How to maintain viability of the organization in the long run (as the availability of projects slims down) & when to initiate those thought processes - or is it necessary?

16.30-18.00 – CONCRETE STEPS OF FUTURE COOPERATION

EXPECTATIONS

- methods to analyze farm succession + scientific references + readability
- exchange to experiences
- shared lobby work
- no great expectations:
- theoretical framework for extra-family succession
- **setting up Erasmus +**
- project on exchanging knowledge on how succession is structure
- advance our data needs
- keep communicating about basic themes to keep contact
- internal capacity building more training
- see in practice how it goes
- keep in touch. Can also be informal. Every once in a while meet in real life is cool too.
- One place to check for publications. Meetings will be great.
- Feed back to my background: e.g. xarxa and rurbans
- to collaborate with the article: Karina, Neus, ...
- three pillars for funding: secretariat – mapping – data collection / international travel / descent interactive website
- clear mandate for Maarten & Anna for several funding /
- data gathering for the website
- skype call in one or two months
- Katharina wants to work on qualitative data
- would like to feed the atl movement + the Nyéleni Europe Movement

NEXT STEPS

- work on the factsheet
- practicalities for contact and data sharing
- report of the meeting
- get an idea of where grundtvig atl will go
- contact other potential leaders for erasmus +
- next skype meeting: more or less one month